

City of Ottawa

**Lansdowne Park Revitalization Development Opportunity  
RFO No. 24425-90957-001**

**Fairness Monitor's Report  
July 3, 2025**



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# 1. Project Highlights

## 1.1 Project Background and Objectives

Lansdowne Park was created as a municipal fairground in 1868. It has evolved over time and in 2012 the City of Ottawa and the Ottawa Sports and Entertainment Group (OSEG) entered the Lansdowne Limited Partnership (the Partnership) to redevelop Lansdowne Park. Now the Partnership is, subject to approval by Ottawa City Council, preparing to move forward moving forward with a second phase of development, referred to as Lansdowne 2.0, to improve upon the park's overall business operations. As part of the revitalization plan the City of Ottawa is conducting a RFO to find a real estate developer interested in purchasing, or entering a long-term lease, an 86,358 square foot (8,023 sq. meters) mixed-use development Parcel that can support two residential towers of up to 40 stories.

The residential tower development is the third phase of Lansdowne 2.0 and is being offered to the development industry under either a purchase or lease. The following Request for Offer (RFO) describes the revitalization plan, the development opportunity, and the bid process. The intent of the RFO is to solicit offers for the Parcel in a fair, open and transparent process.

## 1.2 Fairness Engagement Scope of Work

P1 Consulting was engaged in to act as the Fairness Monitor to review and monitor the communications, evaluations and decision-making processes that were associated with the RFO procurement process.

In our provision of Fairness Monitoring services, we were responsible for monitoring all aspects of the procurement process in order to confirm it was conducted in a manner consistent with the RFQ, to review the evaluation guidelines and process and to confirm that the principles of fairness, openness and transparency were maintained. In our role we confirmed the following steps were taken to support a fair process:

- Ensuring clarity and consistency of the RFO and related documentation;
- Adherence to the processes described in the RFO
- Objectivity and diligence during the procurement process in order to ensure that it was conducted in a transparent manner;
- Compliance of participants with strict requirements of conflict of interest and confidentiality during the procurement and evaluation processes; and
- Oversight to provide a process where the Respondents are treated fairly.

## **2. Request for Offer Process**

### **2.1 Development of the Request for Offer**

P1 reviewed the RFO prior to the RFO release date, and all our comments related to fairness were addressed by the City. We confirm that, from a fairness perspective, the RFO provided the Respondents a fair process. The RFO release date was February 10, 2025.

### **2.2 RFO Open Period Process**

Throughout the RFO open period, the City responded to the questions from the Respondents and issued Addenda to provide greater clarity on the requirements and process. P1 Consulting reviewed all documents that were posted to confirm that they were acceptable from a fairness perspective.

### **2.3 Commercially Confidential Meetings and Site Visits**

The RFO process included an opportunity for Respondents to request a Commercially Confidential Meeting (CCM) with the City to discuss various elements related to the development opportunity. Respondents were required to pass a Viability test in order to attend a CCM, the Viability Test criteria were included in the RFO.

P1 Consulting reviewed the approach to the CCMs with the City in advance, and a representative of P1 Consulting attended every CCM scheduled between the City and the Respondents and confirms that they were conducted in a fair and consistent manner.

All Respondents who attended a CCM was also offered the opportunity to attend a Site Visit. P1 Consulting reviewed the Site Visit process and approach with the City in advance and confirms that the approach was fair.

### **2.4 Offer Receipt**

The RFQ closing date and time was April 30, 2025, 3:00pm. Offers were received in a paper or hard copy form together with a memory stick containing a digital copy of the submission in accordance with the RFO, at the Delivery Address. Offers were received from the following Respondents in advance of the closing date:

- Trinity Development Group
- Mirabella Development Corporation

The City's Procurement Officer undertook a review to ensure that the Proposals met the submission requirements and the evaluation team was subsequently granted access to the Proposals.

## **2.5 Evaluation of Offers**

The City assessed the Offers in accordance with the RFO. The City provided P1 Consulting with the results of the assessment and identified that Mirabella Development Corporation would proceed to negotiate a Purchase and Sale Agreement. Based on the information provided to P1 Consulting related to the assessment, the selection appears to align with the process and approach described in the RFO.

## **2.6 Debriefings**

To date, P1 Consulting has not been involved in any debriefing meetings held by the City.

### 3. Conclusion

Our fairness review was conducted without influence and we confirm that we are satisfied that, from a fairness perspective, the processes that we observed related to the RFO have been conducted in a fair, open and transparent manner. As Fairness Monitor for the City of Ottawa's RFO for Lansdowne Park Revitalization Development Opportunity, we are satisfied that the City has followed the procedures in accordance with the applicable RFO documentation and internal policies.



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