



The City of Calgary: CMHC Partnership

Canadian Housing and Renewal Association

October 21, 2020



Affordable Housing Need in Calgary

- Non-market housing supply
 - 3.6 % (vs. 6% nationwide)
 - 15,000 new units needed to get to average
- Supply gap continues to increase
 - 18% of Calgary households are in need of affordable housing
 - 100,000+ households in housing need by 2025
 - Shortage of 1,700 units per year



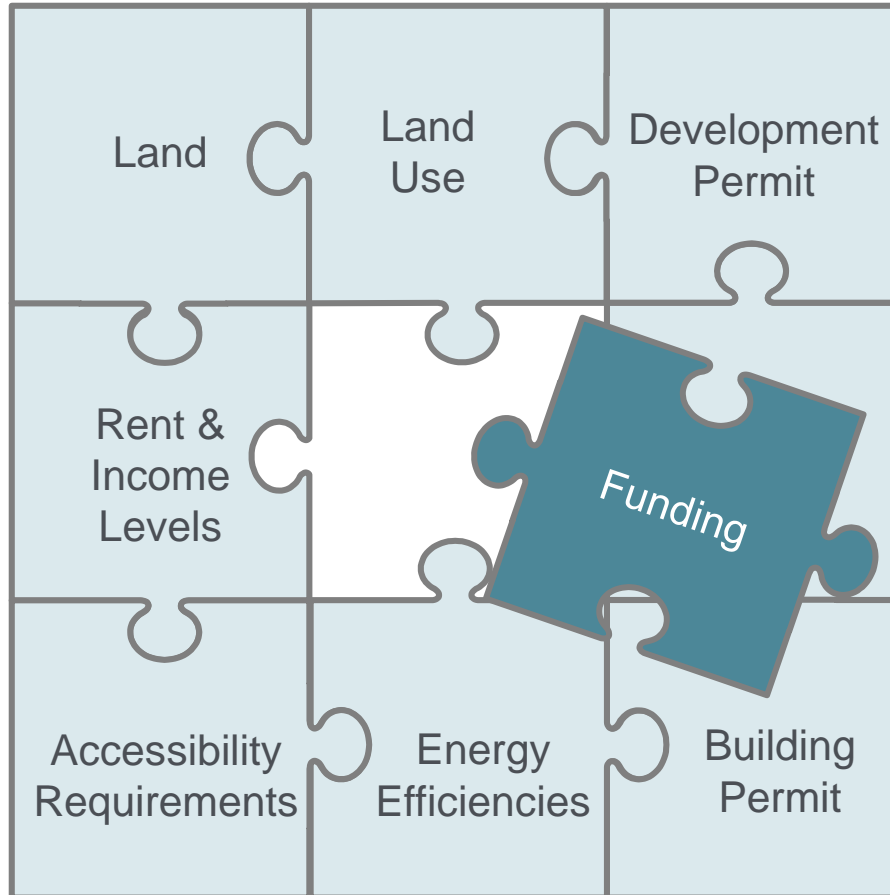
Scale-up the Non-profit Sector

EMPOWER & ENABLE!

