



Market Sounding Document

2.0 Market Sounding Questions

2.1 Key Objective Questions

1. Are there opportunities for the City and UNBC to lower life-cycle costs and minimize government expenditures by moving away from a traditional procurement model?
2. Are the vision and objective statements provided by the project team realistic and achievable?
3. Is the Project attractive? Could you make a reasonable return from it?
4. Do you think a public-private partnership—where a private sector partner assumed additional risk for a reasonable return (i.e. financing or operations)—is a reasonable model for this type of project?
5. Do you have any public private partnerships experience that would be applicable to this project? Would you consider any past experiences positively or negatively?

2.2 General Questions

1. Would you be interested in bidding on this project as a member of a DBFO consortium?
2. What barriers to entry (e.g., prevent your company from participating in the procurement process) do you perceive may exist?
3. What is your firm's experience with partnering or managing a consortium through a special purpose vehicle for specific projects? Have those partnerships resulted in successful outcomes? Alternatively, do you feel your firm has the capability to address the entire project alone?
4. Given your understanding of the project, are you aware of any alternative solutions that you feel are feasible or worth considering?
5. Would you consider participating in competitive process? If not, why? Would changes in our approach make the opportunity seem more worthwhile?

6. What challenges would you expect to face if you entered a competitive process?
7. Do you feel that a 12 month design and construction period for this project is reasonable in Prince George? If not, can you suggest a reasonable construction period?
8. Are there any concerns or issues you would like to raise that we have missed?

2.3 Commercial and Finance Related Questions

1. What approaches to pricing or charges do you normally consider? Do you have minimum acceptable profit margins, typical pricing structures, etc.?
2. Would you consider providing additional capital funding for the project if required?
3. Do you feel that a 30 year operating term is sufficient? Would you recommend an alternative term and if so, why?
4. What experience do you have with public sector clients? How have you found those experiences?
5. What challenges might you expect to face if you were the successful proponent (or part of a successful proponent team)?
6. What significant risks do you perceive with this procurement process? How might you manage those risks?
7. With the information provided to you in this document, can you provide an indication if the total capital cost would vary significantly from \$30.5 Million?
8. With the information provided to you in this document, can you provide an indication if the annual operating cost would vary significantly from \$900K?
9. How would you plan to partner with the NSCL on the revenue and programming risk of the Project?