CALL FOR PROPOSALS

OPPORTUNITY SITES

ISSUED: June 2, 2025
CLOSING DATE: EXTENDED!!! SUBMIT BY 11:59PM, JULY 31ST.

OPPORTUNITY

This Call for Proposals seeks submissions from applicants (each, an "**Applicant**") interested in developing one or more of the opportunity sites being made available by the City of Thunder Bay (the "**City**") for the purpose of supporting the City's growth goals (the "**Opportunity Sites**").

The Opportunity Sites set out in this document are parcels situated in both core and non-core areas of the City. Preliminary information for each of the Opportunity Sites is set out in Appendix "A".

OBJECTIVE

The objective of this Call for Proposals is to seek proposals from Applicants for an Opportunity Site that best aligns with the City's development vision, as further described in this document. Upon review and evaluation received proposals, the City would proceed to enter into negotiations with an Applicant who has provided the preferred proposal for an Opportunity Site. If negotiations are successful, the City would enter into a contract with the Applicant for the acquisition and development the Opportunity Site.

If negotiations prove unsuccessful with the selected Applicant, the City may enter into negotiations with another Applicant. Applicants are advised that the City may not select any Applicant(s) for negotiation following evaluation, depending on the circumstances, in the City's sole and absolute discretion.

THE DEVELOPMENT VISION

The City is looking to achieve multi-residential and/or mixed-use developments on the Opportunity Sites that support the following key objectives:

Encouraging Growth: The proposal will contribute to the construction of new housing units.

Integrated Community Uses: The proposal represents mixed-use development and supports the creation of complete neighbourhoods.

Housing Accelerator Targets: The proposal will help achieve the City's Housing Accelerator Fund ("**HAF**") targets, and aligns with the HAF pillars of density, affordability, and sustainability.

Submissions should represent high-quality development consistent with the City's Urban Design and Landscape Guidelines. More information on the urban design guidelines can be found at: thunderbay.ca/en/business/follow-urban-design-guidelines.aspx

For the Opportunity Sites zoned as Downtown Neighbourhood, the City envisions residential development that could include ground floor commercial uses.

Proposals for these sites should be supportive of public transit and alternative forms of transportation.

Proposals for purchase and development of portions of the Opportunity Sites may be considered at the discretion of the City. However, the City encourages Applicants to explore partnerships to make full use of sites.

Changes to existing zoning by an Applicant may be considered/required to accommodate potential development concepts that support these objectives.

FINANCIAL INCENTIVE OPPORTUNITIES

The City offers a suite of financial incentives in the form of grants to encourage attainable, affordable, and multi-unit housing through the Housing Accelerator Fund.

Depending on the submission and on grant availability, developments on the Opportunity Sites may be eligible for the following financial incentives:

1. Multi-Unit Residential Grant
2. Construction Assistance Grant
3. Planning & Building Fees Grant

More information on available grant opportunities can be found at buildthunderbay.ca.

Registered non-profit organizations are eligible to receive a discount on the fair market value of land of 25%, up to a maximum of $25,000, in accordance with the City's Corporate Land-Related Financial Assistance policy.

PROPOSAL SUBMISSION REQUIREMENTS

Please include the following in your proposal submission, which will be reviewed by the City in accordance with the evaluation criteria outlined in Appendix B. More detailed submission instructions are included in the Call for Proposals Form (Appendix C).

1. Statement of Qualifications
    a. Overview of Applicant
    b. Experience
    c. Professionals and partners
    d. Commitments
2. Concept Outline
3. Completed Call for Proposals form (Appendix C)

SELECTION PROCESS

All submissions will be reviewed by the City's Development Review Committee using the evaluation criteria outlined in Appendix B. Those proposals scoring 70% or more will be preferred.

Submission of a proposal indicates acceptance by an Applicant of the conditions contained in this Call for Proposals, unless clearly and specifically noted in the proposal and in any contract between the City and the Applicant selected.

The City reserves the right to:

- Select an Applicant whose proposal for any Opportunity Site is deemed most advantageous to the City;
- Without prejudice, accept any proposal, in whole or in part, reject any or all proposals, in whole or in part, and to determine in its own best judgement, the preferred proposal for any Opportunity Site;
- Not select or choose any or all Applicants for negotiations;
- Verify with an Applicant or with a third party any information set out in its proposal;
- Permit other parties, who have not participated in this Call for Proposals, to participate in other possible future opportunities to submit proposals for the Opportunity Sites;

- Cancel this Call for Proposals at any stage and, if deemed necessary by the City, issue a new Call for Proposals for the same or similar purpose or commence an alternative process to assess interest in the development of any or all of the Opportunity Sites (with the same or different participants).

