

**Global Transportation Hub
Request for Proposal Addendum
GTH Management Service Provider**

DATE: March 22, 2019

ADDENDUM #: One (1)

RFP #: 2019-01
GTH Management Services Provider

GENERAL:

This addendum is issued prior to RFP closing to provide information communicated at the onsite presentation and tour that took place on March 20, 2019. The questions asked by proponents and answers provided by the GTH are provided below as well as other clarifications. Attached to this document is a copy of the presentation that was communicated.

QUESTIONS & ANSWERS

1. Q: What is the projected long term involvement of the Provincial Government for the GTH in terms of sales, operation and development? Does the GTH, or GTH Board have a long term plan? Is the solution being sought seen to be an interim or permanent plan?

A: This agreement with the successful proponent is contemplated to be between a 5 to 15-years. The ultimate goal is to sell the land for development and for that development to occur. There is interest from the government in seeing the GTH be successful and that's why we've started down this path. The objective of government is to evolve the commercial model of the GTH and achieve outcomes.

2. Q: In the long term will zoning and permit approvals continue to be governed by the GTH or will this become the responsibility of the City of Regina?

A: The expectation is that this new proposed structure would remain until the conclusion of the sale and development of all the current land. Following that, there may be consideration to change the governance model, however this would be considered in the long-term. As we work through this process there are two things we are trying to operate within. One is to stay within the boundaries of the legislation that currently is in place for the GTH and secondly we're seeking to maintain the current agreements we have with the City of Regina in terms of our infrastructure services agreement (water, wastewater and transportation).

3. Q: Once you turn operational control over to a third party, then that third party will be reporting to a GTH management group, or to the GTH Board, or is that to be determined?

A: The expectation that the third party would ultimately be reporting to the GTH Board and working closely with GTH Management. We anticipate that the management capacity for the GTH in the future state will be very minimal and likely be a partial role for key individuals. In the first 6 -12 months of the transition to a third party it is anticipated that the current GTH management will work closely with the partner to support their success. This will be undertaken with the oversight of the GTH Board.

The partner would also work with the GTH regarding any changes contemplated to the Community Plan, zoning or development standards. While wholesale changes may not be possible there is some flexibility to make adjustments that can advance the achievement of outcomes.

4. Q: Does the GTH have full control to amend the zoning and regulations that are in place?

A: Yes, the GTH is a self-governing entity similar to a municipality. There is a public consultation process that is required to amend zoning changes, but this is consistent with the process outlined for any other municipality.

5. Q: In the conference calls that each proponent will be allowed to request, is this an opportunity for private questions or will they be shared?

A: The intention of the process would be that some of the questions and answers would be shared but not necessarily all of them. As we are working through that phone call, together, we would identify topics that are commercially sensitive to your bid to be kept private and confidential and not be shared. For example, some of the questions today about zoning approvals or government structures were more generic in nature and could be of interest to other bidders, and would be shared. We don't want to share anything commercially sensitive to a specific proponent's potential proposal. The phone conversations provide the opportunity to have specific dialogue about your proposal's proposed approach to ensure that your proposed ideas or options do not include specific items that the GTH Board or Minister have determined not to be of interest.

6. Q: Does the selection committee consist of any stakeholders from the City of Regina, RM of Sherwood, or other associations involved?

A: No. The committee is comprised of 4 members of the GTH Board of Directors, the Acting CEO of the GTH, and one member from each of SaskBuilds, Crown Investments Corporation of Saskatchewan and the Ministry of Finance.

7. Can you provide additional explanation on the purpose of the BAFO process and the approach.

Short listed proponents would be invited into the BAFO stage (best and final offer). The purpose of the BAFO process is to provide the opportunity for two-way dialogue between the

GTH and proponents to refine their proposals to maximize the potential value to taxpayers. Short listed proponents would be provided with additional information under a non-disclosure agreement. The GTH will develop a customized BAFO process and evaluation criteria specific to the nature of the short listed proposals. There will be the opportunity for face-to-face meetings and to explore opportunities to refine proposals. This process will be designed to build the strongest potential proposals from all short-listed proponents to provide the GTH the strongest pool to select a preferred supplier.

8. Does a proponent need to include all three service areas in its proposal?

Yes. We are looking for proponents to include a sales and marketing, property management and land development component to their proposals. It is not expected that these would be delivered all in-house. GTH currently partners with other suppliers on some of these functions. Partnership or supplier models with a lead proponent who is accountable for delivery are of interest. Alternatively, a proponent may be able to offer the full suite of services.

