

Inclusionary Housing Contactor List

The *Inclusionary Housing Contractor List* provides a list of agencies that residential developers may consider contacting when fulfilling expectations of the Inclusionary Housing Policy. Contractors listed have expressed interest in providing the following:

- Property management services for inclusionary rental units
- Administration of inclusionary affordable home ownership units
- The lease or purchase of inclusionary rental and/or affordable home ownership units

Developers are solely responsible for contacting and assessing the qualifications of the third-party contractors.

Please note the City of Victoria may update the Contractor List from time to time. The City has not assessed the qualifications nor will they be entering into contracts with the third-party contractors included in the list. The City of Victoria will not be responsible for the operation or sale of the Inclusionary Housing Units.

Inclusionary Housing Contractors List:

	Category	Interest in Affordable Home Ownership	Interest in Affordable Rental Units	Experience partnering with private market residential developers	Participation in Inclusionary Housing Programs
<p>BC Housing Housing HUB John McEown and Raymond Kwong 1701 – 4555 Kingsway Burnaby, BC V5H4V8 604.439.4757 housinghub@bchousing.org www.bchousing.org/housinghub</p>	<ul style="list-style-type: none"> • Government Agency 	<ul style="list-style-type: none"> • Administration • Provincial Affordable Homeownership Program 	<ul style="list-style-type: none"> • Purchase or lease • Provincial Rental Supply Program 	✓	✓
<p>Capital Regional District John Reilly 625 Fisgard St Victoria, BC V8W 1R7 250.360.3000 jreilly@crd.bc.ca</p>	<ul style="list-style-type: none"> • Government Agency 	<ul style="list-style-type: none"> • Administration 	<ul style="list-style-type: none"> • Property Management 	✓	✓
<p>Greater Victoria Housing Society Kaye Melliship 2326 Government St Victoria, BC V8T 5G5 250.384.3434 *32 info@greatervichousing.org</p>	<ul style="list-style-type: none"> • Charitable Status 	<ul style="list-style-type: none"> • N/A 	<ul style="list-style-type: none"> • Property Management • Purchase • Lease 	✓	

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FOR MORE INFORMATION:

T 250.361.0382

E housing@victoria.ca

1 CENTENNIAL SQUARE, VICTORIA, BC V8W 1P6 | victoria.ca

Inclusionary Housing Contractors List:

	Category	Interest in Affordable Home Ownership	Interest in Affordable Rental Units	Experience partnering with private market residential developers	Participation in Inclusionary Housing Programs
<p><u>Habitat for Humanity</u> Yolanda Meijer 849 Orono Ave Victoria, BC V9B 2T9 250.480.7688 Local 102 ceo@habitatvictoria.com</p>	<ul style="list-style-type: none"> • Non-Profit Society • Charitable Status 	<ul style="list-style-type: none"> • Administration • Purchase • Lease 	<ul style="list-style-type: none"> • N/A 	✓	✓
<p><u>M'akola Housing Society</u> Kaela Schramm 104 – 550 Goldstream Ave Victoria, BC V9B 2W7 778.265.7489 kschramm@makoladev.com</p>	<ul style="list-style-type: none"> • Non-Profit Society • Charitable Status • Property Management Company • Consulting Firm 	<ul style="list-style-type: none"> • Administration • Purchase • Lease 	<ul style="list-style-type: none"> • Property Management • Purchase • Lease • Development consulting services for affordable rental housing 	✓	✓
<p><u>Threshold Society</u> Colin Tessier 1524 Fort St Victoria, BC 250.383.8830 colin.t@thresholdhousing.ca</p>	<ul style="list-style-type: none"> • Non-Profit Society • Charitable Status 	<ul style="list-style-type: none"> • Purchase • Lease 	<ul style="list-style-type: none"> • Purchase • Lease 		
<p><u>Victoria Cool Aid Society</u> Kathy Stinson 101 – 749 Pandora Ave Victoria, BC V8W 1N9 250.383.1977 kstinson@CoolAid.org</p>	<ul style="list-style-type: none"> • Non-Profit Society • Charitable Status 	<ul style="list-style-type: none"> • N/A 	<ul style="list-style-type: none"> • Property Management • Purchase • Lease • Coordination of services for tenants 	✓	✓

FOR MORE INFORMATION:

T 250.361.0382

E housing@victoria.ca1 CENTENNIAL SQUARE, VICTORIA, BC V8W 1P6 | victoria.ca

Inclusionary Housing Contractor Submissions

Submissions received by the City of Victoria for Inclusionary Housing Contractor Services

BC Housing HousingHub	
Contact:	John McEown and Raymond Kwong
Business Address:	1701 – 4555 Kingsway Burnaby, BC V5H4V8
Phone:	604.439.4757
Email:	housinghub@bchousing.org

Please identify which category(ies) best describe your organization:

- Government Agency

Please identify which of the following services your organization is qualified to be contacted for by a developer?

