

GREATER MONCTON
ROMÉO LEBLANC
INTERNATIONAL AIRPORT



AÉROPORT INTERNATIONAL
ROMÉO-LEBLANC
DU GRAND MONCTON

REQUEST FOR EXPRESSIONS OF INTEREST FOR

Land Development and Commercialization

AT THE

GREATER MONCTON ROMÉO LEBLANC INTERNATIONAL AIRPORT (YQM)

Expressions of Interest (EOI) No.: 2018-01

Issued: April 10, 2018

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EXPRESSIONS OF INTEREST FOR LAND DEVELOPMENT AND COMMERCIALIZATION PROPOSALS
GREATER MONCTON ROMÉO LEBLANC INTERNATIONAL AIRPORT
BACKGROUND INFORMATION AND FORM OF EOI PROPOSAL

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1.0 INTRODUCTION

1.1 INTENT

The Greater Moncton International Airport Authority Inc. (the “Airport”) is soliciting Expressions of Interest (EOI) from qualified firms, developers and/or institutions outlining their interest in the development and commercialization of lease land controlled by the Greater Moncton International Airport Authority. Qualified firms, either singly or in a joint venture or other legal arrangement, must have the requisite, demonstrated competence and experience in and a thorough knowledge of commercial real estate development that would include project development and oversight, financing, marketing, design, leasing, and management.

There is a variety of land parcels and locations available for development – see Appendix 2, Appendix 3, Appendix 4. One ~7.1 acres parcel of land for priority development, consist of lands with existing frontage along Aviation Avenue. Other lands for priority development are located at the exit with Highway 15. These are the highest priority as their direct road frontage, proximity to the Airport, and highway visibility / accessibility make them the most likely to attract commercial interest – see Appendix 3.

Respondents are encouraged to prepare and submit innovative development ideas and conceptual business approaches for the sites. The Airport is looking for Respondents with the capacity to submit high quality conceptual design responses. The successful Respondent will address urban design, land-use mix, business case, and partnership options.

At this stage of the EOI, the Greater Moncton International Airport Authority Inc. will welcome any creative ideas for its consideration.

1.2 MARKET INFORMATION

Key areas that are targeted for prestige development and commercialization are located at the gateway to the Airport’s Main Terminal Building and offers high visibility lots situated adjacent or in very close proximity to Highway 15. **The average annual daily traffic (AADT) on Route 15 in front of the airport is approximately 23,000 vehicles per day.** This is the total in both directions, so approximately 11,500 vehicles in each direction. Tenants in this location benefit from the high visibility and traffic volumes that occur to and from the Main Terminal Building, which handles over 665,000 passengers per year.

Passenger Statistics

The following are the annual enplaned and deplaned passenger statistics for the Greater Roméo-LeBlanc Moncton International Airport.

<u>Historical</u>	<u>Enplaned/Deplaned</u>
2006	558,513
2007	518,930
2008	573,688
2009	515,460
2010	552,629
2011	579,329
2012	615,085
2013	647,682
2014	677,159
2015	644,275
2016	657,272
2017	665,630
<u>Projected**</u>	<u>Enplaned/Deplaned</u>
2018	672,497
2019	684,265
2020	696,240

** Highway traffic figures and the projected passenger figures and are forecasts only and the Authority will not be responsible in the event that these forecasts are not attained.

2.0 INSTRUCTIONS TO RESPONDENTS

2.1 DEFINITIONS

“GMIAA”, Greater Moncton International Airport Authority Inc.

“YQM”, Greater Moncton Roméo-LeBlanc International Airport

“Contract Agreement” ‘means the executed and delivered contract for the services for this project.

“Respondent” means a person, natural or corporate, who submits expressions of interest to the Greater Moncton International Airport Authority pursuant to this Request for Expressions of Interest.

“EOI Proposal” means an offer of Expression of Interest from a Respondent to provide services, acceptance of which by the Greater Moncton International Airport Authority may be subject to further negotiation.

“RFEOI” or “EOI” means this Request for Expressions of Interest and includes any modifications or additions thereto incorporated by addenda (if any) issued by the Greater Moncton International Airport Authority prior to the closing date and time.

