

File No.: 04-1000-20-2018-277

October 24, 2018

s.22(1)

Dear \$ 22(1)

Re: Request for Access to Records under the Freedom of Information and Protection of Privacy Act (the "Act")

I am responding to your request of May 18, 2018 for:

- 1. Records related to the RFP and RFQ bidding process for the modular housing units in Marpole, <a href="http://vancouver.ca/news-calendar/temporary-modular-housing-approved-for-marpole.aspx">http://vancouver.ca/news-calendar/temporary-modular-housing-approved-for-marpole.aspx</a> including the full text of the RFP and RFQ bid request, as well as the bids, and the final awarded contract; and
- 2. Records of the contract along with the approval if the design and construction was a sole-sourced contract.

Date Range: July 1, 2016 to May 18, 2018.

All responsive records are attached. Some information in the records has been severed, (blacked out), under s.17(1), s.21(1), and s.22(1) of the Act. You can read or download these sections here: <a href="http://www.bclaws.ca/EPLibraries/bclaws">http://www.bclaws.ca/EPLibraries/bclaws</a> new/document/ID/freeside/96165 00

Under section 52 of the Act you may ask the Information & Privacy Commissioner to review any matter related to the City's response to your request. The Act allows you 30 business days from the date you receive this notice to request a review by writing to: Office of the Information & Privacy Commissioner, info@oipc.bc.ca or by phoning 250-387-5629.

If you request a review, please provide the Commissioner's office with: 1) the request number assigned to your request (#04-1000-20-2018-277); 2) a copy of this letter; 3) a copy of your original request for information sent to the City of Vancouver; and 4) detailed reasons or grounds on which you are seeking the review.

Please do not hesitate to contact the Freedom of Information Office at <a href="mailto:foi@vancouver.ca">foi@vancouver.ca</a> if you have any questions.

Yours truly,

Barbara J. Van Fraassen, BA **Director, Access to Information & Privacy** 

Barbara.vanfraassen@vancouver.ca 453 W. 12th Avenue Vancouver BC V5Y 1V4 Phone: 604 .873.7999 Fax: 604.873.7419

Encl.

:kt

# REQUEST FOR QUALIFICATIONS ("RFQ") No.PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

## **AMENDMENT No. 1**

## RE: CLOSING DATE CHANGED TO FEBRUARY 26, 2016

Currently Reads:

#### **COVER PAGE**

Responses are to be addressed and delivered to the Vancouver Affordable Housing Agency (the "Housing Agency"), C/O: City of Vancouver, 453 West 12<sup>th</sup> Avenue, Vancouver, British Columbia, Canada, V5Y 1V4, (Courier Delivery and Drop Off is at the Information Desk, Main Floor Rotunda of the same address) and should be received prior to 3:00 p.m., February 19, 2016 Vancouver Time (as defined in Note 3 below), on (the "Closing Time").

## Please Change to:

### **COVER PAGE**

Responses are to be addressed and delivered to the Vancouver Affordable Housing Agency (the "Housing Agency"), C/O: City of Vancouver, 453 West 12<sup>th</sup> Avenue, Vancouver, British Columbia, Canada, V5Y 1V4, (Courier Delivery and Drop Off is at the Information Desk, Main Floor Rotunda of the same address) and should be received prior to 1:00 p.m., February 26, 2016 Vancouver Time (as defined in Note 3 below), on (the "Closing Time").

All other conditions and specifications remain unchanged.

This amendment is to be completed, and attached to your Proposal form.

AURORA CASCADE ENT. LTD
NAME OF VENDOR
Kym Vetex
SIGNATURE OF AUTHORIZED SIGNATORY
February 26, 2016
DATE

# REQUEST FOR QUALIFICATIONS ("RFQ") No.PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

## **AMENDMENT No. 2**

RE: SCHEDULE 6 - PRICING PROFORMA, Table 5

Please change to:

Table 5: Sample Pricing for Project Type 2

## ~Edited for Amendment No. 2~

Type of Product or Description of Product	Unit of Measurement	Units	Sample Price for 250 Units	Sample Price for 500 Units	Sample Price for 1000 Units
Construction of Prefabricated Modular Housing Units	Per Square Foot	s.21(1)			
Delivery of Prefabricated Modular Housing Units	Total Price				
Installation of Prefabricated Modular Housing Units including foundations	Total Price				
Plumbing works including any necessary connection to outside services	Total Price				
Installation of sprinklers and sprinkler connections to outside	Total Price				

services				
Electrical work including the connection to outside services, supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors	Total Price	s.21(1)		
Construction of a communal amenity area	Total Price			
Demobilization	Total Price			
Price before GST or other taxes	applicable			

All other conditions and specifications remain unchanged.

This amendment is to be completed, and attached to your Proposal form.

AURORA CASCADE ENT. LTD

NAME OF VENDOR

SIGNATURE OF AUTHORIZED SIGNATORY

February 26, 2016

DATE



## REQUEST FOR QUALIFICATIONS NO. PSVAHA2016-01 (the "RFQ") IN RESPECT OF SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

Responses are to be addressed and delivered to the Vancouver Affordable Housing Agency (the "Housing Agency"), C/O: City of Vancouver, 453 West 12<sup>th</sup> Avenue, Vancouver, British Columbia, Canada, V5Y 1V4, (Courier Delivery and Drop Off is at the Information Desk, Main Floor Rotunda of the same address) and should be received prior to 1:00 p.m., February 26, 2016, Vancouver Time (as defined in Note 3 below), on (the "Closing Time").

REQUEST FOR QUALIFICATIONS WILL NOT BE PUBLICLY OPENED.

#### **NOTES:**

- 1. A Response may be submitted to the address specified above by mail or delivered by courier or otherwise in person at the Information Desk at the address specified above, in each case prior to the Closing Time.
- 2. Each Response must be marked with the vendor's name and the RFQ title and number.
- 3. "Vancouver Time" will be conclusively deemed to be the time shown on the computer clock at the Information Desk, Main Floor Rotunda, 453 West 12<sup>th</sup> Avenue, Vancouver.
- 4. Vancouver City Hall is open on business days from 8:30 a.m. to 4:30 p.m., Vancouver Time, and is closed Saturdays, Sundays, and holidays.
- 5. All queries related to this RFQ should be submitted in writing to the attention of:

Jim Lowood, SCMP

Fax: 604-873-7057 Email: jim.lowood@vancouver.ca

(the "Contact Person")

City of Vancouver - FOI File # 2018-277

SECTIO	N 1	GENERAL INFORMATION	1
1.1	Introdu	ction	1
1.2	Backgro	ound	1
1.3		f Work	
1.4	City Po	icies and Sustainability	2
1.5		ocess	
1.6		cuments	
	👡		
SECTIO	N 2	QUALIFICATION CRITERIA	4
2.1	Genera		
SECTIO	N 3	COMMUNICATIONS	4
SECTIO		SUBMISSION OF REQUEST FOR QUALIFICATIONS	
4.1		y	
4.2		pressions of Interest	
4.3		f Response	
4.4	Lack of	Information	5
4.5	Materia	l Changes	5
SECTIO	N 5	REVIEW OF RESPONSES	5
5.1	<b>Evaluat</b>	ion by the Housing Agency	5
5.2	Inquirie	S	6
5.3	Non-Co	nforming Responses	6
CECTIO		NOTIFICATION AND DEC DECCESS	,
SECTIO		NOTIFICATION AND RFQ PROCESS	
6.1		tion of Pre-Qualification	
6.2		s after Pre-Qualification	
6.3		using Agency's Rights	
6.4	Informa	tion Disclaimer	7
CECTIO		CONTENENT (COLUMICIONAL ORDANIA)	
SECTIO		CONFLICTS/COLLUSION/LOBBYING	
7.1		s of Interest Generally	
7.2		City or Housing Agency Employees	
7.3		lients	
7.4		on	
7.5	Lobbyir	ng	8
CUEDI	II E 4	DESCRIPTION OF REQUIREMENTS	1 1
SCHED	JLE I —	DESCRIPTION OF REQUIREMENTS	1-1
SCHEDL	JLE 2 —	LETTER OF QUALIFICATION.	2-1
	<b>-</b>		
SCHEDU	JLE 3 —	FORMAT FOR RESPONSE	3-1
SCHEDU	JLE 4 - (	ERTIFICATE OF EXISTING INSURANCE	4-1
		AFCLARATION OF CURRUED CORE OF CONSULT COMPLANCE	F .
SCHEDU	JLE 5 - [	DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE	5-1
CCLIEDI	11 - 7 - 1	DICING DDOEODHA	<i>L</i> 1

#### SECTION 1 GENERAL INFORMATION

#### 1.1 Introduction

The Vancouver Affordable Housing Agency Ltd. (the "Housing Agency") is seeking responses (each, a "Response") from interested partners ("Respondents") with expertise in prefabricated modular housing for the construction, supply, delivery and installation of modular housing units. Projects will range in size, property use mix and complexity.

Partners that are selected pursuant to this RFQ will be eligible to participate in Site-Specific Requests for Proposals ("Site-Specific RFP") in respect of specific opportunities for a period of two years, with a possible extension of one year at the sole discretion of the Housing Agency. (the "RFQ Term").

## 1.2 Background

In 2014, Vancouver City Council, acting on recommendations from the Mayor's Task Force on Housing Affordability, approved the creation of the Housing Agency. The Housing Agency is an entity that is separate from, but accountable to the City of Vancouver ("City"), with the City as the sole shareholder. The Housing Agency's mandate is to expedite the delivery of affordable housing options to achieve the objectives set out in the City's Housing and Homelessness Strategy (2012-2021). Only successful Respondents to this RFQ will be able to participate in Site-Specific RFPs. Details on the selected sites will be available during the RFP process.

## 1.3 Scope of Work

The Housing Agency is seeking Respondents with expertise in the construction and installation of prefabricated modular housing. The self-contained prefabricated modular housing units ("Units") will be situated on sites owned by the City or sites provided by others with the expectation that the Units will be portable as some of the sites will be for temporary use. Successful Respondents, if selected as successful proponents in subsequent Site-Specific RFPs, will be asked to participate in two types of projects, as outlined below:

1.3.1 Project Type 1 - Temporary interim housing: Supply initially between 30 and 40 Units (including sleeping and washroom facilities) with a square footage of approximately 150 square feet. The Units would be a mix of single occupancy and double occupancy, with ideally 75% of these single bed units but the Housing Agency will review responses with a higher number of single occupancy units. There will be no cooking facilities in the Units and attached to the Units will be an adjoining communal amenity area of between 1000 to 1500 square feet with an office for the building manager and a small kitchenette. The housing facilities are scheduled to be functional in early 2016.

These units would be single storey or stacked two storey, built to CSA and BC Building Code requirements. Other requirements include, but are not limited to:

- Foundations designed as per seismic requirements;
- Hard wired smoke detectors; and
- Sprinkler system.

The Housing Agency is interested in a short term lease with a buyout option for the initial 30 to 40 units and may be interested in up to 300 units per year. The Housing Agency will review the lease option presented in the Response as requested in Schedule 6.

At this time a site has not been selected for this project type; however any designs should maximize efficiency of building footprint. For the purpose of this RFQ Respondents are to assume a clear level site and allow for all costs above ground excluding connections to services. Temporary waste and fresh water storage may be required while more permanent connections are made.

1.3.2 Project Type 2 - Temporary longer-term housing: Depending on location, supply, deliver and initially install between 100 and 200 prefabricated modular Units (with the possibility of up to 300 units per year) with a mix of studios, two and three bedroom Units (exact mix and number of units in each development to be confirmed). These developments will need to be built in accordance with zoning, by-law and code requirements. These Units are anticipated to be required in eight months to one year.

At this time no sites have been selected for any future project types however any designs should maximize the efficiency of the building footprint. For the purpose of the RFQ the Respondent is requested to complete the proforma as set out in Schedule 6 with an example amount of units for review by the Housing Agency.

Developments could be multi-level (in accordance with zoning for each site) to ensure best value and density. For the purpose of this RFQ Respondents are to assume clear level site(s) and allow for all costs from foundations up assuming site already has services to connect to.

For the eventual Site-Specific RFPs, the successful proponent would be required to act as the main contractor, oversee all sub-trades, and manage the project through to occupancy, with two options for payment for Project Type 1, as explained in Schedule 6 - Pricing Proforma. The Housing Agency would either purchase the modular units in one lump sum or enter into a contract with a lease to own option.

#### 1.4 City Policies and Substainability

The Housing Agency follows the City of Vancouver Procurement Policy, Ethical Purchasing Policy and related Supplier Code of Conduct found at <a href="http://vancouver.ca/doing-business/selling-to-and-buying-from-the-city.aspx">http://vancouver.ca/doing-business/selling-to-and-buying-from-the-city.aspx</a> which aligns the Housing Agency and the City's approach to procurement with its corporate social, environmental and economic sustainability values and goals. They evidence the Housing Agency and the City's commitment to maximize benefits to the environment through product and service selection, and to ensure safe and healthy workplaces, where human and civil rights are respected. Each vendor is expected to adhere to the supplier performance standards set forth in the Supplier Code of Conduct. The Ethical Purchasing Policy shall be referred to in the evaluation of Expressions of Interest, to the extent.

Vendors are to provide environmentally sensitive products or services wherever possible. Where there is a requirement that a vendor supply materials, and where such materials may cause adverse environmental effects, the vendor should indicate the nature of the hazard(s) in its Response. Furthermore, each vendor is asked to advise the Housing Agency of any known alternatives or substitutes for such materials that would mitigate such adverse effects.

## 1.5 RFQ Process

- 1.5.1 Interested parties ("Respondents") are required to respond to this RFQ in accordance with the instructions set forth in this RFQ.
- 1.5.2 Responses are being requested in order to afford the Housing Agency the opportunity to gauge such responses and evaluate Respondents' expertise, so that the Housing Agency may then conduct a more formal procurement process, tailored (as determined in the Housing Agency's discretion) to the responses received and limited, should the Housing Agency so determine, to all or some of the RFQ Respondents. The Housing Agency currently anticipates that Site-Specific RFPs will be released to multiple qualified Respondents during the period stated in Schedule 1 Description of Requirements.
- 1.5.3 Notwithstanding the foregoing, the Housing Agency may, as a result of the RFQ, decide to proceed directly to negotiate a contract with an outstanding Respondent (or the sole qualified Respondent, if there is only one).
- 1.5.4 The RFQ process is aimed at encouraging businesses with the required level of expertise to participate. Respondents should ensure that their Responses demonstrate expertise in construction and installation of modular facilities.
- 1.5.5 Any potential Respondent is requested to refrain from submitting a Response if it is not willing to submit bona fide proposals in relation to the subject matter of the RFQ if the Respondent is invited to participate in Site-Specific RFPs.
- 1.5.6 If a potential Respondent believes that the Housing Agency may be unable to select it due to a conflict of interest, but is uncertain about this, the potential Respondent is urged to contact the individual named on the cover page above as soon as possible with the relevant information so that the Housing Agency may advise the vendor regarding the matter.
- 1.5.7 Respondents will be pre-qualified (each a "Pre-Qualified Respondents") to receive Site-Specific RFPs in respect of: (i) Project Type 1 (see above); (ii) Project Type 2 (see above); or (iii) both Project Type 1 and Project Type 2, based on the Pre-Qualified Respondent's grouping based on the evaluation of their Response.
- 1.5.8 Site-Specific RFPs will be released only to Pre-Qualified Respondents under this RFQ process. Potential respondents that have been short-listed or pre-qualified through any other City procurement process will not be eligible to submit proposals to Site-Specific RFPs unless they are pre-qualified pursuant to this RFQ.
- 1.5.9 The Housing Agency will facilitate discussions with the community and City departments as required.

### 1.6 RFQ Documents

- 1.6.1 This RFQ consists of:
  - 1. the cover page hereof and sections 1 through 6 hereof; and
  - 2. schedules as follows:
    - a) Schedule 1 Description of Requirements;

- b) Schedule 2 Letter of Qualification;
- c) Schedule 3 Format for Response;
- d) Schedule 4 Certificate of Existing Insurance;
- e) Schedule 5 Declaration of Supplier Code of Conduct Compliance; and
- f) Schedule 6 Pricing Proforma.

(collectively, the "RFQ Documents")

1.6.2 If the Housing Agency issues any amendments or addenda to the RFQ Documents, such amendments or addenda will form part of the RFQ Documents. It is the sole responsibility of all Respondents to check the Housing Agency's information page at: <a href="http://vancouver.ca/your-government/vancouver-affordable-housing-agency.aspx">http://vancouver.ca/your-government/vancouver-affordable-housing-agency.aspx</a> regularly for amendments or addenda to the RFQ Documents, including questions and answers posted by the Housing Agency in relation to this RFQ. Based on the questions proposed and any changes to the RFQ updates will be provided.

### SECTION 2 QUALIFICATION CRITERIA

#### 2.1 General

The Housing Agency currently expects to base its decision with respect to each Respondent's qualification (or not) to participate in Site-Specific RFPs on (i) whether the Response submitted by the Respondent has met, and whether such Response shows that the Respondent has met, the requirements set out in the RFQ Documents and (ii) the evaluation criteria set out in  $\underline{Schedule\ 1}$  – Description of Requirements.

#### 2.2 Key Personnel and Subcontractors

- 2.2.1 As part of its Statement of Qualifications, a Respondent should submit the names of proposed key personnel and subcontractors.
- 2.2.2 Qualification to participate in a request for proposals may be conditioned on the use of the key personnel and subcontractors specified in a Statement of Qualifications, or other personnel or subcontractors approved in advance by the Housing Agency.
- 2.2.3 A Respondent should therefore not change its key personnel or subcontractors without discussing the same with the Housing Agency.

## SECTION 3 COMMUNICATIONS

## 3.1 Inquiries by Respondents

Respondents may not communicate with the Housing Agency about the RFQ except in writing by email to the contact person listed on the cover page of this RFQ.

#### SECTION 4 SUBMISSION OF REQUEST FOR QUALIFICATIONS

#### 4.1 Delivery

Each Respondent should submit an original of its Response and the number of copies of its Response specified in <u>Schedule 1 — Description of Requirements</u>, in a sealed envelope, delivered physically as stated on the cover page of the RFQ. It is each Respondent's sole responsibility to ensure delivery of its response to this RFQ by the Closing Time. All submissions should be made at the Respondent's sole cost and expense.

## 4.2 Late Responses

The Housing Agency may, in its discretion, accept, or reject and return, any Response received after the Closing Time.

## 4.3 Form of Response

Each Response is to follow the format and include each of the items described in Schedule 3 hereto.

#### 4.4 Lack of Information

Following receipt of a Response, the Housing Agency may, in its sole discretion and without having any duty or obligation to do so, request that the Respondent provide the Housing Agency with additional information to clarify or substantiate the information provided by the Respondent. If a Respondent fails to provide information required for the Housing Agency's evaluation of the Respondent's qualifications, or fails to provide timely clarification or substantiation of the information supplied, that failure may result in no further consideration being given to the Response.

#### 4.5 Material Changes

Respondents should inform the Housing Agency of any material change in information that might affect their qualification status at any time during the RFQ process. Participants in a Site-Specific RFP will be required to update key qualification information at the time of proposal submission.

#### SECTION 5 REVIEW OF RESPONSES

#### 5.1 Evaluation by the Housing Agency

The Housing Agency will review the Response submitted to determine whether, in the Housing Agency's opinion, each Respondent has demonstrated that it has the required experience and qualifications in order for it to advance in the Housing Agency's procurement process. In doing so, the Housing Agency currently expects to base its decision with respect to each Respondent on (i) whether the Response submitted by the Respondent has met, and whether such Response shows that the Respondent has met, the requirements set out in the RFQ Documents and (ii) the evaluation criteria set out in <u>Schedule 1 — Description of Requirements</u>. The Housing Agency currently expects to select Pre-Qualified Respondents as specifically described in Section 1.5 above, provided that:

5.1.1 the determination of which Respondents are designated as Pre-Qualified Respondents will be at the sole discretion of the Housing Agency; and

5.1.2 the Housing Agency reserves the right to limit the number of Respondents designated as Pre-Qualified Respondents.

### 5.2 Inquiries

The Housing Agency, in its sole discretion and without having any duty or obligation to do so, may conduct any inquiries or investigations, including but not limited to contacting references, to verify the statements, documents, and information submitted in connection with a Response and may seek clarification from a Respondent's bankers and clients regarding any financial and experience issues.

## 5.3 Non-Conforming Responses

Responses that fail to conform to the format requirements set forth in Schedule 3 hereto or which fail to conform to any other requirement of these RFQ Documents may be rejected by the Housing Agency, in its discretion. Notwithstanding the foregoing or any other provision of these RFQ Documents, the Housing Agency may at its sole discretion elect to retain for consideration Responses that deviate either materially or non-materially from the format requirements set out in Schedule 3 hereto or which otherwise fail to conform to any other requirement of these RFQ Documents.

#### SECTION 6 NOTIFICATION AND RFQ PROCESS

## 6.1 Notification of Prequalification

Following the Closing Time, the Housing Agency will only notify those Respondents which are selected as Pre-Qualified Respondents. The Housing Agency thanks all other Respondents for their interest.

## 6.2 Changes after Pre-Qualification

Any change in the structure or formation of a Pre-Qualified Respondent will be subject to prior written approval of the Housing Agency prior to the deadline for submission of proposals for Site-Specific RFPs. The Housing Agency may deny that approval if the change in the structure or formation of the Pre-Qualified Respondent, from that presented in the Request for Qualifications, would have affected whether or not the Respondent would have been short-listed in the first instance.

#### 6.3 The Housing Agency's Rights

- 6.3.1 The Housing Agency may, without liability to any Respondent or Pre-Qualified Respondent:
  - amend the scope and description of the goods and services to be procured under the RFQ or any subsequent request for proposals process, including the Site-Specific RFPs, varying them from those described herein, or amend the qualifications that may be required to meet those requirements;
  - 2. open Site-Specific RFPs to potential proponents other than the group of Pre-Qualified Respondents contemplated by this RFQ;
  - 3. determine which City-owned or other sites targeted will be subject to Site-Specific RFPs as contemplated by this RFQ;

- 4. reject or accept any or all Responses;
- 5. cancel the RFQ process and reject all Responses;
- 6. cancel the RFQ process and commence a new process in respect of the same request for proposals with the same or an amended set of documents, information or requirements;
- 7. request that any Respondent provide additional information, clarifications or goods samples or demonstrations, without requesting the same from all Respondents;
- 8. terminate the RFQ process and enter into direct negotiations with any party whether or not a Respondent; or
- 9. at any time during the RFQ Term and for any reason whatsoever, including as a result of any review of the Housing Agency's Board, terminate the RFQ and cease restricting eligibility for Site-Specific RFPs to Pre-Qualified Respondents.
- 6.3.2 By submitting a Response, a Respondent acknowledges and agrees that these RFQ Documents are, in no way whatsoever, an offer to enter into an agreement (except on the limited terms and conditions expressly stated in Schedule 2), and that submission of a Response by a Respondent does not in any way whatsoever create any obligation on the part of the Housing Agency to treat the Respondent's or any other Respondent's Response in any particular manner or undertake the Housing Agency's RFQ process in any particular manner (except as expressly stated in Schedule 2 with respect to confidentiality).
- 6.3.3 The form of letter set forth in Schedule 2 also contains a release of the Housing Agency's liability and other important terms and conditions that should be reviewed carefully by each Respondent, and each Respondent should obtain the advice of independent legal counsel in connection therewith.

#### 6.4 Performance Review and Monitoring

6.4.1 The Housing Agency is seeking the best return for the taxpayer in Vancouver. A process of continuous improvement will be followed with regular reviews on progress and process which will be supported by external validation.

#### 6.5 Information Disclaimer

- 6.5.1 The Housing Agency makes no representation, warranty or undertaking with respect to these RFQ Documents and the Housing Agency and its directors, officers, employees, agents, consultants and advisors will not be liable or responsible for the accuracy or completeness of the information in these RFQ Documents or for any other written or oral information made available to any interested person or its advisors, and any similar such liability however arising, is expressly disclaimed by the Housing Agency.
- 5.5.2 Each Respondent should conduct its own independent investigations of all relevant matters and must not rely on the Housing Agency in such regard. The information contained in the RFQ Documents is provisional and is expected to be superseded by information in a request for proposals and other documents.

#### SECTION 7 CONFLICTS/COLLUSION/LOBBYING

## 7.1 Conflicts of Interest Generally

Each Respondent must disclose whether any officer, director, shareholder, partner, employee or contractor of the Respondent, or any other person related to the Respondent's organization (a "person having an interest") or any spouse, business associate, friend or relative of a person having an interest is:

- 1. an elected official or employee of the City or the Housing Agency; or
- 2. related to or has any business or family relationship with an elected official or employee of the City or the Housing Agency,

in each case such that there could be any conflict of interest or an appearance of a conflict of interest in the evaluation or consideration of the Respondent's Request for Qualifications by the Housing Agency. The Housing Agency will evaluate each matter disclosed to determine whether and to what extent the Respondent can be given consideration in the RFQ in light of the particular matter.

## 7.2 Former City or Housing Agency Employees

Each Respondent must disclose whether any person having an interest (as defined above) is a former official, former employee or former contractor of the City or the Housing Agency who has non-public information relevant to the RFQ obtained during his or her employment or engagement by the City or the Housing Agency. The Housing Agency will evaluate each matter disclosed to determine whether and to what extent the Respondent can be given consideration in the RFQ in light of the particular matter.

#### 7.3 Other Clients

Each Respondent must disclose whether the Respondent is currently engaged in supplying (or is proposing to supply) goods or services to a third party such that entering into an agreement with the City or the Housing Agency in relation to the subject matter of the RFQ would create a conflict of interest or the appearance of a conflict of interest between the Respondent's duties to the City or the Housing Agency, and the Respondent's duties to such third party. The Housing Agency will evaluate each matter disclosed to determine whether and to what extent the Respondent can be given consideration in the RFQ in light of the particular matter.

## 7.4 Collusion

Each Respondent is required to disclose whether the Respondent is competing for purposes of the RFQ with any entity with which it is legally or financially associated or affiliated. Each Respondent must also disclose whether it is cooperating in any manner in relation to the RFQ with any other Respondent responding to the RFQ. The Housing Agency will evaluate each matter disclosed to determine whether and to what extent the Respondent can be given consideration in the RFQ in light of the particular matter.

## 7.5 Lobbying

Each Respondent is required to disclose whether it or any officer, director, shareholder, partner, employee or agent of the Respondent: (1) is registered as a lobbyist under any lobbyist legislation in any jurisdiction in Canada or in the United States of America; or (2) has engaged

in any form of political or other lobbying whatsoever with respect to the RFQ or sought, other than through the submission of its Response, to influence the outcome of the RFQ process. The Housing Agency will evaluate each matter disclosed to determine whether and to what extent the Respondent can be given consideration in the RFQ in light of the particular matter.

## SCHEDULE 1 - DESCRIPTION OF REQUIREMENTS

RFQ	
Section	
Reference	
1.1 - 1.5	Description of Products and Services:
	The Vancouver Affordable Housing Agency seeks Responses from Respondents who have expertise in the construction, supply, delivery and installation of modular housing. This expertise would include, but not be limited to the following:  (a) Construction of modular housing units;
	(b) Ability to access modular housing units in a timely manner and possibly enable early delivery of units;
	(c) Ability to transport housing units;
	(d) Ability to install modular units;
	(e) Previous community engagement and any plan to support training and opportunities for people on low incomes, local businesses, and local labour and
	(f) financing abilities.
1.5	Anticipated Period of Issuance of Site-Specific RFPs:
	Site-Specific RFPs will be issued in early 2016 with contract terms of two (2) years with an option to extend for one (1) further year.
4.1	Submissions:
	3 hard copies to be delivered; and
	1 soft copy to be sent to by email to the Contact Person named on the cover page
2.1 & 5.1	Evaluation Criteria
2.1 α 5.1	Evaluation Criteria
	Qualifications, knowledge and relevant corporate experience and capability of the Respondent will be evaluated including but not limited to:
	(a) Financial capability;
	(b) Proven track record substantiated by recent and relevant client references;
	(c) Knowledge of marketplace;
	(d) Approach and methodology, including how the Respondent would enable early delivery of the units;
	<ul> <li>(e) Qualifications and relevant experience of the Respondent's key personnel in the project team, including the project manager, design team, quality manager, code consultant (required);</li> </ul>
	(f) Experience with supply, construction, installation of prefabricated modular units;
	(g) Capacity to produce large production runs of prefabricated modular units;
	(h) Financing ability (as per 1.3 Scope of Work, lease to own may be required by the Housing Agency)

- History of any litigation or claims made against the Respondent, or made by the Respondent against the City, during the three years previous to the Closing Time;
- (j) Review of current insurance; and
- (k) Innovative ideas relating to finance, execution and deliverables.

Note: The above evaluation criteria may not necessarily be listed in order of importance and will not necessarily be weighted equally.

#### SCHEDULE 2 — LETTER OF QUALIFICATION

## AURORA CASCADE

A MODULAR BUILDING COMPANY

Aurora Cascade Ent. Ltd. PO Box 2487 Sardis, Sardis B.C., V2R 1A8 www.auroracascade.com

Date: February 25, 2016

TO: The Vancouver Affordable Housing Agency (the "Housing Agency")

RE: REQUEST FOR QUALIFICATIONS - NO. PSVAHA2016-01 (the "RFQ") IN RESPECT OF SELECTING PARTNERS TO SUPPLY PREFABRICATED MODULAR HOUSING

- 1. Being duly authorized to represent and act on behalf of Aurora Cascade Ent. Ltd, the undersigned hereby submits the attached Response and supporting materials on behalf thereof.
- 2. Herein, the term "Respondent" refers to Aurora Cascade Ent. Ltd.
- 3. The Housing Agency and its representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this Response, and to seek clarification from the Respondent's bankers and clients regarding any financial and experience issues, and to do all other things stated in the RFQ.
- 4. Capitalized terms used herein have the definitions ascribed thereto in the RFQ.
- 5. The Housing Agency and its representatives may contact the following persons for further information:

Ryan Valenta, Vice-President of Aurora Cascade: <a href="mailto:Rvalenta@auroracascade.com">Rvalenta@auroracascade.com</a> Tel: 604-799-1135

- 6. This Response is made with the full understanding and agreement that:
  - (a) any information submitted during qualification may be subject to verification by the Housing Agency, including during evaluation of any subsequent proposal or tender;
  - (b) the Respondent will (and does hereby undertake to) submit a bona fide proposal or tender in relation to the subject matter of the RFQ (and consistent with this Response) if the Housing Agency invites the Respondent to participate in a request for proposals or invitation to tender;
  - (c) the Housing Agency may:
    - (i) amend the scope and description of the goods and services to be procured under the RFQ or any subsequent request for proposals process, including the Site-Specific RFPs, varying them from those described herein, or amend the qualifications that may be required to meet those requirements;
    - (ii) open this process to potential proponents other than the grouping of Pre-Qualified Respondents contemplated by the RFQ;

- (iii) determine which City-owned sites targeted for the installation of prefabricated modular housing will be subject to Site-Specific RFPs as contemplated by this RFQ and which may be subject to a separate procurement process;
- (iv) reject or accept any or all Responses;
- (v) cancel the RFQ process and reject all Responses;
- (vi) cancel the RFQ process and commence a new process in respect of the same request for proposals with the same or an amended set of documents, information or requirements;
- (vii) request that any Respondent to provide additional information, clarifications or goods samples or demonstrations, without requesting the same from all Respondents;
- (viii) terminate the RFQ process and enter into direct negotiations with any party whether or not a Respondent; or
- at any time during the RFQ Term and for any reason whatsoever, including as a result of any review of the Housing Agency's Board, terminate the RFQ and cease restricting eligibility for Site-Specific RFPs to Pre-Qualified Respondents.
- (d) neither the Housing Agency nor the City of Vancouver will not be liable in any way whatsoever for any actions described under 4(c) of this letter.
- 7. The Respondent confirms and warrants that the information disclosed in the section of its Response titled "Conflicts; Collusion; Lobbying" is a complete and accurate response to Section 7.0 of the RFQ.
- 8. The Respondent acknowledges and agrees that the RFQ Documents are, in no way whatsoever, an offer to enter into an agreement except on the limited terms and conditions expressly stated in this letter, and submission of this Response by the Respondent does not in any way whatsoever create any obligation on the part of the Housing Agency to treat the Respondent's or any other respondent's Response in any particular manner or undertake the Housing Agency's RFQ process in any particular manner (except as expressly stated below in this letter with respect to confidentiality).
- 9. The Respondent acknowledges and agrees to the information disclaimers and other terms and conditions set forth in the RFQ.
- 10. Except only and to the extent that the Housing Agency is in breach of Section 11 of this letter, the Respondent now releases the Housing Agency, the City of Vancouver and their respective directors, officials, agents and employees from all liability for any costs, damages or losses incurred in connection with the RFQ, including any cost, damages or losses in connection with:
  - (a) any alleged (or judicially determined) breach by the Housing Agency or its directors, officials, agents or employees of any obligation or duty under the RFQ;
  - (b) any unintentional tort of the Housing Agency or its directors, officials, agents or employees occurring in the course of conducting the RFQ; or

- (c) the manner in which the Housing Agency: reviews, considers, evaluates or negotiates any Response; addresses or fails to address any Response; or resolves to enter into any contract or not enter into any contract.
- 11. Subject to the applicable provisions of the *Freedom of Information and Protection of Privacy Act* (British Columbia) and the Housing Agency's right to publicly disclose information about or from any Response, including without limitation names and prices, in the course of publicly reporting to the Vancouver City Council about the RFQ, the Housing Agency will treat the Response (and the Housing Agency's evaluation of it), in confidence in substantially the same manner as it treats its own confidential material and information.
- 12. The Respondent acknowledges receipt of the following amendments and addenda (if applicable);

Amendment/Addendum No. 1 Date: Feb. 17, 2016

Amendment/Addendum No. 2 Date: Feb. 22, 2016

Amendment/Addendum No. [Complete] Date: [Complete]

- 13. Any dispute relating to the RFQ (except to the extent that the Housing Agency breaches Section 11 above) will be resolved by arbitration in accordance with the *Commercial Arbitration Act* (British Columbia), amended as follows:
  - (a) The arbitrator will be selected by the Housing Agency;
  - (b) Section 10 of this letter, and the other provisions hereof, will apply; and
  - (c) The Respondent will bear all costs of the arbitration.
- 14. The Respondent (a) has read, understands and agrees to the terms and conditions in this letter, (b) has had an opportunity to seek legal counsel and (c) affirms that the statements made in its Response are true and correct in every detail.

