Niagara Region

Housing Services

Expression of Interest

for

Non-Profit Affordable Housing Development Preliminary Project Visioning

Expression of Interest No.: **AH-EOI-26-01**

Issued: **Wednesday, October 21, 2026, at 3pm**

Submission Deadline**: Friday, November 13, 2026, at 3pm**

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1. INTRODUCTION AND PURPOSE

This Expression of Interest (EOI) is being issued by Niagara Region Housing Services (the Region) to identify non-profit and cooperative housing providers that are interested in growing their operations and to initiate dialogue about preliminary project visioning. Specifically, this EOI is tailored towards:

i. non-profit and cooperative housing providers that have existing sites in Niagara that have an interest in expanding and/or intensifying their existing operations;

ii. non-profit and cooperative housing providers that have an interest in establishing operations in Niagara; and

iii. any charities, agencies, or non-profits that seek to begin affordable housing operations.

Based on the responses to this EOI, the Region intends to create a Project List of potential non-profit and cooperative housing development that may occur in Niagara. Regional staff intends to proactively follow-up with each entity on the Project List over the following calendar year (2027) to discuss preliminary project visions and offer general guidance on next steps and considerations, which could include but not be limited to: establishing a project team structure, assembling capital and operating budget considerations, determining potential funding source options, and identifying site due diligence needs.

Moving forward, the Region intends to issue a similar EOI on an annual basis to maintain an up-to-date Project List, as well as to strengthen its visibility, communication, and support with non-profit and cooperative housing providers. This EOI is solely intended as an information gathering by the Region and is not legally binding.

2. RELATIONSHIP TO AH-EOI-26-02

This EOI (AH-EOI-26-01) is separate and independent to "AH-EOI-26-02*: Expression of Interest for Non-Profit Affordable Housing Development Project Readiness Information and Support for Funding Program Submissions*", as well as any other EOIs issued by Niagara Region as a corporate entity. This EOI is not a prerequisite to AH-EOI-26-02.

The EOI Contact(s) will review each submission under both respective EOI streams on a case-by-case basis and hold the discretion to coordinate matters as deemed appropriate.

3. DEFINITIONS

The following definitions are offered to establish a common understanding and interpretation of the following terms:

"Affordable" housing or units

In the case of ownership housing, the least expensive of:

a) 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

b) housing for which the purchase price is at least 10% below the average purchase price of a resale unit in the municipality;

In the case of rental housing, the least expensive of:

c) a unit for which the rent does not exceed 30% of gross annual household income for low and moderate income households; or

d) a unit for which the rent is at or below the average market rent of a unit in the municipality (Provincial Planning Statement, 2024).

"Attainable" housing or units

Rental or ownership housing provided by the market for moderate income households that are generally within the fifth and sixth income decile of the regional market area. Attainable housing can include dwelling types of various sizes, densities, and built forms, and is intended to provide individuals with the opportunity to access housing more suitable to their needs.

"Low and moderate income households"

a) In the case of ownership housing, households with incomes in the lowest 60 percent of the income distribution for the municipality; or

b) In the case of rental housing, household with incomes in the lowest 60 percent of the income distribution for renter households for the municipality (Provincial Planning Statement, 2024).

"Municipality" or "Regional market area"

An area that has a high degree of social and economic interaction. The boundaries of the Niagara Region will serve as the regional market area for the purposes of assessing housing market conditions for this expression of interest.

"Supportive" housing or units

Describes a wide range of housing options with support services that enable people exiting homelessness, people with mental health issues, addictions, physical disabilities, developmental disabilities, people with acquired brain injuries, survivors of domestic violence, and many more, to achieve housing stability and live as independently as possible in the community.

It offers a combination of housing assistance (e.g. rent-geared-to-income and rent supplements) and wraparound support which can include clinical and non-clinical services (e.g. counselling, addictions support, peer support, life skills training, personal care, nursing, etc.) all provided in a culturally safe and appropriate manner.

4. INELIGIBLE PROJECTS

This EOI does not apply to following types of projects:

- New construction projects that create fewer than 10 net new units.
- Owner-occupied housing, including secondary suites.
- Long-term care and retirement homes.
- Shelters and crisis care facilities.
- Student residences.

