



THE CITY OF NORTH VANCOUVER

REQUEST FOR PROPOSAL

LONSDALE GREAT STREET CONSULTANT

The Corporation of the City of North Vancouver
Request for Proposal – Lonsdale Great Street Consultant

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1.0 INTRODUCTION

1.1. The City of North Vancouver is requesting proposals for a consultant to develop a revitalization strategy for Central Lonsdale Avenue (see below).

1.2. All enquiries regarding this Request for Proposal must be directed to:

Sabine Zander, Purchasing Manager
Finance Department
City of North Vancouver
141 West 14th Street
North Vancouver, BC V7M 1H9

Ph: 604-983-7392
Email: purchasing@cnv.org

2.0 INSTRUCTIONS, TERMS, AND CONDITIONS

The following terms and conditions will apply to this Request for Proposal. Submission of a Proposal indicates acceptance of all the terms that follow and that are included in any addenda issued by the City.

2.1 Responses will be received until:

4:00PM (Local Time) Wednesday, June 26, 2024

The City prefers electronic submission of responses. Submissions should be in the form of a single pdf file. Maximum file size is 20MB. Should the submission exceed 20MB multiple email submissions can be sent.

Submissions are to be sent by email to purchasing@cnv.org

1. In the “Competition Title” field enter: “Lonsdale Great Street Consultant”
2. Attach the file in .pdf format and Send (ensure you receive an email confirmation to confirm upload is complete)

Submissions shall be deemed to be successfully received when displayed as new email in the in-box of the City email address. The City will not be liable for any delay for any reason including technological delays, or issues by either party’s network or email program, and the City will not be liable for any damages associated with Proposals not received.

If there is no ability to submit electronically, a paper copy of the response may be submitted, on or before the closing time to: Sabine Zander, Purchasing Manager, City of North Vancouver, 141 West 14th Street, North Vancouver, BC V7M 1H9.

2.2 The City may reject a Proposal received after the closing time set out in Section 2.1 (“Closing Time”). It is the Proponent’s sole responsibility to ensure its Proposal is received on time. Notwithstanding the foregoing, the City reserves the right, in its sole discretion, to accept a Proposal submitted after the Closing Time.

2.3 Proposals must be executed by an authorized signatory of the proponent utilizing the Proponent Commitment contained in Section 4 of this RFP.

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- 2.4 All Proposals and subsequent information or material received shall become the property of the City and will not be returned. The Proposals will be held in confidence by the City subject to the provisions of the Freedom of Information and Protection of Privacy Act.
- 2.5 Proposals may be withdrawn by written request only, to the Purchasing Manager at any time prior to the Closing Time.
- 2.6 Proposals remain valid, and may not be withdrawn, for a period of sixty (60) days following the date for submission of proposals.
- 2.7 Proponents should not contact any other representative of the City regarding this Request for Proposal, other than the representative identified in Section 1.2, without that representative's permission. Unauthorized contact with any City representatives, including members of City Council, may be cause for the rejection of the proponent's proposal.
- 2.8 Proponents are cautioned to carefully read and follow the procedures, terms and conditions required by this Request for Proposal, as any deviation, omission, as well as any inaccuracies or misstatements may be cause for rejection. However, the City reserves the right, at its sole discretion, to waive minor irregularities and defects in a proposal, and proceed with that proponent.
- 2.9 The City is under no obligation to award a contract as a result of this Request for Proposal and reserves the right to terminate this Request for Proposal process for any reason, at any time. The City may then do nothing, retender, sole source or complete the work with the City's own personnel.
- 2.10 Except as expressly and specifically permitted in these instructions, no proponent shall have any claim for any compensation of any kind whatsoever, relating to this Request for Proposal including accepting a noncompliant bid, and by submitting a proposal, each proponent shall be deemed to have agreed that it has no claim.
- 2.11 This Request for Proposal and the successful proponent's response will form part of any contract entered into.
- 2.12 Any information acquired about the City by a proponent during this process must not be disclosed unless authorized by the City, and this obligation will survive the termination of the Request for Proposal process.
- 2.13 The proponent, including all firms, corporations or individual members of a proponent, will promptly disclose to the City any potential conflict of interest and existing business relationships they may have with the City or evaluation committee. The City reserves the right to disqualify any proponent that in its opinion has a conflict of interest, whether such conflict exists now or is likely to arise in the future.
- 2.14 All amendments or further information will be published on the BC Bid website. It is the responsibility of the proponent to monitor the BC Bid web site to check for updates. The City will not accept questions or requests for clarification after June 19, 2024.
- 2.15 Any dispute arising from this Request for Proposal, or subsequent agreement, will be resolved according to the laws of the Province of British Columbia.
- 2.16 Sustainability: Declarations of Environmental or Social violations are mandatory requirements of the City's sustainable purchasing policy. Proponents should complete, sign

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and include with their submission the proponent commitment found in Section 4.0. Failure to submit a signed proponent commitment may result in the Proposal being rejected without further consideration. In addition to completing the Proponent Commitment Form, the Proponent is encouraged to provide information regarding its organization's particular environmental and/or social impacts in their response. The Proponent may wish to provide a statement, including any supporting documentation, that addresses how its organization minimizes: waste emissions, the use or generation of harmful substances, the use of non-renewable resources and, substitutes a renewable resource or recycled content and post-consumer waste, and/or maximizes energy and materials efficiency, and/or involves actions which contribute to social development or assists in the conservation or development of social capital either in this community or elsewhere.

- 2.17 Proponents are expected to be aware of the requirements of the City's Supplier Code of Conduct and to comply. The code of conduct is part of the City's Sustainability Policy (see Appendix B in the link below):

<https://www.cnv.org/city-services/bid-notice/sustainable-purchasing-policy>

- 2.18 Proponents should be aware that the City of North Vancouver is a Living Wage Employer, and expects its contractors and service providers to comply and meet the requirements of the Living Wage for Families Campaign.

<https://www.cnv.org/community-environment/sustainability/living-wage>

- 2.19 The City is not obligated to accept the lowest cost proposal or any proposal at all.

3.0 CONTRACT

The successful Proponent will be required to enter into the CNV Service Agreement (see Appendix 3) with the City.

Submission of a Proposal indicates acceptance of all the terms of the CNV Service Agreement unless specifically noted in a statement of departure.

4.0 PROPONENT COMMITMENT

This commitment must be signed and received with the proposal no later than the closing time by email in accordance with Section 2.1 or at the office of the Purchasing Manager:

City of North Vancouver
Finance Department
141 West 14th Street
North Vancouver, B.C.
V7M 1H9
Attn: Sabine Zander, Purchasing Manager

Sustainability Policy

The City of North Vancouver sustainable purchasing policy requires that each proponent declare if they have been found by a recognized regulatory body or adjudication body to be in violation of any of the following Environmental or Social standards, laws, and regulations within the past three years.

By submitting a proposal each proponent declares that there has been no violation other than that set out in the table below.

Environmental

The City of North Vancouver expects that each Proponent has and will comply with any applicable legislation pertaining to the environment. In Canada these include: Canadian Environmental Protection Act, 1999 (Canada), Fisheries Act (Canada), Transportation of Dangerous Goods Act (Canada/BC), Environmental Management Act (BC), GVS&DD Municipal Solid Waste and Recyclable Material Bylaw No. 181, GVRD Air Quality Management Bylaw No. 937 and GVS&DD Sewer Use Bylaw No. 164.

Social

The City of North Vancouver expects that each Proponent has and will comply with internationally recognized labour conventions and recommendations of the International Labour Organization (ILO), of which Canada is a member, and any applicable legislation pertaining to work place safety, employment and human rights. In Canada these include: the Corruption of Foreign Public Officials Act (Canada), Human Rights Act (BC), the Employment Standards Act (BC) and the Workers' Compensation Act (BC).

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This section to be completed by the Proponent:

Commitment

The Proponent declares that the signing officer (below) or any person who currently holds or has, at any time within the past three years, held the positions of Officer or Director with the Proponent, has not been convicted or subject to a determination by a regulatory body, administrative body or other tribunal having jurisdiction over the Proponent, of a violation, within the past three (3) years, under the legislation applicable to the Proponent, other than those set out in the table below.

