Request for Proposal

Mario Milanese Subdivision - Stage 3

Residential Development Partner

City of Dryden, Ontario

RFP # R-2026-8

Issued: October 1, 2026

Submission Deadline: January 29, 2027 at 3:00 p.m. MBT

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1. DEFINITIONS

The following definitions apply to this RFP:

Addendum/Addenda	means an amendment, clarification or change that forms part of this RFP and is to be read with all other parts.
Agreement	means the written agreement or agreements negotiated between the City and the Successful Proponent for land disposition, development, infrastructure and housing delivery, which may include or be accompanied by the Development Agreement.
Development Agreement	means one or more written implementation agreements, in a form satisfactory to the City, required to govern the Project, including servicing, infrastructure, phasing, housing commitments, financial security, easements, municipal acceptance and related obligations.
Base Proposal	means the required developer-led proposal for at least 42 dwellings; it may reconfigure the JRCC concept.
City	means The Corporation of the City of Dryden.
Closing Date and Time	means the date and time after which Proposals will not be accepted.
Development Lands	means the Stage 3 lands of the Mario Milanese Subdivision, subject to confirmation of title, legal description, easements and boundaries.
Evaluation Committee	means the committee that will evaluate Proposals and advise Council or delegated City officials.
JRCC Pre-Design Report	means the Mario Milanese Subdivision - Stage 3 Pre-Design Report dated April 1, 2024, prepared by JR Cousin Consultants Ltd., including its appendices and preliminary drawings.
Project	means the planning, financing, design, approvals, construction, housing delivery, commissioning and turnover contemplated by this RFP.
Proponent	means a company, firm or lead member of a team intending to submit a Proposal.
Proposal	means a submission in response to this RFP.
Reference Design	means the preliminary JRCC Stage 3 layout and servicing concept. It is not a fixed lotting or housing plan and is not issued for construction.
Registered Plan M811	means the registered plan of subdivision that establishes the existing legal lot and block boundaries within the Development Lands.
RFP	means this Request for Proposal and all Addenda issued by the City.
Successful Proponent	means the Proponent with whom the City executes an Agreement after evaluation and negotiations.
Preferred Proponent	means the Proponent selected by the City to enter negotiations before execution of an Agreement.

2. INVITATION AND SUBMISSION INSTRUCTIONS

2.1 Invitation to Proponents

This Request for Proposal (the "RFP") is an invitation by the City of Dryden to experienced residential developers, builders and integrated development teams to submit Proposals for the Mario Milanese Subdivision - Stage 3, as further described in Appendix B - RFP Details.

The City seeks a Development Partner to deliver subdivision infrastructure and at least 42 homes. The JRCC subdivision pattern is a flexible starting point: Proponents may reconfigure

internal lot or block boundaries and propose varied housing typologies, subject to feasibility and approvals. Proposals must state responsibilities, risks, schedule and commercial terms.

2.2 RFP Contact

For the purposes of this procurement process, the "RFP Contact" will be:

Matthew Bagshaw, Planner
Building and Planning
City of Dryden
30 Van Horne Avenue
Dryden, Ontario P8N 2A7
mbagshaw@dryden.ca
807-223-2225 ext. 521

Proponents and their representatives are not permitted to contact employees, officers, agents, elected or appointed officials or other representatives of the City, other than the RFP Contact, concerning this RFP. Failure to adhere to this rule may result in disqualification.

2.3 Contract for Deliverables

The selected Proponent will be requested to enter direct negotiations with the City to finalize an Agreement for the Deliverables outlined in Appendix B - RFP Details. The Successful Proponent will also be required to enter into a Development Agreement with the City, in a form satisfactory to the City. The Development Agreement may form part of the Agreement or be executed as a separate implementing agreement. Unless the City agrees otherwise in writing, no development or construction may commence until the Development Agreement has been executed and all applicable preconditions have been satisfied. The City intends to contract with one lead legal entity, although a consortium may propose a clearly identified lead and team structure.

2.4 RFP Schedule

Issue Date of RFP	Thursday, October 1, 2026
Deadline for Questions	Friday, January 15, 2027, at 3:00 p.m. MBT
Deadline for Issuing Addenda	Friday, January 22, 2027, at 3:00 p.m. MBT
Submission Deadline	Friday, January 29, 2027, at 3:00 p.m. MBT
Rectification Period End	Five business days from the notice. The notice will specify the deadline.
Evaluation Committee Review	February 1-12, 2027
Notify Proponents of Short-Listed Interviews	February 12, 2027
Proponent Interviews Completion	February 17-19, 2027
Council Review	March 2027 meeting, subject to Council calendar
Select Preferred Proponent	Following Council approval
Contract Negotiation Period	20 business days from notice
Anticipated Execution of Agreement	April 2027, subject to negotiations

The RFP schedule is tentative and may be changed by the City at any time. Business days mean days on which City administrative offices are open.

2.5 Submission of Proposals

2.5.1 Proposals to be Submitted at Prescribed Location

Proposals must be submitted to: aeuler@dryden.ca quoting the RFP number in the subject line.

Proponents should contact Matthew Bagshaw, Planner, by phone 807 223 2225 ext. 521 or email mbagshaw@dryden.ca for questions related to submissions. For further information on the City of Dryden's Procurement Policy, Proponents may visit https://www.dryden.ca/your-government/bids-and-tenders/

2.5.2 Proposals to be Submitted on Time

Proposals must be received at the email address specified in Section 2.5.1 on or before the Submission Deadline set out in Section 2.4. Proponents should allow sufficient time for email transmission and confirm receipt of their submission.

