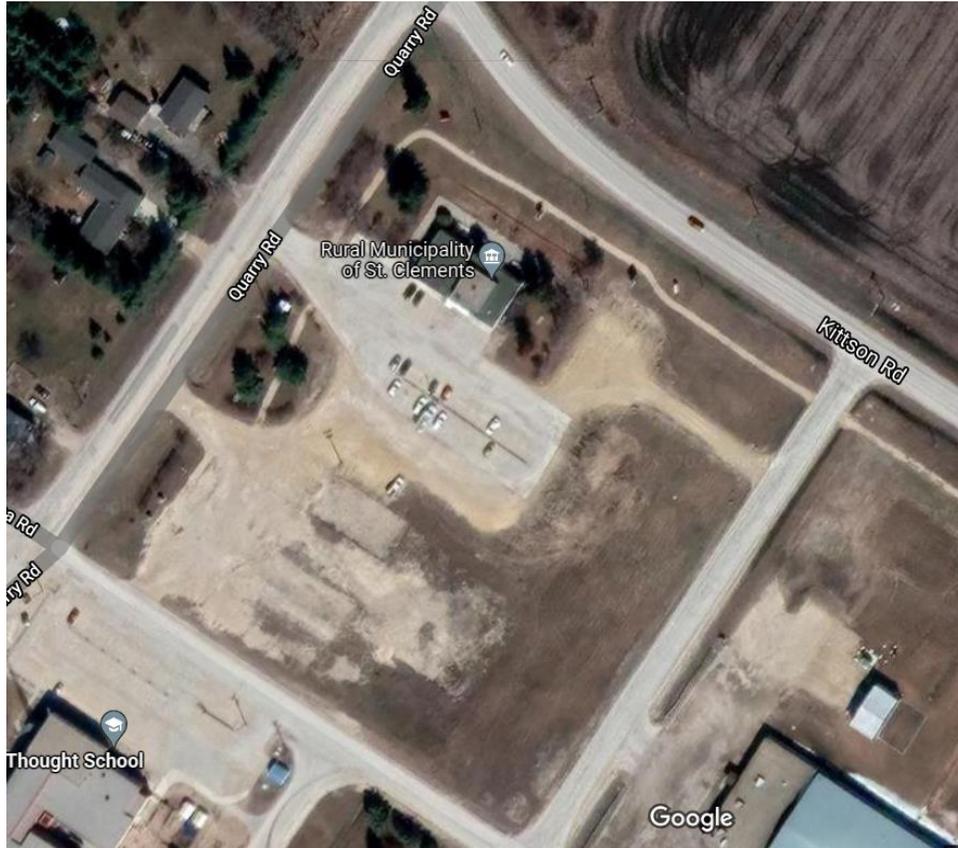




DEVELOPMENT OPPORTUNITY



Request for Proposals

Development of a Municipal property in East Selkirk

Proposals must be received by the RM of St Clements no later than:

3:00 p.m. Monday, February 28, 2022

Submission by fax or other electronic means is not acceptable.

Offer to be presented in a sealed envelope marked "East Selkirk Development Proposal"

Table of Contents.....	2
1. Introduction.....	3
2. East Selkirk Secondary Plan and Emerging.....	3
3. Purpose of Call for Proposals.....	4
4. Intended Use Considerations.....	4
5. The Property.....	6
6. Expression of Interest Requirements.....	6
7. No Warranties and No Representations.....	7
8. Project Inquiries.....	8
9. Delivery of Proposals/Offers.....	8
10. Completion of Offer.....	8
11. Withdrawal of Offer.....	8
12. Developer's Cost.....	9
13. Acceptance of Offers.....	9
14. Proposed Schedule of Events.....	9
15. Cancellation.....	10
16. Non-Endorsement.....	10
17. Negotiations.....	10
18. Development Process.....	10
19. Evaluation Criteria.....	10
20. Confidentiality.....	11
21. Submission of Offer to Purchase.....	11
22. Appendix "A".....	12
23. Appendix "B".....	13

1. Introduction

The Rural Municipality of St Clements owns a piece of property it would like to see developed at 1043 Kittson Road, East Selkirk, Manitoba.

