

EXPRESSION OF INTEREST (EOI)

SOUTHPORT GOLF COURSE

EOI Closing Date: July 20, 2017



SOUTHPORT AEROSPACE CENTRE INC.
25 Centenaire Drive
Southport, MB R0H 1N1
P 204.428.6030
www.southport.ca

Southport

Our Mission:

“To stimulate economic development in our region by realizing the full potential of Southport’s airspace, airport, and commercial and residential properties for the benefit of the communities we serve.”

Our Vision:

“Southport Aerospace is an entrepreneurial centre of excellence fostering innovation in training, new technologies, and diverse mixed-use property development and management.”

Our Culture:

Southport’s current culture is one of respect, equity, and loyalty
– with a high degree of flexibility and internal focus.

Our Corporate Values:

Excellence: *Our actions display an exemplary standard*

Accountability: *Our actions are executed in a safe, responsible and professional manner with full transparency*

Collaboration: *Our actions demonstrate successful teamwork*

Entrepreneurship: *Our actions seek and capitalize on new opportunities that create value*

Integrity: *Our actions are honest*

Respect: *Our actions are considerate and thoughtful*

Equity: *Our actions are just, fair and impartial*

Loyalty: *Our actions demonstrate commitment to the organization, our customers and community*

Introduction to Southport

Southport - Airport and Commercial Properties is a not-for-profit, non-share capital corporation. Southport owns and operates a fully functional Transport Canada certified airport that is home to 3 Canadian Forces Flight Training School and includes commercial, airside, groundside and residential properties with value-added recreation in a green space environment. A developing commercial centre and growing community, Southport is a proven economic driver for the local region and the Province of Manitoba as demonstrated in our 2016 Economic Impact Study.



Opportunity

Southport Golf Course is a nine hole semi-public golf course owned by Southport Aerospace Centre Inc. (Southport), which includes a licensed clubhouse, driving range and maintenance building. It occupies 40.6 hectares (100.24 acres) of land in the southeast section of the site.

Southport is inviting proposals for the operation and management of the golf course for a long term lease, as a semi-public golf course.

Southport will monitor the services during the term of the agreement and conduct ongoing reviews of the golf course components to ensure quality customer service.

The following are some of the responsibilities of managing the golf course:

- Controlling play on course
- Managing group bookings/tournaments
- Providing course marketing and advertising initiatives
- Any capital developments that are proposed and implementation of marketing
- Maintaining good clients/customer relations
- Providing maintenance repair to the club house
- Providing annual audited statements to Southport Aerospace Centre Inc.

See attached map for the full layout of the golf course.

Submission of Expression of Interest

Please submit a letter stating your formal EOI in this opportunity, including:

1. Background Information

- The names of all Principals associated with the EOI
- Examples of other developments of golf course operations carried out by the Applicant

2. Details of the Proposed Use

- Details of the character of the proposed development for the lands and/or arrangements for the long-term lease and operation of the golf course.

3. Business Plan

- Including services provided, concept plans and marketing plans.

Southport is interested seeking new ideas and opportunities to enhance the golf course.

Timelines

Submit EOIs to Southport **c/o Operations Administrative Assistant**, at 25 Centenaire Drive, Southport, MB, R0H 1N1, Canada, and clearly marked "**EOI for SOUTHPORT GOLF COURSE**". EOIs can also be submitted electronically by emailing them to operations@southport.ca. In the subject field enter "**EOI for SOUTHPORT GOLF COURSE**".

The closing date for EOIs is **2:00 PM CDT on July 20, 2017.**

Site tours will be scheduled with screened applicants during the week of **July 31 – Aug. 4, 2017.**

