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Planning

## **Merchants' Quay, St Helier Jersey - identification and appointment of a development partner.**

Ports of Jersey

F01: Prior information notice

Prior information only

Notice identifier: 2025/S 000-043714

Procurement identifier (OCID): ocds-h6vhtk-0567b1

Published 29 July 2025, 10:15am

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

Ports of Jersey

Jersey Airport

St Peter

JE1 1BY

#### **Contact**

Procurement Department

#### **Email**

[Procurement@ports.je](mailto:Procurement@ports.je)

#### **Country**

United Kingdom

**Region code**

UKZ - Extra-Regio NUTS 1

**Internet address(es)**

Main address

<http://www.ports.je/pages/default.aspx>

Buyer's address

<http://www.ports.je/pages/default.aspx>

**I.3) Communication**

Additional information can be obtained from the above-mentioned address

**I.4) Type of the contracting authority**

Other type

Private Entity

**I.5) Main activity**

Other activity

Airport & harbour-related activities

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Merchants' Quay, St Helier Jersey - identification and appointment of a development partner.

Reference number

DN783332

#### **II.1.2) Main CPV code**

- 55000000 - Hotel, restaurant and retail trade services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

Ports of Jersey is looking to engage with an experienced, committed development partner to, design, build, fund, and operate (itself or through an experienced third party) a hotel on the Merchants' Quay site in Jersey, Channel Islands (the "Opportunity").

For more information about this Opportunity, please see the description at II.2.4 below.

#### **II.1.6) Information about lots**

This contract is divided into lots: No

### **II.2) Description**

#### **II.2.2) Additional CPV code(s)**

- 45212350 - Buildings of particular historical or architectural interest
- 45212411 - Hotel construction work
- 70112000 - Development of non-residential real estate
- 71000000 - Architectural, construction, engineering and inspection services

#### **II.2.3) Place of performance**

NUTS codes

- UKZ - Extra-Regio NUTS 1

#### **II.2.4) Description of the procurement**

The Opportunity, which is part of Jersey's broader Harbour Master Plan, is a rare occasion for a developer to play a wider role in Jersey's medium to long-term development strategy, collaborate with an array of local partners, and leverage Jersey's socio-cultural assets to support a thriving, but underserved, tourism market.

A preliminary study suggests that a hotel development of approximately 10,000m<sup>2</sup> could be delivered, which, depending on required room sizes, could deliver 125-150 guest rooms (subject to Planning). Supplementing this, a comprehensive facilities programme could include: (i) an all-day dining restaurant; (ii) a rooftop or upper-level bar; (iii) a destination bar and restaurant (La Folie Inn), (iv) a spa and wellness area; and/or (v) event/meeting spaces.

Any future development must carefully respect the significance of both the Grade 1 listed harbour infrastructure and the Grade 3 and 4 listed buildings. The vision for La Folie Inn and South Pier House is to have them restored and integrated into the overall development. The Opportunity must strike a careful balance between commercial viability and the conservation of these important heritage assets.

The objective of the market engagement document is to enable potential development partners to provide insights and recommendations to Ports of Jersey in respect of its approach to the Opportunity.

Ports of Jersey may, at its discretion, invite certain organisations to participate in market engagement events on Monday 22 September and Tuesday 23 September 2025 in Jersey and/or in London on or around 15 October 2025.

These events will likely include: (i) a Site visit (in Jersey), and (ii) discussions with Ports of Jersey in a one-to-one setting to allow organisations to better understand the Opportunity, ask questions, and provide initial thoughts. This will provide Ports of Jersey with the opportunity to confidentially discuss the feedback provided in more detail, and support Ports of Jersey to shape its thinking on the Opportunity, competitive process and contract.

Ports of Jersey intends to run a process that upholds similar principles to public procurement, and which engages potential development partners in a manner that is consistent with the spirit of a fair, transparent, and collaborative competitive process. At this stage, Ports of Jersey intends to use a flexible, competitive process that will allow for solutions to be developed iteratively to help ensure the highest quality of final proposals.

Organisations should note that engaging in this pre-market engagement exercise, including in particular completing and returning a questionnaire response, is not a prerequisite to participating in any subsequent competitive process. In this regard, Ports of Jersey intends to make all market engagement documents available to organisations once any competitive process has commenced.

Participation in this market engagement exercise (including attendance at a market engagement event) will be at each organisation's own cost. No expense in responding to this process will be reimbursed by Ports of Jersey.

This market engagement exercise and any associated documents or communications should not be regarded as an investment recommendation by Ports of Jersey or its appointed advisers. No information contained in the documents or in any communication made between Ports of Jersey and any organisation in connection with the market engagement exercise shall be relied upon as constituting a contract, agreement or representation that any contract shall be awarded.

Please submit your responses through the Portal by 23:59 (11:59 PM) on 11 September 2025.

### **II.3) Estimated date of publication of contract notice**

3 November 2025

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: No