All proposals submitted to the City become property of the City and will be kept confidential subject to the provisions of the *Municipal Freedom of Information and Protection of Privacy Act*.

Pursuant to MFIPPA, the City may be required to disclose information in proposals and associated documentation in response to an access request. To assist the City in responding to an access request, Applicants are advised to identify in their proposals any specific scientific, technical, commercial, proprietary, or similar confidential information, and explain why the disclosure of such information would cause them harm (complete proposals are not to be identified as confidential). The City will make reasonable efforts to maintain the confidentiality of such information, subject to its disclosure requirements under MFIPPA or any other disclosure requirements imposed by law or by order of a court or tribunal. Applicants are advised that their proposals will also, as necessary, be disclosed, on a confidential basis, to advisors retained by the City to advise or assist in the Call for Proposals process.

Applicants will provide the City with information, cooperation and assistance, as requested by the City from time to time, in order to enable the City to comply with any and all requirements to which the City is subject under any laws (including MFIPPA and other statutes and common law) pertaining to the privacy and protection of Personal Information.

This will confirm that the City will not use/disclose the information provided without proper authorization and will keep the information in a secure location to which access is given only to staff requiring access.

The City is not responsible for any costs incurred by Applicants in the preparation or submission of their proposal in response to this Call for Proposals.

The City takes no responsibility for Applicants lacking information or for the accuracy of the information provided in this Call for Proposals.

The Council of City of Thunder Bay shall have the final authority on all matters regarding this Call for Proposals.

This Call for Proposals is not intended to create any formal binding process or commitment requiring the City to enter into any contract with an Applicant for the acquisition and development of an Opportunity Site.

PROJECT DELIVERABLES AFTER ACCEPTANCE

The City will directly negotiate required agreements relative to the acquisition and development of Opportunity Sites with the Applicant which submits the preferred proposal for each Opportunity Site or portion thereof.

The selected Applicant will be required to meet certain project timelines, to be negotiated between the parties, failing which, subject to reasonable extensions should any delays be caused by the City, the negotiations with the Applicant will terminate.

The price of each Opportunity Site at fair market value is to be negotiated directly with the Applicant which submits the preferred proposal for each Opportunity Site or portion thereof.

QUESTIONS/INQUIRIES

For more information on the Opportunity Sites and the Call for Proposals process, direct questions in writing only to buildtbay@thunderbay.ca using "Call for Proposals" in the subject line. Please include contact information and the municipal address of the property.

Inquiries must not be directed to other City employees or elected officials. Directing inquiries to other than those designated may result in your bid being rejected.

SUBMISSION

Your proposal is to be submitted via email to the attention of Deanna Walker, Manager - Realty Services at buildtbay@thunderbay.ca. Please include use "Call for Proposal Submission" and the municipal address of the property in the subject line.

ATTACHMENTS

- Appendix A: Opportunity Site Information
- Appendix B: Evaluation Criteria
- Appendix C: Call for Proposals Form

Hudson Ave. near Shuniah St. and Otto Street

Municipal Address(s): Multiple

Size: approx. 2.0ha (5.1ac)

Zoning: Urban Low-Rise. Applicants encouraged to submit proposals suitable to Urban Midrise Zone and apply for Zoning Bylaw Amendment

Servicing: Water & Sanitary available at Hudson Ave.

Completed Studies: Stage 1 Archaeological Assessment, Scoped Environmental Impact Study, Black Ash Assessment

Arundel St. near Toledo St.

Municipal Address(s): Part of 791 Arundel St.

Size: approx.3.2ha (7.9ac)

Zoning: Community - Residential uses will require the Applicant to apply for a Zoning Bylaw Amendment.

Servicing: Water, Sanitary, and Storm available at Toledo St.

Completed Studies: Stage 1 Archaeological Assessment, Scoped Environmental Impact Study, Black Ash Assessment

May St. S. near Donald St.