2.5.3 Proposals to be Submitted in Prescribed Format

Submission materials should be prepared in searchable PDF format. The main Proposal should not exceed 60 pages, excluding the completed Submission Form, financial-capacity evidence and appendices expressly requested by this RFP. Files must be clearly named and submitted as email attachments. Proponents should contact the RFP Contact before the Submission Deadline if file size may affect delivery.

2.5.4 Amendment of Proposals

A Proponent may amend its Proposal before the Submission Deadline by emailing a clearly identified replacement submission to the address specified in Section 2.5.1. The replacement must identify the submission or files it supersedes. Addenda must be acknowledged as directed.

2.5.5 Withdrawal of Proposals

A Proponent may withdraw a submitted Proposal before execution of a written Agreement by delivering a signed written notice to the RFP Contact.

EVALUATION, NEGOTIATION AND AWARD

2.6 Evaluation Committee

Proposals will be evaluated by an Evaluation Committee comprising City employees, complementary subject-matter experts and any designated advisors. The Evaluation Committee may consult technical, financial, legal and other advisors as it considers necessary.

2.7 Stages of Evaluation and Negotiation

The Evaluation Committee will conduct the evaluation and negotiations in the following stages:

2.8 Stage I - Mandatory Submission Requirements

Stage I will determine whether each Proposal complies with the mandatory requirements in Appendix B. The City may issue a rectification notice for a correctable deficiency. A Proposal that does not satisfy the mandatory requirements within the stated Rectification Period may be rejected. The Rectification Period will begin to run from the date and time that the City of Dryden

issues a rectification notice to the Proponent. The mandatory submission requirements are set out in Appendix B – RFP Details.

2.8.1 Mandatory Technical Requirements

The City will determine whether the mandatory technical requirements in Appendix B have been met. Questions as to compliance may be subject to verification and clarification under Section 3.

2.9 Stage II - Evaluation

2.9.1 Rated Criteria

Each qualified Proposal will be evaluated against the rated criteria and weightings in Appendix B. Unless otherwise stated, non-price rated criteria will generally be assessed using the following scale:

Score	Description
10	All the following are true: • information addresses all material points, AND • information has no shortcomings / deficiencies, and is credible, AND • information is fully consistent with the rest of the proposal
8-9	As with 10, except information contains shortcomings / deficiencies that slightly weaken the credibility / persuasiveness / value of the proposal.
7	As with 10, except one of the following is true: • information addresses most material points, OR • information contains shortcomings / deficiencies that slightly weaken the credibility / persuasiveness / value of the proposal, OR • information is inconsistent with other (non-material) aspects of the proposal in a manner that raises minor questions as to the credibility of the information.
5-6	As with 10, except two or more of the following are true: • information addresses most material points, AND/OR • information contains shortcomings / deficiencies that weaken the credibility / persuasiveness / value of the proposal, AND/OR • information is inconsistent with other aspects of the proposal in a manner that raises minor questions as to the credibility of the information.
3-4	Any one of the following is true: • information fails to address any material points, AND/OR • information contains shortcomings / deficiencies that significantly weaken the credibility / persuasiveness / value of the proposal, AND/OR • information is inconsistent with other aspects of the proposal in a manner that raises serious questions as to the credibility of the proposal
1-2	Any two or more of the following are true: • information fails to address any material points, AND/OR • information contains shortcomings / deficiencies that undermine the credibility / persuasiveness / value of the proposal, AND/OR • information is inconsistent with other aspects of the proposal in a manner that raises serious questions as to the credibility of the proposal
0	No relevant information.

2.10 Stage III - Proponent Ranking, Interviews and Reference Checks

2.10.1 Ranking of Proponents and Interview Selection

Stage II weighted scores will be totaled and Proponents ranked. The Evaluation Committee may recommend that the highest-ranked Proponents be invited to interviews, reference checks, financial-capacity review and limited confirmatory due diligence.

2.10.2 Interview Evaluation and Reference Checks

a) The Evaluation Committee may contact references and verify any material information in a Proposal.

b) Short-listed Proponents may be directed to present on specified topics or answer questions arising from the evaluation.

c) Ratings may be adjusted based on verified information, interviews and references.

d) Council may break a tie when ranking or selecting Proponents for negotiations.

2.11 Contract Negotiation Process

Negotiations will not constitute a legally binding offer by the City or the Proponent. No binding relationship will exist before execution of a written Agreement. Negotiations may address the Agreement and Development Agreement, including land terms, development responsibilities, infrastructure, housing commitments, financing, City contributions, milestones, security, warranties, default remedies and other matters required to complete the Project.

2.11.1 Time Period for Negotiations

The City intends to conclude negotiations during the Contract Negotiation Period in Section 2.4. The Preferred Proponent must respond promptly, satisfy the pre-conditions of award and negotiate the Agreement and Development Agreement expeditiously.

2.11.2 Failure to Enter into Agreement

If the parties cannot finalize the Agreement or required Development Agreement, or the Preferred Proponent does not satisfy the pre-conditions of award, the City may discontinue negotiations and invite the next-ranked Proponent to negotiate, continue the process, revise it or cancel it.

2.11.3 Notification of Negotiation Status

Other eligible Proponents may be notified when negotiations commence with the Preferred Proponent.

3. RFP PROCESS - TERMS AND CONDITIONS

3.1 General Information and Instructions

3.1.1 Proponents to Follow Instructions

Proponents should structure their Proposals in accordance with this RFP and should reference the applicable section number when responding to a requirement.

3.1.2 Proposals in English

All Proposals must be submitted in English.

3.1.3 No Incorporation by Reference

The entire content of the Proposal should be submitted in fixed form. Websites or external documents that are referenced but not attached will not be considered part of the Proposal.

