



**Hanover**  
Ontario, Canada

April 2026



# HOTEL DEVELOPMENT OPPORTUNITY

Request for  
Interest  
(RFI)



## Invitation to Participate

The Town of Hanover invites experienced hotel developers and operators to submit a **Request for Interest (RFI)** for a proposed hotel development located at **294 2nd Street, Hanover, Ontario**, within **Grey County**.

Hanover is seeking interest from proponents with proven experience in developing and/or operating high quality hotel accommodations that support business travel, tourism, community events, and regional activity. The Town is particularly interested in proposals that demonstrate:

- A **modern, market responsive hotel concept**
- Strong operational expertise and long-term viability
- Alignment with local and regional economic drivers
- A collaborative approach to planning, design, and development
- Flexibility to evolve with market and community needs

The Town has **acquired the proposed development site** and is committed to working collaboratively with the selected proponent. The Town is prepared to consider flexibility (or options within the legislated planning process) with respect to types of use, zoning, site size, configuration, development phasing, and potential partnership structures to support a successful project outcome.

## **A Regional Service and Employment Hub**

Hanover serves as a key service and employment centre within **Grey County**, supporting both the local population and surrounding communities. The Town's diverse economic base includes manufacturing, industrial operations, health care, education, retail and professional services, generating steady demand for business travel, training, project based stays, and regional meetings. This role creates consistent accommodation needs that are not fully met by existing hotel supply in the area.

## **Strategic Location & Accessibility**

Hanover benefits from strong regional connectivity, offering:

- Convenient highway and road access to surrounding municipalities
- Proximity to employment centres and regional services
- Access to the regional municipal airport, supporting corporate and service travel
- A central location for Grey County events, meetings, and activities

The proposed hotel site at **294 2nd Street** is well positioned in **Hanover's Entertainment District** near commercial areas, community amenities, and transportation routes, making it suitable for a range of hotel concepts. The site is also adjacent to a casino, Hanover Raceway (horse races), P & H Centre (regional aquatic centre / arena with indoor track), and the newly constructed Carriage House Event Centre, a 460-person capacity facility with state-of-the-art kitchen, audio visual capabilities, and meeting spaces.

[Hanover Community Profile](#)



[Grey County Community Profile](#)



## **Demonstrated Need for Additional Accommodation**

Accommodation options in Hanover and the surrounding area are limited, particularly for:

- Business and institutional travel
- Extended stays and project based workers
- Regional events, training programs, and tournaments

A new hotel development is viewed as a critical gap filling investment that will strengthen the Town's ability to support economic growth and regional activity.

- [Hanover Accommodation Needs Study - Phase 1 | November 2019](#)
- [Hanover Alternative Accommodations Strategy - Phase 2 | November 2019](#)

### **Strong Municipal Commitment**

Hotel development has been identified as a **strategic priority** for the Town of Hanover and is embedded within broader economic development and strategic planning initiatives. The Town has demonstrated its commitment by purchasing the potential development site and is prepared to actively support a successful proponent through the planning and development process.

*“Attracting a high quality hotel development is a strategic priority for the Town of Hanover. This initiative is clearly identified in our strategic planning and economic development efforts, recognizing the important role a modern hotel plays in supporting business investment, tourism, and community growth. Council is committed to working collaboratively with the right development partner to advance this opportunity for Hanover and the Grey County region.”*

**— Mayor Sue Paterson, Town of Hanover**

## **Mandatory Development Site Tours**

As part of the RFI process, the Town will host **mandatory, by appointment** development site tours. Attendance at one site tour is required in order to be eligible to submit an RFI response.

### **Site Tour Registration**

Interested proponents must register in advance.

### **Tour Registration Link:**

 [Hanover Hotel Development Pre-Consultation Registration – Fill out form](#)

Following registration, the Town will confirm tour date and time directly with the proponent.

## Development Site Tours & Proponent Engagement Framework

### Tour Dates & Format

Development site tours will be offered on the following **Thursdays and Fridays in May 2026**, with two individual appointment slots per day:

- **Thursday, May 7, 2026**
- **Friday, May 8, 2026**
- **Thursday, May 14, 2026**
- **Friday, May 15, 2026**

Each day will include:

- **Morning Session:** 10am - 1pm Individual appointment
- **Afternoon Session:** 2pm - 5pm Individual appointment

Only one proponent group will be scheduled per time slot to allow for detailed discussion.



## **Tour Itinerary**

**Location: Proposed Hotel Development Site located at 294 2nd Street, Hanover, Ontario**

### **Welcome & Introductions**

- Welcome by Town representatives
- Overview of RFI objectives, timelines, and process

### **Site Review**

- On-site walkthrough of the proposed development lands
- Discussion of site characteristics, access, surrounding uses, and servicing
- Confirmation of Town ownership of the site

### **Planning & Development Flexibility**

- Overview of existing zoning and planning framework
- Discussion of Town flexibility related to:
  - Zoning amendments or site-specific permissions
  - Site size and configuration
  - Development phasing
  - Potential public private or partnership approaches

### **Community & Regional Context**

- Overview of Hanover's role within Grey County
- Presentation on:
  - Demographics and labour force
  - Key economic drivers
  - Regional growth trends
- Review of nearby accommodations, market opportunities, and access to the regional airport

## **Growth Vision & Strategic Alignment**

- Presentation of the Town's growth plans and priorities
- Role of hotel development in supporting tourism, business travel, and economic diversification

## **Questions & Discussion**

- Open dialogue with proponents
- Clarification of RFI submission requirements and next steps

## **RFI Submission Requirement**

- Attendance at one official development site tour is mandatory
- Only proponents who attend a tour will be eligible to submit an RFI response
- Submission details and deadlines will be outlined in the full RFI document to be provided after attending the Scheduled Mandatory Development Site Tour

## **Next Steps**

- **[Register and attend a mandatory site tour](#)**
- Submit RFI response
- Participate in interview process (if shortlisted)
- Advance toward detailed discussions and potential development agreement

## **Contact**

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