

## **EXPRESSION OF INTEREST (EOI)**

### **For Conversion of Unused Building into “Live square”**

**Invited by Tamil Nadu Livestock Development Corporation (TNLDC)**  
**Directorate of Animal Husbandry and Veterinary Services Campus**

#### **Introduction**

Strengthen livestock value chains and expand market access for livestock products, TNLDC invites Expressions of Interest (EOI) from eligible firms for the renovation, development, operation and management of an unused building located within the Directorate of Animal Husbandry and Veterinary Services campus, Tamil Nadu.

The selected firm will transform this unused facility into a “Live square”, envisioned as a dynamic, livestock-centric commercial facility that integrates retail, display, engagement and value-added services. The Live square will serve as a market platform for livestock-related products and services. This initiative aims at promoting livestock commerce stakeholders in the livestock ecosystem by enabling direct access to quality products.

The Live square is expected to function as a commercial outlet for livestock-related products and value chain activities that support the broader objectives of livestock development. As part of this project, the successful firm will be required to undertake the renovation works at their own cost, operationalize the facility and propose a rent structure to TNLDC for a lease tenure of 11 (eleven) years, ensuring long-term viability and sustainability of the investment.

#### **Objective**

The primary objective of this Expression of Interest (EOI) is to identify and shortlist interested and capable applicants who will undertake the comprehensive transformation of the identified unused building within the Directorate of Animal Husbandry and Veterinary Services campus into a vibrant and commercially viable Live square facility.

Specifically, applicants responding to this EOI are expected to:

**a) Renovate the Building at Their Own Cost:**

Undertake all necessary civil, electrical, mechanical, interior, and infrastructure works required to convert the existing unused structure into a functional Live square, ensuring compliance with relevant statutory, safety, and quality standards. This includes planning, design, execution, furnishing, equipment installation, utility connections, signage and commissioning of the facility.

**b) Propose and Implement a Viable Business Model:**

Develop and present a robust, sustainable business model for the operation of the Live square. This model should clearly outline how the facility will function as a livestock-centric commercial ecosystem, addressing market demand, product mix, sales channels, customer engagement strategies, promotional activities and long-term operational sustainability.

**c) Operate the Facility to Sell Livestock-Related Products and Services:**

Manage the Live square on an ongoing basis to offer a range of livestock-related products and veterinary products, animal care supplies and value-added offerings. The operation should be customer-centric, with focus on quality, accessibility, and enhancement of market linkages for producers and end-users.

**d) Propose an Annual Rent for a Lease Tenure of 11 Years:**

Submit a clear and competitive proposal for the annual rent payable to TNLDC, reflecting the commercial viability of the project over the long term. The rent proposal should include the amount, payment terms, proposed escalation (if any) and justification based on projected revenues and investment commitments. The lease tenure will be 11 (eleven) years, ensuring stability for both the investor and TNLDC.

## **Scope of Work**

### **Renovation & Development**

The firm shall be fully responsible for planning, executing and completing all renovation and development works necessary to convert the unused building into a functional and compliant Live square. This includes, but is not limited to, the following:

#### **a) Complete Renovation of the Building**

The firm must carry out comprehensive renovation works tailored to the operational needs of a Live square. This includes both interior and exterior modifications to create appropriate spaces for retail, product display, interaction zones, office/administration areas, storage, customer flow and back-of-house operations. Design interventions should integrate functionality, accessibility and aesthetics suitable for a commercial livestock-centric facility.

#### **b) Physical Improvements and Functional Infrastructure:**

Renovation shall include the construction and installation of all essential physical components, such as:

- **Exhibition and Display Zones:** Well-planned areas for showcasing livestock-related products, signage, shelving, racks and customer browsing pathways.
- **Cold Storage Facilities:** Climate-controlled spaces for perishable livestock products (e.g., dairy, chilled goods), designed to appropriate temperature/humidity standards and energy efficiency.
- **Customer and Service Facilities:** Comfortable customer service zones, waiting areas, restrooms, accessibility features and staff rooms.
- **Utility Upgrades:** Provisioning of electrical systems, lighting, plumbing, water supply, drainage and other utilities essential for safe and efficient operations.
- **Fire Safety Systems:** Consultation with local fire authorities and compliance with statutory fire safety requirements is mandatory.

## **Operation and Management**

The firm shall be responsible for the day-to-day operation, commercial management, customer engagement, and overall business performance of the Live square facility. This includes the following commitments:

#### **a) Livestock-Related Product Operations:**

The firm shall operate the Live square as a commercial retail and service hub for livestock-related products. This includes, but is not limited to, the sale and display of quality livestock inputs such as livestock feed, dairy and dairy-related products, poultry products, breeding aids, animal husbandry equipment, veterinary care products, nutritional supplements and other related commodities. The applicant shall ensure that the product offerings are relevant to market demand, comply with applicable regulatory standards and are presented in a customer-friendly format. A tripartite agreement shall be executed among Tamil Nadu Livestock Development Corporation (TNLDC), the successful Bidder and the Tamil Nadu Veterinary and Animal Sciences University (TANUVAS) for the

procurement, supply and delivery of meat and meat products, incorporating the terms and conditions of the contract and in compliance with all applicable statutes and regulations.

**b) Promotion of Support Activities:**

The firm shall organize and promote activities that create value for livestock producers, farmers and the general public.

**c) Facility Maintenance and Customer Experience:**

The firm shall maintain the Live square facility to high standards of cleanliness, operational safety and customer service excellence. This includes regular cleaning and sanitation, adequate waste management, adherence to safety protocols for both staff and visitors, appropriate signage, comfortable customer interaction zones and courteous support services. The firm shall implement mechanisms to monitor and enhance customer satisfaction, address grievances promptly and establish processes to ensure a positive and professional market environment for all visitors.

