



Central Executing Unit - Meeting Report #001

Project: Construction of Tertiary Hospital in Belmopan Area – Saudi Fund for Development – (795/1)

Meeting Date: January 28, 2026

Meeting Time: 9:00 a.m. (Central Standard Time)

Location: Virtual session

Purpose: The objective of the meeting was to provide an overview of the prequalification process for construction works on a tertiary hospital; discuss the project background, high-level scope of works, eligibility and evaluation criteria, submission guidelines, and timelines; and address questions from potential contractors to support strong prequalification submissions.

Participants:

No.	Name	Representing
1	Colin Escalante	Central Executing Unit (CEU)
2	Trudy Joseph	CEU
3	Rene Nuñez	CEU
4	Isani Enriquez	CEU
5	Rey Guerrero	CEU
6	Ghassan Rachid	Dar Al Omran Architectural and Engineering Consultants
7	Thomas Chanona	Key Chanona Ltd.
8	Muath Falah Hussein Abdulrahman	International Hospital Construction Company
9	Raed Tawil	Ashoka Buildcon Limited
10	Santoshi Roopa	BKL Holding, representing Julius Berger International GmbH
11	Basim Adnan	BBC KSA
12	Abner Urbina	North Star Construction
13	Keith Mira	Fast Construction
14	Prasad Ashok Koli	Ashoka Buildcon Company
15	Hossam Abdulsalam	Al-Fahd Company
16	Hugh Bazzi	Mohammed Ahmad Al Harfi Construction Company
17	Ibrahim Alamir	Mohammed Ahmad Al Harfi Construction Company
18	Gustavo D. Pereyra and Peter Teichroeb	Teichroeb and Sons Ltd.
19	Wadi Daher	ACS Contracting
20	Ibtikar Co.	Ibtikar Co.

1. Welcome, Introductions and Agenda Review

The meeting commenced with greetings and a disclosure that the session was being recorded. Trudy Joseph welcomed attendees and requested that participants enter their names and organizations in the chat for reference. Colin D. Escalante introduced himself as the presenter and Project Engineer, with Trudy Joseph as the Procurement Specialist assisting with facilitation and questions. Participants from various firms introduced themselves and their organizations, highlighting their expertise in construction and related fields. The agenda was reviewed, covering project overview, high-level scope of works, nature of procurement, eligibility criteria, evaluation criteria, documents to be submitted, submission process and deadlines, timelines and next steps, and questions and answers (Q&A). Emphasis was placed on saving questions for the dedicated Q&A section to respect time constraints.

2. Key Discussions and Summaries

Opening and Recap (Trudy Joseph and Colin D. Escalante)

Trudy Joseph welcomed attendees and confirmed the recording. Colin D. Escalante recapped the purpose, which was to support strong prequalification submissions without delving into detailed bidding documents, focusing on the preliminary stage to secure capable contractors for project success.

Project Overview Presentation (Colin D. Escalante)

Provided context on Belize's location in Central America, bordered by Mexico to the north, Guatemala to the west and south, and the Caribbean Sea to the east. The project involves constructing a tertiary hospital in the Belmopan area, with an estimated duration of 30 months, funded by the Saudi Fund for Development (SFD). Objectives include improving healthcare services, reducing reliance on overseas specialist care, and serving approximately 200,000 residents in the Cayo, Stann Creek, and Toledo districts (the southern half of the country). The site is located on the George Price Highway adjacent to Belmopan City, approximately 30 miles (50 kilometers) from the coastline, with a parcel size of about 7 acres (28,000 square meters). A map was shared to illustrate the site's central location relative to Belize City and the served districts.

High-Level Scope of Works Presentation (Colin D. Escalante)

Outlined the construction, installation, commissioning, and handover of a fully operational 150-bed tertiary hospital, including civil, structural, mechanical, electrical, and plumbing (MEP) works. The built-up area is approximately 170,000 square feet (under 16,000 square meters) across two floors. Significant coordination will be required with the project management team, including CEU staff (Colin D. Escalante and Isani Dennis Enriquez) and the Owners' Engineers team from Dar Al Omran, Architectural and Engineering Consultants (represented by Ghassan Rachid). The phased approach includes:

- i. Site preparation (earthworks, utilities integration, landscaping).
- ii. Building structure (two floors, including foundations and roof works).
- iii. Systems installation (MEP, medical gas, HVAC, fire safety).
- iv. Additional site features (parking facilities, access roads, site fencing).
- v. Final stages (testing, commissioning, defects liability period).

