

REQUEST FOR EXPRESSIONS OF INTEREST (RFEOI)

Closing Date: February 15, 2008 2:00 PM CDT

Re: Development and operation of a hotel at Smartpark Research and Technology Park, University of Manitoba, Winnipeg, Manitoba.

Smartpark Development Corporation requests Expressions of Interest (EOI) regarding development of a 70 - 125 room (or such other number as the Proponent suggests) hotel on a 3 acre site located within Smartpark Research and Technology Park at the University of Manitoba.

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Only those Proponents who have completed an EOI Submission will be invited to participate further.

1. Background

Smartpark Development Corporation is a subsidiary corporation of the University of Manitoba with the mandate to develop a designated 100 acres of university land as a research and technology park referred to as "Smartpark". A Site Plan is attached as Schedule "A".

Smartpark's vision is to "Build a Community of Innovators" on the doorstep of the University of Manitoba.

Currently, 20 tenant organizations employ 800 staff in seven different buildings at Smartpark; Smartpark continues to grow and expand. It is an important part of "building a community" to provide certain amenities within the park such as hotel accommodation.

Further information on Smartpark is found at the website:

www.smartpark.ca

The University of Manitoba's Fort Garry Campus comprises 274-hectares with more than 60 major buildings supporting the teaching and research programs of 23 faculties. It is one of Manitoba's largest employers with over 5,000 full and part-time academic and support staff.

The University provides undergraduate and post-secondary graduate education for nearly 27,000 students from September through April and approximately 10,000 students May through August each year, including some 2,400 international students.

The University has an active inter-university sports program. As part of this activity, it hosts numerous games in sports such as football, soccer, volleyball, basketball and hockey at the Fort Garry Campus athletic facilities. A schedule for the 2007-08 season is found at:

<http://www.umanitoba.ca/faculties/phyped/athletics/schedule.shtml>

Several major organizations and agencies also have facilities at the University of Manitoba Fort Garry Campus including the Manitoba Government, Agriculture and Agri-Food Canada and Fisheries and Oceans Freshwater Institute.

Further information on the University of Manitoba can be found at:

www.umanitoba.ca

2. Site Description

The suggested site is Parcel F (see Schedule "A") comprising approximately three acres of fully serviced land. The site is centrally located in the heart of Smartpark. Proponents may suggest an alternative vacant site within Smartpark as a preferred location for the hotel development consistent with the lot plan outlined in Schedule "A".

Smartpark Guidelines for Leaseholders incorporate City of Winnipeg and University of Manitoba requirements for the development of the leasehold lots in Smartpark. The Guidelines are intended to assist Smartpark Leasehold lot holders in the development of facilities that complement the aesthetics of the Park, and The University of Manitoba as a whole. A copy will be made available on request.

3. Submission Requirements

The EOI Submission must include the following:

- a. The name and contact information (address, phone, fax, and email) of the individual who will act as the Proponent's principal contact throughout the EOI process.
- b. Information on the Proponent's team, organizational structure, principal-in-charge, and its members' experience and expertise, including the level of design and construction experience and expertise in delivering projects of this nature;
- c. Information regarding any proposed franchise or brand licence relationships;

- d. Details regarding marketing plans and how the product might differentiate itself from existing hotel brands and franchises along south Pembina Highway in Winnipeg;
- e. Site plan and rendering for the proposed hotel development with a description as to how its architectural design responds to and advances the branding, vision and goals of Smartpark;
- f. A description of the interior hotel design concept and elements; including number, size and type of rooms, and any other amenities;
- g. An outline of the critical phases/milestones of development with required assumptions;
- h. A 10 year projection of the financial return to Smartpark Development Corporation. This may include an annual land lease payment including, but not limited to, a financial return to Smartpark Development Corporation based on a percentage of gross annual sales.

4. General Conditions and Understandings of this Process

- a. All proposals submitted shall remain irrevocable and open for acceptance by Smartpark Development Corporation for a period of not less than sixty (60) days from the closing date.
- b. Smartpark Development Corporation reserves the right to conduct discussions with any Proponent to assure full understanding of the proposals received; proposals will not be opened in public.
- c. Smartpark Development Corporation is neither liable nor responsible for any costs incurred by Proponents in the preparation, submission or presentation of their proposals. All proposals become the property of Smartpark Development Corporation, but shall remain confidential.
- d. An oral presentation or site visit may be required after Smartpark Development Corporation receives the written proposals.
- e. Short-listed Proponents could expect further discussions with Smartpark Development Corporation. Such discussions would not involve material changes to substantive elements of the Proponent's proposal but instead would involve clarification of details pertaining to the business relationship being contemplated by the parties. Nevertheless, Smartpark Development Corporation is not under any obligation pursuant to the RFEOI process to enter in a development arrangement, and reserves the right to terminate and may at its discretion decline further discussion with all or any of the Proponents who have responded.
- f. This is an inquiry only. By submitting an EOI Submission and participating in the process as outlined in this RFEOI, Proponents agree that no contract of any kind is formed under, or arises from this EOI and that no legal obligations will arise.

5. Evaluation of EOI Submissions

EOI Submissions will be evaluated according to the following criteria:

- a. Completeness of the EOI Submission, that is, provision of all of the components identified in section 4;
- b. Expertise and experience of the members of the Proponent's Team;
- c. Strength of the hotel development proposal and any franchised relationships and the proposal's overall fit with the Smartpark branding, vision, goals and program development;
- d. Strength of the design concept including degree of compliance with Smartpark's development requirements;
- e. The proposed financial return to Smartpark;
- f. Other evaluation criteria determined to be relevant during the evaluation process. (The Evaluation Committee will apply the same criteria to the evaluation of all EOI Submissions.)

Key Dates

Release of RFEOI	December 20, 2007
RFEOI Proposal Due Date	<u>February 15, 2008 2:00 PM CDT</u>
RFEOI Review and Conclusion	February 15, 2008 - February 29, 2008

Note: Smartpark Development Corporation reserves the right to adjust the target dates in accordance with these delays.

Please submit four copies in a sealed envelope to the attention of:

Alan Simms
President, Smartpark Development Corporation
202 Administration Building
University of Manitoba
Winnipeg, Manitoba
R3T 2N2

Inquiries may be made to Mr. Simms at 474-8758 or alan_simms@umanitoba.ca.

Schedule "A"



SmartPark

Chancellor Matheson Road

Service St. 4NW

3NW

Parcel B

Technology Trail

Parcel R

One R.R.

Research Road

135 I.D.

137 I.D.

Innovation Drive

Cangene

Innovation Drive

RCFFN

Parcel D

Parcel E

Monteris

Parcel F

Parcel G

CIC/ITC



UNIVERSITY OF MANITOBA

SmartPark



Physical Plant Department
89 Freedman Crescent Winnipeg, MB