

EXPRESSION OF INTEREST

EOI #ADM-2020-001



Addendum #1: Questions and Answers

Friday, November 27, 2020

Administrator for the Expression of Interest process is:

Bill Rayburn, CAO - cao@mdlsx.ca

399 Ridout Street N. London, ON N6A 2P1 • T: (519) 434-7321 • F: (519) 434-0638

Please note the following questions and answers to the original EOI posting:

Question #	Question	Answer
1	When will the answers to questions be posted? May we ask more questions?	<p>The answers to Question Period will be posted on November 27th on http://www.middlesex.ca only.</p> <p>The Timeline of Events chart at Section 14, Page 13 of the EOI and Section 11, Page 11 of the EOI confirm that the last day for questions to be asked is November 23rd, 2020 by 12:00pm and the Timeline of Events chart at Section 14, Page 13 confirms that answers to questions will be posted on the November 27th on http://www.middlesex.ca only. There is an inadvertent typo in Section 11, Page 11 noting November 13, which should indicate November 27th for the posting of answers to match the Timeline of Events chart.</p> <p>In light of the typo, the Question Period of the EOI is hereby amended to provide all potential Respondents with additional time, until December 1st, 2020 at 12:00pm to ask any additional questions they may have. Should additional questions be provided to the Administrator by 12:00 p.m. on December 1st, 2020, the County will address those in a further posted Addendum on http://www.middlesex.ca only. The above amendment impacts no other timelines other than the Question Period.</p>
2	Has there been any Addendums?	<p>No, as of November 26, 2020, there have been no Addenda. These Answers to Questions form Addendum # 1 to the EOI.</p> <p>As set out in Question 1 above, a further Addendum may be posted to answer any additional questions submitted in advance of December 1st 2020, by 12:00 p.m.</p> <p>Section 12 of the EOI provides that all Addenda to this EOI will be posted on http://www.middlesex.ca/ only.</p>
3	Is there a registration process we must go through or can we simply prepare the package and submit it to the London address as stated in the EOI?	<p>There is no registration process other than, as noted on the cover page of the EOI, Submissions being addressed to the County of Middlesex with "EOI #ADM-2020-001 - SALE OF DEVELOPMENT LANDS, STRATHROY-CARADOC" marked on the envelope and be submitted to the receptionist at the County Building, 399 Ridout Street North, London, ON N6A 2P1 by 12:00pm on December 10, 2020.</p>

4	Are we able to know who else is bidding for this property?	<p>No.</p> <p>As set out in Section 5, page 6 of the EOI, It is not yet a certainty that the Properties will certainly be sold by County Council and the Properties are not being sold in auction format.</p> <p>As set out on Sections 7-8 of the EOI, the EOI is a value based process with a potential Award (as defined in the EOI) of being deemed by County Council to be the sole party to have an opportunity be able to attempt to negotiate a potential Agreement of Purchase and Sale with the County (subject to Section 5 particulars).</p> <p>Pursuant to Section 239(2)(c)(l) and (k) of the <i>Municipal Act, 2001</i> and as set out in Section 2, Page 4 of the EOI, the matter will be discussed by County Council on December 15, 2020 in closed session with a rise and report to public on information properly made public at that time. For respondents who do not receive an Award, Section 2 confirms that the Administrator will be available between December 16 and 18, 2020, to provide a feedback summary to a Respondent on its own respective submission.</p>
5	How are the submissions evaluated?	<p>In sum, the submissions are reviewed by County Council as set out in Section 2, Page 4. The submissions are evaluated on a Detailed Financial Submission, Proposed Conditions and Timelines, and How the Potential Purchaser Proposes to Use the Property for Community Benefit, as set out in Section 8, page 10 of the EOI. Each category will be weighted as set out in the EOI. Please note, any EOI submissions which do not include the mandatory requirements of this EOI, subject to the doctrine of Substantial Compliance and/or or do not propose the potential purchase of the Properties will be considered non-compliant with this EOI and will not be considered by County Council.</p>
6	What should respondents include in submissions to demonstrate Community Benefit?	<p>That is to be determined completely by any prospective Respondent. County Council has given Respondents the chance to be creative and submit their own ideas as to how they wish to provide a Community Benefit in their potential purchase plans for the Properties. There is no pre-conceived notion of Community Benefit but should County Council decide to proceed with negotiations toward a potential Agreement of Purchase and Sale, it will wish to negotiate with a Party that has demonstrated a quality Community Benefit vision in its submission.</p>