



REFIT

# YOUR ATLANTIC YACHTING SHIPYARD



Last date for submitting bids postponed to March 31, 2014, 5:00 pm







*La Rochelle, a city open to the world.  
A name that evokes distant journeys to  
the discovery of continents.*

*The city has long been a world centre for  
pleasure boating. Today, Port Atlantic La*

*Rochelle and its partners are starting its transformation  
into a city of Yachting.*

*We own exceptional infrastructure with all the ingredients  
that you, as yachting professionals, need to develop your  
refit activities. Our facilities are located in the middle of  
the French Atlantic coast, facing the Americas and in an  
exceptional setting at the heart of Europe.*

*I invite you to discover our operation «Your Atlantic Yachting  
Shipyard», through which we offer the opportunity for you to  
take part in the creation of your shipbuilding yard using our  
existing infrastructure.*

Michel PUYRAZAT  
CEO of Atlantic Port La Rochelle



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# LA ROCHELLE AND ITS SURROUNDINGS

## La Rochelle, the economy in mind

✦ Besides the industrial presence of **major international groups** (Alstom, Rhodia, Delphi), nearly **7000 SME/SMI** contribute to the activity and development of the conurbation, which is **the first economic hub of the Poitou-Charentes region**, equipped with high-speed train and an international airport.

✦ The industrial sectors represented are as varied as **transport, food or recreational navigation** (including Fountaine Pajot, the first global manufacturer of cruising catamarans Amel,...), and **the city also has a large number of SMEs with recognized expertise in ICT**: web, networks and cross-media.

**Ranking 6th Grand Port Maritime of France and 1st European Yachting Port**, La Rochelle is open to the world.

✦ With a university, an engineering school and a business school, the ever expanding campus hosts more than **15,000 students** as well as **renowned research laboratories**.





## La Rochelle, a unique historical heritage

- ★ La The reputation of La Rochelle extends beyond the oceans, with its Old Port guarded by towers. The city is a **favourite tourist destination**: each year, more than 3 million visitors from around the world discover the arcaded streets, medieval half-timbered houses, Renaissance period houses and large shipowners' mansions of the eighteenth century.
- ★ Facing the ocean and the islands of Ré and Oléron, **La Rochelle is the ideal base** to make day trips to Bordeaux, Nantes or Cognac with its warehouses concealing XO bottles...



## La Rochelle, a quality place to live

- ★ A pioneer in sustainable development, the city was the first in the world to offer electric cars in self-service and eco-friendly travel modes: bicycles, electric shuttles and solar-powered boats.
- ★ La Rochelle hosts major events all year round: the International Film Festival, the Francofolies festival (french-speaking singers), Sunny Side of the Doc (documentary films festival), the TV Fiction Festival, the Grand Pavois (well-known boat show), the Rallye d'Automne (automobile rally taking place in the fall)... and offers a unique setting with its 850 acres of parkland and beaches.





# INTRODUCTION

Atlantic Port La Rochelle launches its operation « Your Atlantic Yachting Shipyard ». Its purpose is to select a team of project promoters for the industrialisation of the existing activity of refit of yachts at the Shipbuilding and Repair Centre (PRCN) of Atlantic Port of La Rochelle.

✦ **The PRCN** is a fully enclosed site located in the secure enclosure (ISPS) of Port Atlantique La Rochelle. With exceptional facilities and a unique position in the middle of the Atlantic coastline, the development of this site has made much progress over the past five years, from an exclusive ship repair activity for fishing vessels and service boats to now welcoming passenger ships and large yachts.

➔ Today, companies operating on the PRCN offer excellent references in the sector of Refit: *Tatooosh, Samar, Skat, Drizzle, Enigma, Trinakria, Shimakaze...*



Enigma XK Refit (ex Normal 2011-2013) by Atlantic Refit Center



Samar : ARC



Trinakria : Yachtexcel



Enigma : ARC



✦ **Local stakeholders** have now expressed a consensus on the need to transform this dynamism into an industrial and commercial project. In addition, many proposals are regularly received by the Port Atlantic La Rochelle to enter this dynamism.

✦ **The skills and tools** available on this site are perfectly suited for an immediate access to the target market, but the transition of this sector to an industrial logic deserves the entry of a major player whose role will be to become the driving force of this site.

To this end, Atlantic Port La Rochelle has issued this call for proposals to select a team of promoters for an industrial project. The purpose of this call is to support and develop the activity of required investments.

Offers from candidates will also be considered all the more favourably that they add value to the companies already on the site.

→ This project is an opportunity for a strong partnership between Atlantic Port La Rochelle and the awardee. It may be phased out over a long period and cover a wide spectrum of activities:

- refit,
- wintering,
- parking at dock,
- hosting the crews,
- services,
- training and office facilities.



Tatoosh : ITM Marseille



Skat : ARC



# I. ATLANTIC PORT LA ROCHELLE

Atlantic Port La Rochelle  
is the sixth major port of France  
based on its traffic.

✦ During the year 2012, the traffic was almost 8.4 Mt, with more than 9 Mt expected in 2013. Its continuous good performance observed over several years is explained by the consensus of economic stakeholders around the port development project, by significant natural assets, including being the only deep water port on the Atlantic coast and by a strong financial position that has allowed making regular investments for the upgrade of port facilities.

