



**Request for Expression of Interest:
Castlegar and District Economic Development Research Project
East-West Kootenay Train Service
Issued: July 16th, 2019.**

1. Introduction

Castlegar & District Economic Development is seeking quotes from qualified organizations to conduct a feasibility study on the potential for an East-West train service in the Kootenays, British Columbia.

In 2018, with the demise of Greyhound, travelling between towns and cities in the Kootenays became a little more problematic. Furthermore, private operators are adding increasing capacity to the Vancouver-Calgary train route for tourists. The need for inter-town travel for shopping, medical appointments, and family visits, together with ever increasing tourism has led local leaders to explore if a train service in the Kootenays would be feasible.

2. Scope of Work

- A. To develop and implement a survey of local stakeholders in the Kootenays to gather opinions and explore interest in the proposed train service.
- B. To develop and implement a survey of Kootenay residents to gather opinions and explore interest in the proposed train service.
- C. To conduct in-depth interviews with train operators (i.e. CP Rail, CN Rail, VIA Rail and others) to determine challenges and opportunities with running a train service in the Kootenays.
- D. To conduct in-depth interviews with tour operators to determine interest in bringing groups to the Kootenays for the train experience.
- E. To develop and present a report inclusive of findings and recommendations to Castlegar & District Economic Development, this report will also be shared with various levels of government.

2.1 Execution – the consultant will report to Castlegar & District Economic Development for the duration of the project inclusive of draft review of the survey and draft of the final report.

*Castlegar & District Economic Development
1995 – 6th Avenue, Castlegar BC
V1N 4B7*

2.2 Report – The final report will be presented by the consultant to Castlegar & District Economic Development upon completion.

The report will include but is not limited to:

- Executive Summary
- Introduction
- Findings from research and surveys
- Determine if a train service between the East and West Kootenays is feasible.
- A financial analysis
- Provide recommendations for next steps.

2.4 Workplan – the draft workplan is:

- Proposals due – August 31st, 2019.
- Contract start date – September 23rd, 2019.
- Draft survey – October 23rd, 2019.
- Draft report – December 16th, 2019.
- Final report - January 15th, 2020.
- Presentation – January 24th, 2020.

3. Key Qualifications

- Market Research and/or Economic Development experience
- Knowledge of the Kootenay Region
- Knowledge and capacity to deliver survey and conduct one on one interviews with key stakeholders
- Knowledge and experience in the public transportation/train and train/tourism sectors.

4. Quote Details

The response must include:

- Proposed methodology
- Consultant qualifications
- References
- Total cost to complete the Project broken down by:
 - Separate costs for sections 2A-E.
 - Travel (if needed)
 - Any other miscellaneous costs.



5. Disclaimer

This request for a quote is not a tender or an agreement to purchase goods or services. Castlegar & District Economic Development is not bound to select a successful proponent or to enter into a contract with the proponent who submits the lowest priced quote or with any proponent. We reserve the complete right to at any time reject all quotes and to terminate this process.

6. Submissions and Contact Information

Quotes must be submitted via email no later than **August 31st, 2019**. Quote submissions should be directed to:

Mark Laver. Castlegar & District Economic Development
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250.304.8231