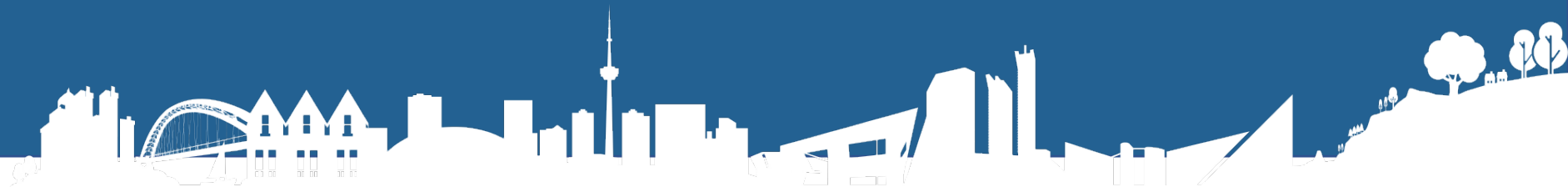


# Multi-Unit Residential Acquisition Program (MURA)

## Request for Proposals 2023

### Information Session April 25, 2023



# Welcome!

- Phone-In Access is also available at: (416) 915-6530, or +1-613-714-9906 Toll (Ottawa)

Access Code: 2467 895 0457

Password: 68722023

# Purpose of Today's Meeting

- To provide an overview of the City's Multi-Unit Residential Acquisition Program (MURA) Request for Proposals 2023 for interested non-profit housing providers
- To answer questions/ provide clarification
- This presentation will be available on the RFP website

# Questions & Answers

- Questions will be answered at the end of the presentation
- Written questions can be entered at any time through the Chat box on the bottom right side of the screen
  - Type your question and press send. All participants will see your question
  - Questions will be read out and answered
- Live Q&A will begin after written questions are answered
- All questions and answers will be published in a written Addendum

# Land Acknowledgement

The City of Toronto acknowledges that we are on the traditional territory of many nations including the Mississaugas of the Credit, the Anishnabeg, the Chippewa, the Haudenosaunee and the Wendat peoples, and is now home to many diverse First Nations, Inuit and Métis peoples.

The City also acknowledges that Toronto is covered by Treaty 13 signed with the Mississaugas of the Credit, and the Williams Treaties signed with multiple Mississaugas and Chippewa bands.

# Housing Secretariat Panelists

Erik Hunter, Manager, Development and Improvement

Paul Fischer, Manager, Housing Stability Services

Vincenzo Salatino, Housing Development Officer

# Purpose of MURA & this RFP

- To provide funding to non-profit housing organizations, including Indigenous housing providers, housing cooperatives and community land trusts, to purchase private market affordable rental housing for conversion to permanently affordable rental homes
- Acquired properties are secured as affordable rental housing for 99 years at a building average of 80% AMR
- To advance the City's commitments to truth, reconciliation and justice, 20% of MURA funding is set aside for Indigenous housing providers

# Eligible Proponents

Non-Profit groups that:

- Have experience with the purchase of affordable rental properties, or are working with a team of capable partners and consultants
- Have strong management experience providing safe, good quality affordable rental housing
- Have the experience and capacity to complete any necessary repairs to an acquired property and maintain it in a state of good repair
- Will provide support services for vulnerable tenants, directly or through partnerships with other agencies, as needed



# Eligible Properties

- Apartments buildings with 6-60 units
- Multi-tenant houses/rooming houses that are licensed, can be licensed or are legal non-conforming
- Dwelling rooms as defined in City of Toronto By-law 569-2013
- Buildings that can be brought into conformity with municipal requirements i.e. zoning by-law
- Buildings that can be viably operated with a building average of 80% AMR

# Rent Levels & Ongoing Affordability Requirements

- Building average of 80% AMR with no units above 100% AMR
  - Acquired properties may have units with rents over 100% AMR but these are to be reduced on purchase or turnover
- Tenants income tested on move-in and must have incomes of no more than 4x monthly occupancy costs (rents)
- Monthly occupancy costs includes all utilities
- Approved properties are required to have a minimum of 20% of units in receipt of housing benefits, if City funding is available

