



**City of Winnipeg**  
Planning, Property and Development Department

**Invitation for Expressions of Interest for the Purchase or  
Development of the Remaining Balance of St. Boniface  
Industrial Park Phase 2 Property**

**Winnipeg, Manitoba**

**EOI # 318-2016**



## 1.0 INTRODUCTION

The City of Winnipeg (“City”) is issuing this Invitation for Expressions of Interest (“EOI”) inviting Submissions from Proponents concerning the potential purchase or development of the remaining balance of the City-owned property known as the St. Boniface Industrial Park Phase 2 property.

This EOI is intended to gauge market interest in the St. Boniface Industrial Park Phase 2 property, and to assist the City in its determination of viable options for the purchase or development of the St. Boniface Industrial Park Phase 2 property.

Civic Vision for Industrial Land:

“The City is embarking on a new era for Employment Lands; transforming the traditional imagery of segregated industrial uses in aesthetically pleasing, sustainable, mixed-use developments. This new approach emphasizes the compatibility of well-planned form over the strict separation of uses.”<sup>1</sup>

This document provides a brief overview of the St. Boniface Industrial Park Phase 2 property and the associated terms of reference for this EOI.

## 2.0 LOCATION AND CURRENT STATUS

The St. Boniface Industrial Park Phase 2 property is within the St Boniface Industrial Park.

The St. Boniface Industrial Park Phase 2 site, and remaining surplus property located within it, represents a strategic opportunity for industrial users/developers within the City of Winnipeg. The re-designation of several large employment land holdings and the transition of existing obsolete industrial land into mixed uses have placed increasing pressure on the supply of industrial land within the City of Winnipeg. The City of Winnipeg Comprehensive Employment Lands Strategy has identified the St. Boniface Industrial Park Phase 2 as the single largest development ready site within the City of Winnipeg.

[http://winnipeg.ca/ppd/planning/pdf\\_folder/EmpLandStrategy.pdf](http://winnipeg.ca/ppd/planning/pdf_folder/EmpLandStrategy.pdf)

St Boniface Industrial Park is located in the southeast quadrant of the City of Winnipeg, approximately one kilometre southeast of the intersection of Lagimodiere Boulevard (Highway #59) and Dugald Road. The St. Boniface Industrial Park Phase 2 property is shown as “St. Boniface Industrial Park Phase 2” on Misc. Plan No. 14362/8 attached as Schedule “A”, and is situated south of the City of Winnipeg Aqueduct and Railway Right-of-Way, west of Plessis Road.

The St. Boniface Industrial Park comprises two separate parcels of land - the St. Boniface Industrial Park Phase 1 and Phase 2 properties. St. Boniface Industrial Park Phase 1, comprising approximately 264 acres, is essentially sold out and notable users include:

<sup>1</sup> “Complete Communities, an OurWinnipeg Direction Strategy”, adopted by Council on July 20, 2011

- Vita Health Products Inc.
- Colour Ad Packaging
- Fed Ex Ground Ltd.
- Samuel Son & Co. Limited
- Cabela’s Retail Canada Inc.
- East District Police Station
- Melet Plastics Inc.
- CGC Inc.

The St. Boniface Industrial Park is conveniently located and accessible near several major transportation and trucking routes (Lagimodiere Boulevard, Dugald Road, Plessis Road and the Perimeter Highway). It is also situated within one kilometre of the CNR Transcona Yards and the CNR Symington Yards. Winnipeg Transit provides daily service to the St. Boniface Industrial Park with two separate routes - Route #49 & Route #87 (with Route #49 providing access to Winnipeg’s central business district).

Industrial users in the vicinity of the St. Boniface Industrial Park rely on local labour forces located in the Transcona and St. Boniface Districts of Winnipeg. The combined estimated labour force of these Districts is approximately 50,000 persons, with an overall population of approximately 88,000 (based on 2011 census information). It is anticipated that the local labour force and population will increase with the development of the Sage Creek and Peguis residential communities.

The St. Boniface Industrial Park Phase 2 property has already had one completed sale (15.9 +/- acres sold to Parmalat Canada Inc.). A second parcel of land (12.8 +/- acres) is currently in the process of being sold. The remaining balance of the St. Boniface Industrial Park Phase 2 property is available for potential sale (in whole/in part) or for potential development (joint venture).

The City has a conceptual layout of the St. Boniface Industrial Park Phase 2 property, which includes a partial road opening to facilitate service and roadway installation for the Parmalat site. The roadway opening (DAO 10/2015) has been approved by City Council, and is shown attached as Schedule “C”. The lot pattern for development of St. Boniface Industrial Park Phase 2 lands could be adjusted based on development opportunities.

