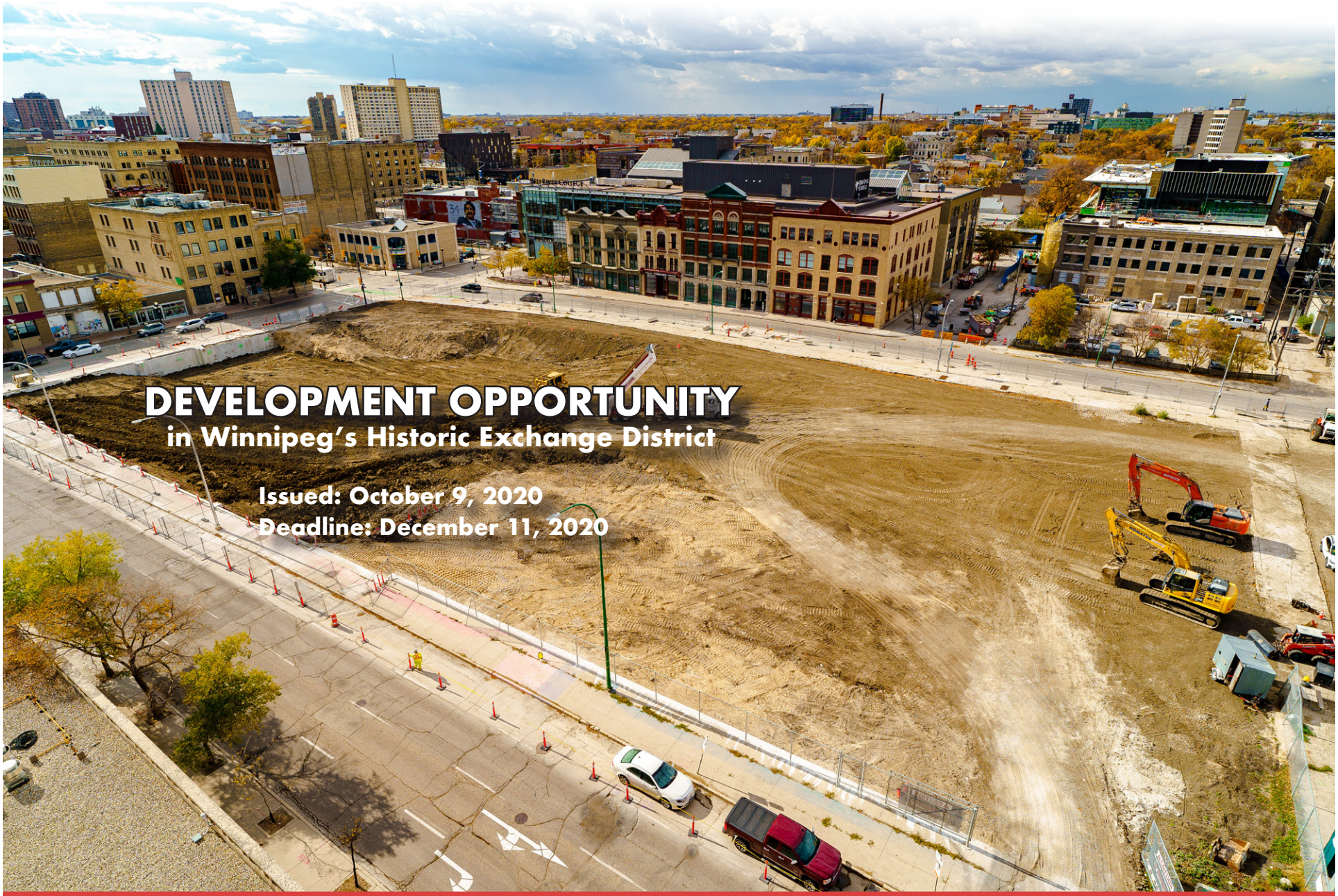


# DEVELOPMENT OPPORTUNITY

## in Winnipeg's Historic Exchange District

**Issued: October 9, 2020**

**Deadline: December 11, 2020**

centreventure development corporation

The Market Lands: Northern Development Site

**REQUEST FOR PROPOSALS**

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# PART A: GENERAL INFORMATION

## A.1 About CentreVenture Development Corporation

CentreVenture Development Corporation was created by Winnipeg City Council in 1999 and mandated to provide leadership in the planning, development, coordination and implementation of projects and activities in downtown Winnipeg.

CentreVenture serves as an advocate for downtown by identifying redevelopment opportunities, fostering investment partnerships, designing innovative incentive strategies, disseminating market information, and by serving as a resource to private sector investors.

## A.2 About the Market Lands Development

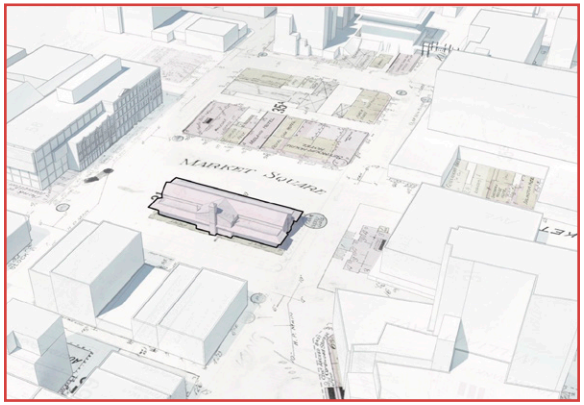
In 2015, the Winnipeg Police Service moved from the Princess Street headquarters (Public Safety Building) they occupied since 1965 to a new downtown location on Graham Avenue.

