

REQUEST FOR EXPRESSIONS OF INTEREST SUBMISSION:

BELLE VUE ESTATE PROJECT OPPORTUNITY

EOI #2023-035

SUBMITTED BY: AMICO PROPERTIES INC.

SUBMITTED TO: THE CORPORATION OF THE TOWN OF AMHESTBURG

AUGUST 16TH, 2023



August 16th, 2023

Attention: Township of Amherstburg

Subject: Belle Vue Estate Project Development Opportunity – Expression of Interest Submission (Option 3)

To whom it may concern,

It is with great pleasure that Amico Properties Inc. (Amico) submits this **Proposal for Option 3** submission package in response to the Township of Amherstburg's (Town) Request for Expression of Interest submissions for the Belle Vue Estate Project Development Opportunity (Project). As a long-standing Windsor-Essex based construction and development company with 36+ years of experience working across the province, Amico brings deep experience in the execution and delivery of diverse development/design-build projects in addition to large-scale infrastructure works and modular construction projects. Amico Infrastructures Inc. (Windsor, Cambridge and GTA); Amico Design Build Inc., and Amico Properties Inc., along with A-LINX Building Technologies, and Field Electrical Contractors, form Amico Affiliates, an integrated and diverse group of companies. Specializing in land/site development, heavy civil infrastructure works, vertical/structural and modular construction, and electrical contracting services, these entities work together under one umbrella company, through all project stages (permits, approvals and design development stage, through to site works/development, construction and eventual project handover).

The Amico Team offers the following services that will add value and reduce risk to the Town:

- 1) A successful working history with the Town and in the Windsor-Essex region, bringing a unique understanding of the Town's overall vision and project-specific goals.
- 2) Integrated Development Partner through a "One Team" Approach offering Design Assistance and Value Engineering Solutions through Partnering Workshops and Brainstorming Sessions.
- 3) An Integrated Project Delivery (IPD) approach providing in-house services from pre-construction through to construction.
- 4) In addition to its self-performance capabilities (permitting/approvals, site services, electrical work, concrete, pavement, carpentry and modular construction), Amico utilizes the latest construction technology, setting it apart from its competitors.
- 5) 36+ years' experience delivering relevant site development and residential projects across the county, with a particular focus on the Amherstburg area.

We look forward to the opportunity to qualify as the Preferred Proponent that the Town can trust to provide the required development and construction services and ultimately strengthen its existing relationship. After reviewing the enclosed submission, please do not hesitate to reach out to us if any additional information is required.

As a principle signing authority for Amico, I certify that the attached EOI document is accurate and truthful, to the best of my knowledge.

Yours,

Cindy Prince, Vice President
Amico Properties Inc.

EXPRESSION OF INTEREST FORM

THE CORPORATION OF THE TOWN OF AMHESTBURG
EOI #2023-035
BELLE VUE ESTATE

This Expression of Interest is submitted by:

AMICO PROPERTIES INC.
Proponent's Registered Legal Business Name
OLDCASTLE, ON, N0R 1L0
City, Province/State, Postal/Zip
(519)-737-1577
Telephone

AMICO PROPERTIES INC.
Corporate Name
CINDY PRINCE
Name (Please Print)

2199 BLACKACRE DRIVE, UNIT 100
Mailing Address
CINDY PRINCE
Proponent Contact Person
cindy.prince@amico.build
Email



VICE PRESIDENT- PROPERTIES
Signature, and Title

1. **I, WE DECLARE** that no person, firm or Corporation other than the one whose signature is attached below, has any interest in this Expression of Interest.
2. **I, WE FURTHER DECLARE** that this Expression of Interest is made without any connection, knowledge, comparison of figures or arrangements with any other Company, Firm or person making a response for the same work and is in all respects fair and without collusion or fraud.
3. **I, WE** the undersigned, have carefully read the requirements as specified in the Expression of Interest, and have examined the content and otherwise satisfied ourselves as to the conditions under which the information is to be provided.
4. **I/We** have received and allowed for Addenda number (s) 1- 3 in preparing my/our submission.
5. **I/We** have carefully examined the Expression of Interest documents and have a clear and comprehensive knowledge of the services required and the purpose and intent of the Expression of Interest. By this submission, we agree and consent to the terms, conditions and provisions of the Expression of Interest. I acknowledge that no relationship or obligation will exist between me and the Town based on the submission, receipt or evaluation of this Expression of Interest.

BELLE VUE ESTATE

6. **I/We** understand and accept that should our submission be approved by Council for a detailed competitive assessment, I/we will be required to submit all information to that process to proceed.
7. **I/We** acknowledge that should our project be the only one selected to proceed to the next detailed step, I/We are obligated to provide the detailed information and **I/We** understand that information will be used to determine if our project ultimately passes or fails to determine if project will be awarded.

Dated at Windsor, ON this 14th day of August, 2023

CINDY PRINCE

Name (Please Print)



VICE PRESIDENT-PROPERTIES

Signature, and Title

Name (Please Print)

Signature, and Title

SIGNED ORIGINAL MUST BE INCLUDED WITH YOUR SUBMISSION



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SUBMISSION REQUIREMENTS



IV. Submission Requirements

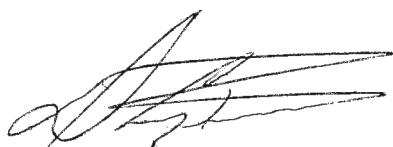
1. Completed and signed Appendix “D” – Expression of Interest Form

Please find our signed Appendix D form located at the beginning of this section.

2. Declaration of Conflict.

As a duly authorized signatory of Amico, please accept this statement as a declaration that Amico does not employ anyone by the Town in any capacity that:

- a. has a direct or indirect financial interest in the potential development, or the sale or lease of the property;*
- b. is currently employed by, or is a consultant to or under contract to the Proponent;*
- c. has an ownership interest in or is an officer or director of the Proponent.*



Cindy Prince,
Vice President, Amico Properties Inc.

