



REQUEST FOR QUALIFICATION: DISTRICT ENERGY PROVIDER

This request closes on:

Friday September 14, 2018 at 12:00 PM EDT



LAKEVIEW

Lakeview Village promises to breathe new life into Mississauga's waterfront as it transforms an abandoned coal-fired power plant into a vibrant, sustainable and more connected community. Lakeview Village will deliver a diverse mix of residential offerings, as well as institutional, cultural, office and retail spaces that will draw visitors from the region to the heart of this new community.

To deliver on this vision, Lakeview Village will be rooted in leading-edge sustainable design from the ground up. Lakeview Village will:

- Build unique spaces that will create a dynamic, walkable and connected place in the heart of Mississauga's waterfront;
- Transform Mississauga's coastline by remediating 67 acres of waterfront land and transfer it back to the City of Mississauga, helping reconnect the city with its waterfront through continuous public access;
- Create more than 3,000 new local jobs, while integrating the City of Mississauga's bold vision for the Serson Innovation Campus and, in doing so, help deliver a new innovation centre at the foot of the water and close to transit;
- Maintain a strong focus on leading design and architecture



CONTENT

BACKGROUND 4

.....

INVITATION 7

.....

PROCESS 7

.....

PROPOSAL REQUIREMENTS 8

.....

TIME LINE 10

.....

EVALUATION CRITERIA 11

.....

SUBMISSION 12

.....

TERMS AND CONDITIONS 13

1 | BACKGROUND

Lakeview Community Partners Limited is a partnership of the Greater Toronto Area's leading community builders that includes TACC Construction Limited, Greenpark Group, CCI Development Group, Branthaven Homes, and Argo Development Corporation.



Re-imagining
Mississauga's
Waterfront. Lakeview
Village connects
residents, visitors and
future generations to a
new, redefined landmark.



The entire **Lakeview** Village site is approximately 177 acres located on Mississauga's Waterfront. It is projected that more than 7 Million square feet of building space will be developed in Lakeview Village with a total of 7,900 residential units.

Lakeview Community Partners is committed to breathing new life into Mississauga's waterfront as it transforms an abandoned coal-fired power plant into a vibrant, sustainable, and more connected community. Lakeview Village will deliver a diverse mix of residential offerings as well as institutional, cultural, office, and retail spaces that will draw visitors from the region to the heart of this new community. As a result, a District Energy System is being considered by Lakeview Community Partners to service this site in order to help follow this goal.

It has been decided that a third party (District Energy Utility) needs to be selected through a Request for Qualification (RFQ) and Request for Proposal (RFP) process in order to deliver a District Energy System that can provide competitive thermal rates to the ultimate tenants occupying the buildings in the community.

GOALS AND OBJECTIVES OF LAKEVIEW DISTRICT ENERGY

1. The Lakeview DE System is to provide heating, cooling, and power generation.
2. The Lakeview DE System is to assist in minimizing Lakeview's environmental footprint by producing renewable energy using low-carbon technologies.
3. The Lakeview DE System needs to provide competitive thermal rates to the Lakeview residents and businesses.
4. The Lakeview DE System should be flexible to allow phased implementation and to be expandable to accommodate future higher development densities.
5. The Lakeview DE System should be flexible to permit the integration of future more efficient technologies.
6. The Lakeview DE System, if possible, should provide opportunities for technology research exchange/collaboration in association with the future adjacent Serson Innovation Campus.

2 | INVITATION

Lakeview Community Partners Ltd (Lakeview) invites you to respond to this Request for Qualification described herein. The focus of this RFQ is to identify world-class providers of thermal energy services (Respondents). In responding to this RFQ, Respondents are expected to describe their qualifications for completing due diligence on and implementing a District Energy System. Lakeview is seeking responses from teams that can demonstrate they have the desire, capacity, and experience to build, own, finance, and operate district energy infrastructure in the Development Areas, not merely study and design systems. In addition, Lakeview is seeking responses from teams with a demonstrated ability to deliver cost-effective commercial service to residents while achieving high levels of environmental performance and providing other community benefits.

3 | PROCESS

Those interested in submitting a Response should address the requirements outlined under Proposal Requirements and Contents. Based on a review of the responses, a maximum of four Respondents may be invited to respond to a Request for Proposal (RFP). A mandatory on-site meeting will be held for the invited Respondents where Lakeview will present the preliminary Business Case for District Energy at the development. At the meeting the RFP and the preliminary Business Case will be given to the invited Respondents in attendance.

PROPOSAL

4 | REQUIREMENTS

I. EXECUTIVE SUMMARY

A short summary of the Respondent and key features of the Response demonstrating the Respondent's understanding of the requirements. Provide a brief testimonial as to why the Respondent should be short-listed for this project. Please include a clear description of how the Respondent's skills, experience and ideas address Lakeview's over-arching objectives for this project.

II. CORPORATE PROFILE

Provide a description of your firm's background and profile including corporate mission, vision, values, and number of years in business. Provide resumes for the key personnel in the proposed due diligence, negotiation and operating team, and outline what their roles will be in this project. If the Respondent is a consortium, information must be provided on all participants and the Response must name the firm that would be representing the consortium in the event the consortium is selected.

III. DEMONSTRATED TEAM EXPERTISE

Provide a description of relevant past projects and/or previous experience in designing, building, financing and/or operating district energy systems (with reference to the types of systems), with particular reference to experience with projects of similar type and size. Also, include a summary of operating experience focused on but not limited to district energy system operation and maintenance, fuel procurement, business assessment of alternative energy sources, related ancillary businesses such as metering and billing, rate design, and the independent regulation of utilities. Provide an indication of familiarity with Lakeview and the local planning and energy context.