3.1.4 Past Performance

The City may consider a Proponent's past performance or conduct on contracts with the City or other organizations.

3.1.5 RFP Information

The City and its advisors make no representation or warranty as to the completeness or accuracy of information in this RFP or an Addendum. Quantities, concepts and estimates are provided to indicate general scale and scope. Each Proponent is responsible for obtaining the information necessary to prepare its Proposal.

3.1.6 Proposal Preparation Costs

Each Proponent will bear all costs associated with preparing and presenting its Proposal, participating in interviews, completing due diligence and negotiating an Agreement.

3.1.7 Retention of Proposals

The City will not return a Proposal or accompanying documentation submitted by a Proponent.

3.1.8 No Guarantee of Work or Exclusivity

The City makes no guarantee that an Agreement will be executed or that any minimum volume of work, land disposition, funding, approval or City contribution will result from this process.

3.2 Communication after Issuance of RFP

3.2.1 Proponents to Review RFP

Proponents should promptly examine this RFP and submit questions in writing to the RFP Contact before the Deadline for Questions. The City is not responsible for information obtained from another source or for a Proponent's misunderstanding of this RFP.

3.2.2 New Information by Way of Addenda

This RFP may be amended only by Addendum. Proponents are responsible for obtaining and acknowledging all Addenda issued by the City.

3.2.3 Post-Deadline Addenda and Submission Deadline Extension

If an Addendum is required after the Deadline for Issuing Addenda, the City may extend the Submission Deadline for a reasonable period.

3.2.4 Information to Verify, Clarify and Supplement

The City may request information from a Proponent or third parties to verify, clarify or supplement a Proposal, including whether mandatory requirements have been met. The City may revisit an evaluation or ranking based on verified additional information.

3.2.5 Site Access and Investigations

No Proponent may enter non-public portions of the Development Lands, excavate, drill, sample, test infrastructure or perform intrusive investigations without the City's prior written authorization and compliance with access, insurance, safety and restoration requirements.

3.3 Notification and Debriefing

3.3.1 Notification to Other Proponents

After an Agreement is executed, other Proponents will be notified in writing or by public posting in the manner used for this RFP.

3.3.2 Debriefing

A Proponent may request a debriefing within sixty days after outcome notification. A debriefing is intended to help improve future submissions and is not an opportunity to challenge the procurement process or receive another Proponent's confidential information.

3.4 Conflict of Interest and Prohibited Conduct

3.4.1 Conflict of Interest

For this RFP, a Conflict of Interest includes a situation in which a Proponent has or may appear to have an unfair advantage, divided loyalty, incompatible commitment, financial interest or relationship that could compromise the integrity of the process or performance of an Agreement. Examples include:

a) having access to confidential City information that is not available to other Proponents;

b) communicating with a person of influence in a manner that may be viewed as preferential treatment or lobbying;

c) participating in conduct that compromises or appears to compromise an open and competitive process; or

d) having another commitment, relationship or financial interest that could bias or impair performance of the proposed obligations.

3.4.2 Disqualification for Conflict of Interest

The City may disqualify a Proponent where the City determines that a Conflict of Interest exists and cannot be adequately mitigated.

3.4.3 Disqualification for Prohibited Conduct

The City may disqualify a Proponent, rescind an invitation to negotiate or terminate an Agreement if the Proponent engages in conduct prohibited by this RFP.

3.4.4 Prohibited Proponent Communications

Proponents must not communicate in a manner that could create a Conflict of Interest and must comply with the contact restrictions in Section 2.2.

3.4.5 Media Communications

A Proponent must not communicate with the media or make public statements concerning this RFP or a resulting Agreement without the prior written permission of the RFP Contact.

3.4.6 No Lobbying

Proponents must not engage directly or indirectly in lobbying intended to influence the evaluation, ranking, selection or negotiation process.

3.4.7 Illegal or Unethical Conduct

Proponents must not engage in price-fixing, bribery, fraud, coercion, collusion, misrepresentation, deceptive conduct or any other illegal or unethical practice.

3.4.8 Past Performance or Past Conduct

The City may prohibit a Proponent from participating based on poor past performance or inappropriate conduct, including refusal to honour commitments, misrepresentation or an undisclosed Conflict of Interest.

3.4.9 Confidential Information of the City

Information provided by or obtained from the City in connection with this RFP is to be used only for preparing a Proposal or performing a resulting Agreement, must be protected from unauthorized disclosure and must be returned or destroyed when requested.

3.4.10 Confidential Information of Proponent

A Proponent should clearly identify information in its Proposal for which confidentiality is requested. The City will protect such information to the extent permitted by law but may disclose it to employees, Council, evaluators, advisors, auditors, courts, tribunals or other persons where required for the process or by law.

3.4.11 MFIPPA and Personal Information

Records submitted to the City are subject to the Municipal Freedom of Information and Protection of Privacy Act. The City cannot guarantee that information marked confidential will be exempt from disclosure. A Proponent must have authority to provide all personal information included in its Proposal.

3.5 Non-Binding Procurement Process

3.5.1 No Contract A and No Claims

This procurement is not intended to create a formal, legally binding bidding process and will not create Contract A. Neither the City nor a Proponent will have the right to make a claim against the other concerning award, non-award, cancellation, amendment or the conduct of this process, except as expressly established in a written Agreement.

3.5.2 No Contract until Execution of a Written Agreement

No legal relationship or obligation concerning land disposition, development, infrastructure, housing, goods or services will exist until the City and a Proponent execute a written Agreement. The Successful Proponent may not commence development or construction until the required Development Agreement has also been executed, unless the City agrees otherwise in writing.