Respondent Name(s): Ryan B. Valenta Date: Feb 25, 2016 Signature: Name of Signatory: Ryan Valenta Vice- President Title of Signatory: Mailing Address: PO Box 2487 Sardis, Sardis, BC, V2R 1A8 Telephone No.: Fax No.: N/A 604-799-1135 Ryan Valenta E-mail: rvalenta@auroracascade.com Key Contact Person: Date and Jurisdiction of **GST** Registration No.: 83068 9444 RT0001 Incorporation: Jan 8.13 Chilliwack, B.C. WorkSafeBC Registration 914431-AQ

Business License No. (or, if available, Metro West Inter-Municipal Business License No.):	Chilliwack #96597 Account # 114488	No.:	
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#### **SCHEDULE 3 – FORMAT FOR RESPONSE**

Responses submitted by Respondents should consist of:

- 1. a completed and duly executed Letter of Qualification (the foregoing Schedule 2); and
- 2. a Statement of Qualifications, consisting of and arranged as follows:

#### (a) Title Page (1 page)

The title page should identify the RFQ number identified on the cover page of this RFQ, the Closing Time, and the Respondent's name, address, telephone number, fax number and contact person. Please confirm whether your organization wishes to be considered for (i) Project Type 1; (ii) Project Type 2; or (iii) both Project Types 1 and 2.

### (b) Table of Contents / Index

#### (c) Corporate Experience:

- Describe the type of entity (for example, individual, corporation, partnership, sole proprietorship) and if a joint venture, clearly state this and state who the joint venture parties are and identify who is acting as the lead.
- Describe the company/entity size, depth, and annual sales volumes (in dollars).
- Provide client references, where possible.
- Provide a history of litigation or claims made against the Respondent during the three years immediately prior to the Closing Time.

### (d) Corporate Capability:

- Describe the Respondent's capability (financial, experience and workload capacity) to undertake the roles and responsibilities described in this RFQ.
- Provide resumes of proposed key personnel.

### (e) Completed and Current Major Projects

- List three relevant projects, with names of customers, dollar amounts, names of company personnel involved and client/owner references.
- Describe the Respondent's capacity to undertake a potential project and describe any other projects scheduled during the anticipated RFQ Term.

#### 7. Conflicts/Collusion/Lobbying

In a separate section titled "Conflicts; Collusion; Lobbying" in the Response, provide information responsive to Section 7.0 of the RFQ.

## 7. Proforma

In a separate section titled "Proforma" in the Response, provide the information requested in Schedule 6.

SCHEDULE 4 - PLEA	SE ATTACH EXISTIN	G CERTIFICATE OF	INSURANCE
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#### SCHEDULE 5 - DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

#### DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

Purpose: All proposed suppliers are to complete and submit this form to certify compliance with the supplier performance standards set out in the Supplier Code of Conduct.

The Housing Agency and The City of Vancouver expects each supplier of goods and services to the City to comply with the supplier performance standards set out in the City's Supplier Code of Conduct (SCC) <a href="http://vancouver.ca/policy\_pdf/AF01401P1.pdf">http://vancouver.ca/policy\_pdf/AF01401P1.pdf</a>. The SCC defines minimum labour and environmental standards for City suppliers and their subcontractors.

Suppliers are expected to comply with the aforementioned standards upon submitting a tender, proposal, application, qualification, expression of interest or quotation to the Housing Agency, or have a plan in place to comply within a specific period of time. The Housing Agency reserves the right to determine an appropriate timeframe in which suppliers must come into compliance with these standards. To give effect to these requirements, an authorized signatory of each proposed vendor must complete the following declaration and include this declaration with its submission: As an authorized signatory of <u>AURORA CASCADE ENT LTD</u> I declare that I have reviewed the SCC and to the best of my knowledge, <u>AURORA CASCADE ENT LTD</u> and its proposed subcontractors have not been and are not currently in violation of the SCC or convicted of an offence under national and other applicable laws referred to in the SCC, other than as noted in the table below (include all violations/convictions that have occurred in the past three years as well as plans for corrective action).

Section of SCC / title of law	Date of violation /conviction	Description of violation / conviction	Regulatory / adjudication body and document file number	Corrective action plan

I understand that a false declaration and/or lack of a corrective action plan may result in no further consideration being given to the submission of <u>AURORA CASCADE ENT LTD</u> (vendor name).

Signature:	Rya Vetex		
Name and Title:	Ryan Valenta - Vice President		

#### **SCHEDULE 6 - PRICING PROFORMA**

#### **PRICING EXERCISE**

Respondents should submit a detailed response to the proforma exercises below:

These proforma exercises will assist the Housing Agency in determining each Respondent's knowledge of the costs that are involved in the construction, delivery and installation of modular housing units and can be used to highlight any innovation/creativity to help reduce costs and expedite delivery. Using the following hypothetical information, please complete the following tables for both Project Type 1 and Project Type 2.

#### 1. PRICING FOR PROJECT TYPE 1

At this time no sites have been selected, but for the purposes of this exercise the Respondent is to make the following assumptions:

- Site area 10,000 square feet, level, gravel, rectangular shaped site;
- 35 self-contained units with washroom and shower facilities in each unit;
- Average size of units is 150 square feet;
- Unit Mix 75% single bed, 25% double occupancy; and
- Communal Amenity Area of 1250 Square Feet, with office, laundry facilities, and small kitchenette, either repurposed from previous sites or specialty built for this project, providing a link to the modular housing units.

Table 1: Sample Pricing for Modular Housing

Type of Product or Description of Product	Unit of Measurement	Price
Cost for Prefabricated Modular Housing Units	Total Price	s.21(1)
Delivery of Prefabricated Modular Housing Units	Total Price	
Installation of Prefabricated Modular Housing Units including foundations	Total Price	
Installation of sprinklers and sprinkler connections to outside services	Total Price	
Plumbing works including water, waste and sprinkler connection to outside services	Total Price	
Electrical work including connection to outside service, the supply and installation of hard wired smoke and CO2 sensors	Total Price	

Supply and installation of 5lb wall hung Fire extinguishers as required	Each	s.21(1)
Exterior skirting	Total Price	
Demobilization	Total Price	
Price before GST or other applicable taxes	s.21(1)	

Table 2: Sample Pricing for Communal Amenity Area

Type of Product or Description of Product	Unit of Measurement	Price
Cost for Communal Amenity Area, including foundations	Total Price	s.21(1)
Delivery of Communal Amenity Area	Total Price	
Installation of Communal Amenity Area including foundations (if not included above)	Total Price	
Plumbing works including connection of small kitchenette to outside services	Total Price	
Installation of sprinklers and sprinkler connections to outside services	Total Price	
Electrical work including connection to outside services, the supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors	Total Price	
Supply and installation of 5lb wall hung Fire extinguishers as required	Each	
Exterior skirting	Total Price	
Demobilization	Total Price	
Price before GST or other applicable taxes		

#### 2. FINANCING FOR PROJECT TYPE 1

#### **FINANCING**

The Housing Agency is looking at the possibility of a lease to own arrangement with multiple buyout options. For the lease to own arrangement the Housing Agency requests that the respondents submit what the monthly rate is for the lease as well as the yearly buyout costs on the annual anniversary of the agreement. For the purpose of this proforma for the RFQ the Housing Agency is assuming that the total cost of the modular housing and the community amenity area is \$800,000.00. Please enter the information requested in Table 3.

Table 3: Sample Financing

Total Purchase Price	\$800,000 (plus taxes)
Monthly Lease Payment	s.21(1)
Year One Buyout Price	
Year Two Buyout Price	
Year Three Buyout Price	
Year Four Buyout Price	
Year Five Buyout Price	

#### 3. PRICING FOR PROJECT TYPE 2

As explained under Section 1.3 Scope of Work the Housing Agency is looking for the supply of prefabricated modular units with a mix of studios, two and three bedroom units (exact mix and number of units in each development to be confirmed). These developments will need to be built in accordance with zoning, by-law and code requirements and may be multi-level (in accordance with zoning for each site). These units are anticipated to be required in eight months to one year.

At this time no sites have been selected, but for the purposes of this exercise the Respondent is to make the following assumptions:

Level, rectangular shaped site;

- 100 Units with the unit mix and unit size (Table 4) as set out below;
- Unit Mix 15% studio,10% one beds, 25% two beds, 50% three beds;
- Allowance for 300 sq.ft common amenity space; and
- Built to City of Vancouver Building Bylaws.

Table 4: Unit Size

For the purpose of this proforma, the Respondent is to assume the Unit sizes are as per the table below:

Unit Type	Approximate Size in Square Feet
Studio	320
One bed	450
Two bed	650
Three bed	800

Table 5: Sample Pricing for Prefabricated Modular Housing

<u>Based on the information above, and assuming for the purposes of this proforma that the initial build is 100 Units, please complete this table 5 with the options to increase the amounts of units:</u>

Table 5: Sample Pricing for Project Type 2

#### ~Edited for Amendment No. 2~

Type of Product or Description of Product	Unit of Measurement	Sample Price for 100 Units	Sample Price for 250 Units	Sample Price for 500 Units	Sample Price for 1000 Units
Construction of Prefabricated Modular Housing Units	Per Square Foot	s.21(1)			
Delivery of Prefabricated Modular Housing Units	Total Price				
Installation of Prefabricated Modular Housing Units including foundations	Total Price				
Plumbing works including any necessary connection to outside services	Total Price				
Installation of sprinkler connections to outside	Total Price				
Electrical work including the	Total Price				

connection to outside services, supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors				
Construction of a communal amenity	Total Price	s.21(1)		
area				
Demobilization	Total Price			
Price before GST or other applicable taxes				



RFQ NO. PSVAHA2016-01 CLOSING 1PM FEB. 26/16 FOR PROJECT TYPE 1 (& 2 see "workload/capacity")



A MODULAR BUILDING COMPANY

6550 Unsworth Rd. Chilliwack, B.C., V2R-4C2 p. 1.604.799.1135 f. 1.604.824.4986 rvalenta@auroracascade.com www.auroracascade.com

# **CONTENTS**

2.0 – STATEMENT OF QUALIFICATIONS	
2. C – CORPORATE EXPERIENCE	P. 1
2. D – CORPORATE CAPABILITY	P. 2-7
2. E – COMPLETED AND CURRENY MAJOR PROJECTS	P. 8-10
7.0 - CONFLICTS/ COLLUSION/ LOBBYING	P. 11
SCHEDULE 6 - PRICING PROFORMA	P. 11
SCHEDULE 4 – CERTIFICATE OF INSURANCE	P. 12
SCHEDULE 5 – DECLARATION OF S.C.C.C.	P. 13

## 2. C- CORPORATE EXPERIENCE

Aurora Cascade Ent. Ltd, is a limited incorporated company based out of Chilliwack, B.C. We operate in a controlled 10,000 square foot shop and large overhead crane. Considering our competitors, we are a smaller company which allows our customers the flexibility to make alterations before it is too late. This also makes us specialized in custom modular buildings. Our crew has worked in the construction industry for 30 years and with Complete Intertek certification and Alberta part 10, customers can rest assured in the standard of construction and quality of product purchased.

Current production schedules permit us to run with 8 shop employees, 3 office staff, and an extensive skilled crew of subtrades. Our nominated construction team has been hand-picked for this project, and has great chemistry to date. Based on past experiences in the construction field, this chemistry will translate into a successful project.

The unique nature of our facility is that it allows us to "ramp up" for projects as they arrive, allowing a fluctuation overhead, which transcends to customer savings. As larger projects come through our facility, we utilize our ramp up procedures to accommodate our customers, allowing Aurora to complete on time and on budget.

#### **CURRENT PRODUCTION VOLUME/ SCHEDULE:**

2016	PIECE/ SQUARE	BASIC DESCRIPTION	CONTRACT
	FOOT SIZE		AMOUNT
February	2 Pieces, 2000 SF	Modular House (BCEHS)	\$ 414,100.00
March	2 pieces, 1500 SF	Custom Sales Center (GC Homes)	\$ 488,000.00
	1 piece, 480 SF	Field Office	
April	2 pieces, 1500 SF	Custom Sales Center (GD Homes)	
	1 piece, 400 SF	Site Office	
May	4 pieces, 3000SF	Surrey Office Complex	\$ 249,400.00
	Office		
June	4 Pieces -3,000 SF	Kermode Daycare Facility - 9,600 SF BUILD	Est. \$ 2.2 M
July	4 Pieces -3,000 SF	Kermode Daycare Facility - 9,600 SF BUILD	

#### ANNUAL SALES VOLUMES IN DOLLARS:

2015	\$ 962,541.29 (invoiced sales)
2016 - YTD	\$ 180,095.30 (invoiced sales)

We are very proud of our submission and we hope that our passion and enthusiasm are reflected in this proposal. We believe our team has the resources, knowledge, and drive to make this project a great success. We look forward to the next steps and working with you on this project.

Ryan Valenta Vice-President

Con Veta

Ken Tetreau Operations Manager

## 2. D- CORPORATE CAPABILITY

A project such as affordable housing for the VAHA requires a unique team to execute the work our team needs to have a blend of experience, collaborative approach sophistication and drive. The team assembled for this project includes the following companies:

# Trio Architectural Design Inc.

Registered with the AIBC, Trio Architectural has worked on various facilities in the past.

A company of 7 employees allows them to provide the attention needed to individual projects as senior staff members stay connected the whole way through.

Trio is based out of Chilliwack, B.C. and has much experience incorporating custom and spec. buildings. They pull from local talent to make sure the building's design fits within its community.





The Roaron Construction group was founded in 1987 with the first company of the group Roger Johnson Consulting Limited. 1988 and 1989 saw the founding of Infratech Polymers Inc. and Roaron Construction. In the new millennium Canadian Construction Products was formed.

The company would be considered a normal "Mom and Pop" operation were it not for the fact that the company group thinks globally, has a succession plan in place, works worldwide, and has a strong technical team. The company takes a very cautious and conservative approach to risk but at the same time has taken on projects that would challenge the multinationals to complete in a timely, safe and efficient manner.

Roaron Construction is driven by ethics and takes its responsibilities towards safety very seriously. We feel strongly that the company is only as good and as strong as its team of people and work hard to improve their lives with education, support and benefits.

The customer is "Always Right"; we service two types of customers our own personnel and our external customers. We take great pride in building quality into every job and satisfaction into every customer.

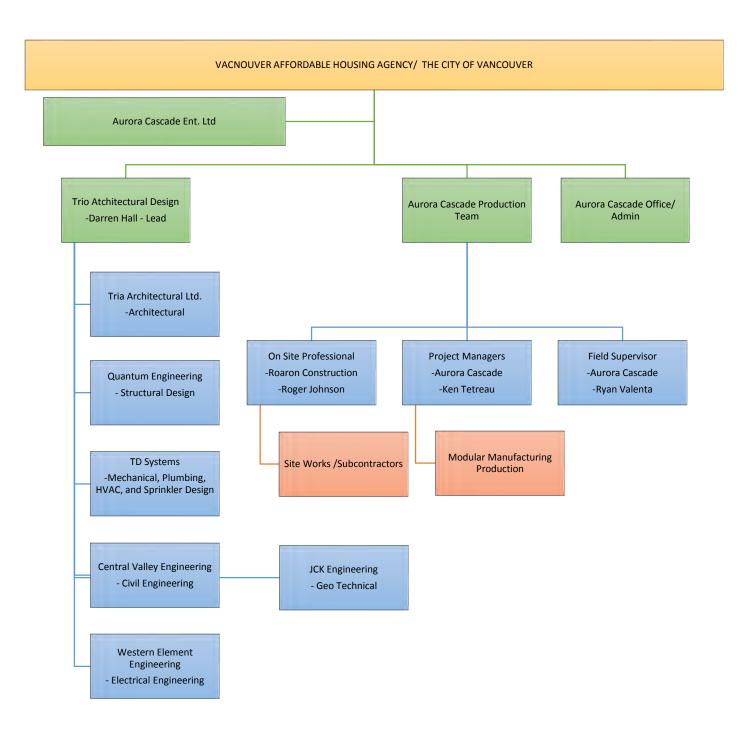


Established in 1998, Pointblank Installations is British Columbia's Leader in Modular Building Installations and Transportation!

Pointblank provides high quality onsite installation and construction services throughout BC, Alberta, Saskatchewan and Manitoba. They are mobile and will travel anywhere in Canada.

Pointblank has a fleet capable of hauling long distances and has been providing sales and services of Modular Building for many years





# MANAGEMENT/ CONSTRUCTION PLAN

Aurora Cascade's Quality
Assurance Program, ran through
Intertek, is a 30 page process
required for A277 labeling, and
certification from municipalities. It
consists of both quality assurance
and quality control.

Quality Assurance is the process of ensuring the work will be completed within the set limits.

Quality Control is the process of checking and inspecting work to ensure that it complies with the standards.





Aurora Cascade 2014

# **FINANCIAL**

The unique nature of our facility is that the owners are involved in day to day operations. As we are a smaller company, we do watch our financials very closely, with bi-weekly cash flow meetings followed by analysis reports. This allows us to plan for the unknown, and expand with certainty.

As the owners are involved in day to day operations, financials are open to negotiation. It is not uncommon for us to enter into CCDC contracts with the customer, or come to our own terms and conditions that better suit the scope of project. Working closely with Sovereign Leasing allows us to offer customers the options of affordable leasing.

# **ENVIROMENTAL**

- Minimizing water, re-using and re-cycling
- Conserving energy resources, looking to green renewable and recyclable materials.
- Implementing continual improvements in environmental, health and safety performance.
- · Intertek reporting and certification insuring quality
- Creative and innovative solutions to environmental problems.

# WORKLOAD/ CAPACITY

As previously mentioned our facility has the unique characteristic which allows us to "ramp up" for projects as they arrive, allowing a fluctuation overhead, which transcends to customer savings.

At this time we will address our decision to price Project Type 1 - 150SF homes, and not both Type 1 and Type 2. Although we have attached pricing with the Project Type 2, depending on your timeline and need, our shop may not be able to accommodate a large build under a tight timeline. Larger competing companies are setup to turn around 1 large spec. unit each day. This is not something we are not interested or setup in. Although we would love the opportunity to price out the larger units: for example a 91 piece complex (Type 2 - 100 units), it would take us 1 year to complete which we are unsure is an option for the housing agency. For this reason, as a company we would like to focus our efforts on Project Type 1. If you feel you would be able to accommodate our timelines in the Type 2 pricing we would appreciate the opportunity to bid.

# Project Type 1 – 35 Single 150 SF Homes – Example Schedule

MARCH	APRIL	MAY	JUNE	JULY	AUG

MILESTONES	s.21(1)
DESIGN AND ENGINEERING	
SUBMIT TO CITY	
MODULAR CONSTRUCTION	
TRANSPORT AND SETUP	

#### **OVFRVIFW**

Aurora Cascade offers full design, permitting, engineering, management, materials, trades, removals, and materials necessary to complete a full turn-key buildings. Design and building requirements are based off current BC Building code, and the local authority having jurisdiction.

# MANAGEMENT

- Maintaining close communication between customer and proponent
- Initial meeting on site with full design team and engineers
- . Bi- Weekly site meetings with Project Manager
- Close Scheduling with customer
- Financial clarity for timely billing

# **ENGINEERING**

- Aurora Cascade Includes
  - Architectural
  - Structural
  - Mechanical
  - o Electrical
  - o Civil
  - Geotechnical
  - Surveying

# SITE

#### Aurora Cascade offers:

- Site clearing from trees and removal
- · Removal of debris and install new fill as needed
- Excavation for drainage, and services
- Footing, foundations, and basement slab
- Entry into basement
- Grading and fencing
- Landscaping
- Asphalt parking with lines.

# EQUIPMENT/ MATERIAL HANDLING

Material and Equipment handling will be in stages:

- Site Clearing
- Site Services including Electrical, Plumbing and Drainage.

- Modular Building Installation
- Truss Package Installation
- Fencing and Landscaping

# LABOUR

The schedule and scope of work will require a maximum of approximately 15 trade's people on site at the peak of construction.

Appropriately sized lunchrooms and washroom facilities will be provided on site.

Standard hours of work will be Monday - Friday: 7am - 430 pm.

# SAFFTY

- Operate a clean, well-organized, environmentally responsible and safe worksite.
- Manage street closures to allow safe construction activities
- Site fencing with access gates, and security during lockup stages.
- Material lay down areas will be positioned as necessary.



# TYPICAL BUILDING ENVELOPE

- Wall Construction Detail from Outside to Inside:
  - Hardy Board or Other Siding
  - Heavy duty building wrap
  - 7/16 OSB sheathing
  - 2 x 6 Studs at 16" OC
  - R20 Batt insulation
  - 6 Mil poly vapour barrier
  - ½ Custom colour painted gypsum
- Roof Construction Detail from Outside to Inside:
  - 30 Year Shingles
  - ½ in. OSB Sheathing
  - Truss Roof Package
  - R40 Batt Insulation
  - 6 Mil poly vapour barrier
  - 9' Ceiling: ½ Painted Gypsum



Windows:

- Wrap rough opening in Blueskin as per BCBC
- Nail on Style Flange (surface mounted)
- Flange caulked with high performance application specific caulking
- Doors:
- Wrap rough opening in Blueskin as per BCBC
- Exterior doors, 2 coats of paint, commercial insulated metal with check chain, threshold, weather strip and keyed lock set.
- Expandable metal frames
- Full perimeter weather-strip
- Perimeter caulked with high performance application specific caulking
- Panic sills to prevent driving rain water





# 2. E- COMPLETED AND CURRENT PROJECTS

## GABLE CRAFT HOMES - CURRENT SHOP PRODUCTION

Location: Colwood, B.C.

Building dimensions/ square foot size: 74' x 40' / 2,960

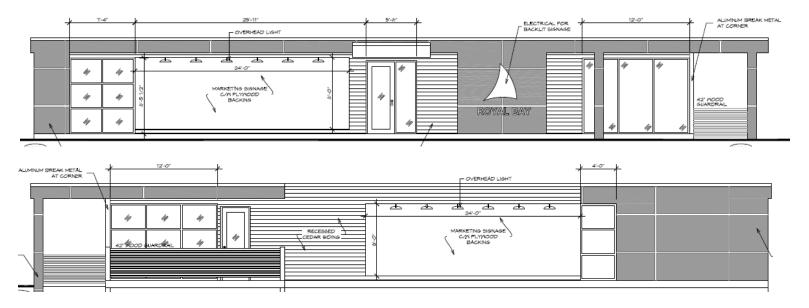
General overview: Design, Engineer, Coordinate, Supply and Install (1) One 3,000 SF custom sales

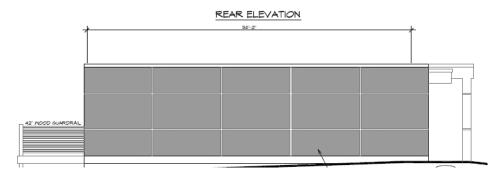
center to Colwood B.C.

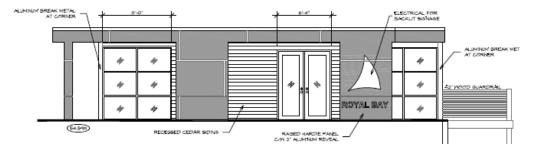
Contact: Simon Bodlack

T: 604-408-5681

E: SBodlack@gablecraft.ca







## BC EMERGENCY HEALTH SERVICES - FINAL STAGES OF INSTALL

Location: Coquitlam, B.C.

Building dimensions/ square foot size: 62' x 27' / 1,674

General overview: Engineer, Coordinate, Supply and Install (2) Two, 1,674 SF Modular Homes to

Riverview Hospital grounds, Coquitlam, B.C.

Contact: Keith Davidoff

T: 250-356-2330

E: keith.davidoff@bcehs.ca









## KERMODE FRIENDSHIP SOCIETY - SCHEDULED FOR FALL 2016

Location: Terrace, B.C.

Building dimensions/ square foot size: 160' X 60' / 9,600 sf

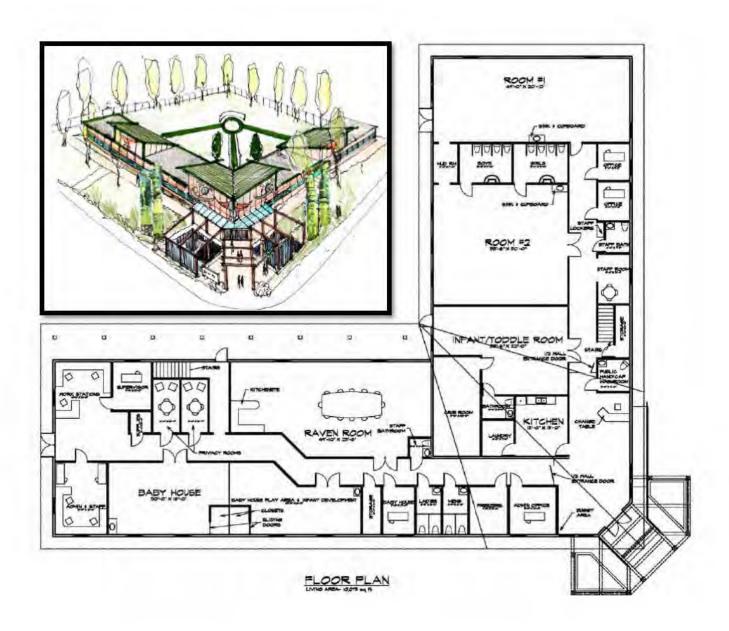
General overview: Engineer, Coordinate, Supply and Install (1) One, 10,000 SF Modular Daycare to

Kermode Friendship Society, Terrace, B.C.

Contact: Cal Albright

T: 250-631-6601

E: execdir@kermode-fs.ca



# 7.0- CONFLICTS/ COLLUSION/ LOBBYING

Aurora Cascade, and its Sub-Trades, Professionals, Shareholders, Partners, Employees, hold no conflicts of interest to any spouse, business associate, friend, or relative to a person whom is an elected official or employee of the City or the Housing Agency, and is not related to or has any business or family relationship with an elected official or employee of the City or the Housing Agency. This is true for sections 7.1-7.4.

# SCHEDULE 6 - PRICING PROFORMA

Hard Copies: See attachments.

Electronic Copies: Refer to "Part 2 – VAHA"

# SCHEDULE 4 – CERTIFICATE OF INSURANCE

Hard Copies: See attachments.

Electronic Copies: Refer to "Part 2 – VAHA"

# SCHEDULE 5 – DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

Aurora Cascade has not previous, or current reports applicable with this form.

Hard Copies: See attachments.

Electronic Copies: Refer to "Part 2 – VAHA"



HUB International Barton Insurance Brokers 299 - 3<sup>rd</sup> Ave. Kamloops BC

#### Certificate of Liability Insurance

This certificate of Insurance neither affirmatively nor negatively amends, extends or alters the coverage afforded by the policies scheduled herein. It is furnished as a matter of information only, confers no rights upon the holder and is issued with the understanding that the rights and liabilities of the parties will be governed by the original policy or policies as they may be lawfully amended by endorsement.

Certificate Holder	Name and address of Insured
	Aurora Cascade Enterprises Ltd.
	Po Box 2487, Sardis Main
	Chilliwack, B.C. V2R 1A8

Type of Insurance	Insurer	Policy Number	Deductible	Limits of Liability
Commercial General Liability	Effected with certain Underwriters at Lloyd's London, England, (hereafter called the "Insurer") through HUB International Barton Insurance Brokers	s.21(1)	\$1,000 Bodily Injury/Property Damage Deductible	S5,000,000 Bodily Injury & Property Damage Each Occurrence  S5,000,000 Bodily Injury & Property Damage Products – Completed Operations – Aggregate  S5,000,000 Personal and Advertising Injury – Aggregate  S5,000,000 Non-Owned Automobile Liability
Builders Risk	Certain Lloyd's Underwriters as arranged by Can-Sure Underwriting Ltd.	s.21(1)	\$2,500 Deductible	S250,000 Tenants Legal Lability – Any Onc Premises  \$500,000 –Any One Time \$300,000-Any One Unit

Policy Effective Date: Liability: July 29, 2015 to Policy Expiry Date: July 29, 2016 Builders Risk: March 31, 2015 to March 31, 2016

Operations Covered: Construction of Modular Structures

#### CANCELLATION NOTICE:

Should the above described policy be cancelled before the expiration date thereof, the Insurer will endeavour to mail 0 days written notice to the Certificate Holder, but failure to mail such notice shall impose no obligation or liability of any kind upon either the Insurer or HUB International Barton Insurance Brokers.

Issued at: Agassiz, B.C. Date: February 26, 2016 HUB International Canada West ULC. dba HUB International Barton Insurance Brokers

Authorized Representative

February 25, 2016

Shelter Modular Inc.

3294 262 St., Aldergrove, BC

604-856-1311 FAX:604-856-5200

Contact: Brian Meaker

Closing Date: Friday Feb 26, 2016

Re: RFQ No. PSVAHA2016-01 Prefabricated Modular Housing.

Attn: Jim Lowood, SCM

Shelter Modular Inc. and ECO Structures are pleased to have the opportunity to submit our proposal for RFQ No. PSVAHA2016-01. (Prefabricated Modular Housing).

We are interested in being considered for both type 1 and type 2 projects.

Harold Clifford | President

Brian Meaker| Account Manager





Vancouver Affordable Housing Agency

# **CONTENTS**

Corporate Experience	3
Shelter Modular Inc	4
ECO Structures	10
Client References	11
Corporate Capability	12
Completed and Relevant Projects	16
Proforma	27
Schedule1	27
Schedule 2	27
Schedule 3	28
Schedule 4	30
Schedule 5	31
Schedule 6	31
Drawings Project type 1	32
Drawings Project type 2	33

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

# Corporate Experience

Our teams specializes in planning, design, and construction of modular, commercial, multi-family, and mixed—use projects. With offices in BC, and extensive experience in Western Canada and some experience in Washington and Oregon, our team has access to the highest qualified trades and personnel across the province, and in remote areas. We will hold your interests at the forefront of any decision impacting the project. Shelter is very interested in tying its' Legacy in helping correct the housing shortcomings.

In addition to our vast experience, the benefits of selecting us are numerous:

- We are a boutique firm, who will utilize only the best ideas, most efficient methods, and the highest quality materials, to achieve an environmentally friendly, functional, and cost-effective solution.
- We have a dedicated team that will follow the project from start to finish ensuring you have many contacts though out the organization during the entire development.
- Our services and building techniques are proven to be more cost-effective than traditional general contracting firms.
- We create opportunities to optimize the three principal constraints governing any project –
  price, quality, and schedule giving you precisely the outcome desired.
- We place significant importance on safety; as well as the efficiency to deliver the best service to
- We are committed to your needs and are confident we can provide the required solutions to respond to any constraints and budgets.

We look forward to being a part of the community that is making a difference in the Housing crises. Should you have any questions regarding this proposal, please don't hesitate to contact us.

Harold Clifford | President

Brian Meaker | Account Manager

SHELTER



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# Joint Venture

Shelter Modular and ECO Structures are partnering to respond to this tender collectively.

Both companies' profiles are laid out in the following documents under corporate profiles and experiences.

Shelter Modular will act as lead on this project.

# CORPORATE PROFILES

Shelter Modular Inc. is a locally operated design-build, full service custom modular manufacturer. We are a highly specialized team passionate about developing and producing custom, unique, technologically advanced, sustainable buildings. We are known throughout the industry as being the manufacturer of choice for custom designed modular buildings.

Our mission is to deliver superior design, quality and performance to each of our customers; whether it is a one unit building or a complex, to a multi-storey unit that utilizes the latest in modular design.

Our senior management team has been creating modular solutions since the 1970's. We have earned our reputation by having people committed and dedicated to your project throughout its entirety. Whether it is at an early development stage, to full scale production or delivery – you will be provided with a team of individuals that has followed your project from the beginning.

Harold Clifford | President

Brian Meaker | Account Manager





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We will work with you to ensure your complete satisfaction. The project will not end until you are satisfied with the results.

Previous clients partnered with us because we are:

- Professional. Years of experience, knowledge and know how to design custom build modular structures that can rival any site built building aesthetically.
- Customized. Our personalized, hands-on, team approach provides each client with their own unique solutions enabling you to succeed and meet your desired goals.
- Accountable. We strive to get to know each and every client's business goals. We will
  ask many questions because we want to learn more about you and your business. This
  helps us in delivering unique, turnkey solutions in a professional manner that generates
  results for you.
- 4. Focus. Our focus is you from start to finish Your customers, your partners, your products or services. We understand the need to stand out in comparison to your peers so we focus on what makes you unique and what you require. We use this information to develop a solution specific for you.
- Connected. We keep our ears to the ground looking for the latest channels and trends, implementing new ideas and keeping up with the regulatory changes.
- 6. Affordable. The benefit of working with us allows you the opportunity into our extensive archives. It's quite possible that we have designed or constructed a building that is close to your need. This allows us to offer you cost savings by utilizing previous designs which can be modified to your specific requirements.
- 7. In your community. We believe building, developing and maintaining a strong and mutually beneficial relationship within the communities we live and work creates a socially responsible organization. By building a successful business, we fuel our ability to have an even greater impact in the communities around us.

Providing great customer service, collaborating with other building experts, and providing high quality construction with innovative and custom designs at an affordable price is our recipe for success. The combination of these items allows us to deliver a standard of quality, and product higher than any other alternatives in the market...

We can turn your ideas into actionable plans, and we're ready to get down to business.

