Oakville Municipal Development Corp.
(OakvilleMDC)

Request For Proposal
RFP 01-2025

Redevelopment of 125 Randall Street, Oakville
Former Fire Hall No. 3 Site

JOINT VENTURE OPPORTUNITY

Closing Date and Time: On or Before 4:30 p.m. – Wednesday, May 7, 2025

Closing Information: **Submissions to be made to OakvilleMDC**

Via Email to: Mark Meneray
President & CEO
OakvilleMDC - **mark.meneray@oakvilllemdc.ca**

Completed submissions must be received on or before 4:30 p.m. on:

Wednesday, May 7, 2025

In order to avoid any misunderstanding and to be fair to all Proponents, please note that Request for Proposal (RFP) submissions received after the closing date will not be considered. All RFP submissions are to be emailed to Mark Meneray, President & CEO, OakvilleMDC:

mark.meneray@oakvillemdc.ca

1. THE JOINT VENTURE OPPORTUNITY

The Oakville Municipal Development Corp. (OakvilleMDC) is a corporation created by the Corporation of the Town of Oakville (the "Town") to market and develop certain lands which are no longer required by the Town, with a view to maximizing their value and generating community benefits for the residents of Oakville. This property is currently owned by the Town and will be transferred to the OakvilleMDC to facilitate its redevelopment. The OakvilleMDC is seeking development proposals through this Request for Proposals (RFP) to redevelop this strategically located property in the Downtown area. The OakvilleMDC is inviting proposals from potential development partners for the redevelopment of the former Fire Hall No. 3 property, municipally known as 125 Randall Street in Oakville, Ontario, through a financially viable joint venture arrangement.

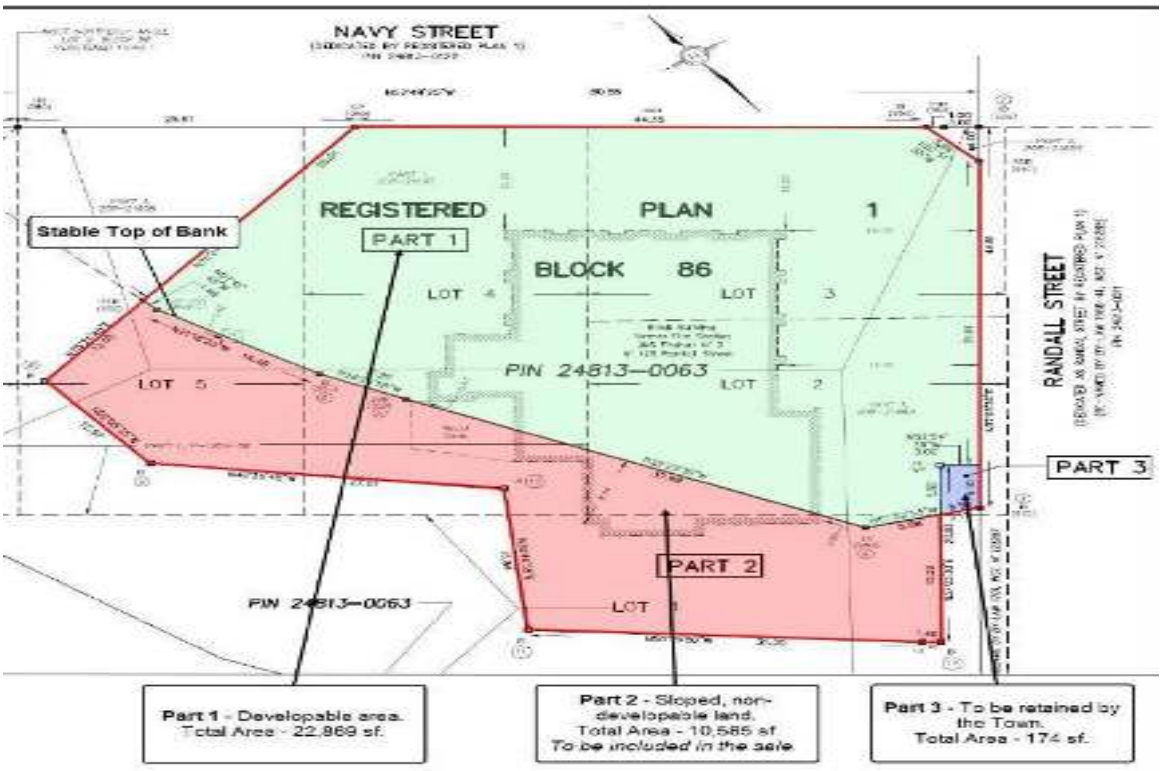
Site location maps and a site survey are included as Documents A, B and C. Please note that the attachments are for information only and do not constitute a representation by the OakvilleMDC as to the accuracy of the legal boundaries.

