



REQUEST FOR PROPOSAL

Community Readiness - Construction

ISSUE DATE: April 4, 2018

DEADLINE FOR ENQUIRIES/CLARIFICATION: April 20, at 4:30 p.m.

PROPOSAL SUBMISSION DEADLINE: April 27 at 4:30 p.m.

RETURN TO:

**Community Readiness-Construction – RFP
Municipality of Greenstone,
1800 Main Street,
PO BOX 70,
Geraldton ON P0T 1M0
Attn: Haley Garvie, EDCO
Or
haley.garvie@greenstone.ca**

Nature's Home Town

TERMS OF REFERENCE

Community Readiness - Construction

Introduction

The Corporation of the Municipality of Greenstone is looking to engage an experienced partner that will work with area businesses to become as competitive as possible in order to benefit from the expected upcoming development of a gold mine in the Geraldton Ward.

Background

The Municipality of Greenstone was created in January 1, 2001, by the amalgamation of the former municipalities of the Town of Geraldton, the Town of Longlac, the Township of Nakina and the Township of Beardmore, and an extensive area of unincorporated territory (Caramat, Jellicoe, MacDiarmid and Orient Bay).

- Greenstone is located in the District of Thunder Bay and is 3,172 sq km (1224 sq mi) making it one of the largest incorporated municipalities in Canada.
- The Greenstone Region is home to several aboriginal communities – Aroland, Ginoogaming, Long Lake 58, Bingwi Neyaashi Anishinaabek (Sand Point), Biinjitiwaabik Zaaging Anishinaabek (Rocky Bay), and Animbiigoo Zaagi'igan Anishinaabek (Lake Nipigon).

The Greenstone region was built on a history of forestry and mining. The historic mines of the area largely ceased operations by 1970. Since the downturn of the forest industry in northwestern Ontario, Greenstone saw the closure of two plywood mills and two sawmills and a declining population base. Currently we've seen a resurgent as we now have two sawmills in operation and there is potential for a new gold mine. Currently home to approximately 4,636 residents, estimates forecast the population to increase as new mining and tourism opportunities in the area are developed.

Greenstone Gold Mines is a fifty-fifty partnership between Centerra Gold Inc. and Premier Gold Mines Limited for the joint ownership and development of the Hardrock Property. The Project involves the establishment, construction, operation, and decommissioning/closure of an open pit gold mine and ore processing facility, and any ancillary activities. The Hardrock Gold Deposit is located approximately 275 kilometres northeast of Thunder Bay, Ontario. It is situated in the Ward of Geraldton, which is part of the amalgamated Municipality of Greenstone. With access to ideal infrastructure that includes the Trans-Canada Highway (Canada's national highway) and the Trans-Canada natural gas pipeline extending along its length, Greenstone Gold Mines' objective is to become a gold producer, focused on the environment and social responsibility.

Objectives

The Community Readiness-Construction Project will assist local businesses to become as best prepared as possible to benefit from the local development of the mine. There are three primary objectives to the project;

1. Inventory of local business and their capabilities specific to the mining project currently under development in order to identify opportunities for the construction phase of the Hardrock Project. The inventory will also be used to identify specific gaps between needs of the development and what is currently available locally in order to identify new business opportunities.
2. Work with Greenstone Gold to ensure policies promote local and regional procurement wherever possible.
3. One on one meetings with local businesses to ensure they are positioned to maximize benefits of mining development(s). Ensure necessary policies are in place, identify and assist with development of partnerships, etc.

The selected partner will have significant demonstrated experience in construction management of major industrial construction projects valued at more than \$250 million.

Guiding Principles

- Work in partnership with area businesses with a focus on local, then regional benefits.
- Maximize local benefits in terms of job creation and business development.

Key Challenges

- A number of area businesses may have experience in major industrial/commercial development, however, there may not be a significant level of local experience/expertise in the construction of a mine.
- Many local businesses may feel the mine will never actually come to fruition and may be reluctant to participate.
- It is essential that the selected partner have significant construction management expertise in major (\$250 million+) industrial projects.

Project Deliverables / Scope of Work

- Provide a detailed inventory of capabilities of local businesses with respect to construction of new mine.
- Provide gap analysis identifying potential new local business opportunities regarding construction phase of new mine.
- Work with mine developer to ensure policies are in place to effectively promote local then regional procurement in construction phase.
- Work with local businesses to ensure they are as competitive as possible in procurement for the construction phase of the mine (e.g. ensuring policies and procedures are in place; identify potential partnership opportunities and advise on possible structures of the opportunities.)

Reports and Schedule for Deliverables

The medium of communication for the assignment shall be English. The consultant will produce monthly reports of activities on the project. The consultant will produce the final report and any associated documents in both electronic and hard copy formats, as Microsoft Word documents wherever possible, and submit them to the Municipality of Greenstone's Economic Development & Communications Officer at the end of the contract.