Title of act or Bylaw	Date of violation and regulatory/adjudication body	Description of violation or conviction	Regulatory/Adjudication body document file number

The Proponent having carefully examined and read the RFP, including all amendments and addenda hereby acknowledges that it agrees and has understood all of the foregoing and in response hereby submits the enclosed proposal.

Company Name MODUS Planning, Design & Engagement Inc.

Company Address #207 - 55 East Cordova Street, Vancouver, BC

Postal Code V6A 0A5 Phone Number 604 736 7755

Signature of Signing Officer 

Name of Signing Officer Robert Barrs

Title of Signing Officer Director, Principal

Email of Signing Officer rob@thinkmodus.ca

Date June 25th, 2024

5.0 BACKGROUND

City of North Vancouver

The City of North Vancouver is the urban core of the North Shore with convenient access to major regional and global centres. With a growing population in excess of 62,000, the City of North Vancouver Council set a goal of becoming the “Healthiest Small City in the World”.

Council’s vision and priorities:

A City for People

An equitable, accessible and healthy community that is inclusive, welcoming and safe.

A Vibrant City

Dynamic public spaces and places that provide for connection and celebration of residents’ culture and history.

A Resilient City

Leads the way in climate action and is a steward of the environment for future generations.

A Connected City

Active and sustainable ways for people and goods to move safely and efficiently.

A Prosperous City

A diverse economy where new and existing businesses can grow and thrive.

Lonsdale Regional City Centre

Metro Vancouver (the regional government organization of 21 municipalities) identifies the Lonsdale Regional City Centre as the North Shore’s primary centre for the concentration of jobs, housing, culture and recreation opportunities. The seven Regional City Centres in Metro Vancouver are intended to accommodate a large share of the region’s future higher density commercial and residential growth, with high levels of transit service and interconnectivity. The boundaries of the Lonsdale Regional City Centre are roughly from the waterfront (south) to the Upper Levels Highway (north), and two blocks east (to St. Andrew’s Avenue) and west (to Mahon Avenue) of Lonsdale Avenue. See appendix 1 for reference map.

Lonsdale Avenue

As one of the commercial backbones of the North Shore, Lonsdale Avenue is an active main street driven by a diversity of pedestrian-oriented retail units, plentiful small-and-medium enterprises at grade with numerous professional offices in second-floor commercial units, situated in a densely-populated neighbourhood. Lonsdale Avenue has been identified in TransLink’s 10-Year Priorities as a future rapid transit corridor and is a key goods movement and travel corridor in TransLink’s Major Road Network. The City of North Vancouver and the region rely on Lonsdale Avenue to support local, sub-regional, and regional movement, as well as to support walking, rolling, and gathering. Building on the success of revitalizing Lower Lonsdale, centered on the significant redevelopment of the Shipyards and Lonsdale Quay and surrounding waterfront neighbourhood, Council has

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identified the development of an integrated plan of action for the revitalization of Central Lonsdale as a priority project in the Council Strategic Plan for 2022-2026.

The City of North Vancouver's Official Community Plan (OCP) refers to Lonsdale Avenue as "the downtown for the North Shore", and "the urban core of the City".

The City of North Vancouver's [Economic Development Strategy](#) includes a tactic to "support the revitalization of Central Lonsdale as a unique destination precinct centred on community and commercial vibrancy".

Central Lonsdale Project Area

The primary area of focus is Central Lonsdale Avenue. Central Lonsdale can generally be defined as the stretch of Lonsdale Avenue between 8th Street on the southern end and the Trans-Canada highway to the north. Central Lonsdale is the flattest section of Lonsdale Avenue, and has the highest concentration of businesses in the corridor.

The geographic scope of this project varies by project element. For example, some elements such as urban design recommendations may focus on a sub-precinct within the Central Lonsdale area. Conversely, other elements such as considerations for modes of transportation along the corridor, will have a broader geographic scope beyond the Central Lonsdale focus area.

See appendix 1 for reference map.

6.0 PROJECT DESCRIPTION

This Request for Proposal seeks a proponent to provide:

1. an analysis of existing data and relevant City policies and strategies
2. a comprehensive spatial analysis that includes current conditions, use of the subject area and in some cases its vicinity, and land use considerations
3. community and interest holder engagement to inform the vision development, including online and in-person options for participation
4. assessment of trade-offs to enable arrival at concept design, comprehensive plan, and a corresponding phased action plan
5. recommendations for implementation financing for initial capital requirements to achieve the vision

The recommendations report and phased action plan will consider, and will not be limited to, the following great street elements. These elements will need to be considered and balanced as the great street vision is developed:

Project Subcategory	Considerations
Transportation and Mobility <i>Note: CNV's Council-approved Mobility Strategy articulates a</i>	Road space allocations across all mobility modes on Lonsdale Avenue, including consideration of: <ul style="list-style-type: none">○ current and future transit

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<p><i>modal hierarchy and mobility goals and objectives. This project will need to inform the near- and long-term mobility functions of the great street to achieve the vision.</i></p>	<ul style="list-style-type: none"> ○ passenger loading needs ○ connections to broader transportation network and region ○ goods movement and commercial loading needs ○ pedestrian experience ○ active transportation and micromobility ○ universal accessibility
<p>Development, Urban Design, and Built Form</p> <p><i>Note: A city-wide zoning bylaw update is currently underway. This project will need to inform general composition and scale of land use abutting the great street to achieve the vision.</i></p>	<ul style="list-style-type: none"> ● building scale, including heights and setbacks; overall massing ● sunlight and view protections ● appropriate land uses and zoning across commercial, residential, institutional, and other land uses
<p>Public Realm and Placemaking</p>	<ul style="list-style-type: none"> ● street furniture style and placement ● street lighting ● wayfinding and signage ● landscaping and water features ● public art ● parks and gathering spaces ● public events and related infrastructure ● programming and activation including ongoing operating model ● awnings and other weather protection ● secure bike parking and mobility device charging
<p>Environment</p>	<ul style="list-style-type: none"> ● climate adaptations ● street trees and urban tree canopy ● blue/green infrastructure ● sustainable building materials ● electric vehicle infrastructure
<p>Commercial Activity</p>	<ul style="list-style-type: none"> ● size and location for commercial retail units ● business retention strategies and opportunities ● development incentives ● street level vibrancy ● sector growth opportunities

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Community	<ul style="list-style-type: none">• community space needs• arts and culture space• tourism/hospitality considerations• Indigenous reconciliation opportunities• cultural diversity and celebration• recreation and play
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The consultant should have significant experience with:

- facilitation, engagement, and communications
- working with interdepartmental municipal staff teams and Councils
- presenting to various audiences on major urban planning projects
- street revitalization and commercial corridor planning
- planning and design which balances competing demands within public space

The consultant will work closely with the Project Manager at the City of North Vancouver.

7.0 PROJECT OUTPUTS & TIMEFRAME

The outputs will be delivered in phases as outlined below.

Phase 1: **preliminary analysis and engagement** – *Summer/Fall 2024*

1A) Preliminary analysis:

- analysis of existing data and relevant City policies and strategies
- comprehensive spatial analysis of current conditions and use of the subject area, including:
 - nodes: employment areas, transit stops, public spaces
 - transportation routes on/to Lonsdale Avenue and surrounding area
 - accessibility and connectivity patterns to the subject area by all mobility modes
 - view corridors
 - sunlight analysis
 - street trees and landscaping
 - land use and general analysis of urban form, including a figure ground analysis
- consideration of City records regarding existing utilities and related infrastructure (water pipes, electricity, sewer, gas lines etc) including age, location, and expected timeframe for replacement
- succinct summary report that highlights preliminary issues and considerations for the Great Street project

1B) Engagement:

- engagement approach proposal
- City, community, business and broad interest holder engagement to inform the vision development, including online and in-person options for participation
- ‘what we heard’ summary report

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Phase 2: **structure plan** – *Winter 2024*

- emerging directions report, including a draft great street concept vision articulated at an areas and nodes level with visual renderings, and/or sketches
- internal City engagement & review session

Phase 3: **comprehensive plan with reference images** – *Spring 2025*

- targeted interest holder engagement sessions conducted to refine vision through Phase 3
- development of a comprehensive plan which addresses each of the project subcategories listed in section 6.0. The comprehensive plan to have visuals including, but not limited to: street cross sections, 3D renderings, and reference images from other cities
- high level feasibility analysis to confirm City's ability to deliver comprehensive plan

Phase 4: **implementation plan** – *Summer 2025 / Fall 2025*

An implementation plan developed which includes the following:

- recommendations for phasing the execution of the comprehensive plan
- high level order of magnitude costing for infrastructure and public realm improvements
- financing options for project implementation
- communications approach
- public space programming approach
- commercial business attraction and retention model, with recommendations for City policies and tools to facilitate targeted growth
- implementation governance structure that considers internal (CNV) and external actors

8.0 RESPONSE CONTENT

Proposals should be limited to a **maximum of 30 pages** with the exception of renderings and other images that will not count toward page limit.