Attached on the following pages is a copy of the presentation delivered at the meeting.

Matthew Schroeder
Acting Chief Executive Officer
(306) 798-4605

SASKATCHEWAN'S



ACRES OF POSSIBILITY



RFP Open House
March 20, 2019
Regina, SK



GOVERNMENT ENTITY

PERMITTING EFFICIENCY

**AUTONOMOUS
AUTHORITY**

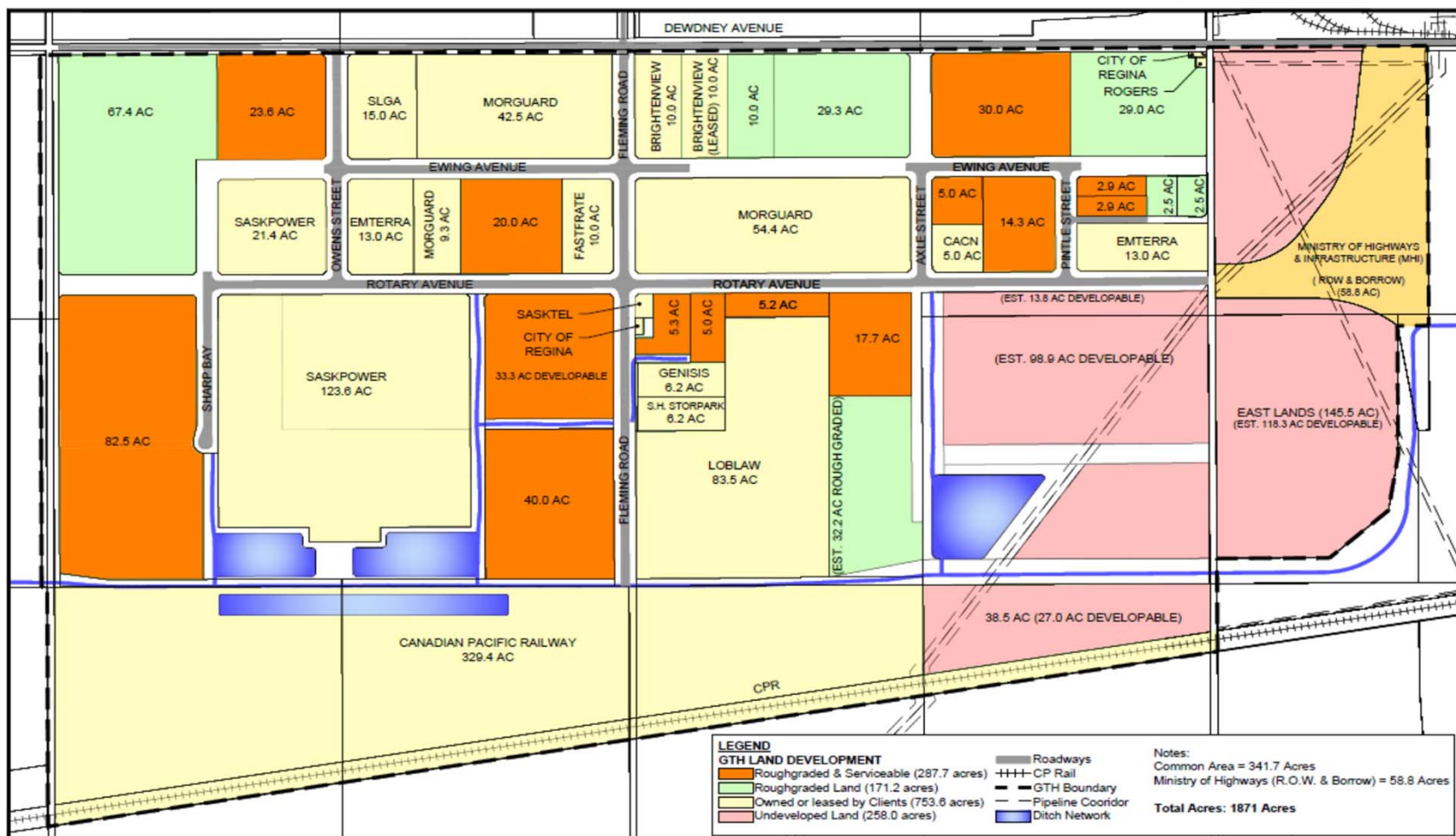
ZONING IN PLACE

**INFRASTRUCTURE
ADVANTAGE**

FTZ

RELIABLE SERVICES

GLOBAL TRANSPORTATION HUB ACRES MAP (SEPTEMBER 2018)



