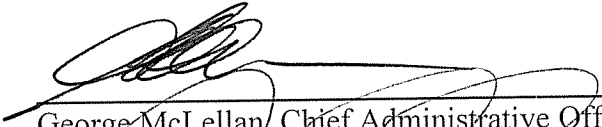
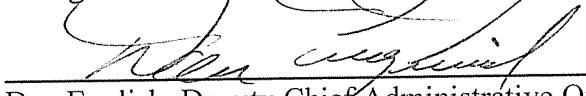

Halifax Regional Council
November 4, 2003

TO: Mayor Kelly and Members of Halifax Regional Council

SUBMITTED BY:


George McLellan, Chief Administrative Officer


Dan English, Deputy Chief Administrative Officer

DATE: October 30, 2003

SUBJECT: **RFP 03-135 Economic Potential Study of HRM and Halifax Harbour in Support of Regional Planning**

ORIGIN

2003/04 Approved Capital Budget.

RECOMMENDATION

It is recommended that Regional Council:

1. Authorize an increase in the Gross Budget for Capital Account No. CDE00105, Regional Planning Programme Transportation Infrastructure, with no change in the net budget to cover the contribution of the Province of Nova Scotia (Waterfront Development Corporation Limited) towards the cost of the study, by \$30,000.
2. Award RFP No. 03-135, Economic Potential Study of HRM and Halifax Harbour in support of Regional Planning to the highest ranking evaluated proposal, Gardner Pinfold, for a tender price of \$86,957, plus net HST, for a total contract cost of \$92,547 from Account No. CDE00105, Regional Planning Programme Transportation Infrastructure, with funding authorized as per the Budget Implications section of this report.

BACKGROUND

The principles for the regional plan envision a strong, vibrant economy. In order to provide the necessary infrastructure and environment to increase the region's competitiveness in the global market place over the next twenty-five years, there needs to be a good understanding of the underlying economic drivers as well as the economic potential.

Discussion papers need to be prepared that identify and explore the opportunities for economic growth. These papers will be made available to the public and business community and are intended to promote discussion of critical choices the region must make. They will identify the potential for economic development and analyze opportunities, within the region, by sector, with some realistic assessment of the resulting preferred locational criteria and infrastructure requirements to support a growing, vibrant economy.

Sixty percent of the study will focus on the harbour. Currently Halifax Harbour supports a major port, the country's Navy and Coast Guard, other marine related industries including offshore oil and gas, ferry terminals, recreation and tourism activities, ocean research, commercial fisheries, residential and commercial uses. Sometimes these uses compete with each other, and with limited harbour frontage available, we must make sure the best use is made of the land available. This study will examine best uses for lands on and adjacent to Halifax Harbour, to support the development of a Harbour plan.

The scope of the project is quite large. The consultant is required to explore opportunities with major economic players and sector experts in all sectors to assess probable growth potential, to assess their impact on the global competitiveness of the region, to address rural as well as urban opportunities. Drawing the link from these opportunities to infrastructure requirements requires a different expertise. The study is expected to be completed by February, 2004.

DISCUSSION

Call for proposal for these services were advertised on September 20, 2003 and September 24, 2003 and closed on October 20, 2003. All prospective proponents were invited to attend an Information meeting on October 3, 2003 in order to meet with staff, ask questions and review the RFP document. Thirty-seven (37) companies received RFP documents and the following six (6) companies submitted responses:

AMEC
CAI
EDM/CANMAC
Gardner Pinfold Consulting
SGE Acres
Terrain

The following five (5) companies were short listed:

CAI
EDM/CANMAC
Gardner Pinfold Consulting
SGE Acres
Terrain

The proposals were evaluated based on criteria as detailed on the attached Appendix A - Summary of Evaluation Criteria. Also, the average cumulative score and ranking of the five (5) short listed proponents out of 100 points is summarized on the attached Appendix A - Summary of Evaluation Criteria.

An evaluation team including representation from HRM, the Port of Halifax, the Province and the GHP and facilitated by Procurement reviewed the proposals. Proposals were assessed for the expertise of the firm and the project team; their understanding of the study; proposed methodology; and effort for cost.

The evaluation team concluded that the proposal from Gardner Pinfold was the highest ranking proponent who best met the terms of reference and therefore recommended that Gardner Pinfold be awarded the work. It's proposal had a strong mix of both economic, harbour and land use expertise and it's approach was most appropriate to meet the terms of reference.

BUDGET IMPLICATIONS

Based on the tendered price of \$82,957, plus net HST, for a total of \$92,547, funding is available in the 2003/04 Approved Capital Budget under Account No. CDE00105, Regional Planning Programme Transportation Infrastructure. The budget availability has been approved by Financial Services.

Budget Summary:

Project CDE00105, Regional Planning Programme Transportation Infrastructure

Cumulative Unspent Budget	\$362,729
Plus: WDCL Contribution	30,000
Less: RFP No. 03-135*	<u>92,547</u>
	\$300,182

Requests have been made to the Halifax Port Corporation and to the Atlantic Opportunities Agency for financial assistance. Should such assistance be forthcoming, the cost to HRM will be reduced accordingly, and Council will be informed.

FINANCIAL MANAGEMENT POLICIES/BUSINESS PLAN

This report complies with the Municipality's Multi-Year Financial Strategy, the approved Operating, Capital and Reserve budgets, policies and procedures regarding withdrawals from the utilization of Capital and Operating reserves, as well as any relevant legislation.

ALTERNATIVES

None provided.

ATTACHMENTS

Appendix A - Summary of Evaluation Criteria

INFORMATION BLOCK

Additional copies of this report, and information on its status, can be obtained by contacting the Office of the Municipal Clerk at 490-4210, or Fax 490-4208.

Report Prepared by: Betty MacDonald, Director, Governance & Strategic Initiatives, 490-4769

Trudy Cann Fournier, Procurement Coordinator, 490-4202

**APPENDIX A
HALIFAX REGIONAL MUNICIPALITY**

RFP 03-135 - ECONOMIC POTENTIAL STUDY
SUMMARY OF PROPOSAL EVALUATION

CRITERIA	MAX SCORE	SUBMISSION				
		CAI	EDM?/CANMAC	** GARDNER & PINFOLD	SGE	TERRAIN
1. Expertise (a) recent experiences related to projects of similar nature and references (b) skill mix (c) depth of team	30	15	21	24	22	21
2. Understanding the Study a) demonstrate and understanding of objectives and desired outcomes b) comprehension of associated issues c) demonstrate ability to convey ideas and concepts through writing skills and oral presentations	20	10	14	15	12	13
3. Proposed Methodology a) stated methodology meets proposal's objectives and Scope of Work b) quality, thoroughness and clarity of methodology and workplan c) consideration of innovative thinking, options/solutions d) demonstrate a realistic schedule	40	22	30	32	22	28
4. Costs *HST included*	10	10	10	10	10	10
		\$98,135	\$99,993	\$100,000	\$98,187	\$97,375
TOTAL	100	57	75	81	66	72
** Recommended Proponent						
RANKING		5	2	1	4	3