3. Proponent Information

a) Corporate Structure



Amico Properties Inc., through its sister company, Amico Acquisitions Inc., with its main office located in Essex County, is providing this **Proposal submission for Option 3** in response to the Town of Amherstburg’s (Town) request for submissions from interested parties regarding the Belle Vue Estate (“Belle Vue”), located at 525 Dalhousie Street, Amherstburg, Ontario. (Project).

Amico Properties Inc. and Amico Acquisitions Inc. along with Amico Infrastructures and Amico Design Build (all of which are referred to as Amico throughout this proposal) are providing this development proposal in order to restore Belle Vue, provide public space and address the needs of the Town more broadly by, amongst other things, bolstering tourism, while respecting the need for historical compatibility with the surrounding neighbourhood. While Amico is the proponent of this proposal, it has an agreement to provide professional services with Nicholas Bogaert who is a Senior Planner with MacNaughton Hermesen Britton Clarkson Planning Limited MHBC. Nicholas is a Registered Professional Planner and a professional member of the Canadian Association of Heritage Professionals (CAHP) who is familiar with both Amico and Amherstburg because of his work over the years related to the historical buildings on Boblo Island. Nicholas will prepare both the Heritage Impact Assessment Report and a Cultural Heritage Conservation Plan. Nicholas prepared both of these plans for Boblo and so has a solid understanding of the Town’s preferences for such reports.

In addition to Nicholas, Amico will also retain the services of Sarah Gray from RDH Building Science. Sarah is an engineer who specializes in heritage building materials and their proper use in various restoration circumstances. Amico will rely upon RDH

to guide it in the restoration of Belle Vue Manor. Amico has a strong working relationship with Sarah and her firm as a result of its current McGibbon Hotel project in Georgetown. Sarah has provided the strategic demolition and restoration plan for that project and will be relied upon to provide the same kind of guidance with this project.

Finally, it is the intention of Amico to bring in Troy and Trevor Loop who operate a number of restaurants, inns and cafes in Kingsville, primarily in heritage buildings. The operational experience and advice of the Loop family is unparalleled in this kind of project.

b) Activities, Operation and History of Amico

The proponent for this submission is Amico, a development/construction company with over thirty-six years of experience across the province, with a strong focus on Essex-County. The company started in Essex County and continues to grow with offices in Oldcastle, Chatham, Cambridge and Mississauga. Amico started as a heavy construction company (Amico Infrastructure) which specialized in servicing residential subdivisions and completing municipal infrastructure projects. Since its inception, the company has grown to include a vertical construction division (Amico Design Build) and a land development division (Amico Properties). Currently, Amico has experienced further growth with the inclusion of an asphalt plant (Mill-Am), a modular construction company (A-Linx) (that builds the exterior walls of buildings in a factory and then assembles the building on site which enhances both the quality of the building and significantly reduces the time it takes to complete construction) and an electrical company (Field/Amico Electric). These various divisions/companies within Amico work together to provide a comprehensive package of services and skills required to develop or redevelop land into community-building projects.

4. Proponent Experience

a) Experience & Unique Qualifiers



Figure 1: Seasons Amherstburg Retirement

Experience: Amico brings deep experience in the execution and delivery of large-scale infrastructure works and diverse land development, design-build and modular construction projects. Specializing in heavy civil infrastructure works, land/site development, vertical/structural and modular construction, and electrical contracting services, these entities work together under one umbrella company, through all project stages (pursuits, design development stage, approvals and permits, through to site works/development, construction and eventual project handover). Amico has been a key strategic partner in some of the largest public infrastructure projects in the province, having successfully completed several complex construction works for governing transportation agencies, including work on the \$1.4B Right Honourable Herb Gray Parkway, the \$4.6B Hazel McCallion Line LRT, \$190M Gordie Howe International Bridge site works project and the \$650M Highway 401 Expansion Project.

Why Amico? Amico's land and property development division provides full-scope solutions for artfully networked communities including upscale homes, condominiums, affordable/attainable housing projects, residential complexes, seniors' communities and more. Providing its clients with in-house expert services on planning, design development and navigating through the permits and approvals process, Amico specializes in the development of surplus government lands,

downtown redevelopments, seniors housing and long-term care, and other mixed-use opportunities. Amico can bring a project from initial land identification to final client handover or tenant occupancy and stabilization. The ability to handle all major project goals internally is a testament to the wide variety of professionals and best-in-class integrated solutions Amico puts forward in all of its projects.



Collaboration with Municipal Partners: In recognition of its recent road building work utilizing Roller Compacted Concrete (RCC) on the Bois Blanc Island Residential project, Amico, together with the Town of Amherstburg, the host municipality, won the 2022 Municipal Concrete Award presented by the Ontario Good Roads Association (OGRA). The award is to promote and recognize the successful collaboration between municipalities and concrete producers for excellence and innovation in municipal concrete projects in Ontario. These resources and dedication to quality, health and safety and the advancement of construction techniques demonstrate the company's commitment to construction management excellence and its ability to collaborate with its clients to achieve project goals while providing value at all stages of the project.

From firsthand experience working and living in the region, the Amico Project Team has an intimate knowledge of the various nuances involved with developing and constructing in the area. This includes an understanding of the expected site conditions as well as the challenges associated with working on a designated heritage property. Through its past work in the area and on similar projects across the province, Amico will utilize existing relationships with local subtrades, stakeholders and the municipality, to provide a development plan that

will enrich the area and restore the historical building while maintaining public access. It's this personal knowledge and unrivaled local experience that sets Amico apart from its competitors.



Figure 2: Golfview Estates Residential Development, Amherstburg, ON

Locally Based Developer/Constructor: Specific to this project, as will be demonstrated further in this submission, Amico has years of experience developing and constructing relevant residential and multi-use community-use centres in the Windsor-Essex region with a particular focus on the Amherstburg area. These projects include the Seasons Amherstburg Retirement residence; Amherstburg Family Health Team facility, Golfview Park Estates Residential development, and its current work developing the 272-acre Bois Blanc luxury resort residential community.



