



Township of Sioux Narrows-Nestor Falls Expression of Interest

CALL FOR EXPRESSION OF INTEREST Property Development Opportunity (PDO) Pioneer Park, 5866 Hwy 71 Sioux Narrows

Invitation

The Township of Sioux Narrows-Nestor Falls invites the submission of an Expression of Interest (EOI) from developers for the Property Development Opportunity (PDO) at 5866 Hwy 71, Sioux Narrows, also known as Pioneer Park.

Introduction

The Township of Sioux Narrows-Nestor Falls, a small community of 727 permanent residents, is located along the eastern shores of Lake of the Woods. Lake of the Woods is one of the world's largest inland, freshwater lakes with over 14,000 islands and 65,000 miles of shoreline. Our population is further bolstered by a considerable number of seasonal residents which drives our population to nearly 5,000 in the summer months. These numbers also do not reflect the populations of our 4 neighbouring First Nation's communities, for whom we are a service hub. We are a full-service community marked by a quaint and charming lifestyle while surrounded by an abundance of natural resources. The Township takes pride in its community spirit. The main industry is tourism and that is apparent in this full-service community. There are over sixty customer service facilities offering a wide range of retail, hospitality, personal, emergency and other services.



The Township of Sioux Narrows - Nestor Falls takes a team-based approach to the delivery of municipal services. Council and staff work together as a unit, with a positive attitude and open communication process. The municipality promotes itself as a "Lifestyle Community", with a diverse array of recreational activities that builds upon its natural beauty on the Lake of the Woods.

The Township of Sioux Narrows - Nestor Falls reflects a positive attitude and takes a proactive role in community development. The

Township will practice sustainable economic development and balance business opportunities with the environmental health of the community. The Township of Sioux Narrows - Nestor Falls strives to be a leader in sustainable development in Northwestern Ontario.

Background

Pioneer Park ceased operations as municipal park in 2015. Since that time, the 3.38 acre municipally owned land has remained vacant. As with most Northwestern Ontario Communities, the current availability of housing in the community is of concern to the Municipality. The Township's housing stock is predominantly single family and owner-occupied dwellings. The lack of local housing options presents a barrier for community growth and business recruitment and retention efforts. In May 2022, the



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Township adopted a new community Economic Development Plan. This plan prioritized facilitating housing development to support community growth and employee recruitment and retention. Given the needs of our community, we now feel that the time is right to actively look at increasing the housing stock in our community.

Opportunity

The Pioneer Park site is a prime piece of land in downtown Sioux Narrows, within walking distance of amenities, employment, located along both Highway 71 and the shores of Lake of the Woods. The property is well suited for a mixed-use development that could include commercial space as well as multi-residential.

The Municipal Council of the Township of Sioux Narrows-Nestor Falls have approved to offer the lands as a Property Development Opportunity. The intent is to invite innovative responses from proponents who can leverage private sector funds to deliver a mix-use development on the property. The Municipal Council will require that a portion of created units remain affordable (as to be defined by Kenora District Services Board) for a minimum “affordability period”. To enable this development and guarantee new affordable housing units, the Municipality would conditionally “gift” the land to the successful proponent, as well as provide additional resources and tools. The future Request for Proposal (RFP) will establish the full terms of the development opportunity.

The development process will be conducted in at least two stages. This first stage is an invitation to submit an Expression of Interest (EOI) for the property development opportunity. The EOI will be used to evaluate interest, potential approaches, capacity, and experience. Invitations to participate in the second stage, a full Request for Proposal (RFP) process will be based on the responses to the EOI. The invitation to submit an EOI is open to all developers, service providers and other community organizations thorough the Township of Sioux Narrows-Nestor Falls Website.

Property Details

The subject lands are located at 5866 Highway 71, legally described as KM 323, PCL 29799, Plan 23R-3293, Parts 1 & 2. The site is a mix of exposed bedrock, grass and forest lands as well as clean, machine-packed fill. Please refer to the enclosed legal and topographical survey for more details. Hydro one is available at the site.

The subject lands are within walking distance of multiple restaurants, the Sioux Narrows-Government Docks, the Northern Ontario Sport Fishing Centre, groceries, and post services. The subject lands are located within an Established Area of the Township and are currently zoned Rural residential with a current land use as vacant/park. This zone allows for the development of public and privately-owned facilities of a residential nature.