“GMIAA Project Manager” means the person designated by the Greater Moncton International Airport Authority from time to time to act as the representative for the Greater Moncton International Airport Authority for the purposes of this RFEOI.

2.2 SCOPE OF THE SERVICES AND DELIVERABLES

2.2.1 REQUEST FOR INFORMATION TOPICS FOR COMMENT

The Authority would greatly appreciate the perspectives of the hospitality industry so that it will be better informed on various issues. We seek your observations and comments on the following topics as they would apply to the alternate sites:

Site Characteristics

Minimum dimensions	Minimum acreage
Maximum distance from Terminal	Transportation to the Terminal

Building Characteristics

Minimum footprint dimensions	Minimum height
Elevation relative to ground level	Parking under/near the building
Architectural style	Other amenities and requirements

Franchise Information

Likely chain scale level	Likely brand
Preferred management company	Airline partners/affiliations

Marketing

Market Segmentation	Domestic and international traveler mix
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Cross-selling opportunities with the Greater Moncton International Airport Authority

Underwriting Standards

Key demand drivers	Minimum term of ground lease
Ground lease structure	
(Base rent, percentage rent, etc.)	

Timeline

Site and improvement design period	Construction period
Pre-opening timeframe	Time to reach stabilization

2.2.2 BY THE RESPONDENT

This RFEOI is intended to provide general guidance to interested parties. The EOI Proposal should be innovative and should be based on the Respondent's understanding of the issues associated with preparing Commercial Land EOI proposals for the Airport. The Respondent is free to propose a methodology and to recommend changes which they believe best meet the project purpose.

2.2.3 PROJECT DELIVERABLES

The Project Deliverables, as set out below, are the minimum requirements for the execution of this project. Should the Respondent feel that it is desirable to produce additional deliverables, these should be described explicitly in the EOI Proposal.

Groundside Development

Expressions of Interest Proposals of Development and Commercialization concepts for Priority 1 lands (Appendix 3).

Expressions of Interest Proposals will also be considered for concepts, ideas and leasing scenarios for Alternative Priority lands (Appendix 4). Among other things, these EOI proposals are to include:

A recommended land use plan that recognizes the particular development potential of each area;

Expressions of Interest Proposals that would permit interim uses in certain areas that would not prejudice the long-term development of the Airport and conditions that should be placed on such uses should they be approved;

Development recommendations to help ensure that all development on the Airport lands makes a positive contribution to the visual environment of the Airport and is complimentary to its activities;

Accommodate growth in YQM's role as a cargo hub and intermodal gateway;

Facilitate commercial development strategies through flexible commercial land use designations;

Please note the GMIAA is open considering to suggested development on land not specifically identified in this RFEOI.

(ii) Specific Deliverables

This exercise, per item (i) above should focus on identification of land for commercialization and development EOI proposals as well as most appropriate land usage and should include:

From the leasing perspective, how the land would be better used as a specific concession, including but limited to e.g. Gas/Electric Service Stations, Hotels, Restaurants, etc.

(iii) Land Development Considerations

Site and building characteristics must comply to Transport Canada Aerodrome Standards and Recommended Practices (ex: building height restrictions, obstacle limitations, etc.)

3.0 EXPRESSIONS OF INTEREST CONTENT

Responses and formats are at your discretion as a Respondent. The Greater Moncton International Airport Authority greatly appreciates any and all input.

Expressions of Interests should include, but not be limited to, proposed methodology and work plan; pertinent experience in completion of similar projects; names and qualifications of any Sub-Consultants and individuals to be assigned to the project; examples of related projects completed; current work commitments; fee structure, disbursements / charges, schedule and total projected fixed fee.

In addition to comments and feedback on the topics outlined above, if you would like to receive notice of the issuance of potential future RFP's, you are encouraged to include contact information as per section 3.1.

Respondents must submit three hard copies and an electronic copy of its Expressions of Interests.

3.1 CORPORATE IDENTIFICATION AND CONTACT

The full legal name of the firm submitting the EOI and the name, title, address, telephone number, facsimile number and email address of the individual to be contacted with respect to the EOI and where applicable, the name, address and telephone number of any branch office, affiliate or Sub-Consultant(s) that will be involved in the project.

