

Municipality of Colchester

REQUEST FOR PROPOSAL

Sale and Development of Housing on Municipal Lands
Hudson Street, Debert, Nova Scotia

Issued: Monday, September 1, 2026
Submission Deadline: Friday, October 2, 2026, at 4:00pm AST

1. INTRODUCTION

The Municipality of the County of Colchester ("Municipality") is interested in the sale and development of lands in Debert to help address local housing needs. The Municipality is seeking developers for residential development on high-potential vacant lands owned by the Municipality fronting Hudson Street in Debert.

The Municipality intends to maximize the successful development of these lands and may enter into agreements with one or more proponents. There are three proposed development lots that may be awarded individually or in combination, depending on the merits of the submissions received. Proponents are encouraged to identify which lot or lots they are proposing to purchase and develop, whether that be one, two, or all three parcels.

2. BACKGROUND

In 2022, the Municipality completed a residential concept design for a 41.5-acre parcel of land ("Parent Parcel") on Hudson Street. The concept identified the potential for a full build-out of approximately 525 housing units, including a mix of multi-unit buildings, townhouses, and single-family homes.

In 2023, the Municipality issued a Request for Expressions of Interest for development of the Parent Parcel. While there was interest, market conditions at the time did not support a project of that overall scale.

In response to market feedback and evolving housing needs, the Municipality has since shifted its approach, and Municipal Council has approved the extension of municipal sewer services along Hudson Street. This investment has significantly improved the development readiness of the site and enables a revised approach offering smaller, more manageable land parcels to market. The three proposed separate development lots on Hudson Street total just under 8 acres of vacant land (the "Hudson Street Lands") within the Parent Parcel. The driveway access points highlighted on the Proposed Subdivision Plan (Figure #2) have been determined and preapproved by the Province of Nova Scotia.

3. THE PROPERTIES

As a former military site, the area surrounding the development properties in Debert is a unique mix of residential and recreational amenities, together with commercial and airport facilities. The former military housing development, which once served the base functions, was sold to private investors in the early 2000s and, in 2008, the Parent Parcel southwest of this residential area was transferred from

the Province of Nova Scotia to the Municipality. The Hudson Street Lands are primarily cleared with some forested lands as seen in the area running along Hudson Street within the Parent Parcel denoted in red in Figure #1 below.

Figure #1: PID 20445268, 41.5-acre Parent Parcel of Municipality-owned residential land



