



**THE CITY OF SASKATOON
REQUEST FOR EXPRESSIONS OF INTEREST
MAY 1, 2007
PARCEL Y**

1.0 INTRODUCTION

The City of Saskatoon requests Expressions of Interest (EOI) from qualified companies to purchase and develop a parcel of land known as Parcel Y, located in the prestigious River Landing redevelopment area.

The subject site is 0.98 hectares (2.43 acres) and forms part of the area that is covered by the South Downtown Concept Plan. The subject site is uniquely located on the South Saskatchewan River adjacent to the major new riverfront park nearing completion.

The Concept Plan calls for the subject site to be a mixed-use urban complex comprising of street-level retail, restaurant(s), and a publicly accessible destination attraction/gathering place. Other uses to be encouraged are a hotel and residential housing.

The City of Saskatoon sees this site as being key to the River Landing area and a premier development opportunity. The mix of proposed uses is considered very important to ensure that River Landing will become a major destination for both residents and visitors.

The purpose of this EOI is to create a shortlist of a maximum five (5) proponents that will then be requested to respond to a more detailed "Request for Proposal" (RFP).

2.0 BACKGROUND – RIVER LANDING

River Landing is being designed and built to be Saskatchewan's premier urban waterfront. The development of River Landing presents an exciting social, cultural and commercial focus in one of Canada's hottest economies and fastest growing communities - a showcase and lasting legacy for the citizens of Saskatoon, the people of Saskatchewan, and proud Canadians.

The area comprising River Landing is approximately 12 hectares (30 acres) in size, located along the riverfront adjoining downtown and the neighborhood of Riversdale. To date, over \$60 million has been invested or committed by federal, provincial, and municipal governments and the Meewasin Valley Authority.

The overall River Landing area has been divided into a number of land parcels. The City wishes to market the “subject site”, located on River Landing Phase I south of 19th Street, between the 2nd Avenue extension and 3rd Avenue. This Parcel, identified as Parcel Y, in the subdivision plan, is identified as block (E16) in the South Downtown Concept Plan.

3.0 SUBJECT SITE

Legal Description: Parcel Y, Registered Plan No. 101856427.

Zoning: The site is zoned under the DCD1 Guidelines for a mixed use and a floor space ratio of up to 4:1 is permitted. Building heights permitted on the site vary from eight stories on the west to twenty stories on the east. The Guidelines contain various requirements for setbacks. The site also forms part of an Architectural Control District. The designation of the area as an Architectural Control District reflects the importance of the area to the City.

Respondents to this EOI are requested to carefully review the DCD1 Guidelines and the Architectural Control District Guidelines. Both are attached.

The site also falls within the jurisdiction of the Meewasin Valley Authority (MVA) which has its own separate but parallel approval process to the City. However, the MVA has adopted the South Downtown Concept Plan and approved the DCD1 Guidelines and the Architectural Control District Guidelines. The same standards for development will apply to each approval process.

Servicing and Streetscaping: The River Landing site is fully serviced to the lot lines for the density of development and uses proposed under the South Downtown Concept Plan. New roads and sidewalks completed to date include the extension of Spadina Crescent to the Prairie Wind landmark. The extension of 2nd Avenue to Prairie Wind is scheduled to be completed by the end of 2007. A plan showing the proposed roads, sidewalks and a summary of the services is shown on the attached Road and Servicing Plan. A second landmark, featuring a bronze statue of the meeting of John Lake and Chief Whitecap, is planned for the 3rd Avenue traffic circle immediately north of the Traffic Bridge. Streetscaping has been designed and constructed to the highest standards reflecting the value placed on this area by the City. Streetscaping will include lighting,

public art, interpretive elements, signage, wayfinding, and street furniture plus varying surface materials.

An exciting new riverfront park including a river promenade, an outdoor amphitheatre, a children's waterplay feature, boat dock, and pavilion building is under construction and will be substantially completed by November 2007. A state-of-the-art live performance theatre is also under construction and is scheduled for completion by December 2007. Proponents are encouraged to read the "River Landing Update" which provides expanded information on the numerous River Landing projects and construction schedules.

