



City of Summerside – 185 Greenwood Drive Industrial Building

Request for Proposals

RFP for 185 Greenwood Drive

Issued: September 13, 2021

Closing Date: October 4, 2021

RFP Summerside Greenwood Drive

Attention: Mike Thususka
275 Fitzroy Street
Summerside, PE
C1N 1H9

The Opportunity

The City of Summerside led by the Department of Economic Development is inviting proposals for the purchase of 185 Greenwood Drive Industrial Complex informally known as the Summerside Venture Centre, PID 472548

This Request for Proposal (RFP) is seeking submissions that:

1. Make the best and highest use of the site in terms of diversity, uses and intensification
2. Advance the goals and objectives of the City's Industrial Development Ambitions
3. Incubate and grow diverse business opportunities in Summerside immediately upon a successful transfer



Subject Property

The City of Summerside is seeking proposals for the purchase of 185 Greenwood Drive Summerside. The City is looking for proponents who are interested in purchasing and redeveloping the property per the City's goals and objectives of growing business in Summerside and business fitting into current zoning of the property.

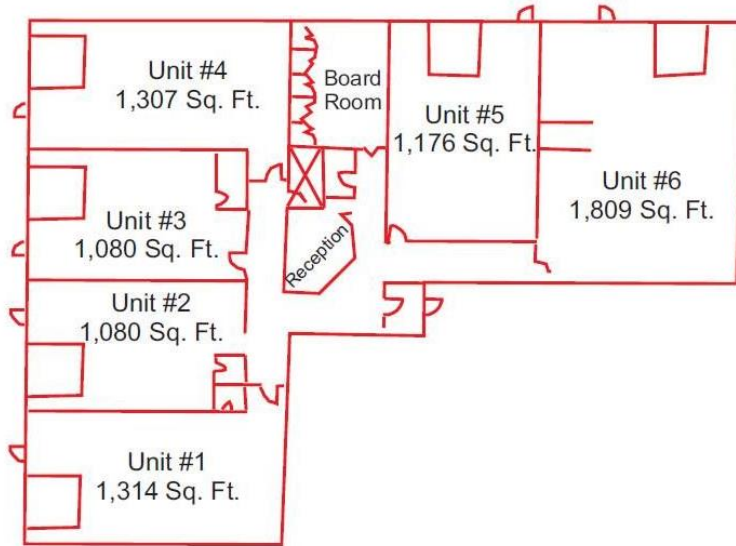
The subject property is situated in the City of Summerside and a fully serviced industrial multi-suite building totalling 9,560 square feet situated on a 1.51-acre site along the industrial corridor of Greenwood Drive. The site has ample parking and room for expansion.

More specifically, the subject property is located along the eastern side of Greenwood Drive toward the north end of the City, directly across from Mill Crescent (the entrance to the Summerside Business Park). The primary land use in this area is industrial and institutional. A map indicating the exact location of the subject property is contained below.

Address	185 Greenwood Drive	Site Area	1.51 ac
City, Province	Summerside, PE	Coverage Ratio	± 15% (Building Only)
Property Type	Industrial	Parking	Ample on-site
Property Class	Light Industrial	Zoning	M1 – Light Industrial
Year Built	1974 (Renovated in 1989) 1989 (Addition)	Condition	Fair
Number of Storeys	One Storey	Highest and Best Use	Light Industrial

Site Highlights

- ▶ The site is well located with access to all major amenities, services, conveniences, and transportation routes conducive to commercial developments
- ▶ Large site of 1.51 ac which should allow for potential expansion (pending municipal approval)
- ▶ The subject is located along Greenwood Drive within proximity to major transportation routes such as Route 2 and the Trans Canada Highway



Unit 1	1,314
Unit 2	1,080
Unit 3	1,080
Unit 4	1,307
Unit 5	1,176
Unit 6	1,809
Boardroom	436
Office Area	180



Topography	At grade, essentially level
Frontage	± 200 ft along Greenwood Drive (as scaled off mapping system)
Depth	± 325 ft along northern boundary (as scaled off mapping system)
Configuration	Rectangular
Services	All typical utilities, such as electricity, telephone communications, police and fire protection, are in place and available at the subject site; water and sewer are provided by the City of Summerside.
Site Coverage	± 15% (Building Only)
Ingress / Egress	Two paved/crushed asphalt access points off Greenwood Drive
Parking	The southern access off Greenwood Drive extends along the southside of the building and along the back of the building. The northern access extends to the building primary entrance. The parking areas could be resurfaced.

