**Faktum ELSA’s forhandlingskonkurranse 2024**

**General instructions:**

In the recent times, the small town of Gnarvik in northern Norway has been in the spotlight due to the municipality's unsuccessful attempt to host the World Championships at the town's alpine facility. Despite the application being unsuccessful, many have taken notice of the stunning nature and the potential the small ski resort has to offer.

The alpine facility is owned by Stiftelsen Gnarvikgaarden AS, a major player in the small town. On the ownership side, there are both business leaders and local politicians. The alpine facility is nestled idyllically in the mountains around the town, consisting of five lifts, including four regular chairlifts and a gondola. In addition to owning the facility itself, Stiftelsen Gnarvikgaarden AS also owns the land on which the facility stands and the surrounding land area.

Despite the alpine facility being one of the largest projects in Stiftelsen Gnarvikgaarden AS’ portfolio, there are also many other projects managed by Stiftelsen. Therefore, Gnarvikgaarden has quietly announced that they might be interested in selling the alpine facility with the associated land, so that they can focus more on other projects.

One individual who has been a strong supporter of Gnarvik and its alpine facility is Kaksen Swinedahl. Kaksen is a retired alpine athlete who is now looking for investment opportunities. Kaksen Swinedahl has visited the Gnarvik alpine facility on several occasions, both during competitions and on private outings. Due to his celebrity status, he has had no difficulty in establishing contacts in the town and has acquired several acquaintances who work in Stiftelsen Gnarvikgaarden AS. Kaksen has heard that Gnarvikgaarden has been considering selling the alpine facility and has come up with an idea that this could be his retirement plan and an opportunity to spend eternity doing what he loves most – skiing.

Another individual who has expressed interest in the alpine facility is the Italian financier Gustavo Bellaciao. Bellaciao has previously visited the areas around Gnarvik for a skiing holiday with one of his numerous mistresses. In his quiet contemplation, he has observed that the alpine facility could be a goldmine in the sense that many affluent individuals may be inclined to purchase plots in the mountains to develop luxury cabins. In 2020, Bellaciao submitted an offer of 10 MNOK to Stiftelsen Gnarvikgaarden AS, but Stiftelsen declined the offer at that time. However, there is no indication that Bellaciao has abandoned the ambition to make the purchase, and the offer remains valid to this day.

After Gnarvik, led by Stiftelsen Gnarvikgaarden AS, received a rejection for their application to host the next World Championships, there were significant signals suggesting that if Gnarvik applied again at the next event, they might have a better chance of success. This idea has gained traction among many in Gnarvik, envisioning that Gnarvik's time will come soon. This is also the perception within Stiftelsen Gnarvikgaarden AS, which, after all, is composed of the local population, and therefore shares their hopes and dreams.

Kaksen Swinedahl has extended an invitation to his contacts within Stiftelsen Gnarvikgaarden AS and proposed a meeting to discuss a potential purchase of the alpine facility along with its associated amenities. Gnarvikgaarden has expressed a positive stance towards this proposal, and the two parties, along with their respective legal representatives, are now scheduled to convene in order to attempt to reach an agreement on the sale.

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