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City of Summerside – 107 Water Street Lands

# Request for Proposals

RFP for 107 Water Street Redevelopment

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**Issued:**           **April 1, 2025**

**Closing Date:**   **April 30, 2020 4:00pm AST**

**RFP 107 Water Street Lands**  
Attention Mike Thususka  
275 Fitzroy Street  
Summerside, PE  
C1N 1H9

## Summerside's Time has Come

2024 was a landmark year for the City of Summerside, defined by significant investments, local business expansions, new partnerships, and collaborative initiatives that continue to diversify and strengthen our economy.

Fueled by an extraordinary business community, Summerside experienced unprecedented growth across all sectors—from entrepreneurship and innovation to cleantech investments, workforce expansion, and major construction projects in key industries topping again over \$100 million in building permit values. Summerside has established a strong, recognizable brand built on an authentic, results-driven investment promise. With a proven track record of delivering outcomes, fostering collaboration, and earning a reputation for trust, our city is emerging as the premier investment destination in Prince Edward Island.

Looking ahead to 2025 and beyond, we remain focused on even greater achievements, and while we made remarkable progress, there is still significant investment opportunities in Summerside.

The City of Summerside is issuing a Request for Proposals (RFP) for Summerside 107 Water Street, PID 313734-000 strategically located fronting one of Summerside's main commercial arterials. This 0.338-acre site in Summerside is an underutilized parcel of land containing prime street frontage potential. This land is surrounded by amazing amenities including Retail Shops, Holland College and close to commercial downtown.

## Summerside Overview

One of the most important aspects of Summerside is its size. As a Small City, Summerside is uniquely positioned to provide Big Opportunity. Summerside is progressive, offers municipal business incentives, quality of life second to none and continues to grow in overall census numbers, educated residents, housing value and more.

Summerside, Prince Edward Island's second largest city, has a population of over 16,000. As the primary commercial center of Prince County, it accesses a local trading population of 45,000. It is the most densely populated region of the county.

Summerside has excellent physical infrastructure facilities (roads, air, sea, and other distribution networks). Its strategic national and international transportation links provide easy connections to key customer markets, and supply chains. It has advanced communications with variety and choice in the high speed/broadband marketplace,

The city has a skilled workforce, and adaptable human resources, trained by local institutions providing programs responsive to workforce needs. Achievable quality of life is attainable in Summerside through affordable housing, exceptional health care, and access to a range of recreation and cultural activities.

Summerside has been proven one of the best (a top) locations for the launching of new firms. As a strong, stable, and dynamic economy, Summerside provides a highly competitive business environment.

- ✓ Our growing business clusters have developed a solid critical mass to stimulate additional growth, from our aerospace to advanced manufacturing companies.
- ✓ Prince Edward Island and Summerside offers one of the lowest cost production environments in North America, as well as attractive financial incentive programs to enterprise.
- ✓ The Island's time zone facilitates communications with both the West Coast and Europe (+4 hours to Los Angeles / -4 hours to London)
- ✓ Unparalleled lifestyle and attractive housing prices.

## Subject Lands



### Developable Land in Downtown Summerside

PID	Area (SqM)	Area (Acres)	Zoning
313734	933.12	0.23	D3 - Downtown Mixed Use Core District
313742	438.91	0.108	D3 - Downtown Mixed Use Core District
<b>Total</b>	<b>1372.03</b>	<b>0.338</b>	

All features shown are approximate only and have not been field verified.  
 Sketch has been prepared for general discussions only and does not represent a legal land survey.

## Development Vision

The vision and ultimate outcome of the property's development is still emerging and will be left to potential developers of this RFP to clearly articulate its true potential. The City will entertain and evaluate Developer proposals and prioritize them according to job creation potential, market demand, highest economic and financial benefit to the City. The City will consider rezoning to maximize the economic and financial benefits if that is deemed as essential as part of the RFP process.