Proposals should include the following information

- Include Signed Proponent Commitment form (Section 4.0)
- Include One Page letter of introduction

8.1 Corporate Profile

- Include a general overview and corporate profile of your firm including;
- Company History including and specific Vendor partnerships
- Location of office(s)
- Number of staff available for this project

8.2 Relevant Experience

- A description of the Proponent's experience in each of the numbered items under section 6.0 Project Description.

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- A description of the Proponent's experience working with Municipal Councils or similar governmental bodies.
- Project team profile including information on key personnel and their relevant qualifications and experience.
- Up to five examples of past work on similar projects in which the listed staff have played a significant role, and which are relevant to this Request for Proposal
- Up to five examples of past work on similar projects in which the listed staff have played a significant role, and which are relevant to this Request for Proposal.
- A client reference list for the past projects listed in section (e) above for which the designated professional staff has assumed responsibility.

8.3 Schedule and Proposed Workplan

- Commitment and availability of consultant team members.
- Confirmation of ability to meet the timeframe in section 7.0 above
- Proposed workplan detailing required tasks associated with work and timeline for each proposed phase.

8.4 Cost

- Provide hourly rates for all listed staff for this project.
- Costs, including a breakdown for different consultants, their charge-out rates, staged billings and other expenses/disbursements.
- Costs are exclusive of all taxes.
- All costs to be in Canadian funds.

8.5 Sustainability and Value Add

- Include any value add or additional items that would be relevant to the project.
- A description of the Proponent's particular environmental and/or social impacts, including any supporting documentation, that addresses how the Proponent minimizes: waste emissions; the use or generation of harmful substances; the use of non-renewable resources and, substitutes a renewable resource or recycled content and post-consumer waste, and/or maximizes energy and materials efficiency; and/or involves actions which contribute to social development or assists in the conservation or development of social capital.

8.6 Statement of Departures

- The successful Proponent will be required to enter into the CNV Service Agreement (see Appendix A) with the City. Indicate any proposed departures from this Agreement.

9.0 SELECTION PROCESS

Proponents will be reviewed and evaluated on the basis of the qualifications submitted using, but not necessarily limited to, the following criteria:

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- Assessment of experience and capabilities of personnel to be assigned to the project (30%)
- Assessment of proposed work plan and timeline (25%)
- Examples of previous work (25%)
- Cost (10%)
- Value added: innovative approach or value-added service to enhance process and/or end deliverable, and commitment to sustainable practices (10%)

Proposals will be reviewed and evaluated by a selection committee comprised of City staff. During the evaluation process any or all of the proponents may be invited to give written or oral presentations and/or participate in interviews with the committee.

10.0 CONTRACT AWARD

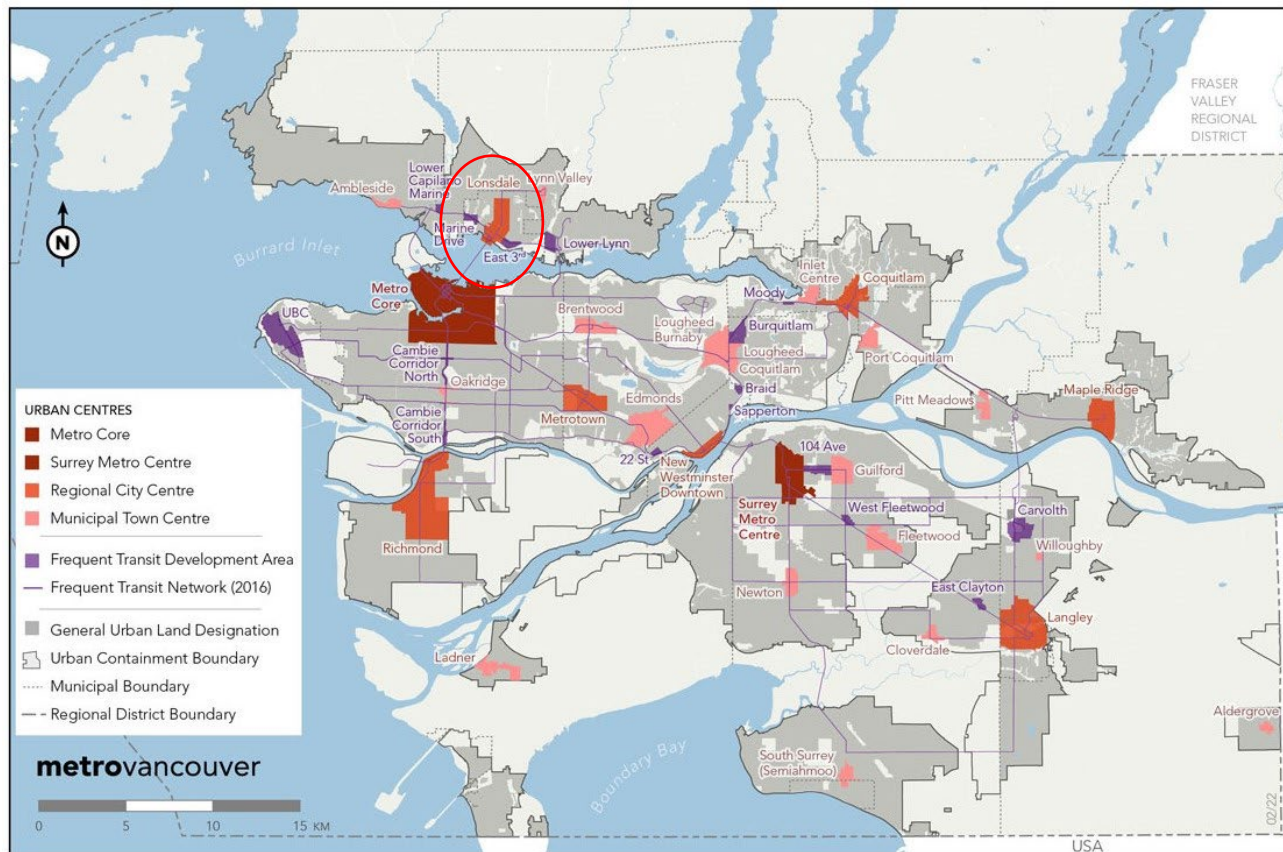
10.1 After selection of a preferred proponent, the City may request negotiations which could include discussion of the terms and conditions in the contract and minor modifications of scope and price. Following which, a signing of contract documents and the awarding of a contract will be made by the Purchasing Manager.

10.2 If the preferred proponent and the Purchasing Manager cannot agree on contract language in the contract document, the process will be terminated, no purchase order shall be issued and the City will begin negotiations with other proponents or parties.

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APPENDIX 1 – REFERENCE MAPS

Metro Vancouver Context



Urban Centres and FTDA's are overlays for structuring residential and employment growth. The boundaries are identified by member jurisdictions. Where overlays cover areas other than General Urban or Employment, the intent and policies of the underlying regional land use designations still apply.

Image source: Metro Vancouver

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Central Lonsdale Project Area



The primary area of focus is Central Lonsdale Avenue. Central Lonsdale can generally be defined as the stretch of Lonsdale Avenue between 8th Street on the southern end and the Trans-Canada highway to the north. Central Lonsdale is the flattest section of Lonsdale Avenue, and has the highest concentration of businesses in the corridor.

The geographic scope of this project varies by project element. For example, some elements such as urban design recommendations may focus on a sub-precinct within the Central Lonsdale area. Conversely, other elements such as considerations for modes of transportation along the corridor, will have a broader geographic scope beyond the Central Lonsdale focus area.

