PIER 8 DEVELOPMENT OPPORTUNITY RFQ
PROJECT NO. C14-02-17

Prospective Proponents’ Meeting (Optional)
May 31, 2017
Hamilton, Ontario

For information purposes only
MEETING FORMAT

• Presentation
  – Hamilton’s Waterfront Revitalization
  – Pier 8 Opportunity
  – Update on City initiatives at Piers 5-8

• Question Period
  – Questions to be submitted in writing
  – Project team will review and vet questions that can be answered immediately vs. response to be made via addendum (and posted on Electronic Data Room)
  – City is committed to treating all prospective Proponents fairly, whether in attendance today or not
PROJECT TEAM

• Project Leadership
  – Chris Phillips, Sr. Advisor (Waterfront Initiatives)
  – Philbert Kim, Sr. Consultant (Land Disposition)
• Procurement*
  – Donna Drozdz, Sr. Procurement Specialist
• Land Development and Capital Works
  – Waterfront Development Office (Gavin Norman, Ed English, Jeff Pidsadny)
• Legal Services
  – Michael Kyne, Solicitor
• Fairness Monitor
  – Stephanie Braithwaite, P1 Consulting Inc.

*All questions pertaining to RFQ must continue to be forwarded in writing to Sr. Procurement Specialist
HAMiLTON’S WATERFRONT REVITALIZATION

Comprehensive Vision for a Revitalized West Harbour Waterfront

For information purposes only
PLANS & POLICIES

• “Setting Sail” Secondary Plan
  – Land uses, heights, densities

• West Harbour Waterfront Recreational Master Plan
  – Vision for Piers 1-7

• Pier 7+8 Urban Design Study
  – Design and development guidelines

• Draft Plan of Subdivision
  – Land uses, public realm, land parcels

• Proposed Rezoning Bylaw
  – New mixed-use zoning
DRAFT PLAN OF SUBDIVISION
PUBLIC PARTICIPATION

• Public input at various stages
  – Setting Sail
  – Urban Design Study
  – Preparing solicitation strategy
  – Draft Plan of Subdivision / Rezoning applications

• RFP evaluation criteria will reflect values of Hamilton and its citizens

• Summary of public input can be found in Electronic Data Room

• Expect Successful Proponent to maintain stakeholder relations throughout project horizon
PIER 8 DESIRED OUTCOMES

- A vibrant, mixed-use community that enhances the area while respecting the existing neighbourhoods
- An animated waterfront that offers a comprehensive cultural, recreational, and retail experience for residents and visitors alike
- Enhanced physical and visual connections to the harbour and increased public access to the water’s edge
- A community that is planned, designed, and built to support a multi-modal transportation system that integrates with the rest of the City’s network
- The community is inclusive of a diverse range of incomes, household configurations, and lifestyles
- The project stands as a model of excellence in the fields of design, sustainable living, accessibility, and environmental conservation.
PIER 8 DEVELOPMENT OPPORTUNITY

• Opportunity Summary
  – Subject Lands = 5.24 ha (13 acres) net
  – Approx. 1,500 residential units + Commercial/Institutional

• Value Proposition
  – Control significant prime waterfront lands – a community within a park
  – Development-ready, serviced lands → primary risks are limited to marketing and construction
  – Newly constructed West Harbour GO station greatly improves transit connectivity with GTA
  – $140 million public investment program to improve site and surrounding areas
  – Hamilton is one of the hottest markets in the country
PIER 8 OFFERING PARAMETERS

• Block offering
  – Single Successful Proponent for all Subject Lands
  – Rights-of-way, public open space, services will remain in City’s ownership and responsibility to develop/maintain

• Land ownership
  – Open to “draw down” deal structure

• Affordable housing
  – Min. 5% of units to meet City’s affordability definition

• Planning applications
  – Conform with all planning legislation, policies, decisions

• Environmental condition
  – City to complete RA/RMP and file RSC
SOLICITATION PROCESS

