

Call for Expression of Interests

Consulting Services for Housing Strategy Plan

FAQ's

****Deadline has been extended to April, Friday 10th, 2026**

Project Scope & Development Options

Does YWCA BC have an inventory of its existing housing and programs? Do you have an existing strategy (i.e., is this an update or a new strategy)? Do they have an inventory of properties that you are considering developing? Or how many sites do you anticipate would be included in the scope of work? Is this to expand and or redevelop existing sites? Or for selection criteria for new sites? What is your typical process for developing a new housing site?

The YWCA has an inventory of existing housing programs and housing communities. We have a housing framework which was prepared several years ago and we are looking for a solid strategy to help us assess future opportunities. The goal of this new housing strategy is to develop high level strategy on how to assess future developments/redevelopments, not just a set of specific opportunities. We can share some current options as examples. We currently evaluate each opportunity according to our guiding principles, proformas, partnerships and fundraising opportunities. As the overall context is changing, we are coming across new challenges and new models. We want a strategy that can take into account diverse criteria to examine the extent to which opportunities are worth pursuing.

Financial & Budget Modelling

Could you clarify or provide any additional information regarding expectations with respect to financial forecasting and modelling? What level of detail are you looking for in the budget? For capital requirements, are you wanting capital estimates for new development projects? If costs associated with renewal of existing assets, do you have recently completed building condition assessments to reference?

Our aim is to have a clear strategy to create financial stability within our overall housing portfolio. We aim to identify different key elements that need to be examined to expand our capacity and our thinking on future developments e.g. tipping point, risks and mitigations, potential scenarios for balanced growth, unit mix, endowments, as well as address questions like whether we should focus on redevelopments as long-term strategy, how to run our housing projects leaner or should we move into expanding property management services.

Regarding financial models, there's two we are looking for in particular:

1. New Projects - how do we model development projects quickly and easily assess if we should proceed? How can we leverage the collective knowledge from our current housing communities to develop a more expeditious process for modeling future projects?
2. Capital Maintenance, Repairs, and Redevelopment - what is the best way for us to prepare for future maintenance, repairs and redevelopment?

Our goal is to have this for all of our buildings as well as recommendations around the necessity for this information in terms of how it impacts our future planning to ensure alignment in decision-making and taking into consideration our ownership of some buildings and the ownership of others by BC Housing.

Partnerships & Stakeholder

Are you looking for potential new partnerships or to enhance existing partnerships? Can you provide more detail on what you anticipate for stakeholder engagement? Are there specific expectations for stakeholder engagement?

We remain consistently open to exploring strategic partnerships that offer mutual value and align with our long-term objectives. In the current changing environment, partners that were essential to commit to new opportunities are not as heavily involved or come in at the end, and although we have a strong fundraising capacity, it also has limitations. Stakeholder engagement will depend on the strateg(ies) that are identified as valuable.

Budget & Selection

Does the YWCA BC have an estimated or expected budget range for this contracted project? Is the intent to award based on responses?

Our evaluation prioritizes consultants with a proven track record in delivering actionable housing strategies and navigating the unique funding landscapes of non-profit and community organizations. Successful proponents must demonstrate a clear, results-oriented methodology and a feasible timeline that integrates all the deliverables in the EOI. Furthermore, we seek teams that can substantiate their expertise through specific examples of similar completed projects focused on strategic planning. The estimated budget is \$40,000.