3.2 CORPORATE EXPERIENCE AND REFERENCES

Examples of work undertaken by the Respondent, including affiliates or Sub-Consultant(s), which are similar in scale and magnitude to that being requested by the GMIAA and the names and telephone numbers of client references who may be contacted with respect to the work undertaken by the Respondent on their behalf. A sample report done for a similar undertaking would be appreciated for review.

3.3 PROJECT TEAM

Provide a listing of all staff (including any affiliates or Sub-Consultants) who will be involved in the project, including their role in the project, their professional qualifications and related experience and the percentage of the total project time they are expected to contribute to the project. All Sub-Consultants involved in the project are to be explicitly identified.

Your Expression of Interest must contain the following endorsement; "Identified Key Project Team members shall only be replaced with written approval of the GMIAA Project Manager".

4.0 RIGHT OF REJECTION

This RFEI or EOI shall not be construed as a contract to sell, purchase, lease or hire goods, properties or services. The GMIAA is not bound to accept the EOI of any proposal submitted.

5.0 COSTS INCURRED IN PREPARING EOI PROPOSALS

The GMIAA shall not be responsible in any manner for the costs associated with the preparation and submission of any EOI. The EOI, including all drawings, plans, photos and narrative material shall become the property of the GMIAA upon receipt.

6.0 PROJECTED TIMELINE

The following is the Airport's estimated timeline for the competitive selection process and the development of the sites.

Stage 1 Activity: Expressions of Interest	Date
Request for Expressions of Interest (RFEOI)	April 10, 2018
EOI Submission Date	May 10, 2018 (14:00 hours Atlantic)
Review and Pre-Evaluate Responses Submitted	May 14-25, 2018

Stage 2 Activity: Developer Presentations	Date
Request for Further Information, Developer Presentations & Meetings	May – June 2018 (2 months)
Developers Short Listed	June, 2018

All dates in the above timeline are subject to change at the discretion of the Airport. These time frames can be modified and accelerated if appropriate and acceptable to the Respondent and the GMIAA.

APPENDIX 1 – EOI PROPOSAL PROCESS

1.0 Not a Tender Call:

This RFEOI is not a tender call, and any EOI Proposal submitted in response to this RFEOI does not create a tender process. This RFEOI is not an invitation for an offer to contract, and it is not an offer to contract made by the GMIAA. By this RFEOI, the GMIAA reserves to itself the absolute and unfettered discretion to invite EOI Proposals, consider and analyze EOI Proposals, select short-listed Respondents or attempt to negotiate an agreement with a Respondent as the GMIAA considers desirable. Without limiting the generality of the foregoing, the GMIAA reserves the right to:

Reject, consider or short-list any EOI Proposals whether or not it contains all information required by this RFEOI;

Require clarification where a EOI Proposal is unclear;

Reject any or all EOI Proposals without any obligation, or any compensation or reimbursement to any Respondent, or any other person associated with this RFEOI process;

Disqualify or reject any EOI Proposal without discussion with the Respondent;

Reject any or all EOI Proposals that the GMIAA considers is not in its best interests;

Undertake the project using the GMIAA's own resources, or any other suitable arrangement to be determined in the future, if it is apparent that the RFEOI process anticipated herein will not result in any cost savings or substantially enhanced service for the benefit of the GMIAA.

2.0 No Obligation to Proceed:

Though the GMIAA fully intends, at this time, to proceed through the RFEOI process in order to have the project advance and completed, the GMIAA is under no obligation to proceed to the RFEOI process or any other stage. The receipt by the GMIAA of any information (including any EOI Proposals, ideas, plans, drawings, models or other materials communicated or exhibited by any Respondent, or on its behalf) shall not impose any obligations on the GMIAA. There is no guarantee by the GMIAA, its officers, employees or agents, that the process initiated by the issuance of this RFEOI will continue, or that this RFEOI process or any RFEOI process will result in a contract with the GMIAA for the completion of the project.