Project Term

Up to 18 months.

Proposal Call and Submission Requirements:

Submissions should include, but not necessarily be limited to, the following:

1. Total cost/fee to the Municipality of Greenstone – A proposed total fixed fee in Canadian dollars (HST Extra) detailing the project fees including a detailed cost breakdown showing the major activity costs and miscellaneous costs associated with the project. Proposals are to be submitted as a lump sum dollar amount and are to include all work as requested in the RFP
2. A brief description of your firm, - its clients, its history, its projects, its staff
3. A company description, exact location and address
4. Company contacts, complete with contact information of key personnel
5. A summary of your understanding of this proposal and scope of work
6. Provide an overview of how the project will be managed and the process to be used by your company
7. Details of proposed Work Plan/Schedule
8. A list of references associated with completed projects
9. Any other supporting information you may wish to include with your submission

Proposal Evaluation

Proposals will be evaluated from firms or individuals that can demonstrate that;

- They have the necessary staffing, facilities, materials, experience, ability to complete project effectively (20%);
- Have ability and experience leading major industrial construction projects (30%);
- Have significant demonstrated knowledge and experience of major industrial construction in Northwestern Ontario (30%);
- Provide appropriate costing (20%)

Procedures for Submission of Request for Proposal

Proposals are to be submitted to the Municipality of Greenstone Municipal Office on or before xx at 4:30 p.m. local time as follows:

1. One copy of the complete proposal in a sealed envelope clearly marked as follows:

Community Readiness - Construction
Municipality of Greenstone,
1800 Main Street,
PO BOX 70,
Geraldton ON P0T 1M0
Attn: Haley Garvie, EDCO

Or

2. Email the complete proposal clearly marked in the subject line **RFP Community Readiness - Construction** to:

haley.garvie@greenstone.ca

Process Schedule

The Municipality of Greenstone intends to utilize the following schedule in completion of this process. The Municipality reserves the right to amend the schedule should it be deemed necessary:

1. Issuance of RFP April 4, 2018
2. Deadline for Enquiries/Clarification April 20, 2018
3. Deadline for Submission April 27, 2018

Clarification

Should a proponent find discrepancies in or omissions from the proposal documents, or should there be any doubt as their meaning, inquiry should be including contact name and information. Should a correction, explanation, or interpretation be necessary or desirable, a written addendum will be issued and posted on the Greenstone website at www.greenstone.ca

Any addendum issued during the bidding period, are part of these Proposal Documents.

All enquiries and clarification shall be directed to:

Haley Garvie
Economic Development & Communications Officer
Municipality of Greenstone
1800 Main Street, PO BOX 70
Geraldton ON, P0T 1M0
Ph: 1-807-854-1100 ext. 2034
Email: haley.garvie@greenstone.ca

Reservations

The Municipality reserves the right to reject all requests for proposals for any reason whatsoever. The Municipality shall not be responsible for, and respondents shall not be entitled to reimbursement for any liabilities, costs, expenses, loss or damages incurred, sustained or suffered, including loss of profit or consequential loss, by any respondent prior or subsequent to or by reason of the acceptance or the non-acceptance by the Municipality or by reason of any delay in the acceptance of a request for proposals.

Contract Negotiation

The Municipality will negotiate a contractual agreement with the preferred proponent. If the Municipality is unable to negotiate an acceptable contractual agreement with the preferred proponent, then the second preferred proponent may be selected and a contractual agreement developed. The Municipality of Greenstone at any time and without liability, may withdraw from negotiations with any potential proponent.

Freedom of Information

The Municipality is subject to the provisions of the *Municipal Freedom of Information and Protection of Privacy Act*. As a result, the Municipality cannot guarantee that any information forwarded to the Municipality can be held in confidence.

Respondents must identify in their submission any information which they feel is confidential and which should remain confidential. Respondents must specify their reasons and those sections of Act which support the confidentiality.

Confidential information must be included in a separate section of the submission. This will facilitate the ability to make other parts of the submission available to the public.

In all circumstances, the provisions of the *Municipal Freedom of Information and Protection of Privacy Act* will prevail.

Accommodation for Proponents with Disabilities

The Municipality of Greenstone is committed to providing equal treatment to people with disabilities with respect to the use and benefit of municipal services, programs and goods in a manner that respects their dignity and that is equitable in relation to the broader public. In accordance with the Ontario Human Rights Code, Ontarians with Disabilities act, 2001 (ODA) and Accessibility for Ontarians with Disabilities act, 2005 (AODA), the Municipality will accommodate for a disability, ensuring full and equitable participation throughout the RFP process.

If a proponent requires this RFP in a different format to accommodate a disability, the proponent must contact the Municipal Contact as soon as possible and in any event prior to the Submissions Deadline. The RFP in the different format will be issued only to the requesting proponent and all addenda will be issued in such a different format only to the requesting proponent.