The lands and ultimate development for these properties requires a shared vision aligned with previous studies, reports and long-term planning between the successful proponent and the City. While the exact vision of this property has never been formally fleshed out, the City expects proposals to specifically align with the Summerside various visions and priorities. The goal of this RFP is to transform these lands through intensification and improved connectivity to the downtown and waterfront to maximize the developed potential for this property. The ultimate approach and vision should be driven by the proponent.

The city is seeking proposals for the acquisition and redevelopment of this vacant tract of land. The city does not sell properties for speculative purposes, therefore only proponents having the capacity and commitment to move forward immediately will be considered. Conveyance/Sale of this property will occur only when the successful proponent has secured all necessary council approvals, project financing and land use approvals as part of the RFP for successful submissions.

## Offering Guidelines

To provide as much certainty as possible to prospective proponents so that an assessment can be made to determine the level of interest in participating in this qualification, the City would like to clarify the following

**Offering** – It is the City's intent to select and engage throughout this RFP process with a single successful proponent (principle or consortium group) that presents a compelling masterplan and timeline to market of the subject lands

**Land Ownership** – The subject lands are currently owned by the City. Upon successful negotiation of contracts and subject to final council approvals, the City intends to transfer these lands to the successful proponent after award of building permits based on the submission proposal.

**Planning/Development and Environmental** – The City holds title to these lands "as is where is" and it would be up to the successful proponent to request any planning or development changes, permitting and environmental assessments.

## Desired Outcomes

The City hopes to achieve through this process the following outcomes in their broadest sense

- ✓ The highest and best use of the subject lands, even if that requires a rezoning
- ✓ A vibrant development that enhances the area while respecting the surrounding area and maximizes gaps in Summerside's marketplace including but not limited to residential and commercial spaces
- ✓ A vibrant and dynamic development that offers partnerships and synergies to surrounding amenities like cultural, recreational, and retail experiences for the lands
- ✓ Enhanced visual and physical connection to the Summerside harbour and trail system linking downtown
- ✓ A development that is planned, designed and built to support future multi-modal transportation that integrates within the rest of the city
- ✓ A development that is inclusive of a diverse range of incomes, household configurations and lifestyles
- ✓ A project that excels as a model for design, sustainable living, accessibility and environmental conservation
- ✓ Intensification of mixed-use development furthering the City's long-term goals including its 4 Year Development Strategy to grow the percentage of our Industrial/Commercial tax base from its current 18.6% to a minimum of 21% over the next four years.

## Document Links

### **Summerside Official Plan**

<https://www.summerside.ca/cms/one.aspx?portalId=19514956&pageId=19706083>

### **Urban Core Plan:**

<https://www.summerside.ca/cms/one.aspx?portalId=19514956&pageId=19706161>

### **Zoning Bylaw:**

<https://www.summerside.ca/cms/one.aspx?portalId=19514956&pageId=19675502>

### **Subdivision and Site Development Bylaw:**

[City of Summerside Subdivision & Site Development Bylaw \(SS-19\)](#)

### **Demographic and Community Information**

<http://www.bigpossibilities.ca/>

## Proposals will be considered according to these criteria:

- ✓ Concept Plan
- ✓ Visual concept drawings of conceptual development ideas
- ✓ Monetary and in-kind commitments by the Proponents/Partners
- ✓ Demonstrated need for the proposed development
- ✓ Anticipated property tax assessment
- ✓ Estimated job creation
- ✓ Closing date, timing/completion of development and phasing for development
- ✓ Level of compatibility with existing planning policy
- ✓ Other demonstrated benefits to the municipality
- ✓ Environmental Sustainability
- ✓ Public Presentation Materials
- ✓ Urban Innovation
- ✓ Ownership & Financing
- ✓ Project Delivery
- ✓ Project Stewardship & Change Management
- ✓ Financial Proposal
- ✓ List of references of achieved projects