Integrated Development Partner
On all its development projects, Amico brings a "One Team" approach to working with its partners, offering Design Assistance and Value Engineering solutions through Partnering & Technical Workshops and Brainstorming Sessions.

Self-Performance Capabilities: Amico also has the unique ability to self-perform major components of most projects including approvals, permits, site services, excavation and earthworks, electrical contracting, structural concrete, pavement, carpentry and modular building construction. This internal

integration ensures strict adherence to budget and schedule, as Amico has the ability to perform most major components with its own forces.



Amico Builds - Amico is a vertically integrated builder of signature properties and vital infrastructure. But its methodologies and processes aim to build much more than that. Amico builds communities, enduring relationships and integrated platforms for system development and innovation. Amico is committed to ethical, game-changing leadership.

Residential Site Development Experience: Amico has developed dozens of residential sites across the Windsor-Essex region and province as a whole. Amico's pre-construction work on these projects typically includes site identification and selection and navigating through the permits and approvals process. Once construction begins, Amico's integrated heavy civil and electrical division(s) will supply and install all utilities (sanitary sewer, storm sewer, pump station, watermain), hydro and communications, granular road base, concrete curb, asphalt paving, site grading, and site stripping.

A Focus on Safety & Quality: Amico is committed to providing industry leading project management services, and as such all of Amico's operating companies are COR™ certified, follow ISO compliant quality procedures and many of its key personnel are Gold Seal Certified. To this point, Amico recently received the Routly Safety Milestone Award from the Ontario Road Builders' Association (ORBA). The award is given to the top performing companies based on their safety rating with the Workplace Safety and Insurance Board (WSIB). These resources and dedication to quality and health and safety demonstrate the company's commitment to construction management excellence and its ability

to collaborate with its clients to achieve project goals while providing value at all stages of development.

Innovation & Technology: At Amico, we pride ourselves on being at the forefront of construction software to ensure accuracy, efficiency, and safety on every project. Our in-house surveying and 3D modeling services are highly advanced and allow us to create detailed digital models of the site, while our remote machine monitoring services enable us to track progress in real time and make necessary adjustments. Amico also utilizes in-house Virtual Design & Construction (VDC), digital twin portal for asset management on its large projects. These capabilities set us apart from our competitors, many of whom do not utilize this level of technology in their operations.

b) Relatable Projects

Relatable Project 1: Downtown Georgetown Development: Georgetown, ON



Location: Georgetown, ON
Type: Residential Development

Project Description: Since 2015, Amico has led several major development projects in Georgetown, ON. Having identified a strong development opportunity in the area, Amico has taken actions to secure and develop several sites for residential sales. As the Developer and Construction Manager for the 42 Mill St., Mill Landing, and McGibbon Condominium development(s), Amico has worked in collaboration with the Town of Halton Hills (Town) to successfully bring these significant projects from

concept to reality. Amico has supplied the Georgetown market with high-end residential and mixed-use developments.

- *42 Mill St.* – 6-storey, 108,000 SF, 78-unit condominium.
- *Mill Landing* - 5-storey, 181,909 SF, 116-unit condominium with an additional 14 adjacent townhouses.
- *McGibbon* – Located in the heart of downtown Georgetown, the McGibbon development is an 11-storey, 180,000 SF, 169-unit condominium including 4,000 SF of commercial/mixed-use space on the ground floor. The building holds significant heritage value to the community, which has required significant planning and collaboration with the city's Heritage Committee to preserve and integrate certain features of the century-old structure into the new development.



Successes of the Project:

Planning, designing, and constructing similar residential projects with heritage components – Working in collaboration with the Town, Amico and its Design Team have helped to implement a long-term development plan, one which brings Georgetown into the future while continuing to honour its past. The Town's vision of creating a sustainable, transit-oriented community (TOC), embracing its green surroundings and heritage values, is one shared by the Amico Team. The Georgetown GO station along with several busy bus

routes are located near the development site(s). To help achieve the Town's development goal, Amico has conducted significant public outreach and stakeholder collaboration to ensure the overall values and vision of the Town and its residents are understood and incorporated into the developments. The preservation of the culture and heritage of the downtown area is of prime importance in the design as is the integration of the existing properties into a modern downtown area. In addition to its current development work in Georgetown, Amico is also working with the Municipality to prepare block plans for the remainder of the downtown core.



Experience working in a busy downtown setting – All three phases of the project have been developed/constructed in the downtown core. McGibbon, specifically, is located on a prime downtown corner/location, with minimal construction access from Mill/Main Streets. The McGibbon project has also required selective demolition and other construction activities to occur adjacent to operational buildings and businesses. To ensure the surrounding public is not affected by its construction activities, Amico has developed/implemented complex pedestrian/vehicular management plans, in addition to holding regular stakeholder and public information meetings to address and answer any questions and concerns that have arisen over the course of the project. Amico is also leading all marketing and real estate efforts.

The McGibbon project is a good comparison for the Belle Vue opportunity. Like Amherstburg, Georgetown has a quaint historic downtown area. However, unlike Belle Vue, the structural integrity of the McGibbon heritage building was no longer adequate. As such, the building had to be reconstructed requiring surgical demolition techniques with each brick being catalogued, each exterior windowsill being cleaned, etc. for reuse and incorporation into the new construction in an effort to have the primary downtown corner maintain much of its original heritage appeal. The McGibbon project is currently in the restoration stage with much of the original materials being reused.

Relatable Project 2: Bois Blanc Island Residential Development: Amherstburg, ON



Location: Amherstburg, ON

Type: Residential Development

Project Description: Bois Blanc Island has one of the most diverse ecosystems in Ontario and as a result, the Island residents benefit from all that its natural setting has to offer. With significant natural attractions, green spaces, and over 50 species of birds, the Island is approximately 2.5 miles long and 0.5 miles wide with a total land area of approximately 270 acres. It is currently home to over 200 residents who enjoy all the benefits of secluded Island living within minutes of a full-service area. Amico is the exclusive developer of the island and is responsible for permitting, design, construction, operation and maintenance, which includes ferry boat access from the mainland dock.