Contact Person for questions or to book site visit

Deanna Mitchell
Manager, Business Development

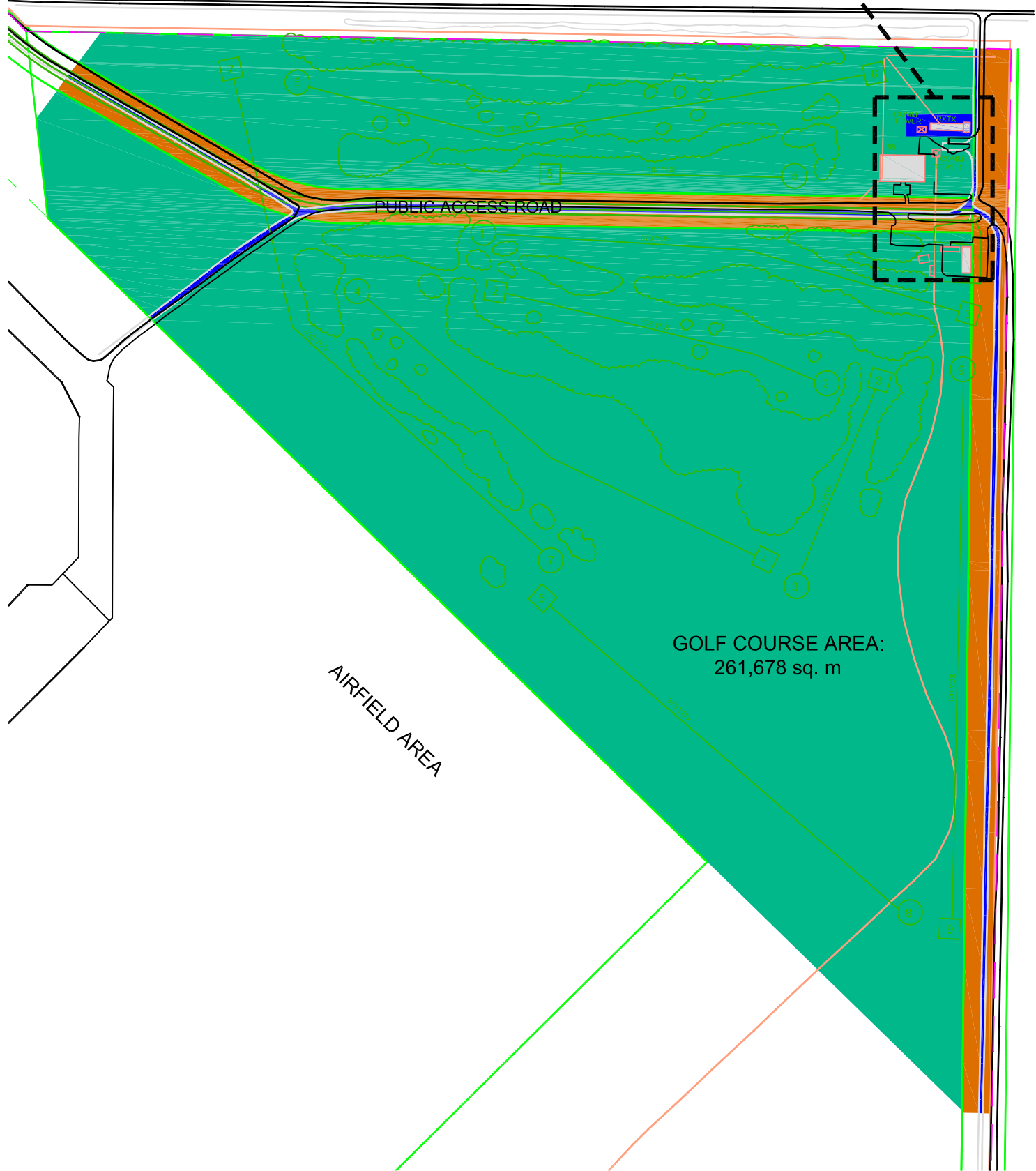
Or

Wade Linden,
Director, Operations
P 204.428.6030

E marketing@southport.ca



See Schedule "I(b)"



Legend:

- Lease Area
- Adjacent Areas (Contractor Responsibility)
- Landlord Responsibility Areas

