



GEORGINA

Request For Expression of Interest New Affordable Rental Housing Submission Deadline June 6, 2025

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1. Background

The Town of Georgina is the northernmost municipality in York Region and is bounded by 52 kilometres of Lake Simcoe shoreline, with the Township of Brock to the east, Cook's Bay and the Town of Bradford West Gwillimbury to the west, and the Town of East Gwillimbury and the Township of Uxbridge to the south.

The Town has a current population of approximately 52,000 residents within a large geographic area of 288 square kilometres. The municipality is predominantly rural in character, with three larger urban centres (Keswick, Sutton/Jackson's Point, Pefferlaw) and a number of smaller hamlets (Virginia, Udora, Baldwin, Belhaven, Brownhill and Ravenshoe).

Recently the Town conducted a Housing Needs Assessment (HNA) that will be presented in Council in May 2025. For more information and reference please visit the [Town's webpage](#).

On Jan. 27, 2025, the Government of Canada announced a funding agreement with the Town to increase the supply of new housing at an accelerated pace and to enhance certainty in the approvals and building process. Through the Housing Accelerator Fund (HAF), the Town will be awarded up to \$5,843,000 to implement various initiatives (Housing Action Plan) that will result in the construction of 210 additional homes by the end of 2027. These homes are over and above current growth projections over the next three years.

The HAF is part of Canada's National Housing Strategy and Canada's Housing Plan, the most ambitious federal housing plan in more than 40 years. The HAF requires action plans from local governments, unlocking funding to ensure the timely implementation of housing initiatives, with subsequent payments upon delivering results. Local governments are encouraged to think big and be bold in their approaches, which could include accelerating project timelines, allowing increased housing density, and encouraging affordable housing units.

The Town's approved Housing Action Plan includes a series of eight specific initiatives aimed at eliminating barriers and reducing red tape to encourage the construction of new homes, including affordable, missing middle and/or rental housing. The Housing Action Plan also supports the Town's commitment towards achieving the provincially-assigned housing target of 6,200 new homes in the Town by 2031.

Based on the HAF contribution as well as other funding, the Town has \$3 million available for a "shovel-ready" project(s) to build at least 49 affordable self-contained residential units in Georgina. In order to move this initiative forward, the Town retained [Tim Welch Consulting Inc. \(TWC\)](#) to develop a Request for Expression of Interest with the intention to solicit input from various qualified organizations who can deliver affordable housing as part of the HAF program and beyond.

For relevant Town of Georgina Council Reports related to the REOI please see links below:

- [Update on Affordable Housing and Homelessness March 5th Special Council Meeting](#)
- [Housing Accelerator Fund \(HAF\) Intake 2](#)

1.1 Purpose of the Request for Expression of Interest (REOI)

The Town of Georgina (“the Town”) is focused on supporting the construction of affordable housing and is committed to advocating for and enabling the development of new residential units across a range of affordability levels. The Town is also actively exploring opportunities for partnerships and collaboration with a variety of stakeholders.

Through this Request for Expression of Interest (“REOI”), the Town seeks to identify partners with the interest and capacity to invest in and manage affordable housing projects in Georgina. The objective is the development and/or provision of affordable housing units within the Town’s boundaries. The intent of this REOI is to explore innovative, inclusive, and feasible housing solutions that address the growing need for affordable rental options in the community.

Proponents may respond through one of two streams (or both if there is more than one project), as outlined in the following sections.

1.1.1 Fast Track REOI Stream

The Town is interested in receiving information from interested proponents, including but not limited to non-profit organizations, co-operative housing providers, community agencies, government entities and private sector developers to enable eligible affordable rental housing developments in Georgina that are financially viable, “shovel ready” and can be issued a building permit to construct by Dec. 24, 2027.

Projects/proponents that meet these criteria should go to [Section 2.3 Fast Track Affordable Rental Housing Submission](#) (“Fast Track REOI Stream”) of this document for further submission details. Up to \$3 million in capital funding is being made available by the Town to support the construction/development of self-contained affordable rental dwelling units submitted through the Fast Track REOI stream.

