



UNIVERSITY OF  
**TORONTO**

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**OFF-CAMPUS  
INSTITUTIONAL  
HOUSING SITES**

SOLICITATION PROCESS  
OVERVIEW

REQUEST FOR EXPRESSIONS  
OF INTEREST

DECEMBER 2024





# SOLICITATION PROCESS OVERVIEW

## OBJECTIVE

Jones Lang LaSalle Real Estate Services, Inc. (“JLL” or the “Advisor”) has been exclusively retained by the University of Toronto (“U of T” or the “University”) to seek qualified development partners (“Respondents”) with control of off-campus residential development sites proximate to the University’s St. George Campus appropriate for the development of purpose-built institutional housing. The University aims to partner with experienced developers to address the current undersupply of available undergraduate, graduate, student family, faculty and staff housing in the vicinity of the campus over the immediate or near-term.

### TWO-STAGE SOLICITATION PROCESS

On behalf of the University, JLL will be facilitating a two-stage solicitation process to identify qualified Respondents with control of off-campus residential development sites. Through this process, the University intends to select a development partner(s) with whom to negotiate and enter into agreements for the planning, design, development and operation of purpose-built institutional housing project(s).

The University will work with the selected Development Partner to incorporate design practices and principles that encourage social interaction and collaboration.

The Project will be developed and operated in accordance with applicable regulatory approvals and laws and industry best practices.

### STAGE 1: RFEOI

The first stage of the solicitation process is a Request for Expressions of Interest (“RFEOI”) launched on Monday, December 9, 2024. Respondents are required to submit preliminary information regarding subject residential development site(s) in their control that is(are) suitable for the development of institutional housing, in addition to providing background information regarding the Respondent’s organization.

The submission process involves two steps:

1. Complete the online “Eligibility Form” (<https://forms.office.com/r/0EUDTnNVm1>) to provide basic subject site and firm information, and verify compliance with “Initial Requirements”.
2. After acknowledgement that all Initial Requirements have been met, Respondents will be asked to execute a Confidentiality Agreement (“CA”). A JLL Team member will then provide access to a “Submission Form” and a virtual data room containing additional information via email. Completed Submission Forms are to be sent to the JLL Team via email.

The Eligibility Form and Submission Form, together form a “Submission”.

Each subject site requires a separate Submission. Both forms must be submitted no later than **Thursday, January 23, 2025 at 5:00 pm (ET)**.

After the submission deadline, the University will score all submissions. A maximum of five (5) Respondents will be shortlisted and invited to Stage 2 of the process.

## STAGE 1: RFEOI SCORING

The first stage will include two steps with the requirements and scoring outlined below:

1. The Respondent must meet the following Initial Requirements below to be considered for further assessment:
  - The subject site must be located within the boundaries of Dupont Street (north), Church Street (east), Dundas Street (south) and Bathurst Street (west);
  - The subject site can reasonably support the development of a project containing a residential Gross Floor Area of greater than 95,000 square feet;
  - The subject site is available with vacant possession within 24 months from June-2025 to permit construction commencement; and,
  - The Respondent’s organization must have experience building more than 100 purpose-built rental units and/or student housing units
2. After all the Initial Requirements noted in the first step have been met, Respondents and subject sites will be scored based on the categories below:

Section	Section Title	Evaluation
1	Site Information	20 Points
2	Owner Information	20 Points
3	Development Capabilities	30 Points
4	Existing Residential Portfolio	30 Points
5	Litigation, Defaults, Bankruptcy, and Criminal Background	Pass/Fail
6	Conflicts of Interest	Pass/Fail

## STAGE 2: RFP

Shortlisted Respondents from Stage 1 will be invited to participate in the Stage 2 Request for Proposal (“RFP”) in Q1-2025. The JLL team will notify qualified Respondents via email of their advancement to Stage 2. The RFP will require Respondents to submit comprehensive proposals containing information regarding, but not limited to, the future development project and statistics, Respondent’s operational and financial capabilities, proposed deal structuring, among other key items. Further details of the Stage 2 RFP will be communicated to the shortlisted Respondents from Stage 1.

