

Request for Proposal Redevelopment Opportunity

Summerside Shipyard Redevelopment

Issued: Tuesday February 6th, 2024 **Closing Date:** Tuesday March 5th, 2024

RFP Summerside Shipyard
Attention JP Desrosiers
Deputy Chief Administrative Officer
275 Fitzroy Street
Summerside, PE
C1N 1H9



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Summerside's Time has Come

As Prince Edward Island continues to prosper so too does Summerside. Summerside has been identified as an integral part of the Island's economic engine and has seen a resurgence in development opportunities both commercial and non-commercial. Summerside has been experiencing significant revitalization and growth as both employers and residents rediscover the economic fundamentals that make Summerside a choice for investment. This is evidenced by the fact that the construction value of building permits issued has continued to exceed year-over-year totals consistently for the past 8 years.

The City of Summerside is issuing a Request for Proposal (RFP) for the Summerside Shipyard building and Property, known locally as Shipyard Market. This 0.72-acre site on Summerside Waterfront is an existing seasonal restaurant banquet venue in need of a reimagined redevelopment. The buildings locations is surrounded by amazing amenities including an unimpeded waterfront view, Credit Union Place, Summerside Waterfront Boardwalk, Summerside West End Beach and Summerside 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 locations for the launching of new firms and businesses.

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 Building and Lands





Total Site Area	0.72 acres
Total Parking Lot	0.53 acres
Current Zoning	(C1) Downtown Commercial
Subject Area	Water St, Downtown Summerside

Development Vision

The vision and ultimate outcome of the property's redevelopment 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 lands and ultimate redevelopment 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 Explore Summerside's Destination Plan that will provide some increased culinary and night life offerings in our City.

The City is seeking proposals for the acquisition and redevelopment of this building. 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 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 successful submissions.

The selection process is planned to identify a proposal that clearly illustrates a plan and implementation strategy of innovative solutions that can exceed traditional forms of development concepts keeping in mind the principles of the urban core plan which is to encourage intensification, connectivity, focus investment and time to market as key principles. Summerside's goal is to collaborate with innovative development proposals that can bring a transformative and realistic vision to this property that enhances Summerside's unique character and development potential.

The Summerside Urban Core Plan was adopted by Council in 2017 for the downtown area. The Urban Core Plan (UCP) establishes a clear long-range vision for the next 30 years+ with the downtown (for which this property is considered to be part of) as a highly sustainable, livable, and unique urban place that is the cultural, civic and social heart of Summerside. The Downtown Urban Design Guidelines in the Zoning Bylaw will help implement parts of this vision over the next five years.

Document Links

[Summerside Official Plan](#)

[Urban Core Plan](#)

[Zoning Bylaw](#)

[Subdivision and Site Development Bylaw](#)

[Demographic and Community Information](#)



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

Evaluation Criteria	Percentage
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%

Interviews and reference verification may also be undertaken to assist with the selection process. Short-listed proposals will be further considered by the City's Evaluation Team. Proponents who are short-listed may be requested to provide a detailed overview of their development proposals to City Council.

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 via email at jp@summerside.ca , with subject line **RFP Summerside Shipyard**

Submit responses to Request for Information in electronic format to:

JP Desrosiers

Deputy Chief Administrative Officer

City of Summerside

511 Notre Dame St

Summerside, PE

C1N 1T2

jp@summerside.ca

Proponent Questions

Questions from proponents concerning this RFP can be forwarded by email to JP Desrosiers via email: jp@summerside.ca. Please note that questions from proponents will only be accepted by email prior to noon (AST) on Friday March 1st. 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 two (2) original hard copies as well as a full electronic package (PDF) of their proposal on a USB Flash Drive by **12:00pm AST on** Tuesday March 5th in a sealed envelope clearly identified as to the contents to:

Summerside Shipyard Redevelopment RFP

Credit Union Place Reception

511 Notre Dame St

Summerside, PE

C1N 1T2

General Information

The proposal shall clearly demonstrate the Proponents 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.

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 RFP, the City would like to clarify the following:

Objective- The objective of this RFP is to receive proposals for the purchase of this property in an “as-is” state. The proponent’s business plan must provide assurances that the property will be used as a strong product development tool to drive tourism, job creation, and economic development. To that end, the City of Summerside will require that the successful proponent enter into a Development Agreement, which will be registered upon the title to the property. Offers are to be in accordance with the submission requirements of this RFP and will be evaluated based on price and criteria set out in this RFP.

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

- ✓ A redevelopment that provides a consistent, 12-month operational model providing unique and consistent culinary offerings and nightlife.
- ✓ A redevelopment that supports the ongoing demands from the ever-growing Sport Tourism and Convention visitor.
- ✓ A redevelopment that enhances the overall tourism product delivery in the City.
- ✓ The highest and best use of the subject lands, even if that requires a rezoning.
- ✓ Enhanced visual and physical connection to the Summerside harbour and trail system linking downtown.