On January 30, 2013, Winnipeg City Council declared the subject City property surplus. On July 15<sup>th</sup>, 2015, Winnipeg City Council approved the aforesaid sale of 15.9 +/- acres to Parmalat Canada Inc. At that time, City Council also instructed the Winnipeg Public Service to report back to Council, by no later than September 2016, with information concerning the final disposition of the balance of the St. Boniface Industrial Park Phase 2 property – final disposition meaning a strategy for disposing the balance of the St. Boniface Industrial Park Phase 2 property.

### 3.0 PROPERTY INFORMATION

#### 3.1 Size, Assessment and Title

Site Size: 168.38+/- net developable acres

(area subject to change based on configuration of water retention basin)

Assessment: \$2,976,000 – Farm (Roll #06-050165300)  
\$3,067,000 – Farm (Roll #06-050187100)

Certificate of Title: 2825072/1

Legal Description: Lots 195, 196, 201, 202, 230, 231, 235, 236 and all that portion of 237 which lies to the north of the northern limit of the Manitoba and South Eastern Railway right-of-way Plan 557 WLTO in the Roman Catholic Mission Property  
Except out of said Lots 195, 196 and 201 the Greater Winnipeg Water District right-of-way Plan No. 2474 WLTO and Plan No. 13270 WLTO,  
Excepting out of said Lot 202 Parcel “B” Plan No. 14869 WLTO,  
Excepting out of said Lots 230 and 237, the Canadian National Railway Yard Extension and extra right-of-way Plan No. 6512 WLTO and Parcel “A” Plan No. 14869 WLTO and  
Excepting out of said Lots 231, 235 and 236 all those portions which lie to the north of the southern limit of said Plan No. 2474 WLTO  
Further excepting out of said Lots 230 and 231 Plan 58879 WLTO in Roman Catholic Mission Property

### 3.2 Zoning and Land Use

The St. Boniface Industrial Park Phase 2 property is currently zoned “M3” – Manufacturing Heavy. According to the City of Winnipeg Zoning By-law No. 200/2006:

- The Manufacturing Heavy (M3) district is intended to provide for light or heavy industrial development, including heavy manufacturing, storage, major freight terminals, waste and salvage, resource extraction, processing, transportation, major utilities, and other related uses, particularly those that require very large buildings, frequent heavy truck traffic for supplies or shipments, or that may require substantial mitigation to avoid sound, noise, and odour impacts to neighbouring properties. New M3 zone districts should not be established within 300 feet of an existing residential zone district.
- A Plan of Subdivision will be required to create further industrial parcels, suitable for the Proponent(s) use, subject to Council approval.

For additional information concerning zoning, contact: City of Winnipeg, Zoning & Permits Branch at 204-986-5140.

For additional information concerning land use, contact Riel District Planner - Richard Mahé, 204-986-8631

### **3.3 Services**

To date, only lands located at the southwest corner of Mazonod Road (Parmalat site) at the City of Winnipeg Aqueduct and Railway Right-of-Way is scheduled to be serviced with watermains, wastewater sewers, land drainage sewers and surface drainage ditches, a partial storm water retention basin, a wastewater lift station and roadway pavement. Services to be installed to accommodate the Parmalat site will be capable of being integrated and extended into the servicing of the remaining balance of the lands within the Phase 2 Property. The capacity of the wastewater lift station has been based on estimated wastewater flows from the entire development of the St. Boniface Industrial Park Phase 2 Property.

The City is in discussion with Manitoba Hydro for the installation of electrical and natural gas services (subject to future development). The extension of the natural gas service has the potential for high capacity usage.

The City has also been in discussions with Manitoba Telephone and Shaw Cable Systems in regard to the installation of communication cables (subject to future development).

The layout for most of the roadways within the St. Boniface Industrial Park Phase 2 property has been established through DAO 10/2015. The routing of the watermain required for looping of supply and to provide adequate flows for fire protections will follow that roadway layout. Additional watermain looping will be required for the area west of Mazonod Road.

The partial storm water retention basin will need to be expanded for future development. Furthermore, rear yard ditching easements are required for land drainage. The Municipal Servicing Report identifies one conceptual layout for future expansion, but a second alternative is presented in Misc. Plan 14362/7.

### **3.4 Environmental Assessments**

No previous environmental investigations, for the potential presence of soil contaminants at the St. Boniface Industrial Park Phase 2 property, have been carried out by the City.

### **3.5 Geotechnical Studies**

The City has not commissioned any geotechnical studies for the St. Boniface Industrial Park Phase 2 property.

### **3.6 Servicing**

A Municipal Servicing Report completed by Stantec was completed on November 5, 2015. A copy of the report is included as Schedule “B”.