Harold Clifford | President

Brian Meaker | Account Manager





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#### A SYSTEMS APPROACH TO PROJECTS

Developers, Builders, Architects, Engineers, Building Owners and Building Operators are our main customers. We strive to provide our customers with additional value in the build process, from concept design stage through to project completion.

Our senior firm members are seasoned builders, design professionals and project managers. From the first meeting with our clients we begin to think of the project as a whole. We integrate quality design, engineering and building methods with the budgets available. We design and build to budget so that the process is completed with the least possible number of iterations and to ensure project costs meet the owners and developers expectations.

We have stringent Quality Control and Safety procedures to ensure your product is built to meet all your requirements and those of the governing bodies as you require. Safety is paramount with no exception, and regular safety audits and drills are conducted to keep our staff safe.

We pride ourselves in providing communication to our clients throughout the design/build process, so you can be aware of what stage your project is at, and we welcome visits to the plant! You will be assigned a Designer and a Project Manager, who will work with you to ensure that all your needs are communicated.

Sales Contact:

Brian Meaker - 604-856-1311 ext. 139

Project Director Harold Clifford – 604-856-1311 ext. 104

Eco Structures
Project Manager

– Jamie Cooke– 778 - 835-0524

Harold Clifford | President

Brian Meaker | Account Manager





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# Superior Design and Engineering

We believe that quality design and engineering are the main underlying cornerstones to the success of our company. We take the time to listen and understand the needs of our customer. We enjoy being involved as a member of the design-build team and working with other team members, the owner, the developer, the architect and the engineers. We assist in the translation of the project's needs into effective and practical design and building solutions.

# Transport, Delivery, and Installation

Project Completion Times are accelerated – This Translates into Reduced Costs & Increased Revenues

One of the advantages we see in designing buildings to most effectively utilize manufactured building components, is that it ensures the project will be able to be built on an accelerated time schedule. This speed of construction is greatly facilitated by the onsite construction and the offsite manufacturing being undertaken simultaneously.

All site preparation, foundations and services are underway at the same time that the major building components of the project are being fabricated, off site, at our manufacturing facility. On average, modular and component manufacturing can assist the project in being completed in one half to two thirds of the time of conventional construction projects. This can be further enhanced during the winter construction season. Shorter construction times translate into reduced costs, improved profits and an earlier stream of sales revenue and operations income when the project is opened for business.

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Brian Meaker | Account Manager





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From delivery to crane installation, Shelter Modular Inc. has the in-house expertise that makes us leaders in North America in complexing modular and component products. We can deliver to tight sites with a minimum of disruption and reduce your construction timeline dramatically.

**On-Site Finishing** 



Once the manufactured building components are delivered to the site, Shelter will ensure that all the final tie-ins and structural ties are completed.

Site contractors working on the project will have a hard time keeping pace as the manufactured products move toward total completion.

Harold Clifford | President

Brian Meaker | Account Manager





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#### Performance

Shelter Modular Inc. is certified under CSA Standard A277 covering commercial and industrial relocatable structures built in compliance with part 9 of The National Building Code of Canada, and covering Modular Homes. In addition, our building electrical systems are produced under the CSA standards for Manufactured Buildings. This adds up to less call backs for the builder-developer, less warranty work and a guarantee from the building component producer that reduces warranty cost for the builder-developer and results in a superior value for building owner.

We are systems built oriented and will work closely with our customers to ensure that their building performance requirements are met or exceeded.

#### Price

We know that competitive pricing for our services and products is critical to both our success and yours. Our competitive advantages give us the ability to provide higher quality and value to you, our customers.

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

#### ECO STRUCTURES DESIGN BUILD INC.

Eco Structures is a Design Build Construction Project Management company with master tradesmen roots that are the culmination of over 25 years in the custom design and building industry in Canada.

Eco founded a British Columbia office in 1996 and since that time has undertaken the design and development of some outstanding projects. We specialize in unique, creative, and cost effective building solutions.

We have strong environmental values. Eco starts each engagement working with the natural assets inherent in the development and integrates them into the final product. This leads to the preservation and often the restoration of the project's natural environment.

We have been involved in designing and building R 2000 homes as well as Environmentally Appropriate Housing for the Environmentally Hypersensitive.

# Project Management

Eco Structures takes responsibly for overall site security and safety, the establishment of site regulations and maintenance of site office, storage and warehouse facilities. We assist in the coordination and management of the design and costing phase of the project and lead in the management of the construction phase of the project.

We co-ordinate the physical construction of the building and development of the site, manage changes in the work that may arise, co-ordinate payments to trade contractors, liaises with other consultants as required, arrange for inspections, processes shop drawings and samples, manage reports and project site documents, and arrange with the consultants issuance of the necessary certificates respecting substantial performance of the work.

We coordinate all inspections of the construction work on the site, including control over and measures of quantities.

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

# Client References

#### REFERENCES:

COMPANY CONTACT E-MAIL PHONE

Vancouver School Board - Raymond Afan rafan@vsb.bc.ca 604-713-5258

PROJECT: Provide modular classrooms for temporary school

True Construction Ltd. - Ernie Koeck ernie@trueconstruction.ca 250-573-4631 PROJECT: School addition, Merritt, B.C.

Ministry of Education - Phillip Chambers Phillip.Chambers@gov.bc.ca 250-508-6492 Province of British Columbia PROJECT: 138 Full Day Kindergarten Classrooms

Harold Clifford | President

Brian Meaker | Account Manager







Vancouver Affordable Housing Agency

# Corporate Capabilities

#### Financial

We design, build a wide variety of buildings, including commercial offices, workforce housing, mining operation offices, construction site trailers, sales centers, health care facilities, multi-family residential housing, hotels, daycare facilities and schools. In addition to the design build capabilities, we also offer turn-key construction project management services through strategic partnerships with other construction firms.

We are fully bondable; we have a proven track record as demonstrated in the prior experience section of this document. We have seen revenues of greater than fifty million in one financial year.

We are selective in the projects we become interested in because we know our capabilities, and our expertise therefore in some years' we will shrink to minimal personnel and production thereby limiting our revenues, and in other years' significant projects that we are capable of executing in a significant and successful manner will see our revenues grow by a 1000%.

#### Knowledge of Market place

A recent article in the Vancouver Sun indicates a 3 bedroom house in Vancouver is in excess of \$1 Million dollars; an amount exceeding most families financial capabilities. Although residences can be found below this amount these houses would typically be 30-40 years old. Vancouver is out of reach for many families which has caused people to move further out therefore encumbering other infrastructure (as examples - transit, road systems, and schools) in the suburbs.

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Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

In addition to the challenges faced above there is a significant demand for this type of house, and the limited supply is significantly increasing the competition which is creating bidding wars and therefore driving the prices higher.

In response to the housing crisis in Vancouver, the provincial BC government and the City of Vancouver have pledged significant dollars to assist in lessening the burden on families by themselves using property to develop, and build affordable housing; as well as, encouraging property developers to construct family friendly dwellings.

This is a significant issue, and utilizing modular construction is one of the simplest, quickest and affordable ways to alleviating some of the pressure facing the families and communities in Vancouver.

We have been a major contributor to many projects that have included many partners and stakeholders (partnerships, private sector, and public sector). When these three key groups work together to provide solutions for communities and society the greatest success can be achieved in a succinct, economical, efficient, and effective manner.

#### Capacity to produce

We have the ability to produce up to 30 new units per month with maximum sales per year between approximately \$30-35M with one - 8 hour shift. If resources allowed Shelter Modular would increase production to, two 8 - hour shifts therefore doubling our facilities capacity.

One of the most significant advantages of using modular construction is the efficiency and the effectiveness of the building. Modular construction has moved beyond the "typical" understanding of a "trailer". They are built to a much higher standard of your typical site construction because the units must be portable. In addition to these benefits, speed is also a major advantage. Site preparation and development can be occurring in the same period as the construction of the modular units themselves. This allows us to see a reduction in timelines of up to 50% compared to site built construction.

A contract of this size is much larger in scope or the capabilities of one proponent the subcontracting or award of multiple contracts would be necessary in order to complete this project in your desired time line. This could be completed in two ways – a master contract awarded to one proponent, who is responsible for evaluating and administering the contract to other proponents (as agreed with Vancouver Affordable Housing) or multiple subcontracts could be awarded to multiple proponents.

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency Financing Abilities

Shelter Modular is a "privately traded" organization with many shareholders. Our main shareholder is an investment firm with the capabilities of raising funds in the public markets in anticipation of awarded projects thereby allowing us the flexibility to offer various payment structures and financing options that work for both us and our customers'. We will work with the various stakeholders to determine the most optimum payment schedule.

# Project Team

# Eco Structures Design Build Inc. Management

#### Jamie Cooke - President

Master tradesmen roots that are the culmination of over 25 years in the custom design and building industry in Canada.

Eco founded a British Columbia office in 1996 and since that time has undertaken the design and development of some outstanding projects. We specialize in unique, creative, and cost effective building solutions.

We have strong environmental values. Eco starts each engagement working with the natural assets inherent in the development and integrates them into the final product. This leads to the preservation and often the restoration of the project's natural environment.

We have been involved in designing and building R 2000 homes as well as Environmentally Appropriate Housing for the Environmentally Hypersensitive.

#### Shelter Modular Inc.

Harold Clifford, AScT - Project Director

Harold has over 30 years' experience in the modular manufacturing industry with a career development encompassing design, construction management; as well as VP of Operations for

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

various organizations. He is the president, and an active director in Shelter Modular. Under his leadership, companies managed by him, were twice acknowledged as Canada's top 100 fastest growing companies. He is an Architectural Technologist.

In addition to the education, and institutional markets, Harold has seen many successes in the multi-family, and emergency housing sector. On the international scene he was a part of the emergency housing project supplied to Japan to accommodate displaced residents as a result of the Kobe earthquake.

#### Brian Meaker-Sales Account Manager

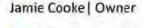
Brian has over 17 years of experience in prefab & Modular construction and an additional 10 years of construction experience in many realms of the construction industry, including project management, window & door manufacturing, cabinet sales & manufacturing and building envelope applications. He has a vast knowledge of all aspects of prefab & Modular construction and has acted in many roles throughout the industry.

Brian also has a long history in residential construction including multi-family residential and resort development.

Harold Clifford | President

Brian Meaker | Account Manager

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# Completed and Relevant Major Projects



# Y Yoga - Kitsilano

YYoga retained James Cooke as Director of Development for all its new projects. YYoga KTS is the third generation and first full design build project undertaken in collaboration with YYoga and Eco Structures. The project set a new bar for both construction cost controls and design and performance

superiority. The center opened in July 2013. Vancouver, B.C.



#### **Esse Garden Homes**

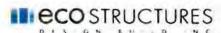
Nestled into the Theological Precinct of UBC, this project has a plethora of patio decks and private roof gardens, full underground parking, and each home features marble counter tops, European finishes, tile and hardwood floors,

lofty ceilings and open spaces. Vancouver, B.C.

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Brian Meaker | Account Manager

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#### Langara Townhomes

This 43 Unit Development project designed by Windsor Management and Integra Architects is a beautiful development featuring Shaughnessy style architecture. Featuring 1,200 to 1,600 square foot homes, the project has full underground parking and corner lot access with many

parks and a golf course next to it. Most homes have unobstructed views of the Fraser river, the Gulf of Georgia, Vancouver Island and the Olympic Mountains in Washington State. **Vancouver**, **B.C.** 

# **EXPERIENCE**

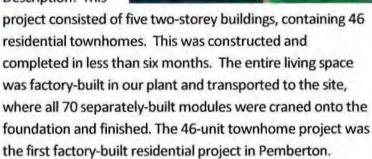
Shelter Modular / Eco Structures joint project

# Mountain Trails

Pemberton, B.C.



Description: This



Challenge: Community small in nature and therefore costs can quickly increase due to less supply of materials and labor but the client still wanted to use the community resources in the most efficient manner possible to ensure there was "community involvement".

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Solution: Shelter and its installation and project management team utilized the local community for the completion of the site and installation of the modules. We used local trade's talent and local suppliers of raw materials in order to ensure there was a substantial community involvement.

Customer Satisfaction: "I have worked in the Residential Development Business for many years, Marketing and



Selling product throughout the Pacific Northwest and North America. The Quality-Value equation at Mountain Trails is second to none. Jamie Cooke's experience, knowledge and leadership in managing the project ensured that we got the top quality product we expected." Sid Landolt Sapera Real Estate Inc.

# Province of BC Ministry of Education – Full Day Kindergarten – 25 School Districts, 100 sites, and 140 classrooms

Description: This was a \$30-million contract and 140 modular classrooms for BC's new full-day kindergarten program which started in September 2011 and completed nine months later. Designed to last up to 40 years, these structures, installed on permanent foundations, will provide the same feel and comfort as any site-built structure.

Benefits: We employed creative thinking and the most advanced technologies to produce a superior structure that sets a new benchmark for modular school construction. The classrooms are more spacious, with large functional windows, durable window roll shutters, security screens, high performance warm insulation (outside the framing), an energy-efficient HVAC system, wood exterior and interior finishing, and the infrastructure for full building services and computer technology. It also meets the latest seismic safety standards. With enrolment growing in some areas and declining in others, modular classrooms provide the flexibility to be moved or clustered should enrolment forecasts change.

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Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

Challenge 1: This classroom needed to meet all of the various requirements for our various geographic landscapes of British Columbia. For instance, the classroom was designed to meet



all northern climate requirements (harsh winter climate), as well as meet all current seismic safety standards for the interior of BC, or various snow load standards for placement in the mountains. Every unit needed to be designed the same and utilize the same equipment regardless of the actual site placement.

Solution: Engage multiple consultants (experts) including engineers, designers, architects, code experts to design a product that could be placed in any region of British Columbia without concern of the appropriate safety or code standard for that particular area.

Engaging the consultants at the beginning of the project enabled us to provide the most economical and best designed product for the BC Ministry of Education. We were able to utilize the information and specs gathered at the onset of the project to accomplish manufacturing efficiencies, which could be passed onto the client and also provided the same optimum learning environment for all children attending these facilities.

Challenge 2: 140 classrooms in a short time frame required us to evaluate our current facilities capacity as well as we needed to ensure the quality of our finished product was not compromised. Each classroom was 2 modules – requiring 280 units to be produced in 9 months (with supply of product requiring a 6 week lead time), which meant 37 units per month was the required output. At full capacity our facility (1-8 hour shift) can produce up to 30 units per month.

Solution: Increase our man power to, 2-8 hour shifts (day shift – fully staffed, afternoon shift – 25% staffed) in months 3-8. This included manufacturing, administration, project management, and site/install staff. This increased our employee and subcontractor base to 225 from 150 for this time period.

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Brian Meaker | Account Manager





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Leed Silver Certified
Classrooms — Alberta
Ministry of Education —
16 locations in
Edmonton & Calgary in
Partnership with Bird
Graham



This was a \$28 Million dollar project which included 192 double-wide modular classrooms for Alberta's schools P3 project.



Bird Graham Schools (a joint venture between Bird Design-Build Limited and Graham Design Builders) had the 30-year contract for the design, construction, finance and maintenance of 16 schools in Calgary and Edmonton, and awarded us with the modular portion of the project.

This project was very unique. It had to meet superior LEED Silver Certified design standards, requiring top-level energy efficiency and

conservation, with an extensive 50-year life span. LEED specifications covered ventilation, heating, lighting, insulation for R-value and noise suppression, fire protection and building materials.

In addition to modular units, Structural Insulated Panels (SIPs) were used to complete the entire school. SIP's are prefabricated building panels, constructed with expanded polystyrene rigid foam insulation, sandwiched between two oversized structural skins of oriented strand board, without the typical wood-studs that create heat loss. These enhance the portability of the modular classrooms and

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

being tightly sealed and constructed indoors, this type of modular construction eliminates the potential for molds and insects, providing a much healthier classroom environment.

# Victoria Shipyards – 18,000 sq. ft. - Office Complex

Description: This new office building was designed to house 3 separate tenants as part of a new program with the Canadian Department of National Defense. A \$3 million, 2-storey project features an elevator, a large glass and aluminum storefront entrance and luxurious marble flooring; with a spacious lobby and wide hallways, you would not get the impression that these buildings were modular. We also incorporated a number of features into the design, such as two-tone siding in the horizontal and the vertical, to make this project look like site-built.



Benefits: Speed and flexibility were the key factors for the Victoria Shipyards project. This project was completed in 12 weeks and even though the building is installed on permanent foundations, the fact that these buildings are modular still allows for the opportunity to relocate or resell these buildings in future.

Challenge 1: This was a custom designed two storey office complex constructed to house three separate tenants. The building required a complete store front entrance, as well as an elevator. "Normal" modular buildings include only stairwells, not an automated lift system.

Solution: Shelter engaged the correct consultants to work with our design team to ensure a flawless installation of the store fronts and elevator. Our standard consultants did not necessarily work with this type of feature in a building therefore we needed to engage with some of our competitors whom had previously completed a solution similar to this which would enabled us to provide the best

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency solution for the client. We engaged recommended consultants based on previous experience and history within the industry that were willing to stay involved with the development of the solution through to installation.

# COMPETITVE ADVANTAGE

We constantly challenge traditional ways of thinking in our industry and continuously strive to find better, more efficient ways of doing things to ensure each and every project is delivered on time, on budget and with value added to our clients. We bring visions to reality by approaching construction from a different angle. We focus on relationships and quality service and treat our clients the way we want to be treated: with honesty, integrity, transparency and respect.

Our efficiently-sized firm allows us to provide all of our clients, and their projects, with priority status. Lines of communication are always open and personal attention to each project is always ensured from inception through completion.

#### Management Involvement

This project will have managing directors from both Eco Structures and Shelter Modular directly involved throughout the planning, execution and post-construction phases which directly results in faster financial and operation decision making. Company directors are well-versed in each project such that project managers are not required to spend time bringing the directors up to speed for any decisions that have to be made.

#### Involvement at the Design Stage

Our team's corporate philosophy will ensure that the project is completed within schedule and exceeding our client expectations. Our team will work closely with the design group at the start of the project to create a robust structure with the simplest construction techniques. The team we have presented has been involved in design-build construction for a combination of over 60+ years.

Our goal is to not only deliver the project to the specifications of the client, but to deliver beyond expectation. We always look for innovative ways to deliver our projects that meet the needs of our clients beyond what they are able to convey.

#### **Experienced Project Managers**

Staff that are hand selected to be project managers have years of on-site experience prior to engaging in the office. By having staff that have worked their way up from site to project

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

managers allows them to create accurate and concise working schedules, ability to assist in design during pre-construction as well as have best practice methodology for sequencing.

Our project managers are able to look for deficiencies prior to construction, such as in the design, saving time and money for the client as it captured prior to fabrication.

#### **Project Family**

We have a grassroots mentality. All team members take pride in their involvement in each project we work on. Several of our clients have given us the feedback that they felt at ease with our team. This sense of creating a family feeling is well received by our clients. We don't work on the common mentality of "as per drawings and specifications". We ensure every project is a success through personal involvement throughout.

#### **Experience with Multifamily Construction**

We are a team of highly qualified construction management professionals who are experienced with the construction of Multi-Family and other similar structures in remote or urban areas.

#### Cost Effective and Efficient Management

We utilize a LEAN management mentality, we do not load up a project with unnecessary personnel. Our crews run efficiently and without waste of resources to successfully accomplish project goals resulting in a 2-7% reduced cost on our projects. In addition, operating costs for our head office are substantially lower than larger firms.

#### Superior Quality

Our modular are built indoors, in a heated environment. Modular construction does not endure exposure to the elements of nature that can lead to warping, insects, and molds. Ultimately modular construction provides a better quality, healthier building. Modular buildings can even be LEED Silver certified, with superior energy-efficiency.

#### Comfortable

Today's modular building is built to a much higher standard than yesteryear. With designs that can endure up to 50 years like site-built construction, Shelter's modular buildings are as durable and as comfortable as site-built. In fact, you can't even tell that the building is modular.

Harold Clifford | President

Brian Meaker | Account Manager





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#### Faster

One of the best advantages of going modular is speed. Since the structure can be built in the factory while site preparation and foundations proceed, overall project time can be reduced by 50% or even 70%, allowing you to reap the benefits of your new building much sooner.

#### Easier

Coordinating trades, materials, and inspections can be a project management nightmare. Weather and other uncontrollable variables can plague site-built construction and contribute to project management headaches and ultimately cause significant delays and budget overruns. By contrast, modular is built in a central, controlled environment, thereby eliminating many of the challenges typically faced in site-built construction.

#### Affordable

Modular construction provides huge labour and time-savings, which translates into significant cost savings. Even considering transportation costs to remote locations, modular can be as competitive in price as site-built. In addition, modular construction is not faced with potential delays and budget overruns commonly seen in site-built construction, which can ultimately make modular significantly more affordable.

#### **Eco-Friendly**

Shelter Modular employs 100% sustainable building practices. Unlike most site construction, we use, or recycle, all building materials — leaving virtually zero waste.

#### Flexible

Building needs can change. With time, you may want more space or less space. You may even want to relocate your space. Modular construction is extremely well-adapted to expansion, reduction, reconfiguration, or relocation needs.

Harold Clifford | President

Brian Meaker | Account Manager





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# Capacity

# Capacity to produce

We have the ability to produce up to 30 new units per month with maximum sales per year between approximately \$30-35M with one - 8 hour shift. If resources allowed Shelter Modular would increase production to, two 8 - hour shifts therefore doubling our facilities capacity.

One of the most significant advantages of using modular construction is the efficiency and the effectiveness of the building. Modular construction has moved beyond the "typical" understanding of a "trailer". They are built to a much higher standard of your typical site construction because the units must be portable. In addition to these benefits, speed is also a major advantage. Site preparation and development can be occurring in the same period as the construction of the modular units themselves. This allows us to see a reduction in timelines of up to 50% compared to site built construction.

A contract of this size is much larger in scope or the capabilities of one proponent the subcontracting or award of multiple contracts would be necessary in order to complete this project in your desired time line. This could be completed in two ways – a master contract awarded to one proponent, who is responsible for evaluating and administering the contract to other proponents (as agreed with Vancouver Affordable Housing) or multiple subcontracts could be awarded to multiple proponents.

Harold Clifford | President

Brian Meaker | Account Manager





## RFQ # PSVAHA2016-01

# Schedule 2-LETTER OF QUALIFICATION

The Respondent	acknowledges	receipt of t	the following	amendments and	addenda:
The state of the s				AND REAL PROPERTY OF THE PARTY	The seat the seat of the seat

Amendment No. 1 Date: Feb 17, 2016

Amendment No. 2 Date: Feb 22, 2016

Amendment No. Date:

The Respondent has a) read, understands and agrees to the terms and conditions in this letter, b) has had an opportunity to seek legal counsel and c) affirms that the statements made in its' response are true and correct in every detail.

Respondent Name:	Shelter Modular Inc.		
Signature:	felly Meire	510	
Name of Signatory	Kelly Meinema		
Title of Signatory	Controller		
Mailing Address	3294 262 St., Aldergrov	e, BC, V4W 2X2	
Telephone No.:	604-856-1311	Fax No.;	604-856-5200
Key Contact Person	Brian Meaker	E-mail: bme	eaker@sheltermodular.com
GST Registration No.:_	811414531	Date & Juri:	sdiction of Inc.: Alberta-2013
WorksafeBC Registrati	ion 911395		

Vancouver Affordable Housing Agency

# Proforma

Table 1: Sample Pricing for Modular Housing

Type of Product or Description of Product	UOM	Price
Cost for Prefabricated Modular Housing Units	Total Price	s.21(1)
Delivery of Prefabricated Modular Housings Units	Total Price	
Installation of Prefabricated Modular Housings Units including foundations	Total Price	
Installation of sprinklers and sprinkler connections to outside services	Total Price	
Plumbing Works including water, waste and sprinkler connection to outside services	Total Price	
Electrical Work including the connection to outside services, supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors	Total Price	
Supply and installation 5lb wall hung Fire extinguishers as required.	Each	
Exterior Skirting		
Demobilization	Total Price	

Table 2: Sample Pricing for Communal Amenity Area

Type of Product or Description of Product	MON	Price
Cost for Communal Amenity Area, including foundations	Total Price	s.21(1)
Delivery of Prefabricated Communal Amenity Area	Total Price	

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

Installation of Communal Amenity Area	Total Price	Inc.
Plumbing Works including connection of small kitchenette to outside services	Total Price	s.21(1)
Installation of sprinklers and sprinkler connections to outside services	Total Price	
Electrical Work including the connection to outside services, supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors	Total Price	
Supply and installation 5lb wall hung Fire extinguishers as required.	Each	
Exterior Skirting	Total Price	
Demobilization	Total Price	
Price Before GST or other appli	cable taxes	

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

Table 3: Sample Financing

Total Purchase Price	5.21(1)
Monthly Lease Payment	
Year One Buyout Price	- 000
Year Two Buyout Price	
Year Three Buyout Price	
Year Four Buyout Price	
Year Five Buyout Price	

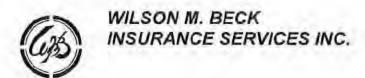
Plus Applicable Taxes

Harold Clifford | President

Brian Meaker | Account Manager







# CERTIFICATE OF INSURANCE

CERTIFICATE HOLI	DER: To Whom It May	Concern				
DESCRIPTION:	All Operations of t	he Insured				
NAME OF INSURED	Shelter Modular Ir     as described herein, have been arranged the		TO Secretary			
that such insurances are in full	force as of this date, but only with respect ve been reduced by paid claims.	to the type(s) of insurance	e for which a policy n			
		CHEDULE OF INS	URANCE			
TYPE OF INSURANCE	COMPANY AND POLICY NUMBER	POLICY	TERM		AMOUN	S OF LIABILITY T OF INSURANCE
Commercial General Liability including Non-Owned	Certain Underwriters at Lloyd's a arranged through i3 Underwriting Managers Inc.		June 13, 2015 June 13, 2016	Û	2,000,000.00	Bodily Injury & Property Damage Inclusive
Automobile	Policy No. 5.21(1)			Ş	2,000,000.00	Products and Completed Operations Aggregate
	PARTICULARS OF INSURA  Severability of Interest or C					
Property			-		-	
	PARTICULARS OF INSURA All Risk Form including Flood, Eart Notice of Cancellation Waiver of Subrogation	The state of the s				
Other		Indicates that the C		mer	nt indicated is inc	luded
subject to all imitations, exclusi information only. The issuance insurance between the Insured a be cancelled, assigned or change.	evidence to the Certificate holder named he ions and conditions of the above policy or of this document does not make the porso and the Insurers. Any amendment, change jed during the policy period in such manner o obligation of any kind upon us or upon the I	policies as they now exis n or organization to whom or extension of such contr as to affect this document,	escribed herein have b t, or may hereafter be till te issued an addition acts can only be effect	end onal	lorsed. This document insured, nor does it ma y specific endorsement	t is furnished to you as a matter of odify in any manner the contracts of t. Should the contracts of insurance
Dated: June 25, 2015;	ap;d1		Wilso	on f	M. Beck Insuran	ce Services Inc.
E, & O.E.						A.L.
			A	Auth	orized to sign on b	ehalf of Insurers

Lower Mainland #303-8678 Greenall Avenue Burnaby, BC V5J 3M6 Phone: (604) 437-6200 Fax: (604) 437-5347 ☐ Southern Interior
InVue Tower, #107 – 2040 Springfield Rd.
Kelowna, BC V1Y 9N7
Phone: (250) 763-3840
Fax: (250) 762-9633
City of Vancouver - FOI File # 2018-277

☐ Alberta Suite 640 – 1414 8<sup>th</sup> Street SW Calgary, AB T2R 1J6 Phone: (403) 229-2060 Fax: (403) 229-2021 Page 76 of 1535

Vancouver Affordable Housing Agency

Table 5: Sample Pricing for Project Type 2

Type of Product or Description of Product	NOM	Sample Price for 100 units	Sample Price for 250 units	Sample Price for 500 units	Sample Price for 1000 units
Construction of Prefabricated Modular Housings Units	Per Square Foot	s.21(1)	•		
Delivery of Prefabricated Modular Housings Units	Total Price				
Installation of Prefabricated Modular Housings Units	Total Price				
Plumbing Works including any necessary connection to outside services	Total Price				
Installation of sprinklers and sprinkler connections to outside services	Total Price				
Electrical Work including the connection to outside services, supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors	Total Price				
Construction of a Communal amenity area	Total Price				

Harold Clifford | President

Brian Meaker | Account Manager





Vancouver Affordable Housing Agency

Demobilization	Total Price	s.21(1)	
Price Before GST applicable taxes	or other		

Name of Vendor: Shelter Modular Inc.:

Signature of Authorized Signatory:

Date: Feb 25, 2016

Harold Clifford | President

Brian Meaker | Account Manager







February 17, 2016

# REQUEST FOR QUALIFICATIONS ("RFQ") No.PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

# AMENDMENT No. 1

## RE: CLOSING DATE CHANGED TO FEBRUARY 26, 2016

Currently Reads:

## COVER PAGE

Responses are to be addressed and delivered to the Vancouver Affordable Housing Agency (the "Housing Agency"), C/O: City of Vancouver, 453 West 12<sup>th</sup> Avenue, Vancouver, British Columbia, Canada, V5Y 1V4, (Courier Delivery and Drop Off is at the Information Desk, Main Floor Rotunda of the same address) and should be received prior to 3:00 p.m., February 19, 2016 Vancouver Time (as defined in Note 3 below), on (the "Closing Time").

#### Please Change to:

## **COVER PAGE**

Responses are to be addressed and delivered to the Vancouver Affordable Housing Agency (the "Housing Agency"), C/O: City of Vancouver, 453 West 12<sup>th</sup> Avenue, Vancouver, British Columbia, Canada, V5Y 1V4, (Courier Delivery and Drop Off is at the Information Desk, Main Floor Rotunda of the same address) and should be received prior to 1:00 p.m., February 26, 2016 Vancouver Time (as defined in Note 3 below), on (the "Closing Time").



All other conditions and specifications remain unchanged.

This amendment is to be completed, and attached to your Proposal form.

NAME OF VENDOR

SIGNATURE OF AUTHORIZED SIGNATORY

Deb 26, 2016



February 22, 2016

# REQUEST FOR QUALIFICATIONS ("RFQ") No.PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

# AMENDMENT No. 2

RE: SCHEDULE 6 - PRICING PROFORMA, Table 5

Please change to:

Table 5: Sample Pricing for Project Type 2

Type of Product or Description of Product	Unit of Measurement	Sample Price for 100 Units	Sample Price for 250 Units	Sample Price for 500 Units	Sample Price for 1000 Units
Construction of Prefabricated Modular Housing Units	Per Square Foot	\$	\$	\$	\$
Delivery of Prefabricated Modular Housing Units	Total Price	\$	\$	\$	\$
Installation of Prefabricated Modular Housing Units including foundations	Total Price	\$	\$	\$	\$
Plumbing works including any necessary connection to outside services	Total Price	\$	\$	\$	\$
Installation of sprinklers and sprinkler connections to outside	Total Price	\$	\$	\$	\$

Page 1 of Z



services			
Electrical work including the connection to outside services, supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors	Total Price	\$ \$	\$ \$
Construction of a communal amenity area	Total Price	\$ \$	\$ \$
Demobilization	Total Price	\$ \$	\$ \$
Price before GST or other taxes	applicable	\$ \$	\$ \$

All other conditions and specifications remain unchanged.

This amendment is to be completed, and attached to your Proposal form.

NAME OF VENDOR

nelter Modular Inc.

SIGNATURE OF AUTHORIZED SIGNATORY

DATE

# RFQ No. PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

# SCHEDULE 5 - DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

#### SCHEDULE 5 - DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

#### DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

Purpose: All proposed suppliers are to complete and submit this form to certify compliance with the supplier performance standards set out in the Supplier Code of Conduct.

The Housing Agency and The City of Vancouver expects each supplier of goods and services to the City to comply with the supplier performance standards set out in the City's Supplier Code of Conduct (SCC) <a href="http://vancouver.ca/policy\_pdf/AF01401P1.pdf">http://vancouver.ca/policy\_pdf/AF01401P1.pdf</a>>. The SCC defines minimum labour and environmental standards for City suppliers and their subcontractors.

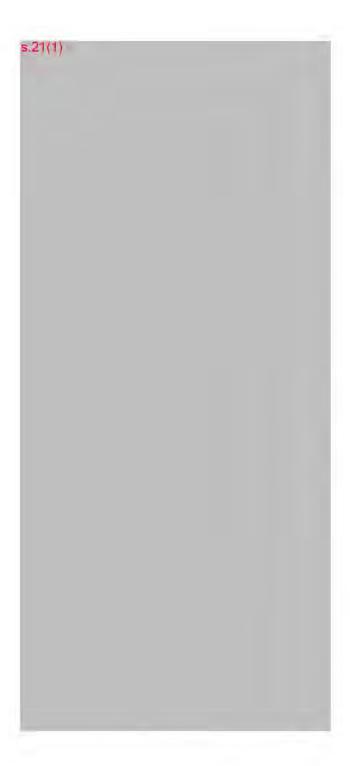
Suppliers are expected to comply with the aforementioned standards upon submitting a tender, proposal, application, qualification, expression of interest or quotation to the Housing Agency, or have a plan in place to comply within a specific period of time. The Housing Agency reserves the right to determine an appropriate timeframe in which suppliers must come into compliance with these standards. To give effect to these requirements, an authorized signatory of each proposed vendor must complete the following declaration and include this declaration with its submission:

As an authorized signatory of She Harmonian (vendor name). I declare that I have reviewed the SCC and to the best of my knowledge, She Harmonian (vendor name) and its proposed subcontractors have not been and are not currently in violation of the SCC or convicted of an offence under national and other applicable laws referred to in the SCC, other than as noted in the table below (include all violations/convictions that have occurred in the past three years as well as plans for corrective action).