1.1.2 Future Affordable Housing Projects REOI Stream

In addition, the Town is interested in learning more about affordable rental housing projects that are not yet “shovel ready”. This could include projects currently in the conceptual, early development stage, or in the financing pipeline, that may need more time to obtain planning approvals, permits, financing etc. Projects that can offer other types of contributions towards enabling affordable rental housing in Georgina (e.g. land, facilities, etc.) will also be accepted. Proponents, such as non-profit and co-operative

housing providers, supportive housing providers, community agencies, government entities and the private sector are encouraged and invited to submit eligible projects. Projects/proponents that meet these criteria should go to [Section 2.4 Future Affordable Housing Projects and Partnerships in Georgina](#) (“Future Affordable Housing Projects REOI Stream”) of this document for application details.

1.1.3 General information on the REOI

The issuance of this REOI is not to be considered in any way a commitment by the Town, nor as authority to potential respondents to undertake any work in the future that could be charged to the Town. After the review of the REOI responses, the Town may enter into negotiations and recommend capital funding for one or more affordable housing developments, or it may choose to not award funding to any of the respondents if none are deemed appropriate.

This REOI and any respondent submissions will not create a legal relationship or obligation regarding the procurement of any goods or services. Respondents are solely responsible for all expenses incurred in responding to this REOI.

1.2 Types of Affordable Rental Housing to be considered for this REOI

The overall intent of this REOI is to obtain information regarding potential affordable housing projects that may be developed in the Town. More broadly, the types of affordable housing in and out of scope for this REOI are listed below.

1.2.1 Fast Track REOI Stream

Through this REOI, the following types of **self-contained affordable rental dwelling units** (i.e. each dwelling unit includes private kitchen, bathroom, sleeping/living space and separate entrance) will be considered for capital funding. The criteria for affordable rental is stated in Section 1.3.

In-scope:

- Transitional i.e., self-contained rental housing for a stay of up to two years. These dwelling units are exempt under the Residential Tenancies Act (RTA).
- Supportive, i.e., self-contained housing that offers supports to the residents to remain independent in the community.
- Below market self-contained rental housing at affordable rates (see Section 1.3.1)

Out-of-scope:

- Emergency Housing (only)

- Market or affordable home ownership

It is expected that Fast Track REOI Stream projects will be subject to the RTA (except for Transitional projects) and would remain affordable for a minimum of 25 years (see Section 1.3 for the affordability definition).

1.2.2 Future Affordable Housing Projects REOI Stream

For the **Future Affordable Housing Projects REOI** Stream, proponents are encouraged to consider both in-scope and out-of-scope projects listed in Section 1.2.1, and additional components that could potentially contribute to enabling affordable housing in Georgina, such as land trust, sponsorship, etc. There currently is no Town funding or incentives for the Future Stream and the Town cannot guarantee the provision of funding or other incentives for these projects at this time.

1.3 Affordable rents

Submissions will include a minimum of five affordable rental dwelling units that have rents set at or below the Georgina Affordable Rents by Dwelling Unit type indicated below, not inclusive of utilities. It is noted that the up to \$3 million in capital funding is only available for self-contained affordable rental dwelling units and follows the guideline definition of affordability in Section 1.3.1. Dwelling units above these rents will not be eligible for Town funding. Submissions must warrant that the pricing of all dwelling units will ensure project viability. Dwelling units receiving funding under the Fast Track REOI Stream must remain affordable for a minimum of 25 years.

Rent increases for all dwelling units cannot exceed the annual increase amounts set out in the RTA by the Province of Ontario.

1.3.1 2024 Georgina Affordable Rents by Dwelling Unit Type

Table 1: Affordable Monthly Rents by Dwelling Unit Type

Bachelor dwelling unit	\$1,085
1-bedroom dwelling unit	\$1,588
2-bedroom dwelling unit	\$1,897
3+ bedroom dwelling unit	\$1,984

Source: Fall 2024 CMHC Average Market Rents for York Region (Zone 26)

1.4 Mixed Incomes and Rents

The Town of Georgina is open to projects that propose mixed income and inclusive communities. Through incorporating a mix of affordable rental and market rental

dwelling units all projects must continue to demonstrate how they achieve financial viability while meeting the affordability criteria set out in Section 1.3.