A rendering was shown of the envisaged structure with access roads and parking.

Nature of Procurement Presentation (Colin D. Escalante)

The procurement is for works via international competitive bidding. Eligibility is restricted to qualified, experienced construction firms from the Kingdom of Saudi Arabia (KSA) or joint ventures (JVs) of Saudi and Belizean firms, per the SFD loan agreement. The contract period is approximately 30 months, with submissions in English. Prequalification is evaluated on a pass/fail basis; all minimum requirements must be met, or disqualification will result.

Eligibility Criteria Presentation (Colin D. Escalante)

For corporate entities, firms must be incorporated in KSA or Belize, have their principal place in KSA or Belize, and be at least 50% beneficially owned by citizens/residents of eligible countries. Unincorporated firms must have members who are citizens/residents of KSA or Belize. No arrangements allowing substantial profits/benefits to non-eligible entities are permitted. This applies to single firms or JVs, with all members from eligible countries.

Evaluation Criteria Presentation (Colin D. Escalante)

- i. Historical contract non-performance: No defaults, terminations, or suspensions in the last 5 years; litigation $\leq 30\%$ of net worth; no environmental/social noncompliance (applies to all JV parties; pass/fail).
- ii. Financial situation and performance: Positive net worth, liquidity, and profitability from 2022–2024 financial statements; minimum average annual construction turnover of US\$56 million over the last 3 years (single firm: full amount; JV lead: 80% or US\$44.8 million; other JV partners combined: 20% or US\$11.2 million); access to credit facilities \geq US\$2.5 million (aggregated for JVs).
- iii. Experience: Minimum 10 years as prime contractor/subcontractor; successful completion of ≥ 2 similar-complexity contracts in the last 10 years in a developing country (Latin America/Caribbean experience is an asset; applies to all JV parties).

Documents to be Submitted Presentation (Colin D. Escalante)

Documents are detailed in the procurement portal (accessible via QR code provided in presentation). However, are detailed below:

- i. Signed NDA;
- ii. letter of interest on company letterhead;
- iii. company profile (history, capabilities, projects; for all JV parties); organizational chart, resumes/CVs of key personnel, manpower/equipment details;
- iv. information on 3 similar projects in last 10 years (prioritize developing countries/Latin America/Caribbean; include location, type, size, completion date, cost in USD, visuals, services provided, client contacts; tabular format preferred);
- v. financial records (audited/unaudited statements for 2022–2024, including balance sheets, income, cash flow, notes; highlight key ratios);
- vi. commercial licenses/classifications, company registrations; health/safety/environmental/QAQC policies/certifications;
- vii. insurances (e.g., all-risk, professional/public liability; include limits, insurers, expiration dates);
- viii. other registrations/accreditations/awards.

Submission Process and Deadlines Presentation (Colin D. Escalante)

Electronic submissions only to procurement@ceu.mof.gov.bz. Clarifications open until February 9, 2026 (via same email). Deadline: February 17, 2026, at 10:00 a.m. Central Standard Time.

Timelines and Next Steps Presentation (Colin D. Escalante)

- i. Prequalification deadline by: **February 17, 2026**.
- ii. Request for bids sent to prequalified firms by: **March 19, 2026**.
- iii. Works contract award by: **July 21, 2026**.
- iv. Hospital commissioning by: **January 22, 2029**.

Q&A and Feedback

- i. Trudy Joseph noted questions in the chat, including difficulties finding Belizean JV partners; the Association of Professional Engineers of Belize email will be shared in minutes for outreach.
- ii. Basim Adnan asked if a Saudi firm's high turnover (e.g., >US\$100 million) could cover a Belizean partner's shortfall below 20%, and if the 10-year experience requirement could be flexible for firms with strong qualifications. Colin D. Escalante sought input from others;
- iii. Hossam Abdulsalam echoed the request for flexibility if the Saudi partner meets all criteria alone.
- iv. Keith Mira (local perspective) noted Saudi interest in Belizean partners for local knowledge but highlighted challenges meeting thresholds; suggested revisiting local requirements.
- v. Ghassan Rachid inquired about medical equipment: confirmed as a separate tender, with coordination via responsibility matrix; emphasized parallel procurement for smooth integration, and that MEP includes medical engineering infrastructure.
- vi. Muath Falah Hussein Abdulrahman confirmed submission via email (no separate platform) and clarified the request for bids timeline (March 19, 2026).
- vii. Trudy Joseph advised one (1) PDF submission with links for supplements, and tabular formats for project details, is sufficient, as opposed to several files in each submission.
- viii. A chat question on Belizean embassies in Saudi Arabia or the region was posed so as to coordinate for access to local Belizean contractors. The query was addressed by suggesting that firms reach out to the Association of Professional Engineers of Belize via email below to inquire.

