

**THE CORPORATION OF THE  
TOWNSHIP OF AUGUSTA**



**REQUEST FOR PROPOSALS  
(ADM2026-05)  
INDUSTRIAL LANDS FEASIBILITY, SERVICING  
STRATEGY, AND MUNICIPAL SERVICES  
CORPORATION ASSESSMENT**

**CLOSING DATE:** Time: 12:00 noon, LOCALTIME  
Date: May 1, 2026

**RETURN TO:** Chief Administrative Officer  
Township of Augusta  
3560 County Road 26  
Prescott, ON K0E 1T0

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## **1 REQUEST FOR PROPOSAL**

You are invited to submit a Proposal for the Industrial Lands Feasibility, Servicing Strategy, and Municipal Services Corporation Assessment for the Township of Augusta.

The complete Request for Proposal (RFP) documents are attached for your perusal. Should you have any questions regarding the documents or the process, please contact:

Shannon Geraghty  
Chief Administrative Officer  
Township of Augusta  
3560 County Road 26  
Prescott, ON K0E 1T0

Email: [sgeraghty@augusta.ca](mailto:sgeraghty@augusta.ca)  
Telephone: 613-925-4231 ext. 102

## 2 SCHEDULE OF EVENTS

The following is the planned schedule for this Request for Proposal process. The Township reserves the right to amend this schedule as it deems necessary.

<b>Schedule of Events</b>	<b>Important Dates</b>
Issuance of RFP	Tuesday, April 14, 2026
Deadline to Submit Questions	Tuesday, April 21, 2026
Deadline to Submit a Response	Friday, May 1, 2026
Evaluation Commences	Tuesday, May 4, 2026
Proponent Interviews (if necessary)	May 7 – 8, 2026
Award of Contract (if awarded)	Monday, May 11, 2026
Engagement Commences	Immediately upon Award

### **3 INFORMATION TO PROPONENTS**

#### **3.1 CLOSING DATE & TIME**

Sealed proposals will be accepted until 12:00 noon local time, May 1, 2026, with respect to undertaking an Industrial Lands Feasibility, Servicing Strategy, and Municipal Services Corporation Assessment for the Township of Augusta.

#### **3.2 NATURE OF PROJECT**

It is the intention of this request to select an individual or company who can undertake an Industrial Lands Feasibility, Servicing Strategy, and Municipal Services Corporation Assessment for the Township of Augusta.

#### **3.3 SUBMISSION**

Proposals must be typed or in ink, on the response forms provided and include all the requested information. Proposals must be signed by an authorized individual in the required location. Proposals must be sealed in an opaque envelope/package, clearly marked as to contents using the address label included in this package (final page). Proposals sent by e-mail, fax, arriving unsealed or arriving after the stated closing time will not be considered.

Proposals must be delivered to:

Shannon Geraghty  
Chief Administrative Officer  
The Corporation of the Township of Augusta  
3560 County Road 26  
Prescott, ON K0E 1T0

All proposals received must remain valid for acceptance up to 90 days beyond the closing date.

#### **3.4 REQUIRED NUMBER OF COPIES**

All submissions should include one (1) unbound copy of the complete proposal as well as an electronic version on USB drive in a readable format such as PDF or MS Word.

#### **3.5 SELECTION CRITERIA**

Specific selection criterion shall be used in evaluating the proposals received. More details on the selection criteria are contained herein in Section 4.

### **3.6 ACCEPTANCE AND AWARD OF CONTRACT**

The Corporation of the Township of Augusta reserves the right to accept any proposal, in whole or in part, that it feels most fully meets the selection criteria. Therefore, the lowest cost proposal, or any proposal may not necessarily be accepted. Township staff shall evaluate all compliant proposals received by the closing time and make evaluations and recommendations for acceptance. Council has the ultimate right of approval related to these requirements.

### **3.7 SALES TAXES**

The quoted prices shall clearly show HST as applicable.

### **3.8 CLARIFICATION**

Should a Proponent find discrepancies in or omissions from these Proposal Documents or, should there be any doubt as to their meaning, an inquiry should be made to the Chief Administrative Officer. Should a correction, explanation, or interpretation be necessary or desirable, a written addendum will be issued to all proponents. Addenda issued during the period prior to the closing date of the RFP are to be considered part of these Proposal Documents.

### **3.9 AMENDMENT OR WITHDRAWAL OF PROPOSALS**

Proponents who have submitted a proposal may amend it up to the official closing time by submitting a replacement proposal. Amended proposals must be sealed and submitted in accordance with all other requirements included in this document. The amended proposal will clearly be marked "Amended" and should clearly indicate that it replaces any other submitted version. In the case of a discrepancy, the Township will deem the last proposal received prior to the closing time, to be the valid proposal.

Proponents who have submitted a proposal may withdraw it up to the official closing time by delivering an original letter on official company letterhead requesting that the proposal be withdrawn. The letter must be signed by the same individual who signed the original proposal or should clearly state that the individual signing has the authority to withdraw the proposal. Telephone, e-mail, fax requests, or other forms of a written request to withdraw arriving after the closing time will not be accepted.

### **3.10 RESERVATIONS**

The Township reserves the right to accept any proposal in whole or in part thereof judged most satisfactory, without liability on the part of the Township.

The Township reserves the right to reject any or all proposals. The lowest-priced

proponent will not necessarily be awarded a contract.

The Township reserves the right to cancel this process at any point. The Township will not be held responsible for any cost incurred by any proponent associated with preparing or submitting a proposal for this project, should the proposal be rejected or the process cancelled.

Proposals which are incomplete, conditional, obscure or which contain unrelated additions not called for, erasures, alterations and irregularities of any kind may be rejected.

### **3.11 QUALIFICATION OF PROPONENTS**

The Township requires that all proponents will be able to furnish satisfactory evidence that they have the credentials, ability, experience, and resources to enable them to execute and complete the contract successfully.

### **3.12 INVOICES**

The Township requires that all invoices be compliant with its requirements and general accounting principles. Proponents must agree to submit detailed invoices in a format acceptable to the Township of Augusta.