- Administration of Affordable Home Ownership Units
- Express interest in purchasing Inclusionary Housing Units
 - Affordable Rental
- Express interest in leasing Inclusionary Housing Units
 - Affordable Rental
- Affordable Home Ownership
- Express interest in providing other services if not listed above (please specify):
BC Housing's HousingHub administers the Provincial Rental Supply program delivering affordable housing for middle-income individuals as well as the Provincial Affordable Homeownership Program's.

Please describe your organization's experience in the services identified above, and how they would be of help for a developer seeking a third-party service?

The HousingHub is a division within BC Housing, established to seek innovative partnerships with local housing organizations, community land trusts, Indigenous groups, faith-based groups, charities, the development community, financial institutions and other industries to create affordable rental housing and homeownership options for middle-income British Columbians. As a centre for housing expertise and collaboration, the HousingHub develops affordable housing through new construction, or through the redevelopment of existing sites. The HousingHub further facilitates programs that allow prospective homeowners to purchase their own homes and build equity. The core goal of the HousingHub is to increase the supply of affordable housing for middle-income earners. This is achieved by identifying and advancing innovative approaches to building affordable homes via new construction or redevelopment of existing sites. By expanding the range or partners we are able to collaborate with, the HousingHub is able to infuse the housing market in British Columbia with affordable homes for both rent and for purchase. The Affordable Home Ownership Program (AHOP) is delivered by BC Housing through the

HousingHub to support the development of new, affordable homes for eligible home buyers. AHOP will provide an opportunity for households to access market ownership housing, further supporting the variety and range of affordable housing options in British Columbia. By providing interim construction financing at reduced rates and leveraging land and other contributions from project partners, units will be made available at 5-20% below market value for eligible home buyers, with the difference secured by an AHOP mortgage registered on title.

Please describe your organization's experience partnering with private market residential developers.

BC Housing has a strong history of working with private market residential developers, whether it be through joint ventures where there is an affordable component to a project, partnerships between the Non-Profit Sector and a Private Developer, affordable homeownership projects, etc. BC Housing's HousingHub will work directly with private market residential developers to deliver the affordable homeownership and provincial rental supply programs. BC Housing is able to provide their expertise in development of affordable housing to the private market residential development industry, offer low cost financing and low capital equity requirements in order to encourage the development of affordable housing for middle-income earners. Furthermore, historically in our projects with private market residential developers, by working together, each partner is able to draw on their strengths and available resources in order to create opportunities for affordable development.

Has your organization owned, operated or participated in inclusionary housing programs or policies in the City of Victoria or elsewhere? If so, please describe:

BC Housing is currently involved with a myriad of affordable housing projects across the Province, including the City of Victoria. The HousingHub is currently working with several project partners in the Victoria area on affordable homeownership and rental projects that would fall under the inclusionary housing policy/program. BC Housing has a long history of delivering affordable housing and has completed this through a variety of partnerships.

Please indicate if you have experience or expertise with any of the following:

Affordable Rental

- Tenants
- Property Management
- Residential Tenancy Branch
- Development, Real Estate, Marketing
- Strata Associations
- Government Programs

Affordable Home Ownership

- Home Buyers
- First Time Home Buyers
- Financial Institutions
- Development, Real Estate, Marketing
- Strata Associations
- Government Programs

Please indicate the number of years' experience in your field:

BC Housing was established in 1967 and has been delivering affordable housing, which has included different affordable homeownership projects along the way, since then. The HousingHub was established in 2018.

If relevant, please provide a cost estimate of your services. Please indicate a wage or price range for your services (e.g. property management costs per unit or administrative fees upon unit resale):

This is not applicable, as BC Housing is a government organization who is fulfilling the directives of the Minister of Municipal Affairs and Housing's yearly mandate letter. There is a loan administration fee, and interest associated with interim construction financing that can be offered through the HousingHub.