→ *In particular, the PRCN has received over the last five years major investments for modernising the infrastructure.*





# I. ATLANTIC PORT LA ROCHELLE



## Harbour map

→ Atlantic Port La Rochelle is certified ISO 9001 and 14001 for all its activities.



The Atlantic deep sea seaport.



## II. OBJECTIVES OF THE CALL FOR PROJECTS

### "YOUR ATLANTIC YACHTING SHIPYARD"

The purpose of this call for projects is to select a team of project promoters for the industrialisation of the existing activity of large yacht refits.

**This project will allow, by order of priority:**

- ✦ **To increase** the volume and revenue related to the large yachts refit activity
- ✦ **To increase** the value added for companies operating locally (list in Appendix 1) and to develop local jobs
- ✦ **To optimise** the occupancy rate of infrastructures
- ✦ **To create** a complete industrial sector
- ✦ **To associate** the Port of La Rochelle with an image of high value addition
- ✦ **To develop** the existing infrastructure.

➔ *The awardee selected at the end of this call for proposals will be given the **exclusive use of infrastructure** and equipment requested by him and belonging to the Atlantic Port La Rochelle. The awardee will then have to lead a major project in which the realisation of investments may be the leading products.*



## II. OBJECTIVES OF THE CALL FOR PROJECTS

"YOUR ATLANTIC YACHTING SHIPYARD"

✦ The market for large yachts refit being largely seasonal, the candidates who are able to **optimise the use of infrastructure entrusted to them** for maximising the operations in this market will be much appreciated. However, in their business plan, the projects submitted can quite provide for filling the slack periods by serving other markets, these should focus on the development of local jobs.

✦ The Atlantic Port La Rochelle is attached to **companies established in the PRCN or based locally** and loyal to the Port and the region, that have been able to grow progressively to reach increasingly demanding

markets. **The manner in which candidates will enhance local employment and local businesses by creating synergies** (outsourcing, partnerships or capital inputs) with them will be highly appreciated and will be a very important factor in accepting the project.

✦ **Atlantic Port La Rochelle also wishes, through this call for proposals, that the infrastructures entrusted to the awardee are enhanced and that their capacity is utilised to the maximum.** The strength of the business plan will be taken into account in the ranking of candidates.

✦ Atlantic Port La Rochelle is also committed to ensuring that candidates have a **truly long-term vision for the progressive development of an industrial sector**: in this logic, the projects can be phased out and proposed over long durations. Beyond the technical aspects related to infrastructure, the development of an industrial sector will also pass through the transfer of skills by ramping up the use of sub-contractors, by training and by the development of a range of services.

→ *After defining these fundamental objectives, Atlantic Port La Rochelle leaves the candidates a great freedom to define the content of the project.*





# III. PROJECT DEVELOPMENT PERIMETER

The candidates of this call for proposals can freely set out their project in a large area with multiple sites of the Port:

- 1→ **The Shipbuilding and Repair Centre (PRCN):** this includes the current infrastructures supporting the activity (graving docks, dry-docks).
- 2→ **The site of the 519th Train Regiment (519<sup>ème</sup> RT):** former military site with a slipway, a dock and workshops.
- 3→ **The wet dock (bassin à flot):** Currently used for docking merchant vessels, the activity of this site is expected to decline over the medium term. It may then be used for docking large yachts.
- 4→ **The complementary sites :** The submarines base (base sous-marine), the roofed lock (sas couvert), the platform north (plate-forme nord) of the wet dock (bassin à flot) and buildings complete the available offer.





### III. PROJECT DEVELOPMENT PERIMETER

The different sites, their infrastructures and equipment are described in the following part.

- ✦ The equipment and infrastructure requested by the candidate are intended **for the exclusive use of the awardee for the duration of the project**. The awardee will provide the marketing services.
- ✦ **The candidates are free to propose development investments for such equipment or infrastructure, without limitation in their nature:** building or building extensions, extension of the runway of the boat lift, roofs, construction of pontoons... These equipment and infrastructures can be provided in stages and the investments desired by the candidates may be phased over a time.

For each site, are specified, if applicable, equipment and infrastructure that candidates can not integrate into their projects, **ineligible equipment**, which is intended to be continued to be marketed by the Atlantic Port La Rochelle.

**Excepting the elements that cannot be integrated into their project, candidates may freely compose their project.**



Tatoosh : ITM Marseille



Tatoosh : ITM Marseille



Tatoosh : ITM Marseille

→ *The awardee can always place an order with the Port for the use of infrastructures and equipment that are not eligible or have not been made available under this call for proposals.*



# 1 THE PRCN



The PRCN of Port Atlantic La Rochelle is a compact and closed **ship building and repair** site, located in a secure enclosure, access-controlled by badges, guards and video surveillance. It includes the following infrastructures:

↓  
DRY DOCKS

↓  
REPAIR AREA

↓  
BUILDINGS

↓  
TOOLS AND SERVICES

1.1

## DRY DOCKS

These docks are closed by floating dams and communicate directly with the wet dock ③. They are emptied by two pumps with a flow-rate of 3600 m³/h via an underground masonry water network. Each of the graving docks is equipped with folding guard-rails and stairs for access to the base.

