



County Council

Meeting Date: November 9, 2021

Submitted by: Colin Heise, Commander of Professional Practice, Middlesex-London Paramedic Service

SUBJECT: REQUEST FOR PROPOSAL FOR DESIGN/BUILD-TO-SUIT
LEASE FOR A DOWNTOWN LONDON STATION

BACKGROUND:

Middlesex London Paramedic Service currently operates out of a leased premises located at 340 Waterloo Street, London Ontario. The Waterloo station facility does not meet operational requirements of Middlesex-London Paramedic Service for the long term. The existing station lease is set to expire on April 30, 2023.

Middlesex-London Paramedic Service issued a Request for Proposal on August 17, 2021 on the Middlesex County bids and tenders website for a Design/Build-To-Suit Lease for an ambulance station located in the downtown London area.

ANALYSIS:

One proponent (York Developments Inc.) responded to the Request for Proposal and submitted a bid to enter into an agreement with Middlesex County and Middlesex-London Paramedic Service to provide a Design/Build-To-Suit Lease for an ambulance station located at 180-182 Simcoe Street London, Ontario.

The building will have a two-story configuration consisting of the main entry area (vestibule), storage area and 5 ambulance bays (double long), flex office space, crew rest areas and washrooms. The proposed building is approximately 10,000 square feet in size.

Areas of respondent qualification included expertise of the team, experience with projects of similar size and complexity, approach to design concept (including quality of materials and construction compatible with recently build MLPS stations), approach to timing control and schedule, approach to cost certainty and fees.

The Request for Proposal requested a proposed pricing model for the County as lease holder and Middlesex-London Paramedic Service as tenant for which a single pre-determined, stipulated or fixed lease rate for a twenty (20) year term plus two additional five (5) year renewal options at the election of the County following the twenty year term is the only compensation owing to the Design/Build Contractor.

The proponent submitted the following lease rates, based upon a 10,000 square foot building, for the twenty (20) year term with two additional (5) five year renewal options in the proposal response document:

<u>LEASE PERIOD</u>	<u>MONTHLY LEASE RATE</u>	<u>ADDITIONAL COST</u>
YEAR ONE (1)- YEAR FIVE (5)	\$ 26,541.67	\$ NA
YEAR SIX (6) – YEAR TEN (10)	\$ 26,541.67	\$ NA
YEAR ELEVEN (11)- YEAR FIFTEEN(15)	\$ 26,541.67	\$ NA
YEAR SIXTEEN(16) – YEAR TWENTY(20)	\$ 26,541.67	\$ NA

<u>LEASE PERIOD</u>	<u>MONTHLY LEASE RATE</u>	<u>ADDITIONAL COST</u>
OPTION PERIOD 1 (at election of County) – 5 YEARS	\$ 27,868.75	\$ NA
OPTION PERIOD 2 (at election of County) – 5 YEARS	\$ 29,262.19	\$ NA

Middlesex-London Paramedic Service, after reviewing the qualification criteria and proposal response document submitted by the proponent, is recommending the RFP award be made to York Developments Inc.

ALIGNMENT WITH STRATEGIC FOCUS:

This report aligns with the following Strategic Focus, Goals, or Objectives: Promoting Service Excellence. Middlesex-London Paramedic Service continues to review service performance as well as current and future needs to ensure that Middlesex-London Paramedic Service is resourced properly to make certain that the citizens of Middlesex County and the City of London continue to receive excellent care.

RECOMMENDATION:

That Middlesex County Council authorize and direct the Chief Administrative Officer and the Chief of Middlesex-London Paramedic Service to execute a contract with the successful proponent.