In 2016, Winnipeg City Council asked CentreVenture to undertake a public consultation process to determine a vision and approach to the redevelopment of the site, formerly occupied by the Public Safety Building and adjacent Civic Centre Parkade.

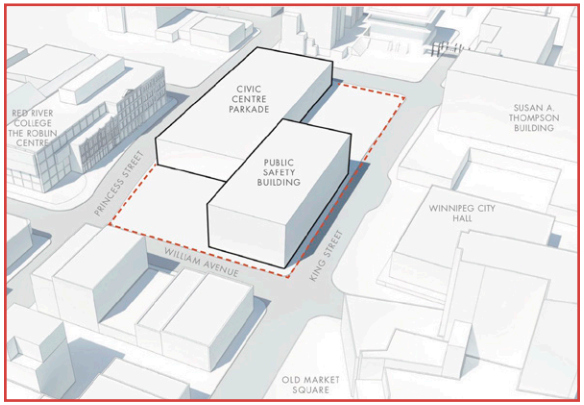
The public consultation was completed in 2018 and a vision for the redevelopment was presented and endorsed by City Council on July 18, 2019.

The site has always held an important place in Winnipeg's civic life. At the time of the founding of the City of Winnipeg in the late 1800's, it was the site of the city's first public market and a centre of commerce and trade.

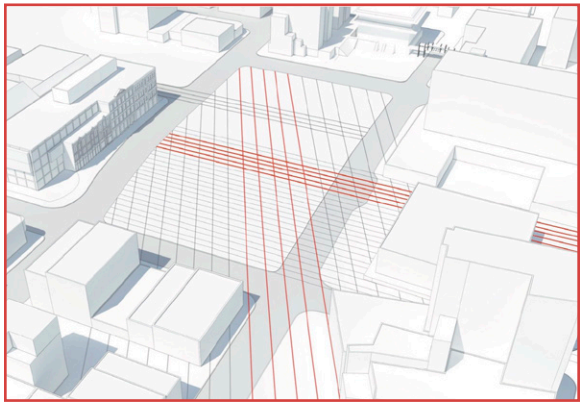
In 2020, demolition commenced to make way for the redevelopment, an unparalleled opportunity to create something great, in one of Winnipeg's greatest downtown neighbourhoods.




Market Lands Site 1877




Market Lands Site 1966



Market Lands Site 2020

### A.3 Overview of the Opportunity

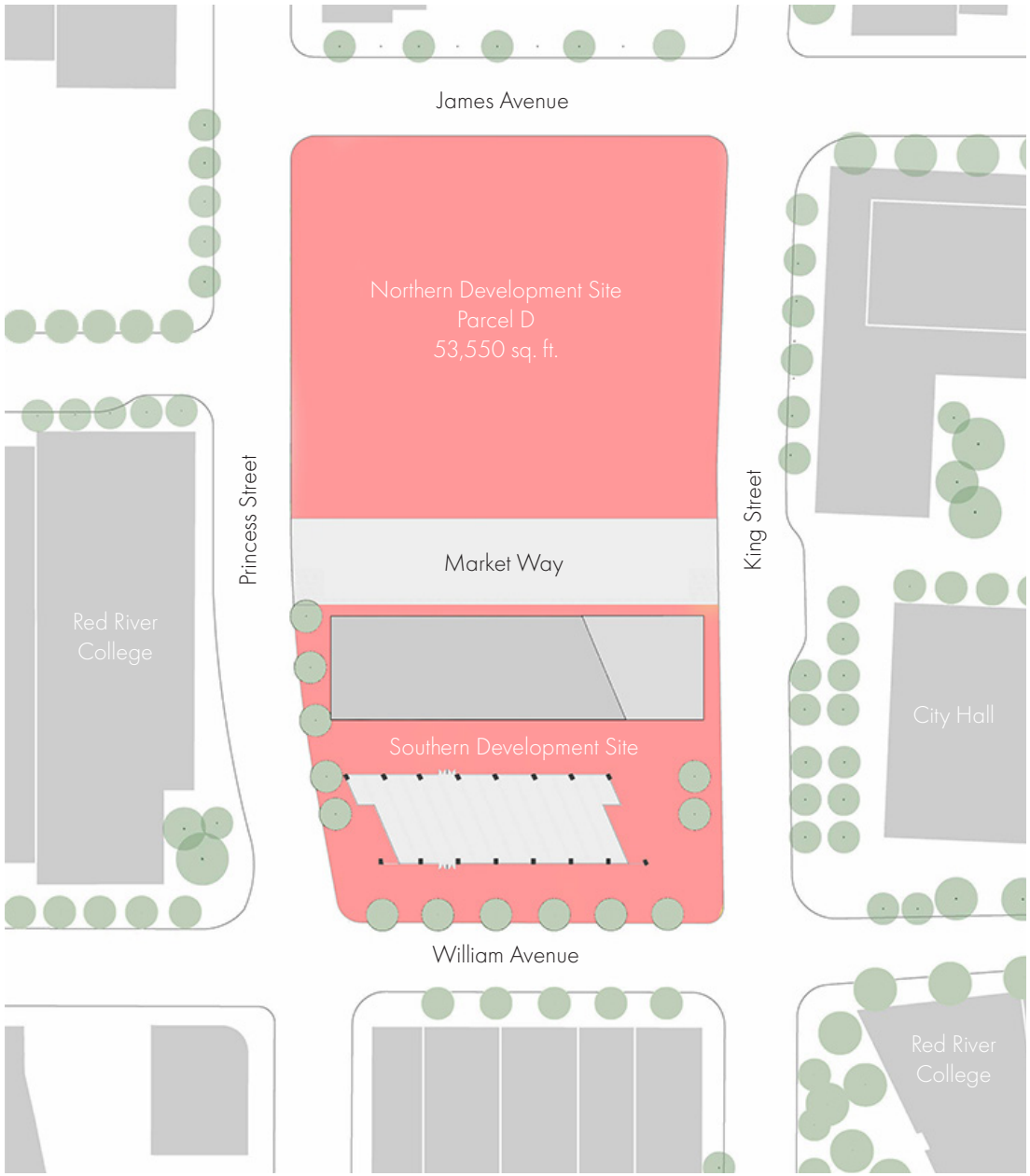
At 2.4 acres and in the heart of the Winnipeg's heritage district, the Market Lands is an unprecented downtown infill development opportunity.