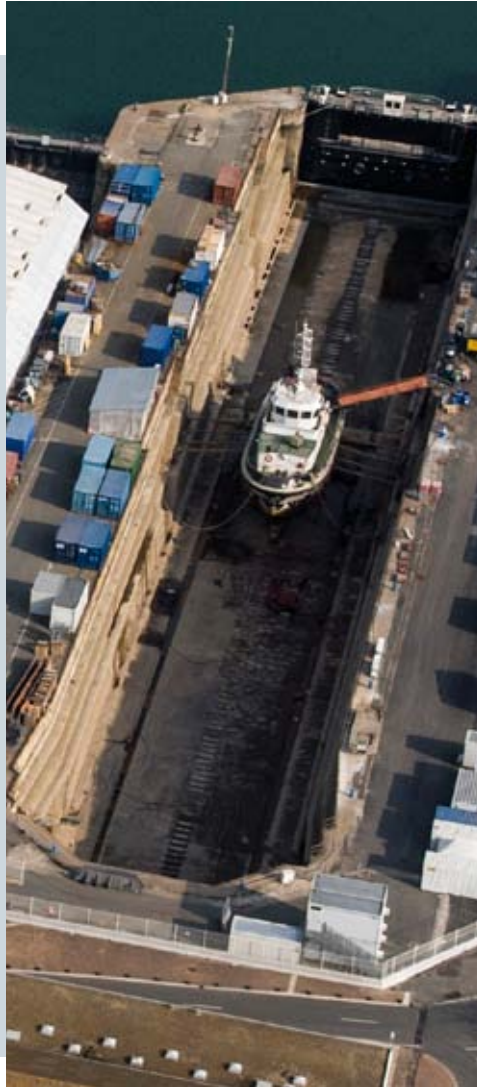
They are equipped with one system collecting water from the refit, which, after treatment, is discharged into the natural environment.





### Dry dock 1

- Useful length: 176 m
- Useful width: 21.86 m
- Draining time: 6 hours with two pumps
- Number of access stairs: 6
- Floating dam: time for emptying and filling the ballast 15 min, built in 2012 and commissioned on 1 January 2013
- Available power:
  - 1 socket 125A 400 V (3 Phases + Neutral + Earth)
  - 1 socket 63A 400 V (3 phases + Neutral + Earth)
  - 2 sockets 16A 230 V (Phase + Neutral + Earth)
  - 3 outlets adjustable from 50A to 250A (3 phases + neutral)
- Fresh water
- Fire hydrant



### Dry dock 2

- Useful length: 107 m
- Useful width: 13.84 m
- Draining time: 3 hours with two pumps
- Number of access stairs: 6
- Lock-gate: time for emptying and filling of ballast 30 min, built in 1970
- Available power distributed:
  - 3 sockets 125A 400 V (3 Phases + Neutral + Earth)
  - 6 sockets 63A 400 V (3 Phases + Neutral + Earth)
  - 6 sockets 16A 230 V (phase + Neutral + Earth)
- Fresh water
- Fire hydrant next to the dock



**These ineligible equipment and infrastructure will not be included in the projects of the candidates:**

- One of the dry docks at the candidate's choice
- A strip of 5 metres around the ineligible dry dock
- The floating dams of each dock
- Pumping systems
- The infrastructures for distribution of electricity and water (unless the provider carries out the work of individualisation of consumption)



