





Property Opportunity Notice

AFFORDABLE HOUSING DEVELOPMENT
TOWN OF TRURO

Willow Street

NOVA SCOTIA



Overview

As the provincial entity responsible for the administration and delivery of affordable housing solutions, the Department of Growth and Development (DGD) supports low-to-modest income Nova Scotians every day through the delivery of programs and services across the housing spectrum. DGD is requesting responses to this Property Opportunity Notice (PON) to have more affordable housing built in communities.

Over the past several years, the Province has made efforts to compile and maintain an inventory of government owned land and identify sites that may be suitable for housing. Under the Land for Housing Program, DGD is making Provincially owned land available to eligible applicants committed to creating new affordable housing in the province. To assist in offsetting some development costs, a long-term land lease for a nominal rent or a sale for a nominal amount will be considered in exchange for a commitment to create and maintain affordable units permanently or over an identified time horizon.

This land contribution will be awarded based on an evaluation of various criteria including the applicant's organizational capacity, their ability to bring new units to the market, and depth of affordability proposed. Additional considerations include, but are not limited to, the level of socio-economic, environmental, and accessibility outcomes to be achieved.

Applicants will be prioritized if their proposal includes the use of Modern Methods of Construction (MMC) incorporating local materials, and exceed the minimum requirements for affordability, energy efficiency, and accessibility while ensuring the long-term financial viability of their project.