Municipal Address(s): 216 May St. S.
Size: approx. 0.1ha (0.2ac)
Zoning: Downtown Neighbourhood
Servicing: Water, Sanitary, and Storm available along May St.
Completed Studies Available to Successful Applicant(s): None

THIS MAP IS FOR GENERAL ILLUSTRATIVE PURPOSES ONLY, DIMENSIONS AND/OR AREAS ARE APPROXIMATE.

CITY OF Thunder Bay
Superior by Nature
GROWTH DEPARTMENT

CITY LAND
216 May St S

LEGAL: PL 84 LT 32 - 35

Prepared By:	CK	**Date:**	2025-05-28	**Scale:**	As Noted
Commissioner:	Kerri Marshall	**Author:**	AW	**File No:**	NA
LRO PIN:	620730052	**Roll No:**	5804040144010000000		

Brodie at Arthur St. E.

Municipal Address (s): 239 Brodie St. S. & 301 Brodie St. S.
Size: approx. 0.09ha (0.22ac) – 239 Brodie St. S. & 0.22ha (0.54ac) – 301 Brodie St. S.
Zoning: Downtown Neighbourhood
Servicing: Water, Sanitary, and Storm available at. Brodie St. S.
Completed Studies Available to Successful Applicant(s): None

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CITY OF Thunder Bay
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GROWTH DEPARTMENT

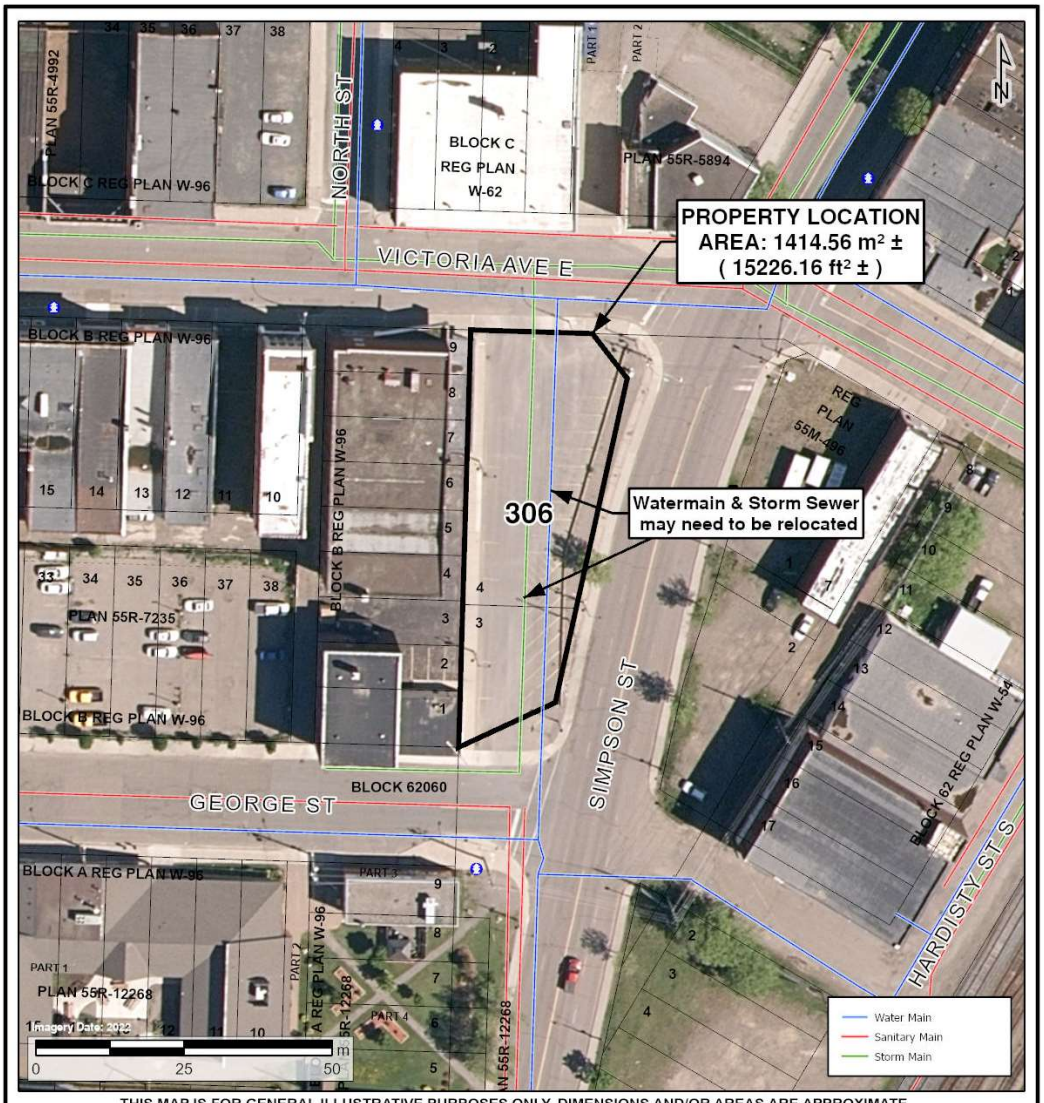
CITY LAND
239 Brodie St S & 301 Brodie St S