### **3.13 PAYMENT**

Upon the completion of any work included within this request, the successful Proponent shall submit invoices for payment. Payment terms will be considered Net 30 days upon receipt.

### **3.14 PRESENTATION**

When requested, proponents may be required to prepare and present a short presentation that highlights their proposal at the Township's Administration Office in Maynard. This presentation may assist the Township in selecting the successful proponent.

### **3.15 CONTRACT & LENGTH OF AGREEMENT**

The successful proponent will be required to enter into a formal agreement.

### **3.16 SUPPLIER STATUS**

The successful proponent shall be considered a supplier of goods & services to the Township. At no time will the proponent, or any individual acting for the

proponent, be considered an employee of The Township of Augusta.

### **3.17 OTHER INFORMATION**

The Township reserves the right to require proponents to produce any of the following:

- Appropriate insurance certificates
- Appropriate WSIB documentation
- Relevant Financial and corporate information
- Other additional assurances or protections as deemed necessary by the Township of Augusta

### **3.18 OWNERSHIP OF DOCUMENTATION AND FREEDOM OF INFORMATION**

The information submitted in response to this RFP will be treated in accordance with the relevant provision of the *Municipal Freedom of Information and Protection of Privacy Act*. The information collected will be used solely for the purposes stated in the RFP. The proponent does, by the submission of a proposal, accept that the information contained in it will be treated in accordance with the process set out in the RFP. Proponents should clearly indicate in their submission which parts, if any, are exempt from disclosure under the *Municipal Freedom of Information and Protection of Privacy Act*. At minimum, the Township will release a list of the names and addresses of all Proponents. In addition, the Township will release the name of any successful Proponent(s) and the value of any contract entered into. Any submitted proposal shall immediately become the property of The Corporation of the Township of Augusta.

### **3.19 RIGHT TO AMEND REQUIREMENTS**

Upon awarding the contract based on the information submitted in proposals received, the Township reserves the right to work with the successful proponent to modify any of the proposal components outlined in the RFP that are agreeable to all parties. In the event that the chosen supplier fails to act in good faith by refusing or failing to negotiate, or fails to fulfill the intent of the RFP, or to execute the negotiated agreements within 15 business days of the award, the supplier will be considered to have abandoned all rights and interest in the contract award, and the award may be cancelled without penalty. The award may then be made to the next highest-ranked proponent, or all proposals may be rejected at the sole discretion of the Township.

### **3.20 RIGHT TO DENY BIDDING ON FUTURE REQUESTS FOR SERVICE**

The Township reserves the right to deny any successful bidder the right to respond to any future Request for Quotation, Tender or Proposal in the event

of poor performance. For greater clarity, the Township will monitor the performance of any successful bidder and shall provide written notice of any deficiencies of service. Should deficiencies be persistent or of a significant nature, in addition to the right to terminate the contract, the Township will advise the successful bidder that their poor performance has rendered them ineligible to compete for similar future requirements on any Township of Augusta initiative.

### **3.21 LIMITATION OF LIABILITY**

The Township of Augusta enforces a strict code of ethics and attempts to always be fair in evaluating and awarding contracts resulting from any bidding process. By submitting a quotation, bidders agree that the Township will not be held liable for any amount required to prepare and submit a quotation in the event that the Township is found to have erred in any manner in the award of any contract.

### **3.22 INSURANCE**

The successful bidder shall at their own expense within 10 days of notification of acceptance and prior to the commencement of work, obtain and maintain until the termination of the contract or otherwise stated, provide the Township with evidence of:

- 1. Workplace Safety Insurance Board Certificate Clearance**
- 2. Commercial General Liability Insurance**

#### **Commercial General Liability**

Commercial General Liability Insurance issued on an occurrence basis for an amount of not less than \$5,000,000.00 per occurrence/\$2,000,000.00 annual aggregate for any negligent acts or omissions by the Company. Such insurance shall include, but is not limited to bodily injury and property damage including loss of use; personal injury; contractual liability; liquor liability; injury to participants; premises, property & operations; non-owned automobile; broad form property damage; owners & contractors protective; occurrence property damage; products & completed operations; employees as Additional Insured(s); contingent employers liability; tenants legal liability – Broad Form; cross liability and severability of interest clause

Such insurance shall add The Township of Augusta, its officers and employees as Additional Insured with respect to the activities of the Company. This insurance shall be non-contributing with and apply as primary and not as excess of any insurance available to the Township. The renter shall indemnify and save harmless the Township, their officers, employees and volunteers from and against any

liability, loss, claims, demands, costs and expenses, including reasonable legal fees, occasioned wholly or in part by any negligence or acts or omissions whether willful or otherwise by the renter, their officers, employees or other persons for whom the renter is legally responsible.

The Company shall provide the Township with a certificate of insurance in compliance with the insurance requirements as stipulated in the agreement. The Policies shown above shall not be cancelled unless the Insurer notifies the Township in writing at least thirty (30) days prior to the effective date of the cancellation. The insurance policy will be in a form and with a company which are, in all respects, acceptable to the Township.

**Errors & Omissions Liability Insurance:**

Errors and Omissions insurance coverage shall be obtained to a limit of not less than \$2,000,000. If such insurance is written on a claim made basis, the policy shall contain a 24-month extended reporting period or be maintained for a period of two years subsequent to conclusion of services provided under this Agreement.

The Policies shown above shall not be cancelled unless the Insurer notifies the Township in writing at least thirty (30) days prior to the effective date of the cancellation. The insurance policy will be in a form and with a company which are, in all respects, acceptable to the Township.

**Indemnification and Hold Harmless:**

The successful contractor shall indemnify and hold the Corporation of the Township of Augusta, their officers, and employees harmless from and against any liability, loss, claims, demands, costs, and expenses, including reasonable legal fees, occasioned wholly or in part by any negligence acts or omissions whether willful or otherwise by the contractor, their agents, officers, employees, or other persons for whom the contractor is legally responsible.

