



**Municipality of the District of Argyle
Mixed Use Land Development Opportunity
REQUEST FOR EXPRESSIONS OF INTEREST**



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Issued by:

Municipality of the District of Argyle

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1.0 Request for Expression of Interest (RFEOI)

The Municipality of the District of Argyle is soliciting Expressions of Interest (EOI) from developers outlining their interest in the development of affordable/alternative housing on a vacant, prime parcel of land located at 4092 Highway 308 in Tusket.

With the development of the new Municipal Administration Building on the property of 4092 Highway 308 in Tusket and the addition of a new public road, the Municipality seeks to facilitate growth in the residential housing sector. The Municipality of Argyle desires alternative and affordable housing developments that are complimentary for the area. We are looking for a developer who is seeking an investment in affordable/alternative housing, as specified in Section 2.3 below.

With these housing developments we hope to improve the quality of life within the community and create the opportunity for affordable, low maintenance housing developments, which are in high demand and not fully available within the community. The Municipality shall accept Expressions of Interest from both private interest and non-profit organizations.

The location shall offer opportunities for a broad variety of housing types and be attractive to multiple social demographics by focusing on affordable senior housing, single family housing and multi-unit dwellings. The development shall aim to be economically viable.

The following information is intended to establish key points and terms to be addressed within the EOI.

2.0 The Site and Opportunity – Welcome to Tusket!

The property is located near many amenities and is well regarded as a central location to the rest of the neighboring communities in The Municipality of the District of Argyle. The specific site will be home to our Municipal Administration building, which shall be a net-zero energy facility; the first municipal administration building with net-zero energy in Canada. The lot, prior to subdivision, was approximately 14 acres large. The lots available for sale shall be located behind (to the East) of the future site of the administration building. Approximately 9 acres are mostly wooded and overgrown with medium to large shrubs and medium size trees, which are all local species and a mix of deciduous and coniferous types. So far, no invasive species were detected.

The property was surveyed, all boundaries confirmed, and the topographic features picked up. It appears that the property has a small mount in the middle and is gently rolling to the south west corner and south east corner. The topographic features are very even and gently changing without many spots for water pooling or wetlands, which makes this property easier to develop and does not need further environmental assessments.

See Appendix A – Map of area

The Municipality of Argyle has completed the construction of the public road to access the developmental area. A road extension was initially planned for about 500m from the Hwy 308 and would create room for 19-20 new vacant lots, some of which have already been surveyed and subdivided. The lot sizes were designed in accordance with our Land-Use-By-Law considering that each lot is serviced by a central sewer collection system. The road alignment was chosen for the middle of the property to fully maximize both sides of the road right of way due to the fact that each lot needs a minimum public road frontage as described in the Land-Use-By-Law for the applicable mixed use zone.

The width of the Road Right-of-Way is in alignment with provincial and federal regulations and set at 66ft (20.11 m). The direction of the road is also following the natural topography of the property and offers simple and cost-effective storm water management options to avoid local flooding or other environmental impacts.



2.1 Proximity of Services and Attractions

Tusket is located along the coastal area of Yarmouth County- approximately equal distance from both bordering counties of Digby and Shelburne. Tusket has become the cultural, recreational and social hub of the Municipality, and it is anchored by the proximity to key businesses, services and amenities such as:

- Argyle Employment Services – bilingual access to career assistance and transition
- Université Sainte-Anne Campus
- École secondaire de Par-en-Bas – High School
- Salle Père Maurice Arts Center – hosting up to 300 persons.
- Business park, showcasing Federal Fisheries government services, a local brewery, a nutraceutical production facility, and construction and warehousing offices. Two lots remain vacant for potential future growth.
- Coastal Financial Credit Union branch
- Used clothing store (Frenchy's)
- Motorized/Walking trails – rail to trail accessing multiple locations and venues in the County and beyond.
- Ford car dealership, auto servicing, rust check and collision repair, forklift sales and repair center
- Gas station and coffee shops
- Local Restaurants and an Ice Cream Shop
- Grocery/Hardware Store and NSLC outlet
- Seasonal Farmers market – May to October
- Oldest Courthouse and Gaol – National Heritage Site.
- Municipal and public archives for genealogy and other research
- Municipal Administration Building – existing currently on Courthouse Road – soon to be part of the current site.
- Post Office
- Easy access to Highways 103, 3 and 308 that allows access to adjacent communities within the Municipality as well as the Town of Yarmouth; home to our Regional Health Center and other amenities.