APPENDIX 2 – BASELINE ASSESSMENT

Central Lonsdale Revitalization: Baseline Assessment

July 2023

Economic Development; Parks and Public Spaces



The Great Street Concept

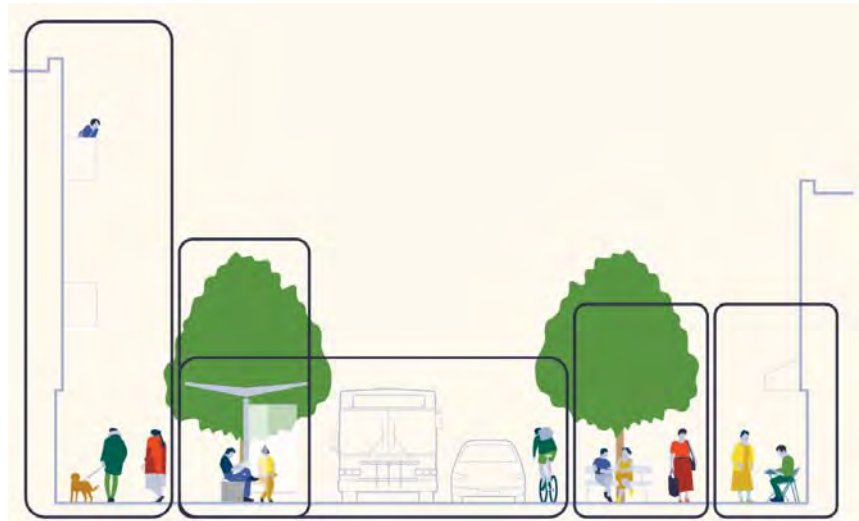
- Creates conditions for greater interactions between all users
- Embraces the human scale
- Defines the character of a city
- Prioritizes proximity
- Invites public life and participation



Key Zones



- Private:
 - Development
- Public:
 - Pedestrian
 - Vehicle
 - Utility



Central Lonsdale Context



- Metro Vancouver: Regional Town Centre; designated trucking route
- OCP: “the downtown for the North Shore”; “urban core of the City”; “pedestrian-scale, mixed-use streetfront”; “community living room”
- Council Strategic Plan
 - 2018-2022: *Build a new vision to revitalize Lonsdale Avenue as a high street*
- Corporate Business Plan
 - 2023-2024: *Develop a plan for Central Lonsdale to enhance esthetics, walkability, vibrancy, history and commercial activity*

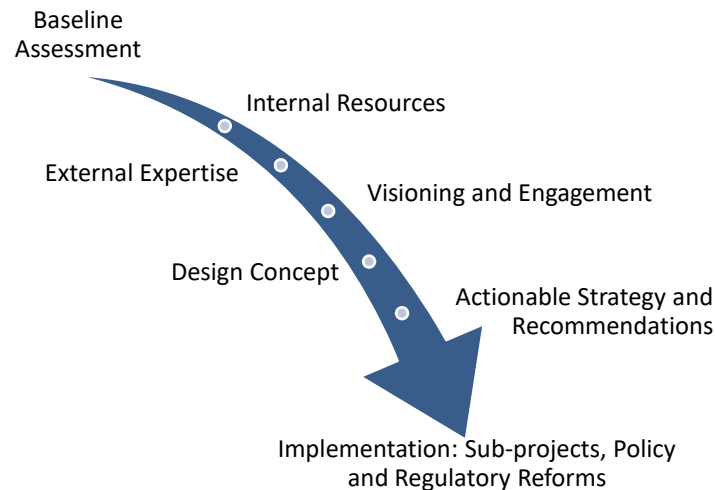


The Opportunity



- Desirable community, central location
- Local, independent businesses
- Economic base for health and bio-sciences cluster
- Vital transit corridor
- Positive engagement with City Plaza and Open Streets
- High demand for new retail and office space
- Increasing residential density; infill housing
- Significant impact of HJRC
- Climate adaptations and community resilience

The Roadmap



Select Learnings from Baseline Assessment



Densely Populated

Central Lonsdale has the highest population density, with relatively small households compared to the rest of North Vancouver and the Metro Vancouver region.

	Greater Vancouver	District of North Vancouver	City of North Vancouver	Central Lonsdale Area
Population Density (per km ²)	918	549	4,913	14,415
Population	2,642,825	88,168	58,120	12,046

Average Household Size



2.5

2.7

2.1

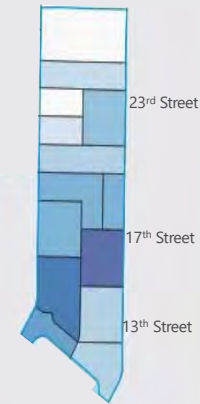
1.8

Central Lonsdale Density

Central Lonsdale is most densely populated between Keith Rd. and 17th St

Residents Per Square km

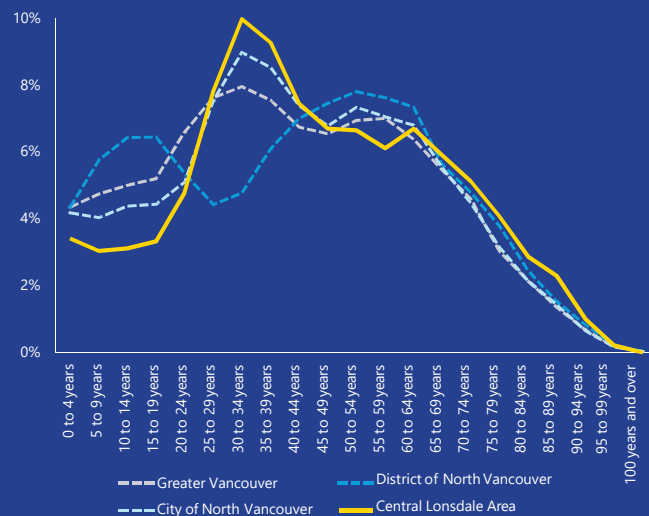
Under 600
600-800
800-1,000
1,000-1,200
1,200-1,400
1,400-1,600
1,600-1,800
1,800-2,000
2,000-2,200
2,200-2,400
Above 2,400



Relatively Young

Central Lonsdale's residents roughly follow the same age breakdown as the City of North Vancouver, which are younger on average than both the District and Greater Vancouver

Population Distribution by Age

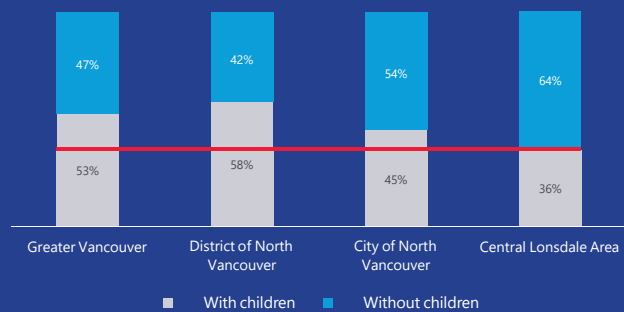


Few Children

While Central Lonsdale may have fewer baby boomers, it also has fewer children resulting in a relatively higher average and median age compared to other comparable areas.

	Age Statistics			
	Greater Vancouver	District of North Vancouver	City of North Vancouver	Central Lonsdale Area
Average age of the population	41.7	42.8	42.7	45.7
Median age of the population	40.8	44.4	42	43