The purpose of this Request for Proposal is to support the Rural Municipality of St Clements efforts in selection of a qualified proponent to enter into negotiations for the purchase of the land and development of a high-quality project.

2. East Selkirk Secondary Plan and Emerging

The RM of St Clements adopted in 2013 a Secondary Plan for East Selkirk Community bounded by PTH 59 in the east and the Red River in the west. East Selkirk is designated as a Settlement Centre under the Red River Planning District Development Plan. East Selkirk is served by municipal water and sewer services, is a priority for Council and one of the Capital Region's designated growth areas.

The Secondary Plan for East Selkirk identified the need for multi-family and seniors housing to diversify housing choices and serve the needs of young families for their first home and growing need of empty nesters and retirees wishing to downsize and stay in or attracted by the location, amenities, and lifestyle of the community. There

The objectives of the Secondary Plan are to:

- 1. Ensure future development in East Selkirk promotes the creation of a complete and sustainable community.***
- 2. Celebrate and enhance on a site specific basis the mixed rural and urban character of the community.***
- 3. Create an accessible community, which provides housing for all ages and needs.***
- 4. Create opportunities for people to live, work and access daily needs within East Selkirk.***
- 5. Foster a connection between people, development areas and the natural environment.***

Emerging neighbourhoods are encouraged to be developed in a more sustainable way. Sustainable communities are healthy places for both residents and the environment.

3. Purpose of Call for Proposals

As one step toward accomplishing the objectives and mandate communicated above, the RM of St Clements will make available 2.41 acres of property for its development as a sustainable neighbourhood of land as illustrated in Appendix “A”. The property is in the heart of the community near schools and recreation facilities and was the former location of the public works shop.

The RM of St Clements is seeking proposals for mixed use, multi-family development of the site that would integrate the site with the adjoining land uses, provide on-site parking and needs of the project development of the site that will demonstrate excellence in neighbourhood sustainable design, integration residential areas into the natural landscape, recommend energy efficient design and promise quality development for this site. The proposal may also contain commercial spaces due to advantageous location.

The RM of St Clements will sell or enter into a Joint Venture agreement providing the parcel of land that has been made available for development of this project.

This Request for Proposal is designed to allow the RM of St Clements to identify developers with the creativity, expertise, financial commitment, and capacity to deliver a mixed-use development project.

4. Intended Use Considerations

The use and design must consider the needs of seniors and/or young families with children seeking their first home. Use of the site to be market driven, for example the entire site may be designed for seniors use if senior needs and housing demand require the entire site. In the event seniors housing needs do not require the entire site, it may be designed as a mixed-use project including housing for young couples and families. In a mixed-use project, it would be acceptable to develop the site with more than on multi-family building. First and foremost, the use and design must be consistent with the objectives and policies adopted by Council for Emerging Neighbourhoods under the East Selkirk Secondary Plan as provided below:

Emerging Neighbourhoods Objectives

- 1. Provide residential housing options for all age groups and income levels to find quality housing.***
- 2. Respect and fit with the existing rural village character of East Selkirk.***
- 3. New growth should be directed in a logical and efficient manner based upon the extension of municipal services.***

4. ***Promote the creation of walkable and interconnected communities by requiring the preparation of area concept plans illustrating how development of Emerging Neighbourhood Areas may be integrated into the existing community and how they may be served by the extension of municipal sewer and water services, incorporate drainage improvements to manage land drainage run-off and provide for internal street system that lessens the traffic demands upon existing residential streets.***

Emerging Neighbourhoods Policies

1. ***New development within the Emerging Neighbourhood Policy Areas shall be connected to Municipal water and wastewater services.***
2. ***Emerging neighbourhood design will reflect sustainable development practices including but not limited to:***
 - a) ***An interconnected street pattern, development blocks and open space will create a more pedestrian friendly environment where people are connected with each other and places they frequent.***
 - b) ***Storm water management and retention shall include naturalized water retention ponds and encourage the use of bio-swales to improve land drainage water quality.***
3. ***New residential developments are encouraged to provide a variety of housing options, which will accommodate a wide cross section of Municipality's population. Priority will be given to developments which offer housing options for young people and new families, empty nesters and seniors.***
4. ***Multiple family developments within this policy area will be located and designed to be compatible with surrounding land uses. Multiple family site planning and building design will take into account:***
 - a. ***Three-storey maximum with the Emerging Neighbourhood Policy Areas surrounded by Harold Avenue, Two Mile Road, Colville Road and Railway Street. Development in excess of three storey will be dependent upon fire services and require locations in close proximity to neighbourhood commercial and village commercial policy areas.***
 - b. ***Subject to fire protection services a maximum of six storey buildings may be considered within all other Emerging Neighbourhood Policy Areas.***