Section of SCC / title of law	Date of violation /conviction	Description of violation / conviction	Regulatory / adjudication body and document file number	Corrective action plan

understand that a fa	lse declaration	and/or lack of a	corrective ac	tion plan may	result in no furthe
consideration being gi	ven to the subn	mission of Jane	ter Mal		rendor name).
Signature:	Lell	y Meis	ouz.		
Name and Title:	Valle	meinem		portrolle	v.
name and Title:	relig	Diemem	a, co	PHINOIDE	* .

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S-1(1)					
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A TOTAL OF THE PROPERTY OF THE					
MODULE L	AYOUT				
REV. DATE DESCRIPTION	NOTE: This drawing as an instrument of service.		TITLE OF VINCOUNTS	SCALE	DATE SHT.No.
84-12 185	NOTE: This drawing, as an instrument of service, is the properly of SHELIER MODULAR INC. and may not be used at reproduced without prior written consent of this affice.	SHELTER	CITY OF VANCOUVER MODULAR AFFORDABLE HOUSING PROPOSED FLOOR LAYOUT	1/16"-1'-0" DRAWN RMM	PROJECT No. P16-0813
			LEKOLOSED LEGOK FALOUI	I LIMM	F10-0013



#### CONTRACT APPROVAL SUMMARY

Bid Year: 2016

Bid Number: PS20160200

Bid Description: PSVAHA2016 -01 - Prequalification to Supply Prefabricated Modular

Homes Bid Created: 2016.01.25 LOWOOJI (Jim Lowood)

Post Date: 2016/01/28 Close Date: 2016/02/26

\*\* Respondents list:

Vendor Code/Name: 100449 / Britco LP

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 108858 / Shelter Industries Inc

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 111842 / Atco International

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 112559 / Kindred Construction Ltd

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 112559 / Kindred Construction Ltd

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 118821 / ContainerWest

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 119410 / Big Steel Box

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 119562 / Cormode & Dickson Construction

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 122745 / Atira Women's Resource Society

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126475 / Aurora Cascade

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126491 / Boxman Studios LLC

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126492 / AYO Energy Solutions Inc

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126493 / CTHS Buildings Inc

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126494 / Chaparral Industries 86 Inc

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126495 / Horizon North Camp and Catering

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126496 / John van Nostrand Development Inc.

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126497 / Maas Designs Inc

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126523 / Mountain View Industries

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126524 / Mods International Inc

Bid value: 0.00 CAD

Awarded: No. Comment:

Vendor Code/Name: 126532 / Westcoast Outbuildings Inc

Bid value: 0.00 CAD

Awarded: No. Comment:

## \*\* Reason for Decision:

#### RECOMMENDATION

It is recommended by Supply Chain Management that the shortlist for Selecting Partners for the Prequalification Shortlist to Supply Prefabricated Modular Housing be awarded to twelve firms that will be contacted and forwarded information to allow them to submit proposals modular housing Requests for Proposals over the next two years. Of these twelve firms five will be contacted for the pilot Requests for Proposals for shorter term accommodation housing and the rest of the pre-qualified will be contacted for other shorter or longer term accommodation housing.

#### **BACKGROUND**

The Vancouver Affordable Housing Agency ("VAHA") sought responses (each, a "Response") from interested partners with expertise in prefabricated modular housing for the construction, supply, delivery and installation of modular housing units on lands owned by the City of Vancouver (the "City"). The future projects will range in size, property use mix and complexity.

The partners that are selected pursuant to the RFQ would be eligible to participate in Requests for Proposals ("RFP") in respect of specific opportunities on City-owned lands ("Site-Specific RFPs") for a period of two years, with a possible extension of one year at the sole discretion of VAHA.

Respondents were requested to indicate their interest in two project types. One project type is for shorter term occupancy for 30-40 units and another for potentially longer term occupancy for up to 500 units.

RFx Type: RFQ Prequalification. Specify: Request for Qualifications

Contract Type: Term contract

Term Length: 2-3 years

#### COMPLIANCE

Number of submissions received: 22

Two firms, Cormode Dickson and Freeport, declined to present the responses that were requested from the Request for Qualifications but used this opportunity to present their company and products.

Primary Compliance Checks: Business License Y Insurance Y

....

WCB Y

D&BY

Internet Y

Compliance Issues & Mitigation: (See above decision on Cormode Dickson and Freeport)

#### **EVALUATION SUMMARY**

Of the 22 firms that responded to the pre-qualification documents 20 were compliant and reviewed by the evaluation team composed of VAHA representatives Melinda Chan, Kenneth Gilbertson and Luke Harrison. The evaluation is based on criteria approved before the RFQ was posted.

**Technical Evaluation Summary** 

s.13(1)		



# **Financial Evaluation Summary**

Method: The financial evaluation was based on two Proformas comprised of tables where certain examples were presented and the firms were requested to price according to the materials and hours dedicated to the work. These Proformas were:

- 1. Project Type 1: Temporary Interim Housing of between 30 and 40 units and a communal amenity area
- 2. Project Type 2: Temporary Longer Term Housing of up to 300 units per year

For Project 1 the financial evaluation included:

Cost to build, deliver, install and demobilize the units

Installation of sprinklers, water, electrical, waste systems

Installation of hard wired smoke, Carbon monoxide detectors and fire extinguishers

# Exterior skirting

The financial proforma also asked the firms to submit a price for monthly lease payment and buyout prices for each of the successive five years.

For Project 2 the financial evaluation included the same criteria but requested that the firms submit prices for 100, 250, 500, and 1000 units.

The firms that responded to these proformas understood that the information that was requested was to review their understanding of the scope of the future projects and was to be non-binding.

Further financial evaluations, including a review of the proformas and a further financial review of the firms will be conducted by Stephaans Vanjaarsveld, Senior Financial Analyst with Housing.

Based on the Technical and Financial Evaluative scores, the scoring breakdown is as follows:

```
s.13(1)
s.13(1)
```

It is recommended by Supply Chain Management that twelve firms be accepted for the shortlist to supply prefabricated modular housing as presented in future RFPs based on their scoring and the fact that VAHA retains the ability to limit participants in any future RFP processes.

CONTRACT MANAGEMENT

Provide details on who will be responsible for various contract administration processes.

# SUSTAINABLE & ETHICAL PROCUREMENT

The request for qualifications was conducted using sustainable and ethical procurement guidelines as per Supply Chain Management process.

# LEGAL/RISK MANAGEMENT ISSUES

There are no legal nor risk management issues

AYO SMART HOME LTD.



# RFQ No. PSVAHA2016-1

Closing time: February 19, 2016

Respondent: Yoga Yogendran

Address: 1400 - 1055 West Hastings Street, Vancouver BC, V6E2E9

Phone: 604-375-8788

Considered: (iii) both Projects Type 1 and 2

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\*\*THIS IS A FORMAL PROPOSAL FOR RFQ - PSVAHA2016-01

## LETTER OF QUALIFICATION

Date: February 19, 2016

TO: The Vancouver Affordable Housing Agency (the "Housing Agency")

RE: REQUEST FOR QUALIFICATIONS- NO. PSVAHA2016-01 (the "RFQ") IN RESPECT OF SELECTING PARTNERS TO SUPPLY PREFABRICATED MODULAR HOUSING

- Being duly authorized to represent and act on behalf AYO Smart Home Ltd., the undersigned hereby submits the attached Response and supporting materials on behalf thereof.
- Herein, the term "Respondent" refers to AYO Smart Home Ltd.
- 3. The Housing Agency and its representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this Response, and to seek clarification from the Respondent's bankers and clients regarding any financial and experience issues, and to do all other things stated in the RFQ.
- 4. Capitalized terms used herein have the definitions ascribed thereto in the RFQ.
- The Housing Agency and its representatives may contact the following persons for further information:

Yoga Yogendran CEO 604-375-8788 yoga@ayoenergysolutions.com

- 6. This Response is made with the full understanding and agreement that:
  - (a) any information submitted during qualification may be subject to verification by the Housing Agency, including during evaluation of any subsequent proposal or tender;
  - (b) the Respondent will (and does hereby undertake to) submit a bona fide proposal or tender in relation to the subject matter of the RFQ (and consistent with this Response) if the Housing Agency invites the Respondent to participate in a request for proposals or invitation to tender;
  - (c) the Housing Agency may:
    - (i) amend the scope and description of the goods and services to be procured under the RFQ or any subsequent request for proposalsprocess, including the Site-Specific RFPs, varying them from those describedherein, or amend the qualifications that may be required to meet those requirements;
    - open this process to potential proponents other than the grouping of Pre-Qualified Respondents contemplated by the RFQ;
    - (iii) determine which City-owned sites targeted for the installation of prefabricated modular housing will be subject to Site-Specific RFPs as contemplated by this RFQ and which may be subject to a separate procurement process;
    - (iv) reject or accorption of the Penning 18-277

- (v) cancel the RFQ process and reject all Responses;
- (vi) cancel the RFQ process and commence a new process in respect of the same request for proposals with the same or an amended set of documents, information or requirements;
- (vii) request that any Respondent to provide additional information, clarifications or goods samples or demonstrations, without requesting the same from all Respondents;
- (viii) terminate the RFQ process and enter into direct negotiations with any party whether or not a Respondent; or
- (ix) at any time during the RFQ Term and for any reason whatsoever, including as a result of any review of the Housing Agency's Board, terminate the RFQand cease restricting eligibility for Site-Specific RFPs to Pre-Qualified Respondents.
- (d) neither the Housing Agency nor the City of Vancouver will not be liable in any way whatsoever for any actions described under 4(c) of this letter.
- 7. The Respondent confirms and warrants that the information disclosed in the section of its Response titled "Conflicts; Collusion; Lobbying" is a complete and accurate response to Section 7.0 of the RFQ.
- 8. The Respondent acknowledges and agrees that the RFQ Documents are, in no way whatsoever, an offer to enter in to an agreement except on the limited terms and conditions expressly stated in this letter, and submission of this Response by the Respondent does not in any way whats oever create any obligation on the part of the Housing Agency to treat the Respondent's or any other respondent's Response in any particular manner or undertake the Housing Agency's RFQ process in any particular manner (except as expressly stated below in this letter with respect to confidentiality).
- 9. The Respondent acknowledges and agrees to the information disclaimers and other terms and conditions set forth in the RFQ.
  - 10. Except only and to the extent that the Housing Agency is in breach of Section 11 of this letter, the Respondent now releases the Housing Agency, the City of Vancouver and their respective directors, officials, agents and employees from all liability for any costs, damages or losses incurred in connection with the RFQ, including any cost, damages or losses in connection with:
    - (a) any alleged (or judicially determined) breach by the Housing Agency or its directors, officials, agents or employees of any obligation or duty under the RFQ;
    - (b) any unintentional tort of the Housing Agency or its directors, officials, agents or employees occurring in the course of conducting the RFQ; or
    - (c) the manner in which the Housing Agency: reviews, considers, evaluates or negotiates any Response; addresses or fails to address any Response; or resolves to enter into any contract or not enter into any contract.
- 11. Subject to the applicable provisions of the Freedom of Information and Protection of Privacy Act (British Columbia) and the Housing Agency's right to publicly disclose information about or from any Response, including without limitation names and prices, in the course of publicly reporting to the Vancouver City Council about theRFQ, the Housing Agency will treat the Response (and the Housing Agency's evaluation of it), in confidence in substantially the same manner as it treats its own confidential material and information.
- 12. The Respondent acknowledges receipt of the following amendments and addenda (if applicable);

Amendment/Addendum No. NA

Date: NA

Amendment/Addendum No. NA

Date: NA

- 13. Any dispute relating to the RFQ (except to the extent that the Housing Agency breaches Section 11 above) will be resolved by arbitration in accordance with the Commercial Arbitration Act (British Columbia), amended as follows:
  - (a) The arbitrator will be selected by the Housing Agency;
  - (b) Section 10 of this letter, and the other provisions hereof, will apply; and
  - (c) The Respondent will bear all costs of the arbitration.
- 14. The Respondent (a) has read, understands and agrees to the terms and conditions in this letter, (b) has had an opportunity to seek legal counsel and (c) affirms that the statements made in its Response are true and correct in every detail.

Respondent Name(s):	Yoga Yogendran			
Signature:	Mi.		Date: February 19, 2016	
Name of Signatory:	Yoga Yogendran			
Title of Signatory:	CEO			
Mailing Address:	1400-1055	West Hastings	Street	
	Vancouver	ВС	V6E 2E9	
Telephone No.;	604-375-8788	Fax No.:		
Key Contact Person:	Yoga Yogendran	E-mail: yoga@ayo	energysolutions.com	
GST Registration No.:	832172589	Date and Jurisdiction of Incorporation: September 24, 2014		
City of Vancouver		WorkSafeBC Regis	stration	

#### CORPORATE EXPERIENCE

AYO Smart Homes designs and builds affordable and energy efficient modular homes, addressing a growing demand for affordable living with a reduced operating energy cost and environmental impact. Increased consumer awareness of energy costs and environmental issues has driven demand for green energy efficient buildings, creating a new market segment within the housing industry. Only the higher-end portion of this market is currently being served by premium green homes. Our business will use the inherent efficiencies of modular construction, combined with exclusive lower cost MgO panels and proprietary energy efficiency technology, to make energy efficient homes affordable for a large and previously underserved price-sensitive market.

Not only can AYO Smart Homes deliver the prefabricated modular housing units, were also energy efficient, which allows for a reduction in the cost of operations of 30-50% compared to conventional modular housing. AYO Smart Home business model is based on energy efficiency and cost reduction and we feel this lines up with the city of Vancouver's green vision. Please see our package attached for additional details.

## CLIENT REFERENCE

UBC CIRS Department Yunesit'in First Nations Community Halalt First Nations Community (Detailed contact information available upon request)

# **HISTORY OF LITIGATION**

No history of litigation or claims made against AYO Smart Home during the three years immediately prior to the Closing Time.

## **KEY PERSONALS**



Yoga Yogendran - PhD, Materials Science; MBA; BSc, Engineering.

Yoga is a technology and Business Executive with a passion for making a contribution towards addressing climate change through enabling communities and buildings to reduce their carbon foot print and further their sustainability while creating economic benefit. After spending 25 years supporting companies to develop and commercialize clean energy technologies, he is currently focused on integrating and deploying energy, water, waste, and food solutions to communities. Yoga is the CEO of AYO Energy Solutions, which in the business of supply,

installation, financing of energy savings solutions for buildings. AYO is an energy service company that provides turnkey end-to-end solutions to decrease operating expense, increase productivity and health of commercial and institutional buildings by replacing incumbent components with cost effective energy efficient technology system. He is also the CEO of AYO Smart Home, which utilizes an innovative approach to residential construction that achieves energy efficiency, durability, and affordability. The AYO Smart Home is based on a modular, panelized system that is tailored towards meeting the housing needs of First Nations. AYO established a joint venture with First Nation communities to develop and implement new homes and has built a prototype of the home on the UBC campus in Vancouver.



Andrew Mai – Andrew has a professional background of medical and biological sciences. In the past 20 years, he has run successful businesses in various kinds of business models such as manufacturing, research and development, consulting, wholesale, etc. He is committed to business development in North America and already has deep connections related to energy resources. He has received strong support from the local First Nations.



Mohammad Ali Fayazbakhsh, Ph.D. – Ali is in charge of organizing the engineering and research works related to AYO Smart Home. His professional background consists of design and selection of mechanical equipment such as HVAC systems, pressure vessels, storage tanks, pumps, and compressors. Ali has 4 years of experience in thermal load estimation for Heating, Ventilation, Air Conditioning, and Refrigeration applications.



Nabeel Remtulia – Nabeel is currently involved with managing the financials of AYO Smart Homes. His main activities include; maintaining inventory and cash flow management, administration of project funds and costs, presenting cash flow forecasts and profitability analysis, preparing monthly pro-forma financial statements, performing review of accounting entries, and working closely with the executive team in the development and economic evaluation of various programs.

## **COMPLETION OF MAJOR PROJECTS**

AYO Smart Home – pilot project, UBC CIRS department, \$600,000

AYO Smart Home has completed a 2-storey building in UBC. The house is used as a pilot study in collaboration with UBC CIRS program. Researchers including faculty members and graduate students from UBC Mechanical and Civil Engineering are involved in the project.

The project was focused on developing energy efficient housing with affordability as a major challenge. The focus was on the First Nations housing problem and the construction was done in close collaboration with Yunesit'in community.

A number of technologies were implemented in the house including:

- Structural Insulated Panels (SIP)
- MgO board implementation
- High-efficiency LED lighting
- Solar energy
- Buildin Management System (BMS)
- High-efficiency HVAC system based on heat pump

The pilot house is subject to research on panelized construction, prefabrication opportunities, life-cycle analysis, and building management system.

Halalt First Nations Community - \$1,500,000, Eli Enns

In continuation of the smart home development based on the experiences gained in the UBC pilot house, AYO Smart Home is developing 10 residential houses in the Halalt First Nation community in Vancouver Island. The construction phase of the projects will start in September 2016. The collaboration with the First Nation community is of utmost importance in these projects.

Yunesit'in First Nations Community - \$3,000,000, Eli Enns

AYO Smart Home is involved in the development of Energy-efficient affordable houses for the Yunesit'in First Nation community near Williams Lake, North of BC.

## CONFLICTS / COLLUSION / LOBBYING

N/A - none

# **PROFORMA**

# PRICING EXERCISE

Respondents should submit a detailed response to the proforma exercises below:

## 1. PRICING FOR PROJECT TYPE 1

At this time no sites have been selected, but for the purposes of this exercise the Respondent is to

Type of Product or Description of Product	Unit of Measurement	Price	
Cost for Prefabricated Modular Housing Units	1	s.21(1)	
Delivery of Prefabricated Modular Housing Units			
Installation of Prefabricated Modular Housing Units including foundations			
Installation of sprinklers and sprinkler connections outside services			
Plumbing works including water, waste and connection to outside services			
Electrical work including connection to outside service the supply and installation of hard wired smoke and CO2 sensors			
Supply and installation of 5lb wall hung Fire extinguishers as required			
Exterior skirting	2		
Demobilization			
Price before GST or other applicable taxes			

make the following assumptions:

- Site area 10,000 square feet, level, gravel, rectangular shaped site;
- 35 self-contained units with washroom and shower facilities in each unit;
- Average size of units is 150 square feet;
- Unit Mix 75% single bed, 25% double occupancy; and
- Communal Amenity Area of 1250 Square Feet, with office, laundry facilities, I and small
  kitchenette, either repurposed from previous sites or specialty built for this project, providing a
  link to the modular housing units.

Table 2: Sample Pricing for Communal Amenity Area

Type of Product or Description of Product	Unit of Measurement	Price	
Cost for Communal Amenity Area, including foundations		\$.21(1)	
Delivery of Communal Amenity Area			
Installation of Communal Amenity Area including foundations(if not included above)			
Plumbing works including	City of Vancouver - FOI File # 2018-277		

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		The state of the s	

connection of small kitchenette to outside services	\$2(M)
Installation of sprinklers and sprinkler connections to outside services	
Electrical work including connection to outside services, the supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors	
Supply and installation of 5lb wall hung Fire extinguishers as required	
Exterior skirting	
Demobilization	
Price before GST or other applicable taxes	

#### 2. FINANCING FOR PROJECT

#### **TYPE 1 FINANCING**

The Housing Agency is looking at the possibility of a lease to own arrangement with multiple buyout options. For the lease to own arrangementhe t Housing Agency requests that the respondents submit what the monthly rate is for the lease as well as the yearly buyout costs on the annual anniversary of the agreement. For the purpose of this proforma for the RFQ the Housing Agency is assuming that the total cost of the modular housing and the community amenity area is \$800,000.00. Please enter the information requested in Table 3.

Table 3: Sample Financing

Total Purchase Price	\$800,000
Monthly Lease	\$2((1)
Year One Buyout	
Year Two Buyout	
Year Three Buyout	
Year Four Buyout	
Year Five Buyout	

#### 3. PRICING FOR PROJECT TYPE 2

As explained under Section 1.3 Scope of Work the Housing Agency is looking for the supply of prefabricated modular units with a mix of studios, two and three bedroom units (exact mix and number of units in eachdevelopment to be confirmed). These developments will need to be built in accordance with zoning, by-law and code requirements and may be multi-level (in accordance with zoning for each site). These units are anticipated to be required in eight months to one year.

At this time no sites have been selected, but for the purposes of this exercise the Respondent is to make the following assumptions:

- Level, rectangular shaped site;
- 100 Units with the unit mix and unit size (Table 4) as set out below;
- Unit Mix 15% studio, 10% one beds, 25% two beds, 50% three beds;
- · Allowance for 300 sq.ft common amenity space; and
- Built to City of Vancouver Building Bylaws.
   City of Vancouver FOI File # 2018-277

#### Table 4: Unit Size

For the purpose of this proforma, the Respondent is to assume the Unit sizes are as per the table below:

Unit Type	Approximate Size in Square Feet
Studio	320
One bed	450
Two bed	650
Three bed	800

Table 5: Sample Pricing for Prefabricated Modular Housing

Based on the information above, and assuming for the purposes of this proforma that the initial build is 100 Units, please complete this table 5 with the options to increase the amounts of units

Table 5: Sample Pricing for Project Type 2

Type of Product or Description of Product	Unit of Measurement	Sample Price for 100 units	Sample Price for 250 units	Sample Price for 500 units	Sample Price for 1000 units
Construction of Prefabricated Modular Housing Units	Per Square Foot Total Price	s 21(1)			1
Delivery of Prefabricated Modular Housing Units					
Installation of Prefabricated Modular Housing Units including foundations					
Plumbing works including any necessary connection to outside services					
Electrical work including the connection to outside services, supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors					
Construction of a communal amenity area					
Demobilization		J.			
Price before GST or other applicable taxes	0	v of Vancouver FOLF	L # 2010 277		Page 109 of 15





### **Business Insurance Policy**

**New Business** 

**Policy Number:** 

s.21(1)

Intact Insurance Company hereinafter called the Insurer.

The Policy Declarations together with the Supplementary Declarations, Policy Conditions, forms, riders and endorsements, if any, issued to form a part thereof, completes the Policy.

#### POLICY DECLARATIONS

Insured Name

AYO Smart Home Ltd

Mailing Address

1055 Hastings Street West Suite #1400

Vancouver, BC V6E2E9

**Policy Period** 

From

July 02, 2015

To July 02, 2016

12:01 a.m. standard time at the postal address of the Named Insured stated herein.

Insured's Business Operation

Consultant on Energy Efficient and Eco Friendly Home

Broker

Shaw Sabey & Associates Ltd

PO Box 234 555 Burrard Street Vancouver, British

Columbia V7X1M9

Phone No. 604-689-2441

Broker No.

80523

Branch ID B

**Total Policy Premium** 

\$ 925

Minimum Retained Policy Premium \$ 0

**Billing Method** 

Agency Bill

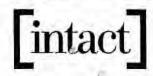
In witness whereof the Insurer has duly executed this policy, provided however that this policy shall not be valid or binding unless countersigned by a duly Authorized Representative of the Insurer.

**Authorized Representative** 

enni Moustos

Authorized Representative

This Policy Contains a Clause(s) That May Limit the Amount Payable



### **Business Insurance Policy**

**Policy Number:** 



Insurance provided subject to the Declarations, Terms, and Conditions of the policy and its Forms only for the coverages for which specific Forms are attached and for which a specific Limit or Amount of Insurance is shown hereunder.

#### THE FOLLOWING COVERAGES APPLY TO ALL LOCATIONS UNLESS OTHERWISE SPECIFIED.

		MISCELLANEOUS COVERAGES					
FORM#	FORM AND COVERAGE(S)	DEDUCTIBLE PERILS	VALUATION	CO- INSURANCE	LIMIT OF INSURANCE		
2485	Declaration of Emergency Endorsement						
G003	Statutory Conditions (except Quebec)						

FORM#	FORM AND COVERAGE(S)	DEDUCTIBLE		LIMIT OF INSURANCE	
LR20	Commercial General Liability Max				
	Coverage A - Bodily Injury, Personal Injury and Property Damage Liability		Limit of Liability - each accident or occurrence	\$ 5,000,000	
	Coverage A - Products-Completed Operations	6 4 000	Limit of Liability - aggregate	\$ 5,000,000	
	Coverage B - Advertising Injury	\$ 1,000	Limit of Liability - each accident or occurrence	\$ 5,000,000	
	Coverage B - Advertising Injury		Limit of Liability - aggregate	\$5,000,000	
	Coverage C - Medical Payments		Limit of Liability - each person	\$ 10,000	
	Coverage D - Tenants' Legal Liability	\$ 1,000	Limit of Liability - any one accident	\$ 500,000	
L431 L432	S.E.F. No. 99 Excluding Long term Leased Vehicle Endorsement S.P.F. No, 6 - Standard Non-Owned Automobile Policy			\$ 5,000,000	
L402	Section A - Third party Liability			\$ 5,000,000	
L483	Amended Professional Services Exclusion Endorsement			O'THEOLIGA	
L542	Bodily Injury and Property Damage Deductible Endorsement				
	Deductible	\$ 1,000			

Form Of Business: Corporation

RATING INFORMATION:

Rating Description: Consultant on Energy Efficient and Eco Friendly Home

Rating Base: Payroll

Advance Premium: \$875

City of Vancouver - FOI File # 2818-277



## **Business Insurance Policy**

Policy Number: \$.21(1)

Policy Form # Summary Sheet				
2485	Declaration of Emergency Endorsement			
G003	Statutory Conditions (except Quebec)			
L431	S.E.F. No. 99 Excluding Long term Leased Vehicle Endorsement			
L432	S.P.F. No. 6 - Standard Non-Owned Automobile Policy			
L483	Amended Professional Services Exclusion Endorsement			
L542	Bodily Injury and Property Damage Deductible Endorsement			
LR20	Commercial General Liability Max			



### **Business Insurance Policy**

Policy Number: 5

521(1)
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### Declaration of Emergency Endorsement - Extension of Termination or Expiry Date

The effective date of termination of this policy by the Insurer or the expiry date of this policy is extended, subject to the conditions and definitions set out below, as follows when an "emergency" is declared by a Canadian public authority designated by statute for the purpose of issuing such an order.

- 1. The "emergency" must have a direct effect or impact on:
  - i) the Insured, the insured site or insured property located in the declared emergency area; or
  - ii) the operations of the Insurer or its agent/broker located in the declared emergency area.
- 2. A. Any time limitation described in the Termination condition of this policy, with respect to termination of this policy by the Insurer, will not continue to run until the "emergency" is terminated plus the lesser of:
  - i) 30 days; or
  - ii) the number of days equal to the total time the "emergency" order was in effect.
- 2. B. If this policy is due to expire during an "emergency", it will continue in force until the "emergency" is terminated plus the lesser of:
  - i) 30 days; or
  - ii) the number of days equal to the total time the "emergency" order was in effect.
- 3. In no event shall the total term of this extension exceed 120 consecutive days

The Insured agrees to pay the pro rata premium earned for the additional time the Insurer remains on risk as a result of the above.

"Emergency" means the first statutory declaration of an emergency:

- a) with respect to a situation or an impending situation that constitutes a danger of major proportions that could
  result in serious harm to persons or substantial damage to property and that is caused by the forces of nature,
  a disease or other health risk, an accident or an act whether intentional or otherwise; or
- b) as provided for by the relevant governing legislation if different from a).

but does not include any subsequent statutory declaration(s) that may be issued relating to the same event.

All other terms and conditions of the Policy to which this endorsement applies remain unchanged.

2485 (01/10)

Page 1 of 1

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### **Business Insurance Policy**

**Policy Number:** 

s.21(1)

#### Statutory Conditions (except Quebec

The following Statutory and Additional Conditions, as modified or supplemented by the attached forms or endorsements, apply to all coverages insured by this policy (including fire), except where indicated.

Statutory Conditions 1, 6, 7, 8, 9, 10, 11, 12 and 13 apply only to property insurance.

#### 1. Misrepresentation

If a person applying for insurance falsely describes the property to the prejudice of the Insurer, or misrepresents or fraudulently omits to communicate any circumstance that is material to be made known to the Insurer in order to enable it to judge the risk to be undertaken, the contract is void as to any property in relation to which the misrepresentation or omission is material.

#### 2. Property of Others

Unless otherwise specifically stated in the contract, the Insurer is not liable for loss or damage to property owned by any person other than the Insured, unless the interest of the Insured in such property is stated in the contract.

#### 3. Change of Interest

The Insurer is liable for loss or damage occurring after an authorized assignment under the Bankruptcy and Insolver Act (Canada) or change of title by succession, by operation of law, or by death.

#### 4. Material Change

Any change material to the risk and within the control and knowledge of the Insured avoids the contract as to the part affected by the change, unless the change is promptly notified in writing to the Insurer or its local agent. The Insurer or its agent, when so notified, may return the unearned portion, if any, of the premium paid and cancel the contract in accordance with Statutory Condition 5. Alternatively, the Insurer may notify the Insured in writing that, if the Insured desires the contract to continue in force, the Insured must, within 15 days of the receipt of the notice, pay to the Insurer an additional premium. In default of such payment the contract is terminated at that time and Statutory Condition 5.(2)(a) applies in respect of the unearned portion of the premium.

#### 5. Termination

- (1) This contract may be terminated,
  - (a) by the Insurer's giving to the Insured written notice of termination at least:
    - (i) five (5) days before the effective date of termination if personally delivered;
    - (ii) 15 days before the effective date of termination if the contract is terminated by registered mail for non-payment of premium; or
    - (iii) 30 days before the effective date of termination if the contract is terminated by registered mail for any other reason.
  - (b) by the Insured at any time on request.
- (2) When this contract is terminated by the Insurer,
- the Insurer shall refund the excess of premium actually paid by the Insured over the proportionate



### **Business Insurance Policy**

Policy Number:

s 21(1)

77003-(05-2012) G003 - Statutory Conditions (except Quebec)

Page 1 of 4

- premium for the expired time, subject to any minimum retained premium specified in the contract; and the refund shall accompany the notice, unless the premium is subject to adjustment or determination as to amount, in which case the refund shall be made as soon as practicable.
- (3) When this contract is terminated by the Insured, the Insurer shall refund as soon as practicable the excess of premium actually paid by the Insured over the short rate premium for the expired time, but in no event shall the short rate premium for the expired time be deemed to be less than any minimum retained premium specified.
- (4) The 15 and 30 days mentioned in clauses (1)(a)(ii) and (iii) of this condition commence to run on the day following the receipt of the registered letter at the post office to which it is addressed.

#### 6. Requirements After Loss

- (1) Upon the occurrence of any loss of or damage to the insured property, the Insured shall, if the loss or damage is covered by the contract, in addition to observing the requirements of conditions 9, 10 and 11,
  - (a) immediately give notice of the loss or damage in writing to the Insurer;
  - deliver as soon as practicable to the Insurer a proof of loss in respect of the loss or damage to the insured property verified by statutory declaration,
    - giving a complete inventory of the lost or damaged property and showing in detail quantities, costs, actual cash value and particulars of amount of loss claimed,
    - (ii) stating when and how the loss occurred, and if caused by fire or explosion due to ignition, how the fire or explosion originated, so far as the Insured knows or believes,
    - (iii) stating that the loss did not occur through any wilful act or neglect or the procurement, means or connivance of the Insured,
    - (iv) showing the amount of other insurances and the names of other insurers,
    - showing the interest of the Insured and of all others in the property with particulars of all mortgages, liens, encumbrances and other charges upon the property,
    - showing any changes in title, use, occupation, location, possession or exposures of the property since the issue of the contract,
    - (vii) showing the place where the insured property was located at the time of loss or damage;
  - if required by the Insurer, give a complete inventory of undamaged property, showing in detail quantities, cost, actual cash value;
  - (d) if required by the Insurer and if practicable, produce accounts, warehouse receipts, stock lists, invoices and other pertinent records, verified by statutory declaration, as well as any relevant contracts or agreements with others.
- (2) The evidence furnished under clauses (1) (c) and (d) of this condition shall not be considered proofs of loss within the meaning of Statutory Conditions 12 and 13.

#### 7. Fraud

Any fraud or wilfully false statement in a statutory declaration in relation to the particulars required under Statutory Condition 6 invalidates the claim of the person making the declaration.

#### 8. Who May Give Notice and Proof

In case of absence or inability of the Insured to give notice of loss or make proof of loss, notice of loss may be given and proof of loss may be made by the agent of the Insured. If the Insured fails to give notice immediately, the notice of loss may be given and the proof of loss may be made by a person to whom any part of the insurance money is

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### **Business Insurance Policy**

Policy Number:



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77003-(05-2012) G003 - Statutory Conditions (except Quebec)

Page 2 of 4

#### 9. Salvage

- (1) The Insured, in the event of any loss or damage to any insured property, shall take all reasonable steps to prevent further damage to such property and to prevent damage to other insured property, including, if necessary, removal to a secure location.
- (2) The Insurer shall contribute proportionately, according to the respective interests of the parties, towards any reasonable and proper expenses in connection with steps taken by the Insured and required under subsection (1) of this condition.

#### 10. Entry, Control, Abandonment

After loss or damage to insured property, the Insurer has an immediate right of access and entry by accredited agents sufficient to enable them to survey and examine the property, and to make an estimate of the loss or damage. After the Insured has secured the property, the Insurer has a further right of access and entry sufficient to enable its agents to make appraisement or particular estimate of the loss or damage. The Insurer is not entitled to the control or possession of the insured property. There can be no abandonment of insured property to the Insurer without the Insurer's consent.

#### 11. Appraisal (In Case of Disagreement)

In the event of disagreement as to the value of the insured property or the value of the property saved or the amount of the loss including the nature and extent of repairs or replacements required, or if made, their adequacy, those questions shall be determined by the applicable dispute resolution process (including appraisal) as provided under the *Insurance* Act before there can be any recovery under this contract, whether the right to recover under the contract is disputed or not, and independently of all other questions. There shall be no right to an appraisal until a specific demand for one is made in writing and until proof of loss has been delivered.

#### 12. When Loss Payable

The loss is payable within 60 days after the proof of loss is completed and delivered to the Insurer in accordance with Statutory Condition 6, unless the contract provides for a shorter period.