3.0 GMIAA's Decision-making Power:

The GMIAA has the power to make any decision, or to exercise any contractual right or remedy, contemplated in this RFEOI at its own absolute and unfettered discretion, and no public law duty, whether arising from the principles of procedural fairness or the rules of natural justice, applies to the decision making.

Expressions of Interest Proposals will be reviewed and evaluated by the GMIAA. The Respondents judged to have the "best overall EOI Proposals" will be selected to enter into discussions which could lead to negotiations and formal contract agreements with the GMIAA. Based on the EOI proposals received, it may also be appropriate to ask interested parties to provide a presentation to the GMIAA prior to selection and award, or to undertake a subsequent Request for Proposals (RFP) process.

The originals of all surveys, drawings, specifications, EOI Proposal documents and any other documentation produced by the Respondent for the GMIAA, during the course of this RFEOI, shall upon completion of this process become the property of the GMIAA. This information shall also be provided in electronic format.

The Respondent and any other person who through this RFEOI process gains access to confidential financial information of the GMIAA are required to keep strictly confidential all information which in any way reveals confidential business, financial or investment details, programs, strategies or plans, learned through this RFEOI process. This requirement will continue with respect to such information learned by the Respondent, if any, over the course of any Contract Agreement which arises out of this process.

4.0 Essence of Expression of Interest Proposal

The Respondent shall submit a singular or multiple Expressions of Interest EOI proposals for Land Development and Commercialization on the basis of the requirements of the RFEOI. The GMIAA will not accept any liability arising from investigations or other work done or not done by a Respondent in preparing its EOI Proposal.

5.0 Examination of Documents

Each Respondent will be solely responsible for examining all the RFEOI documents, including any Addenda issued during the RFI period and for independently informing itself with respect to any and all information contained therein, and any and all conditions that may in any way affect the EOI Proposal.

6.0 Interpretation of Documents

Each Respondent will review all RFEOI documents and will promptly report and request clarification of any discrepancy, deficiency, ambiguity, error, inconsistency or omission contained therein. Any such request must be submitted to the GMIAA Project Manager in writing, electronically or otherwise, prior to 48 hours before the final date and time for receipt of Expressions of Interest. The GMIAA Project Manager for this RFEOI process and the project is:

Glen Rollins
Director, Airport Commercial Development
Email: grollins@cyqm.ca

7.0 Addenda

Written Addenda is the only means of varying, clarifying or otherwise changing any of the information contained in this RFEOI. The GMIAA reserves the right to issue Addenda up to the RFEOI Closing Date and Time. The date set for submitting EOI Proposals may be changed if, in the GMIAA's opinion, more time is necessary to enable Respondents to revise its EOI Proposal. Addenda will state any changes to the EOI Proposal closing date and time. Respondents must acknowledge receipt of all Addenda in their EOI Proposals.

8.0 Access to the Airport Facilities

Respondents may access the various existing facilities and examine Airport property during regular hours of public operation. For all airside and certain other secure areas, prior arrangements will have to be made by contacting the GMIAA Project Manager.

9.0 Preparation of Expression of Interest Proposal

All EOI Proposals will be prepared by and at the expense of the respective Respondent. The EOI Proposal submitted by each Respondent will be under seal and must be signed by an authorized representative of the Respondent. If the Respondent is a partnership or joint venture, a letter must be furnished by each partner or joint venture signed by an officer of the respective company(ies) stating that the respective company(ies) agrees to be held jointly and severally liable for any and all duties and obligations of the Respondent under any agreement arising there from.

10.0 Submission of Expression of Interest Proposals

Three (3) copies of the EOI Proposal must be submitted, of which one shall be unbound. As well, an electronic copy should be provided. All shipping materials are to clearly identify the Respondent and their contents. EOI Proposals must be received by the GMIAA no later than 1400 hours (local time) on May 10, 2018. Each EOI Proposal will be submitted to the office of the GMIAA's administration in a sealed envelope clearly marked and addressed as follows:

Attn: Director, Airport Commercial Development,
Expressions of Interest – Land Development and Commercialization – YQM "CONFIDENTIAL - DO NOT OPEN"
Greater Moncton International Airport Authority
777 Aviation Avenue Unit 12, Dieppe, NB E1A 7Z5

It is the Respondent's sole responsibility to ensure that its Expression of Interest is received on time. Late submissions will be returned unopened.

