

# SNOW CLEARING AND ICE CONTROL REQUEST FOR PROPOSALS 2026 - 2027

**ISSUED BY:** Qalipu Development Corporation

**RFP DEADLINE:** October 26, 2026 at 4:00 p.m. Newfoundland time

**SERVICE PERIOD:** November 15, 2026 to April 15, 2027

Qalipu Development Corporation (QDC) invites proposals from qualified snow clearing providers for the 2026-2027 season at the properties below. Contractors may bid on one, two, or all three packages. Each package may be awarded separately. 1 and 3 Church Street form one package and require one combined seasonal price.

| PACKAGE | PROPERTY LOCATION                           | OPERATING HOURS                                                                     | SITE-SPECIFIC IDENTIFIERS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|---------|---------------------------------------------|-------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| A       | 1 and 3 Church St.,<br>Corner Brook         | Mon. to Thurs.,<br>8:30 a.m.<br>to 4:00 p.m.;<br>Friday, 8:30 a.m.<br>to 12:30 p.m. | 1 Church Street: Left-side and front parking areas; Left side parking facing East Valley Road; Front parking facing Church Street; stepped and ground-level entrances; accessible routes; rear emergency exit and pathway to East Valley Road facing parking lot.<br><br>3 Church Street: Shared (left-side) and front parking areas; front stairs and concrete pad; accessible elevator entrance and route; ground-level and Central Street emergency exits; route from Central Street exit to the street. Seven identified entrances/exits in total. Shared parking area is included once in the combined package price. |
| B       | 28 Hardy Avenue,<br>Grand Falls-<br>Windsor | Mon. to Friday,<br>8:00 a.m.<br>to 5:00 p.m.                                        | Front, rear, and right-side parking areas and connecting paved lane; front entrance; accessible parking space and route; rear entrance/emergency exit.                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| C       | 90 Main Street,<br>Stephenville             | Mon. to Friday,<br>8:00 a.m.<br>to 5:00 p.m.                                        | Entire rear parking lot ; rear double-door entrance; side emergency exit; Main Street walkway and building entrances beneath the Main Street Mall sign. Front-road parking spaces are excluded.                                                                                                                                                                                                                                                                                                                                                                                                                            |

## SCOPE OF REQUIRED SERVICES

The contractor shall provide snow and ice management services for all locations included within the awarded package for which they are submitting a proposal. Required services include:

- Complete routine snow clearing and ice treatment before the property opens each operating day and monitor conditions throughout operating hours, returning as required to maintain safe and accessible conditions.
- Clear and maintain identified parking areas, entrances, steps, ramps, accessible parking spaces and access aisles, walkways, and emergency exit routes. Apply salt and/or sand as conditions require and maintain entrances, exits, and access routes in accordance with applicable requirements.

- Manage snow placement to avoid obstructing entrances, exits, accessible routes, fire access, sightlines, or other required access areas. Snow shall not be deposited onto public streets or sidewalks.
- Provide all labour, equipment, materials, monitoring, and return visits required for routine seasonal service. The Contractor is responsible for providing suitable equipment and appropriately trained personnel and for the safe performance of its work, including the work of any subcontractors.
- Promptly notify Qalipu Development Corporation (QDC) of any condition affecting service delivery or property access, including equipment delays or breakdowns, blocked access, significant snow or ice accumulation, observed excessive rooftop snow or ice, property damage, or other identified concerns. The Contractor shall maintain appropriate communication with QDC throughout the service period.
- Respond to additional service requests from QDC in a timely manner. Where snow accumulation requires off-site hauling, such work shall be completed only with prior QDC authorization and is not included in the seasonal price. Pricing shall be provided and approved before hauling begins, and removed snow shall be transported to a lawful disposal location.

For Packages A and C, the Contractor shall have access to equipment and vehicles capable of completing off-site snow removal when authorized by QDC.

## PROPOSAL REQUIREMENTS

- Indicate which package(s) you are interested in servicing.
- Provide a total seasonal price, showing applicable tax separately. The price must include all routine services and materials described in this RFP.
- Provide a short description of equipment, staffing, backup arrangements, and how the property will be ready before opening and maintained during operating hours.
- Include relevant experience and two references for similar work.
- Include the contractor's commercial general liability insurance limit and confirmation that it can provide the insurance evidence and WorkplaceNL clearance required in Section 6.

Bidders may inspect a property at their own discretion. The written scope is the basis for proposals.

## SUBMISSION INSTRUCTIONS AND CONTACT

Send questions to [chantelle.edmonds@qalipu.ca](mailto:chantelle.edmonds@qalipu.ca) by October 21, 2026. Alternatively, call 709-634-0244 during operating hours of 1 & 3 Church.

Email proposals to the same address by **4:00 p.m. Newfoundland time on October 26, 2026**, with the subject line **'Snow Clearing RFP 2026-27.'**

## EVALUATION, AWARDED PACKAGES, AND ADDITIONAL DOCUMENTATION

Qalipu Development Corporation will consider price, the proposed service approach, capacity and backup arrangements, relevant experience, references, and insurance coverage. QDC reserves the right to reject any or all

proposals and to negotiate with the selected service provider to arrive at a final agreement. **The target award date is October 30, 2026.**

**BEFORE WORK BEGINS, THE AWARDED CONTRACTOR MUST PROVIDE:**

- A current certificate of commercial general liability insurance covering snow clearing and ice control, showing its coverage limit;
- Evidence that Qalipu Development Corporation is added as an additional insured for liability arising from the contractor's work;
- Proof of automobile liability insurance for vehicles used in the work; and
- Current WorkplaceNL clearance.

The awarded contractor must maintain this coverage and provide updated evidence whenever a policy renews during the service period.

The contractor must keep a dated record of each service visit, including the areas cleared, ice treatment applied, and any hazards or incidents observed. These records must be provided to Qalipu Development Corporation on request. The contractor must promptly report damage or injury connected with its work.

The seasonal price will be paid in equal monthly instalments during the service period. Pre-approved snow hauling will be invoiced separately.