2. SITE DESCRIPTION

The subject lands are the site of the former Fire Hall No. 3, located at 125 Randall Street in the Town of Oakville. The property lies at the intersection of Randall and Navy Streets the north Downtown area, as shown in the shaded portion of the following property location map:

The property which is the subject of this RFP contains a total land area of approximately 3,108 square meters (sq. m.) or 33,454 square feet (sq. ft). and is shown as Parts 1 and 2 on Plan R20-22155. A copy of this R-Plan is shown in Document A. The land slopes towards Water Street to the east and as a result, development may only occur in the developable area of the site, in accordance with Conservation Halton requirements. Part 1 on Plan R20-22155 is the developable land portion consisting of 2,124.6 square meters (sq. m.) or 22,869 square feet (sq. ft.). Part 2 is additional land that is not developable but has been included to provide for additional greenspace and buffer from the sloped top of bank located on the eastern side of the property. This Part 2 land measures 983 square meters (sq. m.) or 10585 square feet (sq.ft.) in area.

Conservation Halton regulations would permit a development having a ground floor area (GFA) of 1168 square meters (sq. m.) or 12,575 square feet (sq. ft.) in the developable area, although this might be increased based on additional technical review of the site. There is an existing 2-storey brick building on the property constructed in 1967, which previously served as the fire hall, having a GFA of approximately 779 square meters (sq. m.) or 8,385 square feet (sq. ft.). The Proponent will be responsible for demolishing the existing building and the RFP must address the cost and provide a proposed workplan for demolishing this structure and making the site ready for redevelopment. The developable and non-developable parcels are shown as follows:



3. VISION

The OakvilleMDC seeks high-quality proposals and experienced development partner Proponents for the redevelopment of the subject lands.

The vision is to capture the potential of this strategic property in the Downtown area and to create a top quality development which supports the economic and cultural objectives of the Town and accommodates residential housing needs in the Downtown.

i. Development Objectives

In order to achieve this vision, the key objectives for the OakvilleMDC and the project are to:

i. Advance the Town's Strategic Priorities and the Liveable Oakville Official Plan.

ii. Advance the Town's Downtown Plan (2015) and in particular the goals and objectives of the Downtown Cultural Hub Plan, which recommends a dispersed model for new cultural facilities in the Downtown area.

iii. Maximize the potential of this site, through quality design, while addressing community needs, fostering growth and complementing other development in the Downtown;

iv. Provide cultural/community space for the benefit of Oakville's residents, as part of the redevelopment plan for this site.

v. Provide additional residential units to address housing needs in the Downtown area.

vi. Develop a financially viable plan that provides value for money and creates community benefits for Oakville's residents.

ii. Development Concept for the Site

i. The redevelopment plan envisioned for the site by the OakvilleMDC and the Town consists of the demolition of the existing building on the property and the construction of a new residential condominium tower. The current zoning is CU (Community Use) which requires that any redevelopment will require a re-zoning to comply with the Official Plan. The site is designated Urban Core in the Livable Oakville Official Plan which would permit a building height of 8-12 storeys. There is no maximum density on the site.

ii. This site is located in the Town of Oakville's Downtown Cultural Hub area. The first two floors of any future building on the property, having a GFA of approximately 20,000 square feet will be non-residential space reserved by the Town as cultural/community space. The Town will retain ownership of these two floors for its own use or alternatively, may determine to lease out this space to a community group.

iii. Although current zoning on the site would permit a building height of 8 to 12 storeys, Town Council will consider the development of a building which does not exceed 17 storeys in height, yielding 2 floors of community/cultural space and 15 floors of residential space. Proponents agree that Town Council may, having regard for the planning merits and constraints on the site, give its approval for a development which is less than 17 storeys in height. In submitting an RFP, Proponents agree that there is no legal recourse to the OakvilleMDC or the Town for its decision regarding maximum height. Proponents further agree that there is no legal recourse to the OakvilleMDC or the Town for any planning decision made by the Town with regard to any Official Plan and Zoning Bylaw amendment or Site Plan application and that any planning decision of the Town is final.

iii. Development Considerations

I. Proponents are required to prepare an overall master plan for the site identifying opportunities and constraints to the development and its relationship to adjacent properties.

II. The development concept should propose a multi-storey, mixed-use residential development with dedicated cultural/community space on the first two floors, ranging in height from 8 to 17 storeys.

