



# Town of Collingwood: Grain Terminal Revitalization

Town of Collingwood Council Briefing

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February 10, 2022



# Grain Terminal Revitalization Project Overview

The Town of Collingwood (“Town”) sought an advisor to provide comprehensive advisory services for the potential redevelopment and revitalization of the Collingwood Grain Terminals and the surrounding lands in order to achieve the Town’s policy objectives for the area.

The following are the mandatory Town policy objectives for the project:

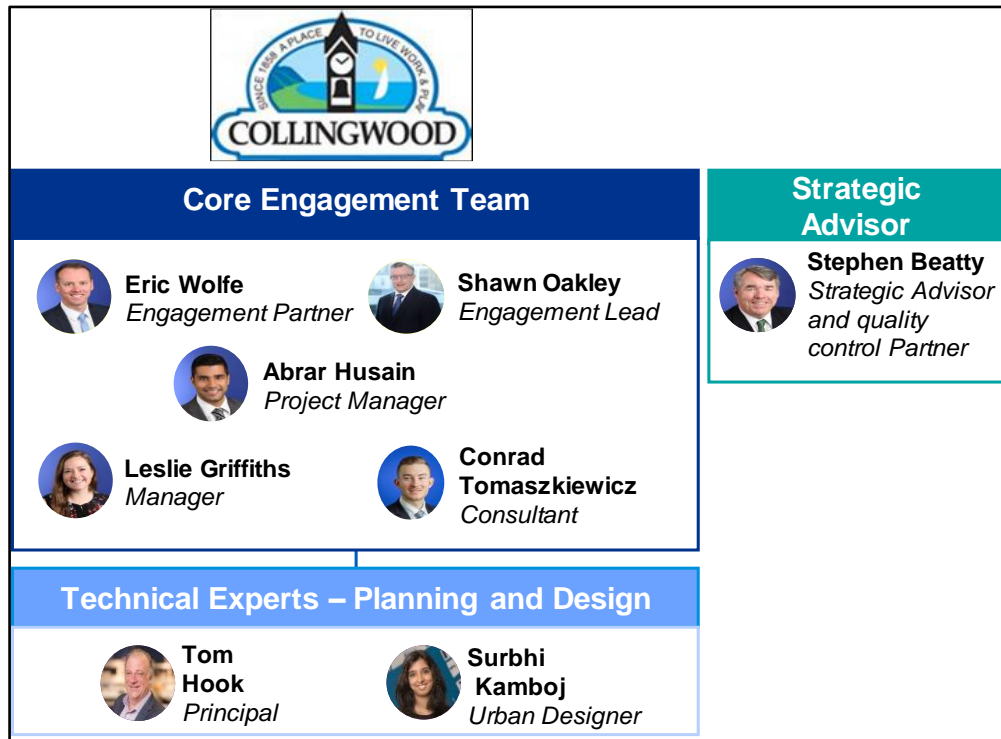
- The decision must be fiscally responsible.
- Provides public access and green space.
- Celebrates the historical significance of the Terminals and the Shipyards.
- Provides a long-term sense of community with an approach that brings people together.
- Proposes a role for the Town that is appropriate for a municipality.
- Decision approach that is transparent and clear.
- Aligns with the Community Based Strategic Plan and Waterfront Master Plan

The Town released a Request for Proposals looking for an advisor to provide advice and guidance to the Town with respect to preparing an open market competitive bid process to attract innovative opportunities for the redevelopment.

KPMG’s Global Infrastructure Advisory practice and its subcontractor B+H Architects (“B+H”) were engaged in December 2021 to support the project (collectively referred to as “the KPMG team”).

# KPMG Project Team and Project Stakeholders

The KPMG project team is outlined below.



