

Kawartha Land Trust
Hammer Family Nature Preserve (HFNP)



KAWARTHA LAND TRUST
Protecting the land you love.

Request for Expressions of Interest (EOI)
for Building Use
October 2026



1. Introduction

This request for Expressions of Interest (EOI) is an invitation to organizations and individuals to submit a proposal for use of one or more buildings at Kawartha Land Trust's (KLT) Hammer Family Nature Preserve.

Our desire is to share this incredible land with a business or organization that can invest in and make use of the existing buildings for a public good, while integrating their use with our other conservation objectives and projects on the property as outlined in the attached documentation.

At this time, we are seeking basic information from prospective partners that will lead to a more in-depth proposal and collaboration.

1.1.Purpose of EOI

KLT plans to use the property for ecological protection and restoration, and to deliver experiential learning opportunities in partnership with numerous organizations. We envision the property as a "hub" – a type of living lab focused on celebrating, re-kindling and deepening reciprocal relationships between people and land. KLT is pursuing long term partnerships with organizations that can help bring this vision to reality over the course of a generation.

Tell us how you'd like to use the buildings on the property and what you would need from the land that surrounds them. Tell us about your plan, your needs from KLT as a partner, the outcome of your proposed use, its alignment with KLT goals, and your ability to integrate with our conservation objectives for the property.

Information in the EOI will be used to help KLT staff make a recommendation to the Kawartha Land Trust Board regarding what partnerships to enter into around the use of the buildings, what form those partnerships should take, and how or if KLT should invest in the buildings.

1.2.Background information

Through more than 2-years of interaction with the portion of the property known as Sandy Point we have come to more deeply appreciate its unique character. This character is due in part to limited human disturbance over the past few decades. We know that we must balance human activities at Sandy Point with the natural elements that make it such a special place. This likely means that parking and vehicular traffic should largely be accommodated elsewhere on the property making Sandy Point a destination that you primarily reach on foot. A preliminary target of no more than 6 passenger vehicles entering Sandy Point per day has been proposed as an aide to guide thinking on this matter.

In 2024 KLT commissioned a Class C Cost Estimate from Mortlock Construction to help us understand the scope of work required to bring the three existing buildings on the site (2 houses and one 15-bedroom historic lodge) into a state suitable for current use. The estimate for the log cabin on the site is nearly \$900,000. The estimate for the lodge was over \$3,700,000. The estimate for the caretaker's residence was over \$150,000 though additional damage has been discovered since this time. In considering any response to this EOI it is important to incorporate these costs into your project plan. At present, KLT has no intention of making capital investments in the existing buildings to bring them to a state suitable for current use.

For further information about KLT's conservation vision for the property, including excerpts of a report prepared by Compass North, floor plans of the existing buildings, or to organize a tour of the property, please contact Juliette Arsenault, Land Stewardship Coordinator at 705-743-5599 ext 130 or jarsenault@kawarthalandtrust.org.

Additional information may be available on request and may require signature of a confidentiality agreement. Please reach out if there is additional information that you would like to have provided to you to assist in preparing your EOI.

1.3.Scope of Opportunity

KLT is open to a variety of collaborations with organizations or individuals wishing to use one or more of the buildings. We're looking for a long-term arrangement (10 years or more), not single year or short-term proposals.

The best opportunity for KLT, and the broadest scope for you to consider, is likely to be that a well-established organization takes on a long term (decades long) triple net lease of the buildings and independently takes on the capital investments to support the required operating of the space.

Alternatively, we would like to hear if you have a use for *part* of one or more of the buildings, or for a portion of the year, or do not have the capacity to make a complete or long-term investment. Organizations proposing a narrower scope, or without the ability to make large capital investments may be able to work together, so we want to hear them as well.

We also recognize you may have needs for land surrounding the buildings or uses of the larger property. We do have public use, programming and restoration plans for the land and look forward to operating the property in a collaborative way so that the land and other built assets beyond the buildings (such as trails, drive sheds, etc.) host mutually beneficial programs and uses.

2. Instructions

2.1. Eligible organizations

The following are eligible:

- Williams Treaty First Nations
- Not-for-profits
- Academic institutes
- For-profit businesses
- Government organizations

We're also open to hearing from individuals that are working to convene partner organizations or start a business, or other situations where a lead legal entity is not yet established. For example, if a group of academic organizations have a mutually agreed need, but a lead institute has not yet emerged, we still want to see your EOI. Another example might be a person with a business interest in the lodge who has not yet incorporated.

2.2. General instructions

Call us before you start if you wish. We're happy to show you the property and discuss.

We don't expect proposals to be fully developed at this time. Provide as much information as you have, and be clear when you haven't progressed far enough to know an answer.

2.3. Changes and non-binding nature

Your proposal to KLT at this time is for informational purposes and is not to be construed in any way as a contract or commitment by either organization.