1.5 Capital Financial Support for Fast Track REOI Stream Submissions

For projects that meet the Fast Track REOI Stream criteria set out in Section 2.3, up to \$3 million in capital funding, at the Town’s sole discretion, may be made available to fund at least 49 affordable rental dwelling units. Depending on the response to this REOI call and the nature of the submission, if the Town decides to make such funding available, the funding may be shared between more than one project or could be provided for just one project. A Contribution Agreement that outlines the funding terms, affordability period and payment milestones will be executed prior to committing to the funding. **All building permits to construct must be issued by Dec. 24, 2027 and all Town contribution spent by Dec. 24, 2028.**

1.6 Additional Financial Supports and Incentives

The Province of Ontario, through [Bill 23, More Homes Built Faster Act, 2022](#), amended the Development Charges Act, 1997, which grants applicable “affordable residential units,” “attainable units,” “non-profit housing developments”, and “affordable housing units” exemption from Development Charges, and a reduction in Community Benefit Charges and parkland dedication requirements.

Additional financial supports and municipal incentives may also be available for affordable rental housing developments.

Project budgets and pro-forma should clearly reflect the types of financial supports you will be seeking, providing or accessing for your project.

A list of potential financial supports and municipal incentives are included below. This is not an exhaustive list.

1.6.1 York Region Programs and Incentives

- Development Charge Deferral for Purpose-Built Rental Buildings
- Development Charges Deferral for Affordable Rental Buildings
- Sustainable, Water Efficient Residential Developments
- Social Housing Innovation Fund Application Form (opens mid-May 2025)
- Potential Rental Supplements – the Regional Municipality of York

The Regional Municipality of York may commit up to 10 rent supplements to help support and offer a deeper level of affordability for dwelling units built and selected

through Georgina’s Fast Track REOI Stream process. Households would be drawn from the Region’s subsidized housing waitlist or by-name priority list depending on the population to be served by the project. An agreement would need to be signed between York Region and the proponent. All final rent supplement allocation approvals are subject to York Region Council budget approvals.

1.6.2 Canada Mortgage and Housing Corporation (CMHC) Programs

- Affordable Housing Fund
- Apartment Construction Loan Program
- Seed Funding

2. Instructions to Respondents

2.1 Submission Process

2.1.1 Issuance of REOI

This Request for EOIs will be issued on April 29, 2025, and posted to the Town of Georgina website.

The deadline for submission will be June 6, 2025, at 5 p.m. local time.

2.1.2 Deadline and Submission Process

All documents will be **submitted electronically by email** to TWC Inc. Sabrina Chan schan@twcinc.ca by June 6, 2025, at 5 p.m. local time.

All Proponents must clearly indicate whether they are submitting under the **Fast Track REOI Stream** or **Future Affordable Housing Project REOI Stream**.

Your email submission must indicate “Georgina REOI Submission” in the subject line, include the name of the proponent and a numbered list of all the attachments included in the submission. If the submission exceeds the email file size, please submit the document (s) as a zipped file.

A confirmation email will be sent to the respondent advising that their EOI submission has been received. If you do not receive a confirmation email within one working day, please follow up by sending a separate email to schan@twcinc.ca.

2.1.3 Public Information Session

A virtual public information session will be held on May 12, 2025, at 6 p.m. local time. All proponents must sign-up to participate by sending an e-mail to Sabrina Chan

schan@twcinc.ca by **no later than May 9, 2025, at 5 p.m. local time**. A link to the meeting will be sent to you on the morning of May 12, 2025.

TWC Consulting and Town staff will be on hand to answer any questions related to the REOI and all responses will be recorded and posted on the Town’s website.