**Other Requirements:**

**Occupational Health and Safety Act**

The Preferred Proponent, for purposes of the Ontario Occupational Health and Safety Act, shall be designated as the Contractor for this project and shall assume all the responsibility of the Contractor as set out in that Act and its regulations. The foregoing shall apply notwithstanding that the preferred Proponent has been referred to as the "Contractor" in this and any other related document.

The Contractor acknowledged that he/she has read and understood the Occupational Health and Safety Act.

The Contractor covenants and agrees to observe strictly and faithfully the provisions of the said Occupational Health and Safety Act. The Contractor agrees

to indemnify and save the Township harmless from damage or fines arising from any breach or breaches of said Occupational Health and Safety Act and/or the Township's Health and Safety Policies and Procedures.

The Contractor agrees to assume full responsibility for the enforcement of said Occupational Health and Safety Act and the Township's Health and Safety Policies and Procedures and to ensure compliance therewith.

The Contractor further acknowledges and agrees that any breach or breaches of the Occupational Health and Safety Act and/or the Township's Health and Safety Policies and Procedures whether by the Contractor or any of its sub-contractors may result in the Contractor and/or sub-contractor being removed from the site and in the immediate termination of this contract herein and forfeiture of all sums owing to the Contractor by the Township.

## **4 CONTEXT & REVIEW REQUIREMENTS**

### **4.1 INTRODUCTION**

The Township of Augusta (the Township) is soliciting proposals from qualified consultants/firms to undertake an Industrial Lands Feasibility, Servicing Strategy, and Municipal Services Corporation Assessment for the Maitland Industrial Park.

### **4.2 BACKGROUND**

The Township of Augusta is a predominantly rural municipality in eastern Ontario, located along the St. Lawrence River, and one of ten municipalities within the United Counties of Leeds and Grenville. With a population of approximately 7,615 (Statistics Canada, 2011) and a land area of 314.66 sq. km, Augusta offers a mix of rural residential opportunities, traditional settlement areas, and estate-style developments.

The Township's economic development mandate focuses on supporting local businesses, fostering trade and investment, and promoting sustainable growth across all sectors. The local economy is diverse, with strong agricultural roots complemented by commercial, industrial, recreation, and tourism sectors. Key products and services include agricultural goods, light manufacturing, tourism and recreation activities, and services supported through the Industrial Business Park and designated employment lands.

Augusta is strategically positioning approximately 2,000 acres of prime industrial employment lands along the St. Lawrence Corridor, including part of the Maitland Chemical Park, one of only two major chemical industrial areas in Ontario suitable for large-scale and heavy industrial development. With the recent closure of INVISTA's Maitland facility, these lands are being developed as a fully serviced, investment-ready industrial district to support long-term economic stability, attract new businesses, create jobs, and enable future-focused growth.

Through these initiatives, the Township continues to foster a vibrant business community that balances its rural and agricultural heritage with innovation, strategic investment, and opportunities for sustainable economic and trade development.

### **4.3 THE REVIEW**

#### **4.3.1 PURPOSE**

To conduct a comprehensive feasibility study and cost analysis for approximately 2,000 acres of industrial lands, including the Maitland Chemical Park. The

closure of the INVISTA Maitland facility in September 2025 represents a clear and documented trade-related economic disruption, with direct employment impacts on 100 local employees and broader implications for supporting businesses and the local and regional industrial economy. This closure underscores the vulnerability of export-dependent communities to U.S. trade disruptions and shifting cross-border investment decisions. This disruption has broader implications for the industrial base. Evonik, a major employer located within the Maitland Chemical Park, is currently serviced through shared water, wastewater, and electricity infrastructure with INVISTA.

Once INVISTA relocates operations to the United States, these servicing arrangements will no longer be viable, placing Evonik's continued operations in the industrial park at risk. Without intervention, the Township faces the potential loss of two major industrial employers, compounding job losses and economic instability in the region. The Township cannot complete the technical and strategic groundwork required to modernize municipal water, wastewater, and electricity servicing, evaluate a Municipal Services Corporation (MSC) governance model, or make these industrial lands fully site-ready for new investment.

The feasibility study will provide a clear, implementable pathway to stabilize existing industries, attract new industrial investment, and reduce reliance on U.S.-dependent supply chains. The outcomes of this project will guide future private-sector investment, support job retention and creation, stabilize the municipal tax base, and strengthen long-term economic resilience for the Township of Augusta and the broader Eastern Ontario region. By enabling a proactive response to trade-related economic disruption, this study will lay the foundation for diversified industrial growth, regional competitiveness, and more resilient domestic supply chains.

#### **4.3.2 SCOPE**

The objectives of this exercise will focus and answer the following;

- Assess and recommend the optimal governance and operating model for the MSC, including board composition, reporting relationships, and share structure.
- Analyze legal, financial, and risk implications of incorporation, including liability, asset transfer, and tax considerations.
- Review best practices and relevant models from Ontario and other jurisdictions.
- Develop a financial model, including capital and operating budgets, reserve fund requirements, and dividend/community grant policies.
- Outline asset transfer policy and compliance with Ontario Regulation 599/06.
- Recommend public consultation strategies and document stakeholder

feedback.

### **4.3.3 THE STUDY PROCESS**

The review will commence upon retention of the consultant. Prior to proceeding, the consultant will submit and receive approval for a finalized work plan, based on the Proposal and discussions between the Consultant Team Leader and the Township's Chief Administrative Officer (CAO).

### **4.3.4 DELIVERABLES**

The following outlines the Township's expectations for deliverables from the consultant throughout the process of review, analysis, and assessment.

- A detailed business case study, including:
  - Industrial Lands Feasibility & Constraints Assessment
  - Existing Invista Infrastructure Assessment
  - Servicing Options & Engineering Cost Analysis
  - Financial Modelling & Capital Strategy
  - Asset transfer policy and risk mitigation strategies
  - Municipal Services Corporation (MSC) Assessment
  - Strategic Development Plan & Investment Positioning
  - Stakeholder Engagement, Reporting, and Council Presentation
- Executive summary and fact sheet for Council and public distribution.
- All documents in accessible formats (MS Word, and PDF).
- Digital copies of all supporting data, maps, and analytical materials.