- c. Provide a transition between areas of different development intensity and scale in particular by providing appropriate setbacks and a stepping down of heights towards single-family areas; and*
 - d. Reduce shadow impacts on adjacent properties by taking sun path into account and ensuring new development does not adversely impact solar access.*
- 5. Emerging neighbourhoods will expand based upon the logical extension of municipal services and relationships with existing built up areas to create inter-connected neighbourhoods served by the planned development of collector roadways and open space systems to minimize 'leapfrogging' undeveloped areas, but keeping into consideration that not all lands within designated Emerging Neighbourhoods may be available for development due to the multiple property ownership pattern requiring cooperation among adjoining land owners to ready land for future development.**

5. The Property

The property is located at 1043 Kittson Avenue (PR 212) in East Selkirk and the expected development will be situated on 2.41 acres. The current Development Plan outlines the property as part of the settlement center of East Selkirk and the Zoning By-law designates the property as "PR" parks and recreation. It would be the responsibility of the developer to subdivide the property as proposed in Appendix "A" and other zoning applications as required to complete a mixed-use development.

6. Expression of Interest Requirements

At a minimum, submissions in response to this Request for Proposal must have an explanation of the proposed new neighbourhood plan, credentials of the proponents and evidence of the ability to successfully complete the proposed undertaking. Proposals must also include an Offer to Purchase that include the financial terms, conditions and dates. Guidelines for submission are detailed below.

(a) Development Proposal

- Include name, address and contact information of the individuals and/or principals of partnerships and/or corporations comprising the beneficial owner(s).
- Clearly identify the mixed-use development and scope of the project.
- Identify the development team including planners, landscape architects, engineers and project management.

- Demonstrate that your team has the expertise, experience and financial resources to complete the proposed project. Include information on prior projects either completed or underway.
- Indicate projected commencement and completion dates of the development.

(b) Offer to Purchase

- Fully completed Offers must be received at RM of St Clements's office no later than 3:00 p.m. CST, Monday, February 28, 2022.
- All Offers to Purchase must be in the form and content satisfactory to RM of St Clements. The Offer to Purchase must be open for acceptance until at least April 29, 2022. The Offer to Purchase format is included as Appendix "B".
- The Offer must be for Lot 2 of the attached Appendix "A".
- Offers to Purchase must be fully completed including all relevant dates and financial terms.
- Offers to Purchase must be accompanied by a development proposal.
- A \$10,000.00 deposit is required in the form of a certified cheque made payable to RM of St Clements. Failure to submit the deposit will negate the Offer. The cheque received with the accepted Offer will be deposited in trust. All other cheques will be returned.
- Proposals will not be opened publicly.

7. No Warranties and No Representations

Prospective purchaser(s) must rely entirely upon their own investigations and due diligence in order to satisfy themselves as to the suitability of the property for their needs. The RM reserves the right to accept or reject any or all proposals and to waive irregularities and informalities at its discretion. The RM 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 RM to award to whomever it chooses in its sole and unfettered discretion, and for whatever reason the RM deems appropriate. Without limiting the generality of the forgoing, the RM may consider any other factor besides price that it deems in its sole discretion to be relevant to its decision.

8. Project Inquiries

All questions or requests for interpretations or clarifications should be submitted to:

Deepak Joshi, CAO
RM of St Clements
1043 Kittson Rd
PO Box 2 Grp 35 RR1
East Selkirk, Manitoba R0E 0M0
Email: cao@rmofstclements.com Tel: 204.482.3300

Oral communications of RM of St Clements officers and employees concerning this opportunity shall not be binding on RM of St Clements and shall in no way excuse the developer of his/her obligations as set forth in this Request for Proposal.