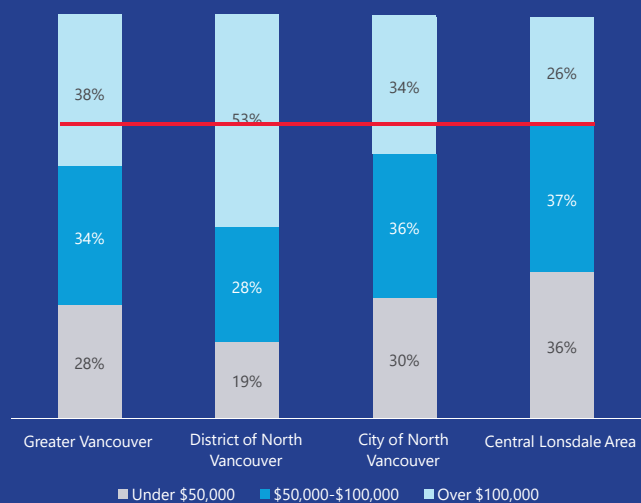
Couple-Family Households with Children



Lower Incomes

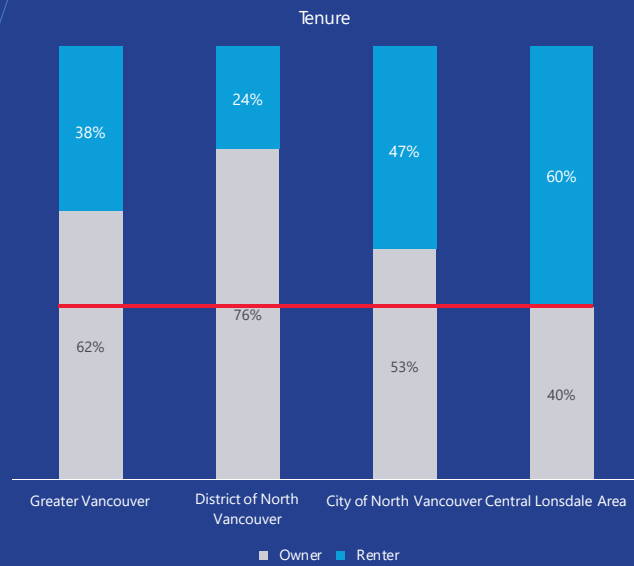
26% of Central Lonsdale households earned over \$100,000 in 2020, the smallest proportion of the comparable areas.

Household After-Tax Income Groups (2020)



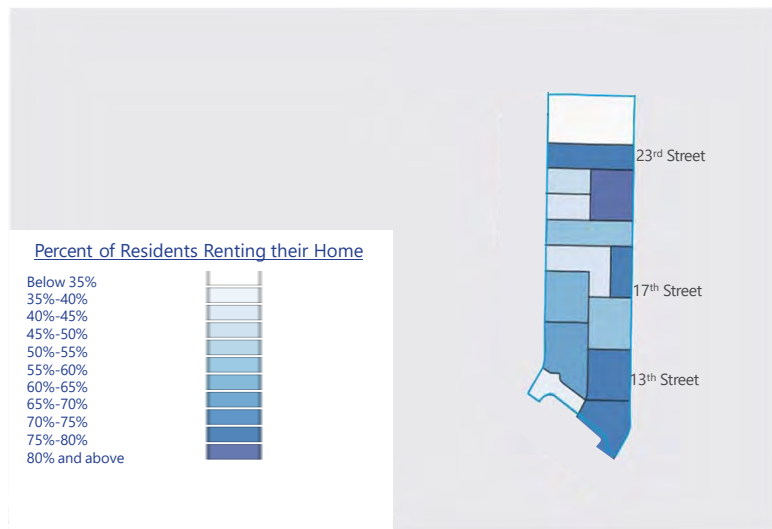
Primarily Renters

Over half of Central Lonsdale residents rent their home, more than the City, District, and Greater Vancouver



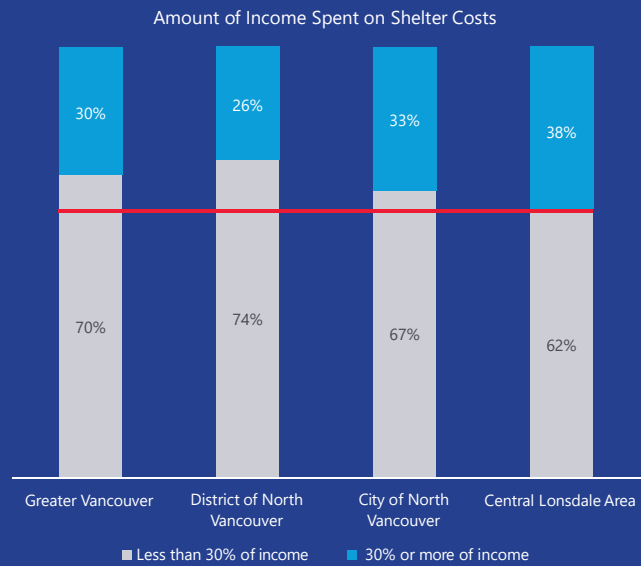
Central Lonsdale Tenure

A strong presence of renters and rental units is found throughout Central Lonsdale, with the highest proportion around 19th St.



Somewhat Affordable

Nearly 40% of Central Lonsdale residents spend 30% or more of their income on their dwelling, which is a higher rate than other areas compared.



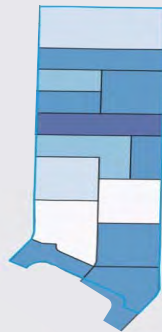
Central Lonsdale Residential Structure Age

Limited new housing stock; majority of housing built before 1990

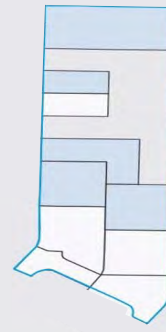
Percent of Housing Built During Period

- Under 20%
- 20-40%
- 40-60%
- 60-80%
- Over 80%

Before 1990



1991 to 2010



2011 to 2021



Residential Growth

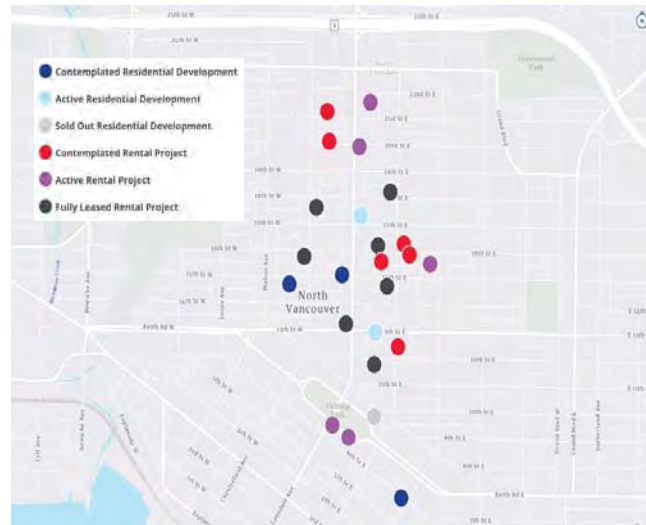
**Strong population
and housing
growth =
increasing local
market for
business**

Medium vs. long term comparisons:

Term	New Units	New Residents
Medium (5 Years)	1977	3280
Long (10 Years)	801	1223

The most significant growth is anticipated to occur in the rental market (both medium and long term) – the majority of which will be 1- and 2-bedroom units.

Central Lonsdale Residential Development



North Shore Retail

- High absorption rates & demand,
- New tenants seeking larger floorplans with build-to-suit options
- Easy access and transportation considerations

North Shore Q3, 2022 Retail Market Summary

0.89%	Vacancy Rate
\$45-60	Avg. CRU Net Rent (PSF/annum)
\$15-20	Avg. Additional Rent (PSF/annum)

Greater Vancouver (Urban) Q3, 2022 Retail Market Summary

2.5%	Vacancy Rate
\$50-70	Avg. CRU Net Rent (PSF/annum)

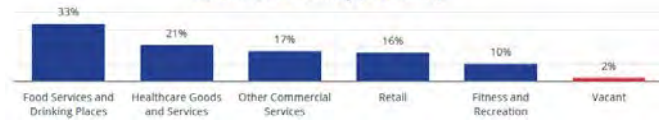
Greater Vancouver (Sub-Urban) Q3, 2022 Retail Market Summary

2.3%	Vacancy Rate
\$20-65	Avg. CRU Net Rent (PSF/annum)

