



YMCA of Southwestern Ontario
Request for Expressions of Interest
382 Waterloo St, London, Ontario

Issue date: February 21, 2024

Due date: April 24, 2024

Contact:

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01

About the Project

YMCA of Southwestern Ontario (YMCA or the Y) is issuing this Request for Expressions of Interest (RFEI) to seek a partner or partners to jointly plan and carry out the redevelopment of the Y's 1.51-acre property at 382 Waterloo Street in downtown London, Ontario. Objectives include maintaining YMCA health and fitness programming in the downtown core while optimizing a strategic downtown asset in the City of London in a way that aligns with our community needs and our organization's values.

This is a unique opportunity to significantly impact the downtown London core area and the Y welcomes proposals for a wide variety of options. We recognize that often the best developments require significant levels of creativity and innovation; we encourage development collaborations among professionals and organizations that may bring complementing features to the development.

This RFEI is not intended as a formal offering for a future negotiated transaction. This RFEI is the first phase of a multi-phase process to arrive at a development program best suited for YMCA and surrounding community needs.

Phase 1: RFEI to establish short list of interested parties.

Phase 2: Short listed proponents will proceed to more detailed information sharing, discussions, conceptual design, and consideration of possible structures and financial factors. Information on Phase 2 will be made available at a later time to short listed proponents.



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About the YMCA

YMCA of Southwestern Ontario (YMCA or the Y) has served the London community with programs and services in youth development, social responsibility, newcomer services and healthy living since 1856. The Y is a multi-service charity that provides opportunities for growth in spirit, mind, and body for people of all backgrounds, beliefs, and abilities.

With health and fitness branches, camps, child care centres, community programs and newcomer services across the region, the Y is committed to the development of healthy communities and to evolving to best meet community needs.

The Y owns and occupies the Centre Branch YMCA location at 382 Waterloo Street, London, within the downtown core, situated on the northeast corner of King Street and Waterloo Street, east of Wellington Street. The site currently features a 94,398 square foot facility constructed in 1982, serving approximately 2,000 members, and an underground parking garage comprising approximately 14,500 square feet.

Our Values:

Caring – Honesty – Respect – Responsibility – Inclusiveness



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Our Objectives

The Centre Branch YMCA is a vibrant and important centre of community in downtown London, and the Y deeply values the relationships we have with our committed members and participants.

At the same time, we recognize there is potential to find new and better uses for our space, some of which is currently unused, to create even more positive experiences for those who rely on us. We also know that in recent years, new and unique gaps and opportunities have developed in our community. There is a strong need for social and recreational supports downtown. As a charity, we have a responsibility to evolve to meet these changing needs and continue to uphold our mission to support people of all backgrounds, beliefs, and abilities.

As we look to the future, we are seeking a better way to meet the needs of our members and community, and to help sustain our presence as a provider of health, fitness, and youth programming in the downtown core.

This RFEI process calls on organizations who are interested in partnering with us to shape the future of this important downtown location for our community.



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The Opportunity

YMCA is requesting expressions of interest from developers and/or community partners for creative redevelopment of the 1.51-acre site in order to maximize its use and value to the Y, the community, and the developer.

The Y is seeking a party or parties interested in participating in a transaction, which could include:

1. A potential joint ownership scenario for the site and new construction or renovated facility, with both YMCA and the partner(s) operating from the facility;
2. Land lease of the downtown Y site, with a developer funded and operated new build or renovation/expansion of existing. The transaction would include a long-term partial lease back by the Y for complementary programming;
3. Land lease of the downtown Y site, with a developer funded and operated new build or renovation/expansion of existing. The Y would not be a lessee at the new site, but may be supported by the developer partner in finding an alternative lease for the Y for complementary programming; or,
4. A full sale and divestment of the Y in the site at 382 Waterloo Street. YMCA would independently establish operations at an alternate downtown site.

The above is an illustrative list; proponents are encouraged to consider other compatible uses or transaction structures that align with the Y's objectives for the transaction.

This RFEI process is the first of two phases to identify the optimal redevelopment. Short listed proponents from this Phase 1 RFEI process will proceed to Phase 2.



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Site Description

The Site, with 334 feet along King Street and 193 feet of frontage along Waterloo Street, is zoned Downtown Area (h-3.DA2.D350). The permitted uses include a full range of commercial, service, institutional and office uses with residential uses permitted above the first floor.

