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Planning

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

Ports of Jersey

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-043900

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

Published 29 July 2025, 2:22pm

Changes to notice

This notice has been edited. The [previous version](#) is still available.

Updated and added Proactis Portal link for reference

Scope

Reference

C-CH23051

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").

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 10,000 sq m 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.

At this stage, Ports of Jersey is intending to enter into a long-term lease with an organisation for the design, build and operation of the hotel. Ports of Jersey would like to use this market engagement phase to engage with prospective developers and understand the market view in relation to the appropriate length of the lease, as well as explore different options to maximise the return on investment.

To ensure we take the right procurement approach, we would like to understand the current market interest in this opportunity.

If you would be interested in submitting a response to this Opportunity, please register your interest via the advert on the Proactis e-tendering platform "Procontract" via the link provided, where you will be directed to the Market Engagement documentation.

<https://procontract.due-north.com/Advert?advertId=c70ea4ad-0f66-f011-813a-005056b64545&fromProjectDashboard=True>

Total value (estimated)

- £1 excluding VAT
- £1 including VAT

Above the relevant threshold

Contract dates (estimated)

- 29 May 2026 to 30 May 2026
- 2 days

Main procurement category

Services

CPV classifications

- 45212350 - Buildings of particular historical or architectural interest
- 45212411 - Hotel construction work
- 55000000 - Hotel, restaurant and retail trade services
- 70112000 - Development of non-residential real estate
- 71000000 - Architectural, construction, engineering and inspection services

Contract locations

- JE - Jersey

Engagement

Engagement deadline

11 September 2025

Engagement process description

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.

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

Submission

Publication date of tender notice (estimated)

3 November 2025

Contracting authority

Ports of Jersey

- Jersey Financial Services Commission Registry: 119501

Jersey Airport

St Peter

JE1 1BY

Jersey

Contact name: Procurement Department

Email: procurement@ports.je

Website: <https://www.ports.je/>

Organisation type: Private utility