



# Request for Proposals (RFP)

## Operation of a Skate Sharpening Business at Joe Byrne Memorial Stadium

The Town is seeking proposals from qualified proponents interested in operating a skate sharpening business from Joe Byrne Memorial Stadium. This opportunity is intended to provide a convenient skate sharpening service for stadium users while ensuring safe, reliable, and professional operations that align with all applicable requirements.

### Opportunity Overview

The successful proponent will be permitted to operate a skate sharpening business within Joe Byrne Memorial Stadium, subject to the terms and conditions established by the Town. The rental fee will be determined on a percentage basis, to be negotiated with the successful proponent, and will include heat and light.

### Proponent Responsibilities

- Comply with all applicable provincial legislation, regulations, codes, permits, and licensing requirements relevant to the operation of the business.
- Operate only during the hours that Joe Byrne Memorial Stadium is open to the public or otherwise authorized by the Town.
- Be fully responsible for any mechanical, electrical, equipment, installation, startup, maintenance, and other operational requirements necessary to establish and run the business.

- Provide and maintain all equipment, supplies, staffing, insurance, and approvals required for the safe and effective delivery of skate sharpening services.
- Be responsible for all day-to-day business duties and obligations associated with operating the service.
- Maintain the assigned space in a clean, safe, and professional manner at all times.

## Proposal Submission Requirements

Proposals should clearly demonstrate the proponent's ability to operate the service successfully and should include, at a minimum, the following:

- Business name, contact information, and background of the proponent.
- Description of relevant experience operating a skate sharpening or similar service business.
- Overview of the proposed operating plan, including staffing, equipment, and customer service approach.
- Confirmation of the proponent's ability to meet all provincial regulatory and safety requirements.
- Description of any mechanical or electrical work, equipment, or setup required to commence operations.
- Proposed percentage-based rental arrangement or financial proposal for the Town's consideration.
- Proof of insurance or confirmation of ability to obtain required insurance coverage prior to commencement.

## Evaluation and General Terms

The Town will evaluate proposals based on the proponent's experience, operational approach, demonstrated ability to meet all regulatory and facility requirements, and the overall benefit of the proposal to the stadium and its users. The Town reserves the right to accept or reject any or all proposals, to request additional information from proponents, and to negotiate final terms with the preferred proponent.

## Submission Details

Proposals must be submitted no later than July 2, 2026, to Town of Grand Falls-Windsor procurement officer via email or drop off in person. The packaged bid should be sealed and highlight Stadium Skate Sharpening on the outside.

Corwin Greenham  
Procurement Clerk  
1-3 Bayley Street  
Town of Grand Falls-Windsor  
Ph# 709-209-3206  
purchasing@townofgfw.com

The Town looks forward to receiving proposals that will enhance the services available at Joe Byrne Memorial Stadium and provide a valuable amenity for arena users.