

REGULAR COUNCIL MINUTES – MONDAY, APRIL 24, 2006 ----- excerpt

Jim Thibert, General Manager, EDTC

Re: Update on the Niagara Marina Development Proposal

Mr. Thibert delivered a power point presentation which can be accessed in full text by clicking on the presentations link and a paper copy of same is also available in the Clerk's Department.

Mr. Thibert advised the EDTC was invited by the Niagara Parks Commission (NPC) and the Town to solicit proposals for the potential redevelopment of the Niagara Parks Marina. He stated the EDTC was to investigate and evaluate land use potential with the goal of exploiting significant and complementary development opportunities and providing thereafter a recommendation to the NPC. He advised the EDTC was to:

- Gauge interest in the potential re-development of the marina within the investment and development communities;
- Access and evaluate the qualifications and capabilities of those expressing interest;
- Evaluate concept designs and development plans; and
- Assess the degree to which proposals are complementary to and in-line with the NPC mandate.

Mr. Thibert stated important considerations included:

- The primary focus must remain that of an operating marina.
- Title must remain with the NPC so the proposal must be based upon the long-term lease with the NPC.
- The NPC had to realize positive economic/financial impact as a result of any potential redevelopment.

Mr. Thibert provided an overview of the process beginning with the establishment of the Steering Committee in December of 2005 consisting of representatives from the NPC, the Town, EDTC, the Region and the Niagara development community. A detailed RFP was drafted and reviewed by the Committee who suggested modifications to best reflect the nature of the process and to highlight the requirements of the NPC and the Town. Mr. Thibert advised that the eligibility and evaluation criteria was also reviewed and modified to ensure efficiency and objectivity in the evaluation and selection process. Project timelines were also established. The RFP was launched nationally and locally in Niagara and Western New York on January 23, 2006 at a cost of \$14,710. The closing date for the tenders was Friday, March 10th, 2006. Mr. Thibert advised that three formal proposals were received and other significant expressions of interest were also received indicating further interest in the project.

The Steering Committee examined and evaluated the proposals and met on April 12th, 2006 to conduct its formal evaluation session. Two of the three proposals met the Committee's eligibility criteria and were further evaluated. The Committee determined a 10% differential in scoring must exist between eligible proposals to warrant a clear and decisive winner. Formal proponent presentations were required to answer/address various items for clarification. The Steering Committee unanimously selected the Sentex Development Inc. proposal featuring an inner-harbour design which is less intrusive from a watercourse perspective and more feasible from a navigable waterway perspective. The proposal includes a hotel, restaurant(s), condo applications, small retail spaces, heritage/museum applications, and parkland and has been designed to include public access to the site.

In closing, Mr. Thibert advised the proposal represents a \$70M - \$100M investment at the NPC Marina site. He stated there is considerable interest within the development community to develop the Marina.