9. Delivery of Proposals/Offers

Proposals/Offers must be received at the RM of St Clements office no later than the date and time indicated. The developer is responsible for the means of delivering the Offer and development proposal to the RM of St Clements office on time. The Offer must be completed and delivered in sufficient time to avoid disqualification for lateness due to difficulties in delivery. LATE PROPOSALS WILL NOT BE ACCEPTED.

10. Completion of Offer

Proposals/Offers shall be complete in all respects as required by this document. A Proposal/Offer may be rejected if incomplete, or if it contains any alterations or other irregularities of any kind and will be rejected if any such defect or irregularity could have materially changed the essence of the Proposal/Offer. Proposals/Offers which contain false or misleading statements, or which provide references which do not support an attribute or condition claimed by the developer, may be rejected. If, in the opinion of RM of St Clements, such information was intended to erroneously and fallaciously mislead RM of St Clements in its evaluation of the Offer and proposal, and the attribute, condition, or capability is a requirement of this Request for Proposal, the Proposal/Offer will be rejected. Statements made by a developer shall also be without ambiguity, and with adequate elaboration, where necessary, for clear understanding.

11. Withdrawal of Offer

An Offer may be withdrawn at any time until acceptance by written or facsimile request signed by the developer or authorized representative.

12. Developer's Cost

Costs for submitting an Offer to Purchase and development proposal are entirely the responsibility of the developer and shall not be chargeable to RM of St Clements.

13. Acceptance of Offers

RM of St Clements will review submissions in accordance with the Evaluation Criteria outlined in subsection 19 of this document.

RM of St Clements has the right in its sole and absolute discretion to negotiate or not accept any Proposals/Offer, alter the schedule and procedures or short list for further negotiations.

RM of St Clements may make such investigations as deemed necessary to determine the ability of the developer to perform the work and qualifications to carry out the obligations of the proposed development.

RM of St Clements will be strategic in its decision-making, reserving the right not to sell the property to the highest bidder.

The successful proponent will be required to enter into a development agreement with RM of St Clements for the installation of services and any other issue related to the development. The development agreement will include, but is not limited to, details on the proposed project, the proposed commencement and completion dates for the project and the remedies available to RM of St Clements if the developer fails to meet the obligations of the development agreement.

RM of St Clements may waive any immaterial deviation in a Proposal/Offer. The RM of St Clements's waiver of an immaterial defect shall in no way excuse the developer from full compliance with the specifications if he/she is awarded the development opportunity. Offers to Purchase that include terms and conditions other than RM of St Clements's terms and conditions, may be rejected as being non-responsive.

14. Proposed Schedule of Events (Note: Time is of the Essence)

- Release of Request for Proposal: Monday, January 24, 2022.
- Submission Deadline for Responses to Request for Proposal: 3:00 p.m. February 28, 2022.
- Proposal Evaluation: March 1, 2022, to March 31, 2022, inclusive.

- Successful proponent notified: Friday, April 29, 2022.

15. Cancellation

This solicitation does not obligate RM of St Clements to accept a Proposal/Offer. RM of St Clements retains the right to withdraw this Request for Proposal at any time. No obligation either expressed or implied exists on the part of RM of St Clements to pay any cost incurred in the preparation or submission of a Proposal.

16. Non-Endorsement

If a Proposal is accepted, the Developer shall not issue any news releases or other statements pertaining to the acceptance of the Proposal, without prior written consent from RM of St Clements. Developers must allow RM of St Clements to participate in site signage and project promotion, at our discretion.

17. Negotiations

RM of St Clements reserves the right to negotiate any aspect of the submitted Proposal/Offer including, but not limited to, the purchase price, the condition dates, construction commencement and completion dates.

18. Development Process

The accepted proposal will undergo normal course development permit process to ensure compliance with municipal plans and zoning by-laws, regulations, specifications and requirements in respect to the property and the developer's obligations.

Once an Offer is accepted, RM of St Clements will work with the developer through to completion of their project. RM of St Clements will aid the developer through the approval processes.

