



Grand Falls-Windsor
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REQUEST FOR PROPOSALS (RFP)

RFP# 2026-001

Commercial Retail Property Development Opportunity

Scott Avenue Location

Situated north of the westbound on-ramp to the Trans-Canada Highway

Town of Grand Falls-Windsor

Issue Date: July 7, 2026

Town of Grand Falls-Windsor

5 High Street, Grand Falls-Windsor NL A2A 2J8

Request for Proposals Closing Date: August 7, 2026, at 2:00 PM

It is the sole responsibility of the Proponent to submit their proposal by this date in the format outlined in the document

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1.0. INTRODUCTION

The Town of Grand Falls-Windsor invites qualified proponents to submit proposals for the development of a strategically located commercial retail site situated within one of the Town's key future growth areas.

The Town is currently undertaking a municipal planning amendment and rezoning process to accommodate future commercial development on the site and is pursuing acquisition of the provincially owned land for this purpose. The sale of the land to the successful proponent will be subject to the completion of the required planning approvals, land acquisition process, and any other regulatory approvals deemed necessary by the Town.

The successful proponent will have the opportunity to purchase the amount of land required to accommodate their proposed development. Site assessment work for the property may be carried out upon the issuing of the License To Occupy (LTO) by Crown Lands.

The proposed commercial retail site will be accessed from Scott Avenue. The site occupies a highly visible location north of the westbound on-ramp to the Trans-Canada Highway and benefits from excellent exposure to both local and regional traffic.

The commercial retail parcel is located adjacent to Town owned lands that have been identified within the Town's long-term planning initiatives as a potential location for a conceptualized community and recreational complex. While no funding approvals have been secured and no decision has been made regarding the construction of such a facility, the lands have been reserved to preserve the opportunity for future consideration as community needs and funding opportunities evolve.

The broader area has also been identified as a key growth area for future commercial, recreational, hospitality, and residential development. As development occurs, the area has the potential to become a significant destination within the community, benefiting from its strategic location adjacent to the Trans-Canada Highway and its proximity to existing and future residential neighbourhoods.

Grand Falls-Windsor continues to serve as the primary service centre for Central Newfoundland and is strategically located at the centre of the Island along the Trans-Canada Highway. The community supports a diverse regional economy and continues to benefit from activities associated with mining, renewable energy, healthcare, education, retail, tourism, and regional services.

This site represents a unique opportunity for private sector investment in a highly visible location within one of the Town's planned growth areas. The Town welcomes innovative proposals that will contribute to the long-term commercial development of the area and enhance the services available to residents and visitors throughout the region.

2.0. BACKGROUND

The Town of Grand Falls-Windsor is seeking innovative and high-quality commercial development proposals that will contribute to the long-term economic growth of the community and enhance the range of services available to residents and visitors throughout Central Newfoundland.

This Request for Proposals is intended to identify private sector partners interested in developing a strategically located commercial property located adjacent to the Trans-Canada Highway within one of the Town's planned growth areas. The Town is seeking development concepts that maximize the economic potential of the property while complementing existing and future development within the surrounding area.

Grand Falls-Windsor serves as the primary service centre for Central Newfoundland and supports a diverse regional economy that includes healthcare, education, government services, retail, tourism, mining, forestry, and renewable energy. The Town continues to attract residents, businesses, and visitors from across the region and is committed to supporting sustainable commercial growth.

The Town welcomes innovative proposals that create employment opportunities, expand the local tax base, increase commercial services available to residents and visitors, and strengthen Grand Falls-Windsor's role as a regional destination.

Proponents are encouraged to submit creative development concepts that align with the overall objectives of the Town. Proposals may include destination retail, hospitality, office, entertainment, or other commercial developments that demonstrate long-term economic viability and community benefit.

The property boundary shown in Appendix A is provided to identify the general area available for development. Proponents are encouraged to propose the land area, site layout, access configuration, and development concept they believe best utilizes the site and achieves the objectives of this Request for Proposals.

The Town is seeking development partners that can demonstrate financial capacity, development experience, and a commitment to delivering a high-quality project that will contribute positively to the community for many years to come.

3.0. DEFINITIONS

Throughout this Request for Proposal (RFP), the following definitions will be used:

“Addenda” or **“Addendum”** means all additional information regarding this RFP including amendments to the RFP.