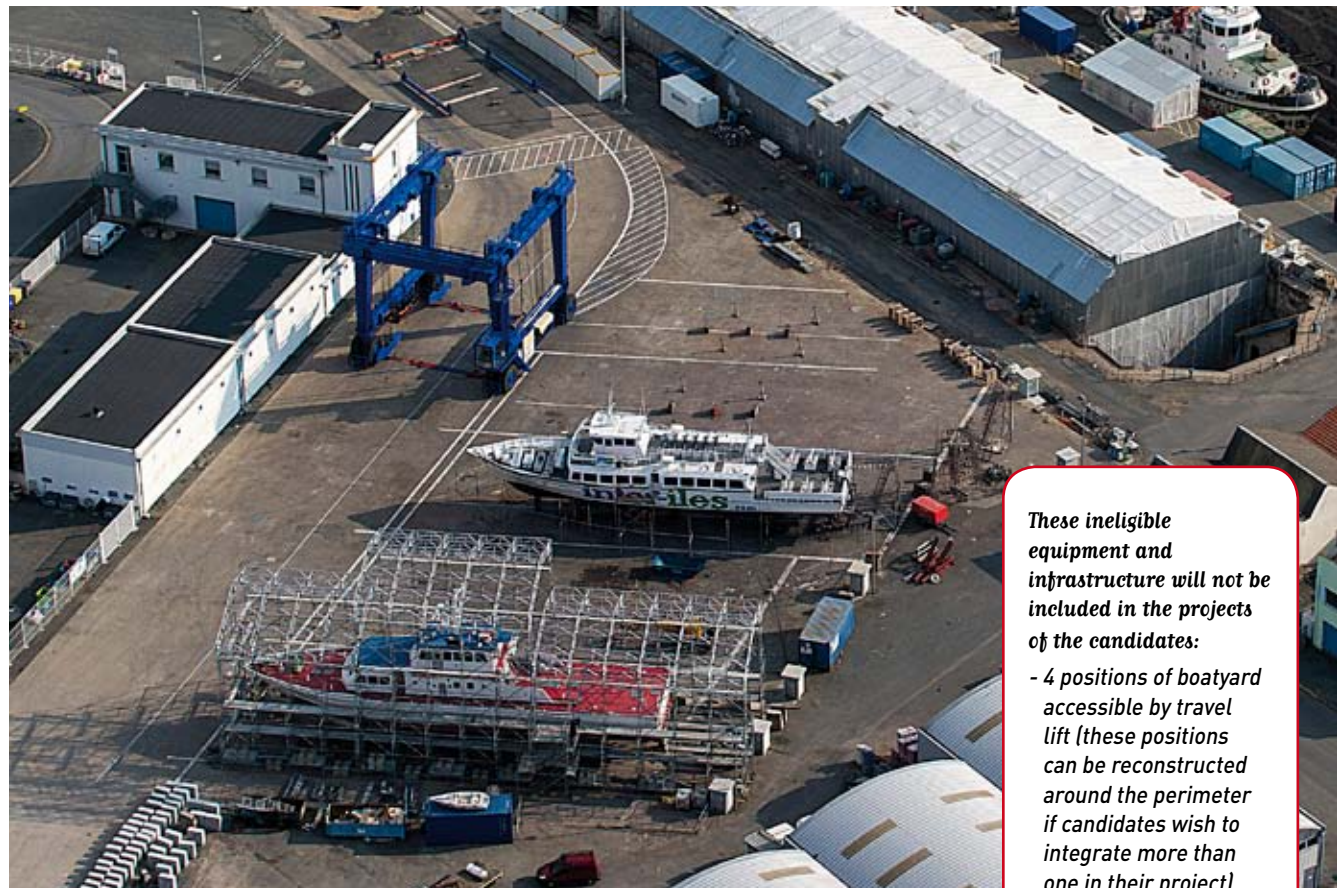
1.2

REPAIR AREA

## Dry repair area

- This zone has an **area of 6000 m<sup>2</sup>** with 5 places of area comprised between 575 and 600 m<sup>2</sup>, some of which may be covered by light structures (cocoons). Fastenings in the raceway of the lift are not possible.
- It is served by a **boat lift** with a rated lifting capacity of 300 tonnes.
- Each place is equipped with a terminal for access to electricity and fresh water. Notably, the available power is distributed as follows:
  - 1 socket 63A 380 V (3 phase + Neutral + Earth)
  - 2 sockets 16A 230 V (2 phase + Earth)
- As with both dry docks, this dry repair area is equipped with **one system collecting water from the refit**, which, after treatment, is discharged into the natural environment.

New positions of boatyard may be provided by the candidates on the available spaces that they can retain.



*These ineligible equipment and infrastructure will not be included in the projects of the candidates:*

- 4 positions of boatyard accessible by travel lift (these positions can be reconstructed around the perimeter if candidates wish to integrate more than one in their project)
- The infrastructures for distribution of electricity and water



## Wet repair area

- The dock Camaret (quai Camaret), located on site, can park ships afloat and offers a **50 m long quay**, on the closed, sheltered and **calm water body of the wet dock** (Bassin à flot).
- Subject to building a floating dock, the useful **length of this quay can be extended to 90 metres**.
- The quay has **3 access terminals to electricity and fresh water**. Notably, the available power is distributed as follows:
  - 1 socket 63A 380 V (3 phase + Neutral + Earth)
  - 2 sockets 16A 230 V (2 phase + Earth)





## 1.3

## BUILDINGS

The site includes :

- **4 workshops in the form of cells** of a floor area between 239 and 451 m<sup>2</sup> each, properties of GPMLR and home to businesses dedicated to shipbuilding and ship repair.
- **Parking spaces are available** directly to the rear of these buildings.
- To the extent that the awardee will have to develop synergies with companies operating locally, these buildings can be integrated after study, respecting the prerogatives of each occupant.
- The **“House of docks”** (Maison des formes) offers a **floor area of 158 m<sup>2</sup> spread equally on ground floor and first floor**. It includes four large offices, a storage area and a bathroom. It is classified as an architectural element to be protected.

*These ineligible equipment and infrastructure will not be included in the projects of the candidates:*

- *The four workshops (ateliers) in form of cells. Negotiations may still take place with the current occupants.*



“House of docks”



1.4

TOOLS AND SERVICES

The following tools and services are the property of Atlantic Port La Rochelle. They are not intended to be made available exclusively to the awardee, but their use may be ordered from Atlantic Port La Rochelle at the rates in force (Appendix 6), as with any customer.

Lift with a **rated lifting capacity of 300 tonnes** (manufactured by Paolo De Nicola), can handle **boats up to 35 metres long and 9 metres wide** from a slip located in the immediate vicinity of the two dry-docks.

This lifting equipment has undergone a Special Assessment in 2011 for the application of the age criterion which concluded on a significant residual life given the history of its operations and its design hypotheses.