The Northern Development Site (53,550 sq. ft/4,975 sq. m.) is being offered to the private sector for purchase and development through this RFP.

The Southern Development Site (40,462 sq. ft./3759 sq. m.) is limited by a historic encumbrance on the title, requiring that it be used for public purposes. CentreVenture is leading the development of this site into a high-quality local and tourist destination.

Market Way (11,367 sq. ft./1056 sq. m.) bisects both development sites. It will be a high-quality landscaped environment developed by CentreVenture, in consultation and coordination with the successful proponent(s) of the Northern Development Site. In addition to providing access and servicing, it will be a valuable aesthetic asset to both developments.

Market Way will be part of the Southern Development Site title, however successful proponent(s) for the Northern Development Site will be required to financially contribute to the costs of constucting and maintaining it. This will be negotiated through a Development Agreement.



### A.4 Immediate Vicinity

The Market Lands is at the centre of a high profile urban destination, surrounded by by active uses and signature architecture on all sides.

#### Western Edge (Princess Street)

Directly across on Princess Street is Red River College's Roblin Centre. A blend of new and heritage architecture, this centre is home to RRC's business, creative arts, and IT programs, as well as bookstore, library and fitness centre. Behind the Roblin Centre, connected to the Market Lands through Elgin Avenue, is RRC's new Innovation Centre currently under construction.






#### Eastern Edge (King Street)

Directly across on King Street are Winnipeg's modernist City Hall and Adminstration Building, with a plaza courtyard connecting to the Main Street transit hub. Next to City Hall is Red River College's Paterson GlobalFoods Institute, home to RRC's hospitality/culinary arts programs and their 100-room student residence. Old Market Square, kitty-corner to the Market Lands, is home to many summer festivals, surrounded by unique bars and restaurants.








#### Northern Edge (James Avenue)

Directly across James Avenue the Winnipeg Chinese Cultural Centre and public gardens frame the northern edge of the Market Lands. It is also is the gateway to Chinatown and the Northwest Exchange District, a neighbourhood undergoing a coordinated strategy of revitilization by CentreVenture and other area organizations.







### A.4 Immediate Vicinity



Market Lands Site looking from the east from Winnipeg City Administration Building

### A.5 Southern Development Site Vision

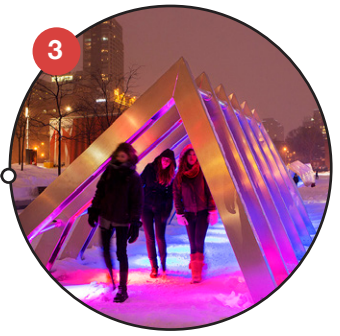
The vision for the Southern Development Site is a seemless "Creative Hub" that will provide creators with access to shared space, equipment and other resources to advance the skills needed to thrive in, and contribute to, the creative economy. These spaces will provide venues to collaborate, innovate, exhibit, and sell creative products. Fully interactive and accessible to the public, the Creative Hub will build awareness, appreciation, and markets for Manitoba's creative talent and products. The Creative Hub includes three integrated and complementary components:



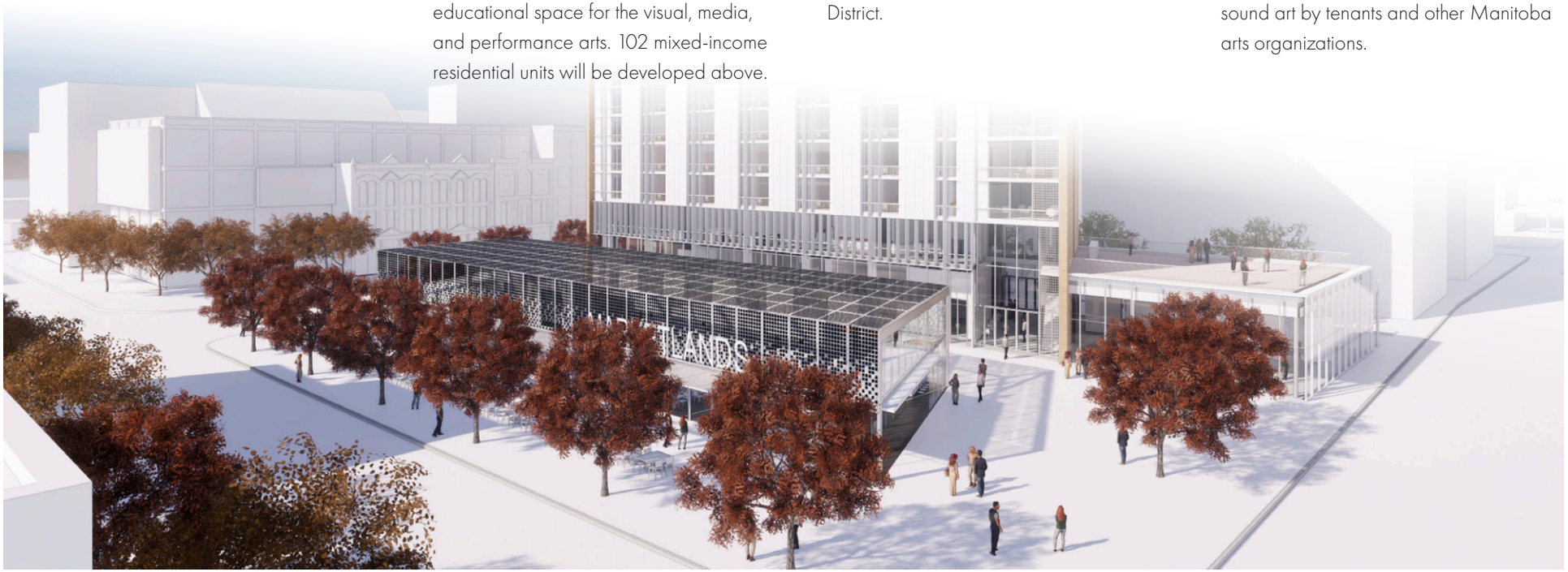

The centre for the arts is 20,000 square feet of main and second floor space housing three distinct artist-run centres including the anchor Urban Shaman Contemporary Aboriginal Art Galley. The centre provides flexible and collaborative adminstration, creation, exhibition, and educational space for the visual, media, and performance arts. 102 mixed-income residential units will be developed above.




The public market incubator will provide a popular draw to the Creative Hub. Its primary purpose will be to currate and incubate new Manitoba creative products and companies in food, art, craft, design and fashion, while providing a flexible community event space in the Exchange District.




The centre for the arts and the public market incubator are connected through an open and permeable main floor design, with integrated outdoor public plazas, specifically designed for outdoor events and with the technical requirements for the showcase of public digital and sound art by tenants and other Manitoba arts organizations.



### A.6 Neighbourhood Context

The Exchange District was designated a national historic site of Canada in 1997. The 20 block neighbourhood contains some 150 turn-of-the century buildings.

Over the last decade the neighbourhood has undergone a residential renaissance with warehouse and historic buildings being converted to condominium and rental apartments. The population of the Exchange District is now estimated to be 2,200, with an active residents' association.

The neighbourhood has over 60 unique independent shops and over 50 home grown eateries, pubs, coffee shops, and gourmet restaurants. The area is home to antique stores, art studios, book stores, clothiers, cycle shops, furniture makers, jewelers, music stores, accessory boutiques, toy stores, and many other businesses.

It is also a place where the broader community gathers to partake in many of Winnipeg's great festivals. These include the Fringe Theatre Festival, the International Jazz Festival, the Architecture and Design Film Festival, New Music Festival, Nuit Banche and many more.

The Exchange District is home to hundreds of artists, galleries, and performance venues such as The Winnipeg Centennial Concert Hall, the Royal Manitoba Theatre Centre, the Warehouse Theatre, all just blocks away from Market Lands.

Winnipeg's technology and innovation industry are centred around Red River College's Roblin Centre. Innovation Alley along Adelaide Street, emphasizes an entrepreneurial spirit in the Exchange District supporting efforts like start-up spaces, shared business resources, and Canada's largest fabrication lab.



### A.7 Downtown Winnipeg Momentum

Over the last 15 years downtown Winnipeg has undergone an incredible transformation in its various districts, with over $2 billion in capital investment. The Market Lands is a signature investment opportunity, situated in close proximity to all of downtown's major developments and public amenities.