Selection Process and Estimated Timeline

QUALIFICATION (RFQ)  PROPOSALS (RFP)  CONTRACTS

- Prequalified Proponent
- Preferred Proponent(s)
- Successful Proponent


- Shortlist no more than 5 from RFQ
- RFP stage will employ Commercially Confidential Meetings to enhance clarity of instructions
- Master Development Agreement will govern the long-term relationship, obligations, terms and conditions
PIER 5-8 UPDATES

Excerpt from RFQ document:

Recently Completed, In-progress, and Funded Future Public Investments at Piers 5-8

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Approx. Value (millions)</th>
<th>Phasing / Target Completion</th>
<th>Funding Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pier 7 Shoreline, Boardwalk and Transient Docks</td>
<td>$4.0</td>
<td>Completed 2016</td>
<td>Project Complete</td>
</tr>
<tr>
<td>Replace Marina Floating Breakwater</td>
<td>$3.3</td>
<td>Completed 2016</td>
<td>Project Complete</td>
</tr>
<tr>
<td>Replace Marina Docks</td>
<td>$7.1</td>
<td>2017</td>
<td>Full</td>
</tr>
<tr>
<td>Piers 7-8 Draft Plan of Subdivision and Zoning</td>
<td>$0.6</td>
<td>2016-2017</td>
<td>Full</td>
</tr>
<tr>
<td>Record of Site Condition, Site Prep and Remediation</td>
<td>$3.5</td>
<td>2015-2018</td>
<td>Full</td>
</tr>
<tr>
<td>Piers 6-8 Servicing Design &amp; Construction</td>
<td>$9.5</td>
<td>2016-2017</td>
<td>Full</td>
</tr>
<tr>
<td>Piers 5-7 Shoreline Rehabilitation and Boardwalk</td>
<td>$11.3</td>
<td>2018-2019</td>
<td>Full</td>
</tr>
<tr>
<td>Pier 6-7 Artisan &amp; Commercial Village Public Amenities</td>
<td>$4.2</td>
<td>2018-2019</td>
<td>Full</td>
</tr>
<tr>
<td>Pier 8 Shorewall Rehabilitation</td>
<td>$16.2</td>
<td>2018-2019</td>
<td>Full</td>
</tr>
<tr>
<td>Pier 8 Park and Waterfront Promenade</td>
<td>$8.8</td>
<td>2018</td>
<td>Full</td>
</tr>
<tr>
<td>Pier 8 Sanitary Pumping Station &amp; Forcemain</td>
<td>$2.9</td>
<td>2017</td>
<td>Full</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$71.4</strong></td>
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</table>

For information purposes only
# PIER 5-8 UPDATES

Selected progress updates:

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Update</th>
</tr>
</thead>
<tbody>
<tr>
<td>Replace Marina Docks</td>
<td>Phase 1 replacement substantially complete.</td>
</tr>
<tr>
<td>Piers 7-8 Draft Plan of Subdivision and Zoning</td>
<td>Applications approved by Council. Statutory appeals period open until June 22, 2017</td>
</tr>
<tr>
<td>Record of Site Condition, Site Prep and Remediation</td>
<td>Site clearing underway, localized remediation completed. Risk Assessment ongoing through 2017</td>
</tr>
<tr>
<td>Piers 6-8 Servicing Design &amp; Construction</td>
<td>Servicing design underway</td>
</tr>
<tr>
<td>Pier 8 Shorewall Rehabilitation</td>
<td>RFP for design to be issued imminently</td>
</tr>
<tr>
<td>Pier 8 Park and Waterfront Promenade</td>
<td>Design Competition for Promenade Park has commenced. Winning proposal expected to be announced September 2017</td>
</tr>
<tr>
<td>Pier 8 Sanitary Pumping Station &amp; Forcemain</td>
<td>Detail design being finalized. RFT for construction to be issued imminently</td>
</tr>
</tbody>
</table>
OPEN SPACE NETWORK

Gateway Park

Piers 5-7

Pier 8 Promenade Park

Diagram showing recommended open space network
QUESTION PERIOD

• Please submit anonymous questions in writing
• Take a self-directed site tour
• Project team will review and vet questions that can be answered immediately vs. response to be made via addendum (and posted on Electronic Data Room)
• Return from site tour and receive answers

Questions posed outside of this protocol will not be answered – future questions should be made in writing to the Senior Procurement Specialist