



FOCUS HOUSING ASSOCIATION CLG

EXPRESSIONS OF INTEREST SUBMISSIONS

For

ACQUISITION OF SITES / DEVELOPMENTS

For

TURNKEY HOUSING PROJECTS
(WITH & WITHOUT STAGE PAYMENTS)
2026/02

JULY 2026

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1. INTRODUCTION

Focus Housing Association CLG (the “**Contracting Authority**”) provides the housing function to the Homeless Charity Focus Ireland. Focus Ireland is one of the largest housing and homeless organisations in Ireland providing services for people who are homeless or at risk of homelessness. The charity was founded by Sr Stanislaus Kennedy as a result of research into the needs of homeless women in Dublin. Focus Ireland works with people who are homeless or at risk of losing their homes. Their main areas of operation include Dublin, Cork, Limerick, Kilkenny, Sligo, Kildare, Carlow, Tipperary, Wexford, Waterford and Clare.

The Contracting Authority now wishes to seek expressions of interest from developers / builders / land or property owners with existing sites / development sites / developments that are suitable for development / completion for social housing. This expression of interest is the first stage in a competitive procedure with negotiation. This stage of the process will consist of an assessment of the suitability of applicants to participate in the process. Those applicants who are deemed suitable will then be invited to participate in the negotiation stage of the process. It is the intention of Focus Housing Association to acquire the freehold interest of completed developments.

Sites / developments in the following locations will be considered;

- Dublin – all four (4) Local Authority Areas.
- Limerick City.
- Kilkenny City.
- Sligo Town.
- Kildare,
- Carlow Town.
- Tipperary – towns of Thurles, Clonmel and Nenagh.
- Wexford Town.
- Clare – town of Ennis.
- Waterford City.
- Mayo

Other locations outside the above list may be considered depending on the housing need in the area.

Expressions of Interest

A notice has been published by the Contracting Authority on OJEU/e-tenders with respect to this process, inviting submissions (“**EOI submissions**”) from Applicants to be selected to proceed to the dialogue / negotiation stage of the competition.

The EOI submissions will first be checked for completeness and compliance with the requirements of this EOI.

As noted in the introduction this Expressions of Interest (EOI) is the first stage in a competitive procedure with negotiation being proposed by the Contracting Authority. This stage of the process will consist of an assessment of information provided by Applicants on sites / developments as set down in Section 2 of this EOI document. Those Applicants who are deemed to have proposed suitable sites / developments at the end of this first stage will then be invited to participate in the negotiation stage of the process. The decision of the Contracting Authority on the suitability of proposed sites / developments is final.

Competitive Procedure with Negotiation

The following sets out the Contracting Authority's current intentions with regards to the competitive procedure with negotiation to be followed: however, Applicants should note that this is subject to change at the discretion of the Contracting Authority.

The Contracting Authority is currently anticipating that the negotiation stage will consist of two phases. The first phase will involve a dialogue / negotiation process whereby the Applicants selected from the EOI stage will review and develop their proposals for the sites / developments with the Contracting Authority. Following completion of this phase Applicants will be invited to submit final bids / offers based on the proposal agreed during the phase 1 dialogue / negotiation process.

It is currently anticipated that where a final agreement is reached with an Applicant from the competitive procedure with negotiation the Applicant will enter into a Development Agreement (the "**Agreement**") with the Contracting Authority to complete the sites / developments for their agreed purpose.

The Contracting Authority reserves the right to update or alter any information contained in this EOI at any time. In particular, Applicants are reminded that the Contracting Authority's requirements represent its current intentions, which are subject to change as discussion develops in the negotiation procedure.

Interested parties should note that while the Contracting Authority is conducting this competition as a negotiated procedure, the Contracting Authority makes no representation to Applicants as to the application of the detailed provisions of the European Communities (Award of Public Authorities' Contracts) Regulations 2016, and/or Directive 2014/24/EU, or that they will be complied with by the Contracting Authority.