3.5.3 Non-Binding Price and Commercial Information

Pricing and commercial information will be used for evaluation and negotiation but will not bind either party before execution of an Agreement. Misleading or incomplete information may adversely affect evaluation, ranking or future eligibility.

3.5.4 Cancellation

The City may cancel, suspend, amend or reissue this RFP, reject any or all Proposals, negotiate with one or more Proponents, or decline to execute an Agreement, without liability.

3.6 Governing Law and Interpretation

This RFP and any resulting process are governed by the laws of Ontario and applicable federal laws of Canada. The terms are intended to be interpreted broadly and independently and are not exhaustive of the parties' pre-contractual rights.

APPENDIX A - SUBMISSION FORM

1. Proponent Information

Please fill out the following form, naming one person as the Proponent's contact for the RFP process.	
Full Legal Name of Proponent:	
Any Other Relevant Name under which Proponent Carries on Business:	
Street Address:	
City, Province/State:	
Postal Code:	
Phone Number:	
Company Website (if any):	
Proponent Contact Name and Title:	
Proponent Contact Phone:	
Proponent Contact Email:	

2. Acknowledgment of Non-Binding Procurement Process

The Proponent acknowledges that the RFP process is governed by Section 3 and does not create a formal, legally binding bidding process or Contract A. No legal relationship will exist until the City and the Proponent execute a written Agreement, and no development or construction may commence until the required Development Agreement has also been executed, unless the City agrees otherwise in writing.

3. Ability to Provide Deliverables

The Proponent confirms that it has examined the RFP documents, understands the Deliverables and has the ability and authority to perform its proposed obligations.

4. Non-Binding Pricing and Commercial Information

The Proponent confirms that all pricing, financing, requested City contributions, assumptions and commercial qualifications in its Proposal are accurate and complete to the best of its knowledge.

5. Addenda

The Proponent confirms that it has received and considered all Addenda issued before the Submission Deadline, including any extension of that deadline. List the Addendum numbers received, or write "None":

_____

Proponents who fail to complete this section will be deemed to have received all posted addenda.

6. No Prohibited Conduct

The Proponent declares that it has not engaged in conduct prohibited by this RFP.

7. Conflict of Interest

The Proponent must declare all actual, potential or perceived Conflicts of Interest, including relevant relationships with City employees, officers, advisors or officials and any former City employees who participated in preparing the Proposal.

If the box below is left blank, the Proponent declares that there is no known Conflict of Interest. Otherwise, check the box and provide details.

☐ The Proponent declares an actual, potential or perceived Conflict of Interest relating to this Proposal or the proposed contractual obligations.

_____

_____

_____

_____

8. Accessibility for Ontarians with Disabilities Act

If selected, the Proponent agrees to ensure that persons dealing with the public or other third parties on behalf of the City receive training required by the Accessibility for Ontarians with Disabilities Act, 2005 and applicable standards.

9. Disclosure of Information

The Proponent consents to disclosure of its Proposal where required by law or to City employees, Council, evaluators and advisors on a confidential basis for administering this RFP.

10. Authorized Signature

By signing below, the representative certifies that the information in the Proposal is true and complete and that they have authority to bind the Proponent.

_____

Signature of Proponent Representative

_____

Name of Proponent Representative

_____

Title of Proponent Representative

_____

Date

I have the authority to bind the Proponent.

APPENDIX B - RFP DETAILS

BACKGROUND

The City of Dryden is seeking a private-sector Development Partner to complete the development of Stage 3 of the Mario Milanese Subdivision and deliver new housing on the lands. JR Cousin Consultants Ltd. prepared a Stage 3 Pre-Design Report dated April 1, 2024 to establish a reference subdivision layout, servicing strategy and preliminary drawings. JRCC subsequently provided a revised Class A Cost Estimate dated September 8, 2026.

The Reference Design encompasses approximately 4.46 hectares (11 acres) and illustrates 42 single-detached residential lots with a design population of approximately 155 persons. It is not a requirement to preserve every illustrated internal lot line, block boundary or housing form. Registered Plan M811 establishes the existing legal property boundaries. Within the Development Lands, Proponents may consolidate or reconfigure internal lots and blocks and propose a mix of housing typologies, provided the Base Proposal delivers at least 42 completed dwellings and clearly addresses planning, servicing, legal-plan and approval implications. Any proposed boundary change may require additional survey, legal, planning, engineering, registration and approval work, and the associated costs must be identified and accounted for in the Proposal.

The City intends this RFP to move the project from preliminary engineering through due diligence, detailed design, approvals, infrastructure construction and housing occupancy. The JRCC materials are a common reference basis only and are not warranties of site conditions, quantities, approvals, costs or constructability.

RFP Scope

- *Site:* Mario Milanese Subdivision - Stage 3, accessed from Sandy Beach Road, Elvis Avenue and Mario Milanese Place. The existing legal lots and blocks are shown on Registered Plan M811.
- *Area:* Approximately 4.46 hectares (11 acres), subject to confirmation of title, Registered Plan M811, easements and boundaries.
- *Zoning*: Low Density Residential (R1) Zone and Low-Medium Density Residential (R2) Zone. Official Plan designation: Residential – Low Density and Residential – Medium High Density. Refer to maps within the City of Dryden Zoning By-law No. 2025-10 and Official Plan 2024.
- *Reference Program*: JRCC illustrates 42 single-detached lots; the City's Base Proposal objective is at least 42 completed dwellings and is not restricted to 42 lots or to single-detached housing.
- *Design Flexibility:* Internal lot and block boundaries may be retained, consolidated or reconfigured. The City is open to single-detached, semi-detached, duplex, townhouse, stacked-townhouse, small-multiplex, seniors, accessible, rental, ownership and other suitable housing forms, subject to feasibility and approvals. Any change to the property boundaries shown on Registered Plan M811 must identify the required process and account for associated survey, legal, planning, engineering, approval and registration costs.
- *Current Condition:* Primarily undeveloped land with existing roads and certain previously installed water, wastewater and drainage infrastructure.
- *Delivery Model:* Developer-led due diligence, financing, detailed design, approvals, subdivision infrastructure and housing delivery. A clearly separated alternate delivery model may also be proposed.
- *Reference Engineering:* JRCC Stage 3 Pre-Design Report, preliminary drawing set, hydraulic modelling and revised Class A Cost Estimate dated September 8, 2026.
- *Proponent Responsibility:* Independently verify title, survey, zoning, approvals, environmental conditions, geotechnical / bedrock conditions, existing works, utility capacity, quantities, costs, market demand and financing.