## Evaluation Matrix

<b>Evaluation Criteria</b>	<b>Percentage</b>
Offer for the Property	10%
Proposal Concept Proposed	25%
Benefits of the proposed development (tax base, compatibility, job creation, needs fulfilment)	20%
Construction Schedule and Completion date of project	20%
Experience/References of similar past projects	25%

## Proposal Requirements

**Proposals should include as a minimum, the following specific components:**

- ✓ Site Renderings of proposed development
- ✓ A clear indication of the purchase amount and/or other terms of the proposed transaction
- ✓ A detailed description and analysis of how this development would complement the surrounding land uses
- ✓ A clear indication of what is to be developed on the subject lands by the proponent. A conceptual site plan, depicting the various project components including, but not necessarily limited to, parking, access, internal traffic circulation, landscaping, servicing, the location and cross sections/elevations of the proposed building(s), and a description of building materials used in the construction of the proposed development;
- ✓ A detailed work plan, which includes associated start and completion timelines (including any phasing) for the development of the subject property. The work plan should also reflect the level of effort and financial (and other) involvement of the proponent and any project partners for each component of the development;
- ✓ A clear indication of any potential municipality's proposed commitment (both financial and in-kind) to the project if the municipality is identified as a partner in the development;
- ✓ A clear indication of the proponent's financial commitment (as well as in-kind contributions) towards this project, including reference to how and where funding resources are to be secured, including a statement indicating the proponent's ability to secure financing for the cost of the project such as a reference letter from a financial institution.
- ✓ In the case of a partnership approach, a letter signed by each partner validating their involvement
- ✓ A minimum of two (2) references from similar projects
- ✓ Proponents must disclose their involvement in any recent or ongoing projects, which would conflict with the City

## Proponent Registration

All firms are required to register directly with the City of Summerside Economic Development via email at [mike@summerside.ca](mailto:mike@summerside.ca), with subject line **RFP 107 Water Street**

Submit responses to Request for Information in electronic format to:

Mike Thususka  
Director of Economic Development  
City of Summerside  
275 Fitzroy Street  
Summerside, PE  
C1N 1H9  
[mike@summerside.ca](mailto:mike@summerside.ca)

## Proponent Questions

Questions from proponents concerning this RFQ can be forwarded by email to Mike Thususka via email: [mike@summerside.ca](mailto:mike@summerside.ca). Please note that questions from proponents will only be accepted by email prior to noon (AST) on Tuesday April 15, 2025. If a question(s) results in amendments of clarification directives, a copy of the amended response will be directed to those Proponents that have completed the registration process.

## Freedom of Information

Careful consideration should be given before confidential information is submitted as part of this process. Consideration should include whether this information is critical or relevant for evaluating a proposal. All proposals submitted in response to this RFP will become public records and are therefore subject to the Municipal Freedom of Information and Privacy Act.

If Proponents desire to include confidential information, they should submit the information in a separately bound document with a cover letter indicating the contents and reason why it would provide an unfair competitive advantage for other companies if made part of the public record.

## Proposal Submission

Interested Proponents must submit a full electronic package (PDF) of their proposal 4:00pm AST on Wednesday April 30, 2025



## General Information

The proposal shall clearly demonstrate the consultant's skill and experience in completing this project citing work of similar scope and complexity.

The proposal shall be valid for 30 days after the closing date.

This RFP assumes that the necessary financing will be available to move the project forward. We assume no responsibility for any costs that might be incurred to respond to this RFP and we offer no guarantee that the project will take place.