In addition to a general overview of relevant experiences, respondents shall provide at least 3 current district energy clients as references. Please provide details on the projects, a contact, and the contact's role in the project. Greater weight will be placed on references involving ongoing involvement in system operation and expansion.

IV. FINANCIAL CAPACITY

Respondents must demonstrate their financial capacity to design, build, finance, and operate a utility over an extended period of time. To demonstrate this requirement, Respondents must provide a description of the financial and business resources available to support the provision of distribution infrastructure and retail services to Lakeview, as well as possible development of energy sources. This should include a description of available development funding and long-term capital financing.

NOTE: Lakeview reserves the right to request further information to substantiate a Respondent's Financial Capacity (e.g., Audited Financial Statements; Credit Rating Report; Letter from Financial Institution confirming solvency; etc).

V. DRAFT MEMORANDUM OF UNDERSTANDING (MOU)

Provide a draft form of the MOU the Respondent would expect the parties to sign in order to proceed with the Due Diligence and Negotiation Phases. The draft MOU should include at a minimum:

- Project overview and understanding
- Due diligence and negotiation activities, milestones and time lines
- Roles and responsibilities of the Respondent, Lakeview and other key players
- Engagement of other stakeholders
- Term of MOU (and provisions to renew or extend)
- Exclusivity of MOU
- Confidentiality and ownership provisions for any information shared or any intellectual property created during the due diligence and negotiation phases
- Conditions and consequences of either party abandoning due diligence or negotiations

VI. FULL DISCLOSURE

Fully describe any existing business relationships, ownership interests or conflicts of interest - direct or indirect - that could affect doing business with Lakeview. Failure to disclose this information may result in disqualification from the process termination of the contract.

VII. RESPONSES

Responses should be prepared simply and concisely, providing a straightforward, succinct description of the Respondent's capabilities for satisfying the Requirements of the RFQ. Emphasis should be on completeness and clarity of content.

Note: This forms part of the evaluation criteria. Excessive documentation or materials is discouraged.

Respondents are instructed that submissions should be 40 pages or less including charts but excluding supporting information such as corporate information, reference sheets for prior projects, resumes, presentation boards, etc.

Any information the Respondent considers to be relevant, but not specifically applicable, may be provided as an appendix to the Response. If publications are supplied by the Respondent, the Response should indicate the specific page or paragraph reference or references that are germane or considered to be of interest. Publications provided without such reference may be disregarded.

5 | TIME LINE

MILESTONE	DATE
RFQ Issued	August 10, 2018
Last Day to Submit Questions	August 31, 2018
DEADLINE FOR SUBMISSION OF RESPONSES TO RFQ	SEPTEMBER 14, 2018
Evaluation and Adopt Shortlist	September 17-21, 2018
Mandatory On-Site Meeting and RFP Release to Shortlist	October 5, 2018
Last Day to Submit Questions	November 2, 2018
DEADLINE FOR SUBMISSION OF PROPOSALS	NOVEMBER 9, 2018
Evaluation	November 12-16, 2018
Interviews	November 19-23, 2018
LETTER OF INTENT	NOVEMBER 30, 2018

EVALUATION

6 | CRITERIA

Responses must include the required elements as listed above, and it should be clear that:

1. Respondent has demonstrated basic understanding of project concept and objectives, and the Respondent’s corporate values are aligned with Lakeview’s values and objectives for this project.
2. Respondent has demonstrated adequate financial and organizational capacity to undertake the project, including credit worthiness and access to adequate capital for initial infrastructure and future growth, as appropriate.

Responses that do not meet the requirements will be not be evaluated. All others will be scored based on the following criteria:

EVALUATION CRITERIA	WEIGHTING
1. Respondent’s experience and success in providing cost-effective, low carbon, and reliable district energy service.	50
2. Familiarity and experience with the local planning and energy context, district energy design and implementation, regulation, utility management and operation, financing and partnerships.	50
3. The Respondent’s approach to due diligence and negotiation, and terms and conditions in draft MOU to guide due diligence and negotiations.	50
TOTAL	150

7 | SUBMISSION

Submissions must be mailed, couriered, or emailed, clearly marked, for arrival no later than Friday September 14, 2018 at 12:00 PM EDT (if response is mailed or couriered an electronic copy should accompany it) to:

REQUEST FOR QUALIFICATION: DISTRICT ENERGY PROVIDER

Patryk Dawidowski, Development Manager

Argo Development Corporation

2173 Turnberry Rd,

Burlington, ON L7M 4P8

patryk@argoland.com

Questions about the RFQ (accepted until August 31st, 2018 at 12:00 PM EDT) shall be directed in writing by email to:

Patryk Dawidowski, Development Manager

Argo Development Corporation

patryk@argoland.com

Lakeview is not responsible for communication obtained outside of this protocol.

8

TERMS AND CONDITIONS

- Lakeview will not be responsible or liable for any cost associated with either the preparation or submission of Responses pursuant to this RFQ.
- Notwithstanding any of the other content in this RFQ, Lakeview does not assume legal obligation, duty or constraint associated with its delivery.
- All materials submitted become the property of Lakeview and will not be returned.
- Lakeview reserves the right to request more information or clarification of proponents and revise the RFQ as an addendum, as required.
- Lakeview, in its sole discretion, may reject Responses, cancel or withdraw this RFQ at any time and for any reason. Furthermore, Lakeview may waive any nonconformance with requirements specified in the RFQ.
- Lakeview and its agents shall not be liable or accountable for errors or omissions in any part of the RFQ or response to proponents' questions.
- Lakeview reserves the right to award other/additional work related to energy systems.

More information about the Lakeview Village is available online at our website.