2.2 Business Environment and Municipal Services

The Municipality of Argyle, our residents and business community have a history of welcoming new ideas and new investment. Our zoning requirements are very supportive of many housing options in the area. Tusket itself is a relatively small rural community but does offer wastewater services to the site in question. Water access is limited to drilled/dug wells and is not provided by the Municipality. Other service provisions would include road maintenance including but not limited to plowing and grading. The Public road is a municipally owned road. The Municipality shall invest in extending power poles from Highway 308 to the new public road. The Municipality of Argyle offers many competitive advantages for new housing developments, as highlighted:

- Strategically located minutes from regional health services and other town amenities;
- Access to many conveniences, many within walking distance;
- An authentic and beautiful river front, with immense potential for recreational use and water transportation;
- Competitive rural municipal tax rate;
- Stable economy supported by a strong lobster, scallop and other fishing industry;
- Long history of entrepreneurial and community spirit;
- Supportive business environment, combined with “Small Town” community values and rural quality of life/joie de vivre;
- Dependable utilities and communication network;

2.3 Municipal Development Primary Objectives for this RFEOI:

The Municipality of Argyle is aware that the housing needs are changing. Residents want alternative/affordable housing in the community. In surveying our residents, seniors are looking for alternative and affordable independent living in a central location. Many are finding their existing home to be onerous from a cost/maintenance perspective. Our vision is to provide alternate housing options for both existing and new residents to Argyle in a central location with pre-existing services. We would provide preferential consideration to the following:

- The creation of “pocket” or “mini” communities, allowing (primarily) seniors to live in a smaller dwelling, with low maintenance needs/cost. These communities would allow for independent living in a semi-clustered environment encouraging socialization and neighborly support.
- The creation of a multi-unit development that would create rental options, with affordable options, for a range of demographics.

2.4 Secondary objectives that shall be considered in the evaluation

The Expression of interest shall be strengthened if the developer includes the following considerations:

- The developer showcases innovative technologies or craftsmanship shall be encouraged to create sustainable living conditions;
- The developer chooses materials or construction techniques that are more environmentally friendly and seeks to minimize material that would eventually end up as landfill material;
- The developer has incorporated energy efficient, renewable energy options or independent technologies to reduce the carbon footprint of the development;
- The developer has plans for low income housing options, as defined and endorsed by the Province of Nova Scotia.
- The developer considers local or native plant material for beautification or buffering. Using existing vegetation to its advantage and avoid “clear cutting” the area would be considered a bonus.
- The development is such that it is flexible to demographic, technological and other changes that shall occur in the future.

2.5 Planning and Development Considerations

Most housing development in Tuskett is allowable as of right, pending conformity with separation distance and other regulations identified in our Land Use Bylaw (mobile homes are specifically excluded). Each proposal shall be assessed for conformity with our bylaw. The Municipality's Land Use Bylaw and Municipal Planning Strategy are currently under review. It is anticipated that the review will define additional housing options allowable in this zone. Please note that non-compliance with the Land use bylaw does **not** make the proposal ineligible at the time of application. The Municipality would suggest alterations to the plan to meet compliance.

The following information is required to assess the appropriateness of the development plan.

- A site plan outlining the approximate size and layout of the structure(s), including a brief description of the specified use for each structure;
- the approximate land area requirement for construction, parking, open spaces and other land improvements or services on site;
- Distances of the structures and development to the property boundaries;
- the external appearance of the lot, including rendering or photography accurately depicting your plan for development;
- access to public road and parking;
- Plans to use local or native plant material as beautification or buffering, and now some of the existing vegetation, trees etc. shall be preserved;
- the landscaping or buffering of development which may include fencing, trees, shrubs, walkways, and outdoor lighting;

2.6 Land Acquisition

The Municipality desires to sell the land for the proposed development. Argyle intentionally has not subdivided the desired location for development, to allow for the uncertainty of proposed developers. For the purposes of this EOI, a minimum price has been set to inform the developer of the magnitude of the purchase. The minimum price for the land is set at \$ _____ per acre. Please note, the actual negotiated price may exceed this amount; a minimum price is set here for illustration purposes to inform the developer of the minimum price consideration.

As previously mentioned, the lots shall have municipal wastewater (sewer) services, access to power and internet and receive maintenance of the public road. Water (drilled/dug well) services shall be the responsibility of the developer. The Developer shall indicate their offer to purchase (considering the set minimum price), including the price and the number of acres required, along with the specific 'lot' requested.