The SHED District
True North Square Development



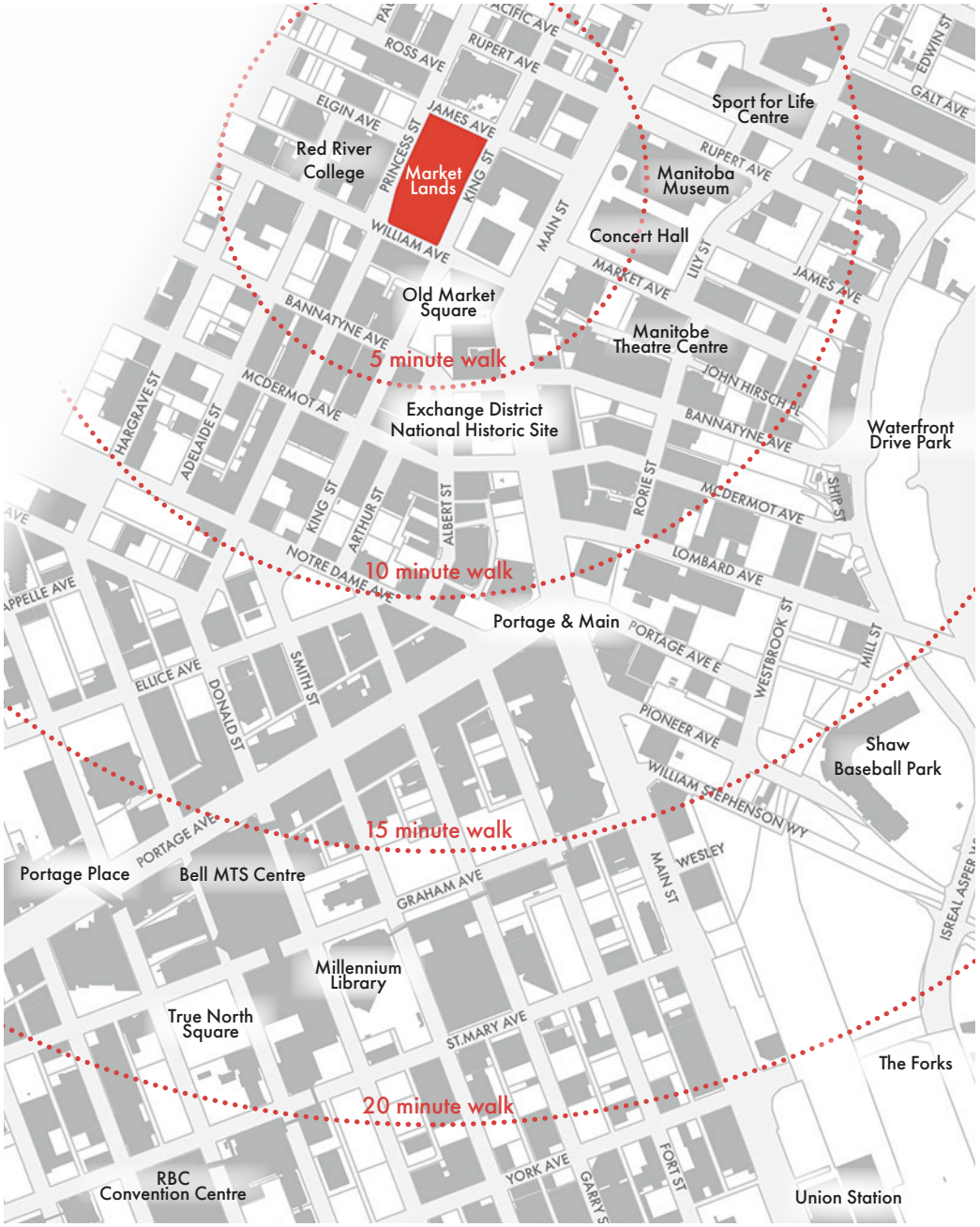
Portage & Main
Artis REIT Development



The Forks
The Canadian Museum for Human Rights



Waterfront Drive
Parkway and Residential Developments

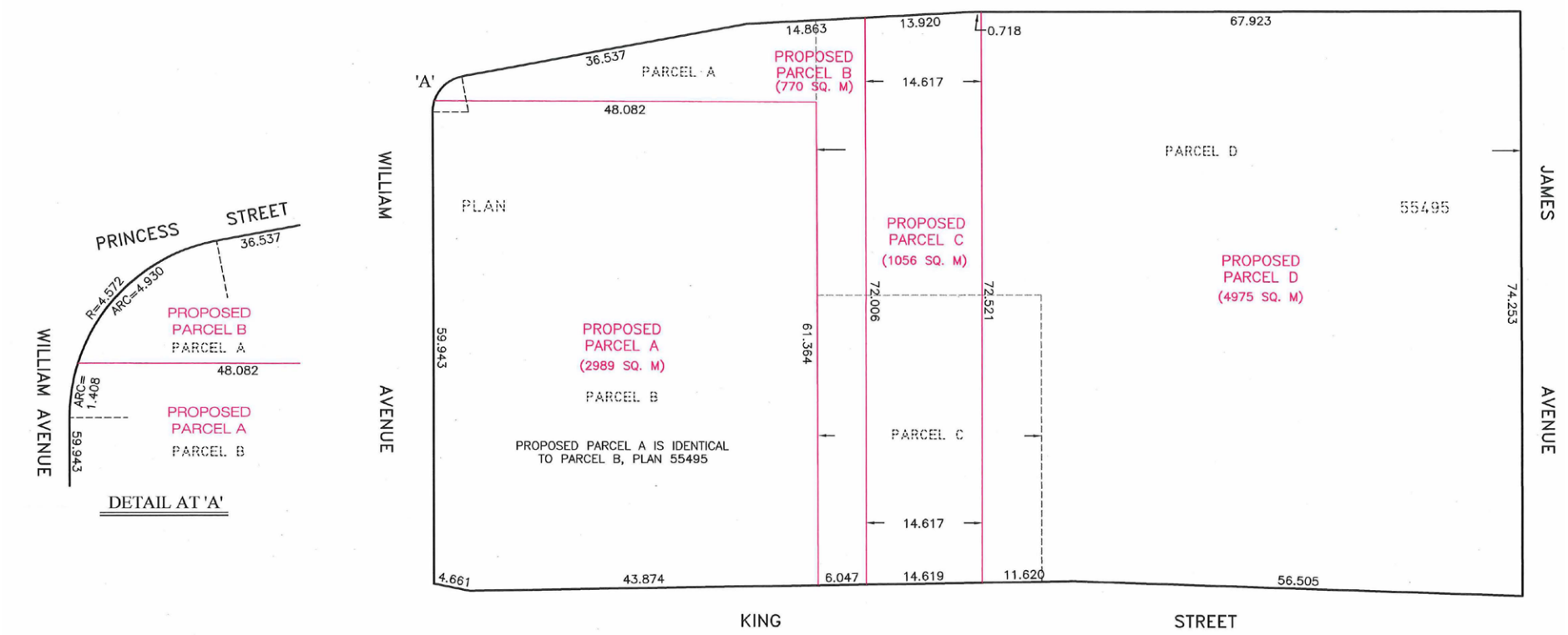


### B.1 The Property

The demolition of the existing buildings on the site will be completed by the end of October 2020.

The following proposed Plan of Survey has been prepared to delineate the Southern Development Site (Parcels A & B), Market Way (Parcel C), and the Northern Development Site (Parcel D).