LEGAL: PLAN 123 LOT 41 TO 42 W/S BRODIE & PLAN 178 LOT 37 TO 40 & N1/2 LOT 36

Prepared By:	CK	**Date:**	2025-05-28	**Scale:**	As Noted
Commissioner:	Kerri Marshall	**Author:**	AW	**File No:**	NA
LRO PIN:	620740109,620590100	**Roll No:**	5804040148013000000, 5804040174047000000		

306 Victoria Avenue at Simpson St.

Municipal Address(s): 306 Victoria Ave. E.
Size: approx. 0.1ha (0.3ac)
Zoning: Downtown Neighbourhood
Servicing: Water, Sanitary, and Storm available at Victoria Ave. E.
Completed Studies Available to Successful Applicant(s): None



THIS MAP IS FOR GENERAL ILLUSTRATIVE PURPOSES ONLY, DIMENSIONS AND/OR AREAS ARE APPROXIMATE.

CITY OF Thunder Bay
Superior by Nature
GROWTH DEPARTMENT

CITY LAND
306 Victoria Ave E
LEGAL: PL 55M496 LTS 3 & 4

Prepared By:	CK	**Date:**	2025-05-28	**Scale:**	As Noted
Commissioner:	Kerri Marshall	**Author:**	AW	**File No:**	NA
LRO PIN:	620730075	**Roll No:**	5804040144056000000		

<u>Tupper Street & Camelot Street between Cumberland and Court Streets</u>
Municipal Address(s): 211-223 Tupper St. & 224 Camelot St.
Size: approx. 0.3ha (0.7ac)
Zoning: Downtown Neighbourhood
Servicing: Water, Sanitary available at Tupper St./Water, Sanitary, Storm available at Camelot St.
Completed Studies Available to Successful Applicant(s): None

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CITY OF Thunder Bay
Superior by Nature
GROWTH DEPARTMENT