Telescopic crane lifting capacity of **35 tonnes** (brand TEREX)



Forklift truck, loading capacity of **4.5 tonnes** (brand Yale)



A waste collection area





2

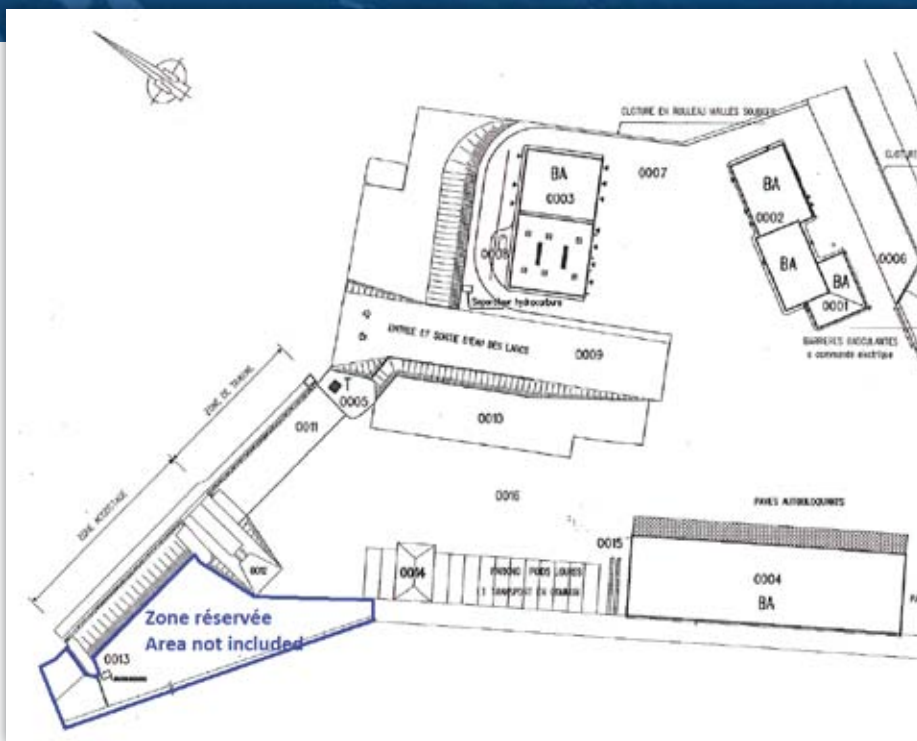
# THE SITE OF THE FORMER 519<sup>TH</sup> TRAIN REGIMENT (aka THE "519<sup>ÈME</sup> RT")



This site, with a total area of **9610 m<sup>2</sup>**, includes the following installations:

- **A ground surface** of **6700 m<sup>2</sup>** in excellent condition, available immediately.

- **An office zone** totaling **802 m<sup>2</sup>**
  - **676 m<sup>2</sup> are free immediately**
  - 126 m<sup>2</sup> available on November 30, 2014





- **A building of 698 m<sup>2</sup>**

including a **repair shop** with a net usable acreage of 366 m<sup>2</sup>, with a height under roof of 5.50 metres and equipped with an overhead travelling crane of 5 tonnes, **three lots** of 39 m<sup>2</sup> each and **various useful spaces**. The repair shop is available immediately, as well as a large portion of the building. An area of 55 m<sup>2</sup> with a standard equipment and back rooms will be available only from November 30, 2014.



Overhead travelling crane

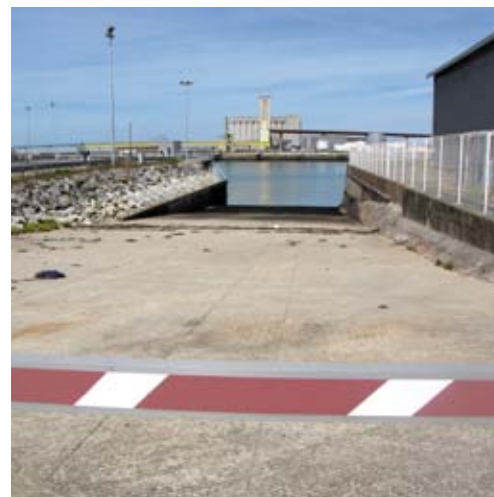
- **A shelter with a total area of 1 410 m<sup>2</sup>**

and a height of 4.90 metres under the roof, covered but not closed, available immediately.



- **A access and exit ramp on water**

functional, available immediately.



- **A 100 m long pontoon,**

available immediately.





This sheltered basin, protected from the open sea by a lock of a width of 21.30 metres, represents a water body of **11.5 hectares**.

Within a period of 5 to 15 years, the need for commercial vessels of moderate size is expected to decrease significantly. Entire zones of the wet docks will then be available for new uses, in particular for the yachting activity.

✦ A phased transformation can be considered. However, a terminal agreement was contracted with a port operator on the perimeter (show in Appendix 2). Any provision of dock space in this area before October 2025, end date of the agreement, requires the consent of the operator.





- **The basin also includes a pier (Epi Central)** with a **length of 200 linear metres**, accessible from both sides. Parking facility at the pier is available immediately (not included in the above-mentioned agreement on terminal)
- The Epi Central has **3 terminals for access to electricity and fresh water**, the available power being distributed as follows:
  - 1 socket 63A 380 V (3 phases + Neutral + Earth)
  - 2 sockets 16A 380 V (3 phases + Neutral + Earth)
  - 2 sockets 16A 230 V (2 phase + Earth)

Between the wet dock and the outer harbour is a reinforced concrete building constructed during the Second World War and in good condition: the **roofed lock**.

This lock includes a storage space on the ground floor with access to a stream corridor with docks on both sides. On the floor above, three storage spaces are built and a **trap in the concrete slab can be used for the installation of a lift system opening to a part of the dock and the area afloat**.