The South End (Phase 2) development recently went through a rigorous environmental approvals process and is now under development. Phase 2 has a total of 220 lots of which 126 are single family lots, and 94 are townhome units. The centre of the island is to remain as a natural habitat area for species at risk. Amico's scope of work for Phase 2 includes supply and installation of sanitary sewer, storm sewer, pump station, watermain, granular road base, concrete curb, asphalt paving, site grading, site stripping. Field Electrical Contractors Inc. - an integrated affiliate of Amico Infrastructures Inc. - delivered all electrical aspects of the development including infrastructure, electrical and telecommunication services.



Successes of the Project:

Obtaining complex approvals required for development: Amico serviced this project for its sister company, Boblo South Development Inc. The natural significance of Boblo required much attention in the development design and methods used to service the subdivision. A permit was issued under the Endangered Species Act and as such environmental qualified professionals were on-site at all times to ensure that the work being undertaken was in compliance with the conditions of the permit.

In addition, there were some special trees and other plant species that were avoided. There were also some Indigenous matters that were to be respected. The best way to ensure these features were properly addressed was to have considerable First Nation consultation prior to the project proceeding. That consultation resulted in a redesign of the subdivision and a Tribunal hearing during which First Nation representatives supported Boblo's development proposal and spoke highly of Amico's respect and willingness to make changes in response to what it heard. There were also archaeological sites on Boblo that required further study. Local indigenous community representatives participated in the monitoring of the archaeological study and associated work.

Table 1.1: Additional Amico Development & Construction Projects

Project Name/Value	Size/Value/Type
Grandview Children's Treatment Centre: Ajax, ON (\$100M)	4-storey, 106,000 SF Children's Treatment Centre
University of Windsor Welcome Centre (\$6.7M)	2-storey, 18,000 SF two-storey institutional building.
University of Windsor Essex Centre of Research (\$26.4M)	3-storey, 48,859 SF Science and Research Building
University of Windsor School of Creative Arts (\$9.7M)	Single-storey, 20,000 SF institutional building.
St. Clair College MediaPlex (\$4.2M)	2-storey, 16,000 SF institutional retrofit building
Seasons Retirement Residences Portfolio (13) and Long-Term Care Facilities (2)	Facilities range in size from 100,000 to 140,000 SF and value of \$40M each. Amico has successfully financed and delivered 13 seniors' residential buildings and two (2) long-term care facilities in communities across Ontario. These developments include low/high rise and townhome concepts, totaling 1,265 beds and a combined value more than \$500M. Seasons Ontario locations include:

	Amherstburg; Brantford, Trenton; Welland; Belle River; Owen Sound; LaSalle; Strathroy; St. Catharines; Milton; Stoney Creek; Cambridge; and St. Thomas. In a similar capacity, Amico's LTC development experience includes projects in Ottawa and Kingsville, ON.
Amica GTA Retirement Residences (4)	<ul style="list-style-type: none"> Balmoral: 176,765 SF, 13-storey, 143-unit, state-of-the-art retirement home / \$110M Burlington: 256,000 SF, 15-storey, 419 units senior residence home / \$200M Kerr Village: 220,132 SF, 6-storey retirement residence with 230 units / \$110M Palermo Village: 221,327 SF, 10-storey senior residence with 234 units / \$110M
Ontario Family Health Team Facilities (4)	<ul style="list-style-type: none"> Leamington: 77,000 SF healthcare hub / \$9.2M. Barrie: 83,400 SF, 3-storey Primary Care Campus / \$12.9M Owen Sound: 80,000 SF, 3-storey integrated medical office building / \$12.3M Amherstburg: 10,000 SF, single-storey
City of Windsor Fire Hall No. 5 (\$4.2M)	10,229 SF municipal fire hall
Windsor Essex Community Housing Corporation Meadowbrook Passive House Apartment Complex (\$39M)	142,697 SF, 10-storey, 145-unit, passive house residential apartment building
Boblo Island Residential Development (\$50 million)	Phase 1 - Bob-lo Harbourview Condominium: 5 storey, 115,420 SF, 39-

	unit apartment condominium. <i>Phase 2 - South end development: 220 (126 single-family lots; 94 townhomes units)</i>
St. Joseph's Guelph Apartment & Townhomes Development (\$46M)	28 townhomes and a 7-storey, 96,000 SF, apartment complex with 87-units designed/built utilizing sustainable features
42 Mill St. Condominium Development (\$60M)	78-unit, 6-storey condominium building
Mill Landing Condominium Development (\$80M)	130 units within a tier 5-storey, 150,000 SF building, and 14 Townhouses
McGibbon Condominium Development (\$90M)	10-storey development plus penthouse; gross floor area of 162,000 SF; 169 units

c) Key Personnel

Amico has put forth a highly qualified and experienced team of Key Personnel best suited to undertake the significant development, design, and construction challenges anticipated for the Project. It is worth noting that all of Amico's Key Personnel proposed for the Project have existing working relationships with the Municipality, developed from successfully collaborating on past similar projects in the Amherstburg and surrounding area.

Cindy Prince, B.A., M.A. **Vice President and Project Lead**



As the Vice President of Development, Cindy leads a team of professionals in coordinating and managing Amico's land development process. From site plan selection to project close-out,

Cindy is a versatile professional planner with over 30 years of experience, including 20 years of experience as a municipal land use planning consultant. Cindy possesses a unique combination of skills in written and oral communication, stakeholder liaison and obtaining required permits and approvals from all levels of government. As a land development

planner, Cindy has led the approvals process for many complex development projects, including seniors' housing and mixed-use commercial/residential.