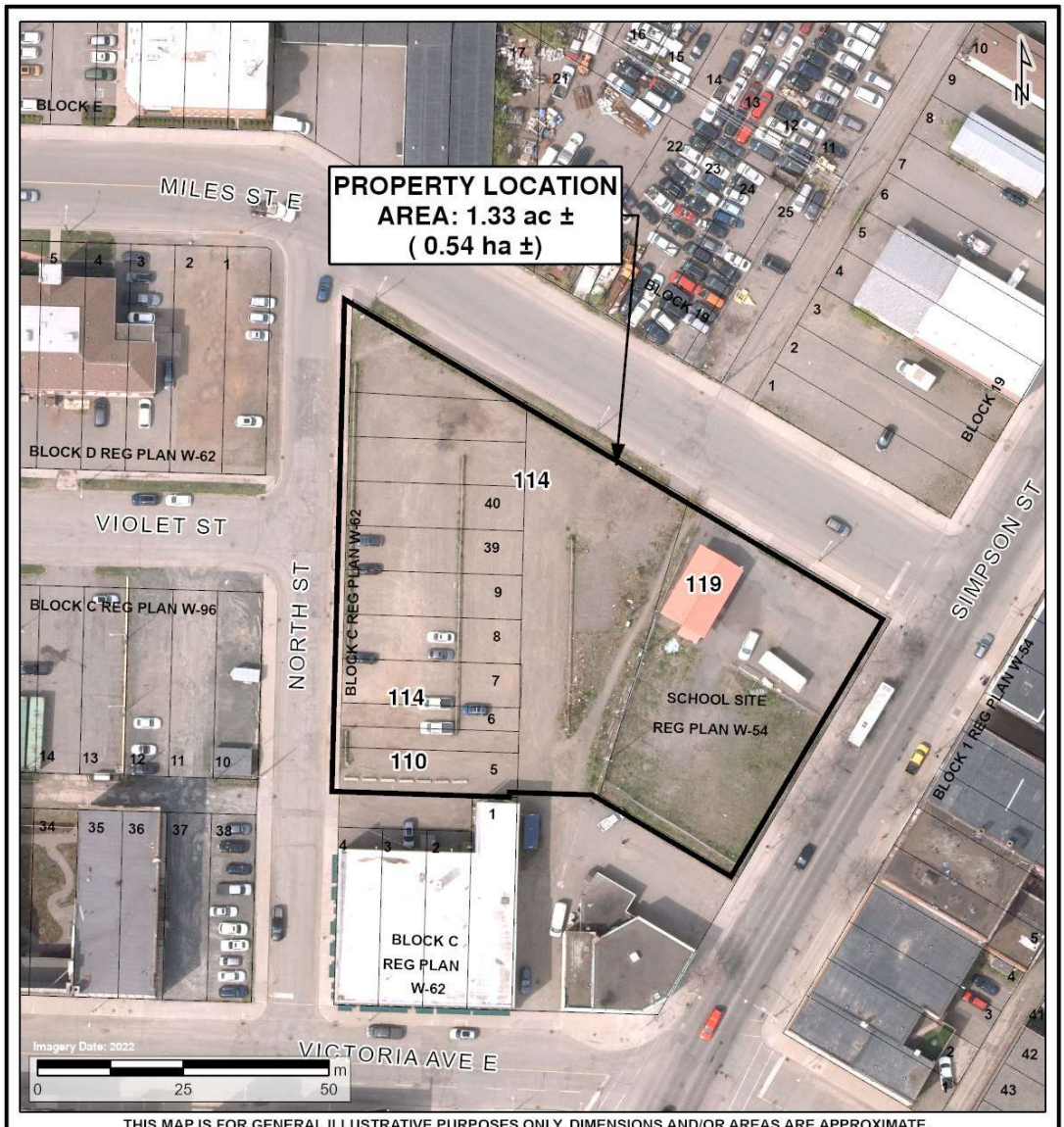
CITY LAND
211 - 223Tupper St & 224 Camelot St

LEGAL: TP N/S CAMERON PT LT 2 INCL RP55R5450 PT 1, N PT LT 2 N CAMERON RP55R4011 PTS 1 & 2, E PT LT 3 N CAMELOT,PT LOT 3 N CAMELOT

Prepared By:	CK	**Date:**	2025-05-28	**Scale:**	As Noted
Commissioner:	Kerri Marshall	**Author:**	AW	**File No:**	NA
LRO PIN:	621500150,621500147, 621500146,621500145	**Roll No:**	5804010039003000000,5804010039005000000, 5804010039008000000,5804010039007000000		

Miles Street, North Street and Simpson Street

Municipal Address(s): 110/114 North Street, 114 Miles St. E. & 119 Simpson St.
Size: approx. 0.54ha (1.33ac)
Zoning: Downtown Neighbourhood
Servicing: Water, Sanitary, and Storm available at both Miles St. E. and Simpson St.
Completed Studies: Environmental Site Assessment (west side of property only)



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CITY LAND					
110 / 114 North Street, 114 Miles Street East & 119 Simpson St					
LEGAL: PLAN 62 BLK C LOT 5 S,6, 7, PL 62 BLK C LT 8 - 9 LT 39 - 43 & PT OLD SCHL SITE PLAN 54 RP 55R9408 PART 2 RP 55R2304 PT 2, 3 & 4 LESS PTS 1 & 2 RP 55R-13869					
Prepared By:	HE	**Date:**	2025-05-28	**Scale:**	As Noted
Commissioner:	Kerri Marshall	**Author:**	LZ	**File No:**	NA
LRO PIN:	620730021, 620730113, 620730022 & 620730024	**Roll No:**	5804040143011000000, 5804040143065000000, 5804040143065000000 & 5804040143012000000		