## **4.4 PROJECT ADMINISTRATION**

The consultant will report to the Township's CAO. The CAO will be the main point of contact for coordinating requirements of the study and managing and reporting project status. The Township's CAO works in conjunction with other Township Staff and other external parties:

- Conduct the consultant selection process;
- Approve the Final Work Plan;
- Conduct project oversight;
- Provide corporate and departmental information consistent with the consultant's mandate;
- Coordinate consultation and meetings with a Working Group and Council and other technical expert staff/agencies as deemed required including

- the United Counties of Leeds & Grenville, applicable Conservation Authorities, and other Provincial ministries, etc.;
- Attend meetings with the consultant for status updates and to provide input on study development;
- Participate in the review and comment on any draft versions of the study.

#### **4.5 THE CONSULTANT**

For the purpose of this Request for Proposal, the term “Consultant” in the Terms of Reference also means “Consulting Team” and includes any combination of individuals, firms, companies, or corporations party to the Proposal.

#### **4.6 THE CONSULTATION PROCESS**

Effective consultation will be important to the success of this initiative. Therefore, in the Proposal, the consultant will recommend a plan for a consultation process that will identify the critical stakeholders and recommend an engagement process.

The details of the consultation process will be established in the finalized work plan, which is referenced in Section 4.7 “Timing.” The Township’s CAO will support the consultant when scheduling meetings and with the preparation of agendas, presentation materials, and meeting minutes. Prior to the scheduling of meetings, the consultant shall confer with the Township’s CAO.

#### **4.7 TIMING**

Prior to commencing work on the project, the consultant will submit a finalized work plan, which will assign dates for the completion of various milestone tasks on the timeline.

#### **4.8 CONTENT OF PROPOSALS**

The consultant will be retained on the basis of a written proposal and, if necessary, interviews held by the Township. Selected Proponents may be short-listed for interviews.

The written Proposal shall contain the following information:

- Members of the consulting team, including their qualifications and experience;
- Identification of the Consultant Team Leader;
- An explanation of the approach and methodology to be used and research

- to be undertaken to achieve the project's goals and objectives, as outlined in the Request for Proposal;
- A stakeholder consultation strategy;
- A comprehensive work plan/project schedule, including timelines, milestones, meetings, and key dates, which fulfill the requirements of the Terms of Reference;
- An upset cost for the completion of the project, which includes a breakdown of the hourly rates attributable to each of the Consultant Team members and the hourly time commitment by task, for each of the participants; and all other costs and related disbursements;
- Documentation of related experience;
- A list of three (3) client references in respect of projects similar to the one described in the Terms of Reference, preferably in a municipal environment.
- In the proposal the consultant shall indicate any projects it is currently undertaking which may represent a professional conflict with the conduct of this study.

The maximum length of the Proposal shall be fifteen (15) pages, exclusive of resumes, references, and documentation relating to project experience.

#### 4.9 EVALUATION CRITERIA

The Proposal will be evaluated on the basis of the following criteria:

Criteria	Score
<p><b>Qualifications and Experience</b></p> <ul style="list-style-type: none"> <li>• Capability of the Consultant Team Leader;</li> <li>• Degree of Participation of the Consultant’s senior staff;</li> <li>• Qualifications and expertise of the team members;</li> <li>• Skills consistent with the needs of the project;</li> <li>• Experience in similar studies;</li> <li>• Level of public sector experience;</li> <li>• Experience in the operations of multi-disciplinary organizations;</li> <li>• Demonstrated success in stakeholder consultation and the quality of the proposed consultation plan.</li> </ul>	<p><b>45%</b></p>
<p><b>Quality of the Proposal</b></p> <ul style="list-style-type: none"> <li>• Complete and comprehensive submission;</li> <li>• Demonstrated understanding of the project requirements;</li> <li>• Organization and clarity of presentation;</li> <li>• Public outreach strategy;</li> <li>• Skill in communicating the project plan.</li> </ul>	<p><b>25%</b></p>
<p><b>Project Management</b></p> <ul style="list-style-type: none"> <li>• Work program and scheduling of major milestones and meetings;</li> <li>• Timelines consistent with study requirements;</li> <li>• Approach to reporting and invoicing;</li> <li>• Monitoring of budget;</li> <li>• Appropriate allocation of resources to the various phases or study tasks;</li> <li>• Ability to commit to the timing objectives for the completion of the study;</li> </ul>	<p><b>20%</b></p>
<p><b>Financial</b></p> <ul style="list-style-type: none"> <li>• Proposal Fee;</li> </ul>	<p><b>10%</b></p>
<p><b>Maximum Attainable Score</b></p>	<p><b>100%</b></p>

#### **4.10 SHORT-LIST DISCUSSIONS/INTERVIEWS/PRESENTATIONS REQUIREMENT**

The Township may create a short list of Proponents based on the evaluation results. The Shortlisted Proponents may be further evaluated on a score of 25.

The Township reserves the right to incorporate discussions/interviews/presentations (the "Interview") into the Proposal evaluation process at the short-list stage. The Township, at its sole discretion, may interview short-listed Proponents and may ask them to make a short formal presentation to the Township. (Presenters will be required to supply their own presentation equipment and materials.)

The Interview would serve as the mechanism for further evaluation of the Proposals of short-listed Proponents at an in-depth and more detailed level in order to establish the finalist for Preferred Proponent status. The further detailed evaluation will take into account, discussions, presentations, and clarifications with/by short-listed Proponents and analyses by the Township, together with such other considerations as the Township, in its sole discretion, deems necessary to complete its assessment of the short-listed proposed solutions. Bonus points to a maximum of 25 points will be awarded in addition to the score obtained through the Evaluation Criteria.

Short-listed Proponents must be prepared to answer questions on their Proposals and shall cooperate with the Township with respect to Interview scheduling and any other requirements imposed by the Township.

The Township reserves the right to limit interviews to a number of the top-scoring Proponents as determined by the Township regardless of the number of Proponents who qualified for the shortlist and the scoring point spread thereof. The Township reserves the right to augment the shortlist at any time.