Reference Infrastructure

- *Water Distribution:* A looped 150 mm PVC C-900 watermain system connecting to existing mains on Mario Milanese Place, Elvis Avenue and Sandy Beach Road.
- *Wastewater:* Generally 200 mm gravity sewer discharging to an existing lift-station location on Sandy Beach Road, together with an existing 150 mm forcemain. The lift station was installed around 1995 but was not commissioned and requires verification and substantial upgrades.
- *Roads and Active Transportation:* Approximately 220 m of Sandy Beach Road reconstruction, extensions of Elvis Avenue and Mario Milanese Place, asphalt pavement, 4.43 m driving lanes, concrete curb and gutter, and active-transportation connections.
- *Grading and Drainage:* Western lands are relatively level; eastern lands fall steeply toward Milanese's Lakes, with reported slopes above 25%. JRCC proposes walkout-basement grading, swales, drainage easements and perimeter drainage works.
- *Outfall and Environmental Approvals:* Drainage and Environmental Approvals: The Successful Proponent shall confirm, in consultation with the City and relevant approval authorities, the approvals required for the proposed stormwater management and drainage works, including any associated outfalls, and obtain applicable approvals before commencing those works.
- *Future Capacity:* JRCC considered wastewater capacity for 24 potential future lots east along Sandy Beach Road and approximately 30 existing homes, subject to verification during detailed design.

Reference Cost Information

JR Cousin Consultants Ltd. provided a revised Class A Cost Estimate for the Mario Milanese Subdivision Stage 3 dated September 8, 2026. The estimate is provided solely as reference information and reflects the JRCC Reference Design and associated quantities. It is not a City budget, upset limit, guaranteed quantity, required subdivision configuration or representation of the cost of a Proponent's development concept.

JRCC Revised 2026 Cost Category	Reference Amount
Mobilization, insurance and bonding	$208,000.00
Water works	$744,120.00
Sanitary sewer works, including lift-station items	$1,103,005.00
Road works and drainage	$2,303,175.00
Subtotal construction	$4,358,300.00
Contingency (5%)	$217,915.00
Engineering (8%)	$348,664.00
HST (13% of construction subtotal, as shown in JRCC estimate)	$566,579.00
Reference total	$5,491,458.00

Important: The September 8, 2026 Class A Cost Estimate supersedes the April 2024 estimate for RFP reference purposes. It includes a $149,000 lot-grading allowance based on the JRCC Reference Design. Proponents must independently verify scope, quantities, unit prices, escalation, taxes, contingencies, site conditions and excluded or additional costs. Costs may vary where a Proponent reconfigures internal lot or block boundaries, proposes different housing typologies, modifies the servicing approach or advances an alternative phasing strategy. The estimate may not include all survey, legal, planning, engineering, approval and registration costs associated with changing the property boundaries shown on Registered Plan M811; these costs must be identified and accounted for in the Proposal.



Figure 1: Mario Milanese Subdivision Stage 3 - Location and JRCC Reference Layout
Source: JR Cousin Consultants Ltd., Stage 3 Pre-Design Report, April 1, 2024. Reference information only; the internal lot and block pattern is not fixed.



Figure 2: JRCC Preliminary Grading and Lot Layout
Issued for review; not issued for construction. Internal lot boundaries and housing typologies may be reconfigured. The Successful Proponent is responsible for field verification, approvals and final sealed design.

THE DELIVERABLES

The City invites Proponents to contribute their expertise and submit a complete plan for the following Deliverables. Final obligations will be established in the Agreement, the Development Agreement and any related implementing agreements. Each Proposal must include:

- all Mandatory Submission Requirements; and
- a Proposal that addresses the content requested under the Rated Criteria.

Project Deliverables

Due Diligence and Validation: Review title, Registered Plan M811, legal descriptions, survey, easements, planning status, environmental constraints, geotechnical and bedrock conditions, utilities, market conditions and the location, condition and capacity of existing infrastructure. Identify the approvals, documentation, schedule and costs associated with any proposed change to existing property boundaries.

Development and Housing Plan: Provide a coordinated plan for at least 42 dwellings, including the proposed internal lot or block configuration, housing typologies, unit and bedroom mix, tenure, pricing or rent, accessibility, elevations, streetscape, landscaping, snow storage, market absorption and phasing.

Detailed Engineering: Validate, advance or replace the Reference Design with sealed drawings, specifications, calculations, cost estimates and construction documentation suited to the proposed lotting pattern and housing program and meeting current City and regulatory standards.

Approvals and Development Agreement: Obtain all planning, engineering, environmental, utility, access and building approvals, including any required subdivision, condominium, consent, zoning or other approvals; enter into and comply with the Development Agreement; and enter into all required servicing, subdivision, site plan, easement or other implementing agreements.