11.0 Conflict of Interest

At no time during the RFEOI process, evaluation stage, after award, or during the preparation of the Land Development and Commercialization EOI proposal shall a GMIAA employee or a GMIAA Board member be in any way connected with the Proponent. Respondents are to include with their initial EOI Proposal, and at any subsequent time where requested to do so by the GMIAA, full details of any employee, person, firm or corporation that could be considered at conflict with the GMIAA.

12.0 Independent Respondent/Consultant

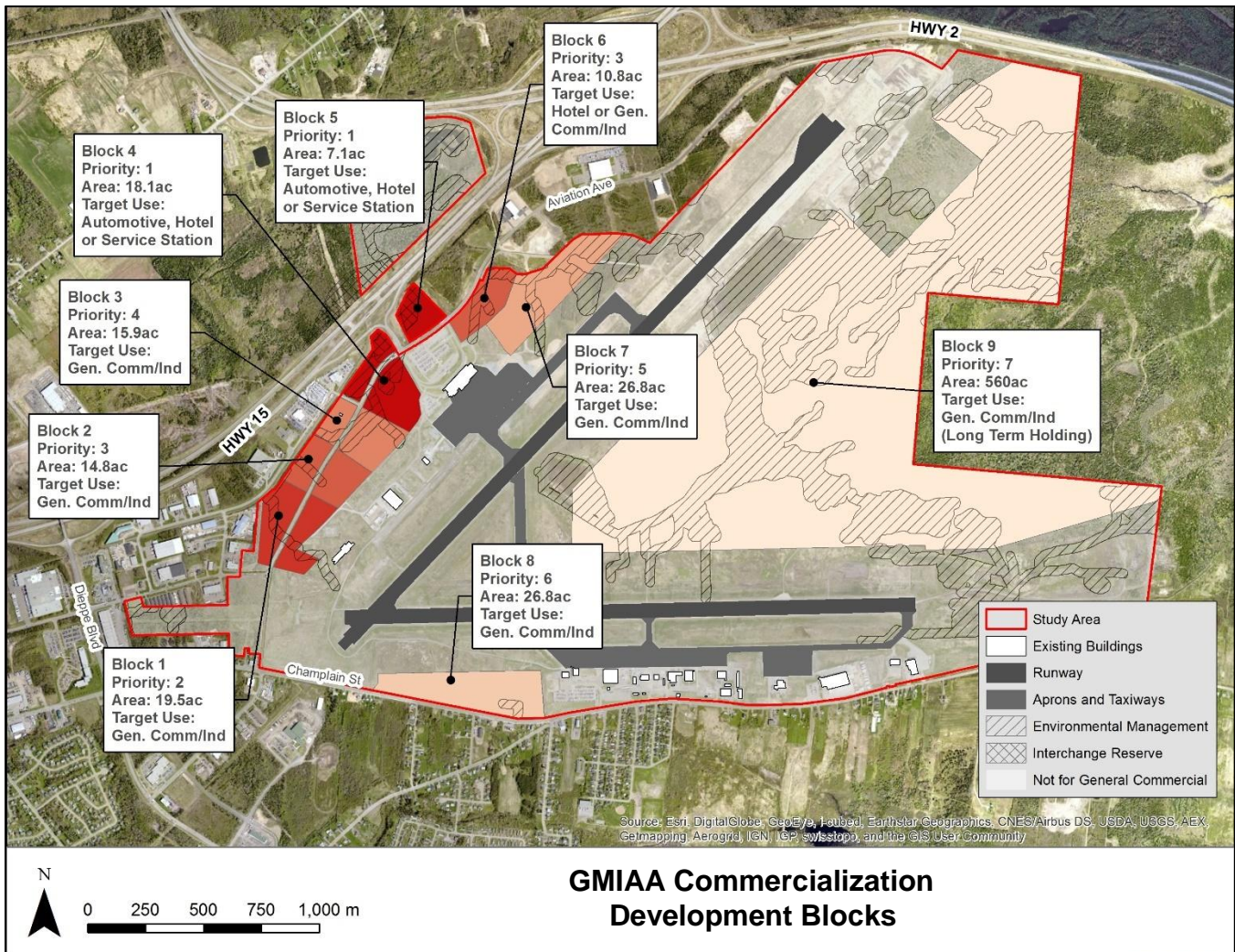
The Respondent will at all times be independent from the GMIAA and at no time shall be considered an agent, servant, or partner of the GMIAA. All persons employed or engaged by the Respondent to perform its obligations under any agreement shall be its direct employee or agent and not an employee or agents of the GMIAA.