Capital Regional District	
Contact:	John Reilly
Business Address:	625 Fisgard St Victoria, BC V8W 1R7
Phone:	250.360.3000
Email:	jreilly@crd.bc.ca

Please identify which category(ies) best describe your organization:

- Government Agency

Please identify which of the following services your organization is qualified to be contacted for by a developer?

- Property Management of Affordable Rental Units
- Administration of Affordable Home Ownership Units
- Affordable Home Ownership

Please describe your organization's experience in the services identified above, and how they would be of help for a developer seeking a third-party service?

The CRD established housing services in 1974 and in 1982 incorporated the Capital Region Housing Corporation, that now owns and operates over 1400 units of social and affordable housing. The CRD has a Housing Agreements Program whereby it can administer affordable rental units in market properties and administer the resales of below market home ownership units within multi-unit developments.

Please describe your organization's experience partnering with private market residential developers.

The CRD has an agreement with a private developer to administer income qualification processes for an a proportion of units in the Travino project in Saanich and currently administers the resales of below market ownership units in the Dockside Green development. The CRD also has agreements with three developers on four properties to administer below market unit resales once the projects are completed.

Has your organization owned, operated or participated in inclusionary housing programs or policies in the City of Victoria or elsewhere? If so, please describe:

Yes, when the Dockside Green project and Travino developments were created. The CRD does not own units, but administers income qualification and resale processes that ensure the units are rented to bought by qualified buyers.

Please indicate if you have experience or expertise with any of the following:

Affordable Rental

- Tenants
- Property Management
- Residential Tenancy Branch
- Development, Real Estate, Marketing
- Strata Associations
- Government Programs

Affordable Home Ownership

- Home Buyers
- Financial Institutions
- Development, Real Estate, Marketing
- Strata Associations
- Government Programs

Please indicate the number of years' experience in your field:

38 years in property management and 45 years in housing policy, planning and programs.

If relevant, please provide a cost estimate of your services. Please indicate a wage or price range for your services (e.g. property management costs per unit or administrative fees upon unit resale):

Approximately \$150 per income qualification process – rental \$3,500 per project that includes below market units, rental or ownership, for each agreement which is required to be tied to the property through a covenant registered on title 0.5% of the negotiated price paid for each below market housing unit resale 0.25% of the negotiated price for a first time sale on a below market unit

Greater Victoria Housing Society	
Contact:	Kaye Melliship
Business Address:	62326 Government Street Victoria, BC V8T5G5
Phone:	250.384.3434 x 32
Email:	info@greatervichousing.org

Please identify which category(ies) best describe your organization:

- Organization with Charitable Status

Please identify which of the following services your organization is qualified to be contacted for by a developer?

- Property Management of Affordable Rental Units
- Express interest in purchasing Inclusionary Housing Units
 - Affordable Rental
- Express interest in leasing Inclusionary Housing Units

Please describe your organization's experience in the services identified above, and how they would be of help for a developer seeking a third-party service?

Greater Victoria Housing Society has been an affordable rental housing owner and property manager for over 60 years. We currently have 17 properties providing nearly 1000 rental homes for families, seniors, adults with disabilities and those in the low-wage workforce. We have an in-house real estate development team, an in-house property management team and expertise in capital asset management. We have financial services and reporting capacity and a tenant relations department.

Please describe your organization's experience partnering with private market residential developers.

We have worked with private market developers to zone and co-develop four of our properties, including both residential and commercial units. We are the strata property manager for a building we own with two commercial owners.

Has your organization owned, operated or participated in inclusionary housing programs or policies in the City of Victoria or elsewhere? If so, please describe:

No experience to date.

Please indicate if you have experience or expertise with any of the following:

Affordable Rental

- Tenants
- Property Management
- Residential Tenancy Branch
- Development, Real Estate, Marketing
- Strata Associations
- Government Programs

Please indicate the number of years' experience in your field:

Our organization has been operating for 63 years.

If relevant, please provide a cost estimate of your services. Please indicate a wage or price range for your services (e.g. property management costs per unit or administrative fees upon unit resale):

Cost estimates will need to be determined on a case by case basis and will depend on the nature of the partnership, the number of units involved and the location of the project.

Habitat for Humanity Victoria	
Contact:	Yolanda Meijer
Business Address:	849 Orono Ave Victoria, BC V9B 2T9
Phone:	250.480.7688 Local 102
Email:	ceo@habitatvictoria.com

Please identify which category(ies) best describe your organization:

- Non-Profit Society
- Organization with Charitable Status

Please identify which of the following services your organization is qualified to be contacted for by a developer?