#### **4.11 NEGOTIATIONS**

On completion of the evaluation process, vendor negotiations will be undertaken to refine the details of the contract for all portions of the proposed services described in this Request for Proposals. Negotiations may take the form of adding, deleting, or modifying requirements.

Assuming mutually acceptable terms and conditions can be negotiated a contract will be signed with the selected Proponent. In the event of default or failure to arrive at mutually acceptable terms and conditions the Township may accept another Proposal or seek new Proposals or carry out this service in any other way deemed appropriate.

#### **4.12 DISBURSEMENT OF FEES**

The successful Proponent will be required to submit a payment schedule prior to commencing the project. The payment schedule shall be subject to the approval of the Township's CAO.

Invoices will be required to contain the following minimum information:

- Description and explanation of work undertaken in each invoice time period;
- Personnel employed and hours expended by the hourly rate;
- Disbursements;
- Total Fee for each invoice;
- 10% holdback applicable to all invoices, without interest.

The 10% holdback shall be reimbursed on the submission of the final report.

#### **4.13 BACKGROUND DOCUMENTATION**

The following documents are deemed necessary as background information for the proponents in the preparation of the proposal. The background will assist in developing an understanding of the Township of Augusta and the context of the deliverable. The information cited below is not considered to be comprehensive or necessarily all that may be pertinent.

- Industrial Park Map
- Invista Asset Portfolio

### **5 SUBMISSION REQUIREMENTS**

#### **5.1 PROPOSAL RESPONSE FORM**

Proponents must respond using the Response Form provided. **This form must be signed and dated by an authorized individual at the appropriate location, and must include the following information:**

a. References

Proponents should provide a minimum of three (3) references, preferably dealing with municipal governments.

b. Resumes

Proponents shall include resumes of all key personnel they propose to use in the completion of these requirements.

c. Pricing

Proposals should include hourly rates for all individuals who might be employed on the project. In addition, any and all ancillary charges including mileage, per diems, telephone calls, etc., shall be clearly stated.

d. Value Added

Clearly indicate any value-added items that are included within the response. These may be items included within the response which are above and beyond the requirements but add value to the service provided.

**The Corporation of the Township of Augusta**

**Proposal Form**

**Consulting Services for the Industrial Lands Feasibility, Servicing Strategy, and  
Municipal Services Corporation Assessment**

**The Corporation of the Township of Augusta**

THIS PROPOSAL IS SUBMITTED BY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ POSTAL CODE: \_\_\_\_\_

PROVINCE: \_\_\_\_\_ FAX NO: \_\_\_\_\_

TELEPHONE NO: \_\_\_\_\_ CELL NO: \_\_\_\_\_

E-MAIL ADDRESS: \_\_\_\_\_

PROPONENTS H.S.T. NO: \_\_\_\_\_

**THAT Addendum/Addenda** No. \_\_\_\_ to \_\_\_\_ inclusive relating to the said contract have been

received and the Proponent hereby accepts and agrees to the same as forming part and parcel

of the said Contract.

NAME OF AUTHORIZED PERSON(S):

POSITIONS(S) OF THE PERSONS(S):

\_\_\_\_\_  
(print)

\_\_\_\_\_  
(print)

\_\_\_\_\_  
(print)

\_\_\_\_\_  
(print)

The Corporation of the Township of Augusta, Hereafter called the "Owner"

I/WE \_\_\_\_\_ the  
undersigned declare:

1. THAT I/WE have carefully examined the Request for Proposal Documents relating thereto, prepared, submitted and rendered available by the Owner, and hereby acknowledge the same to be part and parcel of any contract to be let for the Service or Work therein described or defined.
2. THAT this document has not been changed or altered in any way from the original wording.
3. THAT no Person(s), Firm or Corporation other than the one(s) identified in the Proposal has any interest in this Proposal or in the Contract proposed to be undertaken.
4. THAT this Proposal is made without any connections, knowledge, comparison of figures or arrangements with any other company, firm or person making a Proposal for the same service or work and is in all respects fair and without collusion or fraud.
5. THAT the Proponent represents no member of Council, and no officer or employee of the Owner, is, or has become interested, directly or indirectly, as a contracting party, partner, stockholder, surety or otherwise howsoever in or on the performance of the said contract, or in the supplies, service or work or business in connection with the said contract, or in any portion of the profits thereof, or of any supplies to be used therein, or in any monies to be derived there from.
6. THAT the matters stated in the said Proposal are in all respects true accurate and complete.
7. THAT I/WE do hereby Propose and offer to enter into a contract to provide the service or work described or implied therein including H.S.T. in effect on the date of the acceptance of Proposal, and all other charges on the provisions therein set forth and to accept in full payment therefore, in accordance with the prices and terms set forth in the Proposal herein.
8. THAT additions or alteration to or deductions from the said Contract, if any, shall be made in accordance with the prices stated in the Schedule of Unit prices in strict conformity with the requirements of the Contract.
9. THAT this Proposal is irrevocable and open for acceptance, by the Owner until Ninety (90) Working Days have elapsed from Closing Time. The Owner may at any time within that period, without notice, accept this Proposal whether previously any other Proposal has been accepted or not.

10. THAT the awarding of the contract by the Owner is based on this submission, which shall be an acceptance of this Proposal.
11. THAT if the Proposal is accepted, I/WE agree to furnish all documentation, as required by the contract document and to execute the agreement in triplicate within Seven (7) Working days after notification of award.
12. That I/WE agree to save the Owner, its officers, agents, and/or employees, harmless from liability of any kind for the use of any composition, secret process, invention, article or appliance furnished or used in the performance of the contract of which the Proponent is not the patentee, assignee, or licensee.
13. THAT I/WE acknowledge that we will perform all work in accordance with the Occupational Health and Safety Act and all its associated regulations.
14. **THAT Addendum/Addenda** No. \_\_\_\_ to \_\_\_\_ inclusive relating to the said Contract have been received and the Proponent hereby accepts and agrees to the same as forming part and parcel of the said Contract.
15. **THAT I/WE ACKNOWLEDGE THE TOTAL PROPOSAL PRICE (INCLUDING TAXES) SHALL BE:**

---

\_\_\_\_\_ DOLLARS (\$) \_\_\_\_\_ )  
In lawful money of Canada.