Specifically, Cindy has 30 years of experience working in the Windsor-Essex region, having played an instrumental role in all of the Amico projects developed in the Amherstburg area. Through this experience, Cindy has many working relationships with relevant municipal staff, and an intimate knowledge of the permits and approvals process required for similar development projects in the area. This knowledge will help to ensure that the project remains on schedule and budget, in turn reducing risk to the municipality and overall project.

Cindy's relevant experience includes Seasons Amherstburg Retirement; Amherstburg Family Health Team; Golfview Estates Residential Development in Amherstburg; Bois Blanc Island Residential Development; Forest Trail Estates Residential Development in LaSalle, ON.

Shane Mitchell, Technologist OAAAS, LEED AP, **Design Manager and Project Design Lead**



As Design Manager and Project Design Lead, Shane reports directly to the Vice President of Amico's Property Development Division. With nearly 20 years of planning, design, and project management experience, Shane has a demonstrated history of working in the architecture and planning industry.

Through this experience, and Shane's previous roles with other development and architectural firms, he is well versed in leading the design development of similar residential and community-based projects. Shane's responsibilities include but are not limited to managing and overseeing Amico's development projects, coordinating and reviewing consultant work, managing schedules and submissions, and

developing design standards for current and future Amico projects.

Shane's relevant development experience as a Designer/Project Manager includes Point Pelee National Park - March Boardwalk Design; Silvermaple Seniors Housing Development in Guelph, ON; and the Seasons Amherstburg Retirement Residence.

Dwayne Dawson, P. Eng.
District Manager and Site Servicing Lead



As the General Manager of Amico Infrastructures Inc., Dwayne has extensive experience with project management in the heavy civil construction sector as it pertains to scheduling, coordination of sub-trades, and job cost analysis. Dwayne has nearly 30 years of Project Management experience working on complex civil infrastructure projects, from Municipal to Ministry of Transportation Ontario (MTO) contracted jobs.

Through this experience, and Dwayne's previous role with the City of Windsor, as the Executive Director of Operations/Deputy City Engineer, Dwayne is extremely familiar with the various conditions (permitting; site conditions, subcontractors, etc.) associated with this type of work. During his time with the City, Dwayne's departmental responsibilities included but were not limited to: Contracts, Maintenance and Field Engineering Division; Environmental Services Division; Corporate Fleet Division; Traffic, On/Off Street Parking and Parking Enforcement Division; and Technical Services Division.

Dwayne's relevant experience includes Bois Blanc Island Residential Development; Forest Trail Estates Residential Development in LaSalle, ON; Bevel Line Village Subdivision, Phase 1 in Leamington, Ontario; the Right Honourable Herb Gray Parkway and the Gordie Howe International Bridge project(s), both in Windsor, ON.

Dino Fantin, Vice President and A-Linx Design Lead



As Executive Management for Amico's Construction and Modular Building division, Dino specializes in building and creating developments that are innovative in design and financial structure, helping to provide a building product on-time and on-budget. In coordination with the Client, the Client's Consultant and the Construction Team, Dino is responsible for managing all aspects of construction, including schedule, budget, procurement of materials and resources, dispute resolution, etc. As Construction Lead, Dino provides value engineering solutions on constructability, and is responsible for direct oversight and review of the documentation and physical inspection phase of the construction process and working with other in-house personnel (e.g., Project Managers, Superintendents, Quality Managers, etc.) and external personnel to produce and document a quality product. With over 35 years of experience, including numerous residential and ICI construction projects, Dino is responsible for managing, coordinating, and directing project managers, project superintendents, estimators, and construction site crews. Dino has worked on several development projects with significant heritage components, so is familiar with the complexities involved in all stages of the project.

Dino's relevant experience includes Seasons Amherstburg Retirement; Amherstburg Family Health Team; Golfview Estates Residential Development in Amherstburg; Bois Blanc Island Residential Development; Forest Trail Estates Residential Development in LaSalle.

5. Concept Plan

- a) **Provide a high-level conceptual development plan for the property, supported by a narrative and images that help to provide a full understanding of the plan.**

Amico is excited to share its vision for the Belle Vue Manor property. When the Amico team started looking at this incredible opportunity, it was quickly understood that it is not only the restoration of the manor that must be approached with an incredible amount of care, but the development of the entire property itself.

As detailed in the attached Concept and Floor plans located in Appendices A, B, Amico's plan includes a hotel and spa, a restaurant, and event space located within the historic Belle Vue Manor. A new annex building, pool house, and outdoor pavilion will be constructed to support the hotel and spa with the space needed to host weekend getaways, weddings, and community events.

The remainder of the grounds will be developed providing 52 new semi-detached homes, which have been carefully placed on the site plan to complement this national historic treasure.

- b) **Explain the following:**
- i. **Rationale behind the plan, and describe the benefits potentially derived by the Town upon the completion of the proposed project;**

When creating our vision for the Belle Vue Estate property, Amico wanted to preserve as much of the historic home and grounds as possible. The plan will see a complete exterior restoration of the Belle Vue House and preservation of the open space located along Dalhousie St. All new development for the hotel and residential component, and even parking facilities were located in a manner that preserves the home's stately prominence and welcoming grounds.