- Administration of Affordable Home Ownership Units
- Express interest in purchasing Inclusionary Housing Units
 - Affordable Home Ownership
- Express interest in leasing Inclusionary Housing Units
- Affordable Home Ownership

Please describe your organization's experience in the services identified above, and how they would be of help for a developer seeking a third-party service?

Founded in 1990, Habitat for Humanity Victoria is a registered charity that has built 23 homes locally and helped 27 families achieve affordable homeownership. Habitat houses are sold to qualified families at fair market value and are financed with affordable, no-interest mortgages. The homeowners' monthly mortgage payments go into a revolving fund, which is used to build more homes.

Our niche is affordable homeownership, which is of particular benefit to developers building housing for ownership rather than rental, particularly strata/condo projects. We bring the experience and expertise of an international organization that works with private developers and governments in approximately 70 countries to achieve the goal of affordable homeownership.

Please describe your organization's experience partnering with private market residential developers.

Habitat for Humanity Victoria has built 23 homes locally and is currently working with several private developers and local governments in Greater Victoria to undertake new affordable homeownership projects.

We recently completed the provision of one unit in a 20-unit subdivision, and will provide one unit in a 17-unit subdivision early in 2020, as well as 10 units as part of a larger subdivision in North Saanich.

Has your organization owned, operated or participated in inclusionary housing programs or policies in the City of Victoria or elsewhere? If so, please describe:

Habitat for Humanity Victoria staff participated in and contributed to the formulation of the City of Victoria's new inclusionary housing program and is involved in the application of inclusionary affordable housing programs in other municipalities in Greater Victoria. Habitat for Humanity staff have also participated in the development and implementation of inclusionary housing policies and programs in other jurisdictions such as Alberta

Please indicate if you have experience or expertise with any of the following:

Affordable Home Ownership

- Home Buyers
- First Time Home Buyers
- Financial Institutions
- Development, Real Estate, Marketing
- Strata Associations
- Government Programs

Please indicate the number of years' experience in your field:

25 years locally; over 44 years internationally

If relevant, please provide a cost estimate of your services. Please indicate a wage or price range for your services (e.g. property management costs per unit or administrative fees upon unit resale):

N/A

M'akola Housing Society	
Contact:	Kaela Schramm
Business Address:	104–550 Goldstream Ave Victoria, BC V9B 2W7
Phone:	778.265.7489
Email:	kschramm@makoladev.com

Please identify which category(ies) best describe your organization:

- Non-Profit Society
- Organization with Charitable Status
- Property Management Company
- Consulting Firm

Please identify which of the following services your organization is qualified to be contacted for by a developer?

- Property Management of Affordable Rental Units
- Administration of Affordable Home Ownership Units
- Express interest in purchasing Inclusionary Housing Units
 - Affordable Rental
 - Affordable Home Ownership
- Express interest in leasing Inclusionary Housing Units
 - Affordable Rental
- Affordable Home Ownership
- Express interest in providing other services if not listed above (please specify):
Development consulting services for affordable rental housing

Please describe your organization's experience in the services identified above, and how they would be of help for a developer seeking a third-party service?

M'akola Housing Society (M'akola) owns and operates almost 1,600 affordable housing units across the Province of British Columbia; with over 250 units in the Capital Regional District and over 50 units in the City of Victoria proper.

Within current operations and established affordable housing portfolio, M'akola handles all aspects of property and tenancy management including marketing units, managing waitlists, applicant screening, routine maintenance, capital planning, infrastructure upgrades, setting and collecting rents, tenancy agreements, move in/out procedures, security deposits, insurance, mortgages, property taxes, supplier relations and staffing. M'akola also has experience working with a range of individuals with different needs, skills, backgrounds, and abilities

M'akola currently employs over 100 staff who provide operations and property management services to the Society's units and/or deliver support services to tenants. Staff have the capacity to adjust existing systems to incorporate new units, as well as hire new staff where and when appropriate. M'akola staff are trained in understanding the Residential Tenancy Act (RTA), and all policies and forms reference and conform to the RTA. In addition, MHS has existing knowledge of relevant municipal, regional, and provincial housing services and programs and the ability to keep informed of new government programs and services as they are introduced to the region.

Finally, M'akola Housing Society has some experience working with tenants to become homeowners of existing affordable rental units when they come off federal subsidy (expiring agreement). This experience can be transferred to working with a private developer to coordinate affordable homeownership purchases in existing developments.