III. The proposed design should demonstrate superior architectural and urban design practices, utilizing the highest quality building materials.

4. FINANCIAL OBJECTIVES, CONSIDERATIONS & NEGOTIATIONS

- The OakvilleMDC's objective is to establish a partnership project with a Proponent which is fiscally sound in terms of both cost and return to the OakvilleMDC and which provides identifiable community benefits to the Town.

- Proponents must indicate the proposed financial structure of a joint venture relationship with the OakvilleMDC, which demonstrates the strong financial viability of any deal. The proposal must include the proposed value and character of the financial contributions to the development project by the OakvilleMDC and the Proponent and the expected profit return to each partner, including the timing of such profit.

- Proponents must clearly indicate the delivery model of the project, such as Design-Build-Finance-Maintain-Operate or Design-Build-Maintain and must indicate the partners participating in the development project.

- The OakvilleMDC will enter into direct negotiations with the preferred development partner to draft a MOU which captures the key business terms of the deal structure with the OakvilleMDC based on the information provided in the RFP submission by the preferred development partner. Negotiations may include requests by the OakvilleMDC for supplementary information from the preferred development partner to supplement the information provided in its RFP submission. A development agreement confirming project details, timelines, the structure of the deal and financial contributions by each development partner will be negotiated thereafter.

- Proponents agree that any negotiations do not commit the OakvilleMDC to accept all or any of the terms contained in the RFP and reserves the right to reject, in whole or in part, any or all proposals or elect to cancel the RFP process and not enter into negotiations or a contract with any Proponent. The OakvilleMDC may negotiate with one Proponent or multiple Proponents at any stage of the RFP.

- Proponents agree that any negotiations will not constitute a legally binding offer to enter into a contract on the part of the OakvilleMDC or a Proponent and no legally binding relationship is created until such time as written development agreement has been executed by the OakvilleMDC and the Proponent.

- The negotiated agreements and decision to proceed with a preferred development partner does not constitute an approval by the Town of any proposed development. The preferred development partner is required to complete all necessary development applications following execution of the development agreement processes independently, which will be considered on their merits by the Town.

5. IMPLEMENTATION OF DEVELOPMENT PLAN AND PROJECT DELIVERY

i. The OakvilleMDC's objective is to ensure the redevelopment of the site to meet the needs of Oakville's residents as quickly as possible. Proposals should clearly indicate the Proponent's ability to deliver and expedite the delivery of the development project and should include a project work plan and schedule.

ii. Proponents should formulate a work plan and project schedule, which indicates key milestone dates for phases of the project from design to occupancy and operations, including any proposed phasing of the project.

iii. The preferred development partner will be required to lead and manage the planning application and approval process for the site, including any Official Plan Amendment, Zoning Bylaw Amendment and Site Plan approvals as may be required to implement the development proposal. The Proponent will also be responsible for the completion of all technical studies and reports as may be required in support of the planning applications necessary to obtain approval of the development proposal. Proponents should outline the development and planning approval process contemplated to implement the proposed development.

6. PROCESS

This RFP is intended to identify a suitable development partner or partners that will be the Development Lead for the redevelopment and revitalization of the subject lands.

i. Content of Request for Proposal

Responses to this RFP shall include the following information:

Master Plan, Technical Concept & Design – describes and demonstrates the Proponent's vision for their master plan and proposed development concept by addressing the OakvilleMDC's development objectives and design parameters with an appropriate market response.

Financial Offer & Deal – describes the preferred financial deal structure and expectations of a financial offer (e.g., purchase price, profit expectations, guarantees of debt and obligations etc.) with respect to the proposed development concept.

Project Delivery and Implementation Plan - outlines an implementation plan including a project work plan with a schedule to demonstrate the feasibility of timelines presented, a phasing plan, and ability to achieve key milestones at the earliest possible date, and an operations plan to provide confidence in the project's viability over the medium to longer terms.

ii. Evaluation

The successful Proponent will be selected based on evaluation of the proposal utilizing a rating system consisting of 100 weighting points, which considers the requirements mentioned below. A committee composed of OakvilleMDC and Town staff will be used in the selection process. The Proponent shall outline:

1) Development experience of the Proponent. Include relevant past experience on similar projects and professional experience. Proponents acknowledge that OakvilleMDC and the Town have the right to interview, meet with and/or seek follow up questions with listed relevant past projects and unlisted past projects. Proponents shall facilitate this due diligence process.

