



REQUEST FOR EXPRESSIONS OF INTEREST 2024-EOI4

324 Charlotte Street (aka 20 Vulcan Street)

The City of Saint John (the “City”) seeks **expressions of interest for future use of lands located at 324 Charlotte Street Street (PID 000022444 and PID 55147482)**. This is not a call for Tenders or a Request for Proposals.

ARTICLE I CONTEXT

1.1 Description of Opportunity

The City of Saint John owns two adjoining vacant lots, located at 324 Charlotte Street (PID 000022444 and PID 55147482), for which it is currently seeking proposals for development. The site is located in the City’s South Central Peninsula, situated between Charlotte Street and Sydney Street, and running the full length of Vulcan Street, overlooking the Bay of Fundy. These two parcels combined are approximately 10,092 square metres (2.5 acres) in area with an approximate frontage of 115 meters (along Vulcan Street).

The City has determined that the parcels are surplus to its needs and is currently seeking expressions of interest to develop the property. Proposals should pursue a density threshold that maximises the residential opportunity of the land, while massing the development in a manner that is sensitive to the built context of the surrounding neighbourhood.

The property is located in the (ID) Integrated Development zone, which will likely require planning approvals (including a rezoning application) to be repositioned for residential intensification.

ARTICLE II PROCESS

2.1 Submission

Proponents shall submit a written Expression of Interest (the “**Proposal**”) which, at a minimum, shall address those items listed below in Section 2.2 “Required Information About Proponents”. All submissions and inquiries shall be clearly labelled as: “**PID 000022444 and PID 55147482, 324 Charlotte Street. 2024-EOI4**”.

2.2 Required Information About Proponents

Each proponent must provide the following information:

- (a) An overview of the proposed development, which shall include a description of the style and number of proposed units, the gross area of the contemplated development, estimate of construction value, financial expectations for the acquisition of the City property (market

value or subsidised), project timelines and a high-level plan that includes funding requirements and target market.

- (b) A company profile, including the type and nature of the company, years in business, areas of operation, related experience, and any other relevant information.
- (c) Evidence of the proponent’s experience leasing, operating, or developing similar properties.
- (d) Evidence of the proponent’s ability, financial resources and necessary qualifications to design, engineer, permit, and develop the Property; and
- (e) In the event the proponent’s proposal relies upon a less than fair market value purchase price for the property, this should be clearly identified in the proposal.

Proposals will be evaluated using the criteria as set out below.

CRITERIA MATRIX	Score
<p>1 Completion and quality of proposal</p> <p><i>(Primarily, a scaled site plan and construction schedule, but could also include a rendering/precedent photo of the development)</i></p>	5
<p>2 Capability & capacity of the proponent</p> <p><i>(Primary examples of previous developments, but as secondary considerations could also include experience managing properties, and confirmation that developer is in good standing with city by-laws and finance)</i></p>	15
<p>3 Tax Base / Revenue Opportunity</p> <p><i>(Primarily, tax base increase based on estimated construction value. Also, revenue from sale)</i></p>	15
<p>4 Alignment with Municipal Plan vision and policies, and other Corporate Plans and Strategies</p> <p><i>(Primarily how does it meet with PlanSJ vision for smart growth and as a secondary consideration, other plans and strategies e.g. 10-year Strategic Plan, Affordable Housing Strategy, Net Zero)</i></p>	15
<p>5 Highest best use / Number of Units scaled to parcel or Commercial scaled to parcel / Density as appropriate i.e. right sized</p> <p><i>a) Overall housing supply and other complementary uses generated as result of the proposal - 10 points</i></p> <p><i>b) Is the project maximizing density and redevelopment potential of the site - 5 points</i></p>	15

<p>6 Housing Outcomes and Affordability</p> <p>a) <i>Depth of Affordability Options for Rental Projects - 10 points</i></p> <p><i>% of units where a household spends no more than 30% of its before tax income on shelter and the rental cost is no greater than the 30th income percent for the community (In 2022, \$910 per month on rent), and has an agreement with another level of government or demonstrates other legal means or commitment to maintain affordability for a minimum 20-year period.</i></p> <p>OR</p> <p>b) <i>Depth of Affordability for Ownership Projects – 10 Points</i></p> <p><i>% of units where a household spends no more than 30% of its before-tax income on shelter and the ownership cost is no greater than the 60th income percentile in the community (In 2022, approx. \$295,000 or less).</i></p> <p>AND</p> <p><i>Mixture of units and tenure (diversity of housing form, number of bedrooms) - 5 points</i></p>	<p>15</p>
<p>7 Timetable for Construction</p> <p><i>(Expected timeline to get to a building permit application and shovels in the ground)</i></p>	<p>15</p>
<p>8 Innovation and Value Add</p> <p><i>(Land Use Mix, Innovative Financing, Building Energy efficiency - LEED Gold, Passiv Haus, Net Zero, or innovative use of industry best practice)</i></p>	<p>5</p>
<p>Total</p>	<p>100</p>

2.3 Deadline

Expressions of Interest shall be submitted no later than **4:00 p.m., A.S.T. THURSDAY, October 17, 2024, in digital form to:**

supplychainmanagement@saintjohn.ca

2.4 Enquiries

All inquiries regarding this Request for Expressions of Interest shall be submitted to:

supplychainmanagement@saintjohn.ca

2.5 Interview

The City reserves the right to invite only certain proponents, or no proponents, for an interview, as further set out below in Section 3.1, upon completion of the evaluation of the submissions for “**PID 000022444 and PID 55147482, 324 Charlotte Street. 2024-EOI4**”.

If the City chooses to interview proponents pursuant to its reserved rights, the confidential interviews will be held during normal business hours at a mutually convenient time.

ARTICLE III RESERVED RIGHTS

3.1 Rights of the City

The City reserves the right to:

- (a) invite some or all proponents to a confidential interview to clarify or further discuss their Expression of Interest.
- (b) reject any or all of the Expressions of Interest and to not proceed to the interview with any proponent.
- (c) short-list the proponents in this Request for Expressions of Interest process to a minimum of three (3) proponents who best address the intent of the opportunity herein described and who provide what the City deems to be the best solution to the City’s needs; and
- (d) elect to not pursue this matter any further, notwithstanding issuance of the Request for Expressions of Interest, and reserves the right to call for competitive bids, in the form of a Tender or Request for Proposals utilizing any and all information gained throughout this process.

ARTICLE IV

4.1 Applicable Law and Jurisdiction

This Request for Expressions of Interest will in all respects be governed by and construed in accordance with the laws of the Province of New Brunswick and the federal laws of Canada applicable therein, excluding any choice of law provisions and without effect to principles of conflicts of law, regardless of the place of making or performance. New Brunswick courts shall have exclusive jurisdiction over all matters arising in relation to this License, and each Party accepts the jurisdiction of New Brunswick courts.