

**The City of Winnipeg
Request for Qualification
RFQ 200-2009**

**Proponents' Conference
April 24, 2009, 1:30 – 3:30 p.m.
Conference Rooms 1 & 2
2nd Floor, 510 Main Street**

**For Innovative Options In Designing, Building, Financing and Maintenance of
Four Fire Paramedic Stations**

Introduction:

- The key goal of this initiative is to improve response times to meet our goal of 4 minute response to fire and medical emergencies.
- The new station in Charleswood will allow the closing of the existing ambulance station on Grant at Shaftesbury.
- The station to replace the existing station at Berry and Portage must be situated such that it will provide adequate coverage to North River Heights over the St. James Bridge.
- Key dates are:
 - April 20, 2009 – RFQ released
 - May 22, 2009 – RFQ Evaluation complete (tentative)
 - Nov 1, 2009 – Development Agreement complete
 - Dec 1, 2010 – Construction complete

Is it the City's intent to award all four stations to one developer or can it be broken up into multiple awards?

The City of Winnipeg is open to consider all options. While it would be preferred to work with one Contractor, the City is not opposed to breaking it up into multiple awards

You mentioned three stages in the process – what are they, and why are there three stages?

The City has had success with P3 projects. Based on our past experience as an organization, we want to ensure proper evaluations and we feel that ultimately this is the best way to ensure all details are covered. We expect that extending the front-end time should increase the correlation between what we ask for and what we get. We feel it's important to spend time on the selection of a partner/team as the relationship between the City and the Contractor is extremely important to us.

Further to the above, we believe the intended question may relate to the City's procurement process. Clause B13 of the RFQ describes the City's 3 stage procurement process.

There is an honorarium for each phase, and the information rights are handed over. Is this information published or used?

The City wants to be able to use the ideas it receives.

Are we required to accept the honorarium or may we choose to refuse it and keep our intellectual property?

It is the Proponent's right to waive the honorarium.

Further to the above, the City only intends to use the information for the purpose of building City Fire Paramedic Stations.

As developers, we are in a position of significant risk; \$5,000 may not properly compensate us for our efforts.

The City feels these amounts are equitable to (consistent with) those offered by other organizations.

The City owns the property for the Charleswood station, please explain how this will work for the developer?

In accordance with B10 of the RFQ, the City may consider the purchase option at Total Performance. However, should the City enter into a lease agreement, the City would transfer the title to the Contractor at the onset with the agreement that the City would purchase it back for \$1 at the end of the lease.

The Charleswood station is being rebuilt on-site – is the fire station expected to remain operational during demolition and construction?

The crew will be relocated in the same area during demolition and construction. The relocation of the crew during construction will be the responsibility of the City.

Further to the above, this issue will be addressed in more detail in the RFP.

So, the new station in Charleswood is not being built beside the existing station?

No. The station will be demolished and rebuilt in the same location.

Further to the above, this issue will be addressed in more detail in the RFP.

Geographical boundaries for the station locations were provided. Is there any flexibility on locations?

The City would certainly look at something very close, such as a half-block away. However, a location a mile away would not be considered. A location in a residential area with poor egress would not be optimal.

On occasion there have been problems with getting additional access roads, etc. for projects. Will we experience problems with getting what's required?

We have a firm commitment from the Chief Administrative Officer to build these stations, and don't anticipate any problems with the City processes. We will be holding public information sessions.

What size of lot is required?

An addendum providing more details in this regard could be posted if required. The functional requirements should clarify this – a drive-through apparatus bay, 7,000 - 9,000 sq. ft. building, options for multi-storey, etc. The City is looking to your innovation – what do you envision the station to look like. There is an expectation that unions and employees are allowed input into the design. Proposals should include these consultation processes. A suggested floorplan may be provided as part of the RFP.

Further to the above, the City does not intend to issue an addendum for on this subject.

It seems risky to negotiate the lease during the construction phase. What if negotiations hit a wall?

A lease abstract will accompany the RFP. As the material terms of the lease will be clear, there is minimal risk of a contract dispute.

When is the RFP due?

Approximately four to six weeks prior to November 1, 2009.

When will the City determine performance security requirements? The RFQ says "TBA".

This will be provided in the RFP.

Other Station Plan requirements?

The City wants to reserve the right to reuse a plan. If it's a good design, and it fits into our communities, then the City wants to keep costs down by reusing it. LEED Silver Certification is the Mayor's commitment for these stations. The RFP evaluation committee will contain design representation and likely LEED consultation also.

What if I have a fantastic site, but the City likes another design?

The RFP will apply weights to specific criteria and it is understood that site variability may impact design. Innovation is key in this project; additional options are desirable. The City is planning for the future; emergency response times and safety for the public and responders are always extremely important issues.

Further to the above, this issue will be addressed in more detail in the RFP.