Ground Floor Inventory

Legend
 ■ Occupied
 ■ Vacant
 ■ Under Construction
 ■ Future Construction

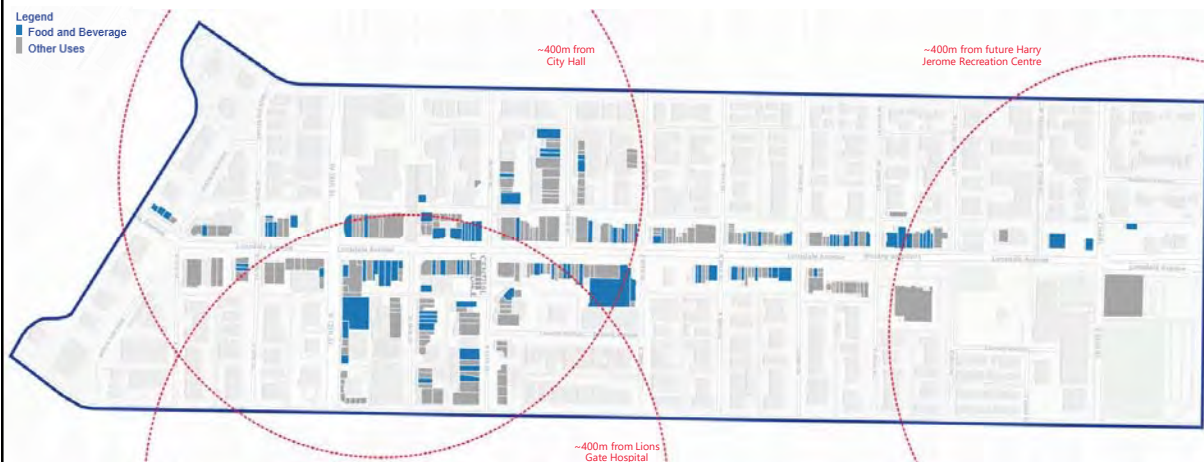
Commercial Inventory (~300 units)



Ground Floor Food & Beverage

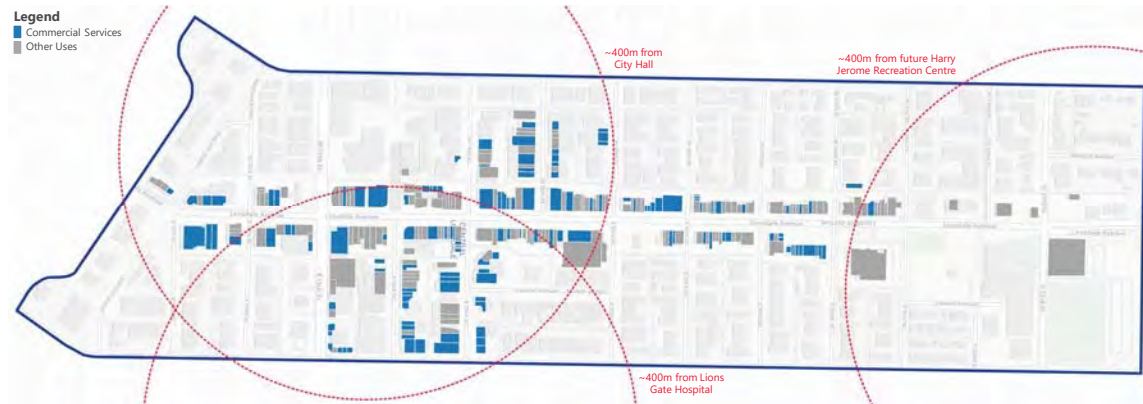
Legend
 ■ Food and Beverage
 ■ Other Uses

- **Total Inventory:** 33% when factoring in grocery stores
- **2 Major Grocery:** Whole Foods & Loblaws City Market
- **Several Restaurants:** Primarily locally serving
- **Specialty Food Stores:** Bakeries, butchers, produce, etc.



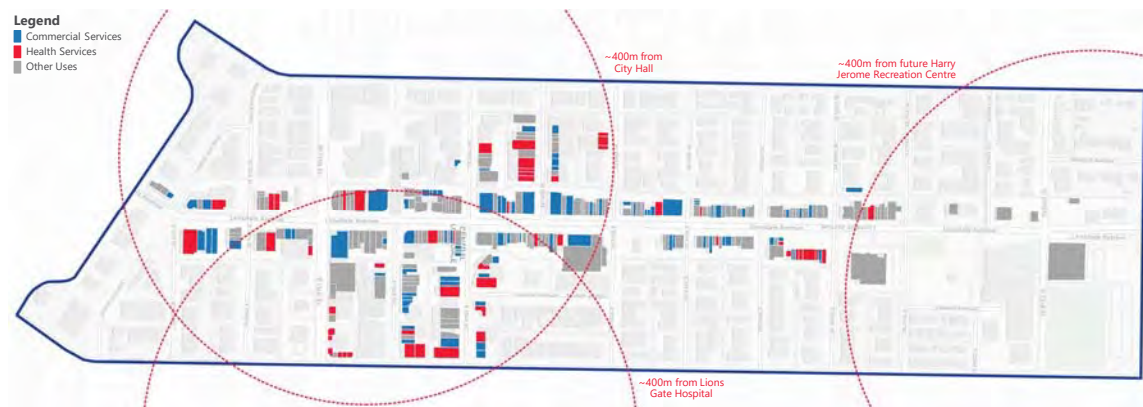
Ground Floor Commercial Services

- **Significant Supply:** 38% when factoring in health users
- **Clustering:** Majority located near the hospital and City Hall
- **Healthcare Goods & Services:** 21% of inventory
- **Financial & Professional Services:** 12% of inventory
- **Personal Care Services:** 6% of inventory



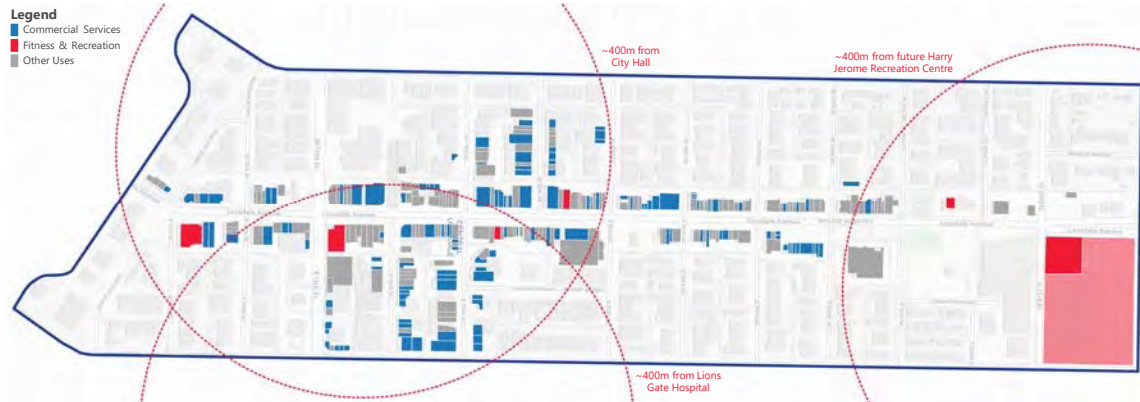
Ground Floor Health Services

- **Medical Clinics:** Several doctors, physio, clinics, etc.
- **Dental Clinics:** Several dental clinics
- **Clustering:** Many in close proximity to the hospital
- **Pharmacies:** 10 pharmacies not including London Drugs and Shoppers Drug Mart



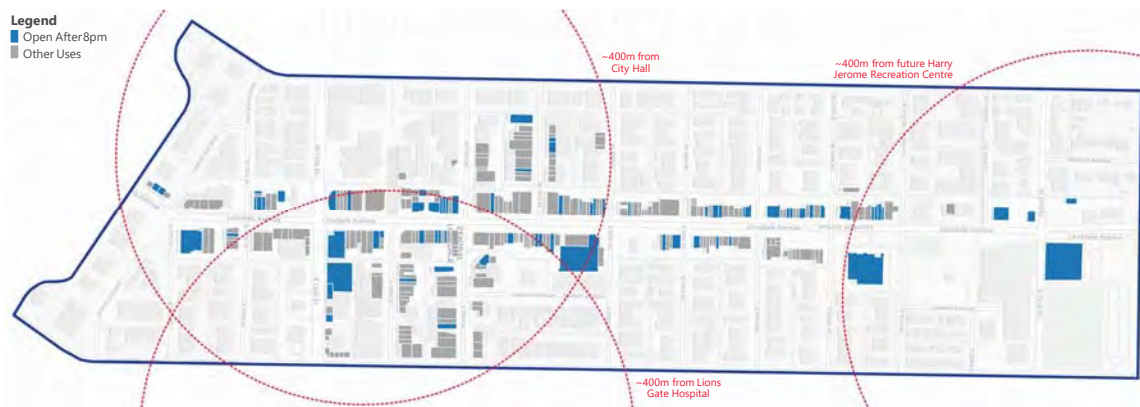
Ground Floor Fitness & Recreation

- **Fitness Centres:** Club 16, She's Fit!, Fitness World
- **Limited Boutique Offerings:** F45, Oxygen Yoga
- **Recreation:** Existing and upcoming Harry Jerome
- **Entertainment:** King Pins Bowling and Centennial Theatre



