Expression of Interest For

Supportive and Highly Supportive Housing Development Project Readiness Information and Support for Funding

Expression of Interest No.: SH-EOI-26-01

Issued: **Wednesday, October 21, 2026** Submission Deadline: **Friday, November 13, 2026**
4 p.m. local time
Submission Location:
By Email to: Sara.Fox@niagararegion.ca

1. Introduction

This Expression of Interest (EOI) is being issued by Niagara Region Community Services (the Region) to identify non-profit supportive housing providers that are interested in growing their operations by means of creating net new fixed supportive housing units aimed at measurably reducing homelessness. Specifically, this EOI is tailored towards non-profit supportive housing providers, or any other charities or non-profit agencies that are near or have achieved shovel-readiness to construct supportive or highly supportive housing units. Eligible entities must be able to provide detailed capital and operating budgets, including any identified gaps and funding needs that impact financial viability.

This EOI will support the Region in its role as the Homelessness Service Manager to:

i. Identify non-profit supportive or highly supportive housing projects in Niagara that are nearing construction phase and are in need support (such as project funding and/or financing) to proceed with construction.

ii. Maintain its existing Project List of shovel-ready non-profit supportive or highly supportive housing projects and to ensure its accuracy in regards project progress and needs.

iii. Provide support to Project List entities by identifying relevant Federal, Provincial, or other funding programs and opportunities, and supporting with applications when possible.

The Region intends to issue a similar EOI on an annual basis to maintain an up-to-date Project List and to improve its ability to support non-profit supportive housing development projects as they near construction. Potential information and support being offered by the Region through this EOI process will be dependent on the status of projects submitted for review and on current and future funding program opportunities and requirements.

The Region is aware that Federal and Provincial funding program timelines for application submission and deliverables are often challenging and of short notice. A major goal of this EOI process is for the Region to be able to help local projects prepare for and access future opportunities as they become available. This will be achieved through ongoing information gathering and knowledge sharing.

2. EOI Timetable

Issue Date of EOI	Wednesday October 21, 2026
Deadline for Questions	Wednesday November 4, 2026 4 p.m. Local Time
Deadline for Issuing Addenda	Friday November 6, 2026
Submission Deadline	Friday November 13, 2026 4 p.m. Local time

The EOI timetable is tentative. It may be changed by Niagara Region at any time, and Niagara Region may choose to waive or extend the Deadline for Questions, Deadline for Addenda and/or the Submission Deadline.

3. EOI Contact

Respondents should direct any questions on this EOI process to the EOI Contact. For the purposes of this procurement process, the "EOI Contact" will be:

Name: Sara.Fox@niagararegion.ca

4. Relationship To SH-EOI-26-02 Non-Profit Supportive Housing Development Preliminary Project Visioning

This EOI (SH-EOI-26-01 Supportive and Highly Supportive Housing Development Project Readiness Information and Support for Funding) is separate and independent to "SH-EOI-26-02 Non-Profit Supportive Housing Development Preliminary Project Visioning", as well as any other EOIs issued by Niagara Region as a corporate entity. This EOI is not a prerequisite to SH-EOI-26-02 Non-Profit Supportive Housing Development Preliminary Project Visioning.

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.

5. Definitions

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

"By-Name Data / List"

A real-time record of all those known to be experiencing homelessness in the community as documented in Homeless Individuals and Families Information System (HIFIS). This data can be prioritized to best match individuals with appropriate support resources.

“Fixed Site”

Site-based housing, often with 24/7 or higher-intensity supports.

“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.

“Scattered Site”

For individuals who can live independently in units leased from private landlords with financial support through a subsidy and mobile supports provided by a team or dedicated case worker.

“Shovel-readiness”

For purposes of this EOI, shovel-readiness is defined as a development project that has obtained all regulatory approvals necessary for construction to commence. Such approvals include, but are not limited to, Site Plan Approval and a Building Permit.

“Supportive Housing”

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 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.

6. Eligibility

6.1 Eligibility Requirements

i. Respondent must be a non-profit.

ii. Primary focus of project must be on the development of new supportive or highly supportive housing units, with a minimum of 10 net new units. ‘Net new’ means new units that are developed in addition to any existing units, if applicable. Other non-residential uses such as commercial, supportive, or other components/uses may be included in the project; however, the overall project focus must be on the delivery of supportive or highly supportive housing units.

iii. Construction delivery method resulting in net new supportive or highly supportive housing units can include:

   a) New detached building(s)

   b) Addition, extension, or rehabilitation (where units uninhabitable) to an existing residential building(s)

   c) Conversion or retrofit of non-residential building(s) or units

iv. The new units in the project must be dedicated to individuals from Niagara Region's By-Name Data / List.

6.2 Ineligible Projects

This EOI does not apply to following types of projects:

i. New construction projects that create less/fewer than 10 net new supportive housing units.

ii. Owner-occupied housing, including secondary suites.

iii. Scattered site units.

iv. Projects incorporating a mix of supportive and non-supportive units.

v. Homeless shelters or other temporary emergency shelter bed sites.

vi. Student residences.

7. Submission Instructions

Respondents are asked to submit the following document to the EOI Contact via email by the Submission Deadline indicated in 2. EOI Timetable **(November 13, 2026)**:

1. Completed and signed Respondent Submission Form (Appendix A) acknowledging, among other things, that this EOI and any respondent submissions will not create a legal relationship or obligation regarding the procurement of any good or service.