### ON-CAMPUS INSTITUTIONAL HOUSING DEVELOPMENT OPPORTUNITIES

Respondents are advised that a separate solicitation will be issued in 2025 for the purposes of seeking development partners to develop two on-campus institutional housing projects on lands owned by the University. Respondents who submit a response to this RFEOI are also permitted to submit a response to any future development opportunities.

### LITIGATION, DEFAULTS, BANKRUPTCY AND CRIMINAL BACKGROUND

The University reserves the right to evaluate a Respondent’s history of litigation, defaults, bankruptcy, and/or criminal background. The University will determine, at its sole discretion, whether any such issues constitute a grounds for rejecting a Submission.

### CONFLICTS OF INTEREST

It is in the best interest of the University to shortlist a qualified firm with no actual or perceived conflicts of interest. The University reserves the right, at its sole discretion, to assess whether any conflicts of interest or the appearance of conflicts exist and may reject Submissions accordingly.

Conflicts of interest may include the following:

1. No Respondent or person who has had or who will have significant involvement in the preparation and/or oversight of our Submission has any relationships with members of the University's Evaluation Committee, or individuals or firms who have been involved on the University's behalf in this RFEOI Process, that could constitute a Conflict of Interest or unfair advantage, or could otherwise affect or impair or appear to affect or impair the integrity of this Process;
2. No Respondent Conflict Declaration Party has any knowledge of or the ability to avail themselves of Confidential Information, other than Confidential Information which may have been disclosed by the University to the Respondent Conflict Declaration Party in the normal course of this RFEOI Process;
3. None of the Respondent Conflict Declaration Parties, or any Affiliate of any of them has been charged in the last five years for any criminal offence involving fraud, fraudulent misrepresentation, bribery, collusion, anti-corruption, conspiracy, breach of competition laws, destruction of records or professional misconduct;
4. None of the Respondent or any of its Affiliates has been the subject of a final determination that it has breached any Governing Law relating to worker health and safety and/or protection of the environment within the past five years.

## **LEGAL NOTICE**

The solicitation process is being conducted in accordance with applicable federal, provincial and local laws, regulations and guidelines. This solicitation process may ultimately result in the establishment of Joint Ventures, Leases, Development Agreements, Co-Tenancy Agreements and Operating Agreements and other agreements determined to be necessary for the development and operations of the future project between the University and a successful Respondent. The University reserves the right to request additional information from some or all Respondents.

This solicitation process does not commit the University to enter into negotiations and/or select any Respondent. This solicitation process does

not create a binding obligation on the part of the University with any Respondent. Neither the University, nor JLL assumes responsibility for the completeness or the accuracy of any information presented in this solicitation process, or otherwise distributed or made available during this process, except as expressly stated to the contrary. Without limiting the generality of the foregoing, neither the University, nor JLL, will be bound by or be responsible for any explanation or interpretation of the proposed documents other than those prepared in writing.

The University is not bound by any oral statements made by the University or its agents, advisors or consultants; the Respondent should rely upon written statements. Should a Respondent find discrepancies in, or omissions from documents provided as a part of this solicitation process, the Respondent should immediately notify a member of the JLL Team in writing. Respondents requiring an interpretation of any materials should seek clarification from the JLL Team in writing. It is the Respondent's responsibility to visit and monitor the online data room for additional and/or updated materials in connection with the solicitation process.

## **CONFIDENTIALITY**

Public announcements, statements to the media, interviews, or news releases regarding this RFEOI, its Submission or any subsequent award or an agreement must not be made by any Respondent or any of the Respondents' agents or consultants without the prior written approval of the University. Respondents should assume that Submissions may be publicly reviewed and not maintained as confidential. If the Respondent believes that any information in the Submission should be kept confidential for any reason, said Respondent should specifically indicate by marking any such information "trade secret" on each applicable page of the Submission. The University is subject to FIPPA and will make efforts to maintain requested confidentiality as appropriate, but assumes no liability for disclosure of information identified by the Respondent as confidential. Respondents are encouraged to maintain confidentiality regarding their responses to ensure a fair competitive process.





UNIVERSITY OF TORONTO

# OFF-CAMPUS INSTITUTIONAL HOUSING SITES

## REQUEST FOR EXPRESSIONS OF INTEREST

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