



**Housing Trust**  
OF NOVA SCOTIA

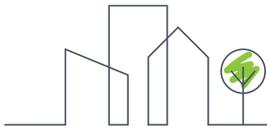
Building a new model for affordable housing

# EXPRESSION OF INTEREST

## Affordable Housing for Healthcare Workers



**ISSUE DATE:** March 14th, 2023 **CLOSING DATE:** March 27th, 2023 @ 4:30pm



## Purpose

The purpose of this Expression of Interest (EOI) is to identify modular housing suppliers and contractors with experience producing good quality housing in a short period of time to meet the Province of Nova Scotia’s urgent need to provide good quality and affordable housing for healthcare workers and other skilled trades (the “Project”).

## Introduction

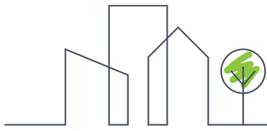
In 2022, the population of the Province of Nova Scotia grew by 28,608 people (from 991,117 people to 1,019,725 people). This was not an isolated event, as previous years had also seen a sharp increase in the number of people choosing to make Nova Scotia their new home. Assuming an average household size of 2.5 to 3.0 people, the 28,608 people that moved to Nova Scotia in 2022 need 9,536 to 11,443 new homes and apartments. Clearly the housing market is not keeping up with demand. While much of this demand has been focused on Metro Halifax, smaller communities throughout the Province are also seeing a growth in housing demand, which is creating short term challenges for many small towns.

In addition to the demand for housing, these new residents are also creating demand for additional services such as healthcare, which requires more doctors, nurses and personal care workers. This is not a new phenomenon and there has been a shortage of health care workers in Nova Scotia for quite some time. The provincial government has actively been identifying and encouraging health care workers to move to Nova Scotia are starting to attract healthcare professionals to the province. Unfortunately, the shortage of housing is making it hard to accelerate the hiring process, as the new health care workers want certainty about their housing arrangements before they arrive in the province.

Part of the Province’s response is a \$20 million investment in modular housing that can be deployed quickly in key locations of greatest need across the province.

The Nova Scotia Department of Municipal Affairs and Housing has selected the Housing Trust of Nova Scotia as the housing provider for this Project. In March 2023, the Province announced an additional \$12 million, for a total of \$20 million funding for this initiative. In addition, as the finished product will be a long-term asset for the community, the Housing Trust intends to use a modest amount of traditional bank financing to leverage these funds even further, thus maximizing the housing impact on local communities without compromising on the overall timeline to occupancy.

As the largest nonprofit housing group in Nova Scotia, the Housing Trust of Nova Scotia will use this project to expand its reach through the province. We envision a series of new housing clusters



that support a mix of healthcare workers from different backgrounds and income levels as well as other skilled workers. We are long term owners of housing and function like many for profit housing organizations, however our mixed income model channels the profit from a percentage of closer to market rate units to create affordability for lower income households based on income.

The Department of Municipal Affairs and Housing, Department of Health and Wellness, and other partners are working to identify the locations and sites where the housing will be located. Sites will be selected based on their proximity to existing health care facilities, access to municipal services, power, ease of grading, etc.

The type of mix of housing is also expected to vary by location, with mixes possibly including traditional single-family housing, duplexes, townhomes, or multifamily. The ability of our partners to build housing quickly will be important. Providing turnkey services inhouse or having a network of trades (e.g., grading, municipal services, landscaping, etc.) will be important. The NS Department of Health and Wellness is just finalizing their assessment of demand (both geographical location and unit mix), and that data will inform the final RFP for these buildings.

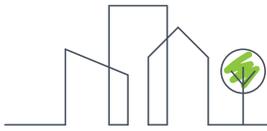
## Process

The Housing Trust is implementing a two-stage process to identify a partner(s) for the construction and delivery of housing to the selected locations around the province. The first stage is this Expression of Interest (EOI). The intent of the EOI is to help the Housing Trust identify companies interested in providing housing that can be rapidly built and deployed based on the Province's identification of locations.