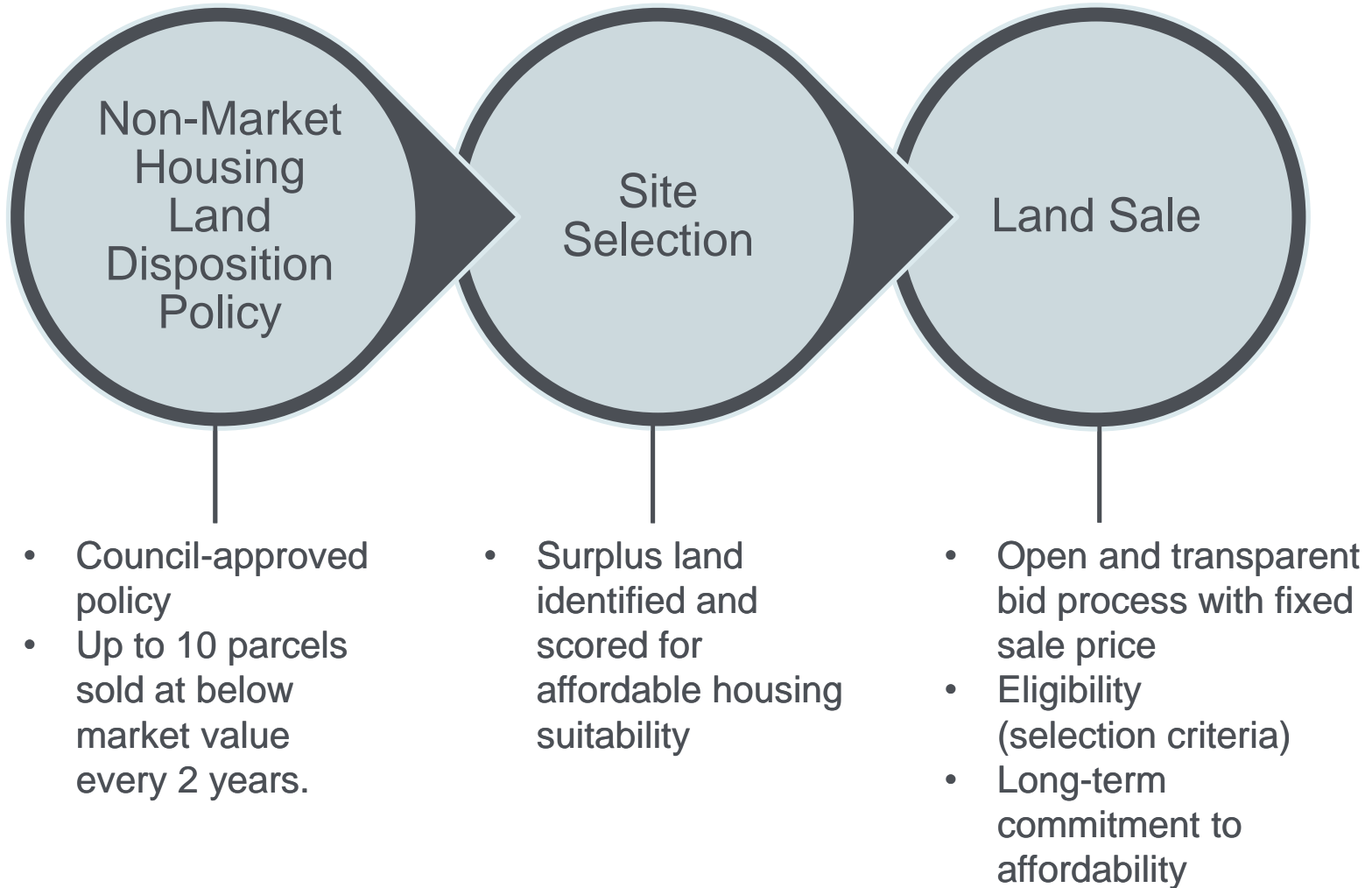
- Build housing portfolio for non-profits
 - 1,200+ units = financially sustainable
- Address development barriers
 - Land costs, development fees, expedited approvals
- Provide leverage for funding/resources
 - Municipal land contribution (below market value)



Development is complex!



Non-market Housing Land Sale





City of Calgary-CMHC Partnership

ONE APPLICATION:

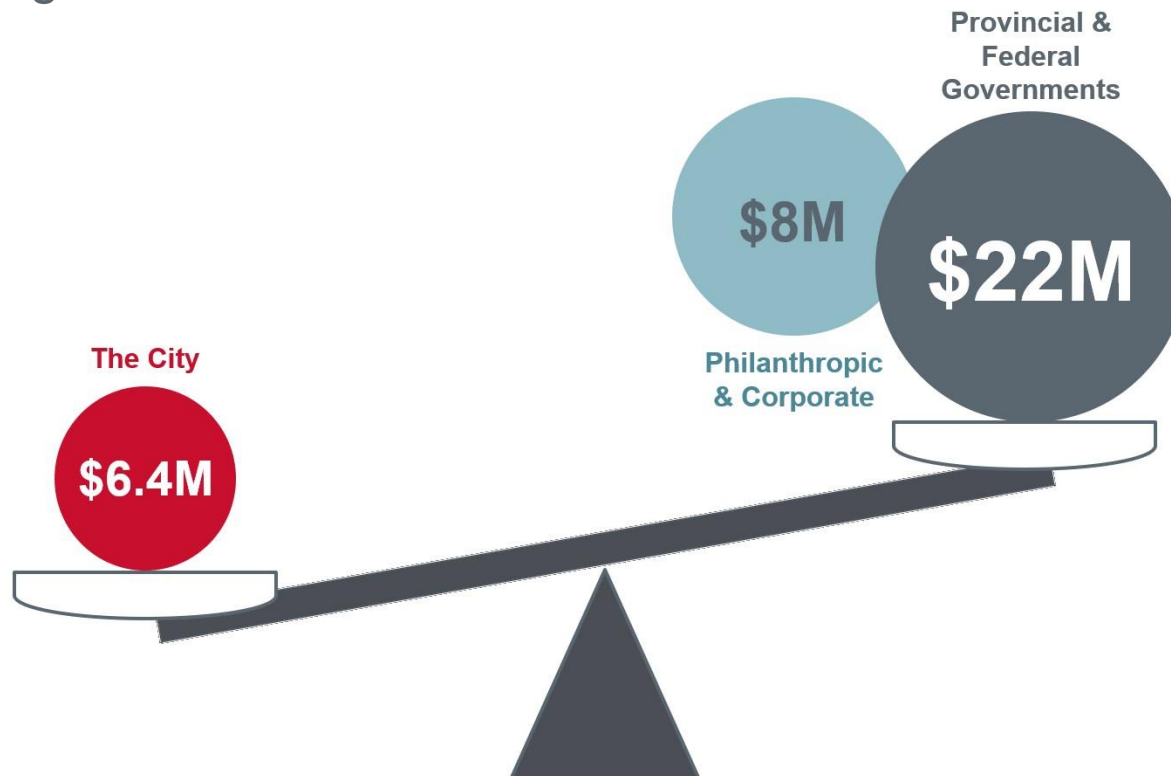
The City of Calgary	Canada Mortgage & Housing Corporation
<ul style="list-style-type: none"> • Land at below market value • Expedited planning approvals • Housing Incentive Program <ul style="list-style-type: none"> ➤ City fee rebates ➤ Predevelopment grants 	<ul style="list-style-type: none"> • SEED Funding • Co-Investment Funds (Land Sale #2 only) • Financial analysis expertise • Underwriting



Land Sale #1 (Pilot in 2017)

HIGHLIGHTS:

- 6 sites = 166 new units, serving unique populations
- Construction completed within 18 months of closing
- Leveraged 460% return!



Land Sale #1: Habitat for Humanity



Affordable homeownership

- **Number of units:** 4 (two duplexes)
- **Closing date of sale:** May 2019
- **Occupancy:** October - December 2019

Site location

- Integrates entry-level homeownership in an older, redeveloping neighbourhood
- Parcels remaining from a road widening
- Close to newly constructed Bus Rapid Transit Line

Land Sale #1: Homes for Heroes



Photos:
Richard White aka Everyday Tourist

Tiny homes for veterans


- Number of units: 19
- Closing date of sale: April 2019
- Occupancy: November 2019

Partnerships:

- Homes for Heroes Foundation (owner)
- ATCO (developer)
- Mustard Seed (operator)



Land Sale #2: Aligned Development Timeline



City of Calgary Actions	Estimated Timing	CMHC Actions
<ul style="list-style-type: none"> Sales proposals (preliminary award/ due diligence) 	3 months (June-August 2020)	<ul style="list-style-type: none"> Start draft application Planning and document creation
<ul style="list-style-type: none"> Corporate approval/ formal land award 	1 month (September 2020)	<ul style="list-style-type: none"> Apply to Co-Investment Fund
<ul style="list-style-type: none"> Land use change/ development permit submission 	2-4 months from approval (timing dependent on application)	<ul style="list-style-type: none"> Internal CMHC review and Notice of Intent issued
<ul style="list-style-type: none"> Land use/development permit approval process 	3-4 months from submission	
<ul style="list-style-type: none"> Execution of housing agreements and options to repurchase 	Late Spring/ early Summer 2021	<ul style="list-style-type: none"> Execution of agreements
<ul style="list-style-type: none"> Sales closings 	Summer 2021	<ul style="list-style-type: none"> Draw-down of funds and closing



THANK YOU!

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Questions about the Non-Market Housing Land Sale:

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