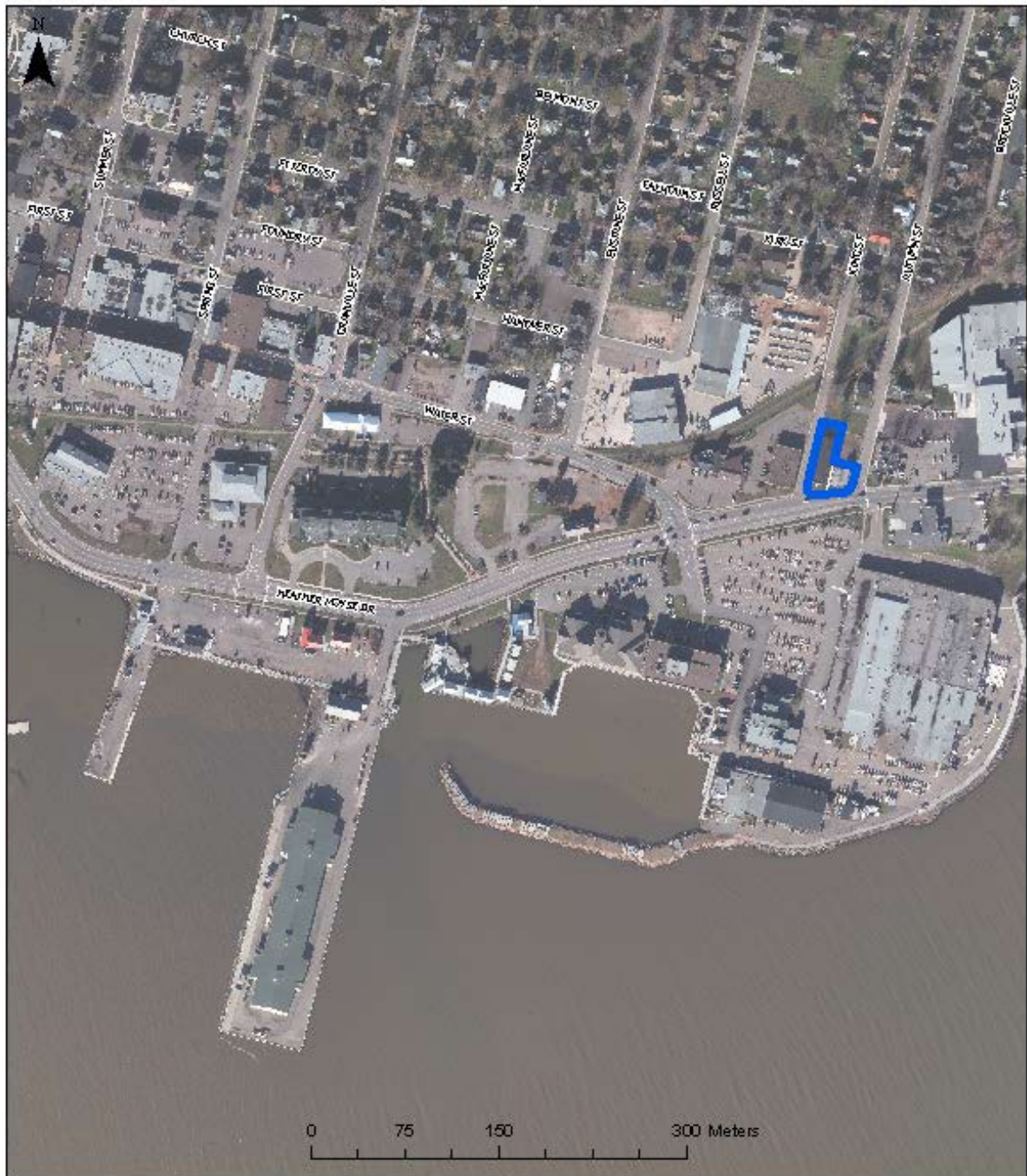
The proposal must be signed by an authorized representative with the corporate power and authority to execute and deliver obligations as proposed.

The stakeholders reserve the right to reject any or all submissions and to determine in their own judgment the consultant(s) best qualified to undertake this project.

The stakeholders reserve the right to cancel this RFP at any time without penalty or cost to the stakeholders.

The stakeholders will not be responsible for any cost incurred by proponents in the preparation or submission of a proposal.

The stakeholders further reserve the right to request proponents to address specific requirements not adequately covered in their initial submission and/or to provide additional information.



## Developable Land in Downtown Summerside Property Overview

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## Proximity to Holland College - Summerside Waterfront Campus

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