



**South Kaien**  
LOGISTICS PARK

# LOGISTICS DEVELOPMENT OPPORTUNITY

## Parcel 2

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**METLAKATLA**  
Development Corporation

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# Request for Expression of Interest - Import Logistics Development Opportunity

## Introduction

The Metlakatla Development Corporation (MDC) and the Prince Rupert Port Authority (PRPA), the partnership, are seeking expressions of interest from organizations interested in leasing a 23-acre parcel (in whole or part) of prepared land. The range of uses could include import/export containerized logistics, cold storage, distribution/-support centre, liquified fuel export, and other uses related to import/export of goods.

The lands are a key part of the Port's integrated intermodal ecosystem strategically located near Fairview Container Terminal, Ridley Island's CANXPORT site, and Highway 16.

This Expression of Interest (EOI) package includes 3 attachments:

1. Expression of Interest document
2. Marketing brochure
3. Term Sheet template

## Opportunity

The Partnerships is seeking a developer/operator that will help drive import/export growth and support services through maximum utilization of the lands. The logistics park is a critical component of the Prince Rupert's regional growth and PRPA's broader strategy to develop an integrated intermodal eco-system to support 4M+ TEUs of terminal capacity by 2030.

The fee simple lands are owned by South Kaien Land Holdings Ltd., a subsidiary of Metlakatla Development Corporation and being co-developed with Prince Rupert Port Authority. The parcel will be graded to sub-base with utility services to lot line. The tenant will be responsible for building and financing all in-parcel improvements (i.e. utilities, asphalt, buildings).

Please refer to the South Kaien Land Lease Opportunity Brochure and the Term Sheet included with this package for more information.

## Commercial Terms

The lease is a unique opportunity for an enterprising developer/operator that wants to be an early entrant into an emerging, world class logistics ecosystem. Two key parameters dictate the lease rate and commercial terms:

- 1. Land preparation costs in the Prince Rupert area far exceed the market value of land.** For this reason, a NTCF federal grant was secured to offset approximately 50% of the total site preparation costs. Even with the grant, the cost to prepare land exceeds the estimated market rents.
- 2. DPW's Fairview Terminal expansion completed in 2022- increased the capacity to 1.6M TEUs and is now connected to the logistics park on South Kaien via a private dedicated drayage road.** The \$125M connector road was also completed in 2022. PRPA is planning on relocating the existing controlled access point outside of the logistics park to create a closed loop, integrated intermodal eco-system. The connector road removes costs and improves the velocity of the intermodal system overall, increasing truck turns from 4-5 per shift currently to 10+ per shift.

These two factors have resulted in an innovative approach to commercial terms for this tenancy. Commercial terms will be comprised of two components:

1. Basic rent. A fixed annual lease rate (indexed to the Consumer Price Index).
2. Throughput Fee. A \$/TEU throughput fee. The tenant will pay a \$/TEU throughput fee. The throughput fee enables the Partnership and tenant to mutually benefit in high production and buffer any risk associated with the tenant's ramp-up period.

The successful proponent can take possession of Parcel 2 in January 2027.



**METLAKATLA**  
Development Corporation



<b>Milestone Proposed Dates</b>	<b>Proposed Dates</b>
EOI Issued	June 2025
Proponents indicate their initial interest by e-mail	July 2025
Parties enter into an NDA and partnership provides additional commercial information	July 2025
Response to EOI Deadline	October 1, 2025
Proponents present submission	November 2025
MDC/PRPA shortlist proponents	December
Follow up meeting with shortlisted proponents	January 2026
Selection of Preferred Proponent	February
Lease Negotiations	Feb-June 2026
Binding Offer to Lease By	July 2026

## EOI Evaluation Process

The following criteria are listed in no particular order or precedence and will be used to evaluate the responses:

- Firm experience with relevant projects. Experience with Partnership's intended uses will be viewed favourably.
- Firm's brand recognition. The logistics park is a key part of what will be a worldclass intermodal and port development. Your firm's ability to attract, retain and/or support import and export cargo volumes is considered a strength.
- Understanding of the Prince Rupert market and South Kaien development opportunity. Demonstrate your familiarity with the Prince Rupert market and PRPA's vision for growth.
- Proposed programming / planned use for the 23-acre parcel (or sub-area). How will your firm ensure high utilization of the lands?
- Financial capacity. Your firm's ability to capitalize and support a large development over a sustained growth period.
- Value add: what differentiates your firm stand from the rest? How will your innovative and market-leading ideas contribute to a world class intermodal logistics ecosystem?

The evaluation will be confidential and will not be provided to any of the respondents. MDC and PRPA will review the submissions according to the evaluation criteria and shortlist 2-3 respondents for more detailed discussions.

