

Online Information Session

**Invitation to Prequalify Community Housing Providers for
Future Affordable and Supportive Housing Opportunities –
Information for Indigenous Housing Providers**

June 26, 2026

Introduction

The purpose of today's session is to provide an overview for non-profit housing providers interested in responding to the City's Invitation to Prequalify Community Housing Providers for the operation and/or development and operation of future affordable and supportive housing projects on City-owned land.

This session will not provide you with information related to getting access to an affordable home. That information is available on the City of Toronto's Website at: <https://www.toronto.ca/community-people/housing-shelter/access-community-housing/>

Housekeeping Notes

This session is being recorded for internal purposes. The recording will be used by staff to prepare an addendum based on the questions asked today. A copy of the slides and the addendum will be posted on the website.

Staff from the following teams are available today to respond to questions as needed:

- Housing Secretariat (general questions, affordable housing program, support services)
- Housing Development Office (site specific and development-related questions)

Land Acknowledgment

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 Treaty signed with multiple Mississaugas and Chippewa bands.

African Ancestral Acknowledgement

The City of Toronto acknowledges all Treaty peoples – including those who came here as settlers – as migrants either in this generation or in generations past – and those of us who came here involuntarily, particularly those brought to these lands as a result of the Trans-Atlantic Slave Trade and Slavery. We pay tribute to those ancestors of African origin and descent.

Agenda

1. Invitation Overview
2. Submission Requirements
3. Evaluation Process
4. Q&As

Invitation Overview

Purpose: Creating Affordable and Supportive Housing on City-owned Land

- Prequalify Indigenous Housing Providers, non-profit Community Housing Providers and Umbrella Organizations to be eligible to bid on future non-profit affordable rental and/or supportive housing opportunities on City-owned land.
- Enable streamlined second stage RFP processes for specific projects – eliminate the need for corporate qualifications, representative projects and other prequalification content on each RFP.
- Support City in achieving HousingTO 2020-2030 Action Plan, Reconciliation Action Plan and the Toronto Builds Policy Framework to guide the City's approach to redevelop public land to create new homes, in partnership with the non-profit community housing sector and the Indigenous housing sector.
- Strengthen relations with the Indigenous housing sector to create partnership and capacity-building opportunities to build and operate non-market housing for Indigenous peoples.

General Process

- Through this Invitation, the Housing Secretariat and Housing Development Office will assess the qualifications, experience and financial capacity of organizations to operate and/or develop and operate affordable rental and supportive housing.
- Prequalified Housing Providers will enter into a Framework Agreement with the City that will govern their participation in the Prequalified Housing Providers List and future Second Stage Requests for Proposals.
- As opportunities arise to operate and/or develop and operate affordable rental housing or supportive housing on City-owned or controlled land, the City will issue Second Stage RFPs to Prequalified Housing Providers.
- Through the Second Stage RFP, the City will assess Prequalified Housing Providers' capacity, specific proposals, and plans related to a specific housing project.

Categories

- Housing providers are invited to be prequalified in up to four categories
 - Category 1: Operation of Affordable Rental Housing
 - Category 2: Operation of Supportive Housing
 - Category 3: Development and Operation of Affordable Rental Housing
 - Category 4: Development and Operation of Supportive Housing
- All Prequalified Housing Providers **must prequalify in Category 1**. Categories 2-4 are optional.
- Prequalified housing providers will be eligible to make proposals in response to future "Second Stage RFPs" in the category or categories in which they are prequalified

Who Should Apply?

- This invitation is open to the following types of organizations:
 - **Non-profit housing organizations**
 - **Non-profit housing co-operatives**
 - **Indigenous Housing Providers** (not-for-profit housing organizations in which Indigenous people are key decision-makers, with a mandate to provide housing/services to Indigenous people)
 - **Umbrella Organizations** (not-for-profit organizations with a primary purpose to support community housing providers in the development and operation of community housing)
- Applicants must be a single legal entity.

Indigenous Housing Provider Definition

Indigenous Housing Providers must be Non-profit Housing Organizations in which Indigenous Peoples are key decision-makers, such as Board members and/or senior management. Indigenous Housing Providers are organizations who have a mandate to provide housing/services primarily to Indigenous people and are accountable to the Indigenous community by having a Board of Directors elected by, and from, the Indigenous community.