The current structures include a YMCA Health, Fitness and Aquatics Centre that is 94,398 square feet 3 floor building with two indoor pools, a gymnasium, fitness centre, locker rooms and multiple office and program spaces which was originally built in 1982. Underground parking garage was also built in 1982 and is approximately 14,500 square feet with 104 spaces.

Legal description: Part Lots 6 & 7 on S/S Dundas East, Lots 6 & 7 & Part Lot 8 on N/S King East, designated as Parts 1 ,2, 5, 6 on Plan 33R4551; City of London, Middlesex County.

For this site, additional zoning bonuses are available including the Downtown Rehabilitation and Redevelopment Grant Program, Downtown Residential Development, Affordable Housing Development Loan Program, Additional Residential Unit Loan Program, Core Area Safety Audit Grant Program*, as well as several Federal and Provincial incentive programs.

The DA2 Zone provision allows a site coverage ratio to a maximum of 95%. Proponents are invited to conduct their own due diligence on the zoning on the site and the full range of permitted uses and restrictions under this category.

A database of available reports and site documents will be shared in Phase 2.

*Source: <https://london.ca/business-development/community-improvement-incentives>



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Development Priorities

The Y desires a redevelopment of the entire site that removes or retrofits the existing building to optimize the potential value of the site while allowing for a 40,000-50,000 square foot YMCA space, in any of the following approaches: a) as a stand-alone building on site; b) YMCA space included as part of a mixed-use structure; or c) redevelopment of the site to other uses and proposed alternate downtown location for YMCA space.

Priorities for Development Concepts:

Regardless of what transaction type(s) the proponent is pursuing, YMCA has identified the following priorities for the redevelopment of the site for the Y:

- YMCA encourages optimizing the value of the site. The need for a new YMCA facility will favour developments that provide the greatest source of funding for YMCA capital and other needs. As a not-for-profit registered charity, the Y intends to reinvest any net proceeds realized upon redevelopment into its programs and services in the region and to support its long-term sustainability.
- YMCA will only entertain uses that are compatible with its programs and the surrounding community. Housing, health, education, office, retail, restaurants, and non-competing uses are considered generally compatible.
- Due to a significant community need for affordable housing, the Y would value any proposal that includes some affordable and low-income housing solutions, including family-targeted options.
- An overall site plan that is likely to achieve support from the City of London.



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Development Priorities

- A plan for a YMCA health and fitness and community centre to deliver fitness programming, a gymnasium for recreational offerings, and multi-purpose studios. Space needed is approximately 40,000 to 50,000 square feet, either accommodated onsite or within the downtown core at another facility owned by the developer.

- Aquatics: The inclusion of a pool or pools in the redevelopment may best meet the needs of the community but will require special consideration given the economic factors involved in the construction and operation of aquatics facilities.

- Good visibility of and accessibility to YMCA space.

- A designated number of parking spaces dedicated to YMCA members, employees and visitors accessing YMCA space. Structured, surface, or leased parking adjacent to property could be acceptable, as would a mix of solutions, including appropriate provision for electric vehicle charging.

- The Y expects that planning for their facilities will meet or exceed contemporary green standards for energy use, internal wellness environment, alternative transportation uses. While the Y has an objective of environmental sustainability for this project, precise goals and application for formal certifications is open for discussion.

- The Y is committed to EDI principles and expects that any proposal would demonstrate Equity, Diversity and Inclusion in the project team and the workforce as well as in the project concept itself.

- A collaborative effort in the approach to the community surrounding the site and the City of London for approvals and entitlements.

- A transaction structure that allows the Y to maintain its property tax exemption on its facility.



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Background Information

CONFIDENTIALITY

The Y has posted this RFEI publicly on bids&tenders®. Key officials in the City of London have been alerted to the effort. Review of submitted proposals will be carried out by YMCA employees and an advisory group of volunteers. Each proposal will be treated as confidential and will not be shared publicly or with other proponents. Non-disclosure agreements will be completed by all parties prior to sharing confidential information.

INSPIRING EXAMPLES

The following are examples of mixed-use developments involving other YMCA associations in North America in partnership with private developers and/or the public sector, which proponents are encouraged to research and review in preparing a submittal:

-The Steve & Sally Stavro Family YMCA
Toronto, ON

-Robert E Lee YMCA
Vancouver, BC

-John W. Lindsay YMCA
Halifax, NS

-Allapattah YMCA
Miami FL

-DT Durham YMCA
Durham, NC

-DT Asheville YMCA
Asheville, NC

-Johnston YMCA
Charlotte, NC



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Submission Requirements

Submittals from proponents must include the following information in sections as numbered below.