19. Evaluation Criteria

	<i>Score</i>
Commitment and capability; development team credentials demonstrating financial capacity, experience and successful performance in previous real estate developments of similar scale/scope...	35
Development plan; timetable for construction, phasing and completion of project, commercial marketing strategy ...	15
Plan for long-term project management, proven track record in Mixed-use/ commercial property development...	15

Value proposition; financing structure, economic viability/sustainability,
terms of Offer to Purchase tangential benefits for
the RM of St Clements and East Selkirk community... 35

Total Scoring 100

20. Confidentiality

Information provided to a proponent by the RM, or by a proponent to the RM, or acquired by any party by way further enquires or through investigation, is strictly confidential. Such information shall not be used or disclosed in any way without the prior written authorization of the RM, or of the proponent. The proponent or the RM, shall not make any statement of fact or opinion regarding any aspect of the RFP to the media or any member of the public without the prior written authorization of the RM of St Clements, Chief Administrative Office, or without the authorization of the Proponent.

21. Submission of Offer to Purchase

The developer will provide a one (1) original Offer to purchase and four (4) copies of the development proposal.

Offers are to be delivered to:

RM of St Clements
1043 Kittson Rd
PO Box 2 Grp 35 RR1
East Selkirk, Manitoba R0E 0M0

- a. Sealed proposals must be received in RM of St Clements's office no later than 3:00 p.m. on February 28, 2022.
- b. LATE PROPOSALS WILL NOT BE ACCEPTED.
- c. Proposals will be marked: Mixed-use/Commercial Development Proposal

APPENDIX "A"

RM OF ST. CLEMENTS DEVELOPMENT

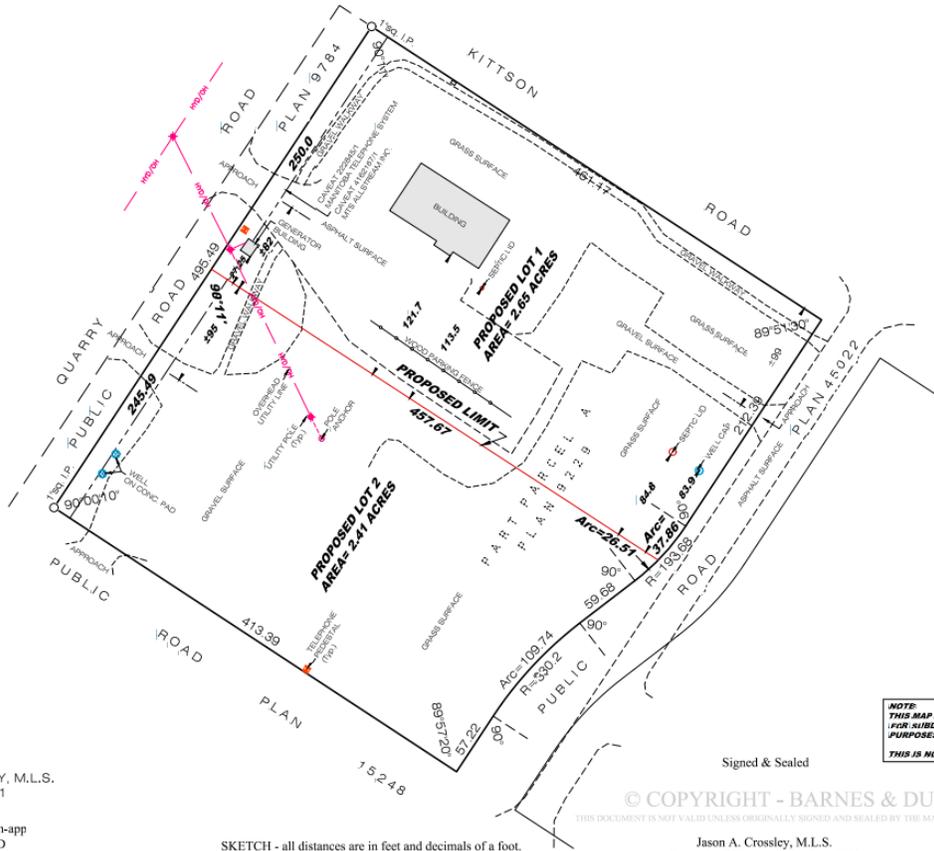
SUBDIVISION APPLICATION MAP
 OF PART OF
 RL 72 & 73, PARISH OF ST. CLEMENTS
 BEING
 PART PARCEL A, PLAN 9229 WLTO
 R.M. OF ST. CLEMENTS, MANITOBA

