



REQUEST FOR EXPRESSIONS OF INTEREST

PARTNERSHIP OPPORTUNITIES
HRM MULTI-USE STADIUM

REOI# E12-007

Closing: Friday, February 17, 2012 at 2:00 pm local time

Halifax Regional Municipality
Procurement Section
Suite 103, 1st Floor,
40 Alderney Dr. (Alderney Gate),
Dartmouth Nova Scotia
B2Y 2N5

Request for Expressions of Interest # E12-007
For Partnership Opportunities Multi-Use Stadium

The Halifax Regional Municipality is firms and joint ventures to submit their interest in partnership opportunities for the proposed Multi-Use Stadium.

The EOI Document is available at: <https://www.gov.ns.ca/tenders/tenders/ns-tenders.aspx>

Proponents will be selected by project based upon qualifications, experience, services offered, and other relevant considerations.

All submissions must be submitted in sealed envelopes and clearly labeled on the exterior as:

REOI# E12-007
Partnership Opportunities Multi-Use Stadium
Procurement Department
Halifax Regional Municipality
Suite 103, 40 Alderney Gate
Dartmouth, NS

1. Questions: All requests for additional information will be provided as quickly as possible, but any delay in providing such information will not be considered a reason for extending the submission date of the Expression of Interest. Interested Respondents may obtain further information by contacting Stephen Terry, Senior Procurement Consultant at (902)490-2175 , or via email at terryst@halifax.ca Monday to Friday from 8:30 am and 4:30 pm local time
2. Closing Date and Time: Expressions of Interest will be received at HRM Procurement Office, Suite 103, 40 Alderney Gate, Dartmouth, NS until 2:00pm local time on Friday, February 17th, 2012.

INSTRUCTIONS TO RESPONDENTS

1. Introduction

The Halifax Regional Municipality (HRM) invites sealed Expressions of Interest for partnership opportunities for the proposed Multi-Use Stadium.

Regional Council has committed up to \$20M toward the construction of the proposed facility, and has directed staff to identify potential project partners.

HRM is currently a Candidate City for the 2014 and 2015 FIFA Women's World Cup events, and as such, is moving this project forward in partnership with the Canadian Soccer Association (CSA) and the timelines that mark the events. The CSA has indicated that all seven of the current Candidate Cities will be selected as Host cities for the events if all cities meet their criteria for hosting. At this time the most significant impediment for HRM is the lack of an adequate multi-use stadium in which to host the main matches. Without the proposed stadium HRM will not be able to proceed as a Host city.

The CSA has granted HRM an additional 90 days in which to finalize its capital plan for the facility, which means that Regional Council will notify the CSA no later than March 31, 2012, of their intent to construct a multi-use stadium for these events, or not. It is recognized that the timeline for this EOI is very aggressive, and proponents are encouraged to respond with the creative and business rigor that will assist in moving this project to a reality.

2. Background

In December of 2010, Regional Council indicated its interest in participating as a Candidate and potential Host City for the 2014 and 2015 FIFA Women's World Cup events. As such, analysis was undertaken to determine whether or not the construction of a facility, to meet the needs of that event, would be a feasible and viable facility long term. The evidence-based analysis has afforded Regional Council with the information necessary to proceed with their commitment of \$20M, and their direction to staff to achieve partnerships to make the facility a reality.

The following are details included in the Phase 2 analysis that define the project as proposed:

- 10,000 permanent seats minimum / 14,000 permanent seats maximum
- Site identification has resulted in the recommendation of two precincts currently under discussion:
 - Shannon Park
 - Dartmouth Crossing
- Field-of-play will be designed to accommodate both soccer and football as predominate sports, but will accommodate a number of other activities as well
- Seating will be as intimate as possible which means seating at the ends of the stadium will be as close to the field-of-play as possible during large events
- During legacy mode, the end zones will be open, with one being designed as a family-friendly sloped grass viewing area
- Permanent seating will be restricted to the sides of the field of play

- One side (warm side) will incorporate all of the permanent indoor spaces including dressing rooms, administrative spaces, multipurpose rooms and meeting rooms
- Included in the warm side of the structure will be “lease space” designed to accommodate a tenant. Total area available for this is approx. 1200 sm.
- Off season access to the facility will be facilitated through the addition of a “bubble” which will enclose the field-of-play, and allow for the extended facility usage
- The facility project, including land, site servicing, construction, FFE and soft costs is estimated to cost \$54M - \$71M, depending on final permanent seat count, and whether or not temporary event seating is purchased or rented per event

2.1 Site

Two sites are currently under consideration as a result of detailed analysis in Phase 2 Stadium Analysis:

- a) Shannon Park Precinct
- b) Dartmouth Crossing Precinct

The Municipality is currently in discussion with both land owners regarding acquisition in order to complete the construction of the facility in time to host both the 2014 and 2015 FIFA Women’s World Cup events.