1.0 COVER LETTER

A cover letter signed by an officer of the organization, expressing your interest in this property.

2.0 EXECUTIVE SUMMARY

A one-page overview of the proposed project.

3.0 PROPOSED PROJECT

Define the proposed project: the vision and objectives, including the specific community need that the project will address, all proposed uses (including the nature of any proposed leaseback to the Y), building(s) scope, and relevant information related to the project. Subject to section 3.1 below, any proposed or indicative financial information is not required at this stage and if included would be considered nonbinding. Illustrative sketches, drawings, proposed layouts, preliminary massing concept (if required to make proposal clear), etc. could be included as available.

Proponents may wish to provide more than one potential project for consideration by the Y; this is acceptable to the Y.

3.1 If you are proposing a sale of land by YMCA to the proponent, please provide a financial proposal and timeline.



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Submission Requirements

4.0 GENERAL INFORMATION

The following information should be included in the submission:

- Name of organization and legal entity along with the address of organization(s), Contact Person(s), contact information, brief organization history & appropriate corporate registration information.
- A high-level organization chart identifying ownership/leadership, biographies of key team members and team lead, anticipated partners and relationships for the various phases of the project.
- Description of organization's connections to Southwestern Ontario region and the City of London, if any.
- List of certifications, licenses, associations, affiliations, awards and any other information that may be relevant to the scope of this RFEI.

5.0 RELEVANT PROJECT EXPERIENCE

Provide information on recent relevant experience with comparable projects of greater than \$20 million in scope in urban areas completed or currently in progress. Of special interest is experience in working with not-for-profit organizations and/or Public/Private Partnerships but this is not a mandatory criterion for consideration.

- Project(s) Information: Project Name, Owner, Project Location & Type, Project Scope in Square Feet and approximate construction costs.
- Provide three (3) references that include owner name, contact information.

The above projects and references must be relating to work completed within the last ten (10) years.



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Submission Requirements

OTHER KEY INFORMATION

IN-PERSON INTRODUCTION MEETINGS

Proponents are encouraged to schedule an in-person meeting with YMCA to make introductions and to clearly understand the development priorities. To arrange a meeting, during the specified dates set out in the RFEI Schedule below, please email your request to: andy.sullivan@swo.ymca.ca.

CLARIFICATIONS AND QUESTIONS

Any questions or requests for additional information regarding the project, selection process, or the attachments are to be made only in writing and transmitted electronically to: andy.sullivan@swo.ymca.ca
YMCA answers will be distributed to all organizations who schedule an in-person meeting as set out above in the form of an addendum.
Key dates for questions and answers are set out in the RFEI Schedule below.

METHOD AND DATE OF SUBMITTAL

Submissions are to be addressed to:

Andy Sullivan, Vice President of Asset Management

and delivered electronically to:

andy.sullivan@swo.ymca.ca

Email messages must have the following clearly set out in the title/subject:

"YMCA RFEI-London, Centre Branch"

Submission materials must be delivered and received no later than indicated in the Key Dates section below.

EVALUATION

The RFEI is intended to establish a short list of proponents who will proceed to Phase 2.



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Submission Requirements

RFEI SCHEDULE – KEY DATES

The schedule for this first phase of the proponent selection is:

RFEI Issued:	February 21, 2024
Meetings with Proponents:	February 26 to March 22, 2024
Written Questions Due:	March 29, 2024 5 p.m. EDT
Responses to Questions By:	April 10, 2024
Interest Expression Due:	April 24, 2024 5 p.m. EDT
Announcement of Short List:	May 10, 2024

TERMS AND LIMITATIONS

YMCA of Southwestern Ontario reserves the right with respect to this RFEI to:

- determine which proponent, if any, is qualified to partner with YMCA for redevelopment of the property, based on any criteria that it deems appropriate;
- modify, withdraw or reissue the RFEI as it sees fit, for any reason without incurring any liability, cost or penalty to YMCA;
- conduct negotiations with more than one proponent;
- disqualify any submission that is incomplete or is otherwise not submitted in accordance with the terms, conditions, and provisions of this RFEI;

YMCA is not responsible for expenditures incurred by proponents in connection with development of responses to this RFEI. The Y shall not be held liable for any error or omission in any part of this RFEI. The information contained in the RFEI is supplied solely as a guideline for proponents and is not guaranteed or warranted to be accurate, nor is it necessarily comprehensive or exhaustive. Nothing in this RFEI is intended to relieve proponents from forming their own opinions and conclusions with respect to matters addressed in this RFEI.