16. **THAT I/WE affirm that it is duly authorized to complete this Proposal by signing it.**

**IF PROPONENT A CORPORATION:**

NAME OF CORPORATION:

---

SIGNATURE:

---

(I have the authority to bind the corporation)

WITNESS:

---

**IF MULTIPLE CORPORATIONS ADD ADDITIONAL SIGNATURE PAGE:**

DATED AT THE (CITY/TOWN)

---

THIS \_\_\_\_\_ DAY OF \_\_\_\_\_ 20\_\_\_\_\_

**IF PROPONENT AN INDIVIDUAL OR SOLE PROPRIETOR:**

NAME OF CORPORATION:

---

(I have authority to bind the corporation)

WITNESS:

---

**IF PROPONENT IS A JOINT VENTURE REFER TO THE DEFINITION OF  
AUTHORIZED PERSON:**

DATED AT THE (CITY/TOWN)

---

THIS \_\_\_\_\_ DAY OF \_\_\_\_\_ 20\_\_\_\_\_

**SCHEDULE I**

**FIXED FEES FOR CONSULTING SERVICES**

Total Fixed Fees shall be equal to, and shall not exceed:

**Fixed Fee:** \$ \_\_\_\_\_

**H.S.T.:** \$ \_\_\_\_\_

**TOTAL:** \$ \_\_\_\_\_

**(Transfer Total Fee including HST to the Proposal Form, Item 15 on page 24 of 29)**

- A) Please provide a proposal with payment based on Project Milestones/  
Deliverables for the completion of the whole project.
  
- B) Please provide a **detailed payment plan** indicating itemized payments including  
a breakdown of staff hours, costs, and consultant's assignment for each  
component must be attached to the proposal.

**SCHEDULE II**  
**LIST REFERENCES**

Please provide a minimum of three (3) qualified customer references. The Township reserves the right to use these references for evaluation of proposals.

**REFERENCE #1**

Company Name: .....

Industry: .....

Address: .....

Contact Name: .....

Title: .....

Telephone Number: .....

E-Mail: .....

Project Description: .....

.....

Completion Date (mm/dd/yyyy): .....

**REFERENCE #2**

Company Name: .....

Industry: .....

Address: .....

Contact Name: .....

Title: .....

Telephone Number: .....

E-Mail: .....

Project Description: .....

.....

Completion Date (mm/dd/yyyy): .....

**REFERENCE #3**

Company Name: .....

Industry: .....

Address: .....

Contact Name: .....

Title: .....

Telephone Number: .....

E-Mail: .....

Project Description: .....

.....

Completion Date (mm/dd/yyyy): .....

**6. RETURN MAILING LABEL**



**SEALED PROPOSAL**

**FROM:** \_\_\_\_\_

TOWNSHIP OF AUGUSTA  
3560 COUNTY ROAD 26  
PRESCOTT, ON K0E 1T0

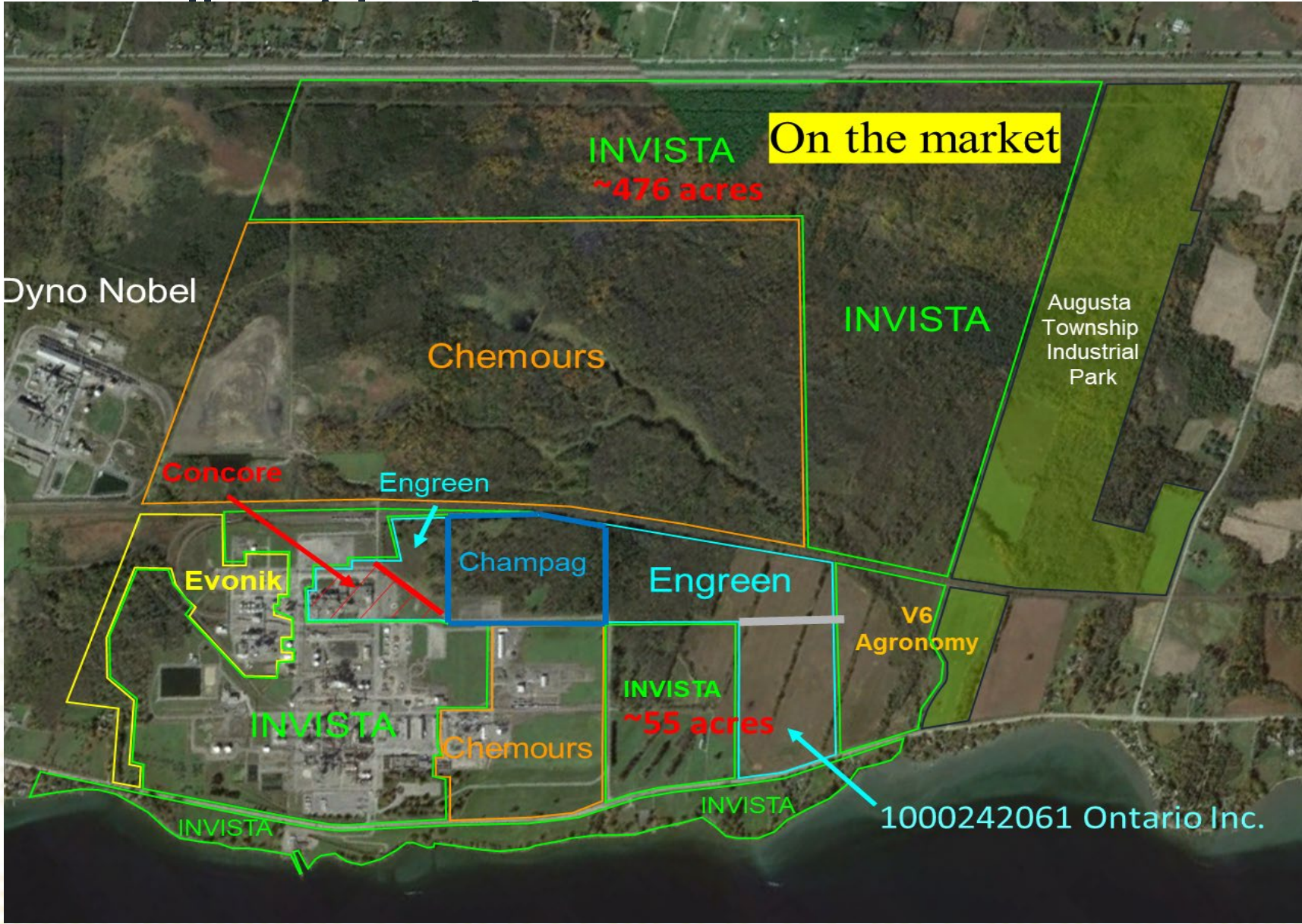
**ATTENTION: CHIEF ADMINISTRATIVE OFFICER**