*These ineligible equipment and infrastructure will not be included in the projects of the candidates:*

- All of the water body and the north and south quays, as long as the business activity makes them necessary, unless approved by the port operator
- One side of the middle pier (Epi Central)

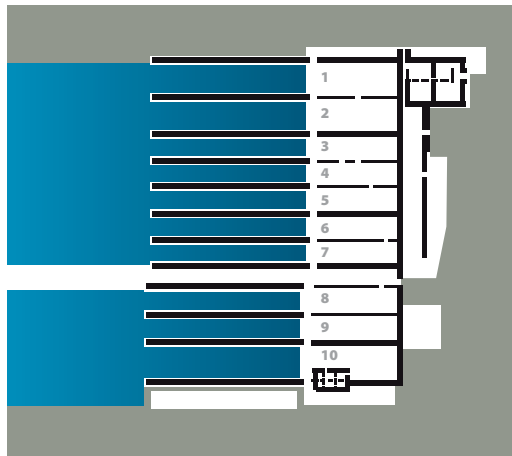


# 4 THE COMPLEMENTARY SITES



## 4.1 THE SUBMARINES BASE

This space with impressive dimensions was built during the Second World War. Built of reinforced concrete, the structure offers an exceptional strength. However, the interior spaces have suffered from leaks and squats.



*These ineligible equipment and infrastructure will not be included in the projects of the candidates:*

- Non-accessible interior spaces of the submarines base
- 3 cells

A synergy is possible with the project on the following sub-areas, the others being unusable:



- **The cells** : subject to restoration and disposal of waste remaining down the dredged berth, **these eight spaces can be used for creating boathouses.**

- **The roof** : this space with an area of 3.3 ha, subject to creating a suitable access, may be used for activities such as recreation.



## 4 THE COMPLEMENTARY SITES



### 4.2 → THE PLATFORM NORTH OF WET DOCK

A boatyard of 20,600 m<sup>2</sup>, newly constructed and paved, located north of the wet-dock is also available for the needs of the project.







## 4.3

## THE BUILDINGS OF THE PORT

Atlantic Port La Rochelle is building its new headquarters at the end of the Boulevard Emile Delmas, which will group at the end of 2015 activities now housed in buildings Central Office (DG), Administration & Finance (DAF) and Harbour Master's Office (CAP)(Capitainerie).

Thus, early 2015, three buildings in good condition will be available for use as offices.

DAF building is located directly next to the PRCN, the other two are located on the other side of the rotating bridge (pont tournant), a 5-minute walk from the site (when the bridge is open to traffic) and 30 seconds in a vehicle, according to the map below:





- **DAF building:** it offers **28 office spaces, two meeting rooms of 295 m<sup>2</sup>** footprint on ground, deployed on two floors, in perfect condition. If necessary, the road passing in front may be terminated on either side of the site. DAF building would then be fully integrated within the PRCN site.



- **DG Building :** The building develops on **3 floors** and offers **33 office spaces, one indoor meeting room and 2 other adjoining**, in very good condition.



- **CAP Building:** It offers **9 office spaces, 1 meeting room, toilets and a rest room on a floor area of 443 m<sup>2</sup>** on deployed **on 2 floors**. The building is modern and in excellent condition, with views out to sea.



