



BCNPHA

BC Non-Profit Housing Association

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NOTICE OF PROCUREMENT

FOR

BRITISH COLUMBIA NON-PROFIT HOUSING ASSOCIATION POOLING FOR INCREASED EARNINGS

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Issue Date: July 17, 2024

Closing Date & Time: Proposals must be received before 4:30 PM (Pacific) on September 30, 2024

Inquiries: Bryan Woo, Managing Director

Email: bryan@bcnpha.ca

1. INTRODUCTION

British Columbia Non-Profit Housing Association (BCNPHA) is the member association for the non-profit housing sector in BC. We serve our members and the sector through education, events, and advocacy.

Our vision is for a safe, secure, and affordable home for everyone by ensuring strong systems and investments to meet housing needs of all British Columbians; enhancing public understanding of the value and benefits of affordable housing; developing the sector's social, financial and environmental sustainability; and, to sustain the Association.

A comprehensive Association profile can be found at <https://bcnpha.ca/>

2. BACKGROUND

Non-profit housing is rental housing that is owned and operated by community-based non-profit societies. The mandates of these societies are to provide safe and secure affordable homes to individuals and families with low to moderate incomes. Most non-profit housing societies receive some form of financial assistance from government to enable them to offer affordable rents.

People who live in non-profit housing include seniors, families, people with disabilities and/or health challenges, women and children leaving violent relationships, and working professionals.

Each society operates independently under the direction of a board of directors. Most employ staff to manage the day-to-day operations, though volunteers run some smaller societies. In BC, there are 800 societies that operate over 80,000 units of affordable housing.

3. SUMMARY OF THE OPPORTUNITY

Since the 1990s, BCNPHA has provided association members with the opportunity to increase their earnings by pooling their operating accounts into one large pool with other non-profit societies, providing each society with better interest rates. Members also receive low service charges, 100% cash liquidity, and quick enrollment.

BCNPHA's Pooling for Increased Earnings (PIE) program is presently offered through two credit unions. Of the 600 societies who are BCNPHA members, 92 societies are currently in our PIE program and collectively maintain over \$400 million in deposits.

In efforts to ensure that the PIE program continues to provide the best available rate and offerings to member housing providers and returns a generous sponsor rate to BCNPHA, the Association is seeking proposals for a supplemental financial institution partner for the PIE program.

4. CURRENT OFFERING TO PIE MEMBERS

Exclusive benefits of BCNPHA's PIE program include:

- Each society maintains its independent accounts; they're simply identified as PIE
- Easy daily access to account(s) money with no notice requirements or early withdrawal penalties.

- Competitive monthly interest rates for PIE participating societies
- Interest earned is credited to each PIE member's account(s) monthly
- Low service charges (or none) provided to participating non-profit societies

Current PIE program A provides the following benefits:

- a. Balances receive preferred interest rate according to balance of entire pool;
- b. Interest is paid directly into each account on the last day of the month based on the daily consolidated credit balances for the current month;
- c. Interest Paid to Pool Members is a Prime minus rate;
- d. Preferred monthly account fees offered to investment pool account holders; and,
- e. Flat monthly fee includes: transactions including withdrawals, deposits, transfers and bill payments; electronic transactions including cheque clearing, pre-authorized payments, and direct debit in Canada/US; exchange ATM withdrawals, deposits, and transfers; night deposit transactions; and, online banking transfers and bill payments.

Current PIE program B provides the following benefits:

- Higher interest rate on deposits of a Prime minus rate;
- Through PIE, member accounts are categorized as one depositor so the larger the total amount on deposit, the higher interest rate offered; and,
- No monthly fees, which include free: unlimited transactions, in-branch withdrawals, deposits, or transfers, monthly electronic or paper statements, debit card transactions, cheque clearing, ATM withdrawals, in-branch phone or online bill payments, preauthorized payments/debits, and, cheque imaging.

5. SPONSOR MONTHLY REFERRAL RATE

BCNPHA is a non-profit organization who helps members in creating and supporting a high standard of affordable housing throughout British Columbia

The Association provides education, support, and services for non-profit housing providers and stakeholders in the community housing sector. BCNPHA produces Housing Central Conference—the largest housing conference in Canada—and the Regional Education, Networking & Tradeshow (RENT) events on Vancouver Island, Lower Mainland, North, and Interior. BCNPHA curates education and professional development opportunities, provides asset management and energy audit services, and delivers a large portfolio of member programs that help non-profit housing societies save money on a range of products and services.

Currently, BCNPHA receives the following sponsor monthly referral rate from each PIE offering:

- 1) Program A: a percentage on the consolidated balance of the Pool, which will be paid to the Sponsor account on the last date of each month
- 2) Program B: interest accrued on each Designated Accounts shared between the Organization (BCNPHA) and the respective Designated Associates with the Designated Associate receiving a percentage of the interest accrued and the Organization receiving a percentage

Each year, BCNPHA generates revenue from both PIE programs to fund advocacy, education and support for the affordable housing sector.

6. MANDATORY REQUIREMENTS

In order for a proposal to be considered, the proponent must: 1) provide pool members a monthly interest rate higher than is publicly available; and, 2) provide a generous sponsor referral rate on the monthly balance of the aggregated pool.

7. WEIGHTED CRITERIA

Proposals will be assessed against the following weighted criteria:

INTEREST RATE	SPONSOR RATE	COMMITMENT	ACCOUNT FEES
35%	35%	20%	10%
Higher than public rate	Generous sponsor rate	Values-alignment, length of contract, capacity-building with BCNPHA	Free/custom accounts

8. SELECTED PROPONANT

Up to two (2) proponents will be selected to present (in-person in Vancouver) to the selection committee for up to 1.5 hours. The selected Proponent(s) will be asked to, but not limited to:

- Introduce the core team who will be supporting the contracted program;
- Overview of services and support provided by the Proponent(s);
- Describe proposed pool member interest rates and sponsor referral rate; and,
- A description of the Proponent(s)' commitment to and values-alignment with the community housing sector.

9. DEADLINE FOR SUBMISSIONS

Proponents must submit a digital copy of their proposal to bryan@bcnpha.ca and be received before 4:30 PM (Pacific) on September 30, 2024 to be considered.

Enquiries related to this RFP, including any requests for information or clarification may only be directed in writing to the following person who will respond if time permits before the Closing Time.

Bryan Woo, Managing Director
bryan@bcnpha.ca