More binding agreements are awarded in phase two of the process (see section 2.6)

2.4. Structure of EOI

All EOIs must use the following as a structure to your proposal. Feel free to add anything you need or provide additional resources. Bullet points under each question are items to consider addressing. There is no word count. Write as much or as little as you feel is appropriate.

1) Organization profile / summary of group

- a) Name, and webpage/ brief description of group

2) Description of proposed use

- a) How will you use the buildings?
- b) Who is it for?
- c) What is the financial case?
- d) What is the benefit?
- e) Does it run all year or seasonally?
- f) Does it require use of the surrounding lands, or only the buildings?
- g) Zoning requirements if known

3) Terms and scope of use

- a) What building(s) or space in the building do you want?
- b) Can you use less than your ideal situation?
- c) What are your proposed terms of use ie: Do you expect a triple net lease whereby your organization pays all fees and assumes all operations, or a collaboration where KLT or another organization needs to invest in the building and you use a portion of the space?
- d) Minimum length of arrangement needed to be viable for your proposal.
- e) When would you want to start?

4) Renovation needs

- a) What investments do you expect to make in renovation of the buildings?
- b) Could your proposed use maintain the heritage value of the building?
- c) How would you incorporate sustainable practices into the renovation of the building?

5) Exclusivity vs collaboration

- a) Describe how or if your uses of the buildings create an exclusive use of land around the building (e.g. on the point of land, access via the driveway) limiting KLTs other options for programming. OR if your proposed uses of the land could integrate with proposed KLT activities (for example: inviting groups to the forest and water next to the buildings for recreational and educational events, making space available for First Nations ceremony, hosting an ecological farming organization, demonstrations of restoration projects and community participation in nature stewardship)

6) Readiness

- a) What do you need from KLT in 2027/2028 in order to further investigate the feasibility of your proposal?
- b) What resources do you expect to allocate in order to further develop your proposal in 2027/2028?

7) Organizational experience

- a) Describe your organization's experience taking on similar projects.

8) Conservation integration

- a) How does your project align with the conservation objectives for the property?
- b) Are the people using the building learning about nature, or deepening their connection with the land?
- c) How does your project limit the ecological impact to the property?

9) Commitment to equity, inclusion and truth and reconciliation with first nations

- a) How will your use of the buildings provide community benefit that is equitable and or supportive of Equity Deserving Groups?
- b) How will you work with Williams Treaty First Nations to ensure their voices are heard

and needs addressed?

10) Primary contact

2.5.Evaluation criteria

The following evaluation criteria are provided so that you understand KLTs desired outcomes and ideal situation.

Each category is written as a simple statement which describes our ideal.

We reserve the right to change these criteria, or prioritize projects based on factors not identified below.

Terms of use

- Proposed use is for long term operation and applicant organization covers all renovation costs /10
- Proposed use covers property tax and insurance costs and provides income to KLT /10
- Proposed use does not require KLT to be involved in regular operation of the buildings /10
- Proposed use would provide programming space for KLT or other property users /10

Total 40

Alignment with KLT mission and values

- Proposed use will have minor impact on the natural environment of Sandy Point /10
- Proposed use is linked to nature connection, conservation, nature education etc. /10
- Projects provides benefit to Williams Treaty First Nations /10
- Proposed use benefits diverse and Equity Deserving communities /10

Total 40

Experience and likelihood of success

- Organization is clearly experienced in raising funds or has funds available /10
- Organization is well established, with strong governance and clear alignment with proposal /10
- Experience with long term operation of similar projects /10
- Proposal is well developed and detailed /10

Total 40

Integration of proposed use with other property plans

- Proposed use does not require exclusive use of Sandy Point /10

- Proposed use benefits and integrates with other programs by KLT /10
- Expected physical footprint on the land is low (i.e. no expansion of building footprint, traffic is limited) /10

Total 30

Built Heritage Preservation

- Proposed use preserves historic features of the lodge building /10

Total 10

Total score (out of 160)

2.6.Schedule of events

Phase 1: Expression of interest

- October 1, 2026 – Announcement of EOI process
- January 29, 2027 @ 2 p.m. – Closure of EOI process

Applications will be reviewed on a rolling basis. The earlier you submit, the more opportunity you will have for feedback on and revisions to your EOI.

A committee of advisors will assist staff in determining the successful applicant(s). The KLT Board will decide which applicant(s) move to Phase 2.

Phase 2: Further research and negotiations

- March 17, 2027 – Announcement of successful applicant(s) (if any)

KLT will decide which EOI applicant(s) will be invited to participate in further negotiations, feasibility studies, logistics, budgeting etc.

Commitments to a lease or other arrangement will be made as soon as possible after the completion of Phase 2.

2.7. Contact

John Kintare, Executive Director

705-731-7347

jkintare@kawarthalandtrust.org