The KPMG team has been working closely with the following stakeholders:

- |  |
|--|
| <b>Town of Collingwood Working Group</b>   |
| <p>Amanda Pegg, Executive Director</p> <p>Dave McNalty, Manager, Fleet and Facilities and Purchasing</p> <p>Justin Teakle, Community Planner</p> <p>Rose Hewitson, Purchasing Officer</p> <p>Michael Trueman, Manager, Accountability, Procurement &amp; Risk Management</p> |
| <b>Town of Collingwood Departments</b>   |
| <p>Parks, Recreation and Culture</p> <p>Land Use Planning Services</p> <p>Engineering Services</p> <p>Customer &amp; Corporate Services</p> <p>Purchasing</p>  |

# KPMG Team | Sample Project Team Experience

## **Waterfront Toronto** *Quayside Development*



Source: Waterfront Toronto

## **City of Orillia** *Waterfront Metro Shopping Centre*



Source: City of Orillia

## **Province of Ontario** *Ontario Place Redevelopment*



Source: Ontario Place

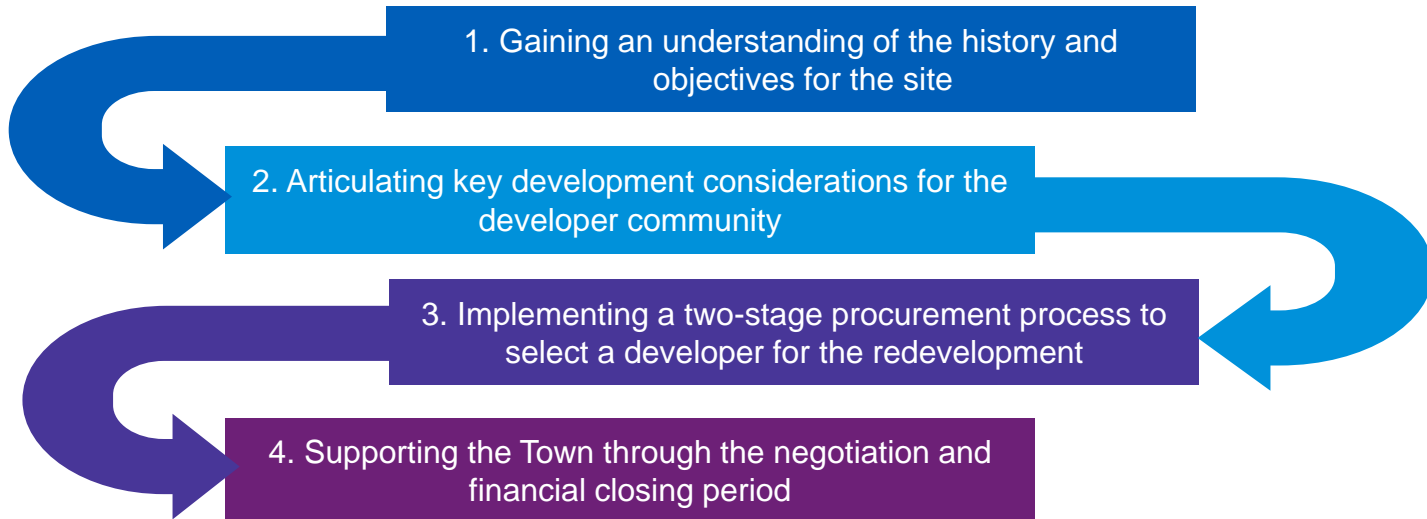
## **Town of Wasaga Beach** *Town owned Beach 1 Land*



Source: Retrieved from public sources

# Grain Terminal Revitalization Tasks Overview

The scope for the project involves the KPMG team completing the following tasks:



The following work has been completed thus far:

- ✓ Attended project kick-off with Town working group.
- ✓ Reviewed project documentation and reports.
- ✓ Attended a site visit.
- ✓ Held meetings with Town staff such as Land Use Planning, Engineering Services and Parks, Recreation and Culture departments to discuss key development considerations.
- ✓ Started drafting request for qualifications.

# Anticipated Timeline and Key Decisions

The anticipated timeline for the project is outlined below.

	2021	2022											
Preliminary Timeline	Dec	Jan – Mar			Apr – Jun			Jul – Aug			Sept-Dec		
1) Project Initiation													
2) Key Development Considerations													
3) Identify Interested and Qualified Bidders – Request for Qualification (RFQ)													
4) Selecting a Developer – Request for Proposal (RFP)													
5) Negotiation Support													

KPMG intends to provide **monthly updates to Council** on the progress of the project and requires **Council’s input on the following key milestones:**

- Key development considerations – February 10, 2022
- Approval to release RFQ – February 2022
- Scoring criteria for RFP – March 2022
- Approval to release RFP – April 2022
- Selection of preferred proponent – August 2022



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