“Agreement” or **“Contract”** means a contract that is issued to formalize the Work with the successful Proponent based on the Proposal submitted and incorporate by reference the Request for Proposal, any Addenda issued, the Proponent’s response and acceptance by the Town of Grand Falls-Windsor.

“Town of Grand Falls-Windsor” or **“Town”** means the Municipality of Grand Falls-Windsor and any person authorized to act for or on behalf of with respect to any matter under this Request for Proposal.

“Town’s Project Manager” means the Town of Grand Falls-Windsor’s Manager of Economic Development and their **delegate** appointed in writing or other persons appointed by the Town of Grand Falls-Windsor.

“Developer” means the person(s), firm(s) or corporation(s) appointed by the Town to carry out all duties, obligations, Work and Services first contemplated in the Request for Proposal and all **associated** documentation, which may also include mutually agreed revisions subsequent to submission of a proposal.

“Evaluation Team” means those **persons** appointed by the Town to evaluate the Proposals in accordance with the proposal evaluation criteria as set out in section 11.0.

“Must”, “Shall”, or “Mandatory” means a requirement that must be met in order for a proposal to receive **consideration**.

“Proponent” means an entity that **submits** a proposal.

“Proposal” means a proposal **submitted** by a Proponent in response to this Request for proposal.

“Request for Proposal” or **RFP**” means the solicitation described in this document, including any attached or **referenced** appendices, schedules and addenda.

“Services” means and includes the provision by the successful Proponent of all services, duties and expectations as further described in this Request for Proposals.

“Should” or **“May”** means a requirement having a significant degree of importance to the objectives of the **Request** for Proposals but is not a **Mandatory** requirement.

“Successful Proponent” means the Proponent selected by the Evaluation Team to enter into negotiations for a Contract.

“Work” means and includes anything and everything required to accomplish the project in **accordance** with this Request for Proposals.

4.0. DEVELOPMENT SITE DESCRIPTION

- **Location:** Scott Avenue, Grand Falls-Windsor, NL, adjacent to the westbound on-ramp to the Trans-Canada Highway.
- **Zoning:** The property is currently subject to a municipal planning amendment and rezoning process to Commercial Highway intended to accommodate future commercial development.
- **Size:** Approximately 15.0 to 20.0 acres. See Appendix A. The final parcel size may vary depending on the development concept proposed by the successful proponent and the outcome of the land acquisition process.
- **Ownership:** Provincially owned land currently being pursued by the Town of Grand Falls-Windsor for acquisition.
- **Utilities:** Municipal water and sewer infrastructure is located within the general area. Electricity and telecommunications services are nearby. Proponents shall satisfy themselves as to servicing requirements, capacities, and connection locations.
- **Access:** Primary access is proposed from Scott Avenue. Future access opportunities may be available as surrounding lands develop.

5.0. PRIORITY DEVELOPMENT

The Town of Grand Falls-Windsor is seeking innovative commercial development proposals that will maximize the economic potential of the site and contribute to the long-term growth of the community.

Proponents are encouraged to submit development concepts that:

- Create a destination that attracts residents and visitors to the area.
- Generate sustainable employment opportunities.
- Expand the commercial and service offerings available within Grand Falls-Windsor and the surrounding region.
- Increase the municipal assessment and tax base.
- Complement existing and conceptualized residential, commercial, recreational, and institutional development within the area.
- Demonstrate a high-quality site design, building design, and overall development concept.
- Support the Town's vision for long-term economic growth and investment.

Examples of development concepts that may be considered include, but are not limited to:

- Destination retail developments
- Hospitality and accommodation developments
- Restaurants and food service establishments
- Professional office developments
- Entertainment and recreational commercial uses
- Mixed-use developments
- Commercial service developments
- Other innovative commercial developments that align with the objectives of this Request for Proposals.

The Town encourages proponents to submit comprehensive development concepts that maximize the potential of the site and demonstrate long-term economic viability. Proponents may propose development of all or a portion of the available lands and may identify opportunities for phased development where appropriate.

6.0. INSTRUCTIONS TO PROPONENTS

6.1. Submission Requirements

As Outlined in Section 10.0

6.2. Incentives and benefits:

While the Town of Grand Falls-Windsor reserves the right to negotiate incentives with developers that are project specific, no representations are made as part of this RFP that such incentives will be provided to any developer now or in the future.