#### 13. Repair or Replacement

- (1) The Insurer, instead of making payment, may repair, rebuild, or replace the property lost or damaged, giving written notice of its intention to do so within 30 days after receipt of the proof of loss. Where legislation requires, this Statutory Condition 13. Subcondition (1) may not proceed if a dispute resolution process has been initiated.
- (2) In the event that the Insurer gives notice under subparagraph (1) of this condition, the Insurer shall commence to repair, rebuild, or replace the property within 45 days after receipt of the proof of loss, and shall proceed with all due diligence to completion of the work.

#### 14. Notice

Any written notice to the Insurer may be sent by registered mail or delivered to the chief agency or any office of the Insurer in the Province. Written notice may be given to the Insured by letter personally delivered to the Insured or by registered mail addressed to the Insured at the Insured's latest post office address as notified to the Insurer. In this condition, the expression "registered" means registered in or outside Canada.

#### 15. Action

An action or proceeding against an insurer in relation to a contract must be commenced, where required under

City of Vancouver - FUI File # 2018-277

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### **Business Insurance Policy**

**Policy Number:** 



#### legislation:

(1) in the case of loss or damage to insured property, not later than 2 years after the date the insured knew or ought to have known the loss or damage occurred, and

77003-(05-2012) G003 - Statutory Conditions (except Quebec)

Page 3 of 4

(2) in any other case, not later than 2 years after the date the cause of action against the insurer arose.

#### Additional Conditions (applicable only to property insurance unless noted otherwise)

#### Notice to Authorities

Where the loss is due to malicious mischief, burglary, robbery, theft, or attempted theft, or is suspected to be so due, the Insured shall give immediate notice thereof to the police or other authorities having jurisdiction.

#### II. No Benefit to Bailee

It is warranted by the Insured that this insurance shall in no way insure directly or indirectly to the benefit of any carrier or other bailee.

#### III. Pair and Set

In the case of loss of or damage to any article or articles, whether scheduled or unscheduled, which are a part of a set, the measure of loss of or damage to such article or articles shall be a reasonable and fair proportion of the total value of the set, but in no event shall such loss or damage be construed to mean total loss of set.

#### IV. Parts

In the case of loss of or damage to any part of the insured property whether scheduled or unscheduled, consisting, when complete for use, of several parts, the Insurer is not liable for more than the insured value of the part lost or damaged, including the cost of installation.

#### V. Sue and Labour

It is the duty of the Insured in the event that any property insured hereunder is lost to take all reasonable steps in and about the recovery of such property. The Insurer shall contribute pro rata towards any reasonable and proper expenses in connection with the foregoing according to the respective interests of the parties.

#### VI. Basis of Settlement

Unless otherwise provided, the Insurer is not liable beyond the actual cash value of the property at the time any loss or damage occurs and the loss or damage shall be ascertained or estimated according to such actual cash value with proper deduction for depreciation, however caused, and shall in no event exceed what it would then cost to repair or replace the same with material of like kind and quality.

#### VII. Subrogation (all lines of insurance)

The Insurer, upon making any payment or assuming liability for payment under this policy, is subrogated to all rights of recovery of the Insured against others, and may bring action in the name of the Insured to enforce such rights. With respect to property policies only, all rights of subrogation are waived against any corporation, firm, individual or other interest with respect to which insurance is provided by this policy.

Where the net amount recovered, after deducting the costs of recovery, is not sufficient to provide a complete indemnity for the loss or damage suffered, that amount shall be divided between the Insurer and the Insured in the proportion in which the loss or damage has been borne by them respectively.

Any release from liability entered into by the Insured prior to loss shall not affect the right of the Insured to recover.

City of Vancouver - FOT File # 2018-277



## **Business Insurance Policy**

Policy Number: 5.21(1)

Any release from liability entered into by the Insured prior to loss shall not affect the right of the Insured to recover.

77003-(05-2012) G003 - Statutory Conditions (except Quebec)

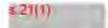
Page 4 of 4

City of Vancouver FOI File # 2010-277



### **Business Insurance Policy**

**Policy Number:** 



## SEF No. 99 Excluding Long Term Leased Vehicle Endorsement (for attachment only to an S.P.F. No. 6 - Standard Non-Owned Automobile Policy)

In consideration of the premium for which this policy is issued, it is understood and agreed that Item 3 (Hired Automobiles Defined) of the General Provisions and Definitions of the policy to which this endorsement is attached is hereby amended to read as follows:

The term "Hired Automobiles" as used in this policy means (a) automobiles hired or leased from others with drivers or (b) hired or leased by the Named Insured from others without driver for periods not exceeding 30 days, used under the control of the Insured in the business stated in Item 3 of the application but shall not include any automobile owned in whole or in part by or licensed in the name of the Insured or any partner, officer or employee of the Insured.

Except as otherwise provided in this endorsement all terms and conditions of this policy shall remain unchanged.

72182-(10-2011) L431 - S.E.F. 99 Excluding Long Term Leased Vehicle Endorsement

Page 1 of 1



### **Business Insurance Policy**

Policy Number: 521(1)

Amended Professional Services Exclusion Endorsement

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

THIS ENDORSEMENT APPLIES TO THE GENERAL LIABILITY SECTION(S) OF THE POLICY.

It is understood and agreed that Exclusion 8 under Section I, Coverage A, of LR20 Commercial General Liability Max, or LR10 Commercial General Liability, whichever is applicable, is amended to read as follows:

8. This insurance does not apply to the rendering of or failure to render any professional service except the services rendered by first aid personnel.

Except as otherwise provided in this endorsement all terms and conditions of this policy shall remain unchanged.

72234-(10-2011) L483 - Amended Professional Services Exclusion Endorsement

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City of Venezuwer - FOI File # 2010 277



### Business Insurance Policy

**Policy Number:** 

5,2)(1)

#### Bodily Injury and Property Damage Deductible Endorsement

THIS ENDORSEMENT CHANGES THE POLICY, PLEASE READ IT CAREFULLY.

THIS ENDORSEMENT APPLIES TO THE GENERAL LIABILITY SECTION(S) OF THE POLICY. Attached to and forming part of form LR20 Commercial General Liability Max, or LR10 Commercial General Liability, whichever is applicable, as follows:

General Conditions, Clause 14. Deductible Clause, Coverage A of this policy is deleted and replaced by the following: 14. DEDUCTIBLE CLAUSE:

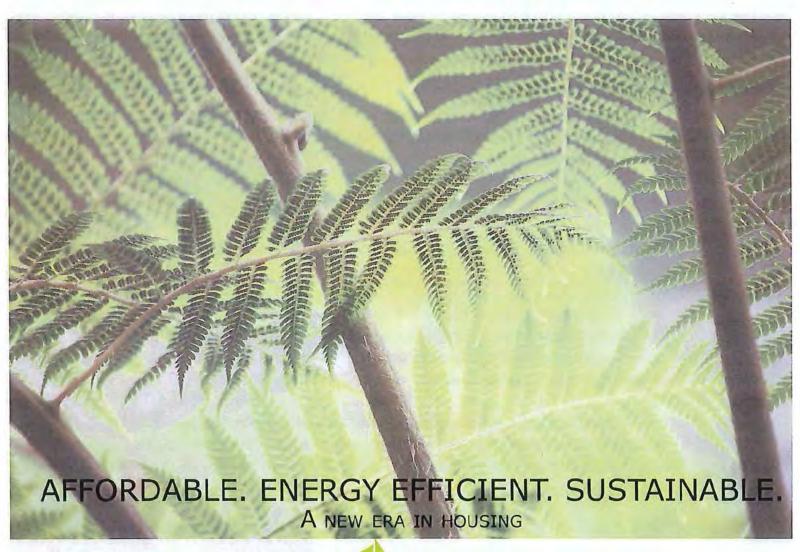
COVERAGE A

The Insured shall pay the amount stated in the Declarations for this form as "Deductible" or "Deductible - U.S. Claims" for each and every claim under Insuring Agreements 1(a) "Bodily Injury" and 1(c) "Property Damage". If more than one claim arises or results from a single "occurrence", the deductible amount shall only apply once. Except as otherwise provided in this endorsement all terms and conditions of this policy shall remain unchanged.

72293-(11-2011) L542 - Bodily Injury and Property Damage Deductible Endorsement Page 1 of 1

- City of Venezuwer - FOI File # 2040-277

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## **Energy Efficient Housing**

## Our Company

AYO Smart Home brings together the concepts of affordable housing and energy efficiency, in a holistic approach utilizing structural insulated panels (SIP). Our goal is to provide First Nations with affordable and more durable housing, while still maintaining their physical and cultural requirements.

### Our Offer

We bring an integrated approach to home construction, where mechanical systems maintain communication with each other to provide the highest efficiency possible. When combined with our highly efficient SIP envelope, our Smart Home is much more efficient than a standard stick frame house.

The biggest challenge faced by our market are building quality and water infiltration, which can reduce the lifespan of residential buildings to 5 years, after which they require major repairs. The SIPs of our Smart Home are both moisture resistant and easy to assemble, providing an air tight and moisture free envelope.



Our envelope is more insulated than a standard "code building", decreasing the heating and cooling loads of the building and increasing the thermal comfort of the space. In addition, utilizing the passive design approach, the house is kept warm in the winter and cool during the summer.



Since our panels are pre-manufactured on a large scale, the price of each individual panel benefit from efficiencies of scale. Our uniform panel system leads to less specialized work being required on site, quicker construction, and an overall reduction in labour costs.



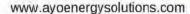
Our panels are made of Magnesium Oxide Boards (MgO), which provide durability against fire and moisture. Since the panels have no organic materials, there is no possibility of mould growth, maintaining the high air quality.



Our professional engineers make a complete assessment of the heating and cooling loads for different climatic regions, in order to adapt the mechanical systems to ensure maximum efficiency.









(778) 328-1958



(10) 320-1930

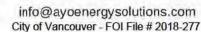


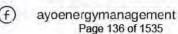
ayosolutions



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2





## **Energy Efficient Housing**

## Our Targets

Improve efficiency of houses, at a point between LEAP and Passiv Haus, while reducing the cost/ft² to around \$100, much less than conventional housing.

Simple and quick construction that anyone with minimal training can easily assemble the envelope.



### COST (\$/SF)

## Our Approach

Our approach is to build a cost effective highly efficient building envelope and integrate energy efficiency and renewable technologies to achieve our targets around cost and performance. We plan to work with UBC, SFU and BCIT to drive our cost down and performance up through a demonstration and R&D program over the next two years. We are developing housing solutions to meet the needs of the First Nations in BC and Canada to establish the business model. We are engaged with a number of First Nations communities and believe the demonstrations at UBC and a pilot community is a critical step towards deployment of our home throughout BC. Working directly with the Yunesit'in First Nation, we have developed a design that is culturally appropriate, affordable and energy efficient.





www.ayoenergysolutions.com



(778) 328-1958



info@ayoenergysolutions.com City of Vancouver - FOI File # 2018-277



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ayo-energy-management

3

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 Page 137 of 1535

## Smart Home (Customers)

## Affordability



Affordability is a main aspect of our business plan, since our market has logistical problems that arise from being in remote areas. Being able to reduce labour on site greatly reduces the overall cost of our home. The prefabrication of our panels also reduces the overall material cost of the project.

Air Quality

Air quality, including mould, can be a common issue with regular stick frame housing due to water infiltration and poor ventilation. The panels of our Smart Home are made with materials that are mould and moisture resistant, significantly reducing these risks.



## Reusability



With our steel structure, our home is extremely durable, and can be easily assembled and disassembled. In conjunction of the SIPs, the entire house can be relocated as the customer desires.

### Thermal Comfort

Our panels are connected one to another with a small SIP stud. This connection method allows our envelope to have a great reduction on the thermal bridging when compared to conventional housing. This method also greatly reduces the energy consumption of the home.



## Sustainability



We are able to provide various renewable energy systems, including Photo Voltaic panels, solar water heaters, and geothermal heat. This provides the home owner with the ability to achieve an even greater reduction in electricity consumption and carbon footprint.



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## Smart Home (Sponsors)

### Advertisement



Working with AYO Smart Home is a great opportunity for your company to showcase your products. We are excited to showcase energy efficient appliances and renewable energy systems at our demonstration homes at UBC and in the Yunesit'in First Nation community.

## **Growing Market**

We have an agreement with the Yunesit'in to build 10 houses in their community, near Williams Lake-BC. With government incentives, we expect to expand our project to more First Nations communities.



## Market Variety



The concept of our Smart Home can easily be adapted to different market sectors. The modular design and ease of transport is very favourable for potential temporary work housing, such as the proposed LNG projects in the Interior of BC. Other markets include senior housing and low income housing.

### Location

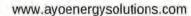
Our demonstration home will be built at the centre of the UBC Point Grey campus, located at the corner of Westbrook Mall and Agronomy Road by the Life Sciences Centre.



## Contact us if you are interested in becoming a sponsor of the AYO Smart Home!









(778) 328-1958



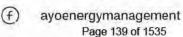
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## Smart Home (Government)

## Investment Oportunity



At present, investment in First Nation Housing exists already, but with conventional stick frame housing, a lot of this investment is wasted due to poor quality materials and logistical problems faced by the communities. When opting for Smart Homes with affordability and durability in mind, more houses can be built with the same investment than when compared with traditional construction.

## **Growing Market**

With the end of the construction of the demonstration home, we have an agreement with the Yunesit'in to build 10 more houses in their community, near Williams Lake-BC. With government incentives, we expect to expand our project to additional First Nations communities.



### Market Needs



First Nations homes are usually built with sub par materials, since contractors need to make their projects more affordable to the communities. This results in inadequately built houses that need major repairs within 5 years after the original construction, at a very high cost to the owner.

The Magnesium Oxide SIPs are moisture and fire resistant, making our envelope extremely durable. They do not rot or mould, making them perfect for the environment faced by remote communities.











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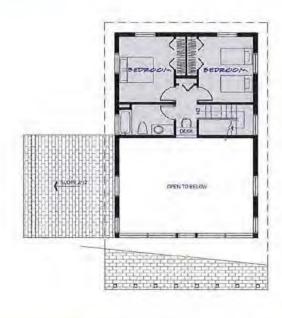
ayoenergymanagement Page 140 of 1535

# Heat Loss Comparative



### Floor Plan







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## **Partners**









920-1055 West Hastings St. Vancouver-BC V6E 2E9 Canada



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(778) 328-1958



info@ayoenergysolutions.com City of Vancouver - FOI File # 2018-277



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ayo-energy-management



ayoenergymanagement Page 142 of 1535 AYO SMART HOME LTD.



# RFQ No. PSVAHA2016-1

Closing time: February 26, 2016

Respondent: Yoga Yogendran

Address: 1400 - 1055 West Hastings Street, Vancouver BC, V6E2E9

Phone: 604-375-8788

AMEND: Table 5, replace the table originally presented

in the second of	



#### REQUEST FOR QUALIFICATIONS ("RFQ") No.PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

#### **AMENDMENT No. 2**

RE: SCHEDULE 6 - PRICING PROFORMA, Table 5

Please change to: Table 5: Sample Pricing for Project Type 2

Type of Product or Description of Product	Unit of Measurement	Sample Price for 100 units	Sample Price for 250 units	Sample Price for 500 units	Sample Price for 1000 units
Construction of Prefabricated Modular Housing Units	Per Square Foot Total Price	s.21(1)	, 200 2000	1,000 0,000	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Delivery of Prefabricated Modular Housing Units					
Installation of Prefabricated Modular Housing Units including foundations					
Plumbing works including any necessary connection to outside services					
Installation of sprinklers and sprinkler connections to outside services					
Electrical work including the connection to outside services, supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors					
Construction of a communal amenity area					
Demobilization Price before GST or other applicable taxes					

All other conditions and specifications remain unchanged.

This amendment is to be completed, and attached to your Proposal form.

SIGNATURE OF AUTHORIZED SIGNATORY

#### GENERATION RE-DEVELOPMENT LIMITED PARTNERSHIP

# Vancouver Affordable Housing Agency

C/O: City of Vancouver453 West 12th Avenue Vancouver, BC V5Y 1V4

Request for Qualification No. PSVAHA2016-01 Closing time: 1 pm, Vancouver Time on February 26, 2016

On behalf of Generation Re-Development Limited Partnership, we thank the Affordable Housing Agency for the opportunity to participate in the RFQ. We wish to be considered for both Project Type 1 and Project Type 2 in any capacity.

Respondent:

Generation Re-Development Limited Partnership 653 Shaw Avenue Coquitlam, BC V3K 2R7

Contact: Mark Hrehorsky

Tel: (604) 828-3643

## **Table of Contents**

Corporate Experience	2
Corporate Capability	2
Team Member Bios	2
Completed and Current Major Projects	5
Conflicts, Collusions, Lobbying	16
Pricing Performa	17
Schedule 2 – Letter of Qualification	
Schedule 4 – Certificate of Existing Insurance	
Schedule 5 - Declaration of Supplier Code of Conduct Compliance	22

#### Corporate Experience

Generation Re-Development is a partnership in development. We are currently building our first container project and the first residential home in the City of Coquitlam using shipping containers. The prototype ISO shipping container building is in a RS-1 zone. The partnership is developing several ISO shipping container buildings in British Columbia and international markets.

#### **Corporate Capability**

The founding partners have diverse backgrounds and many years of business experience including:

- Industrial prefabrication
- Architecture and community development
- Engineering
- Construction management
- · Modular shipping container storage and office spaces rental or sales
- Residential and commercial design of shipping container buildings

The team has the ability and capacity to respond with a bona-fide response to any Site Specific RFQ. We are self-employed professionals organized to provide living solutions to the public and private sectors. We engage clients with service contracts that set out the scope of a project and services provided ranging from professional design, blue printing, building code compliance and construction management. The team has the experience to design and manufacture sewage containment and treatment systems. This is not an exhaustive list of skills or capabilities, and the team is expanding.

#### **Team Member Bios**

#### David J Ho, Architect

David graduated with a Bachelor of Architecture degree at the University of the Witwatersrand in Johannesburg, South Africa and has remained a member of the Institute of South African Architects. He successfully completed the entrance exam of the Royal Institute of British Architects in 1971. He immigrated to Canada in 1976 and was accepted as a member of the Architectural Institute of BC the same year.

In 1980 he established David J. Ho Architect Inc. Projects undertaken by his firm include midrise multi-family housing, single-family dwellings and industrial, commercial and institutional buildings. He developed alternate solutions to meet building code requirements in non-conforming buildings.

Current residential projects include four multi-family buildings in Port Coquitlam and Port Moody, two single-family houses in Port Moody and Maple Ridge and a single-family house, constructed with shipping containers, in Coquitlam.

#### Dr. Stephen Ramsay, P.Eng

Dr. Stephen Ramsay is a professional engineer with over 30 years of experience in consulting, teaching and research related to structural analysis and design in the pipeline, oil & gas, energy, transportation and related industries.

Dr. Ramsay obtained BASc and MASc degrees in Civil Engineering and Mechanical Engineering from the University of British Columbia and a PhD in Engineering from the University of Cambridge. Dr. Ramsay was Professor of Engineering Science (Structural Engineering) at the University of Western Ontario. Dr. Ramsay was Research Director of the prestigious Boundary Layer Wind Tunnel Laboratory that was responsible for numerous advances in structural engineering related to some of the tallest buildings and longest span bridges in the world.

Dr. Ramsay has worked extensively with shipping container structures in industrial and commercial applications pioneering some important developments in container building structural systems.

#### Mark Daniel Hrehorsky

Mark is Coquitlam's first residential shipping container builder. He took the concept through the designed phase, municipal approval and implementation. The prototype features 3000 sqft living space of all-steel construction, secured to a highly reinforced ICF foundation.





Mark and the professionals are believed to be the first in the Lower Mainland to build a RS-1 building using recycled steel construction. Mark designed the all electric, custom modular home in 2014. The building is prefabricated utilizing nine ISO shipping containers. The prototype build

broke ground on August 18, 2015. The main structure was installed at 1 month and 27 days. The installation required 3 hours. The building will be completed in early 2016. The structural consideration for the building was designed by Dr. Ramsay, P.Eng. Mark has undertaken the fabrication process to establish a baseline for all future developments. He will lead a team into the mass automation of shipping container repurposing. Units will be designed with on or off grid capabilities.

Mark draws on 20 years of business experience and has an extensive network of product suppliers related to pre-manufacturing and housing industry.



Mark designed the 3D images contained in this document with the exception of the industrial pump station. His background also includes insurance and the development of fixed income investment vehicles.

### Tylee "Lee" Yang, Designer Sunset Designs

Lee holds a certificate from the Architectural Drafting and Design Program from Vancouver Community College. She also completed BCIT's Architectural Building Technology Diploma. Lee has over eight years of experience drafting and designing while working with David J. Ho Architect Inc. Together, Lee and David worked together on major projects including Pacific Academy, multiple multi-use commercial and institutional buildings and a variety of residential designs.

Lee has completed extensive designing for multiple franchises for tenant improvements with Subway, Fat Burger, Orange Julius, and most recently Cherry Berry. Lee is an integral part of the Coquitlam container home design team.

#### Aaron Kirkland, Owner

#### www.greatcontainercompany.com

The Great Container Company has been serving thousands of clients in British Columbia since 2010. GCC delivers reliable temporary storage or mobile office solutions.

Aaron has been involved in the shipping container storage or modified container business in Edmonton beginning in 2005, servicing mainly the oil industry. Aaron owns hundreds of shipping containers that are deployed throughout residential or commercial areas of the Lower Mainland. Container logistics are handled by Aaron daily. Containers are delivered through a fleet of delivery trucks and insured crane trucks all over the lower mainland.

#### **Completed and Current Major Projects**

The current project is Coquitlam's first residential addition that utilizes shipping containers in a modular format. The project is 65% complete. Completion is projected for May, 2016. This picture is from October, 2015.

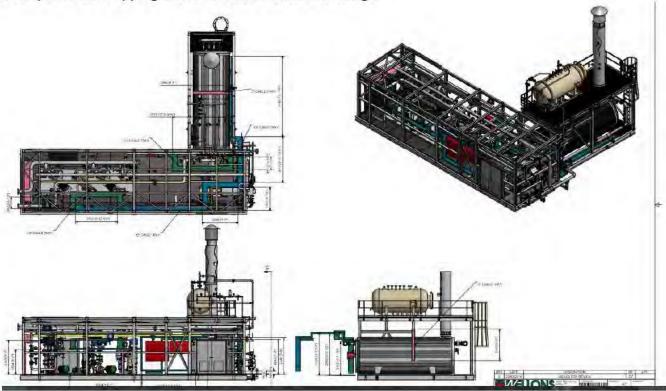




#### **Industrial Projects**

Dr. Stephen Ramsay P.Eng from Grey Owl Engineering designs and procures the manufacturing of 300 shipping container pumps systems for the downstream oil and gas industry annually. As part of the team, we are able to produce self-contained sewage storage and treatment facilities to accompany any shipping container dwelling that we design.

Example of ISO shipping container based industrial design:



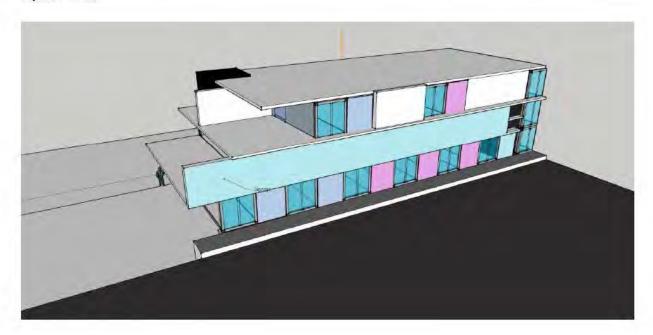
Other Projects in the works: Sea-goer: One that goes by the sea.

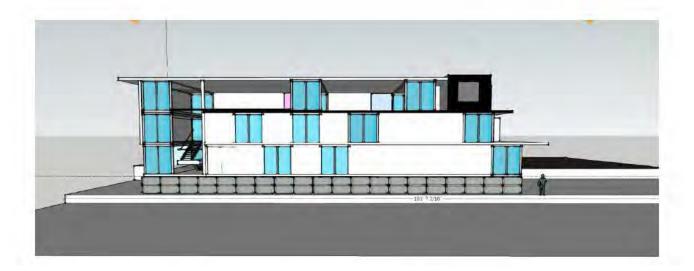


160 sq. ft. single bed or bunked with or without kitchenette



City of West Vancouver: Developer Presentation Center. A Temporary Building. The structure is  $100^{\circ} \times 40^{\circ} \times 29^{\circ}$  and can be configured to 8000 -12,000 sq. ft. A solution to building and destroying presentation centers. This is a viable solution for building structural steel by the square foot.





Transportable - hand rails not displayed - work in progress.

Motel style housing complex: 740 sq. ft. units, stacked multiple levels. This design was tabled in Town of Osoyoos 2015 - met with interest. We are in the discussion phase. It features several different floor plans. Plans are blurry. Sorry. Technical issue related to document developer.



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1(1)		

	s.21(1)	
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# Concept Laneway Home: 24' x 20'



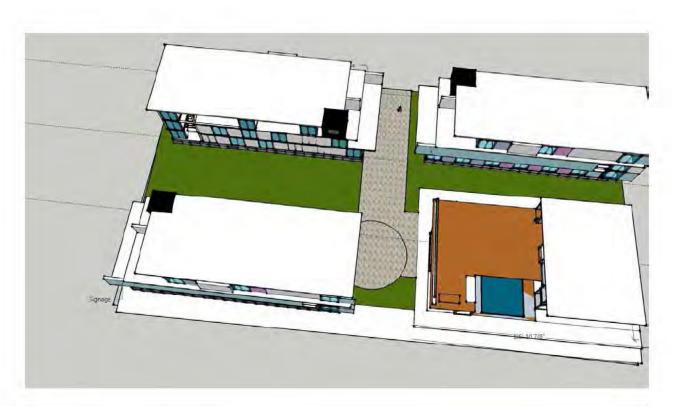


#### CONCEPT: 35,000 sq. ft. Vancouver Affordable Housing Agency Site

Below is the beginning of a concept for the 35,000 sq. ft. plot. The total Square footage is approximately 43,000. The space can be configured to many different 150 sq. ft. or larger rooms. The central area features a pond, decks and green spaces. We would be willing to further develop this concept if selected to the short list. We have adapted our Developer presentation center as a structure for anything.











#### Key Personnel and Contractors:

Professional crane services will be provided by Litz Crane Services.



Electrical Contractor: To be determined. We can select from several candidates from the commercial or industrial sectors. We will advise as selected.

Plumbing Contractor: To be determined. We can select from several candidates operating in the commercial, residential or industrial sectors. We will advise as selected.

#### Conflicts, Collusions, Lobbying

- 7.1 The respondent, and or any person having interest is not a:
- 1. Elected official
- 2. Related to or has any business with an elected official or employee of the City or the VAHA
- 7.2 The respondent is not a former employee or official or contractor of the City or the VAHA
- 7.3 The respondent is **not** currently engaged in supplying goods or services to a third party such that entering into an agreement with the city or VAHA would create a conflict.
- 7.4 The Respondent is not competing for the purpose of the RFQ with any entity with which it is legally or financially associated or affiliated. The respondent is not cooperating in any manner in relation to the RFQ with any other Respondent responding to the RFQ.
- 7.5 The respondent is **not** registered as a lobbyist in Canada or the United States of America. The respondent has **never** been a lobbyist, in any jurisdiction.

One of the partners is having a dispute with in the rental tenancy branch. The matter will be resolved shortly.

Innovative Ideas relating to financing or execution of deliverables:



We are working towards a co-operative and enjoyable experience.

We believe that our knowledge is valuable. We have experience with the Building Code, bylaws and public consultation process.

The construction methodology will not only prove that homelessness will be reduced, it will also reduce energy consumption, and reduce carrying cost and insurance costs. It will be a project that the City, Province or Country will be proud of.

We are going to change the way people live.

Our goal is to satisfy the market for shipping container-based construction, locally and internationally.

GDP is currently developing the required infrastructure to begin local manufacturing, with sustainable business practices and partners. Gen Re has the ability to ramp up production.

# **Pricing Performa**

## Pricing for project 1:

Table 1

Type of Product or Description of Product	Unit of Measure	Price
Cost of Modular Housing Unit (40) Commercial Grade CSA standard	Total Price	s.21(1)
Delivery of Modular Units	Total Price	
Installation of Units including foundation	Total Price	
Installation of Sprinklers and connections	Total Price	
Plumbing works: water, waste and sprinkler to outside services	Total Price	
Electrical work including connection to outside services and installation of hard wired smoke and CO2	Total price	
Supply and install of 5lbs fire extinguishers as required	Total Price	
Exterior Skirting	Total Price	0.00
Demobilization	Total Price	
Price Before GST or other applicable		
Table 2 – Communal Amenity Area		
Type of Product or Description of product	Unit of Measure	Price
Cost of Communal Amenity Area, Including foundation- Commercial Grade – High Value Design.	Total Price	s.21(1)
Delivery of Communal Area	Total Price	
Install and Foundation	Total Price	1
Plumbing works including of small kitchenette to outside plumbing	Total price	
Installation of sprinklers and connection to outside.	Total Price	
Electrical work including connection to outside services, the supply of interior	Total price	
and exterior lighting, hard wired smoke and Co2		

extinguishers		s.21(1)	
Exterior Skirts	Total Price		
Demobilization	Total Price	1	
Price before GST or other Taxes		1	

## Sample of Financing

Table 3: Sample Financing	
Total Purchase Price	s.21(1)
Monthly Lease Payment	
Year 1 Buyout	
Year 2 Buyout	
Year 3 Buyout	
Year 4 Buyout	
Year 5 Buyout	
WE NEED TIME TO DEVELOP OUR FINANCING	
FACILITY. IT IS A POSSIBILITY.	

# Pricing for Project 2: Modular Housing consisting of 100 units with a mix of bedrooms

Table 5:

Type of Product or description	Units of Measure	Sample price for 100	Sample price for 250	Sample price for 500	Sample price for 1000
Construction of COMMERCIAL GRADE Prefab Modular Housing	Per Square Foot	s.21(1)			
Delivery of Prefab Mod Units	Total Price				
Installation of Prefab units Inc temporary Foundations	Total Price				
Plumbing works including outside connections	Total Price				
Electrical working including the connection to outside services and hardwire smoke and Co2	Total Price				
Construction of a communal area – assuming it is 10% the size of the 100 unit sample	Total Price				
Demobilization	Total Price	1			
Total Price before GST					

# Schedule 2 - Letter of Qualification -

**Supplied in Hard Copy** 

# Schedule 4 - Certificate of Existing Insurance

David J Ho – Architect - Schedule B – To Be Added

Dr. Stephen Ramsay P.Eng- Schedule B- To Be Added

Other insurance will be added as required.

# Schedule 5 – Declaration of Supplier Code of Conduct Compliance

Supplied in Hard Copy





729 – 24 Avenue SE, Calgary, AB, T2G 1P5 P: 587.352.5922 | F: 587.352.5921

101 East Cordova St. Vancouver BC, V6A 1K7 T: 604.331.1420 | F: 604.688.1799

Date: 25<sup>th</sup> February, 2016

TO: The Vancouver Affordable Housing Agency (the "Housing Agency")

RE: REQUEST FOR QUALIFICATIONS - NO. PSVAHA2016-01 (the "RFQ") IN RESPECT OF SELECTING PARTNERS TO SUPPLY PREFABRICATED MODULAR HOUSING

- 1. Being duly authorized to represent and act on behalf of the joint venture between Ladacor (a division of Nomad's Pipeline Consulting Ltd.) and Atira Women's Resource Society/Atira Property Management Inc., the undersigned hereby submits the attached Response and supporting materials on behalf thereof.
- 2. Herein, the term "Respondent" refers to each of:
  - Ladacor (a division of Nomad's Pipeline Consulting Ltd.) and;
  - o Atira Women's Resource Society/Atira Property Management Inc.
- 3. The Housing Agency and its representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this Response, and to seek clarification from the Respondent's bankers and clients regarding any financial and experience issues, and to do all other things stated in the RFQ.
- 4. Capitalized terms used herein have the definitions ascribed thereto in the RFQ.
- 5. The Housing Agency and its representatives may contact the following persons for further information:

Rhys Kane, Ladacor - Director of Business Development Cell: 403-796-3722 / rkane@ladacor.com

Janice Abbott
Chief Executive Officer, Atira Women's Resource Society
T: 604.331.1420 / janice abbott@atira.bc.ca

- 6. This Response is made with the full understanding and agreement that:
  - (a) any information submitted during qualification may be subject to verification by the Housing Agency, including during evaluation of any subsequent proposal or tender:

- (b) the Respondent will (and does hereby undertake to) submit a bona fide proposal or tender in relation to the subject matter of the RFQ (and consistent with this Response) if the Housing Agency invites the Respondent to participate in a request for proposals or invitation to tender:
- (c) the Housing Agency may:
  - (i) amend the scope and description of the goods and services to be procured under the RFQ or any subsequent request for proposals process, including the Site-Specific RFPs, varying them from those described herein, or amend the qualifications that may be required to meet those requirements;
  - (ii) open this process to potential proponents other than the grouping of Pre- Qualified Respondents contemplated by the RFQ;
  - (iii) determine which City-owned sites targeted for the installation of prefabricated modular housing will be subject to Site-Specific RFPs as contemplated by this RFQ and which may be subject to a separate procurement process;
  - (iv) reject or accept any or all Responses;
  - (v) cancel the RFQ process and reject all Responses;
  - (vi) cancel the RFQ process and commence a new process in respect of the same request for proposals with the same or an amended set of documents, information or requirements;
- (vii) request that any Respondent to provide additional information, clarifications or goods samples or demonstrations, without requesting the same from all Respondents;
- (viii) terminate the RFQ process and enter into direct negotiations with any party whether or not a Respondent; or
  - (ix) at any time during the RFQ Term and for any reason whatsoever, including as a result of any review of the Housing Agency's Board, terminate the RFQ and cease restricting eligibility for Site-Specific RFPs to Pre-Qualified Respondents.
- (d) neither the Housing Agency nor the City of Vancouver will not be liable in any way whatsoever for any actions described under 4(c) of this letter.
- 7. The Respondent confirms and warrants that the information disclosed in the section of its Response titled "Conflicts; Collusion; Lobbying" is a complete and accurate response to Section 7.0 of the RFQ.
- 8. The Respondent acknowledges and agrees that the RFQ Documents are, in no way whatsoever, an offer to enter into an agreement except on the limited terms and conditions expressly stated in this letter, and submission of this Response by the Respondent does not in any way whatsoever create any obligation on the part of the Housing Agency to treat the Respondent's or any other respondent's Response in any particular

- manner or undertake the Housing Agency's RFQ process in any particular manner (except as expressly stated below in this letter with respect to confidentiality).
- 9. The Respondent acknowledges and agrees to the information disclaimers and other terms and conditions set forth in the RFQ.
- 10. Except only and to the extent that the Housing Agency is in breach of Section 11 of this letter, the Respondent now releases the Housing Agency, the City of Vancouver and their respective directors, officials, agents and employees from all liability for any costs, damages or losses incurred in connection with the RFQ, including any cost, damages or losses in connection with:
  - (a) any alleged (or judicially determined) breach by the Housing Agency or its directors, officials, agents or employees of any obligation or duty under the RFQ:
  - (b) any unintentional tort of the Housing Agency or its directors, officials, agents or employees occurring in the course of conducting the RFQ; or
  - (c) the manner in which the Housing Agency: reviews, considers, evaluates or negotiates any Response; addresses or fails to address any Response; or resolves to enter into any contract or not enter into any contract.
- 11. Subject to the applicable provisions of the *Freedom of Information and Protection of Privacy Act* (British Columbia) and the Housing Agency's right to publicly disclose information about or from any Response, including without limitation names and prices, in the course of publicly reporting to the Vancouver City Council about the RFQ, the Housing Agency will treat the Response (and the Housing Agency's evaluation of it), in confidence in substantially the same manner as it treats its own confidential material and information.
- 12. The Respondent acknowledges receipt of the following amendments and addenda (if applicable);

Amendment/Addendum No. 1 Date: February 17<sup>th</sup>, 2016 Amendment/Addendum No. 2 Date: February 22<sup>nd</sup>, 2016

- 13. Any dispute relating to the RFQ (except to the extent that the Housing Agency breaches Section 11 above) will be resolved by arbitration in accordance with the *Commercial Arbitration Act* (British Columbia), amended as follows:
  - (a) The arbitrator will be selected by the Housing Agency:
  - (b) Section 10 of this letter, and the other provisions hereof, will apply; and
  - (c) The Respondent will bear all costs of the arbitration.
- 14. The Respondent (a) has read, understands and agrees to the terms and conditions in this letter, (b) has had an opportunity to seek legal counsel and (c) affirms that the statements made in its Response are true and correct in every detail.