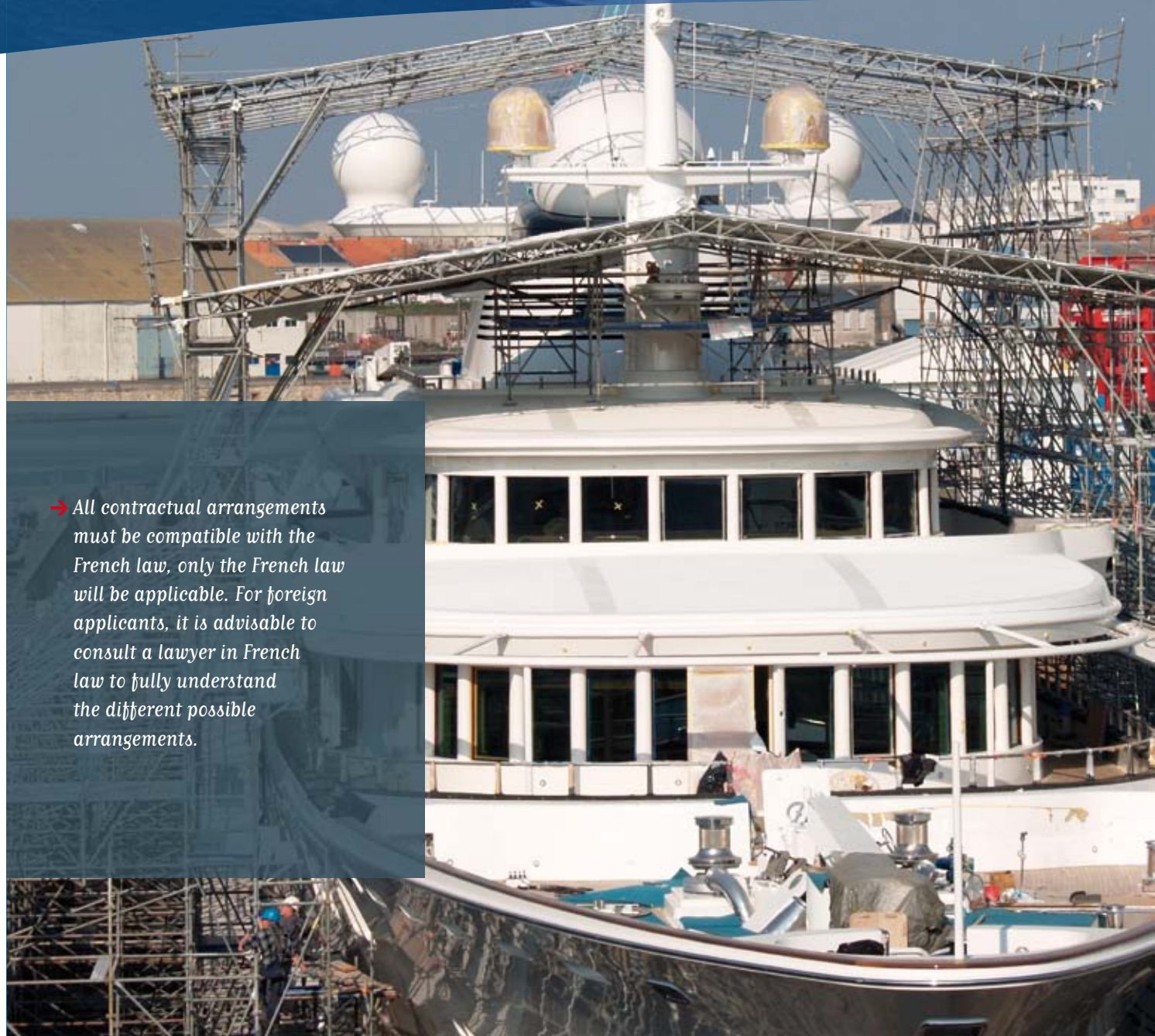


# IV. FORM OF PARTNERSHIP

**Atlantic Port La Rochelle envisages providing the properties desired by the awardee in the form of an Authorisation of Temporary Occupation (AOT), with or without property rights, in accordance with the French General Code of Property of Public Entities\*.**

- ✦ Atlantic Port La Rochelle does not impose public service obligations. The activity of the selected candidate is considered private.
- ✦ In their offer, the candidates can possibly propose other contractual arrangements with Atlantic Port La Rochelle. However, these arrangements may require, by law, an obligatory and formalised competitive bidding.

→ *All contractual arrangements must be compatible with the French law, only the French law will be applicable. For foreign applicants, it is advisable to consult a lawyer in French law to fully understand the different possible arrangements.*





## IV. FORM OF PARTNERSHIP

✦ **The candidates should submit in support of their project a detailed business plan taking into account the investments planned and spread over the duration of the project.**

Based on this business plan, the candidates will present their offer to Atlantic Port La Rochelle for the valuation of equipment requested, as well as the envisaged duration of provision.

This information must be consistent with the business plan presented and maximise the economic benefits to Port Atlantic La Rochelle, without diminishing the profitability of the project for the candidate.

With regard to investments necessary for industrial activity on infrastructure, equipment and tools selected for the project, the candidate is expected to be in a position to finance them and to include them in his business plan.

If investments are needed on ineligible infrastructure, equipment and tools, the candidate may request the Atlantic Port La Rochelle to provide them. In this case, the bid will include a list of investments required from the Port and the estimated costs.



Enigma : ARC



→ The candidates may also propose in their project some investments not strictly necessary for the industrial process but useful for the long-term viability of the sector (training schools, communication, associations, services to crews). In case it is found that these investments are not financially viable, Atlantic Port La Rochelle will make its best efforts to seek financial support from the community for these investments.



# V. SHARING OF RESPONSIBILITIES

The partnership to be built with the successful candidate requires a sharing of responsibilities between the Atlantic Port La Rochelle and the candidate, this aspect will be defined with the eligible candidates. However, the position of the Port is clarified a priori:



## RESPONSIBILITY FOR MAINTENANCE

Equipment for which he seeks the availability: **the successful candidate will maintain the surface and emerging parties, the Port will maintain the infrastructure.**

Atlantic Port La Rochelle shall continue to maintain equipment that will not be made available to the candidate (including floating dams and travel lifts).







### RESPONSIBILITY FOR THE OPERATION OF THE STRUCTURES

For new equipment built by him, **the successful candidate will look after the operation and bear the technical risks and associated costs.**

Atlantic Port La Rochelle continues to ensure the operation of existing equipment.

#### EXAMPLE

*The applicant requests the provision of dry dock 1 for the purposes of his business, but wants to equip the dock with a system of humidity control.*

- 1) The Port will maintain the floating dam of dock 1, as well as the pumping systems and structural elements, but not the system of humidity control or the cleaning and maintenance of the dock bottom, or the railings.*
- 2) Atlantic Port will operate the dock 1 (removal and installation of the floating dam, draining off and refilling with water, choking off and stowage, cradles set-ups...) and will invoice these services to the awardee in accordance with the rates applicable. However, the awardee will ensure the operation of the humidity central system built by him.*