6.3. Site Visit:

This RFP does not permit any site assessment work, other than observational. Since this is an area for which the Town is currently applying for a License to Occupy (LTO) from Crown Lands, no unauthorized access to the property will be allowed at this time.

Proponents interested in a site visit are to notify the Town of Grand Falls-Windsor.

6.4. Evaluation Criteria and Scoring Matrix

All proposals will be evaluated according to the matrix in Appendix B

6.5. Submission Instructions

Proposals must be submitted with three (3) hard copies plus and electronic copy (thumb drive acceptable) to:

Corporate Services
Town of Grand Falls-Windsor
5 High Street, Grand Falls-Windsor, NL A2A2J8
tenders@townofgfw.com
Attention: Commercial Retail Development

Closing Date: August 7, 2026, 2:00PM NDT

Late submissions will not be accepted, and extensions will not be granted

6.6. Terms and Conditions

As described in Section 7.0.

6.7. Questions and Inquiries

All questions and inquiries related to this RFP shall be directed in writing to:

Lawrence Ducey, Manager of Economic Development
lducey@townofgfw.com

Information received from any other person may be inaccurate and not relied upon.

Questions are to be submitted in writing before the end of business day on **August 5th, 2026** (4:30 pm NST). The Town reserves the right to not answer questions after this date.

If a change or additional information is warranted, the Town's response will be communicated to all Proponents by means of written Addenda issued by the Community Services Department prior to the closing date and time.

The Town will attempt to respond to all reasonable inquiries but reserves the right not to respond to inquiries. Proponents finding discrepancies or omissions in the RFP documentation or having doubts as to the meaning or intent of any provision should immediately notify the contact person listed above. If the Town determines that an amendment is required to this RFP, the Community Services Department will issue an addendum, and such an addendum will be sent to all proponents that have received a copy of the RFP.

Only written correspondence will affect or modify the terms of this RFP or may be relied upon by the Proponent.

6.8. Addenda

Each addendum will be incorporated into and become part of the RFP Document. No amendment of any kind to the RFP is effective unless it is contained in a written addendum issued by the Corporate Services Department. Upon submitting a proposal submission, Proponents will be deemed to have received notice of all addendums via email.

6.9. Proponent Expenses

Proponents are solely responsible for their own expenses in preparing and submitting a proposal.

6.10 No Obligation

This RFP is not a tender and does not commit the Town in any way to select a leading Proponent or to proceed to negotiations for a Contract, or to award a Contract to any leading Proponent, and the Town reserves the right at any time to reject all proposals, terminate this RFP process and, if the Town elects, obtain or proceed with obtaining the Services in some other manner, including by advertising for new proposals.

6.11. No Claims

The Town and its representatives, agents, consultants and advisors will not be liable to any Proponent for any claims, whether for costs, expenses, losses or damages, or loss of anticipated profits, or for any other matter whatsoever, incurred by the Proponent in preparing and submitting a proposal, or participating in negotiations for a Contract, or other activity related to or arising out of this RFP.

6.12. Liability for Errors

While the Town has used considerable effort to ensure an accurate representation of information in this RFP, the information contained is supplied solely as a guideline for Proponents. The information is not guaranteed or warranted to be accurate by the Town, nor is it necessarily comprehensive or exhaustive. Nothing in this RFP is intended to relieve the Proponent from forming their own opinions and conclusions with respect to the land referenced in this RFP for development.

6.13. Changes to RFP Document

Proponent(s) must not alter any portion of this RFP documents, with the exception of adding the information requested. To do so will invalidate the submission of its proposal.

6.14 Changes to the Proposal Wording and Document

The Proponent will not be allowed the opportunity to change the wording or content of its proposal after closing and no words will be added to the proposal, including changing the intent or content of the presentation of the proposal, unless requested by the Town (e.g. minor clarifications).

6.15. Insurance Requirements

The Proponent, at the reasonable request of the Town, will provide to the Town evidence of all required insurance in a form acceptable to the Town, within five (5) working days of such a request. No Contract will be awarded to any Consultant who cannot meet the insurance requirements.

6.16. Working Language

The working language of the Town is English, and all proposals must be submitted in English.

6.17. Proposal Opening

Proposals **will not** be opened in Public.