2) Proposed development plan, including project scope, identification of major work components with approach/steps to deliver the development, analysis of challenges and risks associated with the project, the number of residential units or ranges of residential units to be developed, the type of residential uses, the number of bed-rooms in each unit, and any additional value-added community benefit components.

3) Development schedule, including proposed development timeline and phases, critical milestones, requirements and phases of development.

4) Details of the joint venture financial arrangements and structure proposed, including capital requirements and profit projections for each development partner.

The submission criteria listed above will be specifically addressed in the proposal. The weighting allocated to each submission requirement is as follows:

Development Experience	**15 points**
Project Vision/Master Plan Concept	**25 points**
Project Delivery & Scheduling	**25 points**
Financial Deal & Joint Venture Proposal	**35 points**

iii. Request for Clarification and Negotiations

i. OakvilleMDC may seek further clarity on proposals with short-listed Proponents on additional requirements, including but not limited to, the technical design and financial commitments to deliver the project. Negotiations with short-listed and/or preferred Proponent(s) will be undertaken based on the proposal submission, that will form a Memorandum of Understanding (MOU), term sheet, letters of intent, and any agreements. OakvilleMDC reserves the right to negotiate with multiple bidders to obtain best value to OakvilleMDC.

ii. This RFP is non-binding and shortlisted RFP Proponents are not guaranteed further participation in the project. Negotiations will not constitute a legally binding offer to enter into a contract on the part of the OakvilleMDC or the Proponent.

iii. The OakvilleMDC reserves the right, privilege, entitlement and absolute discretion, for any reason whatsoever, to (1) choose a Proponent whose commercial/financial proposal is not the lowest, (2) reject a Proponent even if it is the only proposal received, (3) cancel the RFP at any time or at any stage either before or after a preferred Proponent is selected, (4) accept or reject any and all proposals, whether in whole or in part; and/or (5) award any part of any proposal. The OakvilleMDC reserves the right, in its sole and absolute discretion to select a preferred Proponent with which to negotiate a final joint venture development partner agreement and reserves the right to negotiate with one Proponent or multiple Proponents at any stage of the RFP.

7. SUBMISSION REQUIREMENTS

All proposals shall include the following information and shall include the Form of Proposal shown in Section 9:

I. **Company Overview –** outline of Proponent's firm history and real estate development experience.

II. **Proposal Summary** – Outline the significant features of the proposal. Proponents should share their vision for the development scenario they are proposing.

III. **Project Team Experience and Expertise –** Identify the qualifications of the Proponent and their experience with specific similar projects.

IV. **Development Timeline and Major work components** – Identify project tasks and timeframes to complete the development.

V. **Community and Other Benefits** - Proponents should include an overview of community benefits to be delivered and any other information the Proponent believes relevant to this RFP.

VI. **Form of Proposal -** Complete and return the Form of Proposal as part of the proposal submission. The Form of Proposal can be found in Section 9 on the following page.

8. INSTRUCTIONS TO PROPONENTS

I. This RFP is to solicit development proposals from interested Proponents. By submitting a response, each Proponent acknowledges and agrees that the OakvilleMDC is under no obligation to proceed further with this RFP after receiving responses and that under no condition will any Proponent receive payment of any kind for submitting information in response to this RFP.

II. Each Proponent further acknowledges and agrees that the decision of the OakvilleMDC with respect to this RFP is considered final. In submitting an RFP, Proponents agree that there is no legal recourse to the OakvilleMDC for its decision.

III. The successful Proponent will indemnify and save harmless the OakvilleMDC and the Town against and from all actions, causes of action, interest, claims, demands, costs, damages, expenses or loss which the OakvilleMDC may bear, suffer, incur, become liable for, or be put to by reason of any damage to property or injury or death to persons by reason of, this RFP, or by reason of or arising out of the RFP process or by reason of or arising out of any act, neglect or default by the successful Proponent or any of its agents or employees or any other person or persons with respect to this RFP process. The rights to indemnity contained in this section shall survive any termination of the RFP process.

IV. OakvilleMDC may terminate this process at any time without liability to any of the proponents, including the prospective bidder. Proponents shall take this risk into account when deciding whether to bid. The OakvilleMDC will not be liable for any loss or damage suffered by any Proponent including, without limitation, any expenses incurred in the preparation and submission of a response to this RFP. All copies submitted in response to this RFP shall become the property of the OakvilleMDC and will not be returned.

V. Proponents are required to submit their proposals upon the condition that they shall satisfy themselves as to the location of the proposed work, and to the actual conditions and requirements of said work.

VI. No electronic reproduction or alteration of proposals will be permitted under any circumstance. Proponents shall not change the wording of

their proposals after submission; and no words or comments shall be added to the general conditions or detailed specifications unless requested by the OakvilleMDC for the purpose of clarification.