5. EOI SUBMISSION REQUIREMENTS

Proponents are required to complete and submit the questionnaire below to the best of their ability. The EOI Contact holds the discretion to determine whether a submitted EOI is considered to be complete and will follow-up with Proponents to address any outstanding matters as needed.

If a Proponent has multiple projects, please submit each project individually and under the appropriate EOI stream (AH-EOI-26-01 or AH-EOI-26-02).

6. QUESTIONNAIRE

Proponents are requested to copy and paste the below questionnaire into a separate Word Document. Once complete, please save the Word Document as a PDF and submit it to the EOI Contact by following the instructions as described in Section 8.

Submission Date	
Proponent Name	
Proponent Email	
Proponent Phone	
Organization Name	
Organization Address	
Local Municipality	

i. Is the organization a non-profit or cooperative housing provider?

ii. Does the organization have existing operations in Niagara? If yes, please list the name(s) and address(es) of these operations.

iii. Does the organization own the land that is needed to develop the envisioned project on? If yes, what is the address/location of these lands?

iv. Please indicate the anticipated construction type(s) for the envisioned project:

a) New detached building(s)

b) Addition/extension to an existing building(s)

c) Renovation/rehabilitation of an existing building(s)

v. Does the envisioned project involve the creation of net new purpose-built affordable rental units, affordable ownership units, or a mix of both?

vi. Please complete the below unit summary for the envisioned project (if known):

a) Unit Summary

Total number of units	
Total number of net new units	
Number of rental units	
Number of attainable units	
Number of market units	

b) Bedroom Summary

Number of bachelor units	
Number of one-bedroom units	
Number of two-bedroom units	
Number of three-bedroom units	
Number of four-bedroom units	
Number of five-bedroom units	

vii. Who are the targeted tenants/demographics for the envisioned project?

viii. Will the envisioned project be solely residential, or will it have a mix of residential and non-residential uses (i.e., residential with commercial)?

ix. Will the project benefit from a co-located municipal service on-site (for example: public health services office, or licensed childcare centre)?

x. Is there potential for the project to accommodate any supportive housing units (as defined under Section 3)?

xi. Does the organization have an established project team? If yes, briefly describe its structure and individual expertise (i.e., finance, construction, fundraising, project management, etc.).

xii. Does the organization have sufficient funding available to develop the envisioned project?

xiii. In a hypothetical scenario where there is no limitation or restriction to develop, what is the ideal year to complete/achieve occupancy of the envisioned project?

7. EOI TIMELINE

EOI Milestones	Date
Issuance	Wednesday, October 21, 2026
Deadline for Proponent Questions	Wednesday, November 4, 2026, at 3pm
Region to Issue Addenda	Friday, November 6, 2026
Proponent Submission Deadline	Friday, November 13, 2026, at 3pm
Follow-up with Proponents	December 2026 – March 2027

8. EOI SUBMISSION AND CONTACT INFORMATION

This document has been made available electronically through Bids and Tenders and the Niagara Construction Association. A link to the EOI is available on Niagara Region Housing Services website. Proponents shall provide all questions and submissions electronically by email to the EOI Contact below. In all email communication, please indicate “AH-EOI-26-01” in the subject line. Proponents may edit or withdraw a

submission prior to the Submission Deadline. Proponents hold the right to accept or reject the Region's offers of support resulting from their submission to this EOI.

EOI Contact

Gordon Szaszi
Project Manager Housing Development, Niagara Region
Email: gordon.szaszi@niagararegion.ca
Phone: (905) 650-6072

9. NOTIFICATION AND FOLLOW-UP DISCUSSION

Proponents will receive notice from the Region of any pending feedback after a review of the submissions. The Region's outreach to discuss envisioned projects can be expected to occur in Q1 2027.

10. ACCOMMODATIONS FOR PROPONENTS WITH DISABILITIES

In accordance with the Ontario Human Rights Code, Ontarians with Disabilities Act, 2001 (ODA) and Accessibility for Ontarians with Disabilities Act, 2005 (AODA), Niagara Region will accommodate for a disability, ensuring full and equitable participation throughout the EOI process. If a Proponent requires this EOI in a different format to accommodate a disability, the Proponent must contact the EOI Contact as soon as possible and in any event prior to the submission deadline. The EOI in the different format will be issued only to the requesting Proponent and all addenda will be issued in such different format only to the requesting Proponent.