### **3.7 Caveat Emptor**

The City makes no representations or warranties whatsoever with respect to the St. Boniface Industrial Park Phase 2 property, including no representations or warranties regarding the quality, condition or sufficiency of the St. Boniface Industrial Park Phase 2 property.

No current legal survey was made of the St. Boniface Industrial Park Phase 2 property to determine the nature and extent of any structure thereon or to determine if there are any encroachments from adjoining lands.

The St. Boniface Industrial Park Phase 2 property will be sold, if sold, on an “as is, where is” basis, and subject to any conditions required by the City.

## **4.0 INSTRUCTIONS TO PROPONENTS**

### **4.1 Information to be supplied by Proponent as part of EOI Submission**

Proponents should provide the information described below as part of their EOI Submission:

#### **4.1.1 Proponent Information**

- i) Name, address and telephone number of all Principals associated with the EOI Submission.
- ii) A brief description of the organizational structure comprising the Proponent, including an organization chart.
- iii) Financial information about the Proponent.

#### **4.1.2 Proponent Experience**

- i) Description of key staff/team member roles to be involved in the Proponent’s project, their associated professional qualifications, and prior related experience.
- ii) A list and description of projects carried out by the Proponent prior, if any.
- iii) Provide reference contact(s) concerning previous projects.

#### **4.1.3 Details of the Proposed Purchase or Development**

- i) A description of the Proponent’s purchase or development intentions for the remaining balance of the St. Boniface Industrial Park Phase 2 property.

- ii) The City will consider EOI Submissions concerning proposals for the purchase or development on all or part of the remaining balance of the St. Boniface Industrial Park Phase 2 property. To be clear, a purchase or development is defined as:
  - Purchase – Proponent acquires all or part of the remaining balance of the St. Boniface Industrial Park Phase 2 property.
  - Development – Proponent enters into a joint venture agreement with the City for all or part of the remaining balance of the St. Boniface Industrial Park Phase 2 property.
- iii) The EOI Submission should include the offering price and relevant financial terms and conditions related to the purchase or development of the remaining balance of the St. Boniface Industrial Park Phase 2 property, plus any other relevant terms, conditions or assumptions.
- iv) The EOI Submission should include any other information which the Proponent considers pertinent to the EOI.

## 4.2 EOI Submission Instructions

### 4.2.1 Sealed EOI Submissions

Sealed EOI Submissions marked **St. Boniface Industrial Park Phase 2 – EOI # 318-2016**, should be addressed and delivered to:

Materials Management  
City of Winnipeg  
Main Floor, 185 King Street  
Winnipeg, Manitoba

Sealed EOI Submissions will be received up to the deadline of:

4:00 pm, Winnipeg Time, on July 29, 2016

EOI Submissions determined by the Manager of Materials to have been received later than the EOI Submission deadline may not be accepted and returned upon request.

The Contract Administrator or the Manager of Real Estate or Materials Management may extend the submission deadline by issuing an addendum at any time prior to the submission deadline.

EOI Submissions submitted by facsimile transmission (fax) or internet electronic mail (e-mail) will not be accepted.

EOI Submissions will not be opened publicly.

The City may at any time prior to the submission deadline, issue addenda correcting errors, discrepancies or omissions in the Invitation

for Expressions of Interest, or clarifying the meaning or intent of any provisions therein.

Addenda will be available on the Bid Opportunity page at the City of Winnipeg, Corporate Finance, Materials Management Division internet site at <http://www.Winnipeg.ca/matmgt/bidopp.asp>

The Proponent is responsible for ensuring that it has received all addenda and is advised to check the Materials Management Branch internet site for addenda shortly before the submission deadline.

#### **4.2.2 Evaluation**

The City shall evaluate each EOI Submission on its own merit and price alone may not be the sole determining factor that the City considers in the evaluation of each and every EOI Submission.

Critical factors the City will consider in the evaluation process will include:

- Purchase price or sales revenue.
- tax revenue.
- overall development layout or phasing.
- financial, operational and strategic merit to the City.

#### **4.2.3 Right to Reject**

The City reserves the right to reject all or any EOI Submission as well as the right to negotiate with any/all Proponents responding to the EOI.

#### **4.2.4 No Contract**

This Invitation for Expressions of Interest is an inquiry only. By responding to this EOI and participating in the process as outlined in this document, the Proponent expressly understands and agrees that no contract of any sort is implied or formed under, or arises from this EOI and that no legal obligations between parties has, or will be, pre-determined.

The City will have no obligation to enter into negotiations or a contract with any Proponent as a result of this EOI.

#### **4.2.5 Confidentiality**

Information provided to a Proponent by the City, or by a Proponent to the City, or acquired by any party by way of further enquiries or through investigation, is strictly confidential. Such information shall not be used or disclosed in any way without the prior written authorization of the City, or of the Proponent.