2.1.4 Questions Pertaining to the REOI

All questions must be submitted **in writing only** through the online [Question Submission Form](#). The deadline for questions is May 20, 2025, at 5 p.m. local time.

All questions and answers will be posted on the Town’s website by May 23, 2025, at 5 p.m. local time.

2.2 Schedule of Events

The following Schedule of Events is in effect for this project:

Table 2: Schedule of Events

Schedule of Events	
REOI Release Date	April 29, 2025 – 12:30 p.m. EDT
Virtual Public Information Session	May 12, 2025 – 6 p.m. to 7:30 p.m. EDT
Question Submission Deadline	May 20, 2025 – 5 p.m. EDT
Final Addenda Issued	May 23, 2025 – 5 p.m. EDT
REOI Submission Deadline	June 6, 2025 – 5 p.m. EDT
Interviews	Week of June 16, 2025
Recommendation Report to Council	Late Summer 2025
Notification of Funding	Fall of 2025

Note: Although every attempt will be made to meet all dates as outlined in the Schedule of Events, the Town reserves the right to modify any or all dates at its sole discretion.

2.3 Fast Track Affordable Rental Housing Submission

2.3.1 Submission Structure Requirements for Fast Track REOI Stream

1. Respondents interested in the Fast Track REOI Stream, are required to submit a detailed and well-organized application. Respondent’s submissions are limited to a

maximum of 10 pages, excluding schedules, and other optional upload documents. Submissions must follow the structure below and address as much as possible of the information listed in the Submission Review Criteria Table 3.

2. Please clearly indicate on a title page that the submission is to be considered under the Fast Track REOI Stream.
3. Each section of the REOI response will be organized using the headings listed in the column titled “Section/Heading” of Table 3: Submission Review Criteria and will succinctly address how your project details align with the Submission Components. Submissions should be singled spaced, using a 12-point Arial font.
4. If your proposed project **does not** meet **all the criteria** listed below for the **Mandatory Requirements for Construction-Ready Project** component for the Fast Track Stream, please feel free to submit under the **Future Affordable Housing Projects** Stream as set out in Section 2.4.

Submissions in response to this REOI will not create a legal relationship or obligation regarding the procurement of any good or service between the Town and the Respondent.

Non-profit, co-operatives, private developers, government entity and community agencies are invited to provide the following information in their submission:

1. Proponent Background and Qualifications.
 - a) Company name, address and contact information.
 - b) A brief background of your non-profit, co-operative, private firm or government entity and include the following information:
 - Organization’s purpose, mission, vision and goals, etc.
 - Number of years in operation
 - Experience in developing and/or providing affordable housing in similar urban-rural communities?
 - Additional information about how you own/operate or have developed successful affordable housing projects (up to 3 projects).
 - c) Three references familiar with your organization and development/operating experience and execution of similar projects.
2. Mandatory Requirements for Fast Track REOI Stream Submissions.
 - a) Evidence of incorporation in Ontario as a private, non-profit, co-operative, charitable organization or public sector entity.

- b) Two most recent annual audited financial statements; if not available, additional information to substantiate or establish liquidity and debt management is required.
- c) Commitment to include at least five dwelling units at or below the affordable rents, as listed in Section 1.3.1 Table 1.
- d) For construction ready projects, provide evidence that a building permit will be in place for issuance prior to Dec. 24, 2027, and the Town contribution spent by Dec. 24, 2028.

3. Project Overview, Design, Location and Sustainability.

- a) Address and location of your proposed project.
- b) Overview of your proposed project, including concept, design, operating and financial sustainability plan.
- c) Is land owned or leased by your organization or is a purchase pending? If purchase is pending, what is the proposed closing date? Please provide the proof of land ownership status.
- d) Have pre-development studies and designs been completed for the project, i.e., Environmental, Geo-technical studies, Architectural Designs, etc. Is a Record of Site Condition required? Please provide relevant documents.
- e) Is the land/site zoned for the purposed use? If not, what planning approvals are outstanding? Has a Site Plan Application been submitted/approved?
- f) How will the project be integrated into the community (e.g. through design excellence, use of high-quality materials, etc.).