VII. No Proponent shall have the right to review or receive any information with respect to a proposal, documentation, or information submitted by any other Proponent. The content of the proposal, and all documentation, and information shall be held in confidence by the OakvilleMDC subject only to the provisions of freedom of information and privacy legislation, including without limitation, the *Municipal Freedom of Information and Protection of Privacy Act*. Post-Award Comment by the OakvilleMDC regarding this RFP may be limited to written notification to all Proponents of the successful Proponent's name and address only. **In submitting a proposal, Proponents acknowledge and agree to this provision.**

VIII. The OakvilleMDC is governed by the provisions of the *Municipal Freedom of Information and Protection of Privacy Act* (the "*Act*"). All documents submitted to the OakvilleMDC in response to this RFP become the property of the OakvilleMDC and as such will be subject to the disclosure provisions of the *Act*. OakvilleMDC and the Town will consider all responses as confidential subject to the provisions of the Act. Proponents should identify any proprietary or other information in their submissions or any accompanying documentation for which confidentiality is to be maintained by the OakvilleMDC, by clearly indicating that it is "CONFIDENTIAL". The confidentiality of such information will be maintained by the OakvilleMDC, except where an order by the Information and Privacy Commission or a court or other governmental authority having jurisdiction requires the OakvilleMDC to do otherwise.

IX. All requirements, documentation and information obtained by the Proponent from the town in connection with this RFP are the property of the OakvilleMDC and must be treated in strict confidence by the Proponent and its officers, employees and agents, and not used for any purpose other than for preparing a response to this RFP.

X. Proponents are asked to designate a contact person to whom any additional information deemed to be relevant to the proposal may be communicated, including an email address which shall be included in the proposal. All inquiries regarding this RFP shall for forwarded in writing by email to: Mark Meneray, President & CEO, OakvilleMDC:

mark.meneray@oakvillemdc.ca.

9.FORM OF PROPOSAL

FORM OF PROPOSAL

Redevelopment of 125 Randall Street, Oakville, Ontario – Former Fire Hall No. 3

Signature of Officer _____

Printed Name of Officer _____

Title / Position _____

Company Legal Name _____

Email Address _____

Telephone/Cellphone _____

Date _____

DOCUMENT "A"

TABLE OF CO-ORDINATES

Point	Northing	Easting
1	4811137.61	607412.10
2	4811088.94	607476.28
3	4811053.21	607449.27
4	4811056.59	607440.94
5	4811089.68	607422.30
6	4811096.07	607418.84
7	4811109.53	607413.60
8	4811107.97	607401.79
9	4811095.42	607402.25
10	4811076.87	607421.88
11	4811062.40	607413.27
12	4811042.40	607437.33

PARTS SCHEDULE

PART	LOT	BLOCK	REGISTERED PLAN	PIN	AREA SQ METRES
1	PART OF 1 2 3 4 5			PART OF 24813-0063	2124.1
2	PART OF 1 2 4 5	86	1		982.1
3	PART OF 2				16.2
PART 1, 2 AND 3 = PART OF PIN 24813-0063					

PLAN 20R-22155

Received and deposited

June 17th, 2022

Nicole Griffin

Representative for the
Land Registrar for the
Land Titles Division
of Halton (No.20)

NAVY STREET
(DEDICATED BY REGISTERED PLAN 1)
PIN 24813-0122

MOST NORTHERLY ANGLE LOT 5 BLOCK 86 REGISTERED PLAN 1

N52 49 25 W 80 58

7 62 | 25 61 | 44 35 | 1 00 | 3 00

SIB (D110) | SIB (D110) | CP (950) | IB (950) | SSIB (950) | IB (626)

PART 4 20P-21695 | PART 3 20P-21695 | PART 1 20P-21695 | PART 2 20P-21695

PIN 24813-0130

REGISTERED PLAN 1

PART 1

BLOCK 86

LOT 4 | LOT 3

12 25 | 12 22 | 14 72 | 44 81

26 01

N75 24 45 E 12 00

N07 41 45 W 1 48

N21 16 20 W 14 46

N28 26 55 W 7 26

0 62 | 0 47

SSIB (950) | CP (950) (7) | IB (950) (6) | SSIB (950) (5)

Bell Building
Home Reflection
JMS Reichell N 3
N 125 Pendell Street

PIN 24813-0063

LOT 6 | LOT 5 | LOT 2

14 71 | 35 81

PART 1 20P-21695

N37 05 30 E

RANDALL STREET
(DEDICATED AS RANDALL STREET BY REGISTERED PLAN 1)
(RE-NAMED BY BY-LAW 1966-41 INSTRUMENT 216285)
PIN 24813-0011