Site Improvements	The site is improved by a 9,560 sf light industrial building, crushed asphalt parking areas with the remaining perimeter areas featuring basic landscaping.
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Zoning Bylaw

Policy Plan Type	Official Plan – City of Summerside																								
Zoning / Land Use	M1 – Light Industrial 25.1 The purpose of this zone is to accommodate light industrial and other compatible non-noxious industrial uses, together with some supporting and complementary commercial uses																								
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Permitted Height	18.5 m (Industrial uses) 14 m (Commercial uses)																								
Parking Requirements	For Industrial uses: 1 space/40 m ² (430.5 sf) floor area or 1space/employee, whichever is greater																								
Excess Density / Expansion Potential	The site may offer potential for future expansion																								

Land Use Limitations	For the purpose of this appraisal, it has been assumed the data obtained from others is correct and, except to the extent noted, the use of property either conforms to the applicable bylaws and regulations or is a legal non-conforming use. In order to verify this assumption legal and planning advice would be required.
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Offering Conditions

By way of this RFP, the City is seeking a purchaser who will seamlessly transition into and invest in this space to house a growing business.

Although it is understood that the property will be sold and presumably privately held after the sale, the goal of this RFP process is to understand how the proponents plan to utilize this space. With that, all proposals must include a business plan proposed for the space post purchase clearly articulating the plans for the property.

Sale of Subject Property – The sale of the building is being sold in a “as is where is” condition and the City warrants no implied warranties or conditions

Reserve Bid – The City reserves the right to reject all bids that do not meet the minimum price threshold for the property

Purchaser Finance to be in Place – The offering should include confirmation of the purchaser's financing is in place to close transaction and without conditions

Deposit – A deposit of 5% of the proposed purchase price must accompany your submission in the form of a certified cheque made payable to the City of Summerside

Zoning – Any proposals requiring any rezoning or restricted use changes will be disqualified

Closing Date – The offering should include a closing date for the purchase

Proposals will be reviewed with the following base principles as part the proposal

- ✓ Consideration of Concept Plan
- ✓ Consideration of Offer Price
- ✓ Ownership Structure of offer
- ✓ Job Creation
- ✓ Speed to market



The City will entertain and evaluate proposals and prioritize them according to market demand, highest economic, financial benefit to the City, and highest and best use of the property. As part of this sale any proposal must conform to current zoning and any proposal will not require any further zoning or bylaw amendments or conditional offers requiring third-party financing to bring this sale to fruition will be disqualified. The City does not sell properties for speculative purposes, therefore only proponents having the capacity and commitment to move forward immediately and establish a business and invest in this property will be considered.

This sale will require a going concern business to transition to this space and become operational within a very short time of closing and as part of the sale. All proposals must submit a business concept plan laying out intended use of property, type of business, employment, and operational plans.

Proponent Registration

All proposers are required to register directly with the City of Summerside Economic Development via email at mike@summerside.ca with subject line “**City of Summerside – RFP Summerside Greenwood Drive.**” **Failure to register will disqualify any proponent. Proposers must register on or before September 24, 2021.**

Submit responses to Request for Information in electronic format to:

Mike Thususka
Director of Economic Development
City of Summerside
275 Fitzroy Street
Summerside, PE
C1N 1H9
mike@summerside.ca

RFP Submissions

The following must accompany any proposal in addition to completion of **Appendix A**

- ▶ Business Plan for proposed operation
- ▶ Narrative on Development Plan for Site
- ▶ Narrative of any proposed improvements envisioned for the property



Freedom of Information

Careful consideration should be given before confidential information is submitted as part of this process. Consideration should include whether this information is critical or relevant for evaluating a proposal. All proposals submitted in response to this RFP will become public records and are therefore subject to the Municipal Freedom of Information and Privacy Act.

If Proponents desire to include confidential information, they should submit the information in a separately bound document with a cover letter indicating the contents and reason why it would provide an unfair competitive advantage for other companies if made part of the public record.

Proposal Submission

Interested Proponents must submit their proposals as well as a full electronic package (PDF) of their proposal by 1:00pm AST on October 4, 2021 in a sealed envelope clearly identified as to the contents to:

***City of Summerside – 185 Greenwood Drive Industrial Building
Secured Tender Box First Floor City Hall
First Floor Finance Department
275 Fitzroy Street
Summerside, PE
C1N 1H9***



General Information

The proposal shall be valid for 90 days after the closing date.

This RFP assumes that the necessary financing will be available to move the project forward. The City assumes no responsibility for any costs that might be incurred to respond to this RFP, and we offer no guarantee that the sale will proceed.

The proposal must be signed by an authorized representative with the corporate power and authority to execute and deliver obligations as proposed.

The City reserve the right to reject any or all submissions and to determine in their own judgment the best qualified to undertake this project.

The City reserve the right to cancel this RFP at any time without penalty or cost to the stakeholders.

The City will not be responsible for any cost incurred by proponents in the preparation or submission of a proposal.

The City further reserve the right to request proponents to address specific requirements not adequately covered in their initial submission and/or to provide additional information.



**“Appendix A”
Buyers Submission Form**

Buyers Name	
Address	
City	
Postal Code	
Contact Name	
Email Address	
Purchase Price	
Buyers Conditions (if any)	
	Condition 1
	Condition 2
	Condition 3
Proposed Closing Date	