



# **EXPRESSION OF INTEREST**

**SED 2020-02**

**223 SUTHERLAND AVENUE**

Sustainable Economic Development Department

City of Selkirk

May 7, 2020

[lmclean@cityofselkirk.com](mailto:lmclean@cityofselkirk.com)

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## 1.0 Introduction

The City of Selkirk, in consideration to have the subject property declared as surplus land, has issued this request for an Expression of Interest (EOI) from qualified developers and companies to purchase and develop an approximate 5350 sq. ft. lot along Main Street (PTH 9) with 45' frontage on Sutherland Avenue (Roll 57100) in Selkirk.

The land consists of a vacant lot with a large stand of mature trees. The land is fully serviceable, backs onto an undeveloped lane right-of-way and intended to be developed in a manner that will support the City's commercial sector and enhance the character of Main Street and the surrounding area. The proposal should reflect the objective to offer a development that thoroughly uses the available land for a commercial and/or residential purpose however still incorporate and retain as many of the mature trees as possible. Proposals for a single family dwelling will NOT be considered.

The purpose of this EOI is to enable the City of Selkirk to select a qualified proponent to enter into negotiations for the purchase of land and development of a high quality and compatible project should council deem the land as surplus and approve an existing rezoning application.

Please follow the link below to view the **City of Selkirk Community Profile and City of Selkirk Investment Profile**

<http://myselkirk.ca/doing-business/the-selkirk-advantage/community-profile>

<http://myselkirk.ca/doing-business/the-selkirk-advantage/investment-profile>

## 2.0 Subject Site



The land is currently zone Parks and Recreation (PR) in the City of Selkirk Zoning Bylaw No. 4968 and designated Urban Neighbourhood (UN) in the Selkirk and District Development Plan.



The rezoning of the land to Strip Commercial (C3) has been initiated by the City and upon a suitable proposal being selected the City will pursue to have the land declared as surplus and the rezoning application considered by Council.

### 3.0 Preferred Property Use

The City is open to consider all valid proposals that can highlight maximum long term benefit to the community.

#### PROPOSALS WILL BE CONSIDERED FOR:

##### 1. COMMERCIAL AND/OR RESIDENTIAL USE; and

**Must consider and indicate the preservation of as many of the existing mature trees as possible.**

**\*Note: Proposals for a Single Family dwelling will not be considered.**

Consideration for the following is encouraged and will be assessed favorably:

- Visual and land use design to create a logical, intuitive and compelling enhancement to the Street character;
- Environmentally sustainable design principles and LEED certified;
- A multi-storey design to maximize City infrastructure.
- Incorporating energy efficient incentives, features and fixtures where ever possible yet must not deter from a superior overall design;
- Inclusion of high quality exterior finishes, landscaping and buffering where ever possible; and
- Seamless and non-conflicting transitions between types of uses;
- Relationship of building(s) placement to Main Street;
- Provide Parking Plan with integrated, creative and discreet parking solution;
- Integration/preservation of a portion(s) of the existing tree stand located on the site with the overall site plan;
- Landscaping plan deemed to enhance the visual appeal of the site and associated proposed development.

### 4.0 Eligibility and Submission Requirements

The City invites proposals from proponents who have the financial capacity, development record and technical capability to undertake a professional and a high quality project.

Proposals must be submitted in **three (3) hard copies** and **one (1) electronic copy (USB stick)** in a sealed envelope clearly marked **“223 Sutherland Avenue – EOI”** and addressed to:

City of Selkirk  
 Tim Feduniw, Director of Sustainable Economic Development  
 200 Eaton Avenue  
 Selkirk, Manitoba, R1A 0W6

Submissions must be received **no later than 4:30 pm (CST) May 27, 2020**. Proposals submitted later than this time may be returned unopened to the proponent.



The City of Selkirk will not accept proposals by email or facsimiles for all or any part of this EOI.

Submission must contain the information set out in sections a through g. **Please note that some of this information is specifically required to enable an assessment of the proposal.**

**a) Company Profile**

The company profile must include:

- The company's name
- Mailing and legal address (if different)
- Name of key contact
- Phone number of key contact
- Email address of key contact
- Website (if available)
- Company history and length of time in business

**b) Partners**

The proposal shall include a list of all partners in the project with details of their experience, past performance, financial stability and success related to construction or land development.

**c) Details of the Proposed Use**

The Proposal must contain:

- A high level description of the project including details such as, type of development, intensity of use (number of units, estimated building size, etc.), construction types, landscaping choices, styles, etc.; and,
- A site plan and construction timeline.

Architectural and elevation concept drawings are not required but encouraged.

**d) Financing**

A detailed account of the proposed financing model for the proposal as well as an economic/pro-forma analysis of the proposed concept should be included.

**e) Marketing Plan**

The Proposal should include a basic marketing plan that identifies the development's target market and describes the marketing efforts to be used to attract "customers" for the development.

**f) Benefit to the Community**

The proposal must include a statement regarding the economic, social and environmental benefits the proposed development brings to the community. **This statement must include a proposed purchase price.** The City will consider a minimum purchase price of **\$ 89,000** for the lot. All legal costs of the City's in regards to the transaction shall be the responsibility of the successful proponent.



**g) Other Information**

The proposal can include any other information which the proponent considers pertinent to its proposal.

Proponents should also be aware of the following conditions when submitting proposals:

- All qualified proposal submissions will be reviewed and assessed. Additional information may be requested if necessary.
- The City retains the option to weigh proposals based on other criteria or consideration that may emerge as the EOI and proposal process proceeds.
- Proposals are subject to a formal agreement being negotiated, prepared and executed.
- All submissions shall become the property of the City.

**5.0 Evaluation Criteria**

The City will make a decision on the basis of the best combination of the following criteria:

**a) Confidence in the Developer's Ability**

The City prefers to work with those proponents who are experienced, have a past track record, financially stable and show their preparedness related to the proposed project.

**b) Land Development**

The City prefers to maximize the utilization of available land, yet retain as many mature trees as possible.

**c) Construction Timelines**

The City desires the land to be developed as soon as possible.

**d) Land Value**

The City would like to achieve maximum value for the land, i.e. a combination of the best land price and proposed development which would generate maximum tax revenue and benefit for the City.

**e) Community Fit**

The City prefers a project which minimizes negative impact and maximizes positive impact on the neighbourhood and community.

**6.0 City's Rights and Options**

This Expression of Interest invitation has been prepared to assess the interest in future negotiations for the purchase and development of the stated property. Negotiations are at the sole discretion of the City. Prior to initiating negotiations, some proponents may be invited to participate in a Request for Proposals (RFP) if the City deems such an invitation to be necessary. The City reserves the right to move directly from this EOI to negotiations with one or more proponents.



The City of Selkirk may negotiate with parties who have not submitted a proposal in response to this EOI. The City may not necessarily invite those submitting a Proposal to participate in further negotiations.

Sale price will be a factor considered by the City of Selkirk, but the highest or any proposed price will not necessarily determine with whom the City chooses to negotiate or offer an invitation to an RFP process should one be necessary.

The City may waive minor non-compliance with the Proposal documents, specifications or any conditions, including the timing of delivery of anything required by this Proposal and may at its sole discretion elect to retain for consideration Proposals which are non-conforming because they do not contain the content or form required for submissions set out herein.

The City may elect at its sole discretion to accept any Proposal or part thereof and to waive any defect, irregularity, mistake or insufficiency in any Proposal and to accept any Proposal or alternative proposal, in whole or in part, which it deems to be most advantageous to its interests.

No implied obligation of any kind or on behalf of the City shall arise from anything in this document.

The City may, prior to and after contract award, negotiate changes to the scope of work, the specifications or any conditions with one or more of the proponents without having any duty or obligation to advise any other proponent or to allow them to vary their proposal prices as a result of such changes and the City shall have no liability to any other proponent as a result of such negotiations or modifications.

## **7.0 Withdrawal of Proposal**

A proposal may be withdrawn at any time until acceptance by written or facsimile request signed by the proponent or authorized representative.

## **8.0 Cancellation**

This solicitation does not obligate the City of Selkirk to accept a proposal. The City of Selkirk retains the right to withdraw this Expression of Interest at any time. No obligation either expressed or implied exists on the part of the City of Selkirk to pay any cost incurred in the preparation or submission of a proposal.

## **9.0 No Warranties and No Representations**

Prospective proponent must rely entirely upon their own investigation and due diligence in order to satisfy themselves as to the suitability of the property for their needs.

The City reserves the right to accept or reject any or all proposals and to waive irregularities and informalities at its discretion. The City reserves the right to accept a proposal other than the highest purchase price proposal without stating reasons. By the act of submitting its proposal, the respondent waives any right to contest in any legal proceeding or action the right of the City to award to whomever it chooses in its sole and unfettered discretion, and for whatever reasons the City deems appropriate. Without limiting the generality of the forgoing, the City may consider any other factor besides price that it deems in its sole discretion to be relevant to its decision.



## 10.0 Confidentiality

Information provided to a Proponent by the City, or by a Proponent to the City, or acquired by any party by way of further enquiries or through investigation, is strictly confidential. Such information shall not be used or disclosed in any way without the prior written authorization of the City, or of the Proponent.

The Proponent, or the City, shall not make any statement of fact or opinion regarding any aspect of the EOI to the media or any member of the public without the prior written authorization of the City of Selkirk, Chief Administrative Officer, or without the authorization of the Proponent.

## 11.0 Cost

Cost for preparing or submitting a development proposal is entirely the responsibility of the Proponent and shall not be chargeable to the City of Selkirk.

## 12.0 Timeline

- May 7, 2020 - Communication and distribution of Expression of Interest (EOI)
- May 27, 2020 - Expression of Interest (EOI) Closes

We thank all who submit a proposal and advise that only those selected for further consideration will be contacted.

## 13.0 Key Contact

### **Lisa McLean**

Economic Development Officer  
Sustainable Economic Development Department  
City of Selkirk  
Email: [lmclean@cityofselkirk.com](mailto:lmclean@cityofselkirk.com)  
Phone: 204-785-4997