## Respondent Names:

- Atira Women's Resource Society
   Ladacor (a division of Nomad's Pipeline Consulting Ltd.) and;

Name	Atira Women's Resource Society			
Signature	Date	February 26, 2016		
Name	Janice Abbott			
Title	Chief Executive Officer			
Mailing Address	101 East Cordova Street, Vancouver, BC	C V6A 1K7		
Telephone No.	604.331.1420 (direct) Fax No.	604.688.1799		
<b>Key Contact Person</b>	Janice Abbott Email	janice_abbott@atira.bc.ca		
GST Registration No.	10673 6101 RT0001			
Date & Jurisdiction of Incorporation	March 10, 1983 – British Columbia			
City of Vancouver	Business Licence Number 16-110492			
Worksafe BC Reg.	377280-AQ			
Name	Ladacor (a division of Nomad's Pipeline	Consulting Ltd.)		
Signature	Date	February 26, 2016		
Name	J.P. (Joe) Kiss, M.Eng., P.Eng.	<u> </u>		
Title	President			
Mailing Address	729 – 24 Avenue SE, Calgary, AB, T2G	1P5		
Telephone No.	587-352-5922 Fax No.	587-352-5921		
<b>Key Contact Person</b>	Joe Kiss Email	jkiss@ladacor.com		
GST Registration No.	893661397RT0002			
	093001397R10002			
Date & Jurisdiction of Incorporation	February 25, 2000 – Alberta			
of Incorporation	February 25, 2000 – Alberta			

# RFQ No. PSVAHA2016-01

# Vancouver Affordable Housing Agency

# **Pre-Qualification Shortlist to Supply Prefabricated Modular Housing**

Closing Time: February 26, 2016 by 3:00 p.m.

RFP Contact: Jim Lowood, jim.lowood@vancouver.ca

**TO:** City of Vancouver, 453 West 12th Avenue

Vancouver, British Colombia, V5Y 1V4

**Consideration:** Both Project Type 1 and 2

Contact (Atira): Janice Abbott, janice abbott@atira.bc.ca

Contact (Ladacor): Rhys Kane, rkane@ladacor.com





101 East Cordova Street Vancouver, BC V6A 1K7

T 604 331 1407 F 604 688 1799 W www.atira.bc.ca

# **Table of Contents**

Corporate Experience	2
Joint Venture	
Company Information	
Litigation History – 3 Years	3
Corporate Capability	4
Atira Women's Resource Society	
Ladacor	
Atira Women's Resource Society Team	
Ladacor Team	
Completed and Current Major Projects	15
Atira Women's Resource Society – Sorella Housing for Women	
Atira Women's Resource Society – Maxxine Wright Place	
Atira Women's Resource Society – Oneesan Container Housing Vancouver	
Atira Women's Resource Society – 420 Hawks (in development)	
Atira Women's Resource Society – 41 East Hastings (in development)	
Ladacor – Project: Days Inn – Sioux Lookout, Ont	
Ladacor – Project: Studio 6 – Bruderheim, AB	
Capacity	22
Conflicts, Collusion, Lobbying	23
Pricing Proforma	24
Pricing for Project Type 1	24
Financing for Project Type 1	
Pricing for Project Type 2	
Attachments	29
Amendment No. 1 (signed)	29
Amendment No. 2 (signed)	
Certificate of Insurance	
Declaration of Supplier Code of Conduct Compliance	34

#### **Corporate Experience**

#### **Joint Venture**

This response to RFQ PSVAHA2016-01 is in the form of a joint venture between Atira Women's Resource Society and Ladacor Advanced Modular Systems™.

Atira Women's Resource Society is a Vancouver based non-profit society incorporated in the Province of British Columbia. Atira that will act as the lead, with Ladacor Advanced Modular Systems™ as the modular manufacturer / builder.

Ladacor's and the Atira Women's Resource Society have formed a strategic partnership for the delivery of affordable housing projects, as a result of a natural partnership based on the fact that Ladacor has developed a modular building technology through the use of re-purposed seacontainers, and Atira Women's Resource Society have been pioneers in the use of recycled containers for their projects.

This Joint Venture will draw on the benefits of Ladacor's Advanced Modular Systems™ (as detailed below), along with Atira Women's Resource Society experience with affordable housing projects in the City of Vancouver.

Company Information: Atira Women's Resource Society

#### **Company Information**

#### Atira Women's Resource Society

Address: 101 East Cordova Street, Vancouver, BC V6A 1K7

 Tel:
 604.331.1407

 Fax:
 604.688.1799

 Email:
 info@atira.bc.ca

**Lead Contact:** Janice Abbott, Chief Executive Officer

**Cell:** 604-331-1420

**Email:** janice\_abbott@atira.bc.ca

**Legal Information:** The Respondent is a Corporation

Annual Revenue: \$24,813,000 CDN Staffing: More than 230 staff

Client References: Not Applicable

#### Ladacor (a division of Nomad's Pipeline Consulting Ltd.)

**Address:** 729 – 24 Ave SE, Calgary, AB, T2G 1P5

 Tel:
 587-352-5922

 Fax:
 587-352-5921

 Email:
 info@ladacor.com

**Lead Contact:** Rhys Kane, Director of Business Development

Cell: 403-796-3722 Email: rkane@ladacor.com

**Legal Information:** The Respondent is a Corporation

Annual Sales Volume: \$20,000,000 CDN

**Client References:** 

AJ Slivinski Westgate Rental Housing Project

780-802-7577 | aj@stepaheadproperties.com

Boris Javorski Motel 6, Bruderheim

403-966-3107 | javorski@gmail.com

Uwe Kons FAM Canada Inc.

780 799 6007 | Uwe.kons@fam.de

#### **Litigation History – 3 Years**

Not applicable.

#### **Corporate Capability**

#### **Atira Women's Resource Society**

Atira Women's Resource Society is a not-for-profit organization committed to the work of ending violence against women through providing direct service, as well as working to increase awareness of and education around the scope and impact on our communities of violence against women and children. Atira operates from three core principles; we are feminist identified, operate within an anti-oppression framework and utilize harm reduction practices in all our work. We are trauma informed and gender responsive.

The Society was incorporated under the Society Act of British Columbia on March 10th, 1983 and registered with Revenue Canada as a charitable organization in 1984. In 1987, the Society opened its first transition house, Durrant House (formerly known as Atira House), in the South Surrey/White Rock community. The Society began expanding its services in 1993 and today Atira has 29 housing programs, a community daycare and ten support programs located across the Lower Mainland.

Through its wholly-owned subsidiary, Atira Property Management Inc., Atira also provides supportive housing for men and women. APMI was created in 2002 as a wholly-owned for-profit subsidiary of Atira Women's Resource Society. All profits earned by the property management company are donated to Atira Women's Resource Society to support its social profit activities. Atira Property Management Inc. also employs more than 250 staff with significant barriers to employment, one of the largest Canadian employers of people who are marginalized. Other related entities include The Painter Sisters, Atira Development Society and Atira Women's Arts Society.

#### Atira Women's Resource Society Expertise

In addition to numerous non-residential programs, such as support groups, specialized women's outreach, art program, legal advocacy, community kitchens, daycare, health centre and counselling services, Atira Women's Resource Society provides 18 women-only housing programs with 461 units/beds, including:

- 3 first-stage transition houses
- 3 second-stage transition houses
- 2 shelters
- 9 supportive housing
- 1 palliative approach program

We provide 30 Non-Market Housing programs for women and men through our property management company:

- 20 single room occupancy hotels
- 3 co-ops
- 7 non-profit and seniors housing buildings

We manage a total of 2,700 units of non-market housing across both organizations.

- Since 2010, we have brought about 400 units of housing on line, including three new developments.
- Atira is involved in three development partnerships including at 41 East Hastings, 272 East Hastings and one in Richmond.

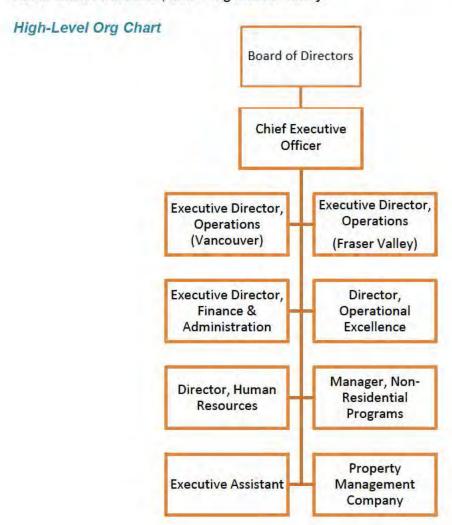
 In 2013, Atira opened Canada's first, multi-unit upcycled shipping container housing development, Oneesan, and is leading two other shipping container developments, one at 420 Hawks Street in Vancouver and a pan-Canadian, on-reserve project.

#### Atira Women's Resource Society Key Benefits Summary

- Development of multiple affordable housing projects in the City of Vancouver and the Fraser Valley.
- Significant Partnership experience, working with both the private sector and other nonprofit organizations to deliver affordable housing.
- Extensive experience providing supportive housing
- Commitment to inclusion in both our housing and our hiring practices.
- Commitment to providing low-no barrier housing and working with those who are chronically homeless

#### Atira Women's Resource Society Company Structure

Atira Women's Resource Society is a nonprofit organization incorporated under the Society's Act of British Columbia, and a registered charity.



#### Ladacor

Ladacor is a Corporation, registered in Alberta. It ooperates from a 28,400 sq.ft approved shop to CSA A277 (Rated Modular Buildings) and CWB certified (3rd party audited), independently audited by Intertek.



#### **AUTHORIZATION TO MARK**

This authorizes the application of the Certification Mark(s) shown below to the models described in the Product(s) Covered section when made in accordance with the conditions set forth in the Certification Agreement and Listing Report(s). This authorization also applies to the Multiple Listee model(s) identified on the correlation page of the Listing Report. This document is the property of Intertek Testing Services and is not transferable. The Certification Mark(s) may be applied only at the location of the Party Authorized to Apply Mark.

Applicant: Ladacor Ltd.

729 24 Ave SE

Calgary AB T2G 1P5

Country: Canada
Contact: Joseph Kiss

Phone: Fax:

Email: ikiss@ladacor.com

Party Authorized to Apply Mark: See following page(s)
Evaluation Center: Intertek (Coquittam)

Control/Client Number: 161904

Authorized By: 1912 ON

Bob Davison, Director, Certification Services

Intertek Testing Services NA, Ltd. 6225 Kenway Drive, Mississauga, ON L5T 2L3 Canada Phone 905-678-7820 Fax 905-362-0303



This document supersedes all previous Authorizations to Mark for the noted Report Number.

This Authorization to Mark to for the seculative use of interfect's Client and is provided parasized to the Genthication agreement believes in territoria or the segmentary. Interfect among an interfect of the permit of the per

Testing Standard(s):	CSA A277 (2008)
Product:	Ladacor Ltd Factory Built Buildings

ATM for Report 100926335-007

ATM Issue Date: 05/19/2015

#### Ladacor Factory – 28,400 sq.ft located in Calgary, Alberta





Ladacor Factory has two @ 100 t cranes

Ladacor owns and operates various Mobile cranes, from 40 ton  $\rightarrow$  165 ton

Below is Ladacor 165 ton crane placing modules on site:









#### Ladacor Expertise

Based on years of experience in the construction and supply of prefabricated/site erected buildings, Ladacor (<a href="www.ladacor.com">www.ladacor.com</a>) has developed proprietary technology and specialty expertise in various modular buildings and structures. Our Advanced Modular System (AMS™) has been developed as a **durable**, **fire-rated**, **CSA-approved**, **mold resistant**, **reusable and re-locatable**, **environmentally sustainable** solution. AMS™ units are easily deployable and erected in the field leading to cost/schedule savings and consistent shop manufactured quality.

Our AMS™ units are manufactured to CSA A277 – Factory Certification of Buildings standards under a strict third-party audited quality program in our 28,500 square foot manufacturing facility located in Calgary, Alberta. AMS™ units are customizable and configured to our clients' unique requirements and application.

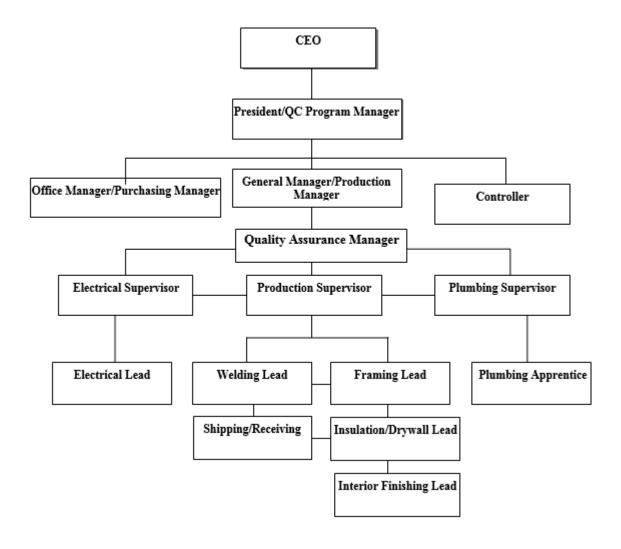
Ladacor has the ability to offer a full turn-key project – from concept development to engineering design to module fabrication to site construction. Our goal is to offer a full turn-key design-build project to minimize risk for our client's project execution.

#### Ladacor Key Benefits Summary

- Turn-key Project, Design-Build minimizes exposure to risk to Client;
- Schedule savings and less time spent on site, minimized disturbance to existing operation:
- Non-combustible and durable steel building versus wood, leading to higher public safety and lower insurance premiums;
- Lower execution risk with factory manufactured predictability;
- **Durable**; each module, made of a rigid steel core, is engineered to independently withstand the rigors and loads imposed during transportation and craning;
- **Fire Resistance**; Advanced Modular Systems<sup>™</sup> modules are manufactured using a rigid steel core and steel stud framing, leading to increased fire resistance and structural integrity during fire;
- Excellent thermal and sound insulation; Advanced Modular Systems™ modules, with their rigid steel core and integral spray-foam insulation on walls, ceiling and floor underside, provide an airtight building envelope;
- **Certified Quality**; Ladacor implements a rigorous 3<sup>rd</sup> party audited QC/QA program, ensuring the highest quality standards are continually achieved;
- Meets CSA-A277 Rated Modular Buildings and CWB standards;
- **Customized Design**; Advanced Modular Systems<sup>™</sup> can be supplied in varying fits and finishes both interior and exterior, the project is built to order from the bottom up with your unique design and needs;
- **Sustainable**; Reduced construction waste by recycling materials, controlling inventory and protecting materials;
- Ladacor are proudly Canadian and all Advanced Modular System<sup>™</sup> units are
   Designed in Canada, Tested in Canada and Manufactured in Canada. We take pride in supporting Canadian manufacturing jobs and suppliers.

#### **Ladacor Company Structure**

Ladacor employs a full staff of experienced and ticketed journeyman welders, plumbers, pipe-fitters, electricians, hvac-technicians and sprinkler fitters within the Factory. Through to site Management, crane operators and site-tradespeople.



#### **Atira Women's Resource Society Team**

#### Janice Abbott - Chief Executive Officer

Janice Abbott has been the CEO of Atira Women's Resource Society since 1992. She has lead the Society through its extraordinary growth from a single transition house located in South Surrey with a staff of seven to a large multi-service agency with two, for-profit subsidiaries, a development arm and more than 500 staff. She has headed up numerous innovative capital projects including Canada's first multi-unit recycled shipping container housing development, which was completed in August 2013.

Throughout Atira's herstory, Janice has championed barrier-free and low-barrier access to programs and services for women, ensuring Atira's programs are accessible to all women affected by violence including women who have traditionally been marginalized by mainstream society. She developed and works to honour in her daily practice and in her life Atira's anti-oppression framework.

Janice was recognized by BC Business Magazine as among 35 of BC's Most Influential Women in 2016 and 50 of BC's Most Influential Women (Not-for-Profit, Culture & Media) in 2015. Their panel said of Janice, "There's a woman who's been able to commercialize—in the most positive sense of the word— social enterprise in order to build more housing. Her drive is to create a very large, functioning not-for-profit entity focused on ending violence against women." She is also the recipient of numerous other awards including the 2013 BC Non-Profit Housing Association's Denise LaBlond Award, recognizing her dedication and vision in affordable housing in BC; and the Ernst & Young 2010 Social Entrepreneur of the Year award.

Janice holds an undergraduate degree in the arts, a certificate from the Leadership Tour at the University of Bologna Summer Program for Cooperative Studies, and a journalism diploma. At the Hollyhock Leadership Institute's Social Venture Institute & Social Change Institute, she has been both a participant and a presenter. Janice regularly is called upon to be a guest lecturer at various universities and colleges such as the UBC School of Social Work, the UBC Sauder School of Business and the UBC School of Architecture. She is currently active in Housing Partnership Canada and completing the Chartered Institute of Housing (CIH) Western Founders Program. Janice has co-authored three publications since 2012.

#### Jacqui Evans-Atkinson – Executive Director, Finance & Administration

Jacqui Evans-Atkinson is a Chartered Accountant and a Certified Professional Accountant with more than 30 years of practice. Her experience varies from working in industry (engineering projects, capital construction, etc.) to government institutions, acting in senior financial and controls positions. Through her various roles, she has developed extensive knowledge in all aspects of financial, capital and operational planning, budgeting, forecasting and reporting.

#### Niki Antonopoulou – Executive Director, Operations (Vancouver)

Niki's has worked for Atira Women's Resource Society for nearly 24 years starting as a front-line support worker and moving into program management in 1996. In her capacity as program manager Niki has been responsible for all aspects of property management at those sites she supervised including a second-stage transition house program and Bridge Housing for Women, a seven-floor not-for-profit housing development in Vancouver's Downtown Eastside. Niki was the on-site program/property manager at Bridge for three years. In 2004, Niki took on the role of Director, Human Resources and led the organizations HR through incredible growth. For the

past five years she has been the Executive Director, Operations (Vancouver) and brings her incredible knowledge and expertise to that position.

Niki holds an undergraduate degree in the arts and has been a licensed property manager. Niki's expansive front-line and management experience enables her to understand the needs of clients and residents of Atira's programs, and staff.

#### Caithlin Scarpelli - Director, Development, Fundraising & Communications

Caithlin started as a student employee and the nearly 15 years since starting work at Atira, she has: developed and administered a children's community kitchen; been an administrative assistant; been responsible for finance and resource development in Atira's accounting department; assisted in the property management at a number of programs for both Atira Women's Resource Society and Atira Property Management; and developed and implemented the fundraising program, including organizing our annual charity golf tournament. Through training, including a mentorship program in New York in 2009 and, most recently, the Canadian Women's Foundation Leadership program, Caithlin has developed her skills as a highly effective and dynamic fundraiser. She is currently enrolled non-profit management certificate program at SFU, and has grown into her current role as the Director, Development, Fundraising & Communications with a team of five staff.

Her current duties as the Director, Development, Fundraising & Communications include: leading and managing the communications team, developing and implementing successful fundraising strategies and securing financial gifts; generating support for special and annual events; effectively building awareness of Society programs & donation opportunities and creating community partnerships; writing and submitting proposals; overseeing all aspects of communications including social media and digital communications, website content, blogs, emails; and developing communications materials.

#### Ladacor Team

With our extensive experience working for design-build, turn-key Modular Building projects, our Project Manager, Site Supervisor and QA/QC and Manufacturing Team will use their prior knowledge of working on projects from start to completion.

Ladacor can confirm commitment that these key personnel will be available for the work should Ladacor be successful in the tender process.

#### Joe Kiss - President

Joseph Kiss has over 20 years of senior management experience with his previous roles as Vice President & General Manager of Cementec Industries Inc, an award-winning, high-growth company servicing the oil & gas and construction industries, as Vice President & General Manager and Chief Operating Officer of Genalta Power Inc, a clean-energy independent power producer, and as President of GPI Services Inc. As a professional engineer registered with APEGA, Joseph has extensive executive experience in research and product development, materials, environmental and facilities engineering, project management, operations, business development and corporate management.

As President of Ladacor Advanced Modular Systems, Joseph is responsible for the continued growth in Ladacor's business, including technology development and optimization, commercialization and project execution. Joseph will provide leadership, management and

strategic direction to ensure optimum performance as Ladacor positions itself for the future.

Joseph has his Masters degree in Environmental Engineering and a Bachelor of Science in Civil Engineering from the University of Calgary, with executive program from the Haskayne School of Business.

#### Paul Charpentier - Site Manager

Paul Charpentier has over 25 years of Construction experience having lead numerous projects from start to finish across the ICI and multi-family markets. Paul has a broad range of experience with design/build, structural steel, pre-engineered steel, concrete, pre cast concrete, multi-level wood frame, tilt-up, earthworks, modular and land development. Paul is an authoritative figure on site with a get-the-job-done attitude. Paul is an excellent communicator and is always fully engaged with all stakeholders throughout the construction process. Paul is very safety conscious, always ensuring that all company personnel and sub trades follow the company and industry's safety programs.

Key strengths as Site Manager include: 25 years' of experience collaborating and leading sites on various projects; multi-faceted construction experience and strong leadership; diligent control of the schedule whilst ensuring safety; and an excellent communicator.

#### Key Project Experience:

- Various Commercial Projects including Baseball Stadium Renovation \$1.7m,
   Supermarket \$9.3m, Auto Auctions \$12.9m, Cold Storage \$25m (2 phases), various
   Home Hardware new build and renovations from \$1m to \$12m
- Various multi-family Projects ranging from \$3m to \$8m both wood-frame and concrete
- Currently Site Manager for modular Studio 6 Hotel in Bruderheim, \$6m

Education and Affiliations: Graduated Carpentry Program, Cambrian College, Sudbury, ON

#### Annas Vance - Quality Assurance / Quality Control Manager

Annas Vance has served as the lead project engineer on various modular construction projects ranging in value from \$20k-\$10M. Annas is a dedicated young engineer in pursuit of becoming a Professional Engineer. Annas is the Quality Assurance / Quality Control Manager at Ladacor, diligently monitoring all quality related activities on the projects and overseeing the company's quality documentation and QA manual. Annas conducts client quality management meetings, verifies that sub-contractors quality requirements are met, and coordinates all QA/QC activities in the plant with QC personnel.

Key strengths as Quality Assurance / Quality Control Manager include: a strong business mindset; effective project management skills; great work ethic; and meticulous documentation skills.

#### Key Project Experience:

- Days Inn Hotel Modular Design Build \$11.5m
- Studio 6 Hotel Modular Design Build \$6m
- Takraf Industrial Office Units and Washcar Modular Design Build \$500k
- FAM Canada Industrial Office Units Modular Design Build \$250k

Education and Affiliations include a Bachelor of Applied Science in Civil Engineering, University of Windsor (2013) and APEGGA - Engineer in Training (2014-present)

#### Dong Pham - Fabrication Manager

Dong has extensive experience in Steel Fabrication and has served as the Fabrication Manager at Ladacor for 5 years on various modular construction projects.

Key strengths as Fabrication Manager include: highly skilled welder; a number of years' experience in steel construction/fabrication; accuracy and high attention to detail; and the ability to plan, organise and work in team environment.

#### Key Project Experience:

- Days Inn Hotel Modular Design Build \$11m
- Studio 6 Hotel Modular Design Build \$6m
- Takraf Industrial Office Units and Washcar Modular Design Build \$500k
- FAM Canada Industrial Office Units Modular Design Build \$250k

#### Ladacor Design / Engineering Partners

All design / engineering completed by **Steenhof Building Services Group**. Engaged for structural, electrical, and mechanical drawings to be reviewed and stamped.



Ladacor & Steenhof Building have built a strong relationship for engineering support, and continuous development for technical components with the module envelope. Our team works together to develop a premium modular product for residential, commercial and industrial applications.

Steenhof Building Services (SBSG) has become a leader in the modular industry in the past 9+ years. Their office has worked with over 40 modular companies throughout Canada, USA, and overseas with their CSA/INTERTEK/CWB certifications. They have completed engineering for residential projects (single & multifamily), mining/work camps, industrial fabrications, and all types of modular buildings and structures.

Steenhof Building Services Group is certified to practice engineering throughout Canada, to offer Country Wide engineering support.

Steenhof Building Services Group offices pride themselves on being able to provide consulting services to their clients for modular engineering, CSA/INTERTEK coordination, as well as ongoing support throughout the certification process. SBSG believes in designing unique value-engineered solutions, while maintaining standards of the applicable buildings codes and standards.

www.steenhofbuilding.com

#### **Completed and Current Major Projects**

#### Atira Women's Resource Society – Sorella Housing for Women

- Project consists of 108, self-contained units; there are 96 studio apartments and 12 twobedroom family units
- · LEED certified: Gold
- Location of Project: Vancouver, Downtown Eastside

Sorella is a 10-storey complex on the corner of Abbott and Pender Street in Vancouver. Sorella is staffed 24 hours a day seven days a week. Staff offer social supports, resource referrals and are responsible for managing the front door of the building, working to ensure the safety of the women and children who live there. Staff run a number of groups for the residents, including a 16-step group, a community kitchen and a Rediscover Parenting program.



#### Atira Women's Resource Society - Maxxine Wright Place

 Project consists of 24 self-contained second-stage family units, 12 self-contained shelter units, 57-space licenced daycare and a community health clinic.

· LEED certified: Gold

Location of Project: Surrey

The Maxxine Wright Shelter serves women who are pregnant or have a newborn and need a safe place to stay. Women can access the shelter at any point during their pregnancy, and potentially stay until their baby is six months old. The Second Stage program offers 24 units of supported affordable housing to women and their young children. Women who are pregnant or who have a youngest child under age two (older siblings are welcome) are given priority. There is a community daycare and a health centre on site.







#### Atira Women's Resource Society - Oneesan Container Housing Vancouver

- Project consists of 12, self-contained units on a standard city lot (25' x 117' feet), each unit between 280 and 290 square feet, net living area.
- The project met and in some cases exceeded minimum building code; for example in sound transfer and insulation.
- Cost comparison came in at a lower cost than their other conventional builds.
- Project Value: \$957,724
- Would qualify for LEED certification based on four measurements including focus on securing a sustainable site, choice of materials and resources, innovation in design and meeting some of the regional priority requirements.
- Awards
  - o 2013 BC Real Estate Foundation Land Award (Non-Profit Sector)
  - 2014 Georgie Awards for Best Environmental Initiative and Best Innovative Feature -New or Renovation
- Location of Project: Vancouver, Downtown Eastside





#### Atira Women's Resource Society - 420 Hawks (in development)

- Project will consist of 21 units of housing for single women and single women with children.
- Project will be LEED Certified
- Location of Project: Vancouver, Downtown Eastside

As a built-form project, the primary goal of the 420 Hawks development is to demonstrate recycled shipping containers can be used for larger, taller buildings; adding structural support and an elevator.

The development is ideally located to help address the housing affordability issues plaguing Vancouver and in particular will provide desperately-needed housing for women and children, including grandmothers raising grandchildren, in a much desired neighbourhood, Strathcona.



#### **Atira Women's Resource Society – 41 East Hastings (in development)**

- Project is being built in partnership with Cressey Development and will consist of 198 units of housing: 52 shelter allowance rate units, 68 HILs rate units, and 78 market rental units.
- The project will be LEED Certified
- Location of Project: Vancouver, Downtown Eastside



#### Ladacor - Project: Days Inn - Sioux Lookout, Ont.

 Project Description: Two Story Hotel and Conference Center, with 60 Rooms – (Double Queen, King and Handicap), 3 Meeting Rooms and Large Conference Room, Breakfast Room & Hospitality Lounge, Fitness Center. Winner of 2015 Ontario Builder Award – Ontario General Contractors Association

Project Delivery Method: Design Build

• Date commenced: target Nov 2013, actual Nov 2013

• Date completed: target December 2014, actual December 9, 2014

Project Value: \$11,500,000





#### Ladacor - Project: Studio 6 - Bruderheim, AB

 Project Description: Four Story Hotel "Studio 6" Brand with 63 Rooms – (Double Queen, King and Handicap Accessible), all of the rooms extended-stay suites with kitchenettes. Modular elevator and stairwells. Common areas include a front desk, office, laundry and coin laundry, meeting room, breakfast room, bar area and fitness room.

Project Delivery Method: Design Build

Date completed: Under Construction, anticipated completion April 2016

Project Value: \$6,000,000

• Location of Project: Bruderheim, Alberta









#### **Capacity**

Atira has the demonstrated capacity to deliver market and affordable housing projects, including extensive experience working with and a network of experienced consultants. Our property management company has been managing both market and nonmarket properties for 15 years. At present we have two projects under construction, one in Vancouver and one in Richmond, and three projects in development.

#### **Conflicts, Collusion, Lobbying**

There are no identified conflicts as outlined in Section 7 of the RFQ.

#### **Pricing Proforma**

#### **Pricing for Project Type 1**

At this time no sites have been selected, but for the purposes of this exercise the Respondent is to make the following assumptions:

- Site area 10,000 square feet, level, gravel, rectangular shaped site;
- 35 self-contained units with washroom and shower facilities in each unit;
- Average size of units is 150 square feet;
- Unit Mix 75% single bed, 25% double occupancy; and
- Communal Amenity Area of 1250 Square Feet, with office, laundry facilities, and small kitchenette, either repurposed from previous sites or specialty built for this project, providing a link to the modular housing units.

Table 1: Sample Pricing for Modular Housing

Type of Product or Description of Product	Unit of Measurement	Price
Cost for Prefabricated Modular Housing Units	Total Price	s.21(1)
Delivery of Prefabricated Modular Housing Units	Total Price	
Installation of Prefabricated Modular Housing Units including foundations	Total Price	
Installation of sprinklers and sprinkler connections to outside services	Total Price	
Plumbing works including water, waste and sprinkler connection to outside services	Total Price	
Electrical work including connection to outside service, the supply and installation of hard wired smoke and CO2 sensors	Total Price	
Supply and installation of 5lb wall hung Fire extinguishers as required	Each	
Exterior skirting	Total Price	
Demobilization	Total Price	
Price before GST or other applicable taxes		

Table 2: Sample Pricing for Communal Amenity Area

Type of Product or Description of Product	Unit of Measurement	Price
Cost for Communal Amenity Area, including foundations	Total Price	s.21(1)
Delivery of Communal Amenity Area	Total Price	
Installation of Communal Amenity Area including foundations (if not included above)	Total Price	
Plumbing works including connection of small kitchenette to outside services	Total Price	
Installation of sprinklers and sprinkler connections to outside services	Total Price	
Electrical work including connection to outside services, the supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors	Total Price	
Supply and installation of 5lb wall hung Fire extinguishers as required	Each	
Exterior skirting	Total Price	
Demobilization	Total Price	
Price before GST or other applicable taxes		

#### **Financing for Project Type 1**

#### **Financing**

The Housing Agency is looking at the possibility of a lease to own arrangement with multiple buyout options. For the lease to own arrangement the Housing Agency requests that the respondents submit what the monthly rate is for the lease as well as the yearly buyout costs on the annual anniversary of the agreement. For the purpose of this proforma for the RFQ the Housing Agency is assuming that the total cost of the modular housing and the community amenity area is \$800,000.00. Please enter the information requested in Table 3.

