



REQUEST FOR EXPRESSIONS OF INTEREST FOR THE FORMER MULGRAVE  
MEMORIAL EDUCATION CENTRE

**Subject Property:**

Described as Surplus School on approximately 4 acres of land at  
459 Murray Street in the Town of Mulgrave, Nova Scotia

PID: 350331764

EOI Issue Date:	August 24 <sup>th</sup> , 2018
EOI Closing Date and Time:	Open Deadline
EOI Closing Location:	Via email to: <a href="mailto:jim.davis@townofmulgrave.ca">jim.davis@townofmulgrave.ca</a>
Contact:	Jim Davis, Chief Administrative Officer Town of Mulgrave



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## 1. Overview

- 1.1 The Town of Mulgrave is seeking Expressions of Interest (EOI) from qualified parties for the repurposing in whole, or in part, by sale or lease, of the former Mulgrave Memorial Education Centre, a 47,000 sq. ft. building located at 459 Murray Street.

The building is situated on approximately 4.0 acres of land, on the corner of Murray Street and Tower Road. The building consists of two floors containing 21 rooms with three-phase power and T1 or better connectivity. The location is zoned commercially but surrounded by a residential area. There are existing recreation baseball and soccer fields which are utilized by the Town. The Town may be interested in utilizing the gymnasium portion of the building as a recreational area open to citizens of the Town under the Town's governance.

- 1.2 The respondent must submit a proposal for the property including a conceptual design and proposed business plan. The successful proponent will address land-use mix, business case, and partnership options.
- 1.3 This is a Request for Expression of Interest (EOI), and not a call for tenders. No contractual obligations whatsoever will arise between the Town and any Respondent who submits an Expression of Interest in response to this EOI until and unless Town Council directs the Town and Respondent to enter into a formal, written contract for the Respondent to repurpose the property identified in this EOI.
- 1.4 The Respondent acknowledges that the subject properties are being repurposed by on an "as is" basis.

## 2. Mulgrave and Surrounding Area

### 2.1 The Strait Region

Mulgrave is a small town of approximately 775 residents located on the Strait of Canso, one of North America's best deep water, ice-free ports. It is well placed for the marine transportation sector due to its position relative to Europe and North Atlantic shipping routes. There is a strong industrial base in the municipalities that comprise the Strait Region, making it an ideal location for future development. The Strait of Canso Superport Corporation operates a large common user marine facility in Mulgrave.

The Mulgrave Marine Industrial Park is located approximately five kilometers south of the Trans Canada Highway #104 on provincial route 344, is owned and administered by the Town of Mulgrave. Significant employers located in the park include Royal DSM MV, a producer of Omega 3 Fish Oil supplements and Mulgrave Machine Works Ltd., a custom machine works and metal



fabrication company. Martin Marietta Materials Canada Ltd., operate the Porcupine Mountain Quarry in nearby Auld's Cove, producing a range of aggregate products for the US market.

The Melford Industrial Land Reserve is a 14,500 acre industrial-zoned park located on the Strait of Canso, a sheltered, deep-water, ice-free port with water depths in excess of 90 feet within 100 feet from the shore. This is the site for a proposed private sector-led container terminal, Melford Marine Terminals. Although still in its early stages, proponents of the Melford project recognize that the terminal would have a two-day sailing advantage over New York and a four-day sailing advantage over Norfolk on the Great Circle Route and would be a low-cost alternative to other East Coast ports.

The Point Tupper Industrial Park is located across the Strait of Canso, within a 20 km driving distance. Primary industries located in the park include Port Hawkesbury Paper, Nova Scotia Power, Bear Head LNG, Cabot Gypsum, and NuStar Terminals.

The Strait of Canso is a deep ice-free port approximately 20 km in length, 1.5 km in width, and 64m in depth, capable of accommodating ultra large carriers in the 500,000 DWT class. It is Nova Scotia's largest port in terms of tonnage shipping commodities such as crude oil and petroleum products, aggregate, gypsum, forestry products, road salt, coal and gravel. The Strait of Canso Superport Corporation operates common user facilities in Mulgrave and Port Hawkesbury. Private terminals and docks are operated by local industries in the Strait of Canso. Ships are able to pass through the ship lock at the Canso Causeway which can handle ships of a maximum 735 ft. long, 80 ft. wide, and 28 ft. deep.

Non-marine transportation infrastructure in the Strait Region is readily available. The Port Hawkesbury Airport is located 13.7 km from the site and features a 5,000 ft runway capable of handling most corporate and commercial aircraft up to a Boeing 737. Halifax Stanfield International Airport (236 km from the site) is the primary hub for Atlantic Canada with international cargo shipment facilities. Highway 105 can be accessed in Auld's Cove and is part of the TransCanada Highway System; a paved two-lane road, route 344, links Mulgrave with communities from Auld's Cove to Guysborough. The Cape Breton and Central Nova Scotia railway (CBCNS), owned by Genossee & Wyoming Inc., is a shortline railway that operates between Truro and Point Tupper.