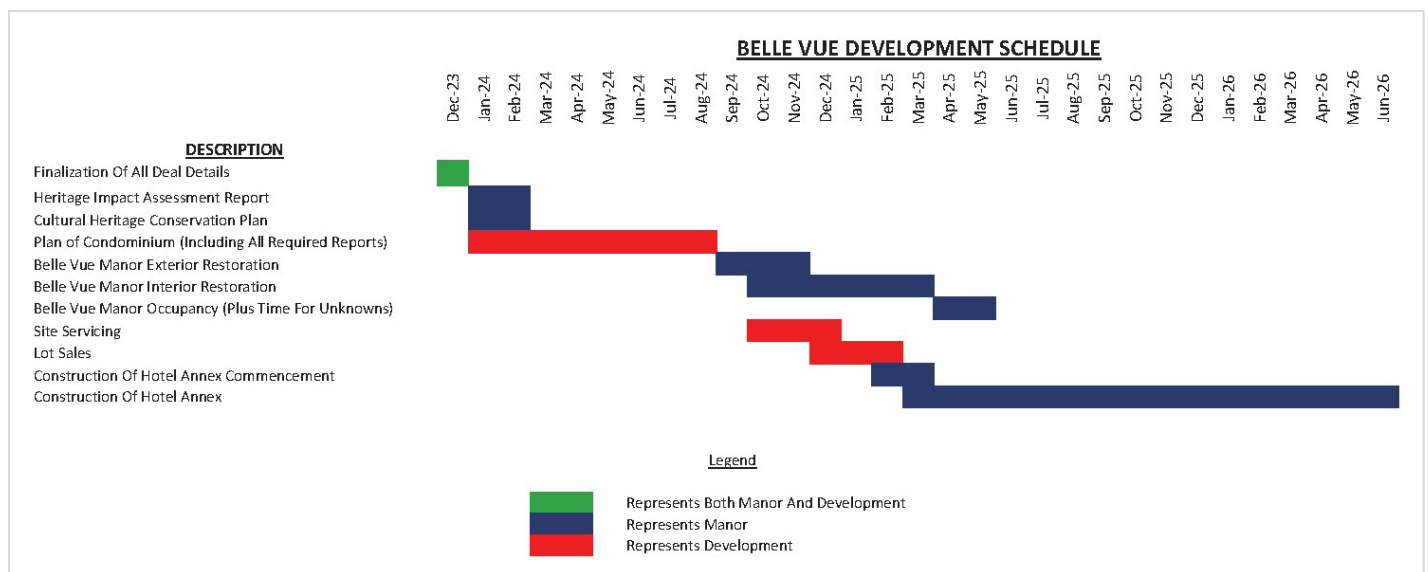
Amico's vision seeks to bring new life to the Belle Vue House in a tasteful manner, as well as incorporating a new residential enclave on the grounds of the home. This national treasure will no longer be at risk of continued deterioration and will be added to the long list of impeccably preserved historic buildings found in Amherstburg.

- ii. **Outline the likely timing for project initiation, construction, and any proposed phasing, with particular focus on when the restoration of the exterior of the Belle Vue Manor and the interior, if restoration of the interior is planned for the project;**

The anticipated high-level schedule for this project is as follows:

1. Assume award of opportunity and finalization of all "deal details" by the end of 2023.
2. Have the Heritage Impact Assessment Report and a Cultural Heritage Conservation Plan prepared by MHBC during January and February of 2024 and submit to the Town for review. Input will be provided by Sarah Gray of RDH throughout this process and a restoration plan for the exterior and interior of the building will be prepared.
3. A plan of condominium will also be required. Work on that application will commence immediately upon award. Approval of a plan of condominium will be required prior to work being completed in earnest on the exterior and interior of the Belle Vue building. There will be a number of companion reports required for the plan of condominium submission including a storm water management report, a functional servicing report, an archeological assessment, and an environmental assessment report. Because of the need to prepare these reports, it is anticipated that this part of the project will take eight months to so to the end of August 2024.

4. It is expected that the Belle Vue interior demolition and the exterior restoration can commence as soon as Amico knows it has a satisfactory plan of condominium. It will require that process to be complete or near complete before it invests money in the restoration work.
5. Assuming approval of the plan of condominium by early September 2024, interior demolition can commence while exterior restoration gets underway. If approval of the plan of condominium occurs sooner, the work indicated below will start sooner. It is believed that the exterior restoration work will take all of September and October and part of November 2024. Restoration of landscaping and new planting, etc. can occur during this same time period following the exterior restoration work around the building.
6. The winter months will be used for the work that will be required to the interior of Belle Vue. It is expected that the interior work will take six months, being October 2024 to March 2025.
7. Leaving a little time in the schedule for unknowns, it is believed that the restored Belle Vue Manor can be ready for occupancy in May of 2025.
8. While work on the Manor is underway, servicing work for the plan of condominium can occur. It is expected to take until the end of 2024.
9. Work on the hotel annex can also start once the plan of condominium is approved but it is believed that the timing of the new hotel construction will be dependent upon the timing of the housing units in the plan of condominium. The sooner the units sell, the sooner the funds will be available to construct the hotel annex.



iii. Outline the planned public availability of Belle Vue Manor and grounds as related to Part 7

Amico appreciates the importance of public availability for both the Manor and the grounds. The proposed use of the site as a hotel and spa will certainly ensure that all aspects of the facility are available to the general public. However, it is believed that public access should be greater than that and as such the plans include a restaurant to serve the guests of the inn but also the general public. The entire first floor of the manor has been preliminarily designed to be available to the public. The south end of the manor is well laid out to be conducive to accommodating an outdoor wedding or small entertainment events. The large front yard provides ample opportunity for seating. The open-air pavilion in the back is also sized to accommodate 200 people in the non-winter months. This building could be winterized in the future if need dictates.

Also, the preliminary plans include a main floor public gallery which could be used to display art and/or provide art classes in acknowledgement of the Manor's early roots with Catherine Reynolds who we understand is regarded as Canada's first native born female artist.

It should also be noted that the Loop family has provided culinary training to the public in the past within its venues. This may be something quite special in Amherstburg, particularly if carried out in conjunction with the Town's newer retail kitchen shop.

Other potential uses that were also identified in the Town's information package are strong candidates for this public gallery/event space such as intermittent use by a seniors' group, wine and beer enthusiasts, which is another area that the Loop family has solid experience and of course the Town's historic society. It would be a wonderful place for the Heritage Committee to hold its meetings.

iv. Outline how the proposal aligns with the various objectives of the EOI.

Amico has reimagined the Belle Vue House as an exciting hotel concept that celebrates the heritage value of this national treasure. The hotel will bring new life to both the manor itself and the grounds as it becomes the centre of life for a new residential enclave as well as the greater area.