### RESPONSIBILITIES AS FAR AS COM- MERCIALISATION IS CONCERNED

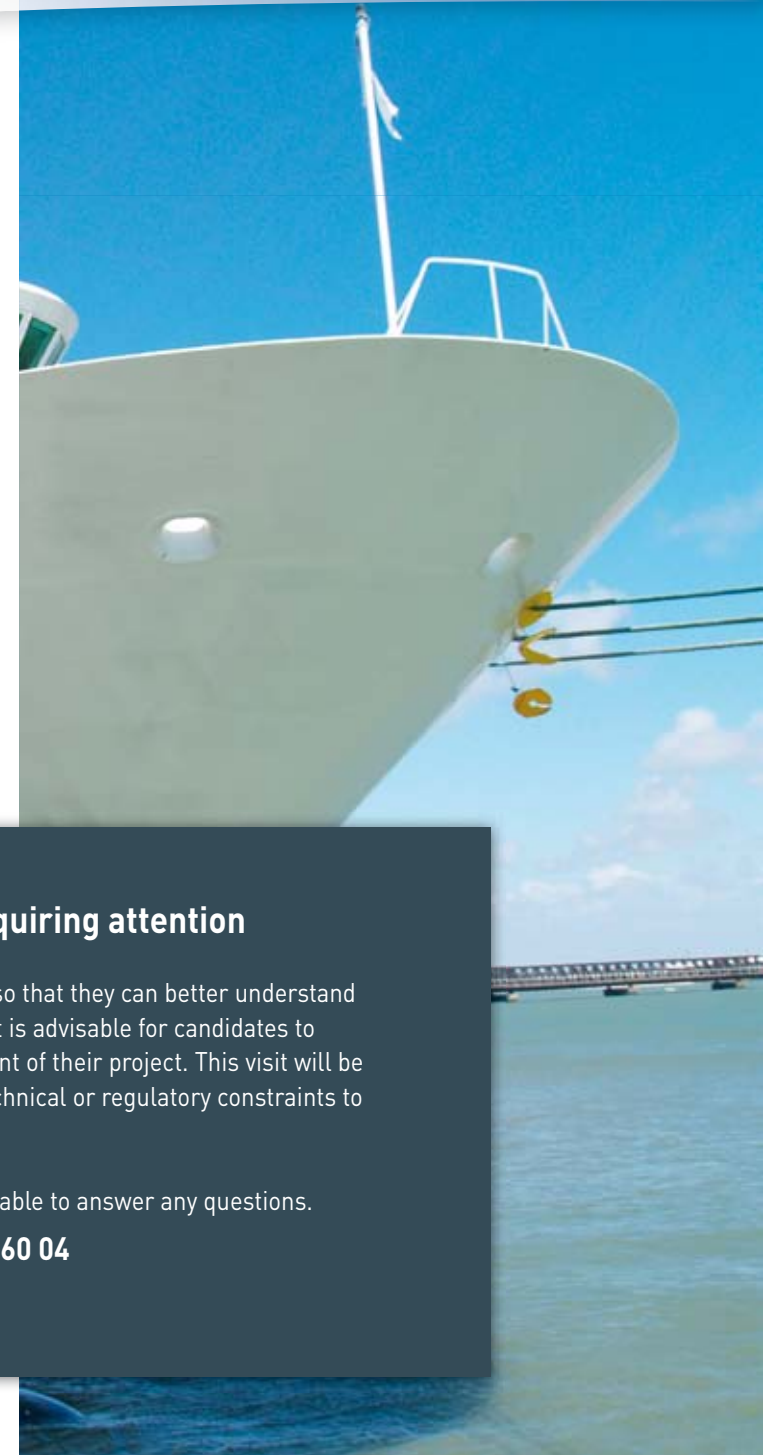
Atlantic Port La Rochelle will leave to the awardee the actions required for promoting the site, marketing its activities and assuming all associated liabilities.

#### Technical elements requiring attention

Candidates should visit the site so that they can better understand the potential of the equipment. It is advisable for candidates to provide it early in the development of their project. This visit will be an opportunity to discuss any technical or regulatory constraints to consider.

Atlantic Port La Rochelle is available to answer any questions.

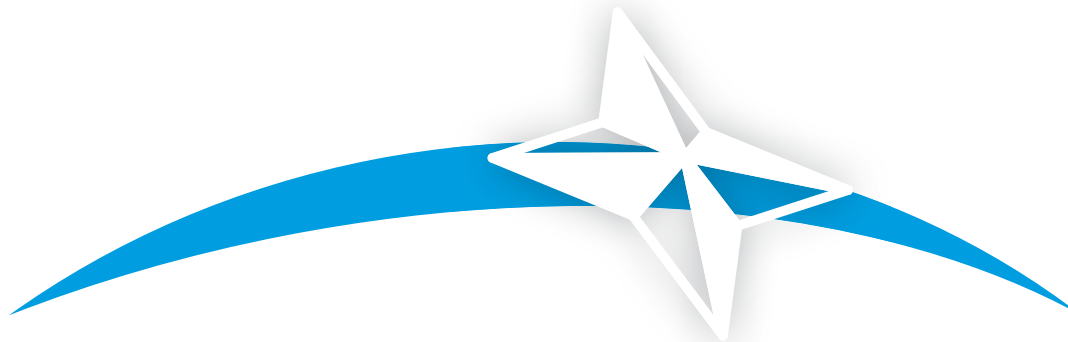
→ **Contact : +33 (0)5 46 66 60 04**





# VI. APPENDICES

- Appendix 1: List of companies present on the PRCN site
- Appendix 2: General plan of the Port
- Appendix 3: Perimeter of the bidding
- Appendix 4: Plan of PRCN technical installations
- Appendix 5: Plans of Port buildings
- Appendix 6: List of tariffs 2014 (draft version)
- Appendix 7: 3D-Model







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