4. Project Partnerships.

- a) Do you plan or are you willing to work in partnership with other organizations to provide personal supports, community programming, funding, land, etc.? Please provide details.
- b) Provide evidence that all partners identified in the submission can demonstrate the organizational and financial capability to undertake and operate the proposed development.
- c) Provide proof of commitment and support service funding (if available) from support service agencies, if support is to be provided.

d) Provide previous examples/experience working with proposed partner (s).

5. Addressing Objectives of the REOI.

a) How will your project help meet the REOI objectives and ensure the following:

- Building of new sustainable affordable housing that is located near a transit route and near shopping and services, appropriate for target residents.
- Building of affordable housing that is energy efficient and has accessibility features (meeting necessary AODA standards).
- Building of new sustainable affordable rental dwelling units that have amenities and building features, including on-site laundry facilities.

6. Project Schedule.

a) Provide a project schedule indicating project start date and major milestones to achieve building permit issuance prior to December 24, 2027, and spending of the Town's contribution by December 24, 2028.

7. Financial Plan.

- a) Evidence of corporate financial competence/capacity to complete the project.
- b) Viable project pro-forma incorporating affordable rents. Include a five-year operating budget forecast.
- c) Amount of funding requested from the Town of Georgina and the percent of total capital cost.
- d) Equity contribution, including confirmation of any long-term equity partnership between private and not-for-profit partners, if applicable. Include funding, property, in-kind donations, etc.
- e) Mortgage financing details/plans.

Proponents may share any other pertinent details related to their project keeping within the ten page limit as listed in Section 2.4.1 below.

2.3.2 Next Steps for Fast Track REOI Stream Submissions

- A Submission Review Committee comprised of Town staff and our consultant TWC Inc. will review all submissions.

- By responding to this REOI, Proponents will be deemed to have agreed that the decision of the Submission Review Committee will be final and binding.
- The Submission Review Committee will assess submissions based on the information provided by the Proponents in their submissions with a focus on financial viability, the ability to meet Town objectives including the building permit issue date of Dec. 24, 2027, and spending all of the Town's contribution by Dec. 24, 2028.
- An interview with proponents whose submissions most closely align with the objectives set out in this REOI request may be held to clarify information in the submission only. The Submission Review Committee may choose to interview any Proponent without interviewing others, and the Town will be under no obligation to notify those Proponents not receiving an invitation for an interview.

2.3.3 Notification of Results

Once all submissions have been reviewed and any interviews desired by the Submission Review Committee conducted, the Town may, at its sole discretion, invite selected respondents for additional discussions that may include multiple respondents to explore opportunities for partnerships. A report will be presented to Georgina Council in late summer of 2025 that will recommend next steps in moving forward with successful Fast Track REOI Stream project(s). The successful Proponent(s), if any, will be contacted upon approval by Council.

2.3.4 Confidentiality of Submissions: Municipal Freedom of Information and Protection of Privacy Act (MFIPPA)

Although the Town will endeavour to treat Submissions received in response to this REOI as confidential, respondents are advised that such Submissions will be retained by the Town and may be subject to disclosure in response to requests made under MFIPPA.

In order to support the Town's efforts to preserve the confidentiality of the Submissions it receives in response to this REOI, respondents are reminded to identify in their submissions, as provided for in MFIPPA, any trade secrets or scientific, technical, commercial or financial information that is being supplied in confidence, the disclosure of which could prejudice significantly their competitive position, interfere significantly with their contractual or other negotiations, or result in undue loss to them. It will not be sufficient for this purpose to identify an entire Submission as confidential.

2.4 Future Affordable Housing Projects and Partnerships in Georgina

Proponents that do not meet all Mandatory Requirements for Fast Track REOI Stream criteria listed in Table 3: Submission Review Criteria of Section 2.3.1 are invited to provide a Future Affordable Housing Projects REOI Stream submission that provides

details of their potential affordable rental housing project in the Town of Georgina. The Town welcomes submissions that include any components that could potentially contribute to enabling affordable housing dwelling units in Georgina (e.g. land, financial contribution, etc.), and dwelling units do not have to be self-contained.