## Response Requirements

### Respondent Profile

- Provide a description of your firm's profile including the number of years in business.
- Identify the primary personnel that will be involved in negotiations with MDC and PRPA.
- Briefly summarize why your firm should be our preferred proponent.

### Experience

- Describe 2-3 examples of project's similar to your intended use your firm has been responsible for developing and/or operating. Provide a reference contact for each.

### Financial Capacity

- Describe your firm's financial capacity to enter into a long-term ground lease for 23 acres (or less) and finance the development of containerized logistics facilities.

### Proposed Programming

Please briefly describe the following:

- Your firm's understanding of the Prince Rupert market, including PRPA's vision for integrated intermodal growth.
- The proposed design and use(s) of the 23-acre parcel (or sub-area) that supports the Partnership's objectives, drives or supports import/export container throughput and ensures a high utilization of land.
- Your firm's approach to attracting world class shippers.

### Value Add

- • Suggestions for increasing land use intensity, driving container growth, and strengthening PRPA's broader strategy to create an intermodal eco-system and overall port offerings. What makes your organization better than the rest?

## Contact

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Prince Rupert Port Authority  
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Proponents are encouraged to request a webex/phone meeting to review the EOI requirements. Personnel from MDC and PRPA will attend to provide additional information.





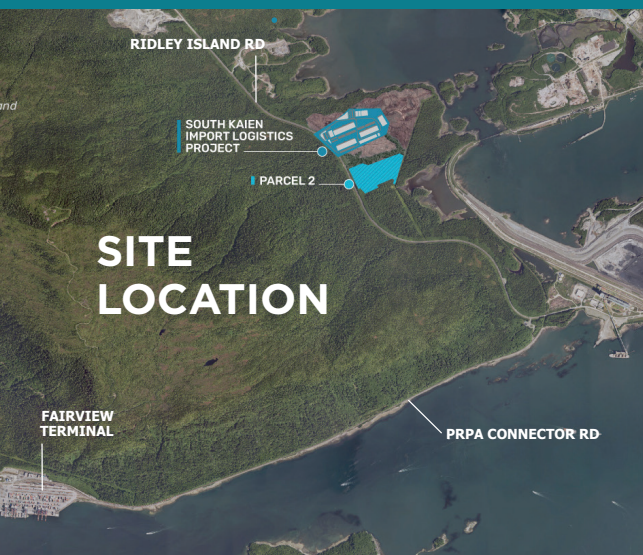
## South Kaien

### LOGISTICS PARK

## OVERVIEW OF OPPORTUNITY

Metlakatla Development Corporation (MDC) and the Prince Rupert Port Authority (PRPA) are developing a logistics park on fee simple lands in close proximity to DP World's Fairview Container Terminal. Parcel 2 totalling 23 acres is available for long-term ground lease. The lands are intended to accommodate uses that complement the rapid growth of the container business in Prince Rupert and capitalize on strong market interest for both import and export logistics services such as transloading and warehousing. The logistics park is a critical component of PRPA's broader plan to develop an integrated intermodal ecosystem to support 4M+ TEUs of capacity by 2030. The fee simple lands are owned by South Kaien Land Holdings Ltd., a subsidiary of Metlakatla Development Corporation, and co-developed with Prince Rupert Port Authority. The lands are cleared and some preliminary earthworks have begun.

# LAND LEASE OPPORTUNITY



## SITE LOCATION

	AREA	AVAILABILITY
PARCEL 2	23 acres (9.3 Ha)	Q1 2027



## PRPA LOGISTICS ECOSYSTEM

In just over a decade, the Port of Prince Rupert has become one of the fastest growing intermodal gateways in North America, handling over 740,000 TEUs in 2024. The success of the gateway is a result of a strong value proposition of speed to market and reliability of service, with committed supply chain partners working towards a common goal of establishing Prince Rupert as a major intermodal gateway. Approximately \$1.5 billion in infrastructure investments are planned or currently under construction in the Prince Rupert gateway to support the continued growth of the intermodal business as outlined in the image below.



