

Request for Proposals

Build an investment strategy for the Gabriola Island Land Stewards Society

Background

The purpose of the Gabriola Island Land Stewards Society (GILSS) is to benefit Gabriolans and Snuneymuxw First Nation members by acquiring and stewarding land on Gabriola Island under a community ownership model that helps to alleviate poverty, promotes long-term community benefits, affordability and sustainability, and contributes to community resiliency. Projects GILSS focuses on include affordable and supportive housing, farming and farming education, and small-scale community economic development (CED). With the support of donors, funders and investments, we seek to acquire land and properties for community-based development. We will partner with funders, investors and organizations to make land available to local social purpose organizations through local and outside investments, long-term leases and/or via co-development partnerships.

Scope of work

1. The project will begin with an initial in-person meeting between the consultant, the GILSS board and a select group of other local organizations with a high likelihood of becoming leaseholders or co-development partners. The focus of this meeting will be to learn about: a) the social purpose financing ecosystem; b) social financing options and mechanisms; and c) potential impact investors, organizations and professionals who might be interested in helping GILSS and other local organizations fund and develop social purpose projects on Gabriola. As well, a priority list of social purpose projects (related to housing, farming and CED) will be created during this meeting.
2. Based on those initial discussions, the consultant will prepare recommendations on social finance options that would fit the priority list of social purpose development projects being considered. The recommendations would include the general terms, benefits and challenges of each option, and a high-level investment and revenue analysis for the priority projects to determine which mechanisms would make the projects viable in the long term. The analysis will consider a mix of types of social finance, impact investment, possible philanthropic contributions, and revenues from land leases themselves. The consultant will also provide a list of potential partners: relevant impact investment companies, other potential social finance partners, and potential development/co-development partners for the priority types of projects.
3. A follow-up in-person meeting with the consultant and the GILSS board to discuss the recommendations made by the consultant.
4. Based on these discussions, the consultant will draft a long-term social finance investment strategy for GILSS.
5. A virtual meeting where the GILSS board has an opportunity to ask questions and clarifications about the investment strategy before it is finalized by the consultant.

Timeline

Initial in-person meeting on Gabriola in late May or early June; recommendations report to GILSS by **end August**; second **and final** in-person meeting on Gabriola in early September; report finalized by end October 2023.

Experience

GILSS is seeking the services of a consultant with knowledge and experience in the social purpose finance ecosystem.

Budget

Maximum budget is \$15,000, including travel, other expenses and GST/HST.

Note: A 20-minute Gulf Island Seaplanes flight from YVR South to Gabriola and return costs \$264 including taxes, or \$316 and takes 25 minutes from downtown Vancouver. No scheduled float planes travel between Victoria and Gabriola. Ferry between Nanaimo and Gabriola is \$24 for a vehicle and \$10.15 for an adult passenger. We can provide transportation to and from the float plane dock on Gabriola, or to and from the Gabriola ferry for anyone who walks on from the Nanaimo side.

Proposal submissions

Proposals due by May 19, 2023

Please include:

- Letter of interest
- Statement of qualifications (2pp max.)

Send via email to: gabriolaislandlss@gmail.com

Attention: Sibyl Frei