While modular and pre-fabricated housing is preferred, other delivery methods may be appropriate in smaller, more rural communities. The results of the EOI will help the Housing Trust understand each company's history in providing housing, what their production and installation capacity is, who they have worked for in the past, how they can provide a turnkey product in various small communities, cost effectiveness, and what their ability is to meet the time constraints associated with this project.

We have intentionally made the EOI easy to respond to, as we want as much information from the supplier community as possible. Once we have reviewed the Expressions of Interest, the Housing Trust will short list 3 to 4 suppliers who will then be invited to respond to a more detailed Request for Proposals.

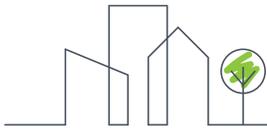
After submissions are reviewed, the Housing Trust will select a short list of proponents to respond to a final RFP process. The intent to select a partner(s) during the Spring and negotiate a contract to build housing for delivery as quickly as possible.



# Submission Information Requirements

## The following information is required in order to assess each proponent:

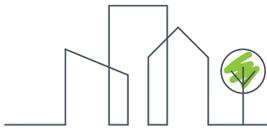
1. Name of company, legal form of entity (incorporated, etc.), year established
2. How many years has your company been building housing?
3. Main address of your production facilities.
4. The location of any additional production facilities that can be used to deliver housing.
5. What is your total annual production capacity (i.e., housing units per year)?
6. What is the largest housing project your company has completed (# units, timeframe)?
7. How many housing units did you build in 2020, 2021 and 2022?
8. What percentage of your capacity is already allocated to 2023 and 2024 contracts?
9. Briefly describe your design & engineering process. Is this in-house, outsourced?
10. What performance standards can your homes be built to? (e.g., R2000, etc.). What is your quality control and assurance process.
11. What partnerships do you have in place to deliver homes in various parts of Nova Scotia? How will you provide site grading, site services, foundations, etc.
12. Describe your timeframe to finalize a design, fabricate and install housing units. Options for contracts for one or all locations can be considered.



13. Please provide information on current pricing for several standard housing models (this price would not include transportation to site – if applicable - land, site servicing costs, etc.). Specify if HST is included. What type of volume discount are you prepared to offer for a large order? Explain unit requirements and timing to qualify for a discount. Note that this is not intended to be a formal price quote, but rather an indication of the relative price point of your housing solutions. Assume mid-level / average finishes.
14. Provide a link to your website. The inclusion of sample floor plans, images, links to on-line Matterport videos etc. would be highly appropriate.
15. Provide two references for housing projects you have completed in the past 3 years.
16. Provide a Name & Contact Information for a company representative for questions.

## Proposed Timeline

<b>Mid-March</b>	Issue EOI to housing providers
<b>March 27</b>	EOI submissions due
<b>April</b>	Review of EOI responses
<b>April</b>	Issue RFP to shortlisted companies
<b>May</b>	Responses to RFP due
<b>June</b>	Negotiations with preferred suppliers
<b>June</b>	Sign contract and issue deposit



## Submission Deadline and Format

All information must be submitted by 4:30pm on Monday March 27th Atlantic Standard Time (AST). Submissions will be made to The Housing of Nova Scotia in digital format, to facilitate distribution to team members. Please send your response to [info@housingtrust.ca](mailto:info@housingtrust.ca).

Please provide your submission in PDF form. Limit your written response to eight or fewer pages and include any additional information.

## Questions

If you have questions that you think need to be answered during the submission process, you can contact the Housing Trust of NS.

Angela Bishop, Executive Director  
The Housing Trust of Nova Scotia  
(902) 220-1592  
[executivedirector@housingtrust.ca](mailto:executivedirector@housingtrust.ca)



PO Box 8474  
Halifax, NS  
B3K 5M2  
[housingtrust.ca](http://housingtrust.ca)