



TOWN OF GANDER

Request for Proposal (RFP26-07)

Multi-Unit Residential Housing Development

Housing Accelerator Fund (HAF) Initiative

Deadline for Bid Submissions: August 14th, 2026 2:00 p.m. Local Time

INTRODUCTION

The Town of Gander has secured funding through the Government of Canada's Housing Accelerator Fund (HAF) to support initiatives that increase housing supply, improve affordability, and encourage the development of complete, inclusive, and sustainable communities.

The Town recognizes that a healthy housing market requires a broad range of housing options, including single-family dwellings, duplexes, row housing, apartments, and other residential forms. Council remains committed to supporting residential development across all sectors and housing types in order to meet the evolving needs of residents and support community growth.

As part of its Housing Accelerator Fund Action Plan, the Town has identified specific housing priorities where targeted investment can have the greatest impact on increasing housing supply and addressing current market needs. Multi-unit residential developments capable of delivering a significant number of housing units on serviced land have been identified as a priority area for Housing Accelerator Fund investments.

Accordingly, this Request for Proposals is intended to identify and support multi-unit residential housing projects that align with Housing Accelerator Fund objectives and demonstrate a strong ability to increase housing supply, improve affordability, and make efficient use of municipal infrastructure.

The Town of Gander invites qualified proponents to submit proposals that contribute to these objectives and support the continued growth and development of the community.

HOUSING ACCELERATOR FUND (HAF) PRIORITY

While the Town continues to support residential development in all forms, funding and incentives available through this program are intended to prioritize projects that advance the objectives identified within the Town's Housing Accelerator Fund Action Plan.

Priority will be given to developments that:

- Deliver significant numbers of new residential units.
- Utilize multi-unit building forms.
- Support rental housing opportunities.
- Incorporate affordable or attainable housing components.
- Include accessible housing features.
- Make efficient use of serviced land and municipal infrastructure.

Projects will be evaluated on their ability to advance these outcomes and contribute to the long-term housing needs of the community.

Outstanding HAF Targets

Multi Unit Residential – Other - 43

Affordability - 20

COMMUNITY NEEDS AND HOUSING VISION

Meeting Housing Demand

The Town of Gander continues to experience increasing demand for housing across a range of market segments. Through this RFP, Council seeks development proposals that will contribute meaningful additions to the local housing inventory and provide opportunities for residents across varying income levels.

Supporting Sustainable Growth

Council is committed to encouraging efficient land use, responsible infrastructure investment, and development patterns that support long-term community sustainability. Proposals that maximize residential density while remaining compatible with surrounding development are encouraged.

Affordability and Accessibility

The Town encourages proponents to incorporate affordable housing opportunities, accessible design features, and inclusive housing options that respond to the needs of a diverse population.

PURPOSE OF THE REQUEST FOR PROPOSALS

The purpose of this RFP is to solicit proposals for the development of eligible multi-unit residential housing projects that:

- Increase housing supply.
 - Support housing affordability objectives.
 - Utilize serviced land and municipal infrastructure efficiently.
 - Expand housing choice within the community.
 - Support the development of complete and sustainable neighborhoods.
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ELIGIBLE DEVELOPMENT TYPES

The Town of Gander is seeking proposals for multi-unit residential developments consisting of multi-storey residential buildings with shared entrances, internal circulation systems, and centralized building services.

Minimum Eligibility Requirements

To be considered, proposals must include:

- A minimum of ten (10) residential dwelling units.
- A multi-storey building form.
- Shared building entrance(s).
- Internal hallways and circulation corridors.
- Centralized building systems and services.

Preferred Development Scale

Preference will be given to proposals that:

- Deliver a higher number of units per building and per site.
 - Demonstrate efficient utilization of municipal infrastructure and serviced land.
 - Support professionally managed rental housing models.
 - Include affordable or accessible housing components.
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PROJECT OBJECTIVES

Proposals will be evaluated based on their ability to advance the following objectives.

Affordability

Proponents should demonstrate:

- Inclusion of below-market, attainable, or affordable housing units.
- Alignment with CMHC, Newfoundland and Labrador Housing Corporation, or other recognized housing affordability initiatives.
- Strategies to maintain affordability over time.

Location and Proximity to Services

Preference will be given to developments that:

- Are located within serviced areas of the municipality.
- Provide convenient access to commercial, recreational, institutional, and community services.
- Support walkability and connectivity.

Project Readiness

Proponents should demonstrate:

- Ownership, option, or control of the proposed development site.
- A realistic and achievable financing strategy.
- Readiness to commence development within a reasonable timeframe.
- Understanding of required approvals and permitting processes.

Built Form and Density

Preference will be given to developments that:

- Utilize compact and efficient site design principles.
- Maximize residential density while maintaining compatibility with adjacent development.
- Support efficient infrastructure utilization.

Proponent Capacity

Proponents should demonstrate:

- Experience delivering similar residential developments.
 - Organizational and financial capacity to complete the project.
 - Availability of qualified personnel and consultants.
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MUNICIPAL INCENTIVES

Subject to Council approval and project merit, the Town may consider providing one or more forms of municipal assistance.

Potential incentives may include:

Direct Financial Contributions

- Per-unit incentives.
- Additional incentives tied to affordability, accessibility, or other eligible project outcomes.

Servicing Contributions

- Participation in eligible water, sewer, road, or related servicing costs.

Land Contributions

- Municipal land sales.
- Long-term land lease arrangements.
- Land contributions where determined appropriate by Council.

Tax-Based Incentives

- Property tax abatements.
- Phased taxation arrangements.
- Deferral of eligible municipal charges during initial occupancy periods.

All incentives will be evaluated on a project-specific basis and may be formalized through a Development Agreement, Contribution Agreement, or other legal instrument acceptable to the Town.

SUBMISSION REQUIREMENTS

To be considered, proponents must submit a comprehensive proposal containing the following information.

A. Development Concept

- Overview of the proposed development.
- Building design and development concept.
- Proposed site location and ownership status.
- Estimated number and mix of residential units.
- Conceptual site layout, elevation renderings, or preliminary plans, where available.

B. Affordability Approach

- Number and type of affordable units proposed.
- Target market and proposed rental or pricing strategy.
- Participation in CMHC, NLHC, or other housing programs.
- Accessibility and inclusive housing features.

C. Project Readiness

- Current site control status.
- Development schedule and project milestones.
- Zoning and permitting considerations.
- Financing strategy or financing approvals

D. Proponent Qualifications

- Company profile and background.
- Relevant development experience.
- Key project personnel.
- References from similar projects.

E. Financial Overview

- High-level project cost estimate.
- Sources of financing.

- Municipal incentives being requested.
- Other confirmed or anticipated funding sources.

EVALUATION CRITERIA

Proposals will be evaluated using the following criteria:

Criteria	Weight
Fulfillment Housing Accelerator Fund Targets	30%
Affordability Outcomes	20%
Project Readiness	20%
Location / Proximity to Services	10%
Built Form & Density	10%
Proponent Experience & Capacity	10%

The Town reserves the right to consider social and economic development benefits when evaluating proposals, where permitted under applicable legislation and municipal policy.

EVALUATION PROCESS

The Town may undertake a staged evaluation process consisting of:

- Initial review and evaluation of submissions.
- Shortlisting of proponents, if required.
- Requests for clarification or supplementary information.
- Discussions and negotiations with one or more proponents.
- Selection of preferred proponent(s).

The Town reserves the right to:

- Accept or reject any proposal.
 - Waive informalities or irregularities.
 - Negotiate with one or more proponents.
 - Cancel or modify the RFP process at any time.
 - Not proceed with any proposal received.
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SUBMISSION INSTRUCTIONS

Submissions must include all required documentation and be received no later than:

Deadline for Bid Submissions: Friday, August 14th, 2026 2:00 p.m. Local Time

Submissions shall be delivered to:

Procurement Officer

Town of Gander
100 Elizabeth Drive
Gander, NL A1V 1G7

Or electronically to: tenders@gandercanada.com

Proposals submitted after the deadline date and time will not be considered.

Applicants shall submit only one proposal.

For all inquiries, please contact Dave Quinton

dquinton@gander.ca or call 709-651-5910

GENERAL TERMS AND CONDITIONS

- The Town is not obligated to accept the lowest cost proposal or any proposal received.
 - Proposals must be signed by an authorized representative of the proponent.
 - Late submissions will not be accepted.
 - The Town reserves the right to request additional information from any proponent.
 - Costs incurred in preparing submissions are the sole responsibility of the proponent.
 - This RFP does not create any contractual obligation between the Town and any proponent.
 - Any resulting municipal incentives or agreements shall be subject to approval by the Town Council of the Town of Gander.
 - The Town reserves the right to negotiate terms, conditions, and incentive arrangements with one or more proponents.
 - Acceptance of any proposal shall be at the sole discretion of the Town Council.
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STRATEGIC CONTEXT

This Request for Proposals supports the Town of Gander Housing Accelerator Fund Action Plan and Council's broader housing objectives, including:

- Increasing overall housing supply.
- Expanding multi-unit residential housing opportunities.
- Supporting affordable and attainable housing.
- Encouraging accessible and inclusive housing design.
- Optimizing the use of existing municipal infrastructure.
- Leveraging municipal partnerships and incentives to encourage residential development.

The Town of Gander looks forward to receiving innovative proposals that help address housing needs while contributing to a sustainable, vibrant, and inclusive community.