

Request for Proposals

Port of Long Pond

Redevelopment Strategy

April 25, 2024

Background

The Long Pond Harbour Authority Inc. was formed in 1999 to investigate the long-term potential for recreational and commercial development and activity for the Harbour in Conception Bay South. The Port was divested by the federal government to the Long Pond Harbour Authority Inc. (LPHA) on March 30, 2013 which now owns and operates the Port. As part of its divestiture, Transport Canada provided the Port Authority with funding to be used for maintenance on the original assets over a 25-year period.

In October 2014 the LPHA initiated a study to prepare a Port Development Plan for the PLP. Project consultants developed a plan based on a logical and rational approach that assessed what was realistically feasible for the LPHA based on the market conditions at that time. The study concluded before the LPHA can effectively pursue or even respond to business opportunities, the functionality of the Port needs to be improved. Without this, the Port would not be in position to react to business opportunities quickly and effectively or attract new businesses. Future port developments should be tied to specific business development opportunities that provide sufficient revenue and/or economic development potential to warrant a positive return on investment for the Port and/or the Town of Conception Bay South.

The LPHA has now identified a potential opportunity in the area of 3D underwater construction printing. This innovative technology could be developed to address shoreline erosion and serve as the novel revenue-generating opportunity the Port has been seeking. The LPHA views it as an opportunity for the Port to attract the funding and partners necessary to generate new investment in infrastructure and grow business at the Port.

Study Objectives

The LPHA is requesting proposals from qualified consultants to support the LPHA as it develops a framework for determining the commercial feasibility of redeveloping the Port of Long Pond (PLP or the Port) to meet growing demands from local industrial users. A key component of the redevelopment plan is to determine the feasibility of attracting a new anchor tenant in 3D underwater construction printing.

The objective of the study is to evaluate the commercial feasibility and viability of investing in the further development and expansion of marine and shore-based infrastructure at the Port of Long Pond. Investments at the Port (e.g. wharfage, dredging, buildings, site infrastructure, land acquisition, etc.) must be evaluated against measures of viability. The Port wants to actively support clients in existing and targeted sectors with investments in infrastructure that support enhanced storage, transshipment,

berthing space, dockside services, port electrification and marshalling space for mining, fisheries, oil transshipment, offshore oil exploration and extraction, manufacturing, tourism, and other identified sectors.

Secondary objectives include:

- Developing a phased approach to match potential investment opportunities;
- Estimating the capital costs associated with a phased approach to Port renewal and expansion;
- Determining the market viability of 3D Underwater Construction Printing;
- Determining the technical requirements for 3D Underwater Construction Printing along with likely business structure;
- Determining the infrastructure required at the Port for 3D Underwater Construction Printing;
- Determine the financial feasibility of a Port re- development business plan incorporating innovative 3d underwater construction printing as a core business at the Port.

Scope of Work

Determining commercial feasibility of investing in the Port improvements will require tying together all aspects of the business (e.g. financial requirements, infrastructure and technological requirements, marketing and management). The study will involve building on the Port's existing infrastructure, available services and client base and expand those offerings with the introduction of 3D underwater construction printing. The study must include potential product and service offerings and, in particular, an evaluation of services based on market expectations of service levels, and competition.

The technical requirements of the facilities and equipment must be sourced from work undertaken to date and by additional conceptual engineering (including associated scheduling, technical oversight and cost estimating).

In addition, a financial analysis of the proposed operation, including capital costs, operating cost structure, capitalization, and cash flow requirements will be required. All components of the study must be undertaken in direct consultation with the client.

Managerial Proposal

Managerial considerations for the project including the experience of the project management team and subject matter expertise must be included in the proposal. Detailed corporate and individual resumes are required.

Deliverables

A completed report must be submitted that includes the findings of the study, estimates for capital and operational expenditures, recommendations, and timelines. A presentation will be required.

Proposal Evaluations

Proposals will be evaluated on the relevant technical expertise of the study team and planned scope of work. Lowest cost proposal may not be considered.

There will be no payment for the preparation and submission of proposals for this project.

Closing Date

Proposal must be delivered to Port of Long Pond Harbour Authority by noon Friday May 3rd, 2024.

Address

Proposals should be submitted to the attention of Captain Mark Turner,

markturner@portoflongpond.ca