A land price that is lower than the minimum amount noted above shall not be accepted by the Municipality, **unless** it is from a non-profit organization. In accordance with the Municipal Government Act, all land sold by the Municipality must be sold at market value. Market value is defined in many ways and provides some flexibility. The only exception to this regulation is if land was sold to a non-profit organization with philanthropic, charitable and other benevolent objectives. In that instance, a price below market may be accepted by Council.

3.0 Expression of Interest Submission Format and Content

The following information shall be submitted by proponents:

- I. Letter of interest with full contact details;
- II. Corporate standing of developer (i.e. incorporated, Non-profit, sole proprietorship);
- III. Developer experience - A portfolio highlighting the developer and/or team project experience with similar developments;
- IV. Description of project, and how it meets our primary (section 2.3) and/or secondary (section 2.4) objectives;
- V. A per-acre price offer for the purchase of land;
- VI. Schematic design and/or conceptual rendering illustrating proposed development (see Section 3.2 for further required details);
- VII. Project development time-line ideal to the developer;
- VIII. Preliminary Business Plan, including at a minimum:
 - a. Estimated project development budget
 - b. Evidence of developer's financial ability or access to lending.
- IX. Conditions that may apply to the developer that could impact their ability to complete the project, including any requirements of the Municipality;
- X. Any additional information the developer wishes to share to better showcase of the proposal.

3.1 Expression of Interest Submission Process

It is our intent to use a three-step process in the evaluation and award of the project. The first step after receipt of the EOI will be its evaluation by selected municipal staff. The submission format and content (Section 3.0) will first be evaluated by selected municipal staff.

All proposals that, in the opinion of the staff group, meet the evaluative criteria shall be invited to make a formal presentation to Council at a mutually agreeable place and time. The final step shall be to invite the top proponents (up to three) to submit a detailed proposal outlining their intentions and final development plan. As there are multiple sites available for development, the Municipality may accept multiple opportunities.

Other evaluative criteria that shall be considered by the Municipality that are not specifically noted in the formal content as noted in Section 3.0 include:

- Understanding of the local market and industry
- Willingness to invest in further developments of this type, either in Tusket or other communities in the Municipality.

The Municipality of Argyle reserves the right to request clarification of information submitted in the EOI, to request additional information and to seek consulting services to assist in evaluating the EOIs and negotiating an agreement. The Municipality reserves the right to reject any or all EOIs, not necessarily accept the highest price offer, or to accept any proposal which it may consider to be in its best interest. The Municipality also reserves the right to waive formality, informality or technicality in any submission.

3.2 Pre-Submittal Meeting and Site Tour

The Municipality is encouraging interested developers or parties to participate in a pre-submittal meeting and guided site visit to familiarize themselves with the property conditions and to have questions about the site or EOI answered. A pre-submittal meeting is not an evaluative criterion, however strongly encouraged. A tour may be organized with our Public Works Director, Hans Pfeil at hpfeil@munargyle.com.

3.3 Deadline for Proposal Submission

Qualified developers interested in this opportunity shall submit one (1) hard copy and one (1) electronic copy of their Expression of Interest prior **[date and time]** to the attention of:

Alain D. Muise, CPA.CA
Chief Administrative Officer
P.O. Box 10
Tusket, NS
B0W 3M0
T (902) 648-3293
admuisse@munargyle.com

Late Submissions will be disqualified.

3.4 Inquiries

All questions or correspondence concerning this RFEOI shall be directed by email to Alain Muise, CAO and received no later than 3 days prior closing date. Any information given concerning this RFEOI will be provided to all known interested parties as an amendment to this RFEOI and posted to the Provincial Procurement Website at <https://novascotia.ca/tenders/tenders/ns-tenders.aspx>. Oral instructions, statements or interpretations are not binding.

Inquiries should only be directed to the Municipality of Argyle via email to: admin@munargyle.com. If the Municipality determines that an amendment is required to this RFEOI, The Municipality will post a written addendum on the previously noted website. Upon posting the addendum, it will be deemed to form part of this RFEOI.

3.5 Other

Proponents are solely responsible for their own expenses in preparing and submitting responses, and for any meetings, negotiations or discussions with the Municipality or its representatives and consultants, relating to or arising from the RFEOI.