Please describe your organization's experience partnering with private market residential developers.

Cool Aid works with hundreds of private companies, relying on their services to help manage our 18 properties. Some of our top donors are private market residential developers, such as Jawl Properties and Concert Properties and we also work with architects, construction firms, engineers and other professional service companies to re/develop our own properties. Cool Aid has a FT Director of Real Estate Development on staff who is experienced in all stages of residential development, including property purchases, rezoning, construction and the special needs of our 580 tenants.

Has your organization owned, operated or participated in inclusionary housing programs or policies in the City of Victoria or elsewhere? If so, please describe:

Yes. In addition to our own extensive housing operations in Victoria, Saanich and Langford, Cool Aid currently supports 15 (of 20 potential) tenants living in "scattered" market housing, i.e. various sites.

Please indicate if you have experience or expertise with any of the following:

Affordable Rental

- Tenants
- Property Management
- Residential Tenancy Branch
- Development, Real Estate, Marketing
- Government Programs

Please indicate the number of years' experience in your field:

29 years in housing (since 1991)

If relevant, please provide a cost estimate of your services. Please indicate a wage or price range for your services (e.g. property management costs per unit or administrative fees upon unit resale):

Fees will be negotiated, depending on services provided and associated costs.

A copy of Cool Aid's most recent Annual Report and Financial Statements are enclosed to provide further detail on the wide scope of Cool Aid housing and other operations.

Threshold Housing Society	
Contact:	Colin Tessier
Business Address:	1524 Fort St. Victoria, BC
Phone:	250.383.8830
Email:	colin.t@thresholdhousing.ca

Please identify which category(ies) best describe your organization:

- Non-Profit Society
- Organization with Charitable Status

Please identify which of the following services your organization is qualified to be contacted for by a developer?

- Property Management of Affordable Rental Units
- Administration of Affordable Home Ownership Units Express interest in purchasing Inclusionary Housing Units

Please describe your organization's experience in the services identified above, and how they would be of help for a developer seeking a third-party service?

Threshold Housing Society has been operating housing and support services for at-risk in Greater Victoria for 30 years. We have a proven track record of being a solid operator who contributes to both the health of the building and adds positively to the overall surrounding community. We own and lease properties throughout Greater Victoria and have strong staff support in terms of program and property management.

Please describe your organization's experience partnering with private market residential developers.

Threshold has not yet developed a property with a private market residential developer. Threshold is currently working with Urban Matters to redevelop one of our properties and are engaging the private market as part of that process.

Has your organization owned, operated or participated in inclusionary housing programs or policies in the City of Victoria or elsewhere? If so, please describe:

No.

Please indicate if you have experience or expertise with any of the following:

Affordable Rental

- Tenants
- Property Management
- Residential Tenancy Branch
- Development, Real Estate, Marketing
- Government Programs

Please indicate the number of years' experience in your field:

30

Victoria Cool Aid Society	
Contact:	Kathy Stinson
Business Address:	101-749 Pandora Avenue Victoria, BC V8W 1N9
Phone:	250.383.1977
Email:	kstinson@CoolAid.org

Please identify which category(ies) best describe your organization:

- Non-Profit Society
- Organization with Charitable Status

Please identify which of the following services your organization is qualified to be contacted for by a developer?

- Property Management of Affordable Rental Units
- Express interest in purchasing Inclusionary Housing Units
 - Affordable Rental
- Express interest in leasing Inclusionary Housing Units
 - Affordable Rental
- Express interest in providing other services if not listed above (please specify): Coordination of services for tenants

Please describe your organization's experience in the services identified above, and how they would be of help for a developer seeking a third-party service?

Cool Aid currently operates 580 housing units in 14 apartment buildings, mostly in Victoria, but also in Saanich and Langford. Most of these units provide supportive housing. Cool Aid operates affordable housing on Balmoral (16 SRO units), seniors affordable housing in the top floor of Mount Edwards (15 units for singles and couples), and up to 20 scattered units in market housing. Cool Aid provides property management for all of our own housing units as well as providing a high level of help for those in supportive housing. We have been operating social housing since 1991, and also operate the majority of shelter beds/mats in the region. At the present time, Cool Aid is adding an additional 156 units of affordable units over the next three years through two redevelopments in the Burnside Gorge neighbourhood. We are committed to reducing and preventing homelessness in the City of Victoria by creating and managing more affordable housing. Cool Aid also operates healthcare and a variety of