## 2.2 Business Environment

The Town of Mulgrave, residents and business community are welcoming of new business, ideas, development and investment. Mulgrave offers many competitive advantages for new development:

- Strategically located on the Strait of Canso
- Common user marine facilities
- Multi-modal transportation hub

- Proximity to amenities in Antigonish and Port Hawkesbury for commercial, professional, government, education and recreation
- Opportunities for post-secondary partnerships with St. Francis Xavier University (Antigonish) and Nova Scotia Community College (Port Hawkesbury) nearby
- Lower than average housing prices
- Available and competent workforce
- Dependable utilities and communication network
- A collaborative development network/team and an engaged business community

### 3. Site Description

#### 3.1 Property Description

The subject property is located in Mulgrave, Nova Scotia in a residential area; however, the site is commercially zoned and identified by PID No. 35031764. The subject property occupies an area of 4.0 acres. The subject property is owned by the Town of Mulgrave. The surrounding properties and their corresponding land uses are presented in **Figure 1** and are noted to be residential. Photographs of the subject property are presented in **Appendix A**.

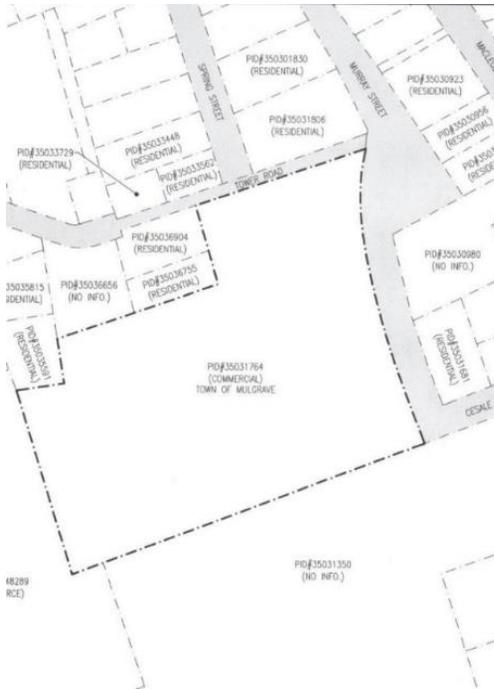


Figure 1



### 3.2 Onsite Buildings and Structures

The two-storey education centre occupies approximately half of the subject property. The remainder of the subject property consists primarily of grassed/landscaped area. Access via asphalt road is from the north along Murray Street.

The building is equipped with three phase power and T1 connectivity. There is ample parking at the front and to the side of the building along with sports and recreation fields and a community pool bordering the property.

### 3.3 Adjoining Properties

The subject property is bordered by the following:

- North -Tower Road and residential properties beyond that;
- East -Murray Street and residential properties beyond that;
- South -The town outdoor pool and recreational area with sports field and track; and
- West –Two residential properties (northwest) and undeveloped wooded area.

### 3.4 Zoning

The subject property is zoned Commercial Central Business (C-1). The town is open to all proposals for the property and is open to facilitating zoning changes that may be deemed necessary.

### 3.5 Site History

The property was conveyed to the Town of Mulgrave in August 1952 and the original 28,000 sq. ft. building structure was erected in 1959; an addition to the main structure of 19,000 sq. ft. was added in 1990. A favorable environmental assessment has been completed.

### 3.6 Water Supply/Groundwater Usage

The subject property is serviced by municipal water and sewer system by the Town of Mulgrave.



## 4. Request for Proposal Submissions

### 4.1 Projected Timeline

The following is the Town's estimated timeline for the competitive selection process.

<b>Stage 1 Activity: Request for Proposals</b>	<b>Date</b>
Request for Proposals Issued	August 24 <sup>th</sup> , 2018
EOI Submission Deadline	Open Deadline
Review and pre-evaluate responses submitted	Upon receipt

<b>Stage 2 Activity: Developer Meetings</b>	<b>Date</b>
Request for further information, presentations & meetings	TBD
Developers short listed	TBD

<b>Stage 3 Activity: Competitive Selection Process</b>	<b>Date</b>
Final Proposals Closing Date and Time	TBD
Evaluate Proposals	TBD
Selection of preferred proponent	TBD

<b>Stage 4 Activity: Sale or Lease of Property</b>	<b>Date</b>
Contract negotiations (land and concessions)	TBD
Signed contract agreement	TBD

<b>Stage 5 Activity: Project Development</b>	<b>Date</b>
Project development proceeds 12 months from time of signed agreement	TBD
Project is completed within a 12-month period	TBD

All dates in the above timeline are subject to change at the discretion of the Town

### 4.2 Process

A three-step process will be utilized in the evaluation and award of the project. The first step after receipt of the EOI will be its evaluation by the appointed Property Advisory Committee. After the evaluation of the EOI responses, they will be ranked and compared. It is the intention of the Town to invite the top three respondents to make a formal presentation to the Town at a mutually agreeable place and time. The Town of Mulgrave may decide to enter into negotiations with multiple compatible proposers should all proposers not require the entire site.

The Town of Mulgrave reserves the right to request clarification of information submitted in the EOI, to request additional information and to seek consulting services to assist in evaluating the EOIs and negotiating an agreement. The Town of Mulgrave also reserves the right to reject all proposals.