CERTIFICATE OF TITLE
 2103091 (SEARCH DATE: SEPTEMBER 24, 2021)

REGISTERED OWNER:
 THE RURAL MUNICIPALITY OF ST. CLEMENTS

LEGAL DESCRIPTION:
 PARCEL 7A PLAN 9229 WLTO
 EXC PUBLIC ROAD PLANS 9784 WLTO, 15248 WLTO AND 45022 WLTO
 IN RL 72 AND 73 PARISH OF ST. CLEMENTS

ENCUMBRANCES:
 INSTRUMENT No. 222845/1 & 4162167/1.



BARNES & DUNCAN

6 Donald Street
 Winnipeg, Manitoba
 R3L 0K6

180-A, 5th Street
 Morden, Manitoba
 R6M 1C9

PREPARED BY:
 JASON A. CROSSLEY, M.L.S.
 SEPTEMBER 27, 2021

Our File: 2021/1000
 Acad dwg: 21-1000 sketch-app
 Field Book: 1456-54/55 BD
 Drafter: Stu

SKETCH - all distances are in feet and decimals of a foot.
 This survey was made on the 17th day of September, 2021.

Signed & Sealed

© COPYRIGHT - BARNES & DUNCAN

THIS DOCUMENT IS NOT VALID UNLESS ORIGINALLY SIGNED AND SEALED BY THE MANITOBA LAND SURVEYOR

Jason A. Crossley, M.L.S.
 Dated this 27th day of October, 2021

NOTE:
 THIS MAP HAS BEEN PREPARED
 FOR SUBDIVISION APPLICATION
 PURPOSES ONLY.
 THIS IS NOT A FINAL SURVEY.

Page 1 of 1

APPENDIX B: OFFER TO PURCHASE LANDS

RM OF ST. CLEMENTS DEVELOPMENT

The Land: Approximately 2.41 acres Multi-family Residential located in the Village of East Selkirk as illustrated in Appendix “A” of the request from proposal.

The proponent’s Offer to Purchase the subject lands is to be open for acceptance by the RM of St. Clements for a period of 60 days following the submission date and is to be formatted as follows:

Part 1: Provide Terms of the Offer:

- 1.1 Provide name of the purchaser, contact person if the purchaser is a corporation partnership or joint venture, the address, phone, fax and e-mail of the purchaser/contact person;
- 1.2 State the calculation and amount of the purchase price to be paid to the municipality for the land;
- 1.3 Include a certified cheque in the amount of \$10,000 (Ten Thousand Dollars) payable to the RM of St. Clements as a deposit to be applied toward the purchase price (in the event the offer is not accepted the Deposit will be returned);
- 1.4 Identify the proposed closing date for the purchase and terms for payment of the balance of the purchase price;
- 1.5 List all purchaser’s conditions to which the offer is subject and the time request by the purchaser within which to waive or confirm satisfaction of the purchaser’s conditions;

Part 2: Provide Explanation of Development Proposal:

- 2.1 Identify the planned use(s) and scope of the proposed mixed use residential project by providing a written description of the project, order of magnitude in terms of development costs, number and type of residential unit proposed and provide illustrations and plans to assist convey your vision for the proposed mixed residential/commercial development of the site;
- 2.2 Provide examples of comparable multi-family projects the have been completed by yourself/company;
- 2.3 Explain how your vision for the site responds to the needs of seniors or young families with children seeking a first home;

- 2.4 Explain how your vision for the site responds to the goals of the East Selkirk Secondary Plan;
- 2.4 Identify your development team including architects, engineers, construction management and realty advisors;
- 2.5 Provide from your banking institution confirmation of your financial ability to undertake a project of the scale contemplated for the lands;
- 2.6 Indicate your proposed dates to start and complete construction of the project identifying if applicable timing considerations if the project is to be undertaken in phases.