7.0. RFP GENERAL TERMS AND CONDITIONS

7.1. Conflict of Interest

By submitting a proposal, the Proponent warrants that neither it nor any of its officers or directors, or any employee with authority to bind the Proponent, has any financial or personal relationship or affiliation with any elected official or employee of the Town or their immediate families which might in any way be seen by the Town to create a conflict.

7.2. Laws, Regulations and Permits

This RFP and any agreement formed shall be governed by and construed in accordance with the laws of the Province of Newfoundland and Labrador which shall be deemed to be the proper law hereof and in so doing shall have exclusive jurisdiction to determine all disputes and claims arising out of or in any way connected with this RFP or any contract.

The Developer shall give all notices required by law and shall comply with all laws, acts, ordinances, rules and regulations relating to or affecting neighborhood collectors, minor collectors & local roads. If any permits, authorizations, approvals or licenses from any government or governmental agencies are necessary or desirable for the prosecution of any agreement that results from this RFP they shall be obtained at the Proponent's expense.

7.3. Withdrawal of Proposals

The Proponent may withdraw their proposal at any time prior to the proposal closing time by submitting a written withdrawal letter to Lawrence Ducey, Manager of Economic Development via email to:

tenders@townofgfw.com

7.4. Acceptance and Rejection of Proposals

This RFP is not an agreement to purchase goods or services. The Town is not bound to enter into a Contract with any Proponent. The Town reserves the right to:

- Not accept any proposal in response to this RFP.
- To reject any and all proposals, including without limitation the lowest priced proposal, even if the lowest priced proposal conforms in all aspects with the RFP.
- To reject any proposal at any time prior to execution of a Contract.
- To reject proposals which are incomplete, conditional or obscure or erasures or alterations of any kind.
- To waive immaterial defects and minor irregularities in any proposal, to request clarification and/or additional information, and to negotiate modification of any proposal.
- To assess the ability of the Proponent to perform the Contract and reject any proposal where, in the Town's sole estimation, the personnel and/or resources of the Proponent are insufficient.

7.5. Right to Cancel the RFP Process

The Town reserves the right in its sole discretion to postpone or cancel this RFP process at any time and may, in its discretion, elicit offers from other parties (whether or not such parties have responded to this RFP) or engage in another procurement process, including re-issuing a substantially similar RFP or negotiating with any party if:

- A suitable Proponent has not been selected by Council
- Contract agreement negotiations have not been reached within a reasonable time as solely determined by the Town.

7.6. Litigation Clause

The Town may, in its absolute discretion, reject a proposal submitted by Proponents if the Proponent, or any officer or director of the Proponent is or has been engaged either directly or indirectly through another corporation in a legal action against the Town, its elected or appointed officers and employees in relation to:

- Any other contract for work or services; or
- Any matter arising from the Town's exercise of its powers, duties or functions under the Local Governance Act for another enactment; within five years of the date of this Request for proposal.

In determining whether to reject a proposal under this clause, the Town will consider whether the litigation is likely to affect the Proponent's ability to work with the Town, its consultants and representatives and whether the Town's experience with the Proponent indicates that the Town is likely to incur increased staff and legal costs in the administration of this Contract if it is awarded to the Proponent.

7.7. Access to Information & Protection of Privacy Act (ATIPP)

The contents of the proposal are subject to the Access to Information and Protection of Privacy Act (ATIPP). The Proponent should note within its proposal whether it considers any part of the proposal as proprietary or a trade secret. The Town attempts to keep, to the best of its ability, proprietary or trade secret material confidential, only to the extent permitted by law.

Notwithstanding the foregoing, the Town has the sole discretion in determining whether any part(s) of Proponent proposals contain information that is exempt from ATIPP legislation.

7.8. Ownership of Proposals

All proposals submitted, other than any proposal withdrawn prior to the opening of proposals or any late proposals, become the property of the Town and will not be returned to Proponents.

7.9. Debriefing

Proponents may request a debriefing which may be made available at the Town's convenience and must be made within fifteen (15) calendar days of notification of award. The intent of the debriefing information session is to aid the Proponent in presenting a stronger proposal in subsequent procurement opportunities. Any debriefing provided is not for the purpose of providing an opportunity to challenge the procurement process. The Town will provide a debriefing upon request, after Contract award has been completed.