3. Action Items

- i. Firms to submit prequalification packages by 10:00 a.m. Central Standard Time on February 17, 2026.
- ii. CEU to revisit evaluation criteria (e.g., turnover/experience for Belizean JV partners) in consultation with SFD; issue addendum if amended, shared via contact list and procurement portal.
- iii. CEU to prepare and share meeting report with presentation as appendix via email and post on procurement portal.

- iv. Provide Association of Professional Engineers of Belize contact email: info@apebbelize.org for JV outreach.

4. Closing Remarks

The meeting concluded positively, with thanks to all for participation. Emphasis was placed on strong, concise submissions to advance the project and support Belize's healthcare infrastructure. The CEU committed to reviewing criteria based on feedback. The meeting adjourned at approximately 9:50 a.m. Central Standard Time.

Report prepared: January 30, 2026

Report prepared by: Colin Escalante, Project Engineer, CEU

APPENDIX

Presentation from Meeting held on January 28, 2026.

PREQUALIFICATION MEETING: CONSTRUCTION OF THE TERTIARY HOSPITAL IN THE BELMOPAN AREA PROJECT, BELIZE

PROCESS ID: RFB/SFD/2/795/01

**CENTRAL EXECUTING UNIT, MINISTRY OF FINANCE,
GOVERNMENT OF BELIZE**

JANUARY 28, 2026





AGENDA OVERVIEW

- Project Overview
- High-Level Scope of Works
- Nature of Procurement
- Eligibility Criteria
- Evaluation Criteria
- Documents to be Submitted
- Submission Process and Deadlines
- Timeline and Next Steps
- Q&A



PROJECT OVERVIEW

- **Project Name:** Construction of the Tertiary Hospital in the Belmopan Area Project
- **Estimated Duration of Project:** ~30 months
- **Project Funding:** Saudi Fund for Development (SFD)
- **Objectives of the Project:**
 - Improve healthcare services,
 - Reduce reliance on abroad specialist care,
 - Serve ~200,000 residents in Cayo, Stann Creek, and Toledo districts.



PROJECT OVERVIEW CONT.



- Located on the George Price Highway
- City of Belmopan, Cayo District
- ~ 30 miles/ 50 km from the coastline
- Parcel size for development is ~ 7 acres/ 28,000 m²



HIGH-LEVEL SCOPE OF WORKS

- Construction, installation, commissioning, and handover of a fully operational 150-bed tertiary hospital, including civil, structural, and MEP works;
- Built up area encompasses ~170,000 ft²/ 15,790m² across two (2) floors;
- Coordination with project management team is required;



HIGH-LEVEL SCOPE OF WORKS CONT.

- Phased Approach:

Phase	Key Activities
Site Preparation	Earthworks, foundations, utilities integration, landscaping for aesthetic and environmental enhancement
Building Structure	Construction of two (2) floors, inclusive of foundation works and roof works
Systems Installation	MEP systems (medical gas, HVAC, fire safety measures)
Additional Facilities	Parking facilities, access roads, site fencing
Final Stages	Testing, commissioning, defects-liability period management





NATURE OF PROCUREMENT

- **Procurement Type:** Procurement of Works (International Competitive Bidding - ICB)
- **Eligibility of Firm:** Restricted to qualified, experienced construction firms from the Kingdom of Saudi Arabia or joint ventures (JVs) of Saudi and Belizean firms.
- **Contract Period:** ~ 30 months
- **Language for Submission:** English
- **Key Notes:**
 - Prequalification evaluated on a pass/fail basis.
 - Applicants must meet all minimum requirements across criteria.
 - Failure in any criteria results in disqualification.