2. REQUIREMENTS OF COMPETITION

Sites / Developments

Sites / developments should be well located within the respective town and villages, close to primary services and access to public services and fit for purpose. Schemes should have a minimum size of 6 -70 units (smaller numbers may be considered) and comply with the conditions of Planning Permission, Local Authority Development Plan and the Housing Guidelines issued by the Department of Environment, Community and Local Government including:

- Sustainable Communities 2007
- Quality Housing 2007
- Sustainable Residential 2009
- Design Manual For Urban Roads & Streets 2013

Applicant Information – Sites / Developments

All submissions should include the following information:

1. Details of individual, company, joint venture or consortium submitting the proposal including the following:
 - Name
 - Address
 - Contact name (phone & email)
 - Number of years in operation
 - Economic and Financial Capacity including copy of tax clearance certificate, reference from a your banker within the past three months
 - Evidence of insurances
2. Site location map of the potential development including details of site area.
3. Sketches or Drawings showing the proposal.
4. Anticipated number and mix of units.
5. Details of planning permission or zoning relative to the site.
6. Location of all public utilities and details of the proposed servicing of the site.
7. Identification of indicative development costs together with a breakdown between land costs, constructions costs and other costs such as design fees, contributions etc.
8. Timeframe / Programme in which the development can be delivered.
9. Examples of similar housing schemes completed in the past.

Shortlisting Criteria

Submissions will be examined and shortlisted using the following criteria:

1. Suitability of the site
 - Location for Social Housing of the proposal.
 - The proposed mix of units to meet the Social Housing Need.
 - The consideration of Universal Design within the scheme.

- Confirmation of need by the Local Authority.
- 2. Design and compliance of the proposal with the Department of Environment, Community and Local Government documents as outlined above.
- 3. Proposed costs of the scheme and value for money of the scheme.
- 4. Expectation of planning consent for the proposal.
- 5. Developer's capacity to complete the scheme.
- 6. Developer's history to deliver similar housing schemes.

Negotiation

Shortlisted Applicants from above will be invited to participate in the negotiation stage as outlined in Section 1.

Further Information

Please note that as part of the Contracting Authority's process to assess the feasibility of any proposal further details as to the financial standing of the Applicant and the ability of the Applicant to provide clean marketable title to the Contracting Authority may be requested.

Declaration as to Personal Circumstances

Applicants should complete the Declaration as to Personal Circumstances included in Schedule A and include with their application.

3. ANTICIPATED COMMERCIAL ARRANGEMENTS

As outlined in Sections 1 and 2 of this EOI, the Contracting Authority currently intends to enter into the Agreement with Applicants selected from the competitive procedure with negotiation (the “**Developer**”). The terms of the Agreement and ancillary documentation will be discussed with participants in the dialogue / negotiation stage of this competition and are therefore subject to change from the indicative details below. However, it is currently envisaged that the Developer will:

- (a) Retain responsibility to secure, insure and maintain the sites / developments;
- (b) Have a right to undertake development with reference to this EOI, as may be amended and developed during the dialogue / negotiation stage, any planning permission obtained, and in agreement with the Contracting Authority and its advisors;
- (c) Coordinate and secure planning permission for the Site as required;
- (d) Commence the development within an agreed period (period will depend on status of site);
- (e) Coordinate and complete the development within the agreed period (period will depend on status of site);
- (f) Payment for works will be in stages as set down in the Agreement.

4. PREPARATION OF EOI SUBMISSION

The EOI is available in Microsoft Word format so that Applicants can complete it electronically. Each question within the EOI MUST be answered. If a particular question is not relevant to the Applicant, then please state by noting “N/A” in the answer box, otherwise a question left blank may be taken as a negative answer.

EOI submissions may be submitted by a single candidate or by a group of entities (including a joint venture). A group will not be required to convert into a specific legal form in order to submit an expression of interest, but may be required to do so prior to entering into the Agreement if the Contracting Authority considers it necessary to ensure that the Agreement is carried out to its satisfaction. The Contracting Authority also reserves the right to contract with each member of the group on the basis of joint and several liability, or with one member of the group as ‘lead’ with a number of ‘sub-contractors’, or on any other basis that the Contracting Authority considers appropriate. A group candidate must submit a combined response to the EOI, which will be assessed as a single combined EOI submission. The term “Applicant” is used for an individual applicant, partnership, group or any type of joint venture.

The members of a group candidate, as identified in the EOI submission, may only be changed later in the competitive process with the prior consent of the Contracting Authority.

The information requested in the EOI must be submitted in English and, where copies of original documents are provided in languages other than English, a complete and accurate English translation should be provided or the documents will not be considered during the evaluation process.

Unless otherwise stated, documents provided are not required to be notarised or legalised at this stage nor is a power of attorney required at this stage for an Applicant’s authorised representative. However, the Contracting Authority reserves the right subsequently to seek a power of attorney, notarisation or legalisation.