Appendix A – Respondent Submission Form

1. Respondent Information

Respondents are requested to complete the below and submit it to the EOI Contact by following the instructions as described in Section 7.

Full Legal Name of Respondent:	
Any Other Relevant Name under which Respondent Carries on Business:	
Street Address:	
City, Province/State:	
Postal Code:	
Phone Number:	
Company Website (if any):	
Respondent Contact Name and Title:	
Respondent Contact Phone:	
Respondent Contact Email:	
Local Municipality	
Submission Date	

If a Respondent has multiple projects, please submit each project individually. Submissions must confirm the eligibility requirements that are listed in Section 6, as well as provide as much of the following information as possible (in the order shown) in the text box or as an attachment:

1.1 Respondent Information and Experience

a) Experience in supportive housing operating and development

b) Project Details: location, scope, energy and accessibility features, and any other features

c) Does the project fit into a portfolio of supportive housing already owned and/or operated by the Respondent? How so?

d) Project Business Plan: core need, operations, staff, property management

e) Project Team: key personnel (own staff, consultants, legal, financial, project manager, any other critical members)

f) Partnerships: financial, development/construction, operational, other support from Municipal and/or other levels of government

1.2 Target Demographic(s) for Tenants

a) Who are the target tenants for the project?

b) What types of non-clinical support services will be available on-site (e.g. housing support, medication prompting, food/meal preparation, cleaning/housekeeping, social/recreational support)? Are these provided by the Respondent or in partnership with a third party? Please list all that apply.

c) What type of health/clinical services will be available on-site (e.g. primary care, mental health, substance use services, personal care, medication administration, occupational therapy, etc.)? Are these provided by the Respondent or in partnership with a health service provider? Please list all that apply.

d) How will the project target clients on Niagara Region's By-Name Data / List of people known to be experiencing homelessness?

e) Will the project benefit from a co-located municipal service on-site (for example: social services office)

1.3 Partnerships

a) List all partners involved in the project and detail the roles and services each partnering agency will provide (i.e. on-site health provision)

1.4 Unit Count Summary and Depth of Affordability

a) Total number of net new units that are proposed in the project

b) Unit summary – list all unit types and sizes with indication of the units that are ‘supportive housing’ and ‘highly supportive housing’.

c) Proposed rent rates for all unit types

1.5 Financial Information

a) Preliminary Financial Feasibility Study

b) Capital and Operating Budgets (mandatory requirement)

c) Long-Term Budget Forecast (e.g., 40- or 50-year outlook)

d) Funding Source(s) – list all applicable with status details (including fundraising and any funding expected from Niagara Region)

e) Government Incentives or Supports – list all applicable with status details

f) Capital Financing Source(s) – list all applicable sources with status details

g) Previous 3 years audited Financial Statements of Non-Profit Organization available upon request

h) Current Cost Consultant Report / Constructor Pricing

1.6 Shovel-Readiness

a) Land Status:

   i. Do you have land available for the development concept

   ii. Land ownership – acquisition pending or to be acquired fee simple?

iii. Mortgage status – current and/or anticipated

- Include information on shared mortgage agreements, and/or existing government lending agreements on title (if applicable)

iv. Status of pre-consultation meeting with the local municipality

v. Status of all zoning approvals, official plan approvals, minor variance(s), and any other agreements required with other authorities

vi. Archaeological Study

vii. Environmental Impact Study

viii. Environmental Site Assessment(s)

ix. Functional Services Report

x. Geotechnical Study

xi. Land Appraisal

xii. Land Surveys

xiii. Record of Site Condition

xiv. Site Feasibility Study

xv. Traffic Impact Study

xvi. Other completed or required studies to support viability – provide details

b) Design:

i. Level of design / drawings completed to date: conceptual; schematic; site plan approval; construction drawings and specifications?

ii. Pre-Consultation

iii. Site Plan Approval – anticipated completion date?

iv. Building Permit – anticipated date of permit(s)?

v. Accessibility Features – provide details

vi. Energy Efficiency Features – provide details

c) Construction:

i. Project Delivery Method or Contract Type: design-build / design-bid-build/ construction management / other?

ii. Constructor Procurement: constructor selected / bids pending / to be tendered – when is the anticipated selection of the constructor?

1.7 Project Schedule

Provide schedule details including key milestones.

2. Terms of Reference

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

a. 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.

b. 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 respondents, 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.

c. Pricing Information for General Information Purposes Only

Any pricing information provided by respondents is for general information purposes and is not intended to be binding on respondents. 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.

d. 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.

e. Parties to Bear Their Own Costs

Niagara Region will not be liable for any expenses incurred by a respondent, 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.

f. Accuracy of Responses

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

g. Submissions Will Not Be Returned

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

h. 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 respondent to Niagara Region immediately upon the request of Niagara Region.

The respondent 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.

i. Disclosure of Information

The respondent consents to Niagara Region's collection of information as contemplated under the EOI for the uses contemplated under the EOI. Information provided by a respondent 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 respondent 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 respondent acknowledges that Niagara Region may make public the name of any and all respondents.

j. 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.

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Signature of Respondent Representative

_____

Name of Respondent Representative

_____

Title of Respondent Representative

_____

Date