

Multi-Unit Residential Acquisition Program (MURA)

Request for Proposals 2024

Information Session August 6th 2024



Welcome!

- Phone-In access is also available at:
(416) 915-6530, or
+1-613-714-9906 Toll (Ottawa)
- Access code: 2634 348 5445

Purpose of Today's Meeting

- To provide an overview of the City's Multi-Unit Residential Acquisition Program (MURA) Request for Proposals 2024 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 Mississauga's of the Credit, the Anishinaabeg, 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 Mississauga's of the Credit, and the Williams Treaties signed with multiple Mississauga's and Chippewa bands.



Housing Secretariat Panelists

Erik Hunter, Manager, Development and Improvement

Maureen Houlihan, Housing Stability Services

Terence Frederick, 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 properties for use as permanently affordable rental homes
- Properties are to be operated as affordable rental housing for 99 years
- To advance the City's commitments to truth, reconciliation and justice, 20% of MURA funding is set aside for Indigenous housing providers

Eligible Proponents

Not-for-profit housing providers (including community land trusts and co-operatives) that:

- Have strong management experience providing safe, good quality affordable rental housing
- Have experience with the purchase of affordable rental properties, or are working with a team of capable partners and consultants
- 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

New for 2024

Toronto City Council has authorized a number of updates to MURA. The key changes are:

- Applying the City’s income-based definition of affordable rental housing. The following maximum rents will apply:

Unit Type	Maximum Rent
Studio	\$1,088
1-bedroom	\$1,378
2-bedroom	\$1,992
3-bedroom	\$2,190

New for 2024 *(continued)*

- Removing the minimum and maximum unit limits per building (previously between 6 and 60 units)
 - The \$12M maximum funding limit per building remains
- Providing “stand-alone” MURA incentives (property tax, planning and building permit fee relief) for projects with other funding sources (eg Miziwe Biik, future Canada Rental Protection Fund)

New for 2024 *(continued)*

- Enabling the purchase of new, or soon to be completed, condominium units
 - The units are to be operated as affordable rental housing and all standard MURA program requirements apply
 - The condominium units must be purchased directly from the developer and be either new and ready for occupancy or completed within one year of the MURA proposal

Eligible Properties

- Apartments buildings
- Multi-tenant houses/rooming houses that are licensed, can be licensed or are legal non-conforming
 - Proponents considering the acquisition of multi-tenant (rooming) houses should be informed of the City's new regulatory framework and enhanced licensing requirements
- New, or soon to be completed, condominium units

Financial Contributions

Estimated \$51 million in capital funding to be allocated:

- Maximum of \$200,000/unit for apartment buildings
- Maximum of \$150,000/dwelling room for multi-tenant (rooming) houses
- For acquisition of properties, and any critical health and safety repairs to the buildings purchased
- Exemptions from property taxes and payment of any planning and building permit fees, 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 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

Rent Levels & Ongoing Affordability Requirements

- Maximum rents are limited to the City's income-based definition of affordable rental housing (see above)
- 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

Funding Components & 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 & 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 (Step 1)

- 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 (Step 2)

- 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
	TOTAL	100

2024 RFP Timeline

Date	Milestone
16 th July	RFP Issued
6 th August	Online Information Session
5 th September	Deadline for written questions
12 th September	Last Addendum issued, if needed
19 th September	RFP Submission Deadline, Closing 12:00 PM Noon
October	Successful Proponents to be notified

Questions Prior to RFP Close

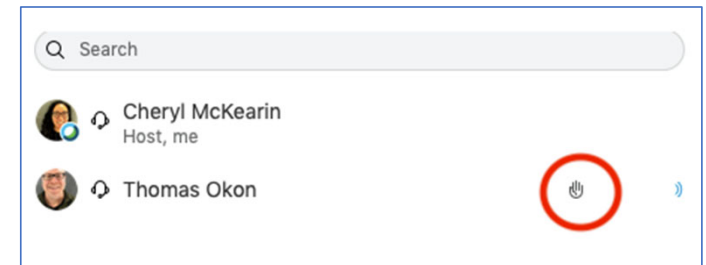
- Send any questions regarding this RFP to Terence Frederick at HousingSecretariatRFP@toronto.ca
- All questions will be answered in writing and made available online as an Addendum at www.toronto.ca/affordablehousing
- Questions will not be answered after the 5th September 2024 deadline
- The Last Addendum will be issued 12th September 2024, 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 by 12.00 p.m. Noon, 18th September 2024 (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 proponents name and the title of the document i.e. 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
- Today’s 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 accurately – the recording will not be circulated



Housing Secretariat Contacts

RFP Questions to:

Terence Frederick, Housing Development Officer, Housing Secretariat
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Thank you