**d) Operational Compliance:**

All operations undertaken by the applicant shall comply with applicable statutory, health, safety, environmental, and commercial regulations, including business licensing, taxation, product labeling, product safety, and consumer protection norms. It is the responsibility of the applicant to secure and renew all such licenses and permits required for lawful and uninterrupted operation of the Live square.

**Lease Terms**

The lease arrangement between the successful firm and Tamil Nadu Livestock Development Corporation (TNLDC) shall be governed by the following terms and conditions:

**a) Lease Tenure:**

The lease shall be granted for a fixed period of 11 (eleven) years from the date of signing the lease agreement. The lease term is designed to provide long-term operational security and allow the applicant to fully realize returns on their investment in renovation and business development.

**b) Annual Rent:**

The firm shall propose an annual rent amount payable to TNLDC. This rent shall be payable on a schedule agreed upon in the final lease agreement. The proposed rent should be commercially viable, justified with a revenue model and must consider the long-term sustainability of the Live square business.

**c) Rent Payment Schedule:**

Rent shall be paid to TNLDC in accordance with the mutually agreed payment schedule outlined in the lease agreement. The schedule shall include due dates and provisions for delays or defaults.

**d) Rent Escalation:**

The firm shall clearly state the proposed escalation structure for rent over the lease period. Escalation may be annual or at defined intervals and can be a fixed percentage increase or indexed to a recognized economic indicator to account for inflation and changing market conditions. A well-defined escalation mechanism ensures clarity and fairness for both parties over the 11-year term.

**e) Security Deposit and Other Terms:**

The lease shall require the applicant to pay a security deposit (amount and terms to be governed by TNLDC policy and mutual agreement). The security deposit acts as financial security against lease defaults, damages, unpaid dues or any breach of lease obligations. Standard practice in commercial leases is to structure the deposit in advance and refund it (without interest) upon successful completion of the lease term and hand-back of the premises in agreed condition.

### **Eligibility Criteria**

To ensure that the Live square project is undertaken by competent, financially stable, and legally compliant applicants, interested firms must meet the following minimum eligibility requirements:

#### **a) Registered Legal Entity**

The firm must be a duly registered legal entity such as a private limited company, limited liability partnership (LLP), Joint Venture, partnership firm, MSME, cooperative society, trust or similar entity established under applicable Indian law. Proof of legal registration (e.g., Certificate of Incorporation, Partnership Deed, Trust Registration) must be submitted. This confirms that the applicant is legally recognized and capable of entering into contractual obligations.

#### **b) Demonstrated Experience**

Firm should have relevant experience in areas such as facility renovation, commercial retail operations, marketplace development, or related business management. Relevant experience demonstrates the ability to plan and execute complex projects, manage operations, and engage with customers and stakeholders. Supporting documents such as work orders, completion certificates, contracts or client references should be provided to substantiate past performance.

#### **c) Capability to Undertake Proposed Investment and Operations**

The firm must show that it has the technical and operational capacity to successfully renovate the building and manage the Live square business. This includes ability to mobilize resources, engage qualified contractors and staff, and develop operational systems. A credible project plan, organization chart, and evidence of managerial expertise may be requested to demonstrate readiness for implementation.

#### **d) Financial Soundness**

The firm must be financially sound and stable. This requirement ensures that the applicant has the financial resources to fund renovation, sustain operations and meet lease payments over the project tenure. Typically, this is demonstrated through:

- Audited financial statements (e.g., balance sheets, profit & loss accounts) for the past 2-3 years;
- Proof of funding or financial capacity, such as bank statements, fixed deposits, or capital commitments;
- Evidence of positive net worth and solvency;
- Financial metrics such as minimum turnover or working capital may be specified.
- Financial stability assures that the applicant can execute and operate the Live square effectively without risk of project disruption.

#### **e) No History of Unresolved Litigation or Blacklisting**

The firm must not have any ongoing or unresolved legal disputes, insolvency proceedings, or record of being blacklisted, debarred or disqualified by any government department, public sector entity or statutory authority. Unresolved litigation or negative legal history can adversely affect the firm's ability to fulfil contractual obligations and may signal financial or management weaknesses. Applicants must submit declarations and supporting documentation regarding their legal standing.

### **Proposal Submission Requirements**

#### **EOI proposals must include:**

##### **Covering Letter**

A letter on the applicant's official letterhead stating intent to participate and a summary of the proposal.

##### **Technical Proposal**

- a) Concept and vision for the Live square;
- b) Proposed layout and operational plan (sketches/diagrams recommended);
- c) Renovation plan and timeline (including milestones).

##### **Financial Proposal**

- a) Proposed annual rent (in ₹);
- b) Proposed rent escalation structure;
- c) Investment estimate for renovation and equipment;
- d) Proposed revenue model and projected gross sales (optional but recommended).

##### **Supporting Documents**

- a) Certificate of incorporation/registration;
- b) GST/PAN details;
- c) Relevant project experience;
- d) Audited financials or proof of financial capability; and
- e) Any other supporting certificates.

##### **Submission Details**

Interested applicants should submit the EOI sealed proposal to:

Office of the Chief Executive Officer

Tamil Nadu Livestock Development Corporation (TNLDC)

IV Floor, Integrated Office Complex

Animal Husbandry & Fisheries Department

571, Anna Salai, Veterinary Hospital Campus

Saidapet, Chennai – 600035, Tamil Nadu, India

Last date of submission – 19.02.2026, 5 PM

##### **Conditions**

- a) This EOI does not guarantee award of lease and
- b) TNLDC reserves the right to modify/withdraw this EOI;
- c) Proposals not meeting submission criteria may be rejected;
- d) No liability will be borne by TNLDC for costs incurred by applicants in preparation of the proposal.