**REQUEST FOR PROPOSALS  
(ADM2026-05)  
INDUSTRIAL LANDS FEASIBILITY,  
SERVICING STRATEGY, AND MUNICIPAL  
SERVICES CORPORATION ASSESSMENT  
CLOSING DATE: MAY 1, 2026 @ 12:00 NOON**





# Maitland Site Industrial Park



On the market

INVISTA  
~476 acres

Dyno Nobel

Chemours

INVISTA

Augusta  
Township  
Industrial  
Park

Concore

Engreen

Evonik

Champag

Engreen

V6  
Agronomy

INVISTA

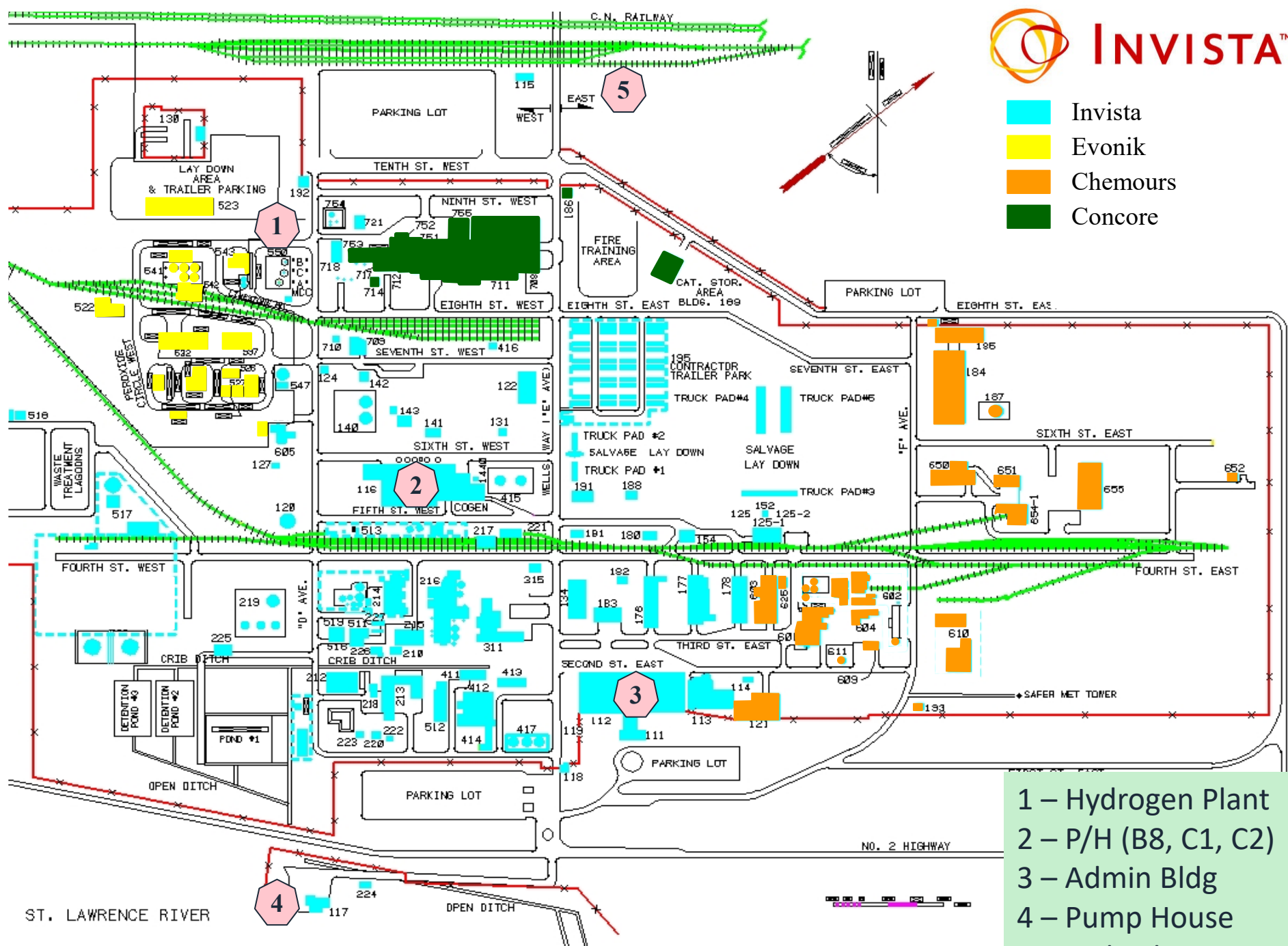
Chemours

INVISTA  
~55 acres

INVISTA

1000242061 Ontario Inc.

- Invista
- Evonik
- Chemours
- Concore



- 1 – Hydrogen Plant
- 2 – P/H (B8, C1, C2)
- 3 – Admin Bldg
- 4 – Pump House
- 5 – Rail Siding

# Service Water

The Maitland Site draws water from the St. Lawrence River through multiple intakes and screens. Six centrifugal pumps supply water for cooling, drinking, and boiler use, with flow managed by pressure-control valves. Two diesel pumps serve as emergency backups. The site also stores chemicals for water chlorination and dichlorination.