The Municipality of Argyle also reserves the following rights:

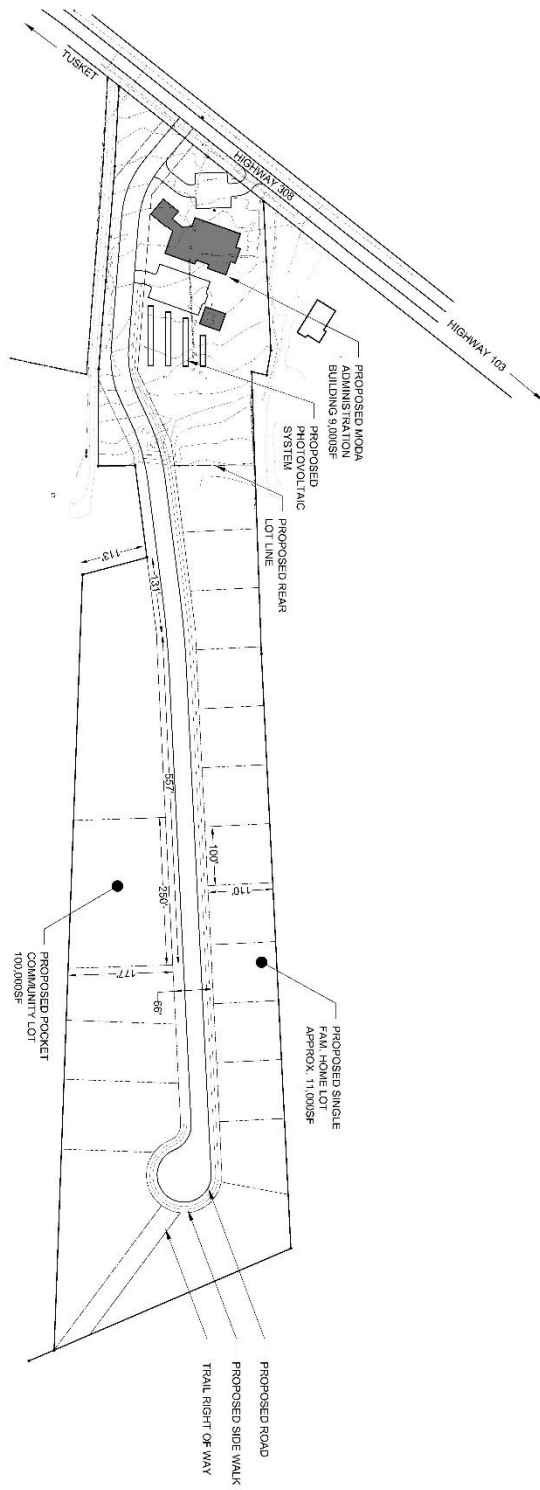
- 1) Cancel or withdraw the RFEOI prior to or after the submission deadline;
- 2) Modify or issue clarifications to the RFEOI prior to the submission deadline;
- 3) Reject any submission it deems incomplete or unresponsive to the submission requirements
- 4) Reject all submissions that are submitted under the RFEOI;
- 5) Modify the deadline for submissions or other actions;
- 6) Enter into negotiations or discussions with one or more proponents;
- 7) Re-issue the RFEOI or another form of tender, whether or not any submissions have been received in response to the initial RFEOI;

This RFEOI does not commit the Municipality of Argyle in any way to select a proponent, or to proceed to negotiations for a contract of purchase and sale, or to enter into any contract, and the Municipality reserves the complete right at any time to reject all responses and terminate this RFEOI process.

3.6 Ownership of Information

All responses to this RFEOI become the property of The Municipality of Argyle and will not be returned to the proponent. Any information deemed to be confidential by the proponent should be clearly noted on the pages where confidential information is contained. All responses will be held in confidence by the Municipality of Argyle unless otherwise required by law.