The Township of Sioux Narrows- Nestor Falls is willing to consider rezoning the lands as part of the RFP process to General Commercial (C1). This Zone allows for a wide range of uses and services to meet the



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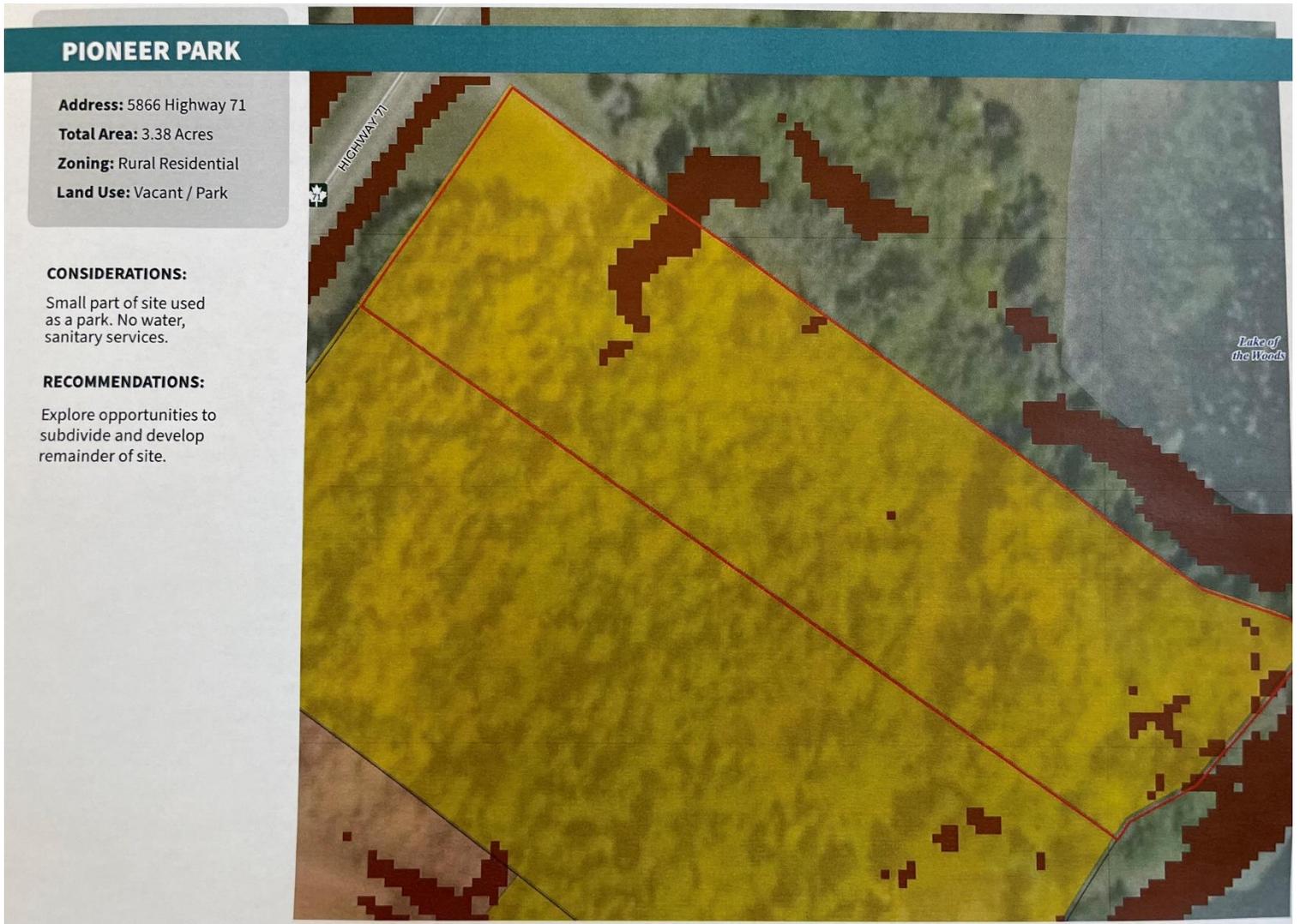
needs of residents, businesses and tourists. The following zoning regulations apply (for a comprehensive list, refer to the Township's Zoning By-Law):

- Any retail or service store or shop not engaged manufacturing on the premises, unless such manufacturing is accessory to the retail business, does not exceed 50% of the floor area and the products manufactured are primarily for sale at retail on the premises.
- Dwellings above or behind a permitted commercial use.

The Township of Sioux Narrows-Nestor Falls shall support the proponent in any additional zoning changes or minor variances should they be required to accommodate the development.



Figure 1 - Subject Lands





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Desired Outcome

Through this Property Development Opportunity, The Township aims to leverage the vacant lands to create a range of public benefits, including:

- Target housing development through Township land disposition program
- Ensuring adequate and affordable housing stock within our community to support continued economic growth.

Eligibility:

The Township is offering this opportunity to all developers in the private for-profit sector as well as the non-profit space. The proponent must have the ability to plan, construct and own/operate the proposed complex. Organizations, joint ventures and partnerships may consist of, but are not limited to, any of the following:

- Private for-profit multi-residential developers;
- Co-operative housing organizations;
- Non-Profit housing organizations;
- Indigenous governments and organizations, Bands and Tribal Councils;
- Non-profit organizations or registered charities;
- Commercial real estate developers; and
- Property management companies.



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Development and Design Considerations

The resulting mixed-use development must include a housing component. Some of the units shall be affordable as defined below. The Township will consider all end-uses at the site which may include commercial / retail space, office space, health and social services space or any compatible use within the Municipalities Official Plan and Zoning By-Laws.

Affordable Housing

For the purposes of this EOI and subsequent RFP, an affordable housing unit will be defined as a unit with its rent set at 80% or less of the Provincial Median Market Rent.