Figure #2: Proposed Subdivision Plan for PID 20445268

Residential High Density Zone

R-4

Development Type # of Dwelling Units

Permitted

Dwellings Up to 16

Permitted with Conditions

Accessor Dwelling unit

Permitted by Site Plan Approval

Cluster Development Up to 16

Considered by Development Agreement

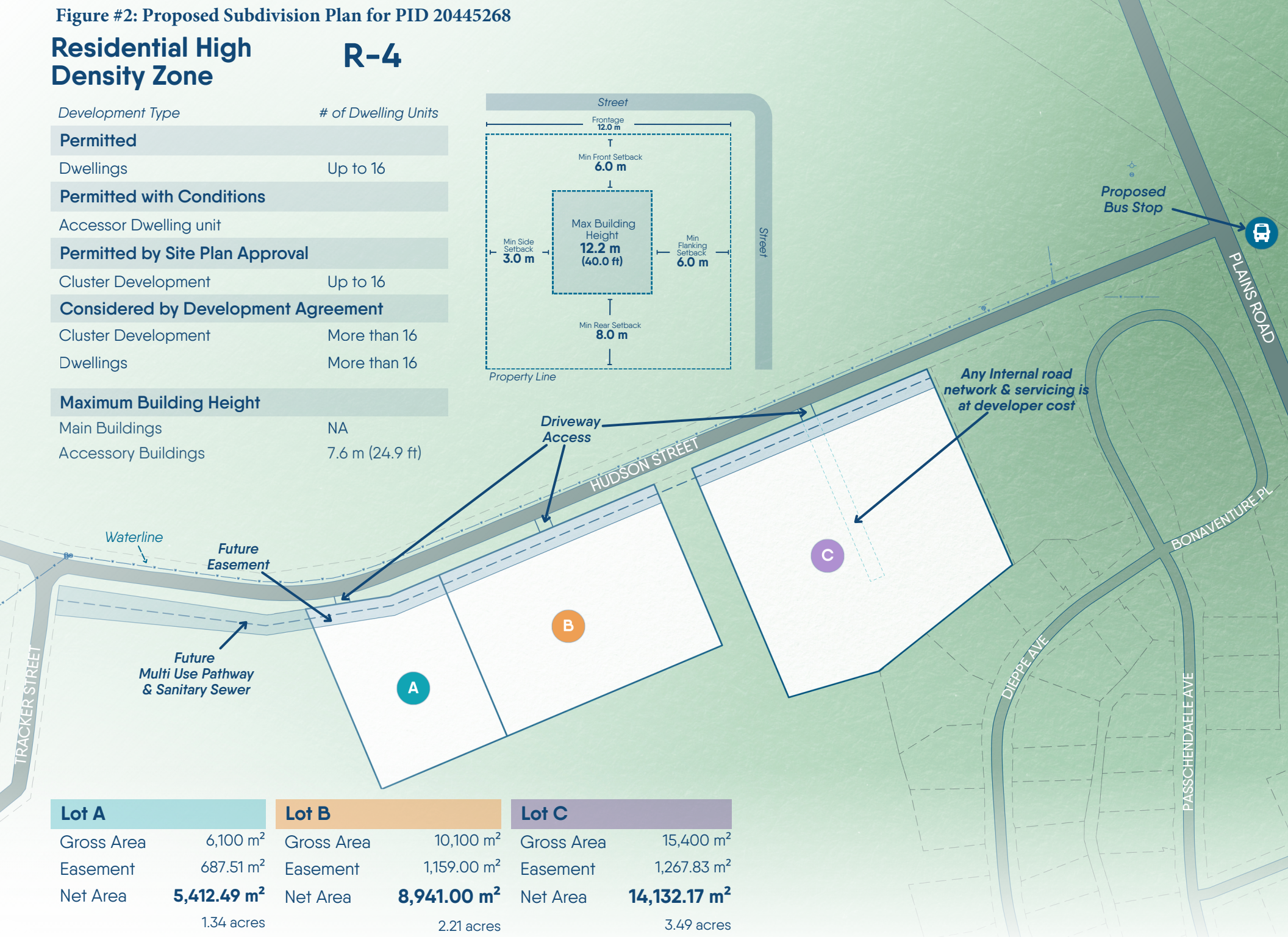
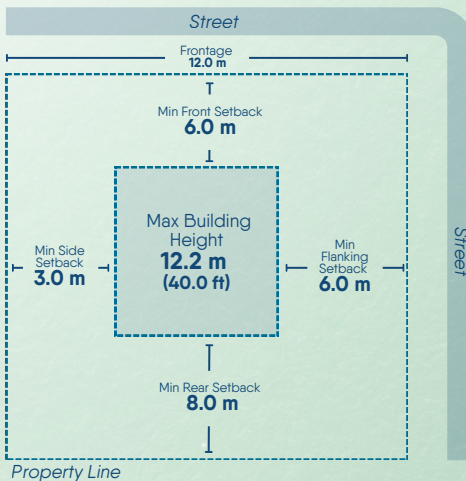
Cluster Development More than 16

Dwellings More than 16

Maximum Building Height

Main Buildings NA

Accessory Buildings 7.6 m (24.9 ft)



Lot A

Gross Area 6,100 m²
Easement 687.51 m²
Net Area **5,412.49 m²**
1.34 acres

Lot B

Gross Area 10,100 m²
Easement 1,159.00 m²
Net Area **8,941.00 m²**
2.21 acres

Lot C

Gross Area 15,400 m²
Easement 1,267.83 m²
Net Area **14,132.17 m²**
3.49 acres

The following is additional information to the information contained in Figure #1 & Figure #2:

Information		Lot A A-HS26	Lot B B-HS26	Lot C C-HS26
Zoning		R4 – residential high density		
PID (unsubdivided)		20445268	20445268	20445268
Approximate Size (gross area; includes front easement)		1.51 acres (6,100m ²)	2.49 acres (10,100m ²)	3.80 acres (15,400m ²)
Dimensions	Front	Irregular: 41.05m + 27.68m	116m	126.84m
	West Side	86.98m	77m	123.59m
	East Side	77.0m	77m	106.15m
	Back	67.5m	116.0m	Irregular: 46.56m + 84.87m
Front Easement Area (future trail; included in gross area)		.31 acres (687.51m ²)	.17 acres (1,159m ²)	.17 acres (1,267.83m ²)
Site Servicing:		<u>Water:</u> available to the area/property. <u>Sewer:</u> Municipality will extend sewer services to the property with construction scheduled during the fall 2026. Developers will be responsible for developing internal lot servicing and road infrastructure, if necessary. The transfer of any internal services to the Municipality will be subject to approval and will need to meet Municipal design requirements		

4. PROJECT DESCRIPTION

The Municipality is seeking one or more development partners to purchase the Hudson Street Lands and develop new housing.

The Municipality has completed preliminary planning work and has developed a proposed subdivision plan that creates residential lots for future housing development bordering Hudson Street. The plan is for the development of three separate vacant lots on Hudson Street measuring approximately 3.80, 2.49 and 1.51 acres as denoted in the attached proposed subdivision development plan document.

It is required that construction start within six (6) months of the closing of the sale of the lands and development must be completed within twenty-four (24) months of the closing date. Within reason, the Municipality may consider an adjustment to the required timeline if appropriate rationale is provided and aids in the Project Objectives; e.g., density requiring additional municipal planning approvals and affordability.

While the proposed subdivision plan represents the Municipality's preferred lot configuration, the Municipality is willing to consider alternative lot configurations where they provide a clear planning or development benefit. Proponents should be aware, however, that driveway access is constrained, and the current lot layout has been based on preliminary provincially approved access locations. Any changes to access or lot configuration may require further review and approval by the Province.

A *Debert Residential Concept Design* completed in 2022 provides information on the existing conditions of the area where the subject lands are situated and additional cultural and sociological considerations. The Municipality is willing to consider alternative development proposals to the 2022 concept (including additional density), while acknowledging that additional planning approvals (as noted in Figure #2) may be required. A copy of this document is available upon request.

Upon conclusion of the selection process, the Municipality would be prepared to enter into sale and development agreements with development partners to complete the development of the lots.

Should the Municipality enter into agreements with a proponent or proponents for the sale and development of the Hudson Street Lands, each lot will be sold on an “as is, where is” basis, including but not limited to existing servicing. Proponents must do their own research on the properties and be satisfied with what they are bidding on. The Municipality will not be held liable for any issues a proponent may have with the Hudson Street Lands after possession of the property by a successful proponent. As a condition of submitting a proposal, the proponent specifically acknowledges they have no claim against the Municipality, or its employees, because of the condition of the property.

5. PROJECT OBJECTIVES

The Municipality is seeking innovative residential development proposals that maximize the potential of the Hudson Street Lands while helping address local housing needs. The Municipality recognizes the requirement for a variety of housing types and delivery models and welcomes proposals for both market-rate housing developments and developments that incorporate affordable and/or attainable housing.

Private sector-led housing proposals and proposals led by non-market housing organizations (not-for-profit organizations, cooperatives, etc.) will be evaluated independently against proposals of a similar nature. This approach recognizes the different financial models associated with each type of development while ensuring the Municipality can identify the strongest proposal(s) within each category.

The Municipality is required to dispose of municipal lands at fair market value for market housing developments. The Municipality is seeking proposals that reflect **fair market value** for serviced residential development land in Colchester County. Purchase price will be evaluated as one component of the overall proposal and will be considered alongside the proposed subdivision plan, housing density, project readiness, development timeline, affordability components (where applicable), financial capacity, and the overall community benefit.

Where proposals include **affordable and/or attainable housing components**, the Municipality may consider land sale incentives or other assistance permitted under the *Municipal Government Act*. Proponents requesting municipal incentives must clearly identify the affordability component, the assistance being requested, and demonstrate how the incentive directly contributes to the long-term delivery of affordable and/or attainable housing.

The Municipality reserves the right to negotiate with one or more proponents and may accept proposals for one, two, or all three lots, as determined to be in the Municipality's best interest.

Proposals should demonstrate how they address the following objectives:

(1) Housing Diversity and Community Benefit

The Municipality is seeking developments that contribute to a diverse and sustainable housing supply by:

- Providing market, affordable, attainable, or mixed-income housing that responds to identified community needs.
- Offering a mix of housing types and tenure options, including rental, condominium and/or ownership opportunities, where appropriate.
- Creating attractive, inclusive neighbourhoods that contribute positively to the surrounding community.
- Demonstrating long-term ownership, management, and maintenance plans, particularly for rental or affordable housing developments.

(2) Efficient Land Use and Density:

The Municipality encourages proposals that maximize the efficient use of the lands and existing municipal infrastructure.

- (a) Under the current Municipal Planning Strategy and Land Use By-law, each proposed lot may be developed with approximately 16 dwelling units as-of-right. However, the Municipality encourages proponents to consider higher-density developments, where appropriate, through a Development Agreement or other required planning approvals, in order to maximize the efficient use of municipal infrastructure and available lands.
- (b) Proposals should demonstrate efficient use of land, infrastructure, and servicing while maintaining compatibility with surrounding development and high-quality urban design.
- (c) Developments should maximize the long-term value of existing municipal investments in water, wastewater, roads, and other infrastructure.

(3) Design Quality and Sustainability

The Municipality encourages developments that create attractive, resilient, and sustainable communities.

Proposals should demonstrate:

- High-quality architectural and site design.
- Energy-efficient buildings and construction practices.
- Renewable energy or other technologies that reduce long-term operating costs and environmental impacts.
- Innovative construction methods or building technologies.
- Site layouts that promote walkability, connectivity, shared amenities, greenspace, and opportunities for community interaction.

(4) Development Readiness and Capacity

The Municipality is seeking proponents with the experience, financial capacity, and organizational resources necessary to successfully deliver the project.

Proposals should include:

- A realistic project schedule, with construction commencing as soon as reasonably possible and housing delivery targeted within approximately 18 - 24 months, where feasible.
- A funding strategy identifying financing sources and project partners.
- A phased development strategy, where applicable.
- Evidence of experience successfully completing comparable residential developments on schedule and within budget.
- Identification of the project team, including key consultants, contractors, and development partners.

(5) Project Certainty and Deliverability

The Municipality wishes to ensure the lands are developed in a timely manner.

Proposals should demonstrate:

- The project's overall readiness to proceed.
- Key approvals required and a strategy for obtaining them.
- Realistic construction sequencing and milestones.
- An understanding of project risks and proposed mitigation measures.
- The ability to move efficiently from land acquisition through planning, approvals, construction, and occupancy.

6.0 PROPOSAL SUBMISSION REQUIREMENTS

6.1 Request for Proposal Context

Interested proponents are requested to prepare a proposal that is clear and concise and includes the following:

- (a) A cover document containing a brief description of the organization, corporation or business and the names of key individuals, including those of any partnership(s), and a high-level overview describing the vision and primary objectives of the proposed housing development project.
- (b) Submission of a completed RFP Application, attached as Appendix A.
- (c) A minimum of two references. Examples of appropriate references include industry professionals, previous or current clients, company suppliers, etc.
- (d) Evidence of ability to obtain insurance for development including builder's risk and commercial general liability.
- (e) Details on the proposed method of financing for the project and high-level review of the financial viability of the project and affordability metrics.

6.2 Request for Proposal Submission and Evaluation

Proposals must be submitted no later than **October 2, 2026 at 4:00pm AST** (Atlantic Time) ("Submission Deadline"). It is the responsibility of the proponent to ensure that the proposal is received on time. Late submissions will not be considered.

Proposals must be submitted by email or mail and bear the subject heading "**RFP for Hudson Street: Sale and Development of Housing on Municipal Lands**".

Both emailed and mailed submissions must identify the name and contact information of the proponent or an authorized representative of the proponent submitting the proposal and all mailed submissions must be clearly identified with the proponent's name and contact information on the outside of the envelope and must be duly signed. Any submissions not provided in this form may be rejected at the discretion of the Municipality.

Proposals must be submitted to the following email address or mailing address:

Jennifer Martin

Economic Development Officer
jmantin@colchester.ca

Municipality of Colchester
Economic Development, 1 Church Street, Truro, NS, B2N 3Z5

6.3 Proposal Acceptance

The Municipality reserves the right to reject any or all proposals. This RFP implies no obligation on the Municipality to accept any proposal. The Municipality may wish to negotiate with proponents on portions of their submission. Upon review, the Municipality will create a shortlist of suitable proponents. Those proponents will be notified within 6 weeks of the proposal Submission Deadline.

6.4 Inquiries

All inquiries regarding this RFP must be submitted to the email address for the Economic Development Officer listed below as early as possible within the submission period. Inquiries must be received no less than 4:00 pm five (5) business days before the Submission Deadline to allow sufficient time to provide a response. Inquiries received after that time may not be answered prior to the closing date. Information obtained from any other source will not bind the Municipality in any way.

All inquiries are to be directed only to the following:

Jennifer Mantin
Economic Development Officer
jmantin@colchester.ca

6.5 RFP Process Schedule

The following table outlines all dates and timelines within the RFP submission period.

Date	Activity
Monday, August 31, 2026	Issue RFP
Friday, September 25, 2026 by 4:00pm	Deadline for RFP Inquiries
Friday, October 2 by 4:00pm	Response to RFP Submission Deadline

7. EVALUATION

Proposals received in response to this RFP will be reviewed by the selection committee and other resource specialists, as appropriate. All proposals must comply with all requirements outlined in this RFP and all will be evaluated and weighted rankings given against the following criteria:

Proponents understand that the degree to which a proposal meets the project requirements, as determined using the weighted scoring system, will be the sole judgment of the selection committee.

7.1 Evaluation Criteria

25% Development team information:

- team composition with representation in all necessary disciplines, including engineering, design, and construction and demonstrated experience / expertise of key team member
- organizational structure and coordination of individual team members, including reporting relationships, identification of lead members, and communications
- relevant experience in completing projects of similar scope and complexity
- availability of back-up personnel and/or provision to access specialized skills
- results of reference checks for previous projects

25% Project development methodology & management:

- Approach to the scope of the creative, technical and services required
- Understanding of project requirements
- Management of project and suitability of the proposed work plan, including work program Components and time schedule
- Compliance with the Project Objectives
- Provisions for involvement, input and evaluation of the selection committee and stakeholders
- Ability to meet the project timelines
- Ability to secure sufficient financing

15% Purchase details and submission:

- Identification of requested incentives providing proposed model
- Offered purchase price
- Proposed closing date and purchase conditions
- Presentation, quality and completeness of submission

15% Proposed social and economic value and innovative development approaches:

- Social and economic value represented by the proposed level of effort, achieving a balance between a variety of housing choices, tenure and costs as well as other considerations regarding cost effective design and contracting solutions
- Provisions for innovative approaches to improve energy efficiency, reduced maintenance, and generally creative approaches to attain a more sustainable living environment
- Creative design and development solutions that serve a variety of local housing needs

20% Housing affordability

- Number and proportion of affordable and/or attainable housing units.
- Organizational structure or partnerships (e.g. non-profit organizations or housing cooperatives).
- Degree of affordability relative to local market rates.
- Duration and long-term sustainability of the affordability commitment.

8.0 GENERAL CONDITIONS

8.1 Agreement of Purchase and Sale

An Agreement of Purchase and Sale between the Municipality and the successful proponent(s) will be the document forming the sale. The successful proponent will be held to the details of their RFP application and property development completion timeline. It is expected Municipal Council will give direction on the successful proposal(s) and an Agreement of Purchase and Sale will be prepared for review and signature.

8.2 Confidentiality

Information provided by the Municipality with respect to the Hudson Street Lands is to be treated as confidential and must not be disclosed to any third party without the written permission of the Municipality.

8.3 Disclaimer

This RFP is non-binding. The Municipality makes no representation or undertaking to prospective proponents other than providing an invitation to submit a proposal. The Municipality is not obligated to negotiate with or enter into an agreement with, to grant any rights to and/or incur any liability with, any prospective proponent as a result of their response to this RFP.

8.4 Irrevocable

All proposals submitted must be kept open and available for acceptance for a period of up to sixty (60) days from the Submission Deadline.

Municipality of Colchester

Appendix A RFP APPLICATION

[To be included with RFP Response]

Sale and Development of Housing on Municipal Lands
Hudson Street, Debert, Nova Scotia

SECTION #1 GENERAL INFORMATION

Property Information

Lot(s) #:		Offered Purchase Price	\$	Proposed Closing Date of Purchase and Sale	
Preliminary Site Plan Submitted (attached)					
Purchaser's Conditions					

Business and Applicant Information

Developer, Business or Organization Name:					
Business: NS RJSC #:					
Applicant Name:					
Position or Title:					
Phone:		Email:			
Address:					
City:		Province:		Postal Code:	

Legal Information

Lawyer's Name:					
Law Firm:					
Phone:		Email:			
Address:					
City:		Province:		Postal Code:	

Describe your current business or development operations:

Number of current employees: **Company/Organization website:**

References (please provide a minimum of 2 references):

Name	Relationship	Phone	Email

Describe examples of previous housing development experience:

Identify the project team, partners and/or additional collaboration opportunities:

SECTION #2 HOUSING DEVELOPMENT PROPOSAL

Proposed Development

1. Describe your proposed housing development project on Hudson Street. Please include information such as:
 - Size of proposed project and acreage required. Please reference the Debert Housing Concept design as necessary.
 - Type of housing units you propose to build.
 - Size of residential units (i.e. square footage).
 - Total number of buildings and total proposed units.
 - Identify any non-residential components of the project. Examples include outdoor/indoor amenities or recreation spaces, main-level commercial uses within an apartment building etc.

2. Identify the compatibility and suitability of your proposal with neighbouring residential properties and the Debert Business Park.

3. Please identify your plan for continued ownership. Will these properties be for rent/lease or sale?

Building and Construction

4. Describe the proposed construction start date. If a phase development plan is being proposed, please identify various stages and approximate timelines identified with each stage.

5. Describe any proposed development configuration (parking lots, driveway access, building location, fencing, landscaping, etc.)

6. Identify any servicing requirements:

7. Will the proposed development include sustainable or net zero considerations? If yes, please describe:

8. Approximate property development project budget: \$ _____ CAD

SECTION #3 HOUSING CONSIDERATIONS

1. Will your proposed development include a portion of affordable housing? If yes, please identify the following considerations:
- What percentage or number of units would be identified as affordable?
 - What type of housing units would be used as affordable units?
 - What would the approximate pricing be for various sizes and types of affordable units (rental rates or purchase price)?
 - Identify the length of term these units would remain as affordable housing.

2. What, if any, incentives would you require from the Municipality or from the Province of Nova Scotia to achieve the affordable housing components identified in this RFP?

The Province of Nova Scotia is encouraging creation of affordable housing through their *Affordable Housing Development Program* which provides funding by way of forgivable loans, with contributions determined on a combination of project attributes and provincial priorities. See the Housing Nova Scotia website for more details:

<https://housing.novascotia.ca/programs/AHDP-Program>

3. Please provide any additional information or considerations related to achieving affordable housing within the proposed project.

4. Please provide the flowing details on market housing components proposed within the RFP ?
- What percentage or number of units would be identified as market housing?
 - What type of housing units are being proposed as market housing?
 - What would the approximate pricing be for various sizes and types of market units (rental rates or purchase price)?

SECTION #4 PURCHASE AND FINANCING DETAILS

Please provide the following information:

1. Details on the proposed method of financing for the development project.

2. A high-level overview of the financial viability of the development project.

3. Proposed land purchase/transfer date: _____

4. Identify any conditions you may have related to the purchase/transfer of the Municipal lands.

By signing below, you confirm that you are an authorized signatory, or an agent/authorized representative with signing authority, for the Proponent

Date: _____

Name of Signor: _____

Signature: _____

Title: _____