Appendix A



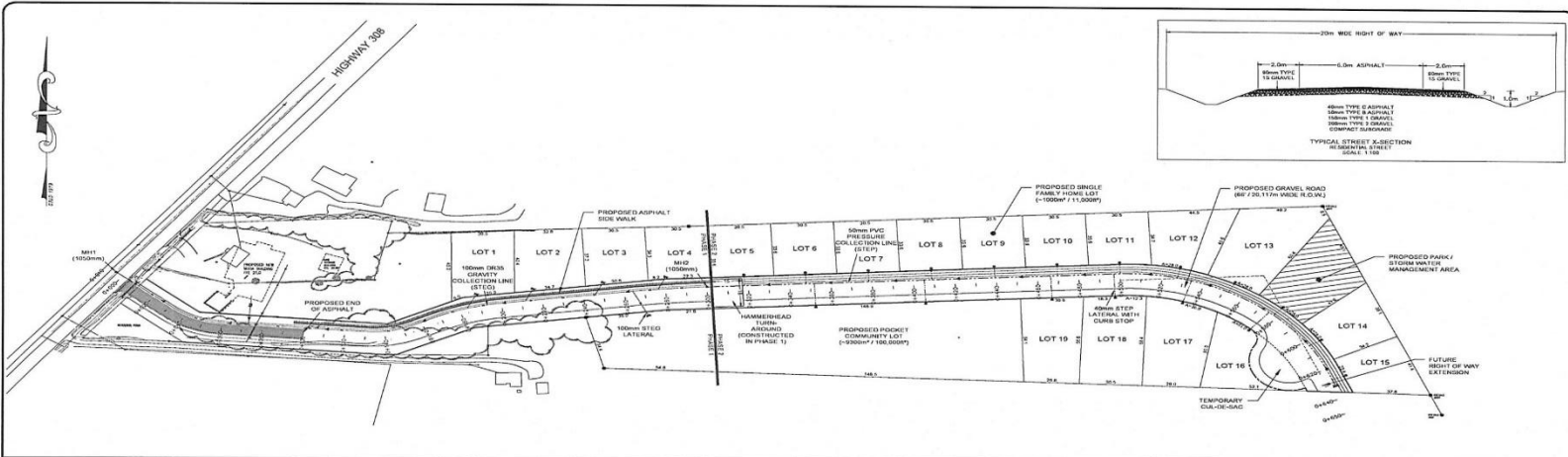
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Sheet BwK 10-17L

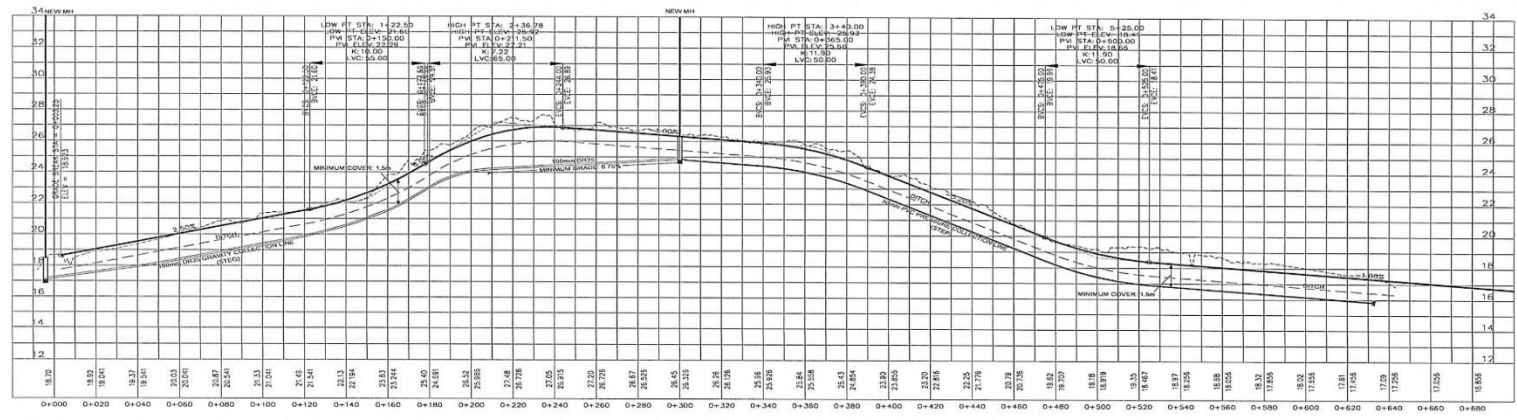
4092 HIGHWAY 308 - MUNICIPALITY OF ARGYLE PROPOSED DEVELOPMENT PLAN

TUSKET, NOVA SCOTIA
FEBRUARY 2019





New MDA Road PROFILE



ENGINEER'S STAMP

APPROVALS	DATE	BY
1	05/06/2019	DAB

REVISION OR ISSUE

No.	DESCRIPTION	DATE	BY

PROJECT
MUNICIPALITY OF THE DISTRICT OF ARGYLE
 NEW RESIDENTIAL DEVELOPMENT
 HIGHWAY 308
 TUSKET, NOVA SCOTIA

DATE: MAY 6, 2019
 DRAWN BY: DAB
 SCALE: 1:1000

REF NO: Y2019-035-01
 DWG NO: AWD
 SHEET: 1 of 1

DRAFT