CentreVenture will be responsible for making the required applications to the City of Winnipeg/WLTO to legally create the new parcels once the RFP has been awarded.




BARNES & DUNCAN 1906
SURVEYING, ENGINEERING & GEOMATICS
6 Donald Street
Winnipeg, Manitoba
R3L 0K6
180-A, 5th Street
Morden, Manitoba
R6M 1C9

Our File: 20-0908
Acad dwg: 20-0908 PROPOSED POS
Drafter: HT

**Preliminary**
09/11/2020 2:33:43 PM

Signed & Sealed

Daniel B.J. Gautron, M.L.S
Dated this
11th day of September, 2020

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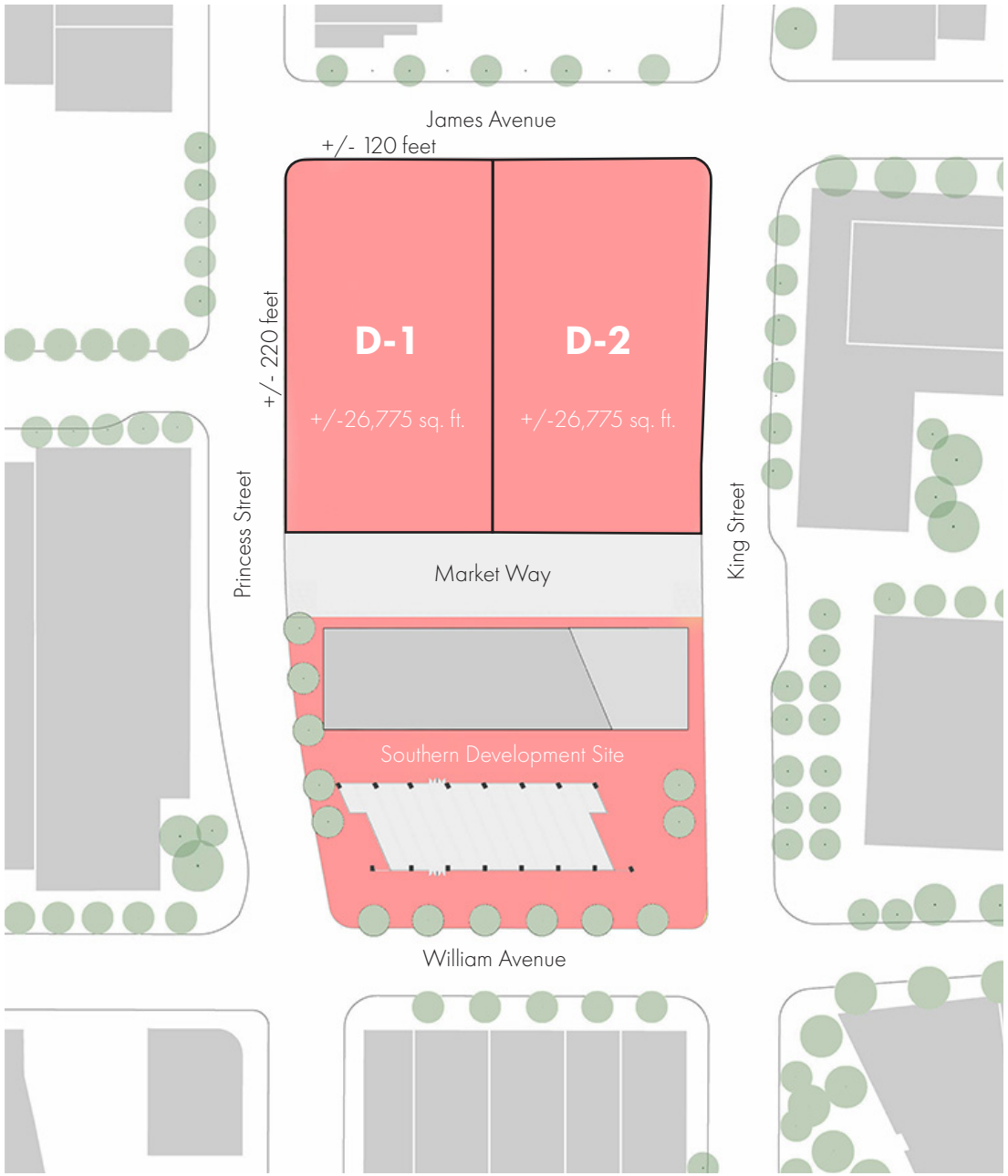
### B.2 Purchase & Development Scenarios