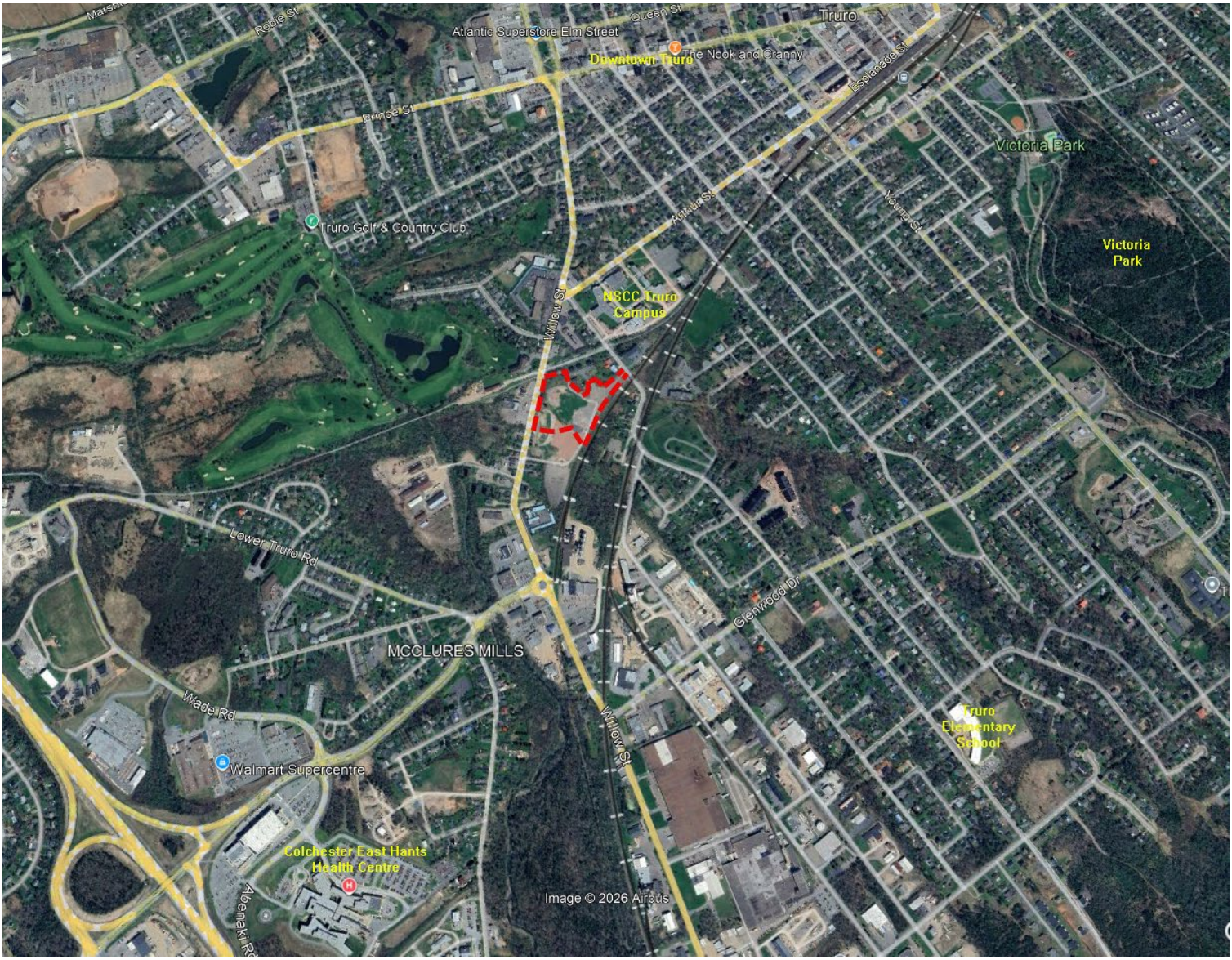




Image 1: *Zoning Map. Source: Town of Truro Planning*

Parcel Identification: PID 20152195

Registered Owner: The Province of Nova Scotia

Civic Address: Willow Street, Truro, NS

Lot Area: 6.5± acres

Lot Frontage: Willow Street and Kaulback Street

Site Servicing: Municipal Water and Sewer

PON RELEASE DATE: April 30, 2026
SUBMISSION DEADLINE: July 31, 2026

Property Details

Designation	Regional Service Area designation in the Town of Truro Municipal Planning Strategy (MPS) (Policy RS-27).
Zoning	Current zoning is Regional Service (RS) in the Town of Truro Land Use By-law (LUB).
Proposed Development	The RS zone permits a broad range of commercial, institutional, and service uses, and also allows residential development. Multi-unit residential developments with up to 18 units require site plan approval, while those with 19 units or more require a development agreement. A concept plan has been prepared to illustrate potential development of the site and is included for illustrative purposes only. The concept demonstrates one possible configuration of residential and other complementary uses; however, proponents should undertake their own due diligence to confirm the development potential of the site and may propose alternative densities, land uses, or site layouts consistent with municipal planning policies and zoning requirements. The successful proponent will construct the proposed road connecting Willow Street and Kaulback Street as generally shown on the concept plan, while the Province will retain ownership of the road.
Current Use	A portion of the former Colchester Hospital site. The hospital buildings have been demolished, and the site is currently vacant. The northern and northeastern sections of the site are subject to a right-of-way, and the northeastern section is also subject to a sewer line easement.
Surrounding Uses	Willow Street: residential and commercial development to the west. Cobequid Trail, residential and commercial development to the north. Kaulback Street: residential and commercial development to the east. Active CN rail spur line to the south, with commercial and industrial development beyond.

Eligible Property Type

Eligible affordable housing projects include, but are not limited to:

- Mixed-income;
- Mixed-use;
- Mixed-tenure;
- Permanent housing (Subject to the Residential Tenancies Act);
- Primary use as residential; and
- Single detached dwellings, standard multi-unit residential, single room occupancy and seniors' independent living housing.

Eligible Applicants

Applicant must be, or partner with, a private company, non-profit society, charity, or housing cooperative registered and in good standing with Joint Stocks in any Canadian province or territory authorized to do business in Nova Scotia.

All types of operating models will be considered, including but not limited to:

- Indigenous governing bodies and organizations (off reserve)
- Community housing organizations
- Non-profit organizations (including co-ops)
- Private corporations
- Cross-sectoral partnerships

Evaluation Criteria

Proposals received during the submission period will be ranked in comparison to other concurrent proposals based on the project's overall suitability. More specifically, the following criteria will be used to evaluate, rank, and determine a proposals overall strength and level of project suitability.

Applicants who demonstrate a commitment to include the use of Modern Methods of Construction (MMC) incorporating local materials, and exceed the minimum requirements for affordability, energy efficiency, and accessibility while ensuring the long-term financial viability of their project will be prioritized.

Financial Viability: Projects must demonstrate a means to be financially sustainable or describe how they will obtain subsidy to offset any projected operating losses. All potential funding sources must be disclosed, together with details of the intended funding strategy and any supporting documentation.

Affordability: Designated affordable units must serve households in core housing need with rental rates established at or below 80% of average market rent (AMR). AMR can be found at the CMHC Housing Portal

Modern Methods of Construction: Applicants must demonstrate a commitment to modern methods of construction, local materials, and innovative building methods and technologies. This could include but is not limited to, factory construction of components or modules, repeatable standardized designs, integration or digital design or production technology, or more controlled production environments to reduce waste and improve quality.

Environmental Considerations: National Building Code minimum standards required. Priority will be given to projects incorporating Net-Zero energy performance targets by either:

1. Building to Net-Zero from the onset and including all the necessary energy modelling before and after construction to demonstrate that Net-Zero has been achieved. Or,

2. Building to Passive House Standards with the requirement of having the building Net-Zero ready, i.e. have the infrastructure for PVs to be added at a later date so that the energy consumed by the building is equal to the energy generated.

Accessibility Considerations: National Building Code minimum standards required. However, applicants are highly encouraged to integrate Barrier Free (BF) design requirements and CMHC Visitability Standards within a minimum number of units in their project. Link to CMHC

Property Management: Applicants must have a minimum of five (5) years' property management experience. In lieu of property management experience, applicants may hire or partner with a professional third-party property management firm approved by DGD. Experience in affordable housing property management is an asset.

Real Estate Development Experience: Applicants must have successfully completed a similar project on time and within budget. Alternatively, applicants may hire or partner with a third-party developer, approved by DGD, who has experience building similar projects.

Development Timeline: How rapidly does the proposed project plan bring new affordable housing to market? How realistic is the proposed timeline?