2.4.1 Submission Requirements for Future Affordable REOI Stream

Submissions should be no more than five pages and should include information pertaining to potential projects, contribution of land, funding contributions, i.e., operating or capital funding for construction, inclusion of community space, etc. Please clearly indicate on a title page that the submission is to be considered under the Future Affordable Housing Projects REOI Stream.

Non-profit, co-operatives, private developers, government entity and community agencies are invited to provide the following information in their submission:

1. Organization name and key contact information.
2. Type of organization, i.e., non-profit, co-operative, community agency, government entity or private sector.
3. Brief description of your organization, i.e., number of years in operation, purpose, mission, goals, etc.
4. General information pertaining to the proposed affordable rental housing project:
 - a) Location and size of project, i.e., breakdown of dwelling unit sizes, number of dwelling units in total, total affordable dwelling units.
 - b) Is this new construction or an acquisition/rehabilitation or expansion of an existing building?
 - c) Who is your project intending to serve, i.e., families, seniors, supportive, etc.
 - d) Status of land ownership.
 - e) Land use planning approvals in place and required.
 - f) Preliminary project budget or pro-forma (submit as a separate document).
 - g) If any funding, i.e., government, proponent equity or financing has been secured, please provide details. If not, what is your plan for project funding and financing.
 - h) Please submit any architectural designs have been completed, if available.

- i) Any known environmental issues or concerns.
 - j) Potential date that construction can begin. Anticipated construction schedule.
8. Do you plan or are you willing to work in partnership with other organizations to provide personal supports, community programming, funding, land, etc. Please provide details.
 9. Would your project benefit from surplus Town-owned land if it was offered at nominal cost?
 10. Are you offering a component or alternative to a new affordable rental development? For example, a land-trust, a building, funding, a donation, support services, etc. Please provide any additional details.
 11. Any other pertinent details pertaining to your project that you wish to share.

2.4.2 Notification of Results

Town of Georgina staff may follow-up directly with proponents who submitted under the Future Affordable Housing Projects REOI Stream in the fall of 2025. As stated, the intent of the Future Affordable Housing Projects REOI Stream is to gather information about potential opportunities. There currently is no Town funding or incentives for the Future Stream and the Town cannot guarantee the provision of funding or other incentives for these projects at this time.

3. Special Provisions

3.1 Purpose and Nature of The Request For Information (REOI)

1. The issuance of this REOI is not to be considered in any way a commitment by the Town, nor as authority to potential respondents to undertake any work that could be charged to the Town;
2. This REOI is not to be considered as a commitment to issue a subsequent bid solicitation or award contract(s) for the work described herein;
3. Although the information collected may be provided as commercial-in-confidence (and, if identified as such, will be treated accordingly by the Town), the Town may use the information to assist in drafting performance specifications (which are subject to change) and for budgetary purposes;
4. Participation in this REOI is encouraged, but is not mandatory;
5. If a subsequent bid solicitation is issued, the Town is under no obligation to advise any respondents.

4. Town's Rights and Privileges

1. Costs

The Town is not liable for any costs incurred by the respondent in the preparation of their response to the REOI or interviews, if required; and

Furthermore, the Town will not be responsible for any liabilities, costs, expenses, loss or damage incurred, sustained or suffered by any respondent, prior or subsequent to, or by reason of the acceptance, or non-acceptance by the Town of any REOI, or by reason of any delay in proceeding as described in this REOI.

2. Clarification

The Town reserves the right to request additional information from any respondent and clarify information contained in their REOI submission.

3. Modifications

The Town reserves the right to modify any and all requirements stated in the REOI at any time.

4. Cancellation

The Town reserves the right to cancel this REOI, disqualify or reject any or all REOI submissions without any obligation or any compensation or reimbursement to the respondents without penalty to the Town.