Parcel D is a large development site. CentreVenture's goal is to ensure the entire site is developed in a timely and high quality manner.

To encourage and facilitate a range of developer interest and development options, proponents may submit proposals based on the following scenarios:

Scenario 1: A proposal for development of entire Parcel D
Scenario 2: A proposal for development of Parcel D-1 (Princess Street)
Scenario 3: A proposal for development of Parcel D-2 (King Street)

If the outcome of the RFP results in different proponents developing D-1 and D-2, CentreVenture will assist to ensure communication and logistical coordination between those developers.



## B.3 Development & Design Objectives

CentreVenture is seeking proposals that are of a high quality, adding density to the Northern Development Site and contributing further vibrancy to the Exchange District.

### *Market Lands Guiding Aspirations*

Beginning in January 2017, CentreVenture conducted a comprehensive public engagement process that established 5 Guiding Aspirations for the development of the Market Lands:

1. Belonging – that the Market Lands provide an attainable, inclusive and welcoming environment with multiple uses and flexible spaces
2. Destination – that the Market Lands become a new high-profile destination in the City, something unique that creates a sense of pride and is a draw for citizens and tourists alike
3. Connectivity – that the Market Lands create opportunities to better integrate and draw surrounding districts together
4. Authenticity – that the Market Lands respect and embrace the unique architectural history and the diverse culture and community of the Exchange District
5. Innovation – that the Market Lands showcase new technologies, environmental adaptation, and best practices in public art and design.

### *Market Lands Urban Design Framework*

Through the public engagement process 5 'Big Moves' were established to shape the urban design of the entire Market Lands site (Urban Design Framework Report):

1. Open the site to Old Market Square and Albert Street
2. Re-establish the Market Avenue corridor
3. Strengthen movement to/from the north and west
4. Reinforce the urban edges
5. Focus density toward the north

Proponents are encouraged to familiarize themselves with all planning documents related to the Market Lands initiative in order to determine alignment with the established vision for the development.

### *City of Winnipeg Zoning*

The Market Lands are within the Character Sector of the Downtown Zoning By-Law No 100/2004. Proposals may include any uses permitted in the Character Sector.

### *City of Winnipeg Planning Policy*

Proposals should consider the policy objectives of the City of Winnipeg's official plan, Our Winnipeg, and more specifically the Complete Communities Direction Strategy.

### *City of Winnipeg Urban Design Policy*

The City of Winnipeg has established a high design standard for the downtown.

This policy is based on the assertion that, "urban design excellence is key to creating great communities and neighborhoods. High quality design can add economic, social and environmental value. It can produce high returns on investment, reduce management, maintenance, energy and security costs. Good design can also create well connected, accessible new places, enhance sense of safety and conserve urban heritage."

Proponents should familize themselves with the City of Winnipeg's Urban Design Review Process and Urban Design Guidelines.

# PART C: RFP SUBMISSION PROCESS

## C.1 Invitation to Proponents

This RFP is an invitation from CentreVenture Development Corporation to all organizations/individuals to submit a proposal for the purchase and development of the Market Lands Northern Development Site (Parcel D1 & D2). This RFP process is open to all those with the experience, qualifications and resources to conceptualize, design and construct a high-quality development.

## C.2 Proponent Registration

Proponents intending to respond to this RFP must register by visiting the registration webpage:

www.centreventure.com/rfp-registration

Upon registration proponents will receive access to the RFP webpage housing the following information:

1. RFP Submission Form
2. Offer to Purchase Template
3. Development Agreement Template
4. Environmental Certification
5. Underground Survey
6. Southern Development Site Vision Document
7. Southern Development Site Drawings
8. Any addendums and Q and A's

## C.3 Proponent Inquiries

All inquiries regarding this RFP must be submitted by email to Loretta Martin, CentreVenture's Development Manager, at martin@centreventure.com.

## C.4 Submission Deadline

**Friday, December 11, 2020 5:00 pm CST.**
Late proposals will not be accepted.

## C.5 RFP Timetable

| | |
|---|---|
| Release of RFP: | October 9, 2020 |
| Submission Deadline: | December 11, 2020 |
| Proponent Interviews: | December 17, 2020 (if required) |
| RFP Award: | January 15, 2021 |
| Deposits Returned: | January 15, 2021 |

## C.6 Submission Format

Due to COVID-19, proposals will be only be accepted electronically. Registered proponents will receive instructions on how to electronically submit proposals.

Proponents will be permitted two document uploads.
1. Completed RFP Submission Form - in PDF format
2. Proposal Document - in PDF format, less than 10 MB

Proponents will be required to submit a refundable deposit of $20,000. Registered proponents will recieve instructions on how to submit the deposit. Deposits will be returned to unsuccessful proponents and will form part of the purchase price for the successful proponent(s).