Financing and Commercial Close: Secure land and construction financing, equity, guarantees and any proposed program funding; complete the negotiated Agreement, Development Agreement and related land and development documents; and provide all required security.

Subdivision Infrastructure: Procure, construct, inspect, test and commission required on-site and off-site works, including roads, active transportation, water, wastewater, lift-station, forcemain, drainage, grading and utility interfaces.

Housing Construction and Occupancy: Construct or cause construction of the committed homes; obtain permits and occupancy; manage sales, leasing or transfers; and achieve the agreed first-occupancy and full-build-out milestones.

Records, Warranty and Municipal Assumption: Provide as-built records, operations and maintenance information, testing, deficiency correction, warranties, securities and documentation required for City acceptance or assumption of eligible works.

Project Management and Reporting: Maintain an integrated schedule, risk register, budget and change process; report to the City; and coordinate stakeholders and public communications.

Base Responsibility Allocation

For Proposal comparability, the Base Proposal assumes that the City will provide available records, exercise its statutory review functions and negotiate the Agreement, Development Agreement and related land documents. The Proponent will lead and fund due diligence, financing, design, approvals, construction, housing delivery, commissioning and warranty, except for any specific variation clearly identified in its Proposal.

A Proposal will not be considered non-compliant solely because it changes the JRCC internal lot or block pattern or proposes housing typologies other than single-detached dwellings. Any departure must be clearly shown and supported by a feasible servicing, grading, access, approval, financing and delivery strategy.

PRE-CONDITIONS OF AWARD

The following may be required before the City executes the Agreement, the Development Agreement or both, or authorizes development work to proceed:

- proof of corporate authority and good standing;
- evidence of equity, financing capacity and lender support satisfactory to the City;
- proof of insurance in the amounts required by the City;
- a current WSIB clearance certificate or equivalent;
- health and safety, quality, environmental and emergency-management plans;
- performance security, development security, bonds, letters of credit or guarantees;
- settlement of the form and material terms of the Development Agreement and delivery of its required schedules, securities, easements and related instruments;
- reference, litigation, claims and past-performance information; and
- any other information reasonably required to finalize the Agreement.

MANDATORY SUBMISSION REQUIREMENTS

(a) Submission Form (Appendix A)

Each Proposal must include a completed and signed Submission Form authorized by the Proponent.

(b) Base Proposal

Each Proposal must include a complete developer-led Base Proposal for at least 42 completed dwellings and address all Rated Criteria. The Base Proposal may retain or reconfigure the JRCC internal lot and block pattern and may propose any suitable mix of housing typologies. A second, materially different concept may also be submitted if it is clearly identified as an alternate.

(c) Financial Capacity and Commercial Offer

Provide evidence from a recognized financial institution or other credible evidence of financial capacity, together with the proposed land consideration, all requested City contributions, a sources-and-uses budget, financing structure and material conditions.

(d) Mandatory Technical Requirements

Describe the systems and methods that will be used to deliver the Project, including:

- quality control, inspection, testing and commissioning;
- planning, approvals, Development Agreement compliance, schedule and construction-progress controls;
- communications, reporting and change management;
- procurement, contractor management and health and safety;
- a preliminary critical-path schedule from due diligence through full housing build-out;
- a responsibility matrix identifying every requested departure from the Base allocation; and
- a legible concept plan showing the proposed internal lot or block boundaries, housing typologies, roads, servicing and development phases, together with housing / streetscape drawings.

(e) References

Provide three relevant project references, including current contact details and authority for the City to contact them.

PROPOSAL CONTENT FOR RATED CRITERIA

1. Experience, Capability and Capacity

Each Proponent should provide the following in its Proposal:

a) *Relevant Project Experience:* Demonstrate experience delivering residential subdivisions or housing projects of similar scale, including municipal land or infrastructure-intensive work. Provide three projects completed or substantially advanced within the past ten years.

b) *Past Success:* Describe performance against budget, schedule, quality, safety, approvals, community relations and housing-occupancy commitments.

c) *Project Team Qualifications:* Identify the lead entity, builders, civil contractor, engineer, planner, designer, financial partner and key personnel, with roles, availability and decision authority.

d) *Capacity:* Confirm current workload and the resources reserved for the Project.

e) *Schedule Milestones*: Provide a milestone schedule demonstrating capacity to undertake the Project and its expected duration.

Milestone Task	Anticipated Timeframe
Solicit Proposals	1 October 2026 – 29 January 2027
The City of Dryden Proposals Evaluation	1 February – 12 February 2027
Contract Negotiation and Finalization	20 business days
Project Kick Off	Proponent to provide
Design Completion – Each Proposed Phase	Proponent to provide
Construction Completion – Each Proposed Phase	Proponent to provide
Housing Completion – Each Proposed Phase	Proponent to provide

2. Financial Feasibility and Value Proposition

Each Proponent should provide the following in its Proposal:

(a) *Funding Sources*: Clear articulation of funding sources and financial structure, including grants, tax credits, subsidies, and other financing mechanisms.

(b) *Long-Term Financial Viability*: Proposals should demonstrate a financially sustainable approach, with budget projections and contingencies that assure ongoing operations without heavy municipal support.

(c) *Cost to Municipality:* The developer should demonstrate value for money, including any required municipal contributions over the Project's lifecycle.

(d) *Pricing*: Provide a high-level price estimate for the full Stage 3 development, with a separate breakdown for each proposed phase. Detail the following cost categories:

i. Land Costs
ii. Construction Costs

iii. Consultant and Regulatory Costs
iv. Financing Costs
v. Contingency

3. Community and Stakeholder Engagement

Each Proponent should provide the following in its Proposal:

(a) Community Involvement Plan: A demonstrated strategy for engaging local residents and stakeholders throughout the development process.