N52 54 30 W 3 00

PB | WI

PART 3

5 80 | 5 00 | 8 99 | 3 11

N67 52 55 W 5 88

IB (950) (3) | IB (950) (4)

20 83 | 15 02

N37 05 30 E

N02 05 35 W 12 57

PART 1 P-1959-58

N46 36 45 W 27 01

IB (9) | IB (10)

N29 23 30 W 37 99

8 14 | 1 00

N30 44 55 E 16 84

PART 2

PIN 24813-0063

LOT 1

N50 15 50 W 31 30

1 46

IB (11) | IB (12)

BLOCK 116
REGISTERED PLAN 62

PIN 24813-0299

POAD WIDENING BY-LAW 1701 INST N 123287

LEGEND

■	DENOTES SURVEY MONUMENT FOUND
□	DENOTES SURVEY MONUMENT SET
SIB	DENOTES STANDARD IRON BAR
SSIB	DENOTES STUDDY STANDARD IRON BAR
IB	DENOTES IRON BAR
CP	DENOTES CONCRETE PIN
PIN	DENOTES PROPERTY IDENTIFICATION NUMBER
(NI)	DENOTES NO IDENTIFICATION
(626)	DENOTES ID SEWELL OLS
(950)	DENOTES CUNNINGHAM McCONNELL LIMITED
(D110)	DENOTES CUNNINGHAM McCONNELL LIMITED
WI	DENOTES WITNESS
III	DENOTES HYDRO TRANSFORMER
P-1	DENOTES PLAN 20P-19879
P-2	DENOTES PLAN P-1959-58
P-3	DENOTES PLAN BY J McSWIMMING DATED FEBRUARY 4 1967

PLAN OF SURVEY OF
PART OF LOTS 1,2,3,4 AND 5
BLOCK 86
REGISTERED PLAN N° 1
TOWN OF OAKVILLE
REGIONAL MUNICIPALITY OF HALTON

SCALE 1 250

5 0 5 10 15

GRAPHIC SCALE – METRES

THE INTENDED PLOT SIZE OF THIS PLAN IS 610mm IN WIDTH BY 457mm IN HEIGHT AT A SCALE OF 1 250

BEARING NOTE

ALL BEARINGS SHOWN HEREON ARE UTM GRID DERIVED FROM CONTROL MONUMENT N 04519910019 AND 04519910024 BEING NAD 83 (ORIGINAL) 6 UTM PROJECTION CENTRAL MERIDIAN 81 WEST LONGITUDE ZONE 17

SPECIFIED CONTROL POINTS (SCPs) UTM ZONE 17 NAD-83 (ORIGINAL)
CO-ORDINATES TO URBAN ACCURACY PER SEC 14(2) OF O REG 216/10

POINT N	NORTHING	EASTING
045190019	4 811 822 571	608 260 667
045190024	4 809 846 543	606 414 821

CO-ORDINATES CAN NOT IN THEMSELVES BE USED TO RE-ESTABLISH CORNERS OR BOUNDARIES SHOWN ON THIS PLAN

DISTANCE NOTE

DISTANCES SHOWN HEREON ARE GROUND DISTANCES AND CAN BE CONVERTED INTO GRID DISTANCES BY MULTIPLYING BY A COMBINED SCALE FACTOR OF 0 9997425

METRIC NOTE

DISTANCES AND CO-ORDINATES SHOWN HEREON ARE IN METRES AND CAN BE CONVERTED INTO FEET BY DIVIDING BY 0 3048

SURVEYOR'S CERTIFICATE

I CERTIFY THAT

1) THIS SURVEY AND PLAN ARE CORRECT AND IN ACCORDANCE WITH THE SURVEYS ACT THE SURVEYORS ACT AND THE LAND TITLES ACT AND THE REGULATIONS MADE UNDER THEM
2) THE SURVEY WAS COMPLETED ON THE 31ST DAY OF MAY 2022

