

Robinson Avenue Development

Request for Proposal



Department of Sustainable Economic Development
City of Selkirk
May 30, 2017
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Purpose

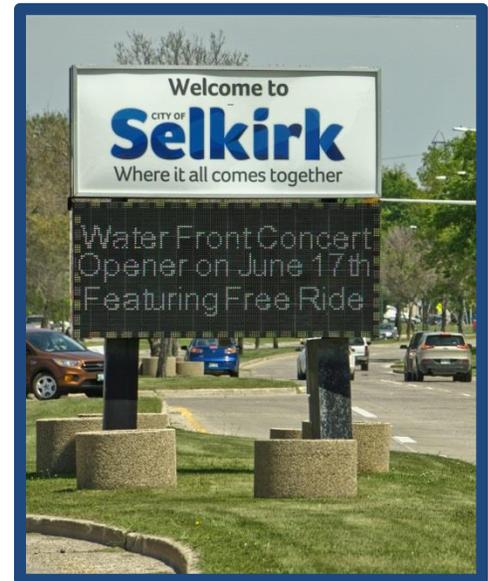
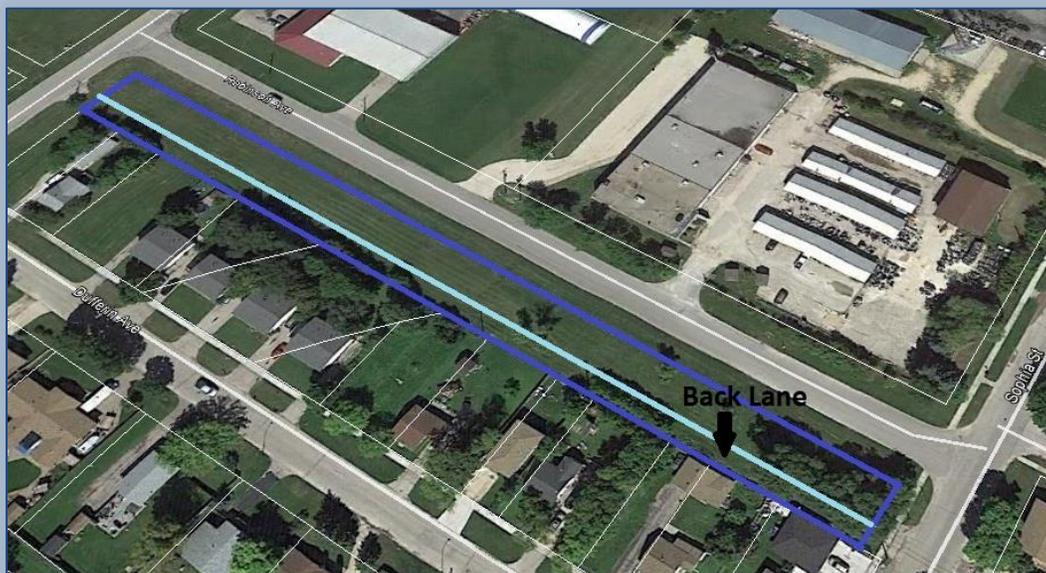
The purpose of this RFP is to enable the City of Selkirk to select a qualified proponent to enter into negotiations for the purchase of land and the development of a high quality project.

The City of Selkirk is soliciting proposals from qualified developers and companies to purchase and develop a parcel of land, 501 Mercy Street along the 500 block of Robinson Ave, located on the border of industrial and residential lands in the northern edge of the City's residential area.

This total 1.08 acre parcel includes a .72 acre (786 feet frontage by 40 feet depth) of bare land along Mercy and Robinson Avenues, zoned "R3" Multi-family residential and a .36 acre (786 feet by 20 feet) back lane zoned "R" Residential General. Upon the successful passing of a City of Selkirk road closing by-law which is intended to close the lane, the City will consolidate this portion with the subject property. The proposed land is not serviced with the City's water, wastewater or land drainage systems which will be required to be installed as part of the development proposal, at the developers cost. There are service connection points at the adjacent side streets of Mercy and Sophia.

Given the limited depth of the parcel the proposal should reflect the intention to offer a development that thoroughly uses the available land for a residential purpose in a creative and unique manner. The use of the property for affordable housing would be preferable to the City.

Subject Property



The subject property is situated in the 500 block of Robinson with current frontage at 501 Mercy St. backing on to Sophia St., legally described as Plan 14629 (Roll 267932). Upon a successful lane closing, currently in process by the City, the total lot size for development will be 1.08 acres (786 feet frontage on Robinson Avenue by 60 feet depth).

Robinson Avenue is paved to the City of Selkirk standards. The land is un-serviced with the ability to connect to services along Mercy Street and Sophia Street.

The land is designated Urban Neighbourhood (UN) in the Selkirk and District's Development Plan and Multi-family Residential "R3" and Residential General "R" in the City of Selkirk Zoning Bylaw No. 4968.

The neighbouring land south of the subject property is zoned Residential General "R" and the north properties is the start of the industry district and zoned Light Industrial "M1".

This land is one of several strategic areas the City is currently focusing on for development to spur economic growth. The City has also adopted a Downtown Renewal Strategy to revitalize Selkirk's Downtown and established a Business Park Phase 1 in the north end of the City which is available for development.

Preferred Property Use

This parcel of land has been determined to be suitable for residential use in the form of multi-family housing or a version of mixed housing types that would maximize the utilization of the land in keeping with responsible land use yet provide innovative and high design standards.

The City is open to consider all valid proposals involving residential use with affordable housing components being preferential.

The City will only consider proposals for proposed uses on the entire property.

Eligibility and Submission Requirements

The City invites proposals from proponents who have the financial capacity, development record and technical capacity 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 "**Robinson Avenue – Request for Proposal**" and addressed to:

City of Selkirk
Lisa McLean, Economic Development Officer
200 Eaton Avenue, Selkirk, Manitoba, R1A 0W6

Submissions must be received **no later than 4:30 pm (CST) July 21, 2017**. Proposals submitted later than this time will 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 RFP.

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 evaluation 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,
- Architectural and elevation conceptual drawings are required ; and,
- Details of installation of all services; and,
- A site plan and construction timeline.

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 plus all applicable taxes. The successful proponent will be responsible for all legal fees incurred by the City associated with the transaction. The City currently values

the site at \$99,000 (negotiable) The Developer shall be responsible for the costs and installation of all infrastructure services to City of Selkirk standards.

g) Other Information

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

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, and would like to sell the maximum portion of the subject property for development.

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.

City's Rights and Options

This Request for Proposal 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.

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.

No Warranties and No Representations

Prospective proponent/purchaser/developer 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.

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.

Cost

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

Cancellation

This solicitation does not obligate the City of Selkirk to accept a proposal. The City of Selkirk retains the right to withdraw this Request for Proposal 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.

Timeline

- June 28, 2017 - Communication and distribution of Request for Proposal (RFP)
- July 21, 2017 - Request for Proposal (RFP) Closes

Key Contact

Lisa McLean, Economic Development Officer
Sustainable Economic Development Department
City of Selkirk

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Phone: 204-785-4997

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