Table 3: Sample Financing

Total Purchase Price	\$800,000
Monthly Lease Payment	s.21(1)
Year One Buyout Price	
Year Two Buyout Price	
Year Three Buyout Price	
Year Four Buyout Price	
Year Five Buyout Price	

#### **Pricing for Project Type 2**

As explained under Section 1.3 Scope of Work the Housing Agency is looking for the supply of prefabricated modular units with a mix of studios, two and three bedroom units (exact mix and number of units in each development to be confirmed). These developments will need to be built in accordance with zoning, by-law and code requirements and may be multi-level (in accordance with zoning for each site). These units are anticipated to be required in eight months to one year.

At this time no sites have been selected, but for the purposes of this exercise the Respondent is to make the following assumptions:

Level, rectangular shaped site;

- 100 Units with the unit mix and unit size (Table 4) as set out below;
- Unit Mix 15% studio, 10% one beds, 25% two beds, 50% three beds;
- Allowance for 300 sq.ft common amenity space; and
- Built to City of Vancouver Building Bylaws.

#### Table 4: Unit Size

For the purpose of this proforma, the Respondent is to assume the Unit sizes are as per the table below:

Unit Type	Approximate Size in Square Feet
Studio	320
One bed	450
Two bed	650
Three bed	800

#### Table 5: Sample Pricing for Prefabricated Modular Housing

Based on the information above, and assuming for the purposes of this proforma that the initial build is 100 Units, please complete this table 5 with the options to increase the amounts of units:

Type of Product or Description of Product	Unit of Measurement	Sample Price for 100 Units	Sample Price for 250 Units	Sample Price for 500 Units	Sample Price for 1000 Units
Construction of Prefabricated Modular Housing Units	Per Square Foot	s.21(1)			
Delivery of Prefabricated Modular Housing Units	Total Price				
Installation of Prefabricated Modular Housing Units including foundations	Total Price				
Plumbing works including any necessary connection to outside services	Total Price				
Installation of sprinklers and sprinkler connections to outside	Total Price				
Electrical work including the connection to outside services, supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors	Total Price				
Construction of a communal amenity area	Total Price				
Demobilization	Total Price				
Price before GST or oth taxes	ner applicable				
Cost Per Door					

#### **Attachments**

#### **Amendment No. 1 (signed)**



February 17, 2016

# REQUEST FOR QUALIFICATIONS ("RFQ") No.PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

#### AMENDMENT No. 1

#### RE: CLOSING DATE CHANGED TO FEBRUARY 26, 2016

#### Currently Reads:

#### COVER PAGE

Responses are to be addressed and delivered to the Vancouver Affordable Housing Agency (the "Housing Agency"), C/O: City of Vancouver, 453 West 12<sup>th</sup> Avenue, Vancouver, British Columbia, Canada, V5Y 1V4, (Courier Delivery and Drop Off is at the Information Desk, Main Floor Rotunda of the same address) and should be received prior to 3:00 p.m., February 19, 2016 Vancouver Time (as defined in Note 3 below), on (the "Closing Time").

#### Please Change to:

#### COVER PAGE

Responses are to be addressed and delivered to the Vancouver Affordable Housing Agency (the "Housing Agency"), C/O: City of Vancouver, 453 West 12<sup>th</sup> Avenue, Vancouver, British Columbia, Canada, V5Y 1V4, (Courier Delivery and Drop Off is at the Information Desk, Main Floor Rotunda of the same address) and should be received prior to 1:00 p.m., February 26, 2016 Vancouver Time (as defined in Note 3 below), on (the "Closing Time").



All other conditions and specifications remain unchanged.

This amendment is to be completed, and attached to your Proposal form.

Atira Women's Resource Society

SIGNATURE OF AUTHORIZED SIGNATORY

February 25, 2016

DATE

Page 2 of 2

#### **Amendment No. 2 (signed)**

The changes make up part of the Proforma above.



February 22, 2016

# REQUEST FOR QUALIFICATIONS ("RFQ") No.PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

#### AMENDMENT No. 2

RE: SCHEDULE 6 - PRICING PROFORMA, Table 5

Please change to:

Table 5: Sample Pricing for Project Type 2

Type of Product or Description of Product	Unit of Measurement	Sample Price for 100 Units	Sample Price for 250 Units	Sample Price for 500 Units	Sample Price for 1000 Units
Construction of Prefabricated Modular Housing Units	Per Square Foot	\$	\$	\$	\$
Delivery of Prefabricated Modular Housing Units	Total Price	\$	\$	\$	\$
Installation of Prefabricated Modular Housing Units including foundations	Total Price	s	s	\$	\$
Plumbing works including any necessary connection to outside services	Total Price	\$	\$	\$	\$
Installation of sprinklers and sprinkler connections to outside	Total Price	\$	\$	\$	\$

Page 1 of 2



services				
Electrical work including the connection to outside services, supply and installation of interior and exterior lighting, hard wired smoke and CO2 sensors	Total Price	\$ \$	\$	\$
Construction of a communal amenity area	Total Price	\$ \$	\$	\$
Demobilization	Total Price	\$ 5	\$	s
Price before GST or other taxes	applicable	\$ \$	s	\$

All other conditions and specifications remain unchanged.

This amendment is to be completed, and attached to your Proposal form.

Atira Women's Resource Society
NAME OF VENDOR
SIGNATURE OF AUTHORIZED SIGNATORY

February 25, 2016

DATE

Page 2 of 2

#### Certificate of Insurance



#### Certificate of Insurance

No.: 5.21(1)

Dated: February 17th 2016

This document supersedes any certificate previously issued under this number

This is to certify that the Policy(ies) of insurance listed below ("Policy" or "Policies") have been issued to the Named Insured identified below for the policy period(s) indicated. This certificate is issued as a matter of information only and confers no rights upon the Certificate Holder named below other than those provided by the Policy(ies).

Notwithstanding any requirement, term or condition of any contract or any other document with respect to which this certificate may be issued or may pertain, the insurance afforded by the Policy(ies) is subject to all the terms, conditions and exclusions of such Policy(ies). This certificate does not amend, extend or alter the coverage afforded by the Policy(ies). Limits shown are intended to address contractual obligations of the Named Insured.

Limits may have been reduced since Policy effective date(s) as a result of a claim or claims.

Certificate Holder: Named Insured and Mailing Address:
To Whom It May Concern Attra Women's Resource Society and Attra Development Society
101 East Cordina
Vancouver BC V6A 1K7

#### This certificate is issued regarding:

Evidence of Insurance

Type(s) of insurance	insurer(s)	Policy Number(s)	Effective/Expiry Dates	Sums Insured or	Limits of Liability
OMMERCIAL GENERAL LIABILITY  Claims Made Form  Occurrence Form for Bodily Injury / Property Damage  NDA Included	Averal Insurance Master Folicy: 5.21(1)	s.21(1)	April L 2015 to April L 2016	Each Occurrence	\$10,000,000

#### Additional Information:

Under the General Liability Policy noted above

This Policy does NOT include a Waiver of Subrogation nor notification of Material Change. This Certificate also does not include "agents" or "contractors", "subcontractors", or "servants".

#### Notice of cancellation:

Should any of the policies described herein be cancelled before the expiration date thereof, the (naurer(s) affording coverage will endeavour to mail 30 days written native to the certificate holder named herein, but failure to mail such notice shall impose no obligation or liability of any kind upon the insurer(s) affording coverage, their agents or representatives, or the issuer of this certificate.

# Marsh Canada Limited 550 Burrard Street, Suite 800 Vancouver, BC V6C 2K3 Telephone. (604) 685 3765 Exx. (604) 685 3112 Tim.R.OConnor@marsh.com Tim O'Cannor

#### **Declaration of Supplier Code of Conduct Compliance**

#### RFQ No. PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

SCHEDULE 5 - DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

SCHEDULE 5 - DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

#### DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

Purpose: All proposed suppliers are to complete and submit this form to certify compliance with the supplier performance standards set out in the Supplier Code of Conduct.

The Housing Agency and The City of Vancouver expects each supplier of goods and services to the City to comply with the supplier performance standards set out in the City's Supplier Code of Conduct (SCC) <a href="http://vancouver.ca/policy\_pdf/AF01401P1.pdf">http://vancouver.ca/policy\_pdf/AF01401P1.pdf</a>>. The SCC defines minimum labour and environmental standards for City suppliers and their subcontractors.

Suppliers are expected to comply with the aforementioned standards upon submitting a tender, proposal, application, qualification, expression of interest or quotation to the Housing Agency, or have a plan in place to comply within a specific period of time. The Housing Agency reserves the right to determine an appropriate timeframe in which suppliers must come into compliance with these standards. To give effect to these requirements, an authorized signatory of each proposed vendor must complete the following declaration and include this declaration with its submission:

Atira Women's Resource Society (vendor name), I declare that I have reviewed the SCC and to the best of my knowledge, Atira Women's Resource Society (vendor name) and its proposed subcontractors have not been and are not currently in violation of the SCC or convicted of an offence under national and other applicable laws referred to in the SCC, other than as noted in the table below (include all violations/convictions that have occurred in the past three years as well as plans for corrective action).

Date of violation /conviction	Description of violation / conviction	Regulatory / adjudication body and document file number	Corrective action plan
, .			
	violation	violation / violation /	violation / adjudication body and

Lur ırther con

	, .		0		
nderstand that a false of sideration being given Signature: Name and Title:	4111111	or lack of a corr n of Atira Women Thief Executive C		n may result ty_(vendor	: in no furt name).
29 January 2016					5-1

# MODERN MODULAR LIVING.

# **Vancouver Affordable Housing Agency**

RFQ #: PSVAHA2016-01

Consideration for Project Types 1 & 2

Prepared by: Devon Siebenga

BigSteelBox Structures

1000-1631 Dickson Ave. Kelowna, BC, V1Y 0B5

Ph: 250-448-2340 F: 250-762-4236





#### Table of Contents

1.0 Executive Summary	2
2.0 Letter of Qualification	3
3.0 Corporate Experience	7
4.0 Corporate Capability	11
4.1 Manufacturing	12
4.2 About BigSteelBox	13
4.3 Project Team	14
5.0 Completed/Current Major Projects	17
6.0 Conceptuals	20
6.1 Proforma Pricing	24
7.0 Additional Forms	25
8.0 Our Commitment	27

# Modern Modular Living.

#### OVERVIEW

It is our firm belief that form and function can coexist. Shipping containers are built to be transported, stacked, and abused; but from a design perspective, they are an effective building block. We have leveraged both the form of modern design and the function of the shipping container and fused them into something great: a true-to-form, beautiful, durable, modern home.

#### **A PLACE TO CALL HOME**

Having a place where we feel at home changes the way that we interact with each other. Our suites are modern, beautiful living spaces, designed with intent. We embrace the utility of the shipping container, while creating a place that, through sound design principles, also promotes a sense of your own space and ultimately healthy living.

# TRANSPORTABLE, STACKABLE. AND DURABLE

Traditional modular construction is unable to withstand multiple movements and as a result, tends to deteriorate in short order. Shipping containers are uniform, standardized modules built for the purpose of efficient shipment. Beyond portability, comes flexibility. Our boxes are constructed with 4 corner posts acting as pillars to our structures and are intended to be stacked. Proven to withstand 30+ years of heavy industrial use and movement, our boxes are manufactured with weathering steel and are inherently built to last.

#### **WEATHER TIGHT AND RODENT FREE**

Another age old problem with traditional modular buildings is that as they deteriorate they tend to leak, rot and provide access for pesky rodents. When a shipping container falls off of a ship it takes roughly a week to sink. With solid steel construction, there is no space for water or pests, these homes are durable, and built to last.

#### HOMES USED IN A NUMBER OF WAYS

- ☐ Accessory Dwelling Units
- ☐ Garden/Carriage Homes
- □ Laneway Homes
- ☐ Garage/Car Port Suites
- □ Cottages
- ☐ Tiny Houses
- Stacked as an apartment or multifamily complex.

The applications are endless, but a focus on design, environmental stewardship and livability is constant.

We are grateful for the opportunity to express our interest in this project and would love to continue in process. We hope that our proposal illustrates clearly our capability and genuine interest in playing a key role in providing a solution to Vancouver's present and future requirements.



### Made in Canada.



# RFQ No. PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING SCHEDULE 2 - LETTER OF QUALIFICATION

#### SCHEDULE 2 - LETTER OF QUALIFICATION

[Letterhead paper of the Respondent or participant responsible for a joint venture, including full postal address, telephone and facsimile.]

Date: [Insert]

TO: The Vancouver Affordable Housing Agency (the "Housing Agency")

RE: REQUEST FOR QUALIFICATIONS - NO. PSVAHA2016-01 (the "RFQ") IN RESPECT OF SELECTING PARTNERS TO SUPPLY PREFABRICATED MODULAR HOUSING

- Being duly authorized to represent and act on behalf of [Insert full corporate name and if a
  joint venture, then state "on behalf of..." and list the full corporate names of the companies
  forming the joint venture], the undersigned hereby submits the attached Response and
  supporting materials on behalf thereof.
- Herein, the term "Respondent" refers to [insert full corporate name and if a joint venture, then state "...refers to each of" and list the full corporate names of the companies forming the joint venture].
- The Housing Agency and its representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this Response, and to seek clarification from the Respondent's bankers and clients regarding any financial and experience issues, and to do all other things stated in the RFQ.
- 4. Capitalized terms used herein have the definitions ascribed thereto in the RFQ.
- The Housing Agency and its representatives may contact the following persons for further information:

Devon Siebenga, President, BigSteelBox Structures, 250-448-2340

- 6. This Response is made with the full understanding and agreement that:
  - any information submitted during qualification may be subject to verification by the Housing Agency, including during evaluation of any subsequent proposal or tender;
  - the Respondent will (and does hereby undertake to) submit a bona fide proposal or tender in relation to the subject matter of the RFQ (and consistent with this Response) if the Housing Agency invites the Respondent to participate in a request for proposals or invitation to tender;
  - (c) the Housing Agency may:
    - amend the scope and description of the goods and services to be procured under the RFQ or any subsequent request for proposals process, including the Site-Specific RFPs, varying them from those described herein, or amend the qualifications that may be required to meet those requirements;
    - open this process to potential proponents other than the grouping of Pre-Qualified Respondents contemplated by the RFQ;

January 29, 2016

2-1

# RFQ No. PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING SCHEDULE 2 - LETTER OF QUALIFICATION

- (iii) determine which City-owned sites targeted for the installation of prefabricated modular housing will be subject to Site-Specific RFPs as contemplated by this RFQ and which may be subject to a separate procurement process;
- (iv) reject or accept any or all Responses;
- (v) cancel the RFQ process and reject all Responses;
- (vi) cancel the RFQ process and commence a new process in respect of the same request for proposals with the same or an amended set of documents, information or requirements;
- (vii) request that any Respondent to provide additional information, clarifications or goods samples or demonstrations, without requesting the same from all Respondents;
- (viii) terminate the RFQ process and enter into direct negotiations with any party whether or not a Respondent; or
- (ix) at any time during the RFQ Term and for any reason whatsoever, including as a result of any review of the Housing Agency's Board, terminate the RFQ and cease restricting eligibility for Site-Specific RFPs to Pre-Qualified Respondents.
- (d) neither the Housing Agency nor the City of Vancouver will not be liable in any way whatsoever for any actions described under 4(c) of this letter.
- The Respondent confirms and warrants that the information disclosed in the section of its Response titled "Conflicts; Collusion; Lobbying" is a complete and accurate response to Section 7.0 of the RFO.
- 8. The Respondent acknowledges and agrees that the RFQ Documents are, in no way whatsoever, an offer to enter into an agreement except on the limited terms and conditions expressly stated in this letter, and submission of this Response by the Respondent does not in any way whatsoever create any obligation on the part of the Housing Agency to treat the Respondent's or any other respondent's Response in any particular manner or undertake the Housing Agency's RFQ process in any particular manner (except as expressly stated below in this letter with respect to confidentiality).
- The Respondent acknowledges and agrees to the information disclaimers and other terms and conditions set forth in the RFQ.
- 10. Except only and to the extent that the Housing Agency is in breach of Section 11 of this letter, the Respondent now releases the Housing Agency, the City of Vancouver and their respective directors, officials, agents and employees from all liability for any costs, damages or losses incurred in connection with the RFQ, including any cost, damages or losses in connection with:
  - (a) any alleged (or judicially determined) breach by the Housing Agency or its directors, officials, agents or employees of any obligation or duty under the RFQ;
  - (b) any unintentional tort of the Housing Agency or its directors, officials, agents or employees occurring in the course of conducting the RFQ; or

January 29, 2016

2-2



# RFQ No. PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

SCHEDULE 2 - LETTER OF QUALIFICATION

- (c) the manner in which the Housing Agency: reviews, considers, evaluates or negotiates any Response; addresses or fails to address any Response; or resolves to enter into any contract or not enter into any contract.
- Subject to the applicable provisions of the Freedom of Information and Protection of Privacy Act (British Columbia) and the Housing Agency's right to publicly disclose information about or from any Response, including without limitation names and prices, in the course of publicly reporting to the Vancouver City Council about the RFQ, the Housing Agency will treat the Response (and the Housing Agency's evaluation of It), in confidence in substantially the same manner as it treats its own confidential material and information.
- The Respondent acknowledges receipt of the following amendments and addenda (if applicable);

Amendment/Addendum No. [Complete] N// Date: [Complete]

Amendment/Addendum No. [Complete]\// Date: [Complete]

Amendment/Addendum No. [Complete] MA Date: [Complete]

- 13. Any dispute relating to the RFQ (except to the extent that the Housing Agency breaches Section 11 above) will be resolved by arbitration in accordance with the Commercial Arbitration Act (British Columbia), amended as follows:
  - (a) The arbitrator will be selected by the Housing Agency;
  - (b) Section 10 of this letter, and the other provisions hereof, will apply; and
  - (c) The Respondent will bear all costs of the arbitration.
- 14. The Respondent (a) has read, understands and agrees to the terms and conditions in this letter, (b) has had an opportunity to seek legal counsel and (c) affirms that the statements made in its Response are true and correct in every detail.

Respondent Name(s):	Big Steel Bon	Structures	L+3
Signature:	17/2	Dat	te: Feb. 26/16
Name of Signatory: Title of Signatory: Mailing Address:	President 1008-1631 D. Velouing BC	elson Are	
Telephone No.: Key Contact Person:	200-449-2340 Deven Schend	Fax No.: E-mail:	250-762-4236 Devon Obigsteellocum
GST Registration No.: City of Vancouver	BYBOT 6642 RTCCO Could Be Obtained	Date and Jurisdiction of Incorporation: WorkSafeBC Registration	Scot. 6 2012 - BC 094959.

BigSteelBoxStructures.com > 1.877.373.1187 Page 217 of 1535

January 29, 2016

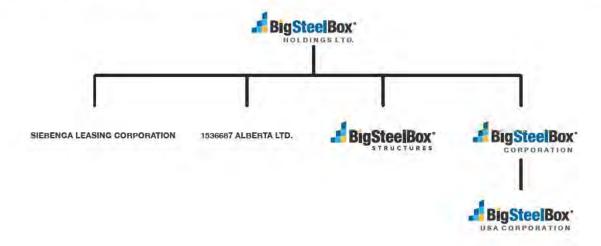
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January 29, 2016

### 3.0 Corporate Experience



BigSteelBox Holdings Ltd. is a privately-held BC Corporation and the parent of several companies. The highly-matrixed suite of companies includes two property-owning entities, BigSteelBox Corporation (who rents, moves and sells shipping containers), and BigSteelBox Structures Ltd. (who uses shipping containers to create modular structures).



The Board consists of leading executives, primarily based in Vancouver, including:

- · David Bentall, President of Next Step Advisors and formerly of the Bentall Group
- · Peter Mogan, Partner, Mogan, Daniels, Slager LLP
- Rod Bergen, Executive Director at Power to Change, formerly of the Jim Pattison Group
- Michael Bentley, President of SierraSil Health Inc.
- Barry Siebenga, President of Siebenga Developments Ltd.
- Jon Friesen, President of Mission Group Enterprises Ltd.

The company employs approximately 110 people, the majority of whom are in BC. Revenues last year were over \$27M.

**Historical Litigation:** There is no active or significant historical litigation with any of the above companies. Any claims over the past 3 years were associated with a company which was spun out, and was already operating at arm's length with the BigSteelBox companies. That company is Mission Group Enterprises Ltd., a developer of commercial and residential properties.

**Collusion:** BigSteelBox Holdings Ltd. hereby certifies that it is not legally or financially associated with the Housing Agency, the government, or any other organization associated with the evaluation of this response, and that it has not colluded with any of the Respondents.

**Lobbying:** BigSteelBox Holdings Ltd. is not aware of any registered lobbyists in any jurisdiction, Canada or the United States, among our officer, director, shareholder, partner, employee or agent groups. Furthermore, the company can confirm that we are also not aware of any form of political or other lobbying whatsoever with respect other RFQ or any attempts to influence the outcome.

### :.. 3.0 Corporate Experience, Cont.

#### REFERENCE: SEASPAN



#### Reference Letter from Seaspan

I am confident to offer this letter of recommendation for BigSteelBox Structures

BigSteelBox Structures provided us with over 30 buildings for a specific project within a very tight timeline. We found their team to be very responsive and they followed through with their commitments. They are committed to quality and took the time to understand our needs and provide a solution tailored our specific environment.

BigSteelBox Structures has proven to be a quality and trustworthy modular building provider.

Sincerely,

#### Denis Larose

Denis Larose | Faculties Interface Manager | Vancouver Shipyards | 50 Pemberton Ave | North Vancouver, B.C. 17P 2R2 | Phone (604) 984-5 196 | Celf (604) 786-1 102 | Email <u>diarose@seaspart.com</u>



#### REFERENCE: KIEWIT ENERGY CANADA CORPORATION

We have been doing business with Big Steel Box for a number of years now and have a lot of their products on our various job sites. They have assisted us through many different conceptual building ideas and have delivered as promised on time and above my expectations.

We have used Big Steel Box and will continue to use Big Steel Box so, I would recommend them to anyone that is looking for a good partner and has the need for any building solutions.

Thanks,



#### **Brent Lynch**

District Equipment Manager

KIEWIT ENERGY CANADA CORP.

Suite 500, 1000 - 7 Avenue SW, Calgary, AB T2P 5L5

Cell (403) 519-8471

Office (403) 718-6321

brent.lynch@kiewit.com

#### REFERENCE: SHERRITT INTERNATIONAL

sherritt

Sherritt International Corporation 425 – 1<sup>rt</sup> Street SW, Suite 2000 Calgary, Alberta T2P 3L8 www.sherritt.com

October 20th, 2014

Big Steel Box 1000-1631 Dickson Avenue Kelowna, B.C. V1Y 0B5

To: Devon Siebenga, President

#### REFERRAL

It is with the utmost confidence that I offer this letter of recommendation for BigSteelBox Structures.

Sherritt International Corporation has done a substantial amount of business with BigSteelBox Structures to date, and have had a great user and customer experience. We find they are a very responsive team that consistently follows through with the commitments that are made and actively seek for the necessary feedback from their customer in order to ensure a product was delivered which is of the highest quality. The BigSteelBox team has taken the time to understand our needs and provide a solution tailored our specific environment.

Sherritt International Corporation made the decision to switch from wood frame construction to steel because we feel it is a more superior solution for modular buildings. Steel structures offer a higher quality product that perform and last longer in the field.

I would recommend BigSteelBox Structures to other companies as a trusted source for modular buildings.

With Best Regards,

Kurt Busch Purchasing Lead,

Strategic Sourcing and Contract Management

**Sherritt International Corporation** 



# Experience to Deliver.

BigSteelBox Structures has more than a decade of experience building with shipping containers, and we finish our projects to the highest standards.



We can customize a solution to fit your needs. As an experienced provider of container-based housing for use in a variety of different contexts (both domestically and internationally), if you can dream it, we can build it.

#### A PROVEN TRACK RECORD

The BigSteelBox group of companies have been modifying shipping containers for several years and has completed and delivered over 700 projects. As a market leader in renting, moving, and selling shipping containers, we also have access to sufficient inventory to complete this project.

#### FINANCIAL STABILITY AND MATURITY

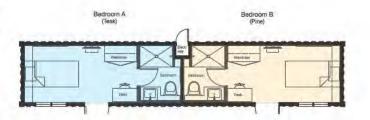
As a group of companies that are well backed and well run, we have the production and financial capacities to accommodate this opportunity.

#### ALL INCLUSIVE SOLUTIONS

Whether you're looking for one of our standard products or need something completely customized, we can handle the job from start to finish. Our design build process includes initial discovery, research, budgeting, design, procurement, building and delivery.







### 4.1 Manufacturing

#### OVERVIEW

BigSteelBox Structures has been building modular structures with shipping containers for nearly a decade. With approximately 15,000sq. ft. of CSA compliant production space in the Lower Mainland, and an additional 40,000sq. ft. in the Southern BC Interior, BigSteelBox Structures has the depth and capability to meet customer needs.

We are leading the charge on modular building certifications and are able to meet local code requirements throughout Canada. With rigorous attention to detail and quality control processes, we are certified with each of the codes listed below.

#### - CERTIFICATIONS

CSA A277 compliant

National Building Code of Canada

BC Building Code

Alberta Building Code 2006, Part 10 - Re-locatable Industrial Accommodations

Canadian Electrical Code, 2006 - CAN/CSA C22.1-02

National Gas Code of Canada - CAN/CSA Z240.4.1-92

National Plumbing Code of Canada – CAN/CSA Z240.3.1-92

Certification of Factory-Built Housing – CAN/CSA A277-08

In addition to the certifications above, each of our products are inspected by local gas, building, plumbing, and electrical inspectors to ensure the highest adherence to industry standards.

# Simply a safer structure.









### 4.2 About BigSteelBox



BigSteelBox, a sister company to BigSteelBox Structures, is Canada's most diversified shipping container company. With a network of locations across Canada, BigSteelBox serves a vast and growing number of commercial and residential customers. Whatever the need, BigSteelBox customers can expect BigSteelBox products and services to be delivered in a fast, friendly and respectful manner.

#### **■ CONSTRUCTION & COMMERCIAL STORAGE**

Security on the job site is simple with a BigSteelBox, and now, more and more businesses are recognizing the benefits of using BigSteelBoxes to fulfill short or long term storage needs.

#### MORE BOXES, IN MORE PLACES

BigSteelBox has more locations across Canada than any other shipping container company, which means BigSteelBox can deliver the boxes their customers need fast. Usually within 24 hours.

#### SMALL OR LARGE, NEW OR USED.

Our boxes range in size from 6'- 53'. Whether you need to store your tools, materials or finished inventory, we'll have a solution to fit your needs.













### 4.3 Project Team



#### **DEVON SIEBENGA, PRESIDENT**

Devon is the President of BigSteelBox Structures Ltd. He has been with BigSteelBox since 2005 and, as a managing partner, he helped develop BigSteelBox Stores in the Lower Mainland, Vancouver Island, and BC Interior.

Devon's entrepreneurial spirit and passion for innovation led him to pursue new market opportunities for BigSteelBox. He was instrumental in the creation of BigSteelBox Structures, which specializes in constructing steel modular buildings using shipping container technology. He leads a sophisticated team of designers

and builders in creating large-scale modular building projects for customers in Canada and beyond. To date, BigSteelBox Structures has completed and delivered more than 600 projects.



#### ■ JOHN GRIME, PROJECT MANAGER CSCS, CSTS, NVQ LEVEL 4, C.I.O.B.

John has been in Construction most of his life, and comes to BigSteelBox with a wealth of experience in managing most types of construction, from single-family homes to multi-million dollar commercial projects and industrial oil, gas and mining projects.

He wears two hats for BigSteelBox, Occupational Health & Safety Manager for BigSteelBox Corporation and Project Manager for the BigSteelBox Structures

division. He is passionate about keeping our people safe, both at work and at home, and also enjoys the challenge of managing the type of innovative projects that BigSteelBox Structures is known for.

#### RYAN VANDEVENTER, PRODUCTION MANAGER

As Production Manager, Ryan oversees the daily operations of our Abbotsford production facility. Over the years he has played an integral role in the execution of hundreds of projects built from BigSteelBoxes.

Ryan joined BigSteelBox in 2010, and has excelled in positions ranging from purchasing and estimation to project management. His experience and understanding of the process and product position him to be a strong component of our team. With attention to detail and natural technical aptitude to drive projects forward, Ryan plays a key role in guaranteeing the completion and accuracy of each project.

### 4.3 Project Team, Cont.





# CARRIE DAWSON, DESIGN SPECIALIST RID, IDC, NCIDQ #30312

Carrie Dawson is a seasoned commercial interior designer with a dynamic portfolio of both commercial and residential projects, and is a contributing member of IDC-Interior Designers of Canada. With an outstanding eye for technical detail, her experience is an asset to every Structures project.

Carrie is involved in the design process from start to finish, and works closely with production & engineering to provide innovative solutions that are practical in

the field. She works with each client to create concepts that have form and function throughout the space, selects appropriate materials and finishes based on the space's use, and places them into plan form.



#### GWEN FICHTNER, TRANSPORTATION MANAGER

Gwen has over a decade of experience in the Transportation Industry. She has worked to ensure regulatory compliance with the International Motor Vehicle Safety Standards, Motor Carrier Regulations, ISO 9001 and QS 9000 Quality Standards in the Class 8 truck manufacturing industry. As well, she provides educational services for engineering and technical staff and is currently specializing in Transportation and Freight Logistics.

Gwen is driven to continuously refine and develop processes which dramatically increase efficiency while decreasing costs through analytics, operations research, cross-training programs and organizational process improvements.



#### ■ MICHAEL LIU, ASIA SOURCING MANAGER

As our Asia Sourcing Manager, Michael is the direct liaison between BigSteelBox and shipping container manufacturing companies in China. The relationships he has built with individuals, companies and factories in China, allow us to obtain a wide variety of product types and sizes, which grants us greater flexibility when designing and building custom projects for our customers.

Michael has extensive experience working in the supply chain industry for international Fortune 500 companies, including as a Sourcing Manager for

Newwell Rubbermaid and a Purchasing Manager for Simens Automotive. For many of our custom projects, Michael leads the purchasing process and works directly with our Chinese manufacturer to ensure timely delivery of the highest quality product.

### 4.3 Project Team, Cont.



#### ■ DANIEL ENGELMAN, PROJECT CONSULTANT HONOMOBO

Daniel started Engelman Construction in 2009 with a dream of building beautiful custom infill homes, and as President has grown Engelman to Edmonton's largest single family infill builder. A passion for good design and constructability has led to a successful model, enriching the community and design landscape along the way.

Daniel's passion for modern design and construction has led him to start Honomobo, a modern designed, container modification company specializing in small, durable, and beautiful homes. Honomobo supplies homes to be used as laneway homes, garage suites, carriage homes, ADU's, stacked apartments, and many other uses which can be manufactured in a factory and shipped anywhere in the world. The focus on design, environmental stewardship, and livability drives Daniel to lead Honomobo boldly forward as a leader of the industry.



#### ■ PAUL JEFFREY SCHAEFER, LEAD DESIGNER HONOMOBO

Paul's passion for architecture and design grew out of his LEGO© building as a kid - poring over those little coloured bricks for hours on end, often forgetting to eat. He has 12+ years of experience working on a variety of projects from commercial office towers to small industrial buildings; however, Paul's real passion is for residential design, focusing exclusively on residential infill since April 2013.

Using a phenomenological approach to design, Paul's projects combine elemental components to create complex physical relationships between building and site.

Paul has both a Masters of Architecture degree and a Bachelor of Commerce degree, fusing design idealism and business practicality to realize projects that serve the immediate clients and the broader community.

RFQ #: PSVAHA2016-01

# 5.0 Completed/Current Major Projects Big



#### SHERRITT INTERNATIONAL

Value: Approx \$1,200,000

Number of modules: (12) 8ft x 40ft and 10ft x 40ft

Delivery Schedule: 8 Months

**Project Description:** In April 2014 BigSteelBox Structures was awarded the contract to design and build 32 person accommodations for Sherritt International. The contract was comprised of (7) 3 man sleepers and (5) 10ft wide Jack and Jill sleepers. BigSteelBox Structures worked with Sherritt International to develop a design and specification that would suit the harsh, humid and corrosive environment in Cuba.

#### Project participants:

Devon Siebenga - Project Lead

Ryan VanDeventer - Production Manager

Carrie Dawson - Designer

Engineering: Not required









Take a Virtual 360° Tour of this Wellsite Unit at <a href="http://your360virtual.com/bigsteelbox/">http://your360virtual.com/bigsteelbox/</a>

#### SEASPAN

Value: Approx \$480,000

Number of modules: (32) 8ftx40ft Modules

Delivery Schedule: 2 months from award

**Project Description:** October 2014, Seaspan awarded BigSteelBox Structures the contract to complete (32) buildings within 2 months of award. BigSteelBox Structures worked with the client to finalize design of the structures required. The (32) buildings consisted of men and women washrooms, workshops, lunchrooms and offices. The completed products were designed to be plug and play and moved continually throughout the site.

#### Project participants:

Devon Siebenga - Project Lead

Ryan VanDeventer - Production Manager

Carrie Dawson - Designer

Engineering: Not required





#### **COURTENAY FIRE DEPARTMENT**

Value: Approx \$860,000

Number of modules: (9) 8ft x 40ft

Delivery Schedule: In progress

Project Description: Comprised of (9) 8x40ft BigSteelBoxes, BigSteelBox Structures was awarded the contract to design and build a (4) Story Live Fire Training facility for the City of Courtenay in December 2014. Equipped with, rappel anchors, internal steel stair cases, burn rooms and natural gas equipment, BigSteelBox Structures has worked with the client and engineers to design and build a modular Part 3 permanent structure which also meets NFPA 1203/1204. This project is set for deliver mid June 2015.

#### Project participants:

Devon Siebenga - Project Lead

John Grime - Project Manager

Ryan VanDeventer - Production Manager

Carrie Dawson - Designer

Engineering: Architectural, Geotechnical, Civil, Structural, Fire Code Consultant, and Electrical.