Project Viability & Sustainability: Is the project feasible and viable, both through capital financial assembly and ongoing operating pro-forma, as well as the project environment (MPS policies, environmental, site constraints etc.)? Is the project aligned with the Provincial five year housing plan, the objectives of the National Housing Strategy, the Nova Scotia environmental and accessibility targets, or other government priorities?

Scale: Is the project of a scale that it may have impact? Priority will be given to projects with a higher density of units and higher scale of affordable units.

Ability to Deliver: Can the main applicant and its partners deliver the project as per timeline? Overcome any unforeseen obstacles? Assemble proposed funding?

People Served: Does the project serve people who are part of specific vulnerable population? Any cultural community of significance? Any location of importance? Visit CMHC for a definition of vulnerable populations.

Equity Contribution: Applicants with sufficient assets to contribute a reasonable equity component to support the proposed development and who have a demonstrated ability to accommodate unexpected increases in construction costs will be given priority. A reasonable minimum equity contribution is typically equivalent to twenty percent (20%) of the proposed project's eligible capital development costs, including land. A five (5%) equity contribution may be considered for community housing and non-profits. Where the land for this project is being contributed by DGD, flexibility will be considered when assessing the applicant's equity contribution.

Partnerships: Proposals that include capacity-sharing, mentorship, or collaborative service delivery models will be prioritized for their contribution to sector development and inclusivity.



PLEASE NOTE

This PON is available to projects that meet and/or exceed the minimum requirements as outlined in the above criteria. Verification of project details and evaluation will determine whether a project is selected. Simply meeting the minimum requirements will not guarantee that a proposal will be selected. Applicants are responsible to provide sufficient documentation that will verify compliance with the eligibility requirements.

DGD will work in partnership with the successful applicant to complete any outstanding due diligence, which may include environmental site assessments, traffic impact studies and planning reviews. The successful applicant will be notified to discuss terms and conditions and any other requirements to move the project forward.

Note that DGD will consider all proposals but is under no obligation to approve any application and move forward with the PON if, in DGD's opinion, no suitable submissions are received.

Proposal Submission Requirements

Applicants can present their submission in the form and format of their choice. Proposals must be submitted to LandForHousing@novascotia.ca on or before **July 31, 2026 at 5pm (AST).** Submissions must be clear, concise and include the following sections:

1. Project Description: Should include, but not limited to:

a. Proposed approach – describe the vision for the project and primary objectives.
b. Any partnership(s), including the names of key individuals and organizations.
c. Total number of project units, including rental rates.
d. Meeting or exceeding affordability, environmental, accessibility, etc. standards.
e. Aligning with the Provincial five year housing plan, National Housing Strategy, or other provincial priorities (e.g. health, environment, economic growth, seniors).
f. Have you also applied to CMHC, DGD or any other sources of funding opportunities?
g. How the project intends to leverage modern methods of construction, innovative building methods and technologies. Including, but not limited to, factory construction of components or modules, or more controlled production environments to reduce waste and improve quality.

2. Applicant & Development Team: Should highlight experience in real estate development and property management, with experience in managing affordable housing developments as an asset.

3. DGD Contributed Site: Describe how the proposed development concept is suitable for the land being contributed and identify the land ownership interest being requested for this project (leasehold, fee simple, or other) and provide all supporting rationale.

4. Market Demand & People Served: Analysis of market need and how proposed project aligns.

5. Project Funding & Financing: Detailed breakdown of capital and operational funding sources and expenses.

Appendices should not exceed 20 typewritten pages and should include:

- Drawings and site concept plan
- Proposed Project & Construction Schedule
- Construction Cost Estimates (Class D or higher)
- Details of Project Financing and Funding Strategy, together with potential Sources of Capital
- Operating Pro-Forma Statements

Letters of Reference can also be submitted to demonstrate your experience in delivery of similar projects.

For further information on submitting a proposal please refer to the following proposal guidelines:
Link to Proposal Guidelines

INQUIRIES

Please direct questions about the opportunity up to 5 business days of deadline to:
landforhousing@novascotia.ca
Answers that may have material impact on submissions will be compiled and answered online at the Land for Housing Program web page. Land For Housing Program

Property Overview



DISCLAIMER

The PON is a non-binding document. DGD does not make any representation or provide any undertaking to prospective respondents other than to invite them to submit a proposal. This PON does not oblige DGD to negotiate or execute an agreement with any prospective respondents, not to grant rights of any sort to any prospective respondents and, DGD shall incur no liability to any prospective respondent as a result of responding to this PON.

DGD will not be liable for, nor will it reimburse any prospective respondent for costs incurred in the preparation, submission or presentation of any proposal, for interview or any other activity that may be requested as part of the PON process.

Sample Concept Plan



PLEASE NOTE

The concept plan shown represents one possible site configuration and is provided for illustrative purposes only. It is not intended as an approved design or endorsement. Proponents are responsible for carrying out their own due diligence and may propose alternative designs that meet the project objectives. Because all proposals are developed at the respondents' own initiative, DGD will not cover or reimburse any costs related to preparing, submitting, or presenting proposals, including interviews or other PON-related activities.