APPENDIX B
EVALUATION CRITERIA

Component	Assessment Criteria	Score
Mandatory Requirements	☐ Appendix C: Call for Proposals form is completed and signed by a person authorized to bind the Applicant to the execution of the agreement on behalf of the Applicant or the Applicant's authorized agent. ☐ Corporate entities must provide evidence of incorporation and active status as of the date of the submission. ☐ A statement of qualifications as described in Appendix C. ☐ If the proposal involves a partnership, a letter of understanding or similar agreement clearly outlining roles and responsibilities and appointing a "Lead Entity" ☐ A concept outline as described in Appendix C	Must be included in submission
Track Record *(Total /30)*	• Demonstrated experience with similar: o land development o construction o building management	/10
	• Quality of past similar projects: o The Applicant provides examples of similar projects they have carried out successfully in the past	/10
	• Proposed construction timelines: o The Applicant has completed past projects in a timely manner o The Applicant has detailed a plan to secure building permits for the proposal within the 2026 construction year	/10

Alignment with City housing & growth objectives *(Total /50)*	• Affordability
	  ○ The proposal includes affordable housing units
	  ○ The Applicant has experience with housing affordability, or has partnered with an organization with experience in housing affordability
	  ○ The Applicant otherwise demonstrates how the development will include housing that is attainable for low-income households
		/20

	• Density ○ The Applicant has proposed the maximum allowable number of units under zoning	/20

	• Sustainability
	  ○ Incorporates low- or no-carbon water and space heating
	  ○ Exceeds Ontario Building Code standards in relation to sustainability and carbon intensity
	  ○ Otherwise aligns with Energy Star, LEED, and the CHBA Net Zero program standards or equivalent
		/10

Addressing Community & Neighbourhood Need *(Total /20)*	• Project represents mixed-use development • Project encourages complete neighbourhoods, walkability • Project integrates outdoor space, trails • Projects meets the urban design guidelines	/20
TOTAL		**/100**

APPENDIX C
CALL FOR PROPOSALS FORM

1. **Please identify the Opportunity Site(s) for which you are submitting a proposal(s).**
   Opportunity Site information is included in Appendix A.
   Click or tap here to enter text.
   - **If you are submitting a proposal for only a portion of the Opportunity Site, please identify that portion.**

   Click or tap here to enter text.

2. **Statement of Qualification**
   - **Overview of Applicant**
     Provide a narrative description of the Applicant, including size, history, and principal areas of business.
   - **Experience**
     Provide a narrative that describes the Applicant's experience and indicates why the Applicant is well-qualified to excel in this opportunity, including recent relevant experience.
   - **Professionals and partners**
     - If you are partnering with other organizations, detail the roles and responsibilities of each organization and provide a letter of understanding or similar agreement clearly outlining roles and responsibilities and appointing a "Lead Entity."
     - Identify and describe partners or experts who have the technical qualifications to support this project, including the names of the engineering and architectural consultants and contractors you will partner with to complete the development.
   - **Commitments**
     Provide a summary of present project commitments with timelines and explain how current projects will not impede the ability to undertake this project within the project timeline included with the concept outline.

   Click or tap here to enter text.

3. **Concept outline**

   The Concept Outline should include a detailed narrative description of the proposed project, a rudimentary sketch of the project, and a project timeline including timelines for project initiation, construction, and any proposed phasing. **The timeline must indicate how the Applicant will secure issuance of a building permit by the end of 2026.**

   Click or tap here to enter text.

4. **Affordability**

   Demonstrate how the proposal includes housing units that meet the City's definition for affordable housing:

   a) In the case of home ownership:
      - Housing for which the purchase price results in annual accommodation costs which do not exceed 30% of gross annual household income for low- and moderate-income households; or
      - Housing for which the purchase price is at least 10% below the average purchase price of a resale unit in the regional market area

   b) In the case of rental housing:
      - A unit for which the rent does not exceed 30% of gross annual household income for low- and moderate-income households; or
      - A unit for which the rent is at or below the average market rent of a unit in the regional market area.

   Click or tap here to enter text.

5. **Density**

   Please provide the maximum allowable number of units for the Opportunity Site under its zoning designation, and the number of units the Applicant is planning to build. Full points will be awarded for proposals that achieve maximum density. Partial points will be awarded for proposals that achieve 70% or more of maximum density.

   Click or tap here to enter text.

6. **Sustainability**

   Please describe how the proposed development:

   - Incorporates low- or no-carbon water and space heating
   - Exceeds Ontario Building Code standards in relation to sustainability and carbon intensity
   - Otherwise aligns with Energy Star, LEED, and the CHBA Net Zero program standards or equivalent

   Click or tap here to enter text.

7. **If the Applicant is a corporate entity, please attach proof of incorporation.**