#### 4.3 Pre-Submittal Meeting and Site Tour

In order to gain a better understanding of the Town of Mulgrave's objectives and the site, proponents are encouraged to meet with the Town staff and economic development partners. An individual meeting can be arranged by contacting Kathy Hearn, telephone number 902 747 2243 or by email at [kathy.hearn@townofmulgrave.ca](mailto:kathy.hearn@townofmulgrave.ca)

#### 4.4 EOI Format and Content

The following information shall be submitted by responders:

- 1) Letter of interest with full contact details
- 2) Corporate standing of developer and if applicable, operator
- 3) Developer (and if applicable, Operator) Experience
- 4) Proposed Business Terms
- 5) Schematic design and/or conceptual rendering illustrating any proposed site development
- 6) Preliminary Business Plan:
  - a. Estimated project development budget
  - b. Evidence of developer's financial ability
  - c. Project development time line
- 7) References (Five, professional)
- 8) Any additional information for a better understanding of the proposal.

#### 4.5 Evaluation Criteria

As of the release of this EOI, the full evaluation criteria has not been formalized. The following is given as general evaluation criteria:

- Relevant skills and intent of use proposed by developer(s)
- Relevant experience related to work
- Dollar amount offered for the property
- Length of time "In Trust"
- Understanding of the local market
- Future abilities of the proponent
- Quality of proposal approach
- Quality of development and contribution to the community

#### 4.6 Award

The Town will consider the expression which provides the best value to the community. In addition to the amount of the offer, the Town will take into account contingencies and exceptions contained in each proposal. The use of the property is subject to final approval of the Town of Mulgrave Council. The Town reserves the right to reject any and all offers.



#### 4.7 Other

Respondents are solely responsible for their own expenses in preparing and submitting responses, and for any meetings, negotiations or discussions with the Town of Mulgrave or its representatives and consultants, relating to or arising from the Request for Expression of Interest.

The Town of Mulgrave also reserves the following rights:

- 1) Cancel or withdraw the EOI prior to or after the submission deadline
- 2) Modify or issue clarifications to the EOI prior to the submission deadline
- 3) Reject any submission it deems incomplete or unresponsive to the submission requirements
- 4) Reject all submissions that are submitted under the EOI
- 5) Modify the deadline for submissions or other actions
- 6) Enter into negotiations or discussions with one or more EOI respondents,
- 7) Issue RFQs or EOIs targeted at all or a portion of the property
- 8) Reissue the EOI, a modified EOI, or a new EOI, whether or not any submissions have been received in response to the initial EOI issuance.

This Request for Expression of Interest does not commit the Town of Mulgrave in any way to select a respondent, or to proceed to negotiations for a contract to repurpose the building, or to enter into any contract, and the Town of Mulgrave reserves the complete right at any time to reject all responses and terminate this EOI process.

#### 4.8 Deadline for Proposal Submission

Qualified firms interested in this opportunity shall submit five (5) hard copies and one (1) electronic copy of their Expression of Interest to the attention of:

Jim Davis  
Chief Administrative Officer

Town of Mulgrave  
428A Main Street  
Mulgrave, NS  
B0E 2G0

[jim.davis@townofmulgrave.ca](mailto:jim.davis@townofmulgrave.ca)  
T (902) 747-2243  
[www.townofmulgrave.ca](http://www.townofmulgrave.ca)



#### 4.9 Inquiries

All questions or correspondence concerning this EOI shall be directed by email to Mr. Jim Davis. Any information given concerning this EOI will be provided to all known interested parties as an amendment to this document and posted to the above-noted website. Oral instructions, statements or interpretations are not binding.

Inquiries should only be directed to the Town of Mulgrave via email to:  
[jim.davis@townofmulgrave.ca](mailto:jim.davis@townofmulgrave.ca)

If the Town of Mulgrave determines that an amendment is required to this EOI, The Town of Mulgrave will post a written addendum on both previously noted websites. Upon posting the addendum, it will be deemed to form part of this EOI.

#### 4.10 Ownership of Information

All responses to this Expression of Interest become the property of the Town of Mulgrave and will not be returned to the Respondent. Any information deemed to be confidential by the responding company should be clearly noted on the pages where confidential information is contained. All responses will be held in confidence by the Town of Mulgrave unless otherwise required by law.



## Appendix A: *Site Photographs*



*Photo 1. Original building section to the left with newer addition to the right.*



*Photo 2. Close up of newer addition exterior.*



*Photo 3. Facing westerly of the front entrance of the education centre (original section).*



*Photo 4. Windows on west side of entrance showing sill replacement.*



*Photo 5. Close up of entrances to original and newer addition sections of the building.*



*Photo 6. Large multi-functional spaces.*



*Photo 7. Multi-functional space.*



*Photo 8. Fabulous views!*



*Photo 9. Fully Functional Elevator*



*Photo 10. Cafeteria Kitchen*



*Photo 11. Cafeteria Space*



*Photo 12. Upstairs room*



*Photo 13. Upstairs room*