The assessment process will be carried out in accordance with the rules set out in the EOI.

5. EOI SUBMISSION DELIVERY

Applicants must submit **ONE electronic** copy of the completed EOI Submission. This should be submitted via email. Only applications submitted via email will be accepted. Email address for submission:

development@focusireland.ie

The EOI Submission should be marked as follows;

“Focus Housing Association, Expressions of Interest 2026/02 to:

Colm Lundy
Director of Development
Focus Housing Association
9 – 12 High Street
Christchurch
Dublin 8

Late application’s **will not** be accepted.

The completed EOI Submission must be duly signed and dated by the authorised representative of the Applicant.

Strict Requirements for Submissions;

1. One soft copy to be submitted electronically via email to the address above.

2. Deadline date for Receipt of Applications is 4pm 17th August 2026

3. Information should be submitted in sequential order.

It is the responsibility of the Applicant to ensure that the submission is electronically submitted by the designated date and time. Under no circumstance will consideration be given to any EOI Submission received after that time. Late submissions will not be opened.

Canvassing of any employee of Focus Ireland shall not be acceptable and will lead to the disqualification of the Applicant from the process.

Please note that only the information requested will be considered for evaluation. Applicants should not submit additional information, e.g. brochures etc. Unnecessary information causes undue delay and will not be evaluated.

6. GENERAL INFORMATION

Conflicts of Interest

Any actual or potential conflicts of interest arising, whether professional or commercial, must be fully disclosed in writing to the Contracting Authority as part of the EOI process and on an on-going basis throughout the competition, as soon as any actual or potential conflict becomes apparent.

In the event of an actual or potential conflict of interest arising, the Contracting Authority will, in its absolute discretion, decide on the appropriate course of action, which may involve the exclusion of the relevant Applicant from the process. Without in any way limiting the Contracting Authority's discretion, if the Contracting Authority determines that no such conflict of interest arises or that the conflict of interest is immaterial, then the Contracting Authority may decide to take no action.

Costs

The Applicant shall bear all costs associated with the preparation and submission of their EOI submission. Neither the Contracting Authority nor its advisors shall be responsible and/or liable to pay for any costs, expenses or losses which may be incurred by the Applicant in the preparation or submission of its EOI, or bid proposal or any associated work effort, including the supply of presentation material, samples, brochures, attending interviews or specifications for evaluation regardless of the conduct or outcome of the process, including the failure of the project to proceed or to complete.

No Liability

The information in this EOI is preliminary only and will be superseded by documents issued later in the competition.

Applicants may not rely on any information or statements contained in this EOI and the Contracting Authority makes no representation or warranty, express or implied, in relation to such information. The information does not purport to be comprehensive or to have been independently verified. Nothing in this EOI is to be construed as legal, financial or technical advice. Neither the Contracting Authority nor its advisors shall have any liability or responsibility in relation to the accuracy, adequacy or completeness of any information or statements or for the reasonableness of any assumption made in this EOI. Neither the Contracting Authority nor its advisors shall incur any liability or responsibility arising out of, or in respect of, this EOI or the process.

Nothing contained in this EOI is, or shall be relied upon as, a representation of fact or promise as to the future. Any summaries or descriptions of documents or contractual arrangements contained in any part of this EOI cannot be and are not intended to be comprehensive, nor any substitute for the underlying documentation (whether existing or to be concluded in the future), and are in all respects qualified in their entirety by reference to them.

No Legal Obligation

Applicants may not rely on anything contained in this EOI as a representation of fact or promise regarding the future, nor as constituting the basis of a contract that may be concluded, in relation to the Interest. The Contracting Authority reserves the right not to follow up this invitation in any way and/or to change the process and/or terminate discussions at any time. Save for the provisions of this (and any subsequent) document in relation to confidentiality, and the tenderers' irrevocable promise to keep their offer open for a period of time, no contractual relationship, implied or otherwise, or any other legal obligation will arise between an Applicant and the Contracting Authority until the Agreement has been executed by the Contracting Authority and the successful Applicant and any conditions precedent to its effectiveness have been fulfilled.

The Contracting Authority reserves the right to amend this EOI, its requirements and any information contained herein at any time by notice, in writing, to the Applicants. Nothing in this EOI is, nor shall be relied upon as, a promise or representation as to the Contracting Authority's ultimate decision in relation to the award of the contract the subject of this competition.

