



PRIVATE SECTOR PARTNERSHIP OPPORTUNITY

FORMER QUEEN ELIZABETH
SCHOOL, PICTON,
RE-DEVELOPMENT

REQUEST FOR
EXPRESSIONS OF INTEREST

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A. INTRODUCTION

Prince Edward County (the County) is pleased to invite written expressions of interest from private sector or not-for-profit entities interested in partnering with the municipality to implement County Council's vision for the redevelopment of the former Queen Elizabeth School property, located at 35 Barker Street in Picton, Ontario.

The County has recently purchased the 1.8 hectare (4.5 acre) property (refer to Schedule 1) from the Hastings and Prince Edward District School Board after pursuing acquisition since it was declared surplus to the needs of the school board in November of 2018. Council confirmed its interest in the facility in early 2023, with the intent, later in the year, to redevelop the property to serve the needs of the community, specifically the construction of affordable housing units and the provision of rental space for community-based agencies who provide services in the healthcare, childcare, youth, education and training, food security and community support sectors. A detailed background report can be reviewed [here](#).

The funds required to purchase the property and undertake improvements to make-ready the existing school building for tenancy were intended to come from an upper-level government grant, however as that did not ultimately materialize, the County will require external investment to move the vision to reality.

B. OBJECTIVES

The objectives of this redevelopment project are fourfold:

1. Provide as many affordable housing units as possible, with affordability as defined in the County's [Municipal Housing Project Facilities By-Law](#); and,
2. Provide up to 37,000 square feet of rental space for identified community service agencies at reasonable rates and with extended lease agreements; and,
3. Allow the municipality to recoup its investment in the property (approximately \$1.5 million) within calendar year 2024; and,
4. Be positioned to move forward with the redevelopment as quickly as possible.

C. THE VISION

The following expands on the objectives described in the previous section and details the vision for the former Queen Elizabeth School site redevelopment. **The purpose is to provide the initiative's historical context, but it does not preclude the development of alternative approaches to the implementation of the objectives by prospective partners.**

Affordable Housing

With access from Elm and Centre Streets, the approximately 0.81 hectares (2.0 acres) of vacant land in the western part of the property would appear suitable for the development of new affordable housing, although to date the feasibility of this concept has not been assessed in detail.

The property is currently zoned Institutional (I) and would therefore need to be re-zoned to permit residential development at the property; a municipally initiated re-zoning could be

facilitated. Sanitary sewer and drinking water capacity allocation for several hundred residential units has been included as part of the Picton Master Servicing Plan.

Housing needs, and specifically unit type targets for affordable housing, are articulated in the [Prince Edward County Housing Plan](#) and local Housing Market Data is provided for reference in Schedule 2.

Additionally, the County's [Municipal Housing Facilities By-Law](#) provides for conditional grants and waiver of property taxes for the portion developed for affordable housing as defined, subject to Council approval.

Community Services Hub

With funding to facilitate the purchase of the property, the tenancy make-ready work to the building and site improvements to provide for additional parking to be supported by an upper-level government funding program, the plan was to repurpose the 4,970 square metre (53,500 square foot) former school building into a hub for community service agencies to operate in a central location within the municipality. The County proposed to act as the property manager and establish reasonable rental rates on a break-even basis.

In the spring of 2023, an Expression of Interest process toward determining interest in the development of a Community Hub by local agencies was conducted. Council appointed a committee to review the potential proponents in the Fall of 2023. Through this process, proponent submissions were reviewed, the building space was analyzed, and a node model of both dedicated and shared space was identified to allocate the 37,000 square feet of space (less hallways, gymnasium and auditorium) to the proponent community agencies.

At the conclusion of the Expression of Interest Process, 10 proponents represented health (primary care providers), education and training, food security (a food processing social enterprise), youth services, and community supports all of which meet a variety of community needs. All of the proponents require dedicated office space and committed to a shared space model, with a variety of requirements depending on the proponent including separate entrances, accessible entrances, dedicated outdoor space and access to some amenities including loading dock access, and water/wastewater.

The conceptual floor plan provided in Schedule 3 provides a graphic representation of the node model and the associated space allocations per sector.

D. THE OPPORTUNITY

Prospective private sector or not-for-profit partners are invited to submit a written Expression of Interest (EOI) clearly indicating how, given the foregoing, the objectives identified in section B could be achieved by the proponent.

As noted, prospective partners are free to propose an alternative plan for the implementation of the objectives subject to such a proposal being relatively consistent with the previously identified vision.

Respondents are encouraged to provide detailed information about, at a minimum, their organization, corporate and social values, previous experience in this space, details about the

proposed project team and confirmation of available resourcing (financial and otherwise) that would be required to implement their proposal.

The County acknowledges that a partnership could take many different forms, including but not limited to shared or full private ownership models, a municipal role in the operation and/or involvement of the Prince Edward County Affordable Housing Corporation, however all proposal elements must within the realm of possibility, from a legal or any other perspective, to be implemented by a municipal entity in partnership with a private sector or not-for-profit entity.

E. EOI SCHEDULE AND PROCESS

Critical dates and process information for this EOI are provided below.