The Proponent shall not make any statement of fact or opinion regarding any aspect of the EOI to the media or any member of the public without the prior written authorization of the Director of the Planning, Property and Development Department.

Disclosure of a successful submission by a Proponent is the sole responsibility of the Council of the City of Winnipeg, or its Designated Authority. The City may be obligated to disclose the final purchase price after closing date of the sale of a subject City property.

#### **4.2.6 Contract Administrator (CA)/Contact Persons**

CA - Gordon Chappell BA, AACI, P.App, Senior Negotiator (204-986-7514)

Joedi Pruden, BA, CRA, FRI(E), Senior Negotiator (204-986-7533)  
City of Winnipeg  
Planning, Property and Development Department  
2<sup>nd</sup> Floor – 65 Garry Street  
Winnipeg, MB R3C 4K4  
Fax: (204) 944-8476

### **5.0 PHASES OF THE EXPRESSION OF INTEREST**

The City expects that activities, including evaluation of EOI Submissions, concerning the potential purchase or development of the remaining balance of the St. Boniface Industrial Park Phase 2 property will be conducted in phases as described below. A schedule for those phases is included as Schedule “D”. The City reserves the right to amend the said schedule at any time and without notice.

#### **5.1 Phase I – EOI Evaluation**

Further to 4.2.2, the City will only consider EOI Submissions which, in the City’s (Planning, Property and Development Department) sole discretion and opinion, are the most advantageous and thorough.

If, after this initial review, the Planning, Property and Development Department deem an EOI Submission to be unacceptable, the Proponent will be notified of same and no further discussions will be held.

The Planning, Property and Development Department intend to report to City Council, during the September Council meeting, on the number of EOI Submissions made in response to the EOI.

Upon completion of the initial Phase I review, the Planning, Property and Development Department will short list those submissions that it considers are worthy of additional discussions and may thereafter proceed to Phase II of the evaluation process.

## 5.2 Phase II – Detailed Proposal Solicitation and Evaluation

The Planning, Property and Development Department will notify all Proponents of their status within the short listing process, and may invite one or more short listing Proponents to submit additional or clarifying details, regarding their EOI Submission.

Additional or clarifying details may include, if applicable, a business plan, consideration of phasing and servicing, assumptions regarding realty taxes (municipal taxes and school taxes), or other matters of interest to the Planning, Property and Development Department.

Should a Proponent require access to the City lands to perform due diligence concerning the St. Boniface Industrial Park Phase 2 property (e.g. geotechnical study or environmental assessment), the Proponent will be required to sign a Release of Liability and Permit and/or Consent to Enter to Construct Agreement.

## 5.3 Phase III - Negotiations

The Planning, Property and Development Department may enter into detailed negotiations with one or more short listed Proponents which, in the Planning, Property and Development Department's sole discretion and opinion, is believed to have the most merit. The EOI Submission of such a Proponent(s) may be further developed and finalized as a proposal for submission to and consideration by the Standing Policy Committee on Property and Development, Heritage and Downtown Development and/or the Council of the City of Winnipeg, which has the authority to approve or reject and such proposal.

### List of Figures

Schedule "A"	Misc. Plan No. 14362/8
Schedule "B"	Municipal Servicing Report
Schedule "C"	DAO 10/2015

O:\Reports Directive\Real Estate\RFP & EOI\jp) Exp of Interest St. Boniface Industrial Park Phase II.doc

**Schedule “A”**

**Misc. Plan No. 14362/8 listed separately on website**

Invitation for Expressions of Interest for the Purchase or Development of the Remaining Balance of St.  
Boniface Industrial Park Phase 2 Property

**Schedule “B”**

**Municipal Servicing Report listed separately on website**

Invitation for Expressions of Interest for the Purchase or Development of the Remaining Balance of St.  
Boniface Industrial Park Phase 2 Property

**Schedule “C”**

**DAO 10/2015 listed separately on website**

Invitation for Expressions of Interest for the Purchase or Development of the Remaining Balance of St.  
Boniface Industrial Park Phase 2 Property

## Schedule “D”

The following schedule identifies the anticipated scheduling of activities concerning the EOI:

August to September 2016	-Phase I
September 2016	-Public Service report to Council on the number of responses to the EOI and establish the strategy for disposition of the remaining balance of the City-owned property
October to November 2016	- Phase II
January to March 2017	- Phase III
March 2017	- Public Service to report on recommendation of successful Proponent to Standing Policy Committee on Property and Development, Heritage and Downtown Development and/or Council

The City reserves the right to amend the forgoing schedule at any time and without notice.