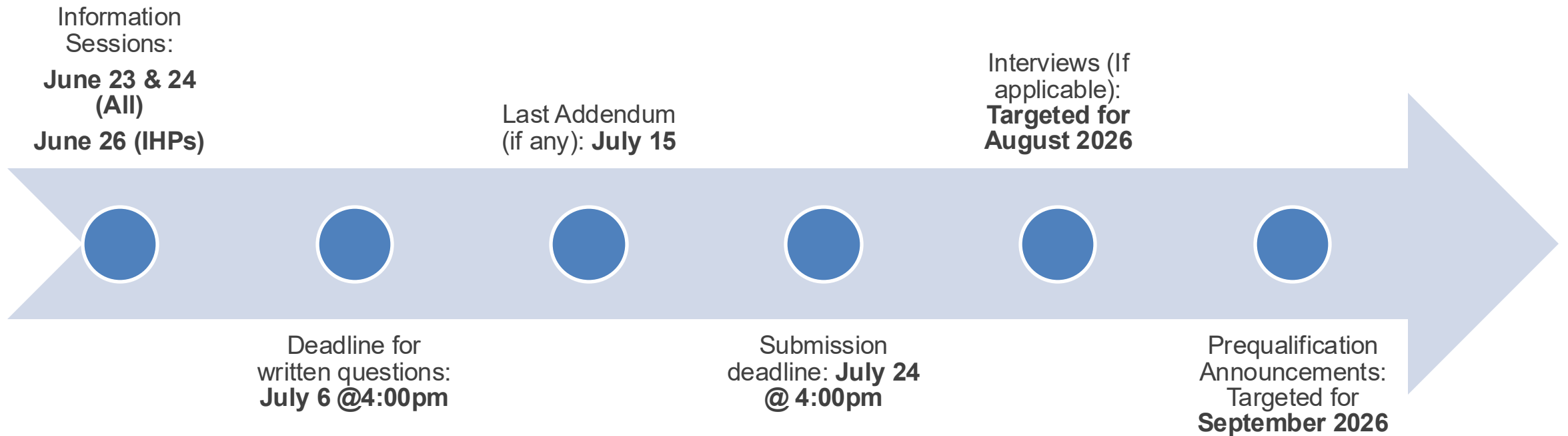
Benefits to Prequalify as Indigenous Housing Providers

- Ensures experienced Indigenous Housing Providers are eligible to apply for opportunities to lease and develop and/or operate homes on City-owned or controlled land.
- Ensures the Indigenous Housing Sector is notified of and engaged with the sector-wide opportunities that are released through the Prequalified list.
- Reduces the administrative burden in developing proposals when bidding on Second Stage RFPs.
- The City may also inform its agencies and corporations of the Prequalified Housing Provider List, which may generate other opportunities for partnerships.

Indigenous-Specific Housing Opportunities

- The City will maintain the option to release competitive RFPs to organizations not on the Prequalified Housing Provider list, which could include dedicated sites for Indigenous Housing Providers.
- Policy work on land conveyance is underway at direction of City Council. Subject to Council direction, the Prequalified Housing Provider list may be leveraged in future for conveyance opportunities dedicated to Indigenous organizations.
- We strongly encourage Indigenous organizations to apply.

Invitation Milestones



Submission Requirements

Required Components

2.1 – Executive Summary, including a letter of introduction that outlines the Applicant and any members of the team making the Submission, Table of Contents, and a summary of the submission

2.2 – Organizational Profile

- 1-2 page profile and summary of the organization's history
- Organizational vision and major strategic objectives over the next 5-10 years
- Corporate information. NOTE: The submission must be on behalf of a single legal entity.

2.3 and 2.4 – Affordable Rental Housing Management Qualification & Corporate Financial Viability

- Opportunity to demonstrate the proponent's experience in managing affordable rental housing
- Opportunity to demonstrate the proponent's financial capacity and experience through submission of audited financial statements and description of proponent's approach to property budget management

2.5 – Mandatory Submission Form

Optional Components

2.6 – Development Qualifications

- Opportunity for Applicants to demonstrate their experience and capacity to build high-quality, purpose-built, affordable and/or supportive rental housing, including financial capacity, experience and approach to managing risk, and examples of past projects

2.7 – Supportive Housing Qualifications

- Opportunity to demonstrate experience in operating supportive housing , delivering a range of well-being support services and serving vulnerable or marginalized populations

Affordable Rental Housing Management Qualifications

- **All Applicants must respond to this section in their submissions**
- Applicants must demonstrate their organization's experience in operating good quality affordable rental housing, providing property management services and maintaining a rental housing portfolio in a state of good repair, which can include working with a Supporting Organization
- The submission must include:
 - An outline that demonstrates the Applicant's ability to effectively manage Affordable Rental Housing, including a summary of their experience and summary of their current portfolio
 - Detailed case studies that include descriptions of the properties, housing programs, residents, specific difficulties encountered, partnerships, and references
 - Approach to capital asset management
 - Experience with and commitment to participate in the City's Affordable Housing Access System, including preparation of Access Plans, participating in the Choice-Based Housing Offer Process, and/or Referral Agreements
 - Applicants that work with Supporting Organizations and Umbrella Organizations will need to provide details of their partnership approach, but are not required to identify the specific partner(s) with whom they will respond to future Second Stage RFPs in their Submission

Development Qualifications (Optional)