# Financial Contributions

## **Estimated \$21.5 million in capital funding to be allocated:**

- Maximum of \$200,000/unit for apartment buildings
- Maximum of \$150,000/dwelling room for rooming houses
- For acquisition of properties and urgent health and safety repairs to the buildings purchased
- Exemptions from property taxes and payment of any planning and building permit fees, development charges or parkland dedication costs, if applicable
- Any remaining costs are to be funded or financed by Proponents
- Housing benefits for up to 20% of the affordable homes for eligible households, subject to funding availability

# Dedicated Funding for Indigenous Housing Providers

- Minimum 20% set-aside of MURA capital funding for qualifying applications from Indigenous housing providers
- Part of City commitment to increase affordable rental housing for Indigenous households by 5,200 units by 2030
- Component of the Memorandum of Understanding between the Miziwe Biik Development Corporation and the City
- Miziwe Biik will review proposals from Indigenous housing providers

# Funding Components and Payments

## 1. Pre-Acquisition Funding

Pre-acquisition grant of \$25,000 for up-front costs will be advanced to lawyer in trust within 30 days of Successful Proponent agreeing to terms of Commitment Letter (RFP Appendix 2B) and signing Escrow Agreement (RFP Appendix 2D)

## 2. Deposit Funding

10% of total approved funding also within 30 days of Successful Proponent agreeing to Commitment Letter and signing Escrow Agreement, secured by Promissory Note (RFP Appendix 2C) and to be advanced to lawyer in trust

# Funding Components and Payments (cont'd)

## **3. Acquisition Funding**

Total funding, less pre-acquisition and deposit funding and any renovation funding, will be advanced before closing of an approved property and after signing of Contribution Agreement (RFP Appendix 2A)

## **4. Renovation Funding**

Funding for urgent health and safety repairs to be advanced as per terms of the Contribution Agreement, if applicable

# Proposal & Funding Approval Process

- Proposals may be submitted with details of an identified property or with general information on the type and size of property being sought e.g. a 30 unit apartment building or 10 room multi-tenant house
- Successful Proponents will be provided with a Commitment Letter from the City for a number of units and maximum funding amount based on the type and size of the building being targeted

# Property Approval Process

- Successful Proponents will have 1 year from the date of the Commitment Letter to submit a Property Acquisition Package for a specific building (see RFP Appendix 1F)
- The City will review the Package, and if the property is eligible, financially sustainable and a market appraisal substantiates the price, will approve the acquisition within 30 days
- The final funding allocation will be based on the Property Acquisition Package and capital and operating budgets, up to the program's maximum per unit/room funding and first mortgage financing available



# Closing Process

- Closing on the approved property is to be no earlier than 60 days after the proponent has waived all conditions under the agreement of purchase and sale
- Successful Proponents must sign a Contribution Agreement (RFP Appendix 2A) with the City before Acquisition Funds for closing can be advanced in trust to the group's lawyer
- Final approved funding will be secured by a mortgage charge on the property's title

# Proposal Evaluation Criteria

Proposals must score a minimum of 70 points based on the criteria below to be considered for funding

	Evaluation Criteria	Points Available
A	Acquisition and Renovation Qualifications	20
B	Management Qualifications	20
C	Corporate Financial Viability	10
D	Capital Budget and Financing Plan	10
E	Operating Budget and Management Plan	10
F	Property Acquisition Plan	20
G	Tenant and Community Impact Plan	10

# RFP Timeline

<b>Date</b>	<b>Milestone</b>
April 13, 2023	RFP Issued
April 25, 2023	Online Information Session
May 11, 2023	Deadline for written questions from Proponents, 4:30 PM
May 17, 2023	Last Addendum issued, if needed
May 25, 2023	RFP Submission Deadline, Closing 12:00 PM Noon
Week of June 19 <sup>th</sup>	Successful Proponents to be notified