Total pump capacity of 50,000 USGPM.

Delivery pressure of 80-100 PSIG.

Permit to take water is publicly available (Number 4560-CXCRWT).

Maximum taken per day total is 327,500,000 liters.



# Potable Water

Maitland's potable water system supplies drinking water and fire protection. Water is pumped from the St. Lawrence River, filtered, chlorinated, and stored in a large tank. Pressure is maintained by an electric pump, with diesel pumps activating during high demand, such as fire system use.



Asset	Design Rating/Capacity
Travelling Screens (2)	10,000 USGPM/screen
#1 Service Water Pump	5,200 USGPM
#2 Service Water Pump	5,200 USGPM
#3 Service Water Pump	5,200 USGPM
#4 Service Water Pump	10,400 USGPM
#6 Service Water Pump	10,400 USGPM
#7 Service Water Pump	15,000 USGPM
#1 Service Water Diesel	2,500 USGPM
#2 Service Water Diesel	2,500 USGPM
Hypochlorite Tank	9,000 USGPM
Metabisulfite Tank	9,000 USGPM



# Electrical Generation & Distribution

- Site has two 46 kV utility feeders
- Site distribution is via a 13.2 kV system unit substations that provide 4160/2300/600 volts for site loads.
- Cogen 1, installed in 1992, has a 36.7 MVA generator capable of 52 MW and operates under a contract with IESO to supply power when needed. Its heat recovery steam generator is Boiler 6.
- Cogen 2, installed in 2015, has a 7.2 MVA generator with 9 MW capacity, mainly to reduce imported power and enable plant isolation; it uses Boiler 7 as its HRSG and must operate above 50% load to meet NOx emission limits.

Asset	Design Capacity	Minimum Load
Cogen 1	52MW	20MW
Cogen 2	9MW	3.5-4.0MW



# Boiler Feedwater Treatment

- BFW treatment equipment available to meet steam generation capacity.
- Treatment technologies include sand filtration, ion exchange, reverse osmosis, deaeration and chemical addition

## Steam Generation

- Steam produced at 450 PSIG and let down to 250 PSIG, 100 PSIG & 15 PSIG
- Steam production capacity:
  - Boiler 6 (1992) – 135 KPPH
  - Boiler 7 (2015) – 140 KPPH
  - Boiler 8 (2025) – 130 KPPH



# Hydrogen Production



- Installed in 1985. Reformer tubes replaced in 2007.
- Hydrogen is produced by means of a steam-methane reformer and is purified through a 6 bed Pressure Swing Adsorption (PSA) unit
- Plant capacity - 12,250 NM<sup>3</sup>/HR
- Minimum turndown – 2,500 NM<sup>3</sup>/HR
- Steam required to meet plant rates is generated at 450 PSIG within the plant in the process gas boiler. Excess steam generated is exported back to the site steam distribution system.
- H<sub>2</sub> plant has a liquid Nitrogen storage and evaporation facility with a design capacity of 60,000 SCFH of 100 PSIG gaseous Nitrogen.

Vessel	Vessel Age	Catalyst	Expected Life	Last Change	Next Change
Desulphizer	1985	Clariant ActiSorb®S2	10 Yrs	2017	2027
Reformer Tubes	2007	ReforMax®330 LCP Plus (bottom layer) ReforMax®210 LDP Plus (top layer)	~ 5-8 Yrs *	2020	2027
High Temperature Shift Reactor	1985	Shiftmax 120HCF	~ 5-7 Yrs *	2024	2029
Low Temperature Shift Reactor	1990	Shiftmax 217 Plus	~ 5-8 Yrs *	2024	2029
PSA Bed #1	1985	Activated Carbon (H-2-6) Molecular Sieve (H-1) Molecular Sieve (H-15)	> 10 Yrs	2007	Current adsorbents have been discontinued. UoP recommends full adsorbent change in all vessels when required.
PSA Bed #2	1985			2011	
PSA Bed #3	1985			2011	
PSA Bed #4	1985			2013	
PSA Bed #5	1985			2013	
PSA Bed #6	1990			1990	

\* dependent on plant rates



# Biotreatment and Sanitary Treatment Plants

- BTP is an activated sludge nitrification/denitrification facility, designed to biologically treat approximately 2,350 KG/DAY BOD at an average feed flow of 720 M3/DAY
- STP has a maximum licensed flow capacity of 100,000 US gallons per day



# Rail & Transportation

## Rail:

- Maitland Site is connected to the main CN rail line at the North end of the property
- Rail system has a maximum capacity to store 185 railcars
- Site moves railcars with site owned locomotive or Trackmobile railcar mover
- Site has multiple rail load or offloading facilities
- Rail scale located at North end certified to a maximum 146,960 KG

## Truck:

- Maitland Site has multiple truck loading or offloading facilities
- Site has a truck scale certified to a maximum weight of 79,500 KG



# Compressed Air



- In the Maitland Site Power House, there are 2 Ingersoll-Rand horizontal-vertical type two stage reciprocating compressors (MAC 1 & MAC 2).
- As well as a Worthington 2 stage horizontally-opposed type reciprocating compressor (MAC 5) with a slightly higher capacity.
- MAC 5 is equipped with a blow-off with silencer due to its excess capacity for current site requirements.
- Air from the air compressors is supplied at 115 PSIG. The air passes through mist eliminators and filters to remove any oil before entering the dryers.
- Each dryer on site is capable of continuously drying 2,700 SCFM of air at 110 PSIG saturated at 21 DEG C to a final outlet dew point of -35 DEG C

Asset	Design Conditions	Design Capacity
#1 MAC	115 PSIG / 15.5°C	2,800 SCFM
#2 MAC	115 PSIG / 15.5°C	2,800 SCFM
#5 MAC	115 PSIG / 15.5°C	3,200 SCFM
Lectrodryers (3)	115 PSIG / 21°C	2,700 SCFM / dryer