DATE JUNE 4 2022

JASON A LEGAT M Sc
ONTARIO LAND SURVEYOR

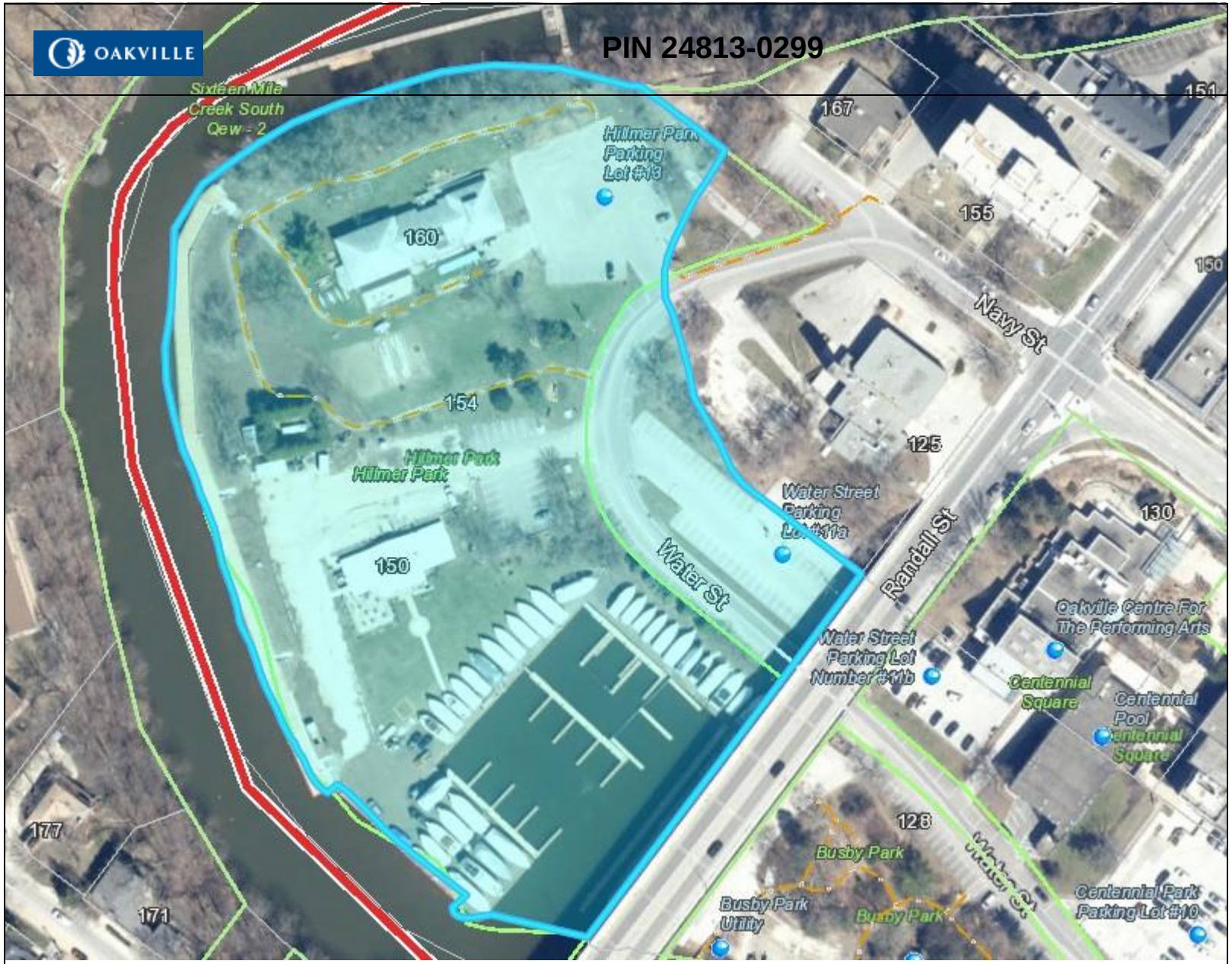
THIS PLAN OF SURVEY RELATES TO THE AOLS PLAN SUBMISSION FORM NUMBER V-29492

CUNNINGHAM McCONNELL LIMITED
ONTARIO LAND SURVEYORS

1200 SPEERS ROAD UNIT 38
OAKVILLE ONTARIO L6L 2X4
PHONE (905) 845-3497
info oak@cmlsurveyors ca

205 MAIN STREET
MILTON ONTARIO L9T 1N7
PHONE (905) 878-7810
milton office@cmlsurveyors ca

PLAN 6-20-2



Legend

- Town Facilities
- Trails
- Wards
- Parcels (Teranet: Ownership) Parcels (MPAC: Assessment) Cemeteries
- Parks

DOCUMENT "B"