EVENT	DATE
Release of EOI	Friday, June 21, 2024
Deadline for questions	Friday, July 5, 2024 at 4:30 pm local time
Issuance of addendum to registered parties (if required)	Wednesday, July 10, 2024
EOI Submission Deadline	Friday, July 19, 2024 at 4:30 pm local time
Special Committee of the Whole Meeting	August 7, 2024

Phase 1

Following the release of this EOI, prospective partners must contact the County's Project Lead (see Section F) to register and gain access to the full Information for Review Package, which is comprised of the following:

- Site boundary reference plan (47R-9456, May 15, 2024)
- CAD file of reference plan (2024, Watson Land Surveyors)
- Designated Substance and Hazardous Materials Survey (ASC Environmental Inc., March 25, 2024)
- Phase 1 Environmental Site Assessment (Cambium, May 28, 2024) NB: a Phase 2 ESA is currently underway
- Building Condition Assessment (Roth IAMS, May 31, 2024)

Following the deadline for questions, an addendum will be issued to the registered parties if required. The County will receive EOI submissions until the date listed in the table above, submitted to the Project Lead in digital format via email.

Phase 2

Following the deadline for submissions, an internal review team will be formed, comprised of the following staff:

- Director, Housing
- Affordable Housing Supervisor
- Director of Community Services, Programs and Initiatives (or designate)
- Director of Development Services (or designate)
- Director of Finance (or designate)

The review team will conduct a primary screening of the submissions against the following criteria:

SCREENING CRITERIA	MAXIMUM SCORE
Demonstrated experience of the proponent organization in the completion of similar projects	10
Qualifications and experience of the project team	5
Demonstrated capacity of the proponent to complete the proposed undertaking within a reasonably rapid timeframe	10
Clear indication of the availability of the financial resources required to implement the proposed project(s)	15
Total	40

Submissions scoring more than 25 points through the primary screening will move on to a secondary review by the internal team, which will evaluate the qualitative elements of the proposal against Council's established vision. All proposals which undergo the secondary review process will be presented to Council in Phase 3.

Phase 3

A staff report will be prepared for consideration by Council at a Special Committee of the Whole Meeting where it is anticipated that the results of the secondary evaluation process will be summarized, and a recommendation will be put forward to enter into more focused negotiations with a prospective partner.

Phase 4

Subject to Council approval following the previous phase, the goal of this phase is to frame an agreement with the prospective partner identified in Phase 3, which will be recommended for direction by Council. If an agreement can be successfully negotiated, some form of public engagement will likely follow in which the successful proponent will be expected to participate.

Phase 5

This is the implementation phase, where each party fulfills its agreed upon activities to bring the vision to reality. This phase would be expected to commence in 2025 at the latest.

F. KEY CONTACT INFORMATION

All communication related to this EOI must be directed to the County's Project Lead:

Adam Goheen,
Director, Housing
613-476-2148 extension 2509
agoheen@pecounty.on.ca

SCHEDULE 1 - SITE LOCATION MAP

35 Barker Street, Picton, Ontario



SCHEDULE 2 - Q1 2024 HOUSING MARKET DATA

Housing Market Data (2020 - 2024) - Prince Edward County

Average 2 Bedroom Home Purchase Price

	Q3&4 2020	2021	2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024
Average list price	\$ 720,000	\$ 1,058,875	\$ 1,244,509	\$ 1,116,174	\$ 1,204,707	\$ 729,768	\$ 666,554	\$ 598,555
% Quarterly change	0.08	56.41	-4.78	-5.33	7.90	-39.40	-9.50	-10.20

Average Market Rent

	Q3&4 2020	2021	2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024
Studio	\$ 803	\$ 1,021	\$ 1,112	\$ 1,193	\$ 1,265	none available	none available	none available
1 bdrm	\$ 1,340	\$ 1,471	\$ 1,537	\$ 1,628	\$ 1,700	\$ 1,572	\$ 2,157	\$ 1,804
2 bdrm	\$ 1,534	\$ 1,715	\$ 1,958	\$ 2,122	\$ 2,029	\$ 2,644	\$ 2,203	\$ 2,174
3 bdrm	\$ 2,054	\$ 2,491	\$ 2,566	\$ 2,719	\$ 2,651	\$ 2,775	\$ 2,556	\$ 2,595

Median Market Rent

	Q3&4 2020	2021	2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Change Over Previous Quarter	20% Below Median
Studio	\$ 725	\$ 911	\$ 985	\$ 1,089	\$ 1,155	none available	none available	none available		
1 bdrm	\$ 1,108	\$ 1,216	\$ 1,306	\$ 1,346	\$ 1,405	\$ 1,513	\$ 1,850	\$ 1,750	-5%	\$ 1,400
2 bdrm	\$ 1,159	\$ 1,296	\$ 1,610	\$ 1,604	\$ 1,534	\$ 2,050	\$ 1,775	\$ 2,250	27%	\$ 1,800
3 bdrm	\$ 1,528	\$ 1,853	\$ 2,104	\$ 2,203	\$ 2,148	\$ 2,775	\$ 2,500	\$ 2,550	2%	\$ 2,040

SCHEDULE 3 - HUB CONCEPT INFORMATION