Unit Type	Median Market Rent	Affordable Rent (80% MMR)
Bachelor	\$1,035	\$828
1 bed (incl. 1 bed plus den)	\$1,180	\$944
2 bed (incl. 2 bed plus den)	\$1,320	\$1,056
3 bed (incl. 3 bed plus den)	\$1,560	\$1,248

Development Incentives and Supports

The successful developer will be granted conditional rights to the property for a nominal fee upon entering into a Development Agreement with the Township of Sioux Narrows-Nestor Falls. A complete description of all incentives and supports shall be included in the RFP, which may include:

- Provision of supporting documents such as a legal and topographical survey (CAD) and a Phase 1 Environmental Site Assessment.
- Support through any required zoning or variance processes.
- Assisting with securing offsite parking if required for Site Plan Approval.
- Networking with local public sector employers seeking head-leases for workforce housing.
- The Township of Sioux Narrows-Nestor Falls CIP opportunities (subject to proposed development type) and/or other Municipal supports offer by the Township of Sioux Narrows-Nestor Falls.

Project Timelines

The following timelines are anticipated:

Milestone	Date
Call for EOI Issued	July 15, 2022
EOI Submission Deadline	August 19, 2022
RFP Issued to Short-Listed Developers	September 9, 2022
RFP Submission Deadline	November 3, 2022
Proposal evaluation and due diligence	November 3 to 17, 2022
Proponent to present proposal to Municipal Council	November 29th 2022
Letter of Intent between Township and Developer	December 8 th 2022.



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Submission Requirements:

Interested developers shall provide the following information as part of their submitted EOI:

Introduction

Identify the individual who will be the primary contact for all communications including name, title, mailing address, email address and telephone number.

Preliminary Development Overview

Provide an overview of the proposed development, including:

1. Proposed use(s): will the development be mixed-use? What use(s) other than housing is targeted?
2. An overview of the housing component, including:
 - a. Targeted number of units created, and;
 - b. Target number of affordable units and depth of affordability.
3. Energy efficiency goals.
4. Target development timelines.
5. Proposed ownership model.
6. Financial plan and viability: Provide a preliminary outline of targeted financing source(s) and identify the development strategy.
7. Any other project details the Proponent wishes to highlight.
8. What other incentives or tools could The Township include in the RFP to ensure success?

Experience and Qualifications

Proponents shall demonstrate team experience in development, design, construction and operations of projects of similar scale and shall provide:

1. Team profiles for all partners, including mission statements.
2. Organizational experience and capacity within the Proponent team to carry out a project of relevant scale.
3. Provide an overview of the Ownership and Management Model.
4. Include relevant references for previous developments.

Financial Capacity

Provide information to allow the Township of Sioux Narrows-Nestor Falls to assess the financial position of the team and provide the necessary evidence to properly evaluate the financial risk potential of the team. As a minimum, the following is required:

1. Financial references from a banking institution.
2. Insurance tolerance limits and claims record.

Submission Evaluation and Short-Listing

The Township's selection committee will review the EOIs submitted to determine whether, in the owner's opinion, Proponents have demonstrated the required experience and qualifications to be short-listed for the RFP process.

The Township of Sioux Narrows-Nestor Falls, in its sole discretion and without having any duty or obligation to do so, may:

1. Contact references, to verify the claims and information submitted in connection with the EOI;



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2. Seek clarification from the Proponent's clients regarding any financial and experience issues, and;
3. Seek clarifications directly with the Proponent(s).

Submissions will be evaluated by the selection committee and The Township will, in its sole discretion, create the RFP short-list. Submissions will be evaluated based on:

- Potential positive impacts of the proposed development;
- Development team composition, capacity and experience;
- References;
- Availability for, and commitment to the project;
- Team structure and management capabilities and potential;
- Financial capacity of the team, and;
- Targeted timelines.

The Owner has the unqualified right to:

1. Accept or reject any EOI or all EOIs;
2. Waive the formalities in any submitted document as the interest of the Owner may require; without giving any reason for any such action, and;
3. Should the Owner not receive any EOI satisfactory to the Owner in its sole and absolute discretion, the Owner reserves the right to re-issue a call for EOI.

Note that this is not a tender process, nor a request for proposal, but only an inquiry as to the interest of qualified developers for the intention of creating a short-list to be used for a subsequent RFP. The Township will not necessarily issue any RFP related to this request. The Township may issue an RFP to some or all parties who submit an EOI, and the Owner is not obliged to issue a subsequent RFP or issue the RFP to a minimum or maximum number of teams.

Instructions for Submission of EOI

Submit an Expression of Interest on or before Friday August 19, 2022 at 4:30pm CST. Completed EOIs shall be submitted in PDF form **via email to hgropp@snnf.ca**.

If you require additional information please contact Heather Gropp, Community Development Officer at 807-226-5241 ext. 209

Enclosures:

1. Legal survey- will be provided once available
2. Township of Sioux Narrows-Nestor Falls Official Plan and Zoning By-law
3. Township of Sioux Narrows-Nestor Falls community Economic Development Strategy