



DEVELOPMENT CONSULTANT REPORT

to Board of The Blue Mountains Attainable Housing Corporation

MEETING DATE: 2 September 2021

SUBJECT: Selection of Early-Stage Architectural Design Consultant/Advocate Architect for Gateway Development

AUTHOR: SHS Consulting

A. Recommendation

THAT the Blue Mountain Attainable Housing Corporation receive Development Consulting Report entitled "Selection of Early-Stage Architectural Design Consultant/Advocate Architect for Gateway Development";

AND THAT the Blue Mountains Attainable Housing Corporation appoint Salter Pilon Architecture to provide these services, being the highest scoring proponent following evaluation of the submissions received.

B. Background

On June 17, 2021 Blue Mountains Attainable Housing Corporation (BMAHC), issued Request for Proposals No. 2021-BMAHCO1 inviting qualified firms to submit a proposal to provide early-stage Architectural Design and Advocate Architect Consulting Services in the development of a concept design for the new mixed-use project being developed by the Corporation at 171 King Street East in Thornbury. SHS Consulting coordinated the process on behalf of BMAHC. The RFP was placed on Biddingo, which is a widely-read online bid site for such RFP's and was also sent directly to four firms with the relevant experience to undertake this work.

A total of 28 firms picked up the documents. Two Addenda were issued by SHS Consulting responding to questions and requests for clarification of various aspects of the RFP. Five proposals were received, including two from invited firms (Fryett Turner Architects of Elora and Salter Pilon Architecture of Barrie) and three from firms responding to the Biddingo notice (ARK of Toronto, Their + Curran of Hamilton and Zeidler Architects of Toronto).

SHS Consulting conducted an initial evaluation of the submissions using a scoring system comprised of 10 criteria:

- Proponent Information and History (max. 5 points)
- Experience of Key Personnel Assigned to the Project (max. 10 points)
- Description of Team Structure, Roles, Responsibilities and Reporting (max. 10 points)
- Experience Designing Multi-Unit Residential Buildings in a Rural Envir. (max. 10 points)
- Experience Designing Mixed-Use Residential Buildings (max. 15 points)



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• Evidence of Design Excellence, Innovation and Cost Effectiveness	(max. 10 points)
• Experience Designing Fully Accessible Buildings as per CMHC	(max. 10 points)
• Project Methodology	(max. 5 points)
• Proposed Work Plan	(max. 5 points)
• Price Quote	(max. 20 points)
Total	(max. 100 points)

From this evaluation, those firms scoring 70+ points were invited to an interview session to present a summary of their proposal and answer questions from an interview panel comprised of Janet Findlay, BMAHC Board Member, and Ed Starr and Mylene Vincent of SHS Consulting. A total of four firms were invited, including:

- ARK
- Fryett Turner
- Salter Pilon
- Thier + Curran

Interviews were conducted with these firms on August 24 and 25 2021.

Following the interviews, the interview panel discussed the sessions, adjusted the scoring where appropriate and arrived at a consensus on the recommended firm.

C. Analysis

All four firms made strong presentations highlighting relevant aspects of their experience and approach. Much discussion from each of the firms focused on the role of the development as a key gateway to Thornbury and how to enhance this role. Each firm showed strong technical knowledge of affordable housing, accessibility, energy efficiency and mixed use design. There were varying levels of experience in designing within a smaller community such as Thornbury. Some firms placed a particularly strong emphasis on community consultation to ensure the voices of local stakeholders would be heard and their views incorporated into the design where possible. There was a good understanding among all firms of their role in relation to the design builder.

The preliminary scoring had placed Salter Pilon as the highest scoring proponent. Following the interviews, it was concluded that they still ranked first. The interview panel was particularly impressed by their commitment to community consultation, their design examples and their strong ability to represent the Corporation and to be a positive advocate for the project. Their fee



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quotation was second lowest at \$88,000 + HST, which is considered quite reasonable for the scope of work being undertaken.

Accordingly, it is recommended that Salter Pilon Architecture be selected as the successful proponent and that a contract be entered into for the bid amount of \$88,000 + HST.

D. Financial Impact

The financial impact is a contract award of \$88,000 + HST.