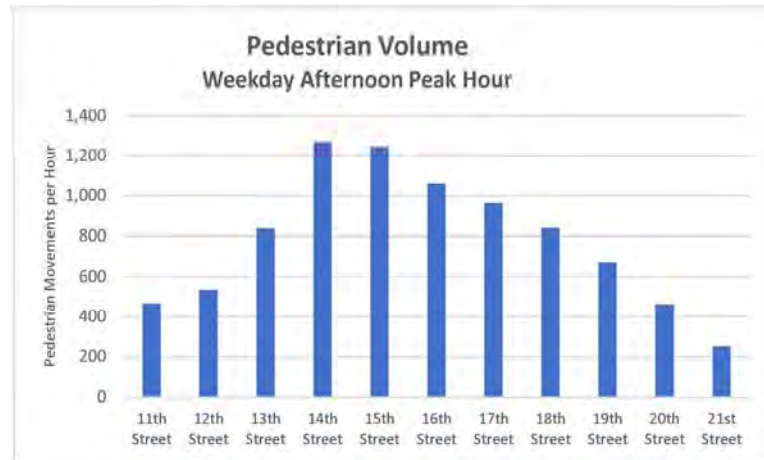
Ground Floor Open After 8pm

- **Limited Evening Activity:** 24% of tenants open after 8pm
- **Limited Evening Entertainment:** Likely demand for more social gathering spots
- **Fragmented:** Distributed without any concentrated nodes of evening activity



Pedestrians

- Most recent observations January 2023
- Highest activity in the middle section from 14th Street to 16th Street
- Seniors comprise 10-15%
- Jaywalking on side streets



Pedestrians

- Narrow sidewalks along most of the intersecting streets
- Challenging width for oncoming or passing micro-mobility traffic
- With new development, improved sidewalk & landscape treatments
- Lonsdale sidewalks wider but affected by transit shelters, street furniture, uneven surfaces











Hayes Street, San Francisco

- 142 Total Retail Businesses
- 2 Activated Vacant Parcels
- 23% Clothing Retail
- 25% Restaurants
- 41% Active Storefront
- 85% Local Businesses

Key Success Factors

- ✓ Small Business Support
- ✓ Space to Innovate

Commercial Drive, Vancouver



Produce Display at Norman's Community Market



On-street Patios



Activated High-Visibility Retail Frontage at Corner

288 Total Retail Businesses

1 Community Centre Hub

22% Restaurants

17% Take-out Restaurant

25% Active Storefront

95% Local Businesses

Key Success Factors

- ✓ Small Business Support
- ✓ Unpolished Yet Inviting Character

Ossington Avenue, Toronto



Ossington Strip Curbside Patios



Pop-up Market



243 Total Retail Businesses

4 Temporary – including markets, food trucks

26% Full-Service Restaurant

17% Quick-Service Restaurant

49% Active Storefront

87% Local Businesses

Key Success Factors

- ✓ Trinity Bellwoods Park
- ✓ Retail Mix
- ✓ Business-Initiated Patio Program



Eighth Street, Boise

136 Total Retail Businesses

190k square foot
Arena and
Convention Centre

32% Restaurants

15% Take-out Restaurant

33% Active Storefront

87% Local Businesses

Key Success Factors

- ✓ Market as Catalyst
- ✓ Pilot to Permanent
- ✓ Public-Private Investment



Calle Ocho, Miami

89 Total Retail Businesses

20 Art Galleries

21% Restaurants

11% Take-out Restaurant

38% Active Storefront

83% Local Businesses

Key Success Factors

- ✓ Heritage Preservation
- ✓ Street Festivals

APPENDIX 3 – CNV SERVICE AGREEMENT



SERVICE CONTRACT (GENERAL)

THE CORPORATION OF THE CITY OF NORTH
VANCOUVER, represented by ,
(the "City", "we", "us", or "our" as applicable) at the following
address:
141 W 14th Street
North Vancouver B.C.

AND
(the "Contractor", "you", or "your" as applicable) at the
following address:

Postal Code: V7M 1H9 Email: szander@cnv.org

Postal Code: Email:

THE PARTIES AGREE TO THE TERMS ON THE FOLLOWING PAGE AND IN THE SCHEDULES OUTLINED BELOW:

SCHEDULE A – SERVICES

Services:

As per the City of North Vancouver's Request for Proposal and Proponents response dated

Term: Start Date:

End Date:

SCHEDULE B – FEES AND EXPENSES

Fees:

To be paid as per proposal / reference PO# on all invoices

Expenses:

Maximum Amount:

SCHEDULE C – APPROVED SUBCONTRACTOR(S)

SCHEDULE D – INSURANCE

A Commercial General Liability policy of not less than \$5,000,000.
(The above shall indicate the City of North Vancouver, as additional insured)
Evidence of WorkSafe BC
CNV Business License

THE FOLLOWING ARE SCHEDULES TO THIS AGREEMENT, IF ATTACHED:

Schedule E – Privacy Protection

Schedule F – Additional Terms

Schedule G – Security

SIGNED AND DELIVERED on the ____ day of _____, 2024 on
behalf of the City by its duly authorized representative:

SIGNED AND DELIVERED on the ____ day of _____, 2024 by
or on behalf of the Contractor (or by its authorized signatory or
signatories if the Contractor is a corporation).

Signature

Signature

Sabine Zander, Purchasing Manager
Print Name

Print Name

READ TERMS ON FOLLOWING PAGE AND IN THE SCHEDULES OUTLINED ABOVE

TERMS OF SERVICE CONTRACT (GENERAL)

CONTRACTOR'S OBLIGATIONS

1. You will provide the services described in Schedule A (the "Services") in accordance with this agreement. You will provide the Services during the term described in Schedule A, (the "Term"), regardless of the date of execution or delivery of this agreement.
2. Unless the parties otherwise agree in writing, you will supply and pay for all labour, materials, facilities and approvals and licenses necessary or advisable to perform your obligations under this agreement, including the license under section 14.
3. Unless otherwise specified in this agreement, you will perform the Services to a standard of care, skill, and diligence maintained by persons providing, on a commercial basis, services similar to the Services.
4. You will ensure that all persons you employ or retain to perform the Services are competent to perform them and are properly trained, instructed, and supervised. If we reasonably object to the performance, experience, qualifications or suitability of any of your personnel then you will, on our written request, replace such personnel.
5. You are an independent contractor and not our employee, agent, or partner. We may from time to time give you reasonable instructions (in writing or otherwise) relating to the performance of the Services. You will comply with those instructions but, unless otherwise specified in this agreement, you may determine the manner in which the instructions are carried out.
6. You will, upon our request, fully inform us of all work done by you or a subcontractor in connection with providing the Services.
7. You will maintain time records and books of account, invoices, receipts, and vouchers of all expenses incurred in relation to this agreement in form and content during the term of this agreement and for a period of seven years following completion or termination of this agreement or such other period satisfactory to us.
8. You will permit us at all reasonable times to inspect and copy all accounting records, findings, software, data, specifications, drawings, reports, documents and other material, whether complete or not, that, as a result of this agreement, are
 - (a) produced by you or a subcontractor (the "Produced Material", which includes any material in existence prior to the start of the Term or developed independently of this agreement, and that is incorporated or embedded in the Produced Material by you or a subcontractor (the "Incorporated Material")), or
 - (b) received by you or a subcontractor from us or any other person (the "Received Material").In this agreement, the Produced Material and the Received Material is collectively referred to as the "Material".
9. You will treat as confidential all information in the Material and not permit its disclosure without our prior written consent except
 - (a) as required to perform your obligations under this agreement or to comply with applicable law,
 - (b) if it is information that is generally known to the public other than as a result of a breach of this agreement, or
 - (c) if it is information in any Incorporated Material.
10. You will make reasonable security arrangements to protect the Material from unauthorized use, disclosure or disposal.
11. If you receive a request for access to any of the Material from a person other than us, and this agreement does not require or authorize you to provide such access, you will advise the person to make the request to us.
12. You grant to the City of North Vancouver irrevocable license to use, reproduce, modify and distribute the produced materials.
13. You shall retain copyright in the Produced Material.
14. Upon any Incorporated Material being embedded or incorporated in the Produced Material, you grant us a non-exclusive, perpetual, irrevocable, royalty-free, worldwide license to use, reproduce, modify and distribute that Incorporated Material to the extent it remains embedded or incorporated in the Produced Material.
15. You will comply with the Privacy Protection Schedule if attached as Schedule E.
16. You will maintain and pay for insurance on the terms, including form, amounts, and deductibles, outlined in Schedule D, if any, as modified from time to time in accordance with our directions.
17. You will comply with all applicable laws.
18. You will indemnify and save harmless us and our employees and agents from any losses, claims, damages, actions, causes of action, costs and expenses that we or any of our employees or agents may sustain, incur, suffer or be put to at any time, either before or after this agreement ends, which are based upon, arise out of or occur, directly or indirectly, by reason of, any act or omission by you or by any of your agents, employees, officers, directors, or subcontractors in providing the Services.
19. You will not assign any of your rights under this agreement without our prior written consent.
20. You will not subcontract any of your obligations under this agreement other than to persons listed in Schedule C without our prior written consent. No subcontract, whether consented to or not, relieves you from any obligations under this agreement. You will ensure that any subcontractor you retain fully complies with this agreement in performing the subcontracted obligations.
21. You will not provide any services to any person in circumstances which, in our reasonable opinion, could give rise to a conflict of interest between your duties to that person and your duties to us under this agreement.
22. You will not do anything that would result in personnel hired by you or a subcontractor being considered our employees.
23. You will not commit or purport to commit us to pay any money unless specifically authorized by this agreement.