Environmental Assessment: The site has been occupied by a series of buildings with a range of uses. As a result, Phase 1 and Phase 2 Environmental Assessments have been undertaken. The Phase 1 Assessment identified hazardous materials within the last building present on the site, the Saskatoon Technical Collegiate. This building has been removed together with all hazardous materials within the building. A remediation report of the site is available on the web site. The Phase 2 study confirmed that none of the soils analyzed for petroleum hydrocarbon metals exceeded Saskatchewan Environment's (2003) and or CCME (2002) Residential/Parkland criteria. A summary of the environmental studies is attached.

Trees and Heritage: A number of trees have been retained on the site, which the developer may wish to consider incorporating. The site has had a long and interesting history and this is documented in a series of archaeological studies (available on the web site/on request). No significant pre-contact (First Nation's) remains were found. The site contains the foundations of the residence of James Clinkskill, the City's first mayor, and these have been partially excavated and documented. In addition, the stone entrance façade to the former Saskatoon Technical Collegiate has been salvaged and stored. The Saskatchewan Ministry of Culture, Youth and Recreation, has confirmed no further archaeological investigations are warranted on this site. In view of the site's role in the growth of Saskatoon, the proponents are encouraged to consider celebrating the site's history in the new development.

4.0 ELIGIBILITY AND SUBMISSION REQUIREMENTS

Expressions of Interest are invited from proponents who have the financial strength and integrity, can demonstrate a development record, and a proposal that is appropriate to develop this site for the uses identified in the EOI, consistent with the South Downtown Concept Plan. Proponents will be evaluated and scored to obtain a shortlist. The shortlisted proponents will then be invited to submit a detailed proposal for the land and an offer to purchase. In responding to this EOI, respondents are encouraged to carefully

examine the submission requirements and ensure that all information requested is supplied.

Proposals must be returned in a sealed envelope clearly marked Expression of Interest Parcel Y, River Landing and addressed to:

Chris Dekker
Project Manager, River Landing
222 – 3rd Avenue North
Saskatoon SK S7K 0J5
Tel: 306.975.3207
Fax: 306.975.3048
E-mail: chris.dekker@saskatoon.ca

Submissions should be received no later than Friday, June 15th, 2007, 2:00 p.m. CST. Proposals submitted later than this time will be returned unopened to the proponent.

The City Of Saskatoon will not accept proposals by e-mail or facsimile for all or any part of this request.

Five (5) copies of the submission are to be supplied. Submissions must contain the information set out below. Note that some of this information is specifically required to enable an evaluation of the proposal. Reference should be made to Section 13, "Evaluation Criteria", to see how this data will be utilized.

5.0 INFORMATION TO BE SUBMITTED

1. Completion of Appendix A confirming that the proponent has received a copy of the Expression of Interest for Parcel Y including the name of the company, name and position of the prime contact, address, daytime telephone number, fax number, email address, and company web site.
2. A letter of authorization must accompany the submission signed by an authorized signatory of the proponent. Where the proponent is a partnership or joint venture, a letter of authorization must be signed by an authorized signatory of all participating companies. The authorization letter must state that the officer has read and authorized the submission to the City.
3. Completion of Appendix B to this EOI, confirming that the proponent has received and reviewed the documents forming the information package.
4. Company Profile.
5. Financial Information.

A bank reference letter (marked "Confidential") must be included among the references required under section 5.8. This letter should include the length of the relationship with the institution, and the largest single project financing to date. Proponents should be aware that if they are successful in proceeding to the RFP stage, they will be required to provide:

(a) a bank letter confirming that the proponent has the financial capacity to complete the project identified in their RFP; and

(b) a signed disclosure statement identifying any bankruptcies, insolvencies, foreclosures or significant debtor positions held by or involving the proponent or affiliate, if partnership is involved over the past ten years.

6. Development and Management Experience

Proponents are required to provide a description of projects the company has developed and/or managed over the past ten years. Experience in the type of development envisaged on the subject parcel (hotel, residential, retail, restaurant, destination attraction) is particularly important to note. See attached format (Appendix C).