# ... 6.0 Conceptuals











# ... 6.0 Conceptuals, Cont.



s.21(1)		





s.21(1)		

# 4.. 6.1 Proforma Pricing

Unit Type	Total
H01 - Sleeping / Office Cabin	s.21(1)
H02 - Studio Suite	
H03 - 1 Bedroom Suite	
H04 - 2 Bedroom Suite	
	s.21(1)
Prices	subject to change based on specification and engineering requirements.
	Delivery to site included.
	All prices plus taxes



#### **CERTIFICATE OF INSURANCE**



BFL CANADA Insurance Services Inc. 1177 West Hastings Street, Suite 200 Vancouver, British Columbia V6E 2K3 Tel.: (604) 669-9600 Fax: (604) 683-9316 Toll Free: 1-866-669-9602

#### CERTIFICATE OF INSURANCE

Certificate Holder: To Whom It May Concern

This is to certify that the following described policy(ies) or cover note(s) in force at this date have been effected to cover as shown below:

Named Insured: BigSteelBox Corporation a/o 1536687 Alberta Ltd. a/o Siebenga Leasing Ltd. a/o BigSteelBox Structures

Ltd.

Mailing Address: 1000-1631 Dickson Avenue, Kelowna, BC V1Y 0B5

Description of operations and/or activities and/or locations to which this certificate applies:

Evidence of Insurance

POLICY TYPE	INSURER	POLICY NUMBER	EFFECTIVE DATE	COVERAGE
Commercial General Liability	The Sovereign General Insurance Company	s.21(1)	June 1, 2015 to June 1, 2016	\$2,000,000. Each Occurrence Limit \$2,000,000. Aggregate Limit

#### Additional Information:

This certificate is issued as a matter of information only and is subject to all the limitations, exclusions and conditions of the above-listed policies as they now exist or may hereafter be endorsed.

Should one of the above-noted policies be cancelled before the expiry date shown, notice of cancellation will be delivered in accordance with the policy provisions.

Limits shown above may be reduced by Claims or Expenses paid.

BFL CANADA Insurance Services Inc.

Signed in Vancouver this 1st day of June, 2015

Per

Authorized Representative

Correspondents in the USA and Worldwide - International Insurance Brokers

www.BFLCANADA.ca

### ... 7.0 Additional Forms, Cont.

#### DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

RFQ No. PSVAHA2016-01
SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING
SCHEDULE 5 - DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

SCHEDULE 5 - DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

#### DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

Purpose: All proposed suppliers are to complete and submit this form to certify compliance with the supplier performance standards set out in the Supplier Code of Conduct.

The Housing Agency and The City of Vancouver expects each supplier of goods and services to the City to comply with the supplier performance standards set out in the City's Supplier Code of Conduct (SCC) <a href="http://vancouver.ca/policy\_pdf/AF01401P1.pdf">http://vancouver.ca/policy\_pdf/AF01401P1.pdf</a>. The SCC defines minimum labour and environmental standards for City suppliers and their subcontractors.

Suppliers are expected to comply with the aforementioned standards upon submitting a tender, proposal, application, qualification, expression of interest or quotation to the Housing Agency, or have a plan in place to comply within a specific period of time. The Housing Agency reserves the right to determine an appropriate timeframe in which suppliers must come into compliance with these standards. To give effect to these requirements, an authorized signatory of each proposed vendor must complete the following declaration and include this declaration with its submission:

As an authorized signatory of Bis Stee Bas Stradies (vendor name), I declare that I have reviewed the SCC and to the best of my knowledge, Bis Steel Bas Stradies Stradies (vendor name) and its proposed subcontractors have not been and are not currently in violation of the SCC or convicted of an offence under national and other applicable laws referred to in the SCC, other than as noted in the table below (include all violations/convictions that have occurred in the past three years as well as plans for corrective action).

Section of SCC / title of law	Date of violation /conviction	Description of violation / conviction	Regulatory / adjudication body and document file number	Corrective action plan
-	-	-	_	-
	-	)——		_

I understand that a fal	se declaration and/or lack of a corrective action plan may result in no further
consideration being give	en to the submission of Big Steel Box Structures Ctd (vendor name).
Signature:	01/2

Name and Title:	Deven	STELENZA	Diesident
marile dire victor	2000	1	

29 January 2016 5-1

### 8.0 Our Commitment



Beyond genuine enthusiasm and passion, you can expect us to be proactive in our management of all our projects, to communicate in a fully transparent manner and to deliver quality products that meet your needs and budget.

We are a Canadian company that is built to last and here to serve.

Sincerely,

Devon Siebenga

President

BigSteelBox Structures



# MODERN MODULAR LIVING.

# **Vancouver Affordable Housing Agency**

RFQ #: PSVAHA2016-01

Consideration for Project Types 1 & 2

Prepared by: Devon Siebenga

BigSteelBox Structures

1000-1631 Dickson Ave. Kelowna, BC, V1Y 0B5

Ph: 250-448-2340 F: 250-762-4236





## Table of Contents

1.0 Executive Summary	2
2.0 Letter of Qualification	3
3.0 Corporate Experience	7
4.0 Corporate Capability	11
4.1 Manufacturing	12
4.2 About BigSteelBox	13
4.3 Project Team	14
5.0 Completed/Current Major Projects	17
6.0 Conceptuals	20
6.1 Proforma Pricing	24
7.0 Additional Forms	25
8.0 Our Commitment	27

# Modern Modular Living.

#### OVERVIEW

It is our firm belief that form and function can coexist. Shipping containers are built to be transported, stacked, and abused; but from a design perspective, they are an effective building block. We have leveraged both the form of modern design and the function of the shipping container and fused them into something great: a true-to-form, beautiful, durable, modern home.

#### A PLACE TO CALL HOME

Having a place where we feel at home changes the way that we interact with each other. Our suites are modern, beautiful living spaces, designed with intent. We embrace the utility of the shipping container, while creating a place that, through sound design principles, also promotes a sense of your own space and ultimately healthy living.

# TRANSPORTABLE, STACKABLE. AND DURABLE

Traditional modular construction is unable to withstand multiple movements and as a result, tends to deteriorate in short order. Shipping containers are uniform, standardized modules built for the purpose of efficient shipment. Beyond portability, comes flexibility. Our boxes are constructed with 4 corner posts acting as pillars to our structures and are intended to be stacked. Proven to withstand 30+ years of heavy industrial use and movement, our boxes are manufactured with weathering steel and are inherently built to last.

#### WEATHER TIGHT AND RODENT FREE

Another age old problem with traditional modular buildings is that as they deteriorate they tend to leak, rot and provide access for pesky rodents. When a shipping container falls off of a ship it takes roughly a week to sink. With solid steel construction, there is no space for water or pests, these homes are durable, and built to last.

#### HOMES USED IN A NUMBER OF WAYS

- ☐ Accessory Dwelling Units
- ☐ Garden/Carriage Homes
- □ Laneway Homes
- ☐ Garage/Car Port Suites
- Cottages
- ☐ Tiny Houses
- Stacked as an apartment or multifamily complex.

The applications are endless, but a focus on design, environmental stewardship and livability is constant.

We are grateful for the opportunity to express our interest in this project and would love to continue in process. We hope that our proposal illustrates clearly our capability and genuine interest in playing a key role in providing a solution to Vancouver's present and future requirements.



# Made in Canada.



# RFQ No. PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING SCHEDULE 2 - LETTER OF QUALIFICATION

#### SCHEDULE 2 - LETTER OF QUALIFICATION

[Letterhead paper of the Respondent or participant responsible for a joint venture, including full postal address, telephone and facsimile.]

Date: [Insert]

TO: The Vancouver Affordable Housing Agency (the "Housing Agency")

RE: REQUEST FOR QUALIFICATIONS - NO. PSVAHA2016-01 (the "RFQ") IN RESPECT OF SELECTING PARTNERS TO SUPPLY PREFABRICATED MODULAR HOUSING

- Being duly authorized to represent and act on behalf of [Insert full corporate name and if a
  joint venture, then state "on behalf of..." and list the full corporate names of the companies
  forming the joint venture], the undersigned hereby submits the attached Response and
  supporting materials on behalf thereof.
- Herein, the term "Respondent" refers to [insert full corporate name and if a joint venture, then state "...refers to each of" and list the full corporate names of the companies forming the joint venture].
- The Housing Agency and its representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this Response, and to seek clarification from the Respondent's bankers and clients regarding any financial and experience issues, and to do all other things stated in the RFQ.
- 4. Capitalized terms used herein have the definitions ascribed thereto in the RFQ.
- The Housing Agency and its representatives may contact the following persons for further information:

Devon Siebenga, President, BigSteelBox Structures, 250-448-2340

- 6. This Response is made with the full understanding and agreement that:
  - any information submitted during qualification may be subject to verification by the Housing Agency, including during evaluation of any subsequent proposal or tender;
  - (b) the Respondent will (and does hereby undertake to) submit a bona fide proposal or tender in relation to the subject matter of the RFQ (and consistent with this Response) if the Housing Agency invites the Respondent to participate in a request for proposals or invitation to tender;
  - (c) the Housing Agency may:
    - (i) amend the scope and description of the goods and services to be procured under the RFQ or any subsequent request for proposals process, including the Site-Specific RFPs, varying them from those described herein, or amend the qualifications that may be required to meet those requirements;
    - open this process to potential proponents other than the grouping of Pre-Qualified Respondents contemplated by the RFQ;

January 29, 2016

2-1

# RFQ No. PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING SCHEDULE 2 - LETTER OF QUALIFICATION

- (iii) determine which City-owned sites targeted for the installation of prefabricated modular housing will be subject to Site-Specific RFPs as contemplated by this RFQ and which may be subject to a separate procurement process;
- (iv) reject or accept any or all Responses;
- (v) cancel the RFQ process and reject all Responses;
- (vi) cancel the RFQ process and commence a new process in respect of the same request for proposals with the same or an amended set of documents, information or requirements;
- (vii) request that any Respondent to provide additional information, clarifications or goods samples or demonstrations, without requesting the same from all Respondents;
- (viii) terminate the RFQ process and enter into direct negotiations with any party whether or not a Respondent; or
- (ix) at any time during the RFQ Term and for any reason whatsoever, including as a result of any review of the Housing Agency's Board, terminate the RFQ and cease restricting eligibility for Site-Specific RFPs to Pre-Qualified Respondents.
- (d) neither the Housing Agency nor the City of Vancouver will not be liable in any way whatsoever for any actions described under 4(c) of this letter.
- The Respondent confirms and warrants that the information disclosed in the section of its Response titled "Conflicts; Collusion; Lobbying" is a complete and accurate response to Section 7.0 of the RFO.
- 8. The Respondent acknowledges and agrees that the RFQ Documents are, in no way whatsoever, an offer to enter into an agreement except on the limited terms and conditions expressly stated in this letter, and submission of this Response by the Respondent does not in any way whatsoever create any obligation on the part of the Housing Agency to treat the Respondent's or any other respondent's Response in any particular manner or undertake the Housing Agency's RFQ process in any particular manner (except as expressly stated below in this letter with respect to confidentiality).
- The Respondent acknowledges and agrees to the information disclaimers and other terms and conditions set forth in the RFQ.
- 10. Except only and to the extent that the Housing Agency is in breach of Section 11 of this letter, the Respondent now releases the Housing Agency, the City of Vancouver and their respective directors, officials, agents and employees from all liability for any costs, damages or losses incurred in connection with the RFQ, including any cost, damages or losses in connection with:
  - (a) any alleged (or judicially determined) breach by the Housing Agency or its directors, officials, agents or employees of any obligation or duty under the RFQ;
  - (b) any unintentional tort of the Housing Agency or its directors, officials, agents or employees occurring in the course of conducting the RFQ; or

January 29, 2016

2-2



# RFQ No. PSVAHA2016-01 SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR HOUSING

SCHEDULE 2 - LETTER OF QUALIFICATION

- (c) the manner in which the Housing Agency: reviews, considers, evaluates or negotiates any Response; addresses or fails to address any Response; or resolves to enter into any contract or not enter into any contract.
- Subject to the applicable provisions of the Freedom of Information and Protection of Privacy Act (British Columbia) and the Housing Agency's right to publicly disclose information about or from any Response, including without limitation names and prices, in the course of publicly reporting to the Vancouver City Council about the RFQ, the Housing Agency will treat the Response (and the Housing Agency's evaluation of It), in confidence in substantially the same manner as it treats its own confidential material and information.
- The Respondent acknowledges receipt of the following amendments and addenda (if applicable);

Amendment/Addendum No. [Complete] N// Date: [Complete]

Amendment/Addendum No. [Complete]\// Date: [Complete]

Amendment/Addendum No. [Complete] MA Date: [Complete]

- 13. Any dispute relating to the RFQ (except to the extent that the Housing Agency breaches Section 11 above) will be resolved by arbitration in accordance with the Commercial Arbitration Act (British Columbia), amended as follows:
  - (a) The arbitrator will be selected by the Housing Agency;
  - (b) Section 10 of this letter, and the other provisions hereof, will apply; and
  - (c) The Respondent will bear all costs of the arbitration.
- 14. The Respondent (a) has read, understands and agrees to the terms and conditions in this letter, (b) has had an opportunity to seek legal counsel and (c) affirms that the statements made in its Response are true and correct in every detail.

Respondent Name(s):	Big Steel Bon	Structures	L+3
Signature:	17/2	Date	te: Feb. 26/16
Name of Signatory: Title of Signatory: Mailing Address:	President 1008-1631 D. Velowing BC	cken Are	
Telephone No.: Key Contact Person:	200-449-2340 Deven Schend	Fax No.: E-mail:	250-762-4236 Devon Obigsterlboccom
GST Registration No.: City of Vancouver	BYBOT 6642 RTCCO Could Be Obtained	Date and Jurisdiction of Incorporation: WorkSafeBC Registration	Scot. 6, 2012 - BC 094959.

January 29, 2016

2.3

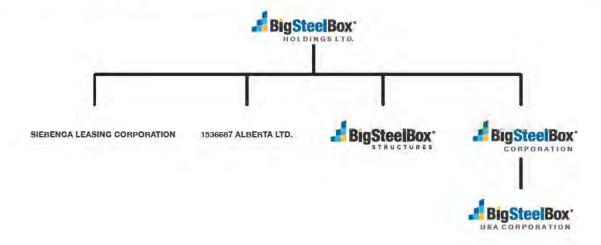
	SCHEDULE 2	- LETTER OF	QUALIFICATION	
Business License No. or, if available, Metro Vest Inter-Municipal Business License No.):	NIA	No.:		
- Could o	btoin a	City of	Variable	
110011				

January 29, 2016

### 3.0 Corporate Experience



BigSteelBox Holdings Ltd. is a privately-held BC Corporation and the parent of several companies. The highly-matrixed suite of companies includes two property-owning entities, BigSteelBox Corporation (who rents, moves and sells shipping containers), and BigSteelBox Structures Ltd. (who uses shipping containers to create modular structures).



The Board consists of leading executives, primarily based in Vancouver, including:

- · David Bentall, President of Next Step Advisors and formerly of the Bentall Group
- · Peter Mogan, Partner, Mogan, Daniels, Slager LLP
- Rod Bergen, Executive Director at Power to Change, formerly of the Jim Pattison Group
- Michael Bentley, President of SierraSil Health Inc.
- Barry Siebenga, President of Siebenga Developments Ltd.
- Jon Friesen, President of Mission Group Enterprises Ltd.

The company employs approximately 110 people, the majority of whom are in BC. Revenues last year were over \$27M.

**Historical Litigation:** There is no active or significant historical litigation with any of the above companies. Any claims over the past 3 years were associated with a company which was spun out, and was already operating at arm's length with the BigSteelBox companies. That company is Mission Group Enterprises Ltd., a developer of commercial and residential properties.

**Collusion:** BigSteelBox Holdings Ltd. hereby certifies that it is not legally or financially associated with the Housing Agency, the government, or any other organization associated with the evaluation of this response, and that it has not colluded with any of the Respondents.

**Lobbying:** BigSteelBox Holdings Ltd. is not aware of any registered lobbyists in any jurisdiction, Canada or the United States, among our officer, director, shareholder, partner, employee or agent groups. Furthermore, the company can confirm that we are also not aware of any form of political or other lobbying whatsoever with respect other RFQ or any attempts to influence the outcome.

### :.. 3.0 Corporate Experience, Cont.

#### REFERENCE: SEASPAN



#### Reference Letter from Seaspan

I am confident to offer this letter of recommendation for BigSteelBox Structures

BigSteelBox Structures provided us with over 30 buildings for a specific project within a very tight timeline. We found their team to be very responsive and they followed through with their commitments. They are committed to quality and took the time to understand our needs and provide a solution tailored our specific environment.

BigSteelBox Structures has proven to be a quality and trustworthy modular building provider.

Sincerely,

#### Denis Larose

Denis Larose | Faculties Interface Manager | Vancouver Shipyards (50 Pemberton Ave | North Vancouver, BC: V7P 2R2 | Phone. (804) 984-5 [96.] Cell. (804) 786-) 102 | Email. dlarose@seaspan.com



## REFERENCE: KIEWIT ENERGY CANADA CORPORATION

We have been doing business with Big Steel Box for a number of years now and have a lot of their products on our various job sites. They have assisted us through many different conceptual building ideas and have delivered as promised on time and above my expectations.

We have used Big Steel Box and will continue to use Big Steel Box so, I would recommend them to anyone that is looking for a good partner and has the need for any building solutions.

Thanks,



## **Brent Lynch**

District Equipment Manager

KIEWIT ENERGY CANADA CORP.

Suite 500, 1000 - 7 Avenue SW, Calgary, AB T2P 5L5

Cell (403) 519-8471

Office (403) 718-6321

brent.lynch@kiewit.com

## REFERENCE: SHERRITT INTERNATIONAL

sherritt

Sherritt International Corporation 425 – 1<sup>th</sup> Street SW, Suite 2000 Calgary, Alberta T2P 3L8 www.sherritt.com

October 20th, 2014

Big Steel Box 1000-1631 Dickson Avenue Kelowna, B.C. V1Y 0B5

To: Devon Siebenga, President

#### REFERRAL

It is with the utmost confidence that I offer this letter of recommendation for BigSteelBox Structures.

Sherritt International Corporation has done a substantial amount of business with BigSteelBox Structures to date, and have had a great user and customer experience. We find they are a very responsive team that consistently follows through with the commitments that are made and actively seek for the necessary feedback from their customer in order to ensure a product was delivered which is of the highest quality. The BigSteelBox team has taken the time to understand our needs and provide a solution tailored our specific environment.

Sherritt International Corporation made the decision to switch from wood frame construction to steel because we feel it is a more superior solution for modular buildings. Steel structures offer a higher quality product that perform and last longer in the field.

I would recommend BigSteelBox Structures to other companies as a trusted source for modular buildings.

With Best Regards,

Kurt Busch Purchasing Lead,

Strategic Sourcing and Contract Management

**Sherritt International Corporation** 



# Experience to Deliver.

BigSteelBox Structures has more than a decade of experience building with shipping containers, and we finish our projects to the highest standards.



We can customize a solution to fit your needs. As an experienced provider of container-based housing for use in a variety of different contexts (both domestically and internationally), if you can dream it, we can build it.

#### A PROVEN TRACK RECORD

The BigSteelBox group of companies have been modifying shipping containers for several years and has completed and delivered over 700 projects. As a market leader in renting, moving, and selling shipping containers, we also have access to sufficient inventory to complete this project.

## FINANCIAL STABILITY AND MATURITY

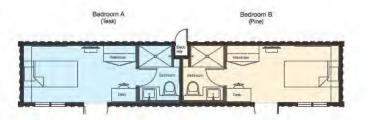
As a group of companies that are well backed and well run, we have the production and financial capacities to accommodate this opportunity.

## ALL INCLUSIVE SOLUTIONS

Whether you're looking for one of our standard products or need something completely customized, we can handle the job from start to finish. Our design build process includes initial discovery, research, budgeting, design, procurement, building and delivery.







## 4.1 Manufacturing

#### OVERVIEW

BigSteelBox Structures has been building modular structures with shipping containers for nearly a decade. With approximately 15,000sq. ft. of CSA compliant production space in the Lower Mainland, and an additional 40,000sq. ft. in the Southern BC Interior, BigSteelBox Structures has the depth and capability to meet customer needs.

We are leading the charge on modular building certifications and are able to meet local code requirements throughout Canada. With rigorous attention to detail and quality control processes, we are certified with each of the codes listed below.

#### CERTIFICATIONS

CSA A277 compliant

National Building Code of Canada

BC Building Code

Alberta Building Code 2006, Part 10 - Re-locatable Industrial Accommodations

Canadian Electrical Code, 2006 - CAN/CSA C22.1-02

National Gas Code of Canada - CAN/CSA Z240.4.1-92

National Plumbing Code of Canada – CAN/CSA Z240.3.1-92

Certification of Factory-Built Housing – CAN/CSA A277-08

In addition to the certifications above, each of our products are inspected by local gas, building, plumbing, and electrical inspectors to ensure the highest adherence to industry standards.

# Simply a safer structure.









RFQ #: PSVAHA2016-01

## 4.2 About BigSteelBox



BigSteelBox, a sister company to BigSteelBox Structures, is Canada's most diversified shipping container company. With a network of locations across Canada, BigSteelBox serves a vast and growing number of commercial and residential customers. Whatever the need, BigSteelBox customers can expect BigSteelBox products and services to be delivered in a fast, friendly and respectful manner.

## CONSTRUCTION & COMMERCIAL STORAGE

Security on the job site is simple with a BigSteelBox, and now, more and more businesses are recognizing the benefits of using BigSteelBoxes to fulfill short or long term storage needs.

## MORE BOXES, IN MORE PLACES

BigSteelBox has more locations across Canada than any other shipping container company, which means BigSteelBox can deliver the boxes their customers need fast. Usually within 24 hours.

## SMALL OR LARGE, NEW OR USED.

Our boxes range in size from 6'- 53'. Whether you need to store your tools, materials or finished inventory, we'll have a solution to fit your needs.













## 4.3 Project Team



## **DEVON SIEBENGA, PRESIDENT**

Devon is the President of BigSteelBox Structures Ltd. He has been with BigSteelBox since 2005 and, as a managing partner, he helped develop BigSteelBox Stores in the Lower Mainland, Vancouver Island, and BC Interior.

Devon's entrepreneurial spirit and passion for innovation led him to pursue new market opportunities for BigSteelBox. He was instrumental in the creation of BigSteelBox Structures, which specializes in constructing steel modular buildings using shipping container technology. He leads a sophisticated team of designers

and builders in creating large-scale modular building projects for customers in Canada and beyond. To date, BigSteelBox Structures has completed and delivered more than 600 projects.



## ■ JOHN GRIME, PROJECT MANAGER CSCS, CSTS, NVQ LEVEL 4, C.I.O.B.

John has been in Construction most of his life, and comes to BigSteelBox with a wealth of experience in managing most types of construction, from single-family homes to multi-million dollar commercial projects and industrial oil, gas and mining projects.

He wears two hats for BigSteelBox, Occupational Health & Safety Manager for BigSteelBox Corporation and Project Manager for the BigSteelBox Structures

division. He is passionate about keeping our people safe, both at work and at home, and also enjoys the challenge of managing the type of innovative projects that BigSteelBox Structures is known for.

## RYAN VANDEVENTER, PRODUCTION MANAGER

As Production Manager, Ryan oversees the daily operations of our Abbotsford production facility. Over the years he has played an integral role in the execution of hundreds of projects built from BigSteelBoxes.

Ryan joined BigSteelBox in 2010, and has excelled in positions ranging from purchasing and estimation to project management. His experience and understanding of the process and product position him to be a strong component of our team. With attention to detail and natural technical aptitude to drive projects forward, Ryan plays a key role in guaranteeing the completion and accuracy of each project.

## 4.3 Project Team, Cont.





## ■ CARRIE DAWSON, DESIGN SPECIALIST RID, IDC, NCIDQ #30312

Carrie Dawson is a seasoned commercial interior designer with a dynamic portfolio of both commercial and residential projects, and is a contributing member of IDC-Interior Designers of Canada. With an outstanding eye for technical detail, her experience is an asset to every Structures project.

Carrie is involved in the design process from start to finish, and works closely with production & engineering to provide innovative solutions that are practical in

the field. She works with each client to create concepts that have form and function throughout the space, selects appropriate materials and finishes based on the space's use, and places them into plan form.



## GWEN FICHTNER, TRANSPORTATION MANAGER

Gwen has over a decade of experience in the Transportation Industry. She has worked to ensure regulatory compliance with the International Motor Vehicle Safety Standards, Motor Carrier Regulations, ISO 9001 and QS 9000 Quality Standards in the Class 8 truck manufacturing industry. As well, she provides educational services for engineering and technical staff and is currently specializing in Transportation and Freight Logistics.

Gwen is driven to continuously refine and develop processes which dramatically increase efficiency while decreasing costs through analytics, operations research, cross-training programs and organizational process improvements.



## ■ MICHAEL LIU, ASIA SOURCING MANAGER

As our Asia Sourcing Manager, Michael is the direct liaison between BigSteelBox and shipping container manufacturing companies in China. The relationships he has built with individuals, companies and factories in China, allow us to obtain a wide variety of product types and sizes, which grants us greater flexibility when designing and building custom projects for our customers.

Michael has extensive experience working in the supply chain industry for international Fortune 500 companies, including as a Sourcing Manager for

Newwell Rubbermaid and a Purchasing Manager for Simens Automotive. For many of our custom projects, Michael leads the purchasing process and works directly with our Chinese manufacturer to ensure timely delivery of the highest quality product.

## 4.3 Project Team, Cont.



## ■ DANIEL ENGELMAN, PROJECT CONSULTANT HONOMOBO

Daniel started Engelman Construction in 2009 with a dream of building beautiful custom infill homes, and as President has grown Engelman to Edmonton's largest single family infill builder. A passion for good design and constructability has led to a successful model, enriching the community and design landscape along the way.

Daniel's passion for modern design and construction has led him to start Honomobo, a modern designed, container modification company specializing in small, durable, and beautiful homes. Honomobo supplies homes to be used as laneway homes, garage suites, carriage homes, ADU's, stacked apartments, and many other uses which can be manufactured in a factory and shipped anywhere in the world. The focus on design, environmental stewardship, and livability drives Daniel to lead Honomobo boldly forward as a leader of the industry.



## ■ PAUL JEFFREY SCHAEFER, LEAD DESIGNER HONOMOBO

Paul's passion for architecture and design grew out of his LEGO© building as a kid - poring over those little coloured bricks for hours on end, often forgetting to eat. He has 12+ years of experience working on a variety of projects from commercial office towers to small industrial buildings; however, Paul's real passion is for residential design, focusing exclusively on residential infill since April 2013.

Using a phenomenological approach to design, Paul's projects combine elemental components to create complex physical relationships between building and site.

Paul has both a Masters of Architecture degree and a Bachelor of Commerce degree, fusing design idealism and business practicality to realize projects that serve the immediate clients and the broader community.

RFQ #: PSVAHA2016-01

# 5.0 Completed/Current Major Projects Bigs



## SHERRITT INTERNATIONAL

Value: Approx \$1,200,000

Number of modules: (12) 8ft x 40ft and 10ft x 40ft

Delivery Schedule: 8 Months

**Project Description:** In April 2014 BigSteelBox Structures was awarded the contract to design and build 32 person accommodations for Sherritt International. The contract was comprised of (7) 3 man sleepers and (5) 10ft wide Jack and Jill sleepers. BigSteelBox Structures worked with Sherritt International to develop a design and specification that would suit the harsh, humid and corrosive environment in Cuba.

## Project participants:

Devon Siebenga - Project Lead

Ryan VanDeventer - Production Manager

Carrie Dawson - Designer

Engineering: Not required









Take a Virtual 360° Tour of this Wellsite Unit at <a href="http://your360virtual.com/bigsteelbox/">http://your360virtual.com/bigsteelbox/</a>

## SEASPAN

Value: Approx \$480,000

Number of modules: (32) 8ftx40ft Modules

Delivery Schedule: 2 months from award

**Project Description:** October 2014, Seaspan awarded BigSteelBox Structures the contract to complete (32) buildings within 2 months of award. BigSteelBox Structures worked with the client to finalize design of the structures required. The (32) buildings consisted of men and women washrooms, workshops, lunchrooms and offices. The completed products were designed to be plug and play and moved continually throughout the site.

## Project participants:

Devon Siebenga - Project Lead

Ryan VanDeventer - Production Manager

Carrie Dawson - Designer

Engineering: Not required





## COURTENAY FIRE DEPARTMENT

Value: Approx \$860,000

Number of modules: (9) 8ft x 40ft

Delivery Schedule: In progress

Project Description: Comprised of (9) 8x40ft BigSteelBoxes, BigSteelBox Structures was awarded the contract to design and build a (4) Story Live Fire Training facility for the City of Courtenay in December 2014. Equipped with, rappel anchors, internal steel stair cases, burn rooms and natural gas equipment, BigSteelBox Structures has worked with the client and engineers to design and build a modular Part 3 permanent structure which also meets NFPA 1203/1204. This project is set for deliver mid June 2015.

## Project participants:

Devon Siebenga - Project Lead

John Grime - Project Manager

Ryan VanDeventer - Production Manager

Carrie Dawson - Designer

Engineering: Architectural, Geotechnical, Civil, Structural, Fire Code Consultant, and Electrical.



# ... 6.0 Conceptuals









3.21(1)		

# ... 6.0 Conceptuals, Cont.



s.21(1)		





s.21(1)		

# ... 6.1 Proforma Pricing

Unit Type	Total
H01 - Sleeping / Office Cabin	s.21(1)
H02 - Studio Suite	
H03 - 1 Bedroom Suite	
H04 - 2 Bedroom Suite	
	s.21(1)
Prices	subject to change based on specification and engineering requirements.
	Delivery to site included
	All prices plus taxes



## CERTIFICATE OF INSURANCE



BFL CANADA Insurance Services Inc. 1177 West Hastings Street, Suite 200 Vancouver, British Columbia V6E 2K3 Tel.: (604) 669-9600 Fax: (604) 683-9316 Toll Free: 1-866-669-9602

#### CERTIFICATE OF INSURANCE

Certificate Holder: To Whom It May Concern

This is to certify that the following described policy(ies) or cover note(s) in force at this date have been effected to cover as shown below:

Named Insured: BigSteelBox Corporation a/o 1536687 Alberta Ltd. a/o Siebenga Leasing Ltd. a/o BigSteelBox Structures

Ltd.

Mailing Address: 1000-1631 Dickson Avenue, Kelowna, BC V1Y 0B5

Description of operations and/or activities and/or locations to which this certificate applies:

Evidence of Insurance

POLICY TYPE	INSURER	POLICY NUMBER	EFFECTIVE DATE	COVERAGE
Commercial General Liability	The Sovereign General Insurance Company	s.21(1)	June 1, 2015 to June 1, 2016	\$2,000,000. Each Occurrence Limit \$2,000,000. Aggregate Limit

## Additional Information:

This certificate is issued as a matter of information only and is subject to all the limitations, exclusions and conditions of the above-listed policies as they now exist or may hereafter be endorsed.

Should one of the above-noted policies be cancelled before the expiry date shown, notice of cancellation will be delivered in accordance with the policy provisions.

Limits shown above may be reduced by Claims or Expenses paid.

BFL CANADA Insurance Services Inc.

Signed in Vancouver this 1st day of June, 2015

Per

Authorized Representative

Correspondents in the USA and Worldwide - International Insurance Brokers

www.BFLCANADA.ca

## ... 7.0 Additional Forms, Cont.

## DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

RFQ No. PSVAHA2016-01
SELECTING PARTNERS FOR A PRE-QUALIFICATION SHORTLIST TO SUPPLY PREFABRICATED MODULAR
HOUSING

SCHEDULE 5 - DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

SCHEDULE 5 - DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

## DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

Purpose: All proposed suppliers are to complete and submit this form to certify compliance with the supplier performance standards set out in the Supplier Code of Conduct.

The Housing Agency and The City of Vancouver expects each supplier of goods and services to the City to comply with the supplier performance standards set out in the City's Supplier Code of Conduct (SCC) <a href="http://vancouver.ca/policy\_pdf/AF01401P1.pdf">http://vancouver.ca/policy\_pdf/AF01401P1.pdf</a>. The SCC defines minimum labour and environmental standards for City suppliers and their subcontractors.

Suppliers are expected to comply with the aforementioned standards upon submitting a tender, proposal, application, qualification, expression of interest or quotation to the Housing Agency, or have a plan in place to comply within a specific period of time. The Housing Agency reserves the right to determine an appropriate timeframe in which suppliers must come into compliance with these standards. To give effect to these requirements, an authorized signatory of each proposed vendor must complete the following declaration and include this declaration with its submission:

As an authorized signatory of Bis Steel Bo Structures (vendor name), I declare that I have reviewed the SCC and to the best of my knowledge, Bis Structure (vendor name) and its proposed subcontractors have not been and are not currently in violation of the SCC or convicted of an offence under national and other applicable laws referred to in the SCC, other than as noted in the table below (include all violations/convictions that have occurred in the past three years as well as plans for corrective action).

Section of SCC / title of law	Date of violation / conviction	Description of violation / conviction	Regulatory / adjudication body and document file number	Corrective action plan
-	-			-
	_	>===	_	

I understand that a false	declaration and/or la	ck of a corrective action	on plan may result in no further
consideration being giver	to the submission of	Big Steel Box Struck	on plan may result in no further

Signature:	01/2			
Name and Title:	Deven Siebenja, President			

29 January 2016 5-

## 8.0 Our Commitment



Beyond genuine enthusiasm and passion, you can expect us to be proactive in our management of all our projects, to communicate in a fully transparent manner and to deliver quality products that meet your needs and budget.

We are a Canadian company that is built to last and here to serve.

Sincerely,

Devon Siebenga

President

BigSteelBox Structures