11. TERMS AND CONDITIONS

In responding to this EOI, the Proponent acknowledges its acceptance of the following EOI Terms of Reference.

11.1 Expression of Interest Not a Formal Competitive Bidding Process

This EOI is issued for information-gathering purposes and is not intended to be a formal legally binding "Contract A" bidding process. Without limiting the generality of the foregoing, this EOI will not necessarily result in any subsequent negotiations, direct contract award, invitational tendering process or open tendering process, and does not constitute a commitment by Niagara Region to procure any goods or services.

11.2 EOI Not to Limit Niagara Region's Pre-existing Rights

This EOI will not limit any of Niagara Region's pre-existing rights. Without limiting the generality of the foregoing, Niagara Region expressly reserves the right, at its discretion, to:

i. seek subsequent information or initiate discussions with any potential supplier, including potentials suppliers that did not respond to this EOI;

ii. initiate direct negotiations for the procurement of any good or service with any potential supplier or suppliers, regardless of whether the potential supplier or suppliers responded to this EOI;

iii. contact a limited number of potential suppliers, which may include only those that responded to this EOI or may include potential suppliers that did not respond to this EOI, for the purpose of a competitive process for the procurement of any good or service;

iv. elect to proceed by way of open tender call where all potential Proponents, including those that did not respond to this EOI, are eligible to compete for the award of a contract for the supply of any good or service; and

v. elect not to procure the good or service that is the subject of this EOI.

These expressly reserved rights are in addition to any and all other rights of Niagara Region that existed prior to the issuance of this EOI.

11.3 Pricing Information for General Information Purposes Only

Any pricing information provided by Proponents is for general information purposes and is not intended to be binding on Proponents. Any legally binding pricing or purchasing commitments will be established only where specified by the express terms of a subsequent tender call process or where established through the execution of a written agreement.

11.4 Information in EOI Only an Estimate

Niagara Region and its advisers make no representation, warranty or guarantee as to the accuracy of the information contained in the EOI or issued by way of addenda. Any quantities shown or data contained in this EOI, or provided by way of addenda, are estimates provided only as general background information.

11.5 Parties to Bear Their Own Costs

Niagara Region will not be liable for any expenses incurred by a Proponent, including the expenses associated with the cost of preparing responses to this EOI. The parties will bear their own costs associated with or incurred through this EOI process, including any costs arising out of, or incurred in, (i) the preparation and issuance of this EOI; (ii) the preparation and making of a submission; or (iii) any other activities related to this EOI process.

11.6 Accuracy of Responses

The Proponent acknowledges that the information provided is, to the best of its knowledge, complete and accurate.

11.7 Submissions Will Not Be Returned

Except where set out to the contrary in this EOI or expressly requested in the Proponent's submission, the submission and any accompanying documentation provided by a Proponent will not be returned.

11.8 Confidential Information of Niagara Region

All information provided by or obtained from Niagara Region in any form in connection with this EOI either before or after the issuance of this EOI (i) is the sole property of Niagara Region and must be treated as confidential; (ii) is not to be used for any purpose other than replying to this EOI; (iii) must not be disclosed without prior written authorization from Niagara Region; and (iv) must be returned by the Proponent to Niagara Region immediately upon the request of Niagara Region.

The Proponent may not at any time directly or indirectly communicate with the media in relation to this EOI without first obtaining the written permission of Niagara Region.

11.9 Disclosure of Information

The Proponent consents to Niagara Region's collection of information as contemplated under the EOI for the uses contemplated under the EOI. Information provided by a Proponent may be released in accordance with relevant access to information and privacy legislation including primarily the Municipal Freedom of Information and Protection of Privacy Act, R.S.O. 1990, c. M.56, as amended ("MFIPPA"). The Proponent agrees that any information provided in its response, even if it is identified as being supplied in confidence, may be disclosed pursuant to MFIPPA or as required by any other applicable law or by order of a court or tribunal. The Proponent acknowledges that Niagara Region may make public the name of any and all Proponents.

11.10 Governing Law

This EOI process will be governed by and construed in accordance with the laws of the province of Ontario and the federal laws of Canada applicable therein.

_____

Signature of Proponent Representative

_____

Name of Proponent Representative

_____

Title of Proponent Representative

_____

Date