Page 16

1: 1,600

81.3 0 40.64 81.3 Meters

NAD_1983_UTM_Zone_17N

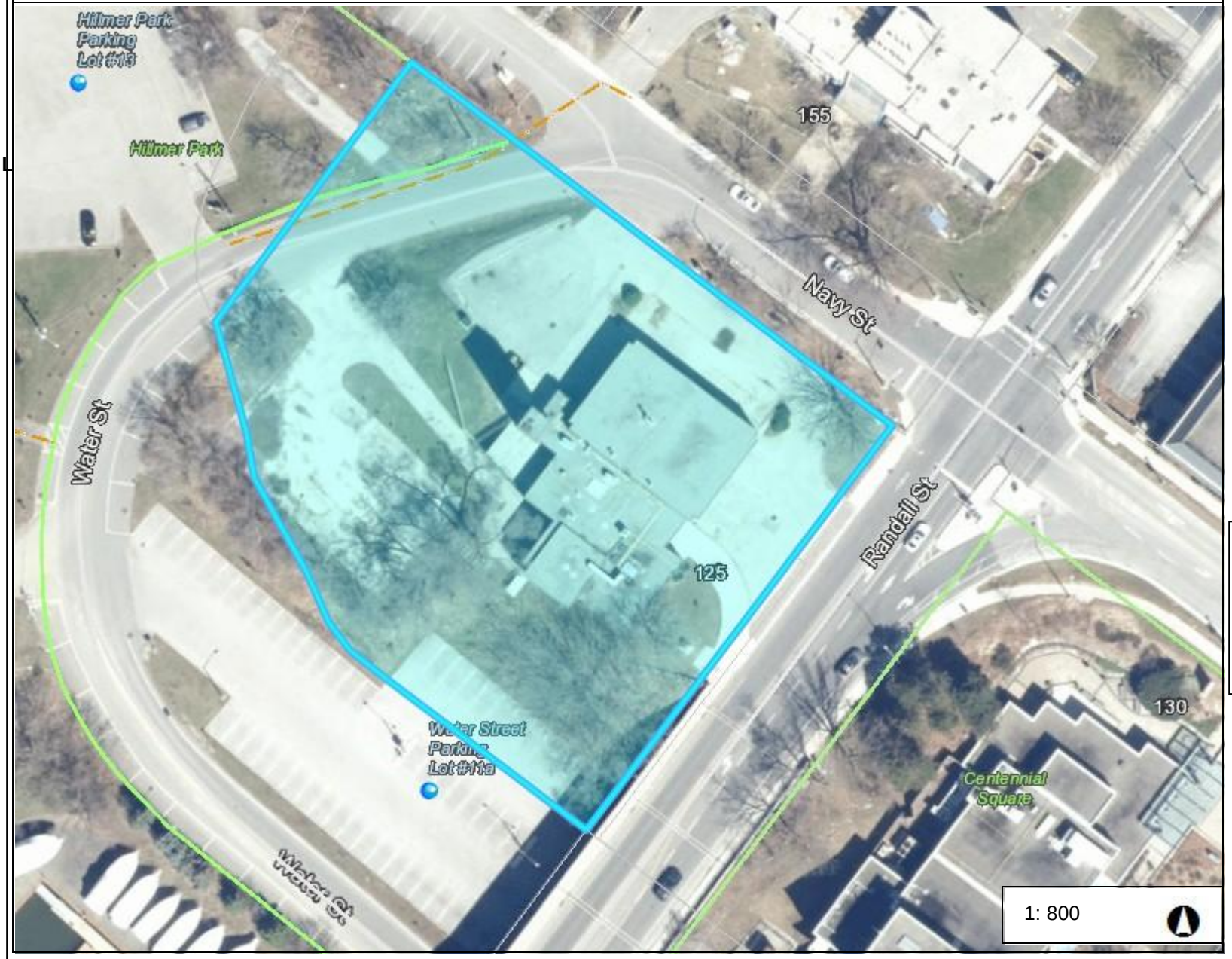
Disclaimer: THIS IS NOT A LEGAL PLAN OF SURVEY.

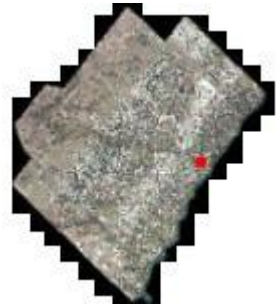
October 8, 2019

Notes

OAKVILLE

PIN 24813-0063





egend

- Town Facilities
- Trails
- Wards
- Parcels (Teranet: Ownership) Parcels (MPAC: Assessment) Cemeteries
- Parks

DOCUMENT "C"

Page 17

40.6 0 20.32 40.6 Meters

Disclaimer: THIS IS NOT A LEGAL PLAN OF SURVEY.

NAD_1983_UTM_Zone_17N

Notes