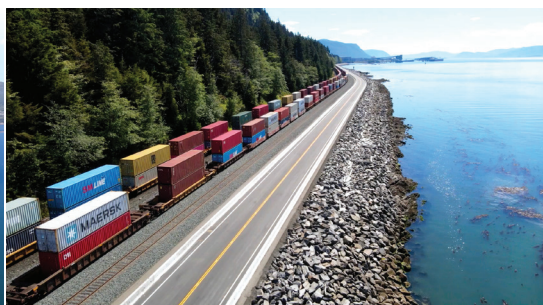
# PRPA LOGISTICS ECOSYSTEM

### CANXPORT



**PROJECT START: Q4 2021**  
**PROJECTED COMPLETION: Q1 2026**

### CONNECTOR CORRIDOR



**PROJECT START: Q3 2019**  
**PROJECT COMPLETION: Q2 2022**

### SOUTH KAIEN LOGISTICS PARK



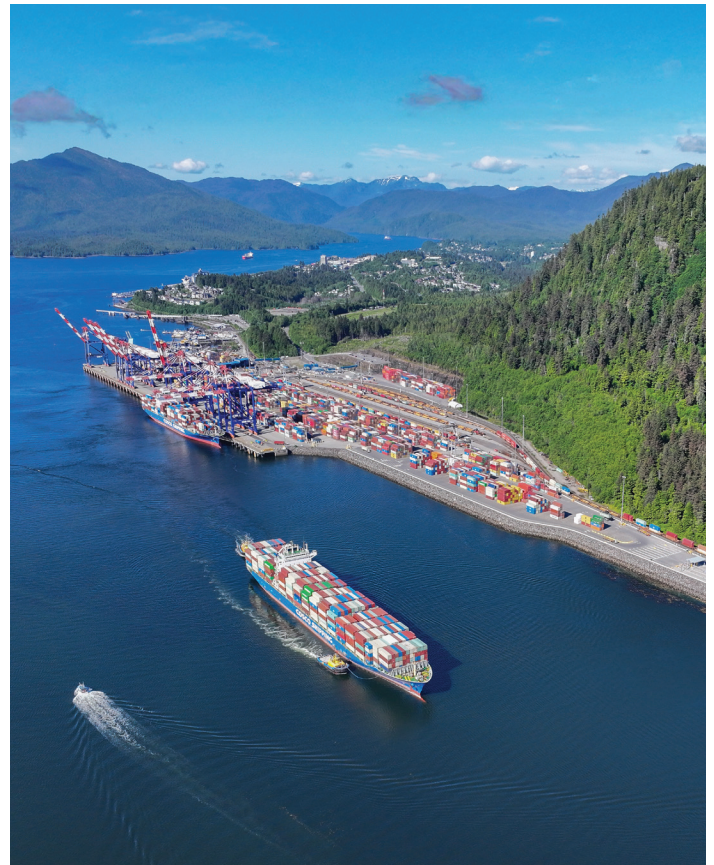
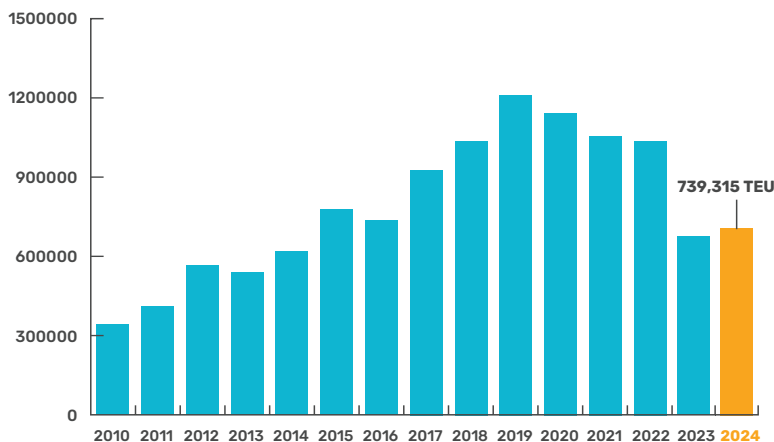
**PROJECT START: UNDER CONSTRUCTION**  
**PROJECT COMPLETION: Q1 2027**





## South Kaien LOGISTICS PARK

In just over a decade, the Port of Prince Rupert has become one of the fastest growing intermodal gateways in North America, handling over 740,000 TEUs in 2024. The success of the gateway is a result of a strong value proposition of speed to market and reliability of service, with committed supply chain partners working towards a common goal of establishing Prince Rupert as a major intermodal gateway. Approximately \$1.5 billion in infrastructure investments are planned or currently under construction in the Prince Rupert gateway to support the continued growth of the intermodal business as outlined in the image below.



The dedicated container truck road network is also not subject to Provincial highway regulations, allowing for heavier, higher density moves, and automated truck gates. IT integration between Fairview Terminal, the logistics park and a planned off-dock container yard on Ridley Island will allow for system optimization focused on reducing costs and maximizing throughput.

The strategic location of the South Kaien Lands within the integrated intermodal eco-system allows for significant enterprise value to be created. The success of the Prince Rupert intermodal model has attracted many of the largest beneficial cargo owners and third party logistics providers in North America across the automotive, retail, consumer goods and electronics sectors. The opportunity to establish transloading, cross-docking, cold storage, warehouse and distribution centre capacities and capabilities in the gateway will be very attractive to our existing base of customers and help attract new cargoes to the gateway that currently transload in large urban areas.