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**City of Hamilton**

**REQUEST FOR QUALIFICATIONS**

**Contract Number: C14-02-17**

**Request for Qualifications  
Development Opportunity Pier 8**

**ADDENDUM 4**

The following queries and responses, issued by the Procurement Section shall form part of the **Request for Qualification** documents for the above, and the revisions and additions noted herein and any attachments shall read in conjunction with all other documents. This Addendum shall, however, take precedence over all previously issued **Request for Qualification** documents where differences occur.

Included in this Addendum are: 3 Pages for Addendum 4

**1.0 QUESTIONS AND RESPONSES**

Question #1	In appendices C1 and C2, do the proponent and core team member(s) need to specify each and every development project either commenced and/or completed within the past six (6) years, where the respective Proponent or Core Team Member was the lead equity contributor and/or responsible for arranging both equity and debt financing? Alternatively, could the proponent and core team member(s) collectively put forward a selection of relevant projects only? Moreover, the section also states that a “pre-requisite” amount of deal volume will be an evaluation criterion. Will there be any guidance regarding the size of this pre-requisite amount?
City Response #1	Proponents and their Core Team Members may present as many or as few projects as they wish in response to Section 7.7.3(a); however all respondents should be aware that the key objective of this exercise is to demonstrate a track record of financing deal volume. The minimum amount of deal volume that will be considered sufficient to earn a “pass” rating is \$100 million worth of project value that has been <u>completed</u> within the past six (6) ears for the <u>collective team</u> .

Question #2	For projects identified as complete, do the proponent AND core team member(s) need to provide lenders reference letter(s) verifying the financing details of all the reported projects? Alternatively, could the proponent and core team member provide a single reference letter each specifying the overall amount of financing provided to them over the past 6 years?
City Response #2	Section 7.7.3(b) requires that each Proponent and Core Team Member submit at least one (1) bank reference letter (or similar reference letter from other non-bank sources of past debt) that indicates the relationship history and total amount of credit extended during the relationship. For further clarity, separate letters are not required for <u>each project</u> ; rather the letter should reference the overall relationship between the Proponent/Core Team Member and the lender. Furthermore, the referrer's letter should acknowledge and confirm the details of the projects as reported in 7.7.3(a) for which it was the lender.
Question #3	How flexible is the current Master Plan and is creativity in terms of master planning encouraged when proposing the ultimate vision, or is the existing Master Plan the final (or close to final) design. Stated another way, do you envisage that the private sector developers will be involved in further master planning the entire site? Or do you see the developer design work being principally limited to the individual blocks. This will affect the architect and landscape architect that we propose to bring on to lead the design.
City Response #3	For further clarity, the right-of-way network, public open space, and municipal services will all be the City's responsibility to develop, operate, maintain, and own in perpetuity while the Successful Proponent will be responsible for the development of the Subject Lands. The City's overall vision is to have the entirety of Pier 8 develop in accordance with the policy framework of the Setting Sail Secondary Plan. In support of this, the Urban Design Guidelines, Draft Plan of Subdivision, and Rezoning applications have all been conceived in conformity with Setting Sail. In this regard, the Successful Proponent will be expected to have its concept respectively conform to these established policy frameworks and will work collaboratively with the City to ensure that these principles and policies are upheld throughout the entire Pier 8 development.
Question #4	Will the developer be responsible for designing and executing the parks and other public realm elements on Pier 8? If not, will the City look to the private sector developers for input into this? Or is the expectation once again that the developer restrict its work to the individual blocks.

City Response #4	The Successful Proponent will not be responsible for designing and executing the parks and other public realm elements on Pier 8 – those activities and elements will remain within the responsibility and ownership of the City. Notwithstanding, the overall integration and interface between the public realm and the privately developed blocks will be an important consideration in the overall concept for Pier 8. The City has already commenced a design competition for the most significant portion of public space, comprising the Promenade Park along the east and north perimeter of Pier 8. The City anticipates having selected a winning design by the time the Pier 8 development lands RFP is ready to start. Additional details and introductions to the City’s public realm execution team will be made to the Prequalified Proponents who advance to the RFP stage.
Question #5	To the extent known, what will be required from a design perspective in the RFP process? We note a 6 month timetable for this process, so are assuming that some element of design work will be requested in the final submission.
City Response #5	The City does not wish to address this question at this time. Appropriate direction will be given to Prequalified Proponents at the time of RFP release.

**END OF ADDENDUM 4**

Proponents providing a signed Form of Qualification have made any necessary inquiries with respect to addenda issued by the City and have provided for all addenda in their Prequalification submission.

**All addenda will be posted on the City’s Biddingo.com bid portal at:  
biddingo.com/hamilton and on www.hamilton.ca/westharbour**

**Procurement Section, City of Hamilton, Ontario**

(Revised: February 5, 2013)