RFP Housekeeping

- Contact (matt.schroeder@thegth.com or inquiry@thegth.com)
- Fairness advisor
- Contact points
- Contract
- Process

RFP Timetable

Issue Date of RFP	March 7, 2019
Onsite Presentation and Tour (Optional)	Week of March 18, 2019 – Proponents please contact for details
Deadline for Questions and Requests for Conference Calls	March 28, 2019
Deadline for Issuing Addenda	April 4, 2019
Submission Deadline	April 18, 2019, 12:00 PM CST
Shortlisted Proponents will be invited to move onto next phase of procurement	May 2, 2019
Deadline for non-disclosure agreements to be signed by shortlisted proponents	May 8, 2019
Additional information provided to proponents	May 9, 2019
Anticipated Deadline for Submission of Best and Final Offers (“BAFO”)	June 12, 2019
Presentations by shortlisted proponents to evaluation Committee	Week of June 17, 2019
Anticipated Final Ranking	June 26, 2019
Contract Negotiation Period	TBD late summer 2019
Anticipated Execution of Agreement	TBD fall 2019



A Focus on Outcomes

- The focus is on taxpayer value
- Evolution of the GTH's commercial model
- Open to creative and innovative partnerships, solutions and ideas to best deliver outcomes together

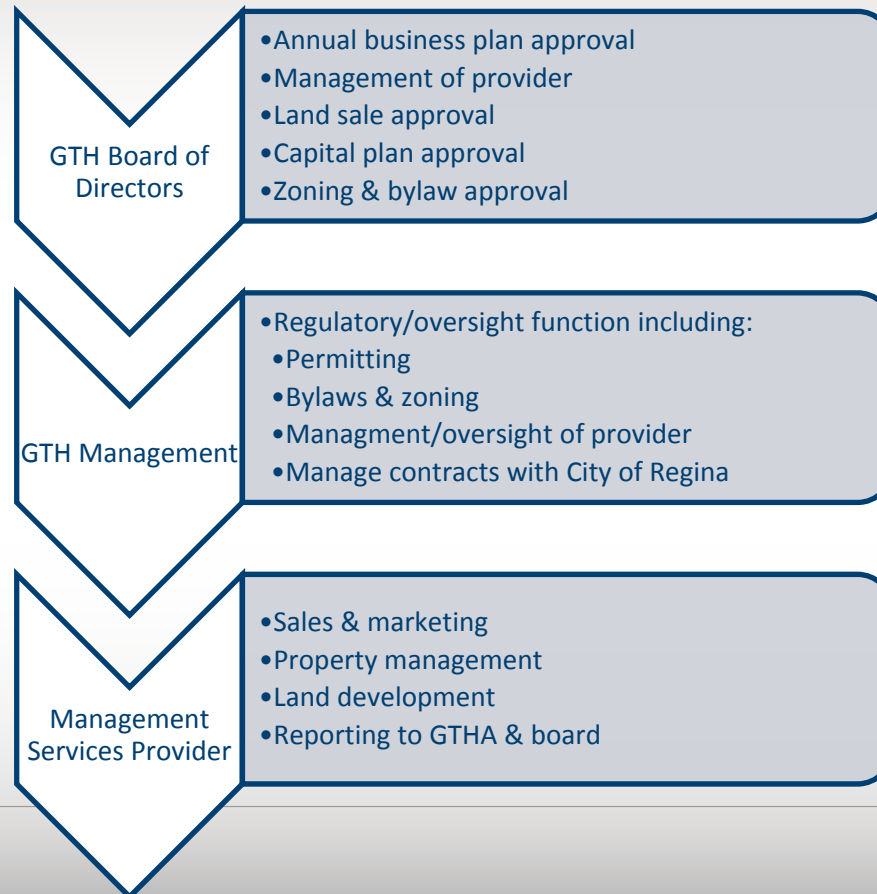
GTH Functions

- Marketing & sales
- Property management
- Land development
- **Regulatory**

Proponents are encouraged to have all three components in their proposals



Working Relationships



Method of Delivery

“The GTH welcomes and encourages the proposal of innovative or alternative methods of delivering and funding these core services”

Success Factors

- Land sales
- Development of sold acres
- Management of costs
- Improving the narrative
- Existing clients are well served

Multi-Stage Process

- Designed the process to engage with proponents
- RFP is designed to build a short list of qualified, highly ranked proponents
- BAFO provides the opportunity for two-way dialogue to refine proposals

Questions?

THEGTH.COM