PAYMENT

24. If you comply with this agreement, we will pay you
 - (a) the fees described in Schedule B, and
 - (b) the expenses, if any, described in Schedule B if they are supported, where applicable, by proper receipts and, in our opinion, are necessarily incurred by you in providing the ServicesWe are not obliged to pay you more than the "Maximum Amount" specified in Schedule B on account of fees and expenses.
25. In order to obtain payment of any fees and expenses under this agreement, you will submit to us a written statement of account in a form satisfactory to us upon completion of the Services or at other times described in Schedule B.

26. We may withhold from any payment due to you an amount sufficient to indemnify us against any lien or other third party claims that have arisen or could arise in connection with the provision of the Services.
27. Unless otherwise specified in this agreement, all references to money are to Canadian dollars.

28. If you are not a resident in Canada, we may be required by law to withhold income tax from the fees described in Schedule B and then to remit that tax to the Receiver General of Canada on your behalf as described by the Income Tax Act of Canada.

TERMINATION

29. We may terminate this agreement
 - (a) for your failure to comply with any term of this agreement, immediately on giving written notice of termination to you, and
 - (b) for any other reason, on giving at least 10 days' written notice of termination to you.If we terminate this agreement under paragraph (b), we will pay you that portion of the fees and expenses described in Schedule B which equals the portion of the Services that was completed to our satisfaction before termination. That payment discharges us from all liability to you under this agreement.
 - If we terminate this agreement under paragraph (a), we may deduct and set off from any payments owing to you any costs incurred or losses suffered by us on account of your default.
30. If you fail to comply with this agreement, we may terminate it and pursue other remedies as well.

GENERAL

31. If you are a corporation, you represent and warrant to us that you have authorized the signatory or signatories who have signed this agreement on your behalf to enter into and execute this agreement on your behalf without affixing your common seal.
32. We will endeavor to make available to you all information in our possession which we consider pertinent to your performance of the Services. You will advise us in writing if in your judgment the information is deficient or unreliable.
33. This agreement is governed by and is to be construed in accordance with the laws of British Columbia.
34. Time is of the essence in this agreement. You will provide the Services within the performance or completion dates or time periods as may be set out in Schedule A, or as otherwise agreed to in writing by us.
35. Any notice contemplated by this agreement, to be effective, will be in writing and either
 - (a) sent by fax to the addressee's fax number specified in this agreement,
 - (b) delivered by hand to the addressee's address specified in this agreement, or
 - (c) mailed by prepaid registered mail to the addressee's address specified in this agreement.Any notice mailed in accordance with paragraph (c) is deemed to be received 96 hours after mailing. Either of the parties may give notice to the other of a substitute address or fax number from time to time.
36. A waiver of any term of this agreement or of any breach by you of this agreement is effective only if it is in writing and signed by us and is not a waiver of any other term or any other breach.
37. No modification of this agreement is effective unless it is in writing and signed by the parties.
38. This agreement and any modification of it constitute the entire agreement between the parties as to performance of the Services.
39. Any disagreement, failure to agree or other dispute arising out of or in connection with this agreement, including in respect of the interpretation, breach, performance, validity or termination of this agreement, may be referred to and finally resolved by arbitration under the Commercial Arbitration Act if agreed by all parties to this agreement.
40. Sections 6 to 16 and 18, continue in force indefinitely, even after this agreement ends.
41. The schedules to this agreement are part of this agreement.
42. If there is a conflict between a provision in a schedule to this agreement and any other provision of this agreement, the provision in the schedule is inoperative to the extent of the conflict unless it states that it operates despite a conflicting provision of this agreement.
43. The contractor will conform to the City of North Vancouver License By-law and maintain a valid Business License throughout the duration of this agreement. Nothing in this agreement is to be construed as interfering with the exercise by the City or its agencies of any statutory power or duty.
44. The agreement may be entered into by each party signing a separate copy of this agreement (including a photocopy, scan or faxed copy) and delivering it to the other party by fax or email.
45. In this agreement,
 - (a) the words "includes" and "including" are not intended to be limiting,
 - (b) unless the context otherwise requires, references to sections by number are to sections of this agreement, and
 - (c) "we", "us", and "our" refer to the City alone and not to the combination of the Contractor and the City, which is referred to as "the parties".

SCHEDULE 'B'

BASIS OF PAYMENT TO THE CONTRACTOR

1 In consideration of the Services performed by the Contractor to the satisfaction of the City and in strict conformity with the terms hereof, the City will pay the Contractor the fees and reimbursable expenses prescribed herein, plus the Goods and Services Tax as applicable.

2 Subject to sub-clause 3, payment to the Contractor will be based on hours worked by employees of the Contractor multiplied by the hourly charge-out rates in the Contractor's proposal.

3 If there are limiting amounts for fees and disbursements indicated below for the Services or parts thereof, then notwithstanding anything to the contrary in this Agreement the maximum total of the fees and disbursements to be paid by the City to the Contractor for the Services shall not exceed those amounts. Where additional fees are to be paid by the City to the Contractor for increases in the scope of the Services provided by the Contractor, they shall not exceed the amount of said fees mutually agreed upon under clause 3. This limit on the fees to be paid by the City to the Contractor shall in no way diminish the duties and obligations of the Contractor to provide the Services covered by this Agreement.

Notwithstanding anything to the contrary contained in this Agreement save for Clause 3, the maximum liability of the City hereunder shall be \$, plus the Goods and Services Tax as applicable.

4 Subject to the maximum liability of the City under sub-clause 3, disbursements for which the City will reimburse the Contractor shall be limited to the following:

- a) Transportation of the Contractor's employees to meetings requested by the City at locations other than the Contractor's offices.
- b) Long distance telephone calls, telegrams and facsimile.
- c) Reproduction of drawings and specifications.
- d) Delivery of drawings, specifications or correspondence by courier, where this method of delivery has been requested by the City.
- e) Provision of office space and related services at a job site (but only if first approved in writing by the City) where the Contractor's personnel are performing full time construction supervision, administration and inspection as part of the Services.
- f) Subcontractors fees for drilling and soil sampling or other work, first approved in writing by the City, which is required for the Contractor to carry out his duties under this Agreement.

Reimbursement of these expenses by the City will be at actual cost without any addition for overhead or profit.

All other expenses not listed above are considered to be included in the Contractor's fees.

5 If the Contractor has engaged sub-contractor(s), then the Contractor shall make full payment to said sub-contractor(s) for work performed in relation to the Services. Such payments shall also be in accordance with subclause 2 herein.

Subject to sub-clause 3, the City will reimburse the Contractor for payments made to sub-contractor(s) at amounts equal to such actual payments without any additions for overhead and profit to the Contractor.