# Questions Prior to RFP Close

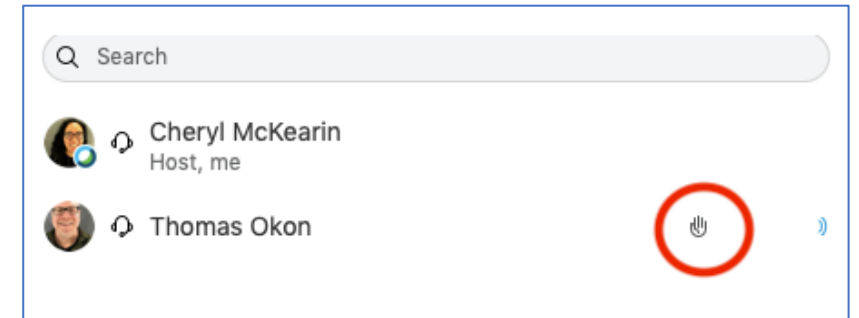
- Send any questions regarding this RFP to Vincenzo Salatino at [HousingSecretariatRFP@toronto.ca](mailto:HousingSecretariatRFP@toronto.ca)
- All questions will be answered in writing and made available online as an Addendum at [www.toronto.ca/affordablehousing](http://www.toronto.ca/affordablehousing)
- Questions will not be answered after the May 11<sup>th</sup> deadline for questions at 4:30 p.m.
- The last addendum will be issued May 17<sup>th</sup>, if needed

# Submitting an Application

- Digital-only submission process, through a secure file transfer link – no hard-copies
- To request a secure file transfer link, email [HousingSecretariatRFP@toronto.ca](mailto:HousingSecretariatRFP@toronto.ca) by noon, May 24, 2023 (24 hours before the RFP submission deadline)
- A single PDF document containing the entire proposal is preferred. Alternately, the subject of each file submitted should clearly state the proponent's name and the title of the document, for example, ABC Non-Profit Appendix 6 Capital Budget
- Early submissions are encouraged

# Questions & Answers

- Written questions will be read and answered first
- To ask a question “live” from a computer find your name on the participant list (right of screen)
- Hover over your name and a “Raise hand” icon will appear
- Click the icon and a small hand icon will be placed next to your name
- You will be called up on to speak and unmuted
- Those phoning-in can press \*3 to raise your hand
- You will be called on to speak using your phone number and unmuted
- All questions and answers will be published in a written Addendum
- Please note this section of the meeting will be recorded to ensure questions and answers are captured – the recording will not be circulated



# Housing Secretariat Contacts

## RFP Questions to:

Vincenzo Salatino, Housing Development Officer, Housing Secretariat

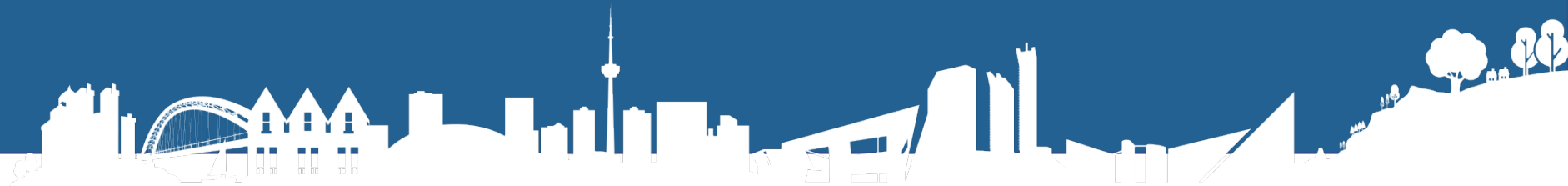
[HousingSecretariatRFP@toronto.ca](mailto:HousingSecretariatRFP@toronto.ca)

## Erik Hunter

Manager, Housing Development and Improvement

Housing Secretariat

416-397-4251 | [Erik.Hunter@toronto.ca](mailto:Erik.Hunter@toronto.ca)



# Thank you