7. Concept Summary (mark this "Confidential")

Proponents are requested to provide a written summary of the development they are planning for the site. City Council considers the site to be a special opportunity to create a unique urban complex consisting of a street-level retail (along the eastern side of 2nd Avenue), restaurant(s) (particularly on the corner of 2nd Avenue and Spadina Crescent), a destination attraction/public gathering place, residential housing, and hotel.

Priority 1 Essential Elements (must be in proposal)

Street-level retail

Restaurant(s)

Destination attraction/public gathering place

Priority 2 Important Elements (additional points scored)

Residential housing

Hotel

Public parking in addition to requirements under DCD1 (additional parking allocated for public use in conjunction with a permitted use under DCD1)

Priority 3 Allowable Uses (no additional points scored)

All other uses allowed under DCD1

The summary should describe the approximate land use mix (i.e. proportion of retail, restaurant(s), destination attraction/gathering place, residential, hotel), building heights, density, type of construction, timing and phasing expectations, as well as how the concept relates to the concept for the site in the South Downtown Concept Plan.

A destination attraction's purpose is more clearly defined under "Permitted Uses" within the DCD1 guidelines: *"to build on the Downtown's role as the cultural heart of the city by the development of cultural facilities which can improve economic prospects and encourage tourism"*. Suggested uses include, but are not limited to, publicly accessible interpretive centres, theatres, heritage facilities, museums, and art galleries.

Where the proponent is a consortium, an explanation of the roles of the affiliated parties should be summarized (hotel operators, for example). This will not be expected to exceed two pages and should not contain drawings.

8. References

Five references should be submitted and should include former clients and must include lender(s) or other financial institutions.

6.0 ATTACHED INFORMATION PACKAGE

Information attached to this EOI comprises:

- a) South Downtown Concept Plan '04;
- b) Direct Control District No. 1 (DCD1) for the South Downtown;
- c) South Downtown Local Area Design Plan;
- d) Plan of Survey Showing Surface Subdivision - South Downtown;
- e) Site Road and Service Plan;
- f) Phase I Riverfront Park Plan;
- g) Phase II Environmental Site Assessment – Gathercole Site and Adjoining Riverfront Lands Summary; and,
- h) River Landing Update Spring-Summer Edition 2007

7.0 INQUIRIES AND COMMUNICATIONS

All communications excepting clarification regarding zoning or other municipal regulatory approvals with respect to this EOI should be directed to the Project Manager:

Chris Dekker, Manager of Special Projects
Office of the City Manager
222 – 3rd Avenue North
Saskatoon, SK S7K 0J5
Tel. 306.975.3207
Fax. 306.975.3048
E-mail chris.dekker@saskatoon.ca

Inquires regarding zoning or municipal regulatory approvals may be addressed to:

Alan Wallace, MCIP
Senior Planner, City Planning Branch
Community Services Department
222 – 3rd Avenue North
Saskatoon SK S7K 0J5
Tel. 306.975.2650
Fax. 306.975.7712
E-mail alan.wallace@saskatoon.ca

8.0 SUBMISSION OPENING

All submissions will be opened immediately following the deadline. A Development Selection Committee will review submissions and recommend a shortlist to Council. The shortlisted proponents approved by Council will then be invited to make a detailed proposal. The names of the successful proponents will be made public. It is the intent that the content of the submissions and names of the unsuccessful proponents will be confidential. Proponents should be aware however that the City is subject to the *Local Authority Freedom of Information and Protection of Privacy Act*.

9.0 ANTICIPATED OUTCOME

The City, through the Development Selection Committee, expects to review the submissions received and shortlist a limited number for further consideration. Submitters are expressly advised that the City will shortlist such submissions, if any, as the City in its sole discretion deems to be in the best interests of the City. The shortlisted submissions

will then be invited to participate in the Request for Proposals. There will be a maximum of five submissions shortlisted.

The City reserves the right to contact or meet with any proponent to clarify a submission prior to shortlisting. The City reserves the right to verify any statement contained in a submission by whatever means the City considers appropriate.