## C.7 Mandatory Submission Requirements

It is not CentreVenture's intent for proponents that respond to this RFP to incur significant expense to do so. However, submissions must contain the following information for CentreVenture to comprehensively evaluate the proposals.

- Completed RFP Submission Form
- Acknowledgement of Offer to Purchase and Development Areement Templates as outlined in RFP Submission Form.
- Identification of the development team: including the developer/owner(s) and the architectural/ construction team.
- Demonstration that the development team has the expertise and and financial resources to complete the proposed project. Please include information on prior projects either completed or underway.
- A written description of the proposed development project that clearly identifies the planned use(s) and scope of the project (components, square footage, scale). Site plans, elevations, and design concepts are optional.
- A written description of how the development will contribute to the Market Lands Guiding Aspirations. A visual description is optional.
- A written description of how the proposed development conforms to the Market Lands Urban Design Framework. A visual description is optional.
- Proposed development timeline including: date for closing on the purchase, design period, construction commencement date and anticipated completion date. If a phased project is proposed, clearly identify the development that will occur within each phase and timelines for the phases;
- A $20,000 refundable deposit. Failure to submit the deposit will negate the proposal.

## PART D: PROPOSAL EVALUATION

### D.1 Right to Reject

CentreVenture reserves the right to reject all or any proposal(s).

### D.2 Initial Review

CentreVenture will intially review proposals for compliance with all the mandatory submission requirements. If a proposal fails to satisfy these requirements, CentreVenture may send notice to the proponent, via email, identifying the deficiencies, providing opportunity to rectify the deficiencies within a specified timeframe.

If a proponent fails to rectify within the specified timeframe, the proposal will be excluded from further consideration.

### D.3 Evalution Process

Proponents are advised to present their best offer, not a starting point for negotiations in their Proposal. CentreVenture will only consider and negotiate with the Proponent(s) submitting, in CentreVenture's opinion, the most advantageous and thorough proposal.

CentreVenture will evaluate proposals based on the following criteria:

1. Development team credentials demonstrating financial capacity, experience, and successful performance in previous real-estate developments of similar scale/scope;
2. Economic viability and sustainability of the proposed development;
3. Offered purchase price;
4. Proposed timeline for: closing on the purchase, design period, construction commencement and completion dates;
5. Advancement of the Market Lands Guiding Aspirations and Urban Design Framework, as well as contribution to the Exchange District;

### D.4 Possible Clarification, Interviews & Negotiation

CentreVenture may make requests for clarification from any or all proponents. All requests will be in writing via email to the contact person identified on the RFP Submission Form.

CentreVenture may invite any or all proponents to participate in an interview to clarify the details of their proposal.

CentreVenture may enter into negotiations with one or more shortlisted proponents which it believes have the most merit.

### D.5 Best & Final Proposal

Following any clarifications, interviews, or negotiations proponents will be allowed to provide written ammendments to their original proposal. Failure to provide a written amendment within the specified timeframe will indicate a proponent wishes their original proposal to be their best and final proposal for consideration.

### D.6 Notification of Successful Proponent(s)

CentreVenture will notify the successful proponent(s) by January 15, 2021.

### D.7 Notification to Other Proponents

CentreVenture will notify all unsuccessful proponents by January 15, 2021.

# PART E: CONDUCT & LIMITATIONS

### E.1 CentreVenture Conduct Requirements

During the period from issuance of this RFP up to and including the date of the submission deadline, all communication will be done in writing and communicated to RFP registrants as required.

Following the submission deadline, CentreVenture staff, more specifically, Loretta Martin, will only communicate with the proponent's contact person specified in the RFP Submission.

### E.2 Proponent Conduct Requirements

Proponents will keep all communication with CentreVenture confidential within your development team.

Proponents will not lobby CentreVenture management and staff, CentreVenture Board of Directors, City of Winnipeg administration or City of Winnipeg elected officials for favourable consideration in the RFP process.

Proponents will not speak to the media about the RFP unless authorized by CentreVenture.

Violation of these Conduct Requirements, in CentreVenture's sole and absolute discretion, will result in exclusion from participating in the RFP.

### E.3 Proponent Costs

All costs incurred by a proponent including, but not limited to, preparing and submitting the proposal are entirely the responsibility of the proponent.

### E.4 No Warranties or Representations

Notwithstanding any comments expressed or implied by CentreVenture in this RFP, CentreVenture expressly states that it is providing no warranty and/or representation of any kind related to the appropriateness of this property, or its developability for the proponent's requirements.

Proponents 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.

### E.5 No Contract

The RFP is an inquiry only. By responding to this RFP and participating in the process as outlined in this document, Proponents expressly understand and agree that no contract of any sort is implied or formed under, or arises from this RFP and that no legal obligations between parties has, or will be, pre-determined. CentreVenture will have no obligation to enter into negotiations or a contract with any Proponent as a result of this RFP.

### E.6 Confidentiality

Information provided to a proponent by CentreVenture, or by a proponent to CentreVenture, 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 CentreVenture or of the proponent.

### E.7 Cancellation

CentreVenture retains the right to withdraw this Request for Proposals at any time.