(b) *City of Dryden Involvement*: Describe how the Proponent would work with the City to deliver the Project Deliverables, including expectations and assumptions about the City's involvement.

4. Housing Program, Equity, Phasing and Delivery

Each Proponent should provide the following in its Proposal:

a) *Housing Minimum:* Provide a Base Proposal for at least 42 completed dwellings. The proposed dwelling count is not required to correspond to 42 separate lots.
b) *Housing Mix:* Identify the proposed range of housing forms, such as single-detached, semi-detached, duplex, townhouse, stacked-townhouse, small-multiplex, seniors, accessible or other suitable housing, together with the proposed unit and bedroom mix, tenure, conceptual floor areas, parking arrangements, secondary units and adaptable-housing features.
c) *Subdivision Flexibility:* Identify which JRCC internal lot or block boundaries would be retained, consolidated or reconfigured. Explain how the proposed subdivision pattern would improve feasibility, housing choice, land-use efficiency, servicing or project delivery. For changes to property boundaries shown on Registered Plan M811, identify the anticipated approval and registration process, schedule and additional costs. Consult with the Official Plan 2024 for Plan of Subdivision requirements.
d) *Market and Affordability:* Provide market evidence supporting the proposed target market, anticipated sale prices or rents, buyer or tenant segments and absorption assumptions. Explain how the proposed housing program will support equitable and inclusive housing opportunities, including consideration of seniors, persons with disabilities, workforce households, lower- and moderate-income households, families and other groups that may face barriers to suitable housing. Identify any proposed affordable, attainable, accessible, adaptable or inclusive-housing commitments.
e) *Integrated Delivery Schedule:* Provide a critical-path schedule covering due diligence, design, municipal and regulatory approvals, financing, infrastructure construction, subdivision registration, building permits, housing starts, first occupancy, annual completions and full build-out.
f) *Phasing and Delivery Strategy:* Describe the proposed development phases, infrastructure dependencies, temporary servicing and access requirements, seasonal and winter-construction constraints, cash-flow considerations and market-absorption assumptions.
g) *Delivery Commitments:* State the proposed housing-start date, annual completion targets, anticipated first-occupancy date and full build-out date. Identify the proposed milestones, performance security, reporting commitments and remedies for delay.

5. Design Quality and Sustainability

Each Proponent should provide the following in its Proposal:

a) *Design Quality:* Demonstrate durable, attractive architecture and public-realm design suitable for Dryden's climate and market.
b) *Site Response:* Explain how the proposed lot or block pattern and building forms respond to walkout opportunities, grading, retaining solutions, drainage, vegetation, snow storage, trails and neighbourhood interfaces.
c) *Sustainability:* Address energy and water efficiency, low-carbon construction, waste reduction, durable materials and life-cycle maintenance.

6. Technical Implementation and Infrastructure

Each Proponent should provide the following in its Proposal:

a) *Reference Design Review:* Identify JRCC elements retained, consolidated, reconfigured, requiring validation or requiring redesign, and explain the principal technical and delivery implications.
b) *Due Diligence and Design:* Provide a work plan for survey, title, geotechnical / bedrock, existing works, water and fire flow, wastewater, lift station, forcemain, drainage / outfall, approvals, utilities, roads, grading and constructability.
c) *Construction Delivery:* Describe procurement, staging, access, erosion and sediment control, quality assurance, testing, commissioning, records, deficiency correction and warranty.
d) *Risk Management:* Provide a risk register with likelihood, consequence, owner, mitigation, contingency and schedule effect.

7. Municipal and Regulatory Compliance

Each Proponent should provide the following in its Proposal:

a) *Zoning Compliance*: Demonstrate how the proposed development will comply with the City's Zoning By-law or identify any required amendment, Minor Variance or other zoning relief.
b) *Official Plan Conformity*: Demonstrate how the proposed development will conform with the applicable policies of the City of Dryden Official Plan.
c) *Approvals and Development Agreement Strategy:* Identify the municipal, provincial and agency approvals and agreements required for the Project, including the Development Agreement, their anticipated timing and sequencing, and the coordination required with the City and other approval authorities.
d) *Regulatory Risks*: Identify any planning or regulatory risks that could affect the development concept, costs or delivery schedule and explain how those risks would be addressed.

The City's development and planning process guide and references to applicable planning documents are provided in Appendix C.

8. Conceptual Drawings

Each Proponent should provide the following in its Proposal:

a) *Concept Plan:* Provide a legible plan showing the proposed internal lot or block boundaries, unit and housing typologies, roads, servicing concept, open space, trails, grading approach and development phases, with changes from the JRCC Reference Design and Registered Plan M811 clearly identified.

b) *Housing and Streetscape:* Provide conceptual elevations or precedents showing housing design, materials, parking, accessibility and the relationship to the street and sloped lots.

Rated Criteria - Category Weighting

The following sets out the categories and weightings. Each category score out of 10 under Section 2.9.1 will be divided by 10 and multiplied by the category weighting to determine its weighted score.