The City reserves the absolute right to reject or dismiss any or all of the submissions to be received hereunder. The City will not, under any circumstances, provide reimbursement to compensate for the preparation of the submissions.

10.0 ACCEPTANCE OF CONDITIONS

Submission of an Expression of Interest in response to this invitation constitutes an acknowledgement and acceptance of the conditions set forth herein.

11.0 DISQUALIFICATION

Submitters who fail to observe the conditions set forth herein, may, at the City's sole option, be declared ineligible and their submission returned.

12.0 SITE INSPECTION

To arrange an inspection of this subject lands and River Landing please contact the Project Manager.

13.0 EVALUATION CRITERIA

To assist in shortlisting proponents the City will use a point system as a guide. Information that will be used as criteria for evaluation has been identified in Section 5.0 "Information to be Submitted". The purpose of this information is to ensure that shortlisted applicants have financial capability and integrity, development experience and a concept that is consistent with the South Downtown Concept Plan. This criteria and their point rating are summarized below

- | | |
|---|-------------------|
| • Development and Management Experience | 30 points |
| • Development Concept Summary | 60 points |
| • References | <u>10 points</u> |
| <i>Total</i> | <i>100 points</i> |

14.0 NEXT STEPS AND SCHEDULE

Following the selection of a shortlist, the City intends to issue a RFP to which only successful submissions under the EOI will be invited to participate. The RFP, expected to be called in early July 2007, will close late August 2007. This RFP will require the submission of drawings and illustrations of the proposed development and a proposal to purchase the site. The RFP will contain the terms of the sale together with other agreements required for the completion of the purchase. Proponent's submissions may be exhibited for public display. A Development Selection Committee, using a points system, will evaluate submissions. Recommendations will then be made to City Council. It is Council's objective that the development starts in a timely manner and an appropriate agreement will be negotiated with the successful proponent to meet this objective.

15.0 APPENDICES

Appendix A: Registration Letter/Contact Information
Appendix B: Confirmation of Document Review
Appendix C: Development Experience

APPENDIX A: REGISTRATION LETTER/CONTACT INFORMATION

VIA FAX: 306-975-3048

City of Saskatoon
222- 3rd Avenue North
Saskatoon, SK S7K 4H7

ATTENTION: Mr. Chris Dekker

Dear Sir:

RE: RIVER LANDING EOI

This confirms that we, _____, have received a copy of the Expression of Interest for Parcel Y dated _____, 2007 and that we are considering responding. Addenda and further information with respect to this EOI should be forwarded to the following address:

COMPANY: _____

CONTACT NAME: _____

ADDRESS: _____

CITY: _____ PROV: _____

POSTAL CODE: _____

PHONE #: _____ FAX #: _____

E-MAIL: _____ WEB: _____

Sincerely,

APPENDIX B: CONFIRMATION OF DOCUMENT REVIEW

City of Saskatoon
222- 3rd Avenue North
Saskatoon, SK S7K 4H7

ATTENTION: Mr. Chris Dekker

Dear Sir:

Re: Expression of Interest Parcel Y

This letter confirms that as the principal of, I have received and reviewed the Expression of Interest document and all the attachments listed below.

- a) South Downtown Concept Plan '04;
- b) Direct Control District No. 1 (DCD1) for the South Downtown;
- c) South Downtown Local Area Design Plan;
- d) Plan of Survey Showing Surface Subdivision - South Downtown;
- e) Site Road and Service Plan;
- f) Phase I Riverfront Park Plan;
- g) Phase II Environmental Site Assessment – Gathercole Site and Adjoining Riverfront Lands Summary; and
- h) River Landing Update Spring-Summer Edition 2007.

APPENDIX C: DEVELOPMENT EXPERIENCE

Please provide a summary description of projects the company has developed and/or managed over the past ten years. Please include the following information for the projects described:

1. Project name and location
2. Project type: hotel, public destination attraction, gathering place, residential (type), restaurant(s), retail, underground parking etc.
3. Project size: square footage, room number (hotels), residential unit numbers, etc.
4. Project value: market value of projects identified