Confidential Information

Subject to what is set out below, all EOI submissions will be treated on a confidential basis by the Contracting Authority and its advisers.

The Contracting Authority shall have the right and may have the obligation to publicise or otherwise disclose, to any other entity, information regarding the project, identity of the Applicants (including details of their respective members, representatives, advisers, consultants, contractors, servants and/or agents), the prequalification process, nomination of shortlisted and preferred tenderers (including details of their respective members, representatives, advisers, consultants, contractors, servants and/or agents); the dialogue / negotiation process; and/or the award of the Agreement (including, without limitation, details of the associated financial arrangements) at any time.

The Contracting Authority is subject to the Freedom of Information Acts 2014 (the “Act”). As a result, Applicants should identify clearly any aspects of their EOI submissions which contain information that is either commercially sensitive or confidential in nature. In such cases, the relevant material may, subject to the provisions of the Act, be protected from access in response to a request made under the Act.

Without prejudice to the foregoing, the Contracting Authority reserves the right at its sole discretion to share EOI submissions with relevant authorities or nominated professional advisors for the purpose of analysing or reporting on the EOI submissions.

This EOI shall be treated as private and confidential. Applicants shall not release details of the EOI and/or any accompanying documentation other than on a confidential basis to those who have a legitimate need to know, or whom they need to consult for the purpose of preparing their EOI submission. In particular, but without limitation, Applicants shall not, at any time, release information concerning the EOI, the Site, or the competition for publication in the press or on radio, television, screen, Applicants' web sites or any other medium without the express prior written consent of the Contracting Authority.

Data Protection

“Data Protection Laws” means all applicable national and EU data protection laws, regulations and guidelines including but not limited to Regulation (EU) 2016/679 of the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing directive 95/46/EC (the “General Data Protection Regulation”), and any guidelines and codes of practice issued by the office of the Data Protection Commission or other supervisory authority for data protection in Ireland from time to time.

The Contracting Authority will be a data controller (where data controller has the meaning given under the Data Protection Laws) in respect of any personal data (where personal data has the meaning given under the Data Protection Laws) required to be provided by the Applicant in response to this EOI.

Applicants, as data controller in respect of any personal data provided by it in its application, confirms by signing the Declaration at Schedule B that all Data Subjects (where data subject has the meaning given under the Data Protection Laws) whose personal data is provided by the Applicant have consented to the processing of such personal data by the Applicant, the Contracting Authority, the evaluation team and the supplier of the e-tenders.gov.ie / OJEU website, for the purposes of the participation of the Applicant in this competition or that the Applicant otherwise has a legal basis for providing such personal data to the Contracting Authority for the purposes of its participation in this competition.

Requests for Clarification and Enquiries, Ambiguity, Discrepancy, Error or Omission

Applicants may raise queries via www.etenders.gov.ie / OJEU using the contact details set out in the Contract Notice. Queries must be raised as soon as possible and should be raised in any event no later than **10 working days** before the date set for receipt of EOI submissions. The Contracting Authority will endeavour, but shall not be obliged, to respond to queries received before that date. The Contracting Authority may, at its absolute discretion (but will in no circumstance be obliged to), reply to queries received after that date.

If the Contracting Authority responds to a query, it will send the response to all Applicants, subject to what is said below in relation to confidential queries.

Where an Applicant believes a query and/or response relates to a confidential aspect of its EOI submission, the Applicant must mark such query confidential. In these circumstances the Contracting Authority will determine in its absolute discretion the appropriate course of action, which may include (but not be limited to) answering the question on a confidential or non-confidential basis.

The Contracting Authority will not accept responsibility for information relayed (or not relayed) via third parties. If the EOI documentation as issued by the Contracting Authority is in any way altered or edited, the subsequent EOI submission may be deemed inadmissible.

If an Applicant becomes aware of any ambiguity, discrepancy, error or omission in or between these documents, it must immediately inform the Contracting Authority, even after the time for submitting queries has expired.

Interference, Collusion or Canvassing

Applicants who endeavour to influence, collude, induce or interfere in any way with the competitive process or any award decision will have their EOI submission rejected.