8.0. PROJECT TIMELINES

While the Town of Grand Falls-Windsor has not established a definitive timeline for completion of these developments, proposals that have an onsite construction start date for the mandatory phase of construction within 18 months from contract award will score higher when evaluated.

9.0. PROPOSAL FORMAT

This section describes the expectations for proposal formatting. Any proposal submitted should be in general alignment with these expectations to facilitate comparative evaluation. Through the information provided in your proposal, the Town expects to gain an in-depth understanding of a Proponent's experience, capabilities, and the capacity to complete the development of this property as outlined in this document.

9.1. Cover Letter

Provide a single-page cover letter that includes the name, address, telephone number, and title and signature of the Proponent's contact person for this proposal.

9.2. Mandatory Requirements

Proposals **must include** the following information:

- **Development Concept** including a detailed description of the proposed use(s), site layout, massing, and architectural vision
- **Site Plan and Renderings** (conceptual)
- **Project Timeline**
- **Pro Forma Financial Summary** and evidence of financing capability
- **Experience and Qualifications** of Development Team
- **Community Benefits** and alignment with Town goals
- **Environmental Sustainability** strategies
- **Proposed Purchase Price and Timeline** with the Town's Land Sale Policy (PWD-3) being a minimum price point

10.0. PROPOSAL EVALUATION CRITERIA & SCORING MATRIX

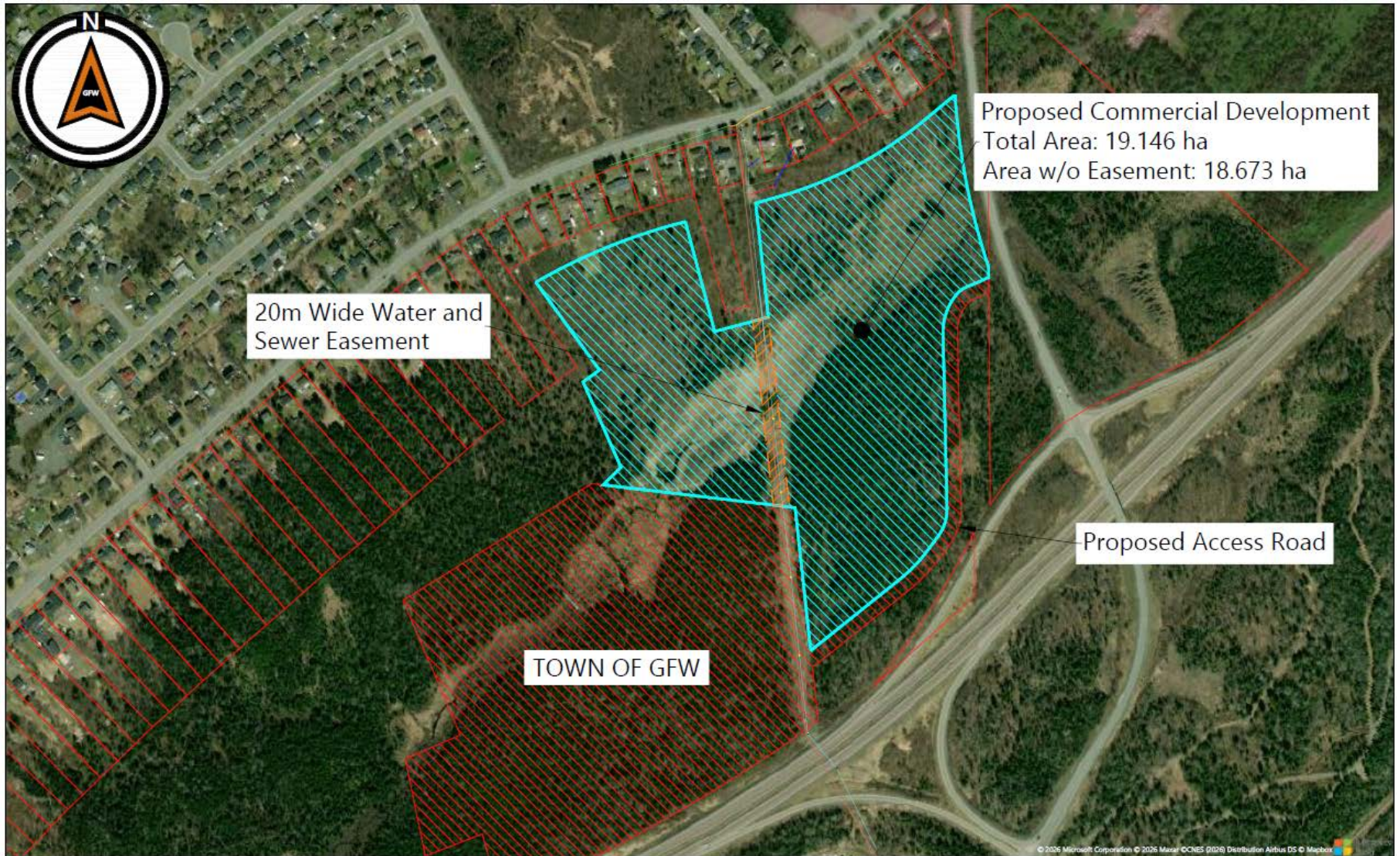
The Town will evaluate each proposal submitted based on how well the Proponents respond to the requirements of the RFP. Each submission will be assessed using the Evaluation Criteria in Appendix C and the Scoring Matrix in Appendix D.