ELIGIBILITY CRITERIA

Entity Type	Key Requirements
Corporate Entities	<ul style="list-style-type: none">• Incorporated in the Kingdom of Saudi Arabia or Belize;• Principal business there;• ≥50% beneficially owned by citizens/residents
Unincorporated Firms	<ul style="list-style-type: none">• Members must be citizens/bona fide residents of the Kingdom of Saudi Arabia or Belize
All Cases	<ul style="list-style-type: none">• No arrangements allowing substantial net profits or benefits to accrue to non-citizens/non-residents of eligible countries• Requirements apply to all JV parties, if intended.



EVALUATION CRITERIA

Criteria	Key Requirements	Evaluation
Historical Contract Non-Performance	<ul style="list-style-type: none"> No defaults, terminations, or suspensions in past 5 years- Litigation ≤30% of net worth No Environmental and Social non-compliance issues For JVs: Applies to all parties 	<ul style="list-style-type: none"> Pass/ Fail
Financial Situation and Performance	<ul style="list-style-type: none"> Positive net worth, liquidity, and profitability from financial statements for 2022, 2023, 2024 (applies to all parties in JVs) Minimum average construction turnover: US\$56,000,000.00 (JV lead: 80% = US\$44.8 million; others combined: 20% = US\$11.2 million) Access to credit facilities: ≥US\$2,500,000.00 (JVs: All combined) 	<ul style="list-style-type: none"> Pass/ Fail



EVALUATION CRITERIA CONT.

Criteria	Key Requirements	Evaluation
Experience	<ul style="list-style-type: none"> • General: Minimum 10 years as prime contractor or subcontractor • Specific: Successfully completed ≥ 2 contracts similar in complexity/activities within past 10 years; Each in a developing country • Latin America/Caribbean experience an asset; • For JVs: Applies to all parties 	<ul style="list-style-type: none"> • Pass/ Fail



DOCUMENTS TO BE SUBMITTED

- **Signed NDA:** Signed by authorized rep and dated (**Template provided**)
- **Letter of Interest:** On company letterhead; Outline motivation, strengths, commitment; Signed by authorized rep.
- **Company Profile (applicable to all JV parties):** Company history; Core capabilities/expertise; Overview of projects; Organizational chart; Resumes/CVs of key personnel; In-house manpower details; Equipment capacities; (**Limit to 10-15 pages**)
- **Information on Similar Projects:** Details on 3 projects (**past 10 years; prioritize developing countries/Latin America/Caribbean**); For each: Location, type, size (**sq ft**), completion date, cost (**US\$**), visuals; Services provided; Client contact info (**Use tabular format**)
- **Company Financial Records:** Audited or **unaudited** statements (2022-2024): Balance sheets, income, cash flow, notes; Highlight key ratios such as: liquidity, solvency, profitability, and debt capacity



DOCUMENTS TO BE SUBMITTED CONT.

- **Commercial License(s) and Classification:** Copies of valid licenses, Company/ Business registrations, etc.
- **Company Policies and Certifications:** Any HSE policy; QA/QC policy, etc.
- **Insurance Certificates:** Recent copies (all-risk, liability, etc.); Limits, insurers, expiration dates
- **Other Registrations, Accreditations, and Awards:** Professional registrations, accreditations, awards (list issuing bodies)



SUBMISSION PROCESS AND DEADLINES

- **Submission Method:** Electronic only, to procurement@ceu.mof.gov.bz
- **Deadline for Clarifications:** February 9, 2026, to procurement@ceu.mof.gov.bz
- **Deadline for Submissions:** **February 17, 2026, at 10:00 a.m. (Central Standard Time)**



TIMELINES AND NEXT STEPS

Prequalification
Submission
Deadline:
February 17, 2026

RfB Issued to
Prequal. Firms:
March 19, 2026

Works Contract
Awarded:
July 21, 2026

Belmopan Tertiary
Hospital
Commissioned:
January 22, 2029



QUESTIONS AND ANSWERS



Scan the above QR code to access the Prequalification link on the GoB's Procurement Portal.





CENTRAL EXECUTING UNIT

**2ND Floor – South Wing
Sir Edney Cain Building
Belmopan, Cayo District
Belize, Central America**

<https://procurement.gov.bz/>