If any Applicant is found to have at any time offered to give, or to have agreed to offer, or, to have given to any person, any bribe, gift, gratuity, commission or consideration of any kind or an inducement or award for the taking of or forbearing to take any action in relation to its EOI submission, or showing or forbearing to show any favour or disfavour to any person in relation to its EOI submission, the EOI submission submitted by such Applicant shall be automatically disqualified and the circumstances surrounding such action shall be referred to the appropriate authority. Any attempt by an Applicant to influence the evaluation process through canvassing or other means, shall result in that Applicant's EOI submission being rejected.

Without prejudice to the foregoing, any registrable interest, involving the Applicant and the Contracting Authority, members of the Board of the Contracting Authority, members of the Government, members of the Oireachtas or employees of the Contracting Authority or their relatives must be fully disclosed in the tender, or should be communicated to the Contracting Authority immediately upon such information becoming known to the Applicant, if later. The terms 'registrable interest' and 'relatives' shall be interpreted in line with the Ethics in Public Office Act 1995.

Further Information

Except in so far as may be directed in writing by the Contracting Authority, no agent or person employed by the Contracting Authority has any authority to make any representation or give any explanation to Applicants as to the meaning of this EOI or to any other matter so as to bind or restrict the discretion of the Contracting Authority. Applicants shall not communicate with any employee or agent of the Contracting Authority except to the extent and in the manner provided in this EOI.

Individual Meetings

The Contracting Authority and its representatives does not intend to meet individual Applicants in relation to this EOI prior to the submission of applications.

Clarification of EOI submission

To assist in the examination and comparison of EOI submissions, the Contracting Authority may ask Applicants to clarify any aspect of their EOI submission either in writing or by interview (subject to compliance with any applicable procurement law).

Reliance on Resources

Where, in order to prove its financial, economic and technical standing, an Applicant, or any member of an Applicant, relies on the resources of entities with which it is directly or indirectly linked, (including, for example, but not limited to, reliance on a parent company's resources) it must provide details of the resources on which it is relying, and evidence satisfactory to the Contracting Authority that it has available to it those resources. Such evidence would include a written undertaking from the Board, or other authorised person, of such other entity confirming that it will provide the necessary support (including details of the resources which will be made available and the basis upon which those resources will be made available). A contractual commitment of the resources, in a form satisfactory to the Contracting Authority, may be required at contract execution stage from such supporting entities. In the event that the Contracting Authority deems that the evidence provided in respect of reliance on resources is insufficient (or where no reliance on resources is sought), the Applicant or member of the Applicant will be evaluated based on its own financial, economic and technical standing.

No Prior Knowledge

Applicants should not assume that the Contracting Authority has any prior knowledge of their organisation or experience. Applicants will be assessed on the basis of the information provided to the Contracting Authority in the EOI submission (as may be clarified in accordance with the requirements of this EOI).

Amendments to and/or Qualifications of this EOI

If, as a result of:

- queries / requests or proposals (including confidential queries);
- any discussion or other communication between the Contracting Authority and an Applicant;
- developments in the Contracting Authority's procurement process, the project, the market, and/or legal requirements; or
- otherwise,

the Contracting Authority is of the opinion that a clarification of, and/or amendment to, this EOI and/or additional information is required to be issued, then the Contracting Authority will be entitled to make any such clarification of, and/or amendment to, this EOI at any time.

Non-compliance

If an EOI submission fails to comply in any respect with the requirements set out in this EOI or is ambiguous, the Contracting Authority will be entitled at its absolute discretion (but will not be obliged), to take such steps as it considers appropriate (at its sole discretion) including (but not limited to):

- (a) rejecting the relevant EOI submission as non-compliant;
- (b) without prejudice to the Authority's right to reject the EOI submission:
 - meeting with, raising issues and/or seeking clarification from the Applicant in respect of the relevant EOI submission;
 - requesting the Applicant to provide the Contracting Authority with information or items which have not been provided or have been provided in an incorrect form or on an incorrect basis;
 - waiving a requirement which, in the opinion of the Contracting Authority, is not material and/or is procedural; and/or
 - amending the relevant requirement and inviting the other Applicants to adjust their respective EOI submissions on the basis of such revised requirement,

PROVIDED HOWEVER that no amendment and/or change to the Contracting Authority's requirements will be permitted if, in the opinion of the Contracting Authority, the amendment and/or change, if accepted, would constitute a material amendment and/or change to the Contracting Authority's requirements.

Governing Law and Jurisdiction

Irish Law is applicable to EOI. The Irish Courts shall have exclusive jurisdiction in relation to any disputes arising from this EOI.