The Evaluation Team may apply the evaluation criteria on a comparative basis, evaluating the proposals by comparing one Proponent's proposal to another Proponent's proposal. The Evaluation Team will not be obligated to select any proposal submitted.

The weighting listed with the Evaluation Criteria indicate the relative weighting anticipated by the Town and is shown to give general guidance to Proponents in the preparation of proposals. The Evaluation Criteria will be applied to all proposals fairly and without bias to any Proponent or proposal and the same criteria and weightings will be applied to all proposals.

The Evaluation Team reserves the right to not complete a detailed evaluation of a proposal if the Evaluation Team concludes, having undertaken a preliminary review of the proposal, that the Proponent or proposal is not in contention.

Appendix A: Parcel of Land Available for Destination Commercial Retail Development (For Illustration Purposes Only)



Appendix B: Location of Parcel of Land Available for Destination Commercial Retail Development (For Illustration Purposes Only)



Appendix C: Evaluation Criteria

Destination Retail Land Development Evaluation Criteria – Town of Grand Falls-Windsor

Evaluation Criteria	Description	Weight (%)	Score (1–10)	Weighted Score
1. Alignment with Priority Uses	Strength of proposal in addressing the key use: Destination Retail.	25%		0
2. Developer's Experience	Proven experience in completing similar commercial projects including financial standing of developer, access to capital, and sustainability of financing plan	25%		0
3. Purchase Price & Timeline	Purchase price of the property and the timeline for purchase ("as developed", "all-in", etc.) including realism and feasibility of development timeline; readiness to begin and complete project	25%		0
4. Design & Quality of Proposal Presentation	Overall quality, clarity, and professional standards of the proposal	15%		0
5. Community & Economic Impact	Anticipated benefits to the Town of Grand Falls-Windsor.	10%		0
Total		100%		0

Appendix D: Scoring Matrix

Destination Retail Land Development Scoring Matrix – Town of Grand Falls-Windsor

Proposals will be evaluated using a two-step procurement bidding procedure whereby the Technical and Bid for Land responses will be submitted electronically in two separate PDF documents with the Bid for Land being password protected.

Proponents will be evaluated on the technical proposal prior to the opening and evaluation of the Bid for Land responses as detailed below. The Town will request the password from the proponent to open the Bid for Land PDF. The table above outlines the scoring criteria:

Quality of Response	Response Rating
Excellent. Meets and exceed all requirements	1.0
Very good; meets all requirements	0.9
A sound response; fully meets most of requirements	0.8
Acceptable; exceeds basic requirements	0.7
Acceptable at a minimum level, meets basic requirements	0.6
Barely meets basic requirements	0.5
Falls short of meeting basic requirements	0.4
Exceedingly short of basic requirements	0.3
Does not address our needs	0.2
Information provided but unacceptable	0.1
The response is completely unacceptable, or the information is missing altogether	0

In the case of a tie when the combined score results in a score of equal value, the deciding factor will be the technical score. If a tie still exists, the evaluation team will call a meeting with the Proponents that are in a tie; the Proponents are to do a presentation on their approach to completing this project. This presentation will be scored using a point total of ten (10) points to declare the preferred Proponent.