2.2 Facility Ownership

Community facilities such as a multi-use stadium of this nature are normally owned by the Municipality, and as such, Regional Council has indicated its responsibility for annual operating cost. In most cases, municipal community infrastructure requires an annual subsidy from Regional Council.

2.3 Utilization Expectations

As per the attached Phase 2 analysis, it is anticipated that there will be 300+ days per year of community usage of the facility including winter access under a proposed bubble enclosure. 60+ days per year are anticipated for event hosting of various orders of magnitude. This will be a multi-use facility. The usage will be broad, and will include such things as various sport, events, cultural, community gathering events, and national and international hosting.

2.4 Terms and Types of Partnership

The Municipality has initiated this Request for Expressions of Interest as a means of generating project expertise, interest and funding contributions from private sector individuals, groups, or businesses who wish to be a partner in bringing the stadium project to fruition. The partnership concept as envisioned is not necessarily confined to traditional partnership models, nor is it intended to be necessarily comprehensive in scope. Partnership options can be narrow in scope particularly suited to the partner’s area of expertise. As well, it is hoped that this REOI will bring for the multiple partners with varied interests that combined can make the Stadium Project a credit to the community. Regional Council has committed up to \$20M toward a total estimated project cost of \$54M - \$71M and has directed staff to seek partners. This EOI is the mechanism through which partnership offers will be evaluated and

measured prior to seeking approval of the final funding formula from Regional Council.

It should be noted that it is possible that several Partnership offers may be grouped together in order to form an appropriate accumulated dollar value to leverage other funding partners.

2.5 Other

The Municipality encourages potential partners to utilize this EOI to propose potential scenarios related to this project, which would position the Municipality for broad, long term benefit to the citizens. All scenarios will be reviewed and proposed to Regional Council in the context of the project if applicable.

3. **Eligible Respondents:** Respondents shall be qualified individuals, legally incorporated entities, or groups formed by such as joint ventures.

3.1 Stadium Studies

HRM will only consider proposals that demonstrate an understanding of and are found to be aligned with Phase 1 and Phase 2 stadium studies. Information on these studies can be found at: <http://www.halifax.ca/Stadium/>

3.2 Eligible Proposals shall not:

- imply endorsement of the company or its products and services and should prohibit corporate partners from making statements which suggest a company's products and services are endorsed by the municipality
 - result in or be perceived as giving any preferential treatment outside of the partnership agreement
 - be accepted from individuals or corporations currently not in good standing with the municipality (i.e. currently in violation of a bylaw or under litigation)
 - cause a municipal employee or elected official to receive any product, service or asset for personal use or gain
 - be accepted from any corporations recognized as producing tobacco products
 - be accepted from any corporations or ventures who in any manner portray, promote or condone stereotyping of any group or discrimination as defined by the Nova Scotia Human Rights Act.
4. **Cost of Submission:** The Respondent shall bear all costs associated with the preparation and submission of the Expressions of Interest, and the Halifax Regional Municipality will in no case be responsible or liable for those costs.
 5. **Examination of Solicitation Documents:** The Respondent is expected to examine all instructions, forms, terms and specifications in the Solicitation Documents. Failure to comply with these documents will be at the Respondent's risk and may affect the evaluation of the Expression of Interest documents.
 6. **Clarification of Solicitation Documents:** A prospective Respondent requiring any clarification of the Solicitation Documents may notify the Procurement Department in writing at the HRM's address indicated in the EOI documents or raise his enquiries

through the contact listed in this document. The response will be made in writing to any request for clarification of the Solicitation Documents that are received at least three (3) business days prior to the deadline for the Submission of the EOI. If deemed material to all interested parties, written copies of the response (including an explanation/description of the query but without identifying the source of inquiry) will be posted as addenda on the Province of Nova Scotia public tenders website. Requests for individual meetings with the HRM during the solicitation period shall not be granted.

- 7. Amendments of Solicitation Documents:** No later than twenty-four (24) hours prior to the deadline for submissions, the HRM may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Respondent, amend the solicitation documents. All prospective Respondents should regularly consult the Province of Nova Scotia public tenders website. In order to afford prospective Respondents reasonable time in which to take the amendments into account in preparing their offers, the Municipality may, at its discretion, extend the deadline for the Submission of Request for Qualification Documents.
- 8. Information Establishing Respondent's Eligibility and Qualifications:**
The Respondent shall furnish evidence of its qualification by submitting the following information and/or documents:

 - (a) A description of legal status, place of registration, and principal address of business of the Respondent;
 - (b) Where applicable, experience in Partnership of a similar nature and general details of the Partnership; and clients who may be contacted for further information on those contracts;
- 9. Questionnaire:** The Respondent shall provide the HRM with a completed Questionnaire per Appendix A which will provide information on the current/actual status of the Respondent's background and proposed Partnership submission. The documentary evidence of the Respondent's qualifications to perform a contract if its EOI is accepted shall be established to the HRM's satisfaction:

 - (a) That the Respondent has the financial capability necessary to undertake and complete the partnership proposal.
 - (b) Financial capability and stability: that the Respondent shall demonstrate that it has access to, or has available, liquid assets, lines of credit, and other financial means sufficient to meet the cash flow requirements for any contract.
- 10. Closing:** The HRM may, at its discretion, extend this deadline for the submission of the Request for EOI by amending the Request for Qualification Documents in accordance with clause 6 of Instructions to Respondents, in which case all rights and obligations of the HRM and Respondents previously subject to the deadline will thereafter be subject to the new deadline
Any Expressions of Interest received by the HRM after the deadline for submission of Request for Expressions of Interest will be rejected and returned unopened to the Respondent.
- 11. Modification and Withdrawal of the Request for Expressions of Interest:** The Respondent may withdraw its Expressions of Interest after submission, provided that

written notice of the withdrawal is received by the Procurement office prior to the deadline for submission. No Expressions of Interest may be modified after passing of the Deadline for Submission of Request for Expressions of Interest.

- 12. Clarification of Expressions of Interest:** To assist in the examination, evaluation and comparison of Expressions of Interest, the Municipality may at its discretion ask the Respondent for clarification of its Expressions of Interest. The request for clarification and the response shall be in writing and no change in substance of the Expressions of Interest shall be sought, offered or permitted.

- 13. Preliminary Examination:** Prior to the detailed evaluation, the HRM will determine the substantial responsiveness of each Expressions of Interest. A substantially responsive offer is one which conforms to all the terms and conditions of the Request for Expressions of Interest without material deviations.
The HRM will examine the Expressions of Interest to determine whether they are complete, whether any computational errors have been made, whether the documents have been properly signed, and whether the Expressions of Interest are generally in order. An Expression of Interest determined as not substantially responsive will be rejected by the HRM and may not subsequently be made responsive by the Respondent by correction of the non-conformity.

- 14. Contract:** Neither the submission of an Expressions of Interest nor the acceptance of the respondent's Expressions of Interest shall not be construed as a contract.

APPENDIX 1
QUESTIONNAIRE

1. All questions contained in the forms must be answered.
2. Additional sheets may be attached as necessary.
3. If a question does not apply, please enter "not applicable" alongside with a brief explanation of why.
4. Firms applying as a joint venture/consortium must also submit details of the joint venture/consortium per the Questionnaire
5. The person signing this questionnaire guarantees the truthfulness and accuracy of all the statements made.
6. The accuracy of the answers to the questionnaire, their completeness and the attached documentation will be taken into account in the evaluation in order to properly evaluate the actual/current status. Attention is also drawn to the fact that the absence of some data may cause non-compliance in the related item of evaluation.

GENERAL INFORMATION ABOUT THE RESPONDENT

1. Name of Proponent or Proponent Group

2. Registered address

Telephone _____ Fax _____

E-mail _____

Web Address _____

4. Type of company (ie/ sole proprietorship, partnership, etc....)

5. General description of company

7. Business Registration details (e.g. Registry of Joint Stocks Registration No.)

1. **DEMOGRAPHIC DESCRIPTION**

Description of your current market as it relates to this Partnership proposal

2. **PROPOSED PARTNERSHIP DETAILS**

Please describe how you would like to proceed with a Partnership allocation to the Multi-Use Stadium, and include:

- a) Amount of Partnership allocation
- b) Partnership Terms
- c) Partnership Conditions
- d) Other expectations your submission would offer for consideration

3. **EXPERIENCE OF THE RESPONDENT IN PARTNERSHIPS**

Please attach a list of Partnerships of similar nature in which your company has been engaged.

4. **INFORMATION ON JOINT VENTURES**

Name of Joint Venture: _____

Address for the purpose of the Joint Venture

Telephone _____ Fax _____

E-mail _____

Names of members

Name of lead member

Date of Agreement governing the formation of the joint venture/consortium _____

5. **PARTNERSHIP OFFER**

REQUESTED TERM OF PARTNERSHIP: _____ YEARS

FINANCIAL OFFER: \$ _____ TOTAL

CONDITIONS (if applicable) _____

IN KIND OFFER AND VALUE

[If offering in-kind services in exchange for Partnership, please provide details and approximate value of the services]

OTHER _____

6. **SPONSOR'S EXPECTATIONS OF HRM IN RETURN FOR PARTNERSHIP**

Please include all expectations of HRM based on the value and intent of your Partnership offer

7. **FURTHER INFORMATION**

Respondents may attach as an Appendix any further information that they deem useful for the evaluation of their Statement of Qualifications