13.0 Hold Harmless and Indemnification

By submitting an Expression of Interest, the Respondent agrees that in no event will the Respondent claim damages for any amount incurred by the Respondent in preparing its EOI Proposal for matters relating to any agreement or concerning the competitive process, and, the Respondent, by submitting a EOI Proposal, waives any claim for loss of profits if no agreement is made with the Respondent. Any information contained in this RFEOI and attachments is provided to assist Respondents in the preparation and submission of their EOI Proposal. The GMIAA assumes no responsibility for the use of this information for any other purpose.

APPENDIX 2

Overview – Leased Lands for GMIAA Commercialization



APPENDIX 3

Priority 1 – Prime Leased Lands for GMIAA Commercialization



Block 5

Priority: 1

Location: Aviation Ave, north of Exit 17

Size: 7.1 acres

Description: Development land at highway exit with excellent visibility and good frontage.

Potential Use: Potential location for Gas Station, Automotive Use, or Airport Hotel. Proximity to airport and highway visibility are strengths.



Block 4

Priority: 1

Location: Aviation Ave, south of Exit 17 & Airport Terminal

Size: 18.1 acres

Description: Development land at highway exit and adjacent Airport terminal building. Partially developed with interim outdoor display use at highway exit.

Potential Use: Potential location for Gas Station or Airport Hotel. Proximity to airport and highway visibility are strengths.

APPENDIX 4

Overview – Alternative Priority lands



Block 1

Priority: 2

Location: South-west end of Aviation Ave, next to edge of Dieppe Industrial Park.

Size: 19.5 acres

Description: Development land in close proximity to current edge of industrial park development.

Potential Use: Best suited to general commercial or industrial development. Lots subdivided from their frontage along Aviation Avenue.



Block 2

Priority: 3

Location: Southern section of Aviation Ave.

Size: 14.8 acres

Description: Development land with good frontage.

Potential Use: Best suited to general commercial or industrial development. Lots subdivided from their frontage along Aviation Avenue.



Block 6

Priority: 3

Location: Aviation Ave, north of Airport Terminal building.

Size: 10.8 acres

Description: Development land with good frontage, adjacent Airport Terminal building.

Potential Use: Potential Location for Airport Hotel, otherwise well suited to general commercial or industrial development. Lots subdivided from their frontage along Aviation Avenue.



Block 3

Priority: 4

Location: Southern section of Aviation Ave, approaching airport terminal building.

Size: 15.9 acres

Description: Development land with good frontage, partially developed with car wash station.

Potential Use: Best suited to general commercial or industrial development. Lots subdivided from their frontage along Aviation Avenue.



Block 7

Priority: 5

Location: North of Airport Terminal

Size: 26.8 acres

Description: Backlands behind Block 6 north of Airport Terminal building. No existing road frontage, abuts airfield.

Potential Use: Potential for general commercial or industrial development, but infrastructure is required for site services/access. Access corridor may be required through Block 6.



Block 8

Priority: 6

Location: Champlain St, west of Control Tower

Size: 26.8 acres

Description: Development land with good frontage. Lower traffic and residential uses in close proximity.

Potential Use: Best suited to general commercial or industrial development. Lots subdivided from their frontage along Champlain St.

**Block 9**

Priority: 7

Location: Infield area

Size: 560 acres

Description: Raw, inaccessible land. Contains significant wetland complex.

Potential Use: Presently best suited for long-term holding. Eventual development potential if improved with access and services as part of Aviation Ave extension and general municipal industrial park expansion. Some visibility from Highway 2.