- Applicants must respond to this section (2.6) if they are seeking to be prequalified for affordable or supportive housing development opportunities
- Applicants must demonstrate their experience and capacity to build good quality, purpose-built, affordable and/or supportive rental housing
 - An outline demonstrating that the Applicant has a robust development management and/or construction team, which may include experience establishing partnerships with Supporting Organizations or creating a project-specific Community Housing Provider
 - Details of all housing developments in pre-construction, under construction or completed by the Applicant (including in partnership with a Supporting Organization or project-specific Community Housing Provider created by the Applicant) over the past 10 years
 - Demonstration of financial capacity and experience to secure funding and/or financing
 - Summary of the Applicant's approach to anticipating and managing risks
 - Summary of the Applicant's experience in building and maintaining positive neighbour, community and stakeholder relations
 - References for past development projects

Supportive Housing

- Applicants must respond to this section (2.7) if they are seeking to be prequalified for operation of supportive housing or the development and operation of supportive housing
- In their submissions, Applicants must demonstrate their experience and qualifications to deliver a range of housing and well-being support services to vulnerable or marginalized populations, including:
 - Describing the organization's qualifications (skills and experience) to deliver culturally responsive, trauma-informed support services for individuals at risk of or experiencing homelessness, including through partnerships
 - Detailed case studies of Supportive Housing projects managed by the Applicant over the past 5 years, including a description of the building, number of units, and location, a description of the program (e.g. staffing model, case management approach, partnerships), financial information including the source of support services funding
 - Experience and commitment to participate in the City's Coordinated Access System or an approved alternative referral pathway
 - Applicants that work with Supporting Organizations and Umbrella Organizations must provide additional details about their partnership approach

Evaluation Process

Evaluation and Selection Process

- Submissions will be evaluated by a selection committee comprised of City staff
- Applicants may be invited to an interview, the results of which will be used as a mechanism to confirm or revise the evaluation score
- The Selection Committee may ask Applicants for clarification in writing

Evaluation: Affordable Rental Housing Management

- To be prequalified in any Category of this Invitation, Applicants must score a minimum of 70% for their submission in Operation of Affordable Housing

Evaluation Criteria	Points Available
Skills and experience managing affordable rental housing including tenant relations, property management and maintenance, including case studies	40
Approach to capital asset management	20
Experience with City Access Systems	10
Corporate Financial Viability	30
Total	100

Evaluation: Development (optional)

- To be Prequalified in Category 3 (Development and Operation of Affordable Rental Housing) or Category 4 (Development and Operation of Supportive Housing), Applicants must score a minimum of 70% of the points available for this section of their submission

Evaluation Criteria	Points Available
Development Management experience, including case studies demonstrating relevant experience	40
Financial capacity and experience securing development funding and/or financing	30
Managing development risk	20
Community engagement and consultation	10
Total	100

Evaluation: Operation of Supportive Housing (optional)

- To be Prequalified in Category 2 (Operation of Supportive Housing) or Category 4 (Development and Operation of Supportive Housing), Applicants must score a minimum of 70% of the points available for this section of their submission

Evaluation Criteria	Points Available
Qualifications (skills and experience) delivering support services, including case studies	50
Skills and experience participating in City Access Systems	20
Experience supporting priority populations	30
Total	100

Required Scores

Category	Required	Minimum Score
Category 1: Operation of Affordable Rental Housing	Mandatory	70% under Operation of Affordable Rental Housing
Category 2: Operation of Supportive Housing	Optional	70% in each of Operation of Affordable Rental Housing AND Operation of Supportive Housing
Category 3: Development and Operation of Affordable Rental Housing	Optional	70% in each of Operation of Affordable Rental Housing AND Development
Category 4: Development and Operation of Supportive Housing	Optional	70% in each of Operation of Affordable Rental Housing AND Development AND Operation of Supportive Housing

Next Steps for Prequalified Housing Providers

Framework Agreement

- All successful Applicants must enter into a Framework Agreement with the City to be on the Prequalified Housing Providers List
- The Framework Agreement and its schedules will govern participation in the Prequalified Housing Provider List
 - Term of the Framework Agreement: 4 years, with two options to renew for 2-year terms
- The Framework Agreement includes:
 - Requirements for annual information updates
 - Terms and conditions for future Second Stage RFPs
 - Circumstances under which an organization may be added to or removed from the Prequalified Housing Providers List
 - Housing Provider Code of Conduct

Second Stage RFPs

- Organizations that are prequalified through this invitation will be eligible to respond to future RFPs to operate affordable or supportive housing or develop and operate affordable or supportive housing
 - Prequalified Housing Providers will be invited to make proposals that include project specific details through Second Stage RFPs
 - Second stage RFPs will not include re-evaluation or re-assessment of an organization's qualifications and corporate financial viability
- Prequalified Housing Providers are not required to respond to Second Stage RFPs

Questions?

Contact:

HousingSecretariatRFP@toronto.ca