



Request for Expressions of Interest for Projects to participate in the Rapid Rural Workforce Housing Pilot

You are invited to submit your response to our Request for Expressions of interest, to propose potential development projects or communities with workforce housing needs to be included in the **Rapid Rural Workforce Housing Pilot**.

A. BACKGROUND AND PROJECT DESCRIPTION

The Housing Hub of New Brunswick (the Housing Hub) was created in 2022 to work in collaboration with non-profit and cooperative housing organizations, all levels of government, and businesses to facilitate the development of affordable housing in New Brunswick.

Recognizing that housing affordability is vital to sustainable communities, the Housing Hub partners to drive housing development across all of New Brunswick. Through a disciplined approach and a focus on execution, the Housing Hub combines relevant stakeholder resources, connections, and experience to expand development of housing projects that are diverse, inclusive, and sustainable.

We believe that a thriving inventory of housing is vital to the sustainable growth of New Brunswick and the fulfillment of individuals, families, and communities.

The Housing Hub is building housing that meets the needs of households and communities in the province. Improving the housing landscape across New Brunswick will create an environment that empowers individuals and establishes a sense of belonging and ownership in their communities.

As an organization, we promise to:

- Be open and transparent with our stakeholders and New Brunswickers.
- Leverage our relationships with stakeholders to move projects from concept to completion.
- Share and inspire innovation for best practices in each project.
- Lead with knowledge, experience, compassion, and capital.
- Execute and get projects built.

The Rapid Rural Workforce Housing Pilot is the first of its kind in New Brunswick, and proposes to develop:

- A minimum of 220 housing units, targeted to satisfy a workforce need in at least four (4) communities across New Brunswick's rural communities and/or small population centres
- Through a portfolio approach, successfully deliver the units by March 31, 2025

- Due to the diversity of need and because all types of housing stock are in short supply, provide housing in both purpose-built rental and under affordable home ownership models*¹

B. PROPONENT ELIGIBILITY

The Rapid Rural Workforce Housing Pilot proposes a unique perspective in determining affordability of the units, by benchmarking it against target workforce income. As a result, proponents submitting should consist of one key employer in a community, or a group of employers in a specific community, who have a demonstrated need for increased housing stock, or diversity of housing stock.

Some sensitive information, such as remuneration packages for target workforce served will be required to proceed for consideration.

Community housing providers (for profit or not for profit), municipalities and other key stakeholders may participate in the REOI response as a partner. However, the lead applicant(s) should continue to consist of employer(s).

C. ROLE OF THE HOUSING HUB

Once proposed projects are approved to be included in the Rapid Rural Workforce Housing Pilot, the Housing Hub will begin execution of the project as project manager/development consultant.

The role of the Housing Hub is to facilitate and expedite project timelines and ensure the most successful project outcomes. Housing Hub services may include any and all of the following, based on project team needs:

- Securing funding and financing from levels of government, and reporting as required
- Manage project financial projections and update models throughout project stages
- Advise on best practices in design, tender, contract negotiations, etc.
- Support in engaging consultant teams in pursuing studies required ahead of start of construction
- Work with the municipality/RSC in obtaining municipal approvals to proceed with the project
- (as required) execute site search for the project
- (as required) execute search for local community housing provider to own and operate the resulting project
- Guide the project through the development stages and to completion
- Engage in local community consultation on the proposed project
- Any other project management or related task that will push the project forward, as required.

The Housing Hub is dedicated to building inclusive and integrated sustainable and healthy communities. As such, we are committed to designing and delivering energy efficient and

¹ Affordable home ownership would *not* require permanent residency in order to enter into contract.



accessible spaces, promoting overall wellness, aging in place and physical accessibility for all. Should proposed projects fall short on these key outcomes, the Housing Hub will engage in discussion with proponents and the project team to better align on overall social outcomes

D. ROLE OF THE PROPONENT

Employer proponents must demonstrate and be willing to share:

- Demonstration of the number of units required, either through hiring projections, vacancy rate analysis or any other tool that can demonstrate a need
- Identification of the household incomes (or range of incomes with a breakdown of number of households per income category) for which the Housing Hub will be required to propose affordability to (either hourly or annually)
- If known, identification of household composition (number of people in the household) and unit size (studio, one-bedroom, two-bedroom, three-bedroom, more), and distribution of quantity of units for each size

Once approved, proponents will be asked to participate as part of the project team as key stakeholders, through to project completion.

E. TIMELINE

This REOI will have a rolling intake, with semi-monthly review of applications. The first review of applications will take place the week of May 15, 2023. Once a sufficient number of projects meet the required benchmark score, the REOI will close. Proponents will then be encouraged to apply to the REOI of Stakeholders in the Development of Affordable Housing.

All questions/requests for clarification are to be sent in writing to info@hhnb-rlnb.ca

F. PROPOSAL SUBMISSION REQUIREMENTS

Please limit your response to the Request for Proposal to a maximum of 15 pages and include at least the following information:

- (1) Proponent(s)' name, address, telephone, e-mail, website address.
- (2) Brief history of the proponent; bios of key contacts who will participate in the project team
- (3) Description of the project team, partners if identified (municipality, community housing provider, other); identify key members of the team, roles and responsibilities and reporting relationships, as applicable.
- (4) Identification of the total requested number of units to be developed. Demonstration of the need for the number of units requested through hiring projections or other documentation.
- (5) Identification of household income levels for which affordability is targeted – if more than one income level, identify how many units are to meet each level of affordability

- (6) Identification of whether units developed should be purpose built rental or ownership. If both are desired, identify how many units of each type of tenure is desired.
- (7) Identification of unit size (studio, one-bedroom, two-bedroom, three-bedroom, larger) proposed. If more than one unit size is proposed, how many units of each size is desired.
- (8) Identification of targeted built-form (apartment, townhouse, duplex/triplex/quad, single detached)
- (9) Identification on whether a development site is confirmed. If identified, provide address/PID, current zoning (if known) and what studies are completed to facilitate development, as appropriate.
- (10) Identification of proposed employer, municipal and/or community housing provider capital investment.
- (11) Any other project details, including but not limited to
 - Proposed development timeline
 - Financial proforma
 - Any contracts entered into (architect, contractor, legal, etc.)
 - Site information/survey/studies
 - Municipal approvals, if completed
 - Preliminary designs, if completed

Please submit an electronic copy of your proposal to info@hbnb-rlnb.ca at your earliest convenience. When a sufficient number of proposals have been accepted, this REOI will be deemed closed. The REOI will be open until May 30, 2023 at minimum.

G. SELECTION CRITERIA

Projects will be evaluated on the following criteria. A base score of 60 points will be required to qualify to proceed.

Corporate history and team structure	5%
Number of partners identified	20%
Demonstration of housing need	15%
Understanding of need (specification of unit count/type/tenure/built form)	15%
Target income levels supplied	5%
Project readiness (land secured, overall additional documents)	25%

Proposed proponent capital investment in project	15%
Total	100%

Final selection of projects are subject to the Housing Hub of New Brunswick – Réseau de logements du Nouveau Brunswick Board of Directors approval.

For questions or additional information, contact info@hhnb-rlnb.ca.

We thank you for your interest and look forward to your submission.