We feel this development will demonstrate to the development community that both historic preservation and urban infill projects can be of exceptional value to their host communities and to future investors alike.

The proposed residential development located on the east side of the property assembles 52 new semi-detached and fourplex homes around a central green space with tree-lined streets and uninterrupted sidewalks. With an emphasis on creating a great public space, instead of garage doors and driveways, homes will be adorned with front porches and gardens to give life to the street.

The architectural scale and style of buildings will complement Belle Vue House while remaining purposefully distinct so as not to overshadow the historic structure. In keeping with the historic style and development patterns found in the surrounding community, homes have been located along the proposed streets with minimal setbacks to create an excellent public space along the proposed internal streets.

Amico's vision for this property sees the hotel not as an exclusive space, but as an anchor for the community. When completed, the Belle Vue House will not only be a space for hotel guests but will host a restaurant and pub, a gallery and event space, and of course maintain the lush open green space for small outdoor gatherings on the historic grounds. The proposed residential component offers semi-detached homes on compact urban lots, a housing typology that is in high demand due to the rising costs of land and new home construction. We feel this approach gives a wider range of housing options

and will be an attractive option for people seeking to downsize or purchase their first home.

- c) Outline how the conceptual development plan complies with the existing Town Official Plan and Zoning regulations. Identify any required changes to the site zoning, particularly the permitted uses that would be necessary to achieve the desired vision.**

Restoration of the Belle Vue House will become a significant milestone for the community aligning with Amherstburg's plan for historic preservation. The planned housing development for this site will also meet the town's Official Plan objectives by gently adding needed housing units to the existing settlement area.

The current institutional zoning on the site does not permit hotel, spa, restaurant, or residential uses and therefore will require re-zoning to permit the proposed development. However, we believe that the project is in conformity with the Official Plan with respect to height and density. A plan of condominium will also be required.

- d) Explain how the conceptual development plan is compatible with the surrounding buildings and neighbourhood, including how any potential impacts will be minimized and/or mitigated.**

Careful attention has been paid to the preparation of this development plan to respect the local context. Both the scale and layout of all proposed structures was considered to be of the utmost importance due to the history and nature of the subject property itself.

When studying the area, the Amico team observed that the surrounding homes range from 1 to 2 ½ stories in height. In order to design a compatible development, a 2 ½ story building height was deemed to be ideal for the proposed new homes.

Both the new residential enclave and hotel space were designed to "look inward" in an attempt to reduce the impact of this new density on the

surrounding community. All green space along Dalhousie was specifically preserved to maintain the existing character of this important property.

- e) Explain how the heritage building will be incorporated into the development, including how the exterior and interior will be changed (if at all) to accommodate the proposed uses.**

Amico's development plan includes a complete exterior restoration of the Belle Vue House. No alterations to the Palladian style façade are planned with exception only to the addition of new fire exit doors, and an accessible entrance required by the Ontario Building Code, which will be carefully and tastefully added to the rear of the building in the most sensitive manner.

Although extensive demolition is anticipated for the interior of the Manor, the interior layout and historic features of the home will be maintained as much as possible with alterations made only as required to facilitate the hotel and spa programming, as well as upgrades required for public safety and accessibility and bring the building up to Code.

- f) Demonstrate how the identified heritage elements will be incorporated into the development in a way that preserves and protects the heritage asset**

Amico's plan for the Belle Vue House meticulously restores and celebrates the defining heritage elements of the home. The plan for a new hotel and spa will preserve these incredible features in a manner that brings new life to this national historic site by attracting visitors to stay, dine, or host an event in what is one of Amherstburg's most iconic and important historic buildings.

- g) Acknowledgement of the requirement to work with the Belle Vue Conservancy to ensure recognition of donors must be included in the project plan.

Much like the position stated in the material provided by the Town, Amico would feel strongly about recognizing those who have made contributions to the saving/restoration of this site. There are any number of ways to provide this recognition, but Amico would prefer to hear from the Belle Vue Conservancy on how this might best be done. It is certainly an important part of the plan.

h) DETAILED PLANS AND DESIGNS ARE NOT REQUIRED

For proposals where Part 7 (location of the Belle Vue Manor and a portion of the grounds remain as Town-owned and operated) the following additional information is required:

a) Identify if you are prepared to:

- i. Restore the building and properties which would remain Town-owned or;
- ii. If you propose to pay for the remaining land, and what purchase price you are considering;
- iii. Include any other terms or conditions that you would need to add to the resulting agreement.

For proposals where Part 7 (location of the Belle Vue Manor and portion of the grounds remain as Town-owned, with operations of those assets being executed by the developer) the following additional information is required:

b) Outline how the site would be operated by the developer upon completion of the project including clarity on;

- i. Any leasing requirements and or revenue sharing models;
- ii. Capital and Operational cost responsibilities;
- iii. Any other requirements of the Town for the sustained operations and use of the facility

c) Indicate if you are prepared to:

- i. Restore the building and properties which would remain Town-owned or;
- ii. If you propose to pay for the remaining land, and what purchase price you are considering;
- iii. Include any other terms or conditions that you would need to add to the resulting agreement.

6. Include

- i. an outline of any challenges posed by your proposed site
- ii. additional opportunities the Town may provide
- iii. any other considerations that would make your development more viable or successful

This information has not been provided as Amico's proposal is Option 3 which envisions acquiring the entire Belle Vue property, inclusive of the Manor providing for its restoration and incorporation into the proposed project where Amico would own and operate through a contract with the Loop family and the Town would no longer own, operate or maintain any aspects of Belle Vue Estate. Amico would be open to having discussions on what role the Town should have regarding providing guidance in the future.

7. Marketing and Business Plan

i. Describe your plan to market the development, including target markets, innovative opportunities and partnerships, and intended lease/sales rates.

The Loop family has agreed to be the operators of the inn, spa and hotel annex. They have extensive experience with operating such facilities. In Kingsville, this family operates Jack's Gastropub, which consists of two patios, a porch and two dining rooms, the Banded Goose Brewing Company which has a taproom, patio, lounge and Blackjack Kitchen. The family also operates the following distinctive inns which include Inn31, Inn15, Inn136. Finally, the family also operates Kingsville Concierge which includes the Essex County Concierge Desk in partnership with Tourism Windsor, Essex, Pelee Island. The marketing plan will be very similar to that used for their very successful Kingsville operations. Their memberships in a variety of hospitality type groups/organizations will also contribute to the success of the inn, spa and hotel annex use. Loops also have experience with wedding venues and will bring that experience to Belle Vue. Troy Loop was very involved in Amherstburg previously when he was helping Amico with various hospitality events being held there. As such, he will be most helpful in ensuring a successful hospitality/wedding venue operation and is familiar with the hospitality people in the Amherstburg area.

ii. Provide any documentation that supports your understanding of existing and/or future market conditions (e.g. details from a marketing study, etc.) that point to the future success of the development project.

Troy Loop is a past director and Vice President of Ontario's Finest Inns & Spas. His participation with this group provides him with a wealth of current knowledge about market conditions pertaining to Inns and Spas in Ontario. His participation with Ontario's Finest Inns and Spas coupled with being a

current operator of very similar venues, puts him in a very knowledgeable position about existing and future market conditions and is very excited about the potential success of this project. Without the guidance of the Loop family, Amico probably would not pursue this opportunity. Troy is also the past Chair of the Kingsville BIA, is a sitting member of the Collaborative Tourism Committee, a founding member of Barrels, Bottles & Brews which is a marketing association for 13 local Craft Breweries and Distilleries. Troy is also a Committee Chair for the Southwest Ontario Tourism Corp.

iii. Stakeholder consultation

If Amico is selected as the preferred proponent, it will undertake stakeholder consultation in conjunction with the Town. Amico appreciates that Belle Vue is a community asset and as such, it will be extremely important to ensure plans for its restoration and future use are in keeping with public expectations. Stakeholder consultation will also be used to determine whether certain portions of the restored manor can be used for various public events such as art displays (consistent with the art talents of Ms. Reynolds), community information sessions/workshops, specialty classes, youth training, etc. Stakeholder consultation would provide a strong opportunity to get feedback on future ancillary uses that would also ensure public access to the restored building as encouraged by the municipality.

8. Financial Plan

a) Provide a high-level pro-forma revenue and expense projection, along with an outline of assumptions, estimates, and underlying rationale.

It is very difficult to provide a pro-forma type budget that would have any meaning with the current level of knowledge. However, we have put together the preliminary budget which follows.

DESCRIPTION	AREA (SQ M)	AREA (SQ FT)	NO. OF UNITS	UNIT PRICE / SQ FT	SUBTOTAL / UNIT	TOTAL
RESIDENTIAL:						\$ 29,414,600
SEMI-DETACHED (2.5 STOREY/3 BED)	156	1680	40	\$ 310.00	\$ 520,800	\$ 20,832,000
TOWNHOUSE (2.5 STOREY/2 BED)	112	1205	12	\$ 310.00	\$ 373,550	\$ 4,482,600
DETACHED GARAGES	22	240	58	\$ 175.00	\$ 42,000	\$ 2,436,000
PORCHES (2 LEVELS)	23.7	256	52	\$ 125.00	\$ 32,000	\$ 1,664,000
HOTEL - EXISTING						\$ 3,946,950
EXISTING INTERIOR MANOR RESTORATION	750	8072	6	\$ 300.00	\$ 2,421,600	\$ 2,421,600
EXISTING FRONT PORCH RESTORATION	100	1076		\$ 200.00	\$ 215,200	\$ 215,200
EXISTING COVERED PORCH RESTORATION	47	505		\$ 150.00	\$ 75,750	\$ 75,750
EXISTING SHED RESTORATION	16	172		\$ 200.00	\$ 34,400	\$ 34,400
ABATEMENT						\$ 800,000
INTERIOR DEMOLITION						\$ 400,000
HOTEL - NEW CONSTRUCTION						\$ 5,987,102
NEW HOTEL ANNEX	1200	12916	24	\$ 350.00	\$ 4,520,600	\$ 4,520,600
NEW HOTEL PAVILION	335	3605.94		\$ 200.00	\$ 721,188	\$ 721,188
NEW POOL HOUSE	45	484.38		\$ 300.00	\$ 145,314	\$ 145,314
NEW POOL						\$ 100,000
GARDEN RESTORATION AND REFLECTIVE POOL						\$ 500,000
SITE SERVICING						\$ 2,860,000
TOTAL PRICE						\$ 42,208,652

Keeping in mind that this is an expression of interest, much more work will be required before a firm pro forma can be prepared and informed decisions made. Amico research has shown that the inn would require a minimum of 18 rooms to be financially successful. For that reason, the concept includes the annex hotel with 24 rooms to support the 6 rooms proposed for the Manor, for a total of 30 rooms which Amico believes is the proper size for Amico and more appropriately sized as a first step for providing accommodation in Amherstburg. Amico's other hotel proposal keeps failing the financial requirements because it is too large for the current need. The proposal for 30 rooms on this site is a much more appropriate size for the current and anticipated market conditions.

9. Other information

Amico believes it has assembled a very strong team to make this project a success. With municipal cooperation, Amico believes that a wonderful asset for the community and for tourism in particular could result. Other development options were considered but discarded as they either exceeded the sanitary sewage capacity for the site and/or did not fit in with the historic nature of both the site and the Town. If selected as the preferred proponent at this Expression of Interest stage of the process, Amico will need to undertake considerably more due diligence before a final plan/decision can be made but at this stage of the process, Amico is of the opinion that this is a wonderful opportunity.

APPENDIX A

DEVELOPMENT CONCEPT OPTION 1





APPENDIX B

BELLE VUE HOUSE FLOOR PLANS