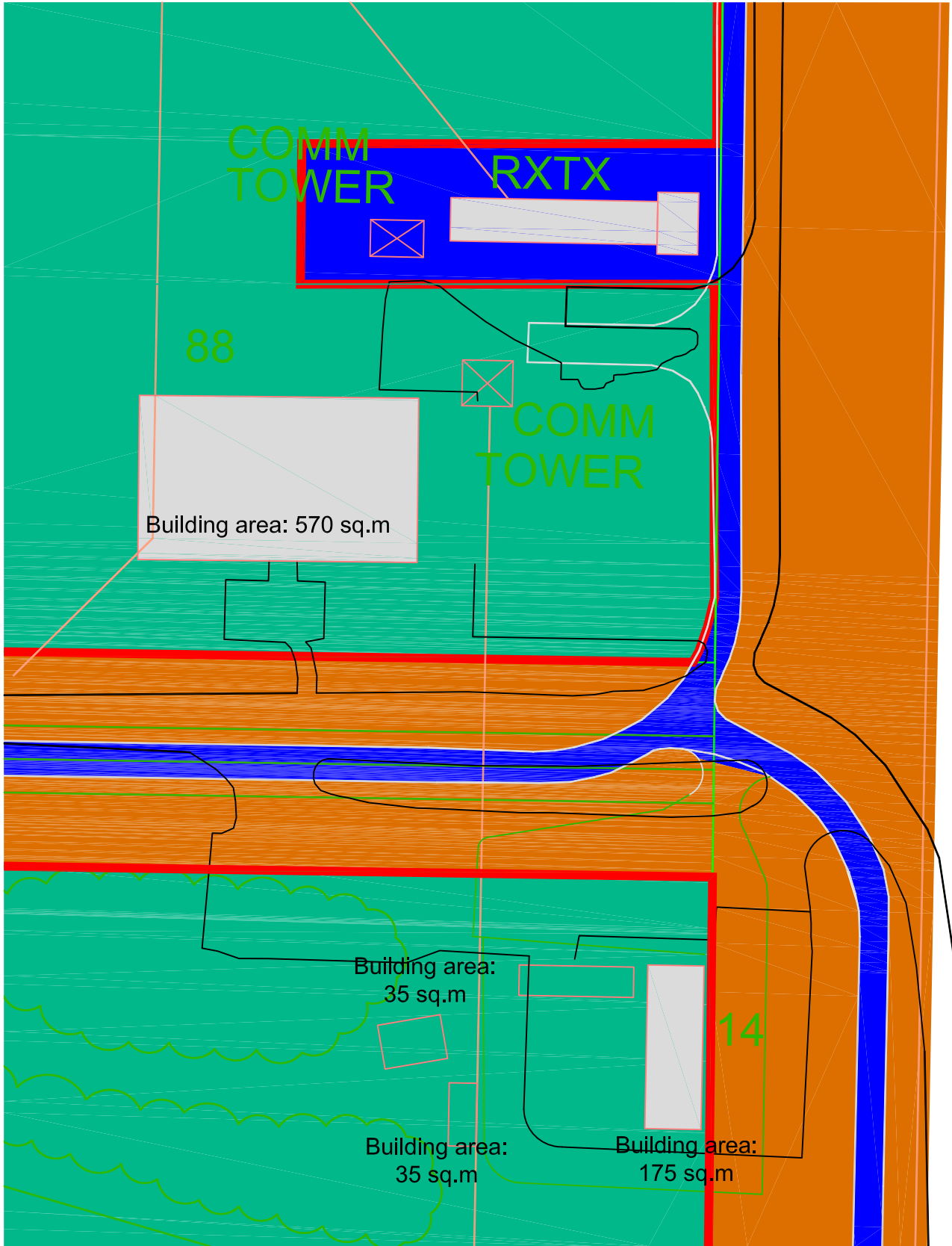
SCHEDULE "I(a)"

PREMISES PLAN
SOUTHPORT, MB




Southport

25 CENTENNAIRE DR.
SOUTHPORT, MB. R0H 1N1

PH. (204) 428-6030
FAX (204) 428-6036



Legend:

-  Lease Area
-  Adjacent Areas (Contractor Responsibility)
-  Landlord Responsibility Areas

SCHEDULE "I(b)"
PREMISES PLAN
SOUTHPORT, MB


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