

1.15 Acres – Superior/Morris Avenues
Expression of Interest

SED 2020-01



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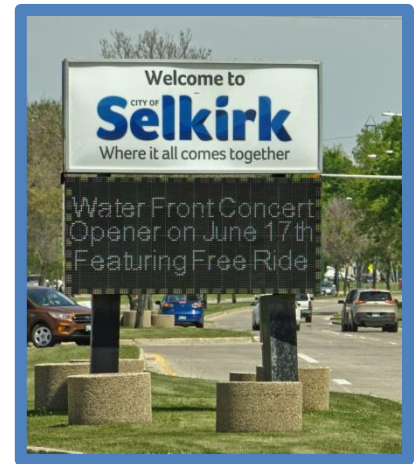


1.0 Introduction

The City of Selkirk has issued this request for an Expression of Interest (EOI) from qualified developers and companies to purchase and develop 1.15 Acres of land on Superior and Morris Avenues (Rolls 86400 and 88900) in Selkirk's downtown in proximity to the Waterfront.

The land consists of two (2) vacant lots. The larger .92 acre lot fronts both Superior and Morris Avenues and the adjoining smaller .23 acre lot fronts Morris Avenue with the west side yard adjacent to a public lane. The land is fully serviceable and intended to be developed in a manner that will support the City's downtown revitalization efforts. The proposal should reflect the objective to offer a development that thoroughly uses the available land for a purpose that should include both commercial use and a residential component that is compatible yet enhances and diversifies the renewal of the City's downtown.

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 project.



2.0 Background

The City of Selkirk is located in the Interlake region just 20kms north-east of Winnipeg, the capital of Manitoba, with an access to all major highways, rail spur lines and airport connecting it with national and international markets. Selkirk is the economic center in the Interlake region. It serves a trading area of over 75,000 people and attracts visitors, skilled employees and new residents from over 700,000 people in the City of Winnipeg.

The City of Selkirk is undergoing a surge of revitalization and growth and the residents and visitors count on Selkirk to have all of the commercial and professional services expected in an urban center. Selkirk delivers with an ever-expanding selection of retailers, restaurants, institutional development and recreation options. Selkirk is also emerging as a medical hub that includes a new hospital in 2017 that is the largest and best-equipped in the region and the recently opened Easton Place Medical Clinic. These developments are drawing more residents, investors and visitors to Selkirk.

Improvements to the downtown, waterfront and parks have enhanced the City's natural beauty. Our new library, skateboard park, dog park and retail services are making Selkirk more attractive to residents and visitors alike. Based on its proximity to the Red River, Selkirk also has a thriving tourism industry as well as offers a full range of recreational activities for all seasons.

Selkirk hosts the multi-national Gerdau MRM Steel Mill, which employs over 450 workers. It is also home to variety of businesses including small to large fabricating and manufacturing firms providing products and services to the area and for export. Selkirk has also seen substantial commercial growth, attracting retailers including Walmart, Staples and an 84-room Canalta Hotel.



Since 2014, over 400 single and multi-family residential units have been added to the housing inventory of the City as well as recent approvals for over 150 more residential units and building lots on the west end of the City.

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>

This site was originally intended to be used for the construction of a new City fire hall. It had later been determined that an expansion and renovation of the existing fire hall would be more feasible. The fire hall construction project was completed in the summer of 2019 and subsequently Council declared the Superior/ Morris site as surplus which allowed for this EOI and disposal.

The City is also in the midst of the redevelopment of the Manitoba Avenue East which is one street south of the subject property. This project consists of an overall enhancement that includes extended sidewalks, pedestrian pathway, public art, developed public parking as well as two (2) pocket parks and overall landscaping. Construction will be completed in 2020 and will certainly benefit the future use of the subject property.

With all of this recent City growth, it is apparent that this infill land would be ideal to further anchor the downtown revitalization initiative as identified the City of Selkirk Strategic Plan

<https://www.myselkirk.ca/wp-content/uploads/2015/02/Final-Report-Public-Documents-2014-04-24.pdf>

3.0 Subject Site



The subject area is situated in the City downtown between Main Street and Eveline Street in proximity to the iconic Selkirk Waterfront.



The land is zoned Central Commercial (C2) in the Downtown Waterfront Overlay (DW) zone within the City of Selkirk Zoning Bylaw No. 4968 and designated Downtown Mixed Use (DM) in the Selkirk and District Development Plan.



A Phase I and Phase II Environmental Site Assessment was completed on 219 Superior Avenue in 2012 and on 224 Morris Avenue in 2013. No contamination concerns were identified. Reports are available to be viewed upon request.

4.0 Preferred Property Use

This land is being offered for development which has been reserved for construction of an overall multi-use development including both commercial and residential components that will complement and enhance both the downtown area and the community.

Although the City envisions a multi-use development it is open to consider all valid proposals that can highlight maximum long term benefit to the community.

PROPOSALS WILL BE CONSIDERED FOR:

1. BOTH LOTS COMBINED;
2. BOTH LOTS SEPARATELY; OR
3. EITHER LOT INDIVIDUALLY.



All design proposals are to conform to the City of Selkirk Downtown Renewal Strategy and Policy document Objectives and Building Design Guidelines

<https://www.myselkirk.ca/city-government/city-council/downtownrenewal/>

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 City's downtown;
- 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;
- Seamless and non-conflicting transitions between types of uses; and
- Include a portion of affordable housing options.

5.0 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 "**1.15 Acres – Superior/Morris Avenues – 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) February 21, 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 \$ 450,000 for both lots combined. 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.
- A formal presentation may be requested from shortlisted proponents.



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

- January 20, 2020 - Communication and distribution of Expression of Interest (EOI)
- February 21, 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
Phone: 204-785-4997
Cell: 204-785-3474