Rated Criteria Category	Weighting (Points)
1. Experience, Capability and Capacity	15 Points
2. Financial Feasibility and Value Proposition	20 Points
3. Community and Stakeholder Engagement	10 Points
4. Housing Program, Equity, Phasing and Delivery	15 Points
5. Design Quality and Sustainability	10 Points
6. Technical Implementation and Infrastructure	15 Points
7. Municipal and Regulatory Compliance	10 Points
8. Conceptual Drawings	5 Points
Total Points	100 Points

APPENDIX C - SUPPORTING DOCUMENTS

City of Dryden - Development and Planning Process Guide

Supporting Project Documents

The City intends to make the following available through the RFP posting subject to confirmation and applicable use restrictions:

- Mario Milanese Subdivision - Stage 3 Pre-Design Report, JR Cousin Consultants Ltd., April 1, 2024, including Appendices A and B;
- JRCC preliminary drawings GI1, ML1-ML6, GD1-GD3, DT1-DT4, LS1-LS2 and SN1 April 1, 2024;
- JRCC Revised Class A Cost Estimate September 8, 2026;
- Registered Plan M811
- current City Official Plan 2024, Comprehensive Zoning By-law No. 2025-10, Community Capacity Study 2022, City of Dryden Strategic Plan 2026-2031, Asset Management Plan 2025.
- any additional environmental, archaeological, geotechnical, utility, drainage or other reports identified by Addendum.

Purpose

This guide provides Proponents with an overview of the City's planning and development processes. It does not replace legislation, current City documents, pre-consultation, application requirements or professional advice.

The goals are to:

- provide clarity and consistency;
- support efficient project review and approvals; and
- encourage high-quality development aligned with community goals and provincial legislation.

Key Planning Documents

Application Type	Purpose	Approval Authority
Official Plan Amendment	Changes long-term land-use direction or policy	City Council

Application Type	Purpose	Approval Authority
Zoning By-law Amendment	Changes permitted uses or zoning standards	City Council
Minor Variance	Minor relief from zoning standards	Committee of Adjustment
Plan of Subdivision / Condominium	Creates multiple lots, units, roads or services	City Council (with province)
Site Plan Control	Coordinates detailed site layout, design and servicing	City Staff (delegated authority)
Consent	Creates or adjusts individual lots or easements	Committee of Adjustment

When Approvals Are Required

• Official Plan Amendment (OPA): Proposed land use differs from long-term land use direction. https://www.dryden.ca/build-invest/building-planning/official-plan/

• Zoning By-law Amendment (ZBA): Land use or building does not comply with existing zoning. https://www.dryden.ca/build-invest/building-planning/zoning/

• Minor Variance (MV): Small adjustments to zoning standards.

• Consent (Severance): Dividing land or adjusting lot boundaries. Changes to boundaries shown on Registered Plan M811 may require consent, subdivision or another applicable approval and may result in additional survey, legal, planning, engineering and registration costs. https://www.dryden.ca/build-invest/building-planning/planning-and-development/minor-variance-and-consents/

• Site Plan Control (SPC): Required for commercial, industrial, institutional, and larger multiunit residential development. https://www.dryden.ca/build-invest/building-planning/planning-and-development/site-plan-control/

• Plan of Subdivision: Creating multiple lots with new roads or services. Consult with the Official Plan 2024 for Plan of Subdivision requirements.

Standard Development Approval Process

The City of Dryden does not have development charges.

Step 1 — Pre-Consultation (Preferred): Meet with the Planning Department to identify applicable policies, submission requirements, and potential issues before formal application submission.

Step 2 — Application Submission: Submit all required forms, plans, studies and fees. Application must be deemed complete to proceed further.

Step 3 — Application Review & Circulation: City staff will circulate the application to internal departments, external agencies, ministries, and the public if required. Comments and technical feedback are compiled and communicated to the applicant.

Step 4 — Public Notice & Consultation (if applicable): Notification and public meeting when required. Public Notice is required for Official Plan Amendments, Zoning amendments, Minor Variance and Consent applications.

Step 5 — Recommendation Report to Council or Committee: Staff evaluation and recommendation.

Step 6 — Decision: The applicable approval authority considers the application and makes a decision to approve, modify or refuse it.

Step 7 — Appeal: Possible appeal to the Ontario Land Tribunal (OLT) for certain application types.

Step 8 — Post Approval/Agreement: Conditions of approval must be satisfied. The Successful Proponent will be required to enter into the Development Agreement and any required site plan, subdivision, servicing, easement or other implementing agreements before development or construction proceeds, unless the City specifies another timing in writing. Agreements may be registered on title. Building permits may be issued only after applicable approvals, agreements and conditions are in place. The City will exercise its planning, building, engineering and other statutory functions independently. Selection under this RFP does not constitute or guarantee any approval.

Supporting Studies and Due Diligence

Depending on the application and Project, the following studies or information may be required. This list is not exhaustive. Refer to the City's Official Plan and confirm submission requirements through pre-consultation.

- legal and topographic survey updates and title review;
- geotechnical, bedrock and groundwater investigation;
- water-capacity, fire-flow and hydraulic analysis;
- wastewater, lift-station and forcemain condition / capacity analysis;
- stormwater, drainage, erosion and lake-outfall studies;
- environmental, fish / habitat and archaeological assessment;
- traffic, access, active-transportation and construction-management plans;
- utility coordination and relocation plans; and
- housing-market, absorption, financial-feasibility and funding information.

Typical Timelines

- Minor Variance / Consent: 1–2 months
- Zoning By-law Amendment: 3–4 months
- Official Plan Amendment: 4–6 months
- Site Plan Approval: 2–4 months
- Subdivision Approval: 6–12+ months

Multiple applications may be coordinated, in consultation with City staff, to reduce overall processing time. The timelines above are indicative only and depend on application completeness, complexity, required studies, agency review and any appeals.

Tips for a Smooth Review Process

- engage early through pre-consultation;
- retain qualified professional consultants;
- respond promptly and completely to review comments;
- ensure plans are coordinated with zoning, grading and servicing;
- identify approval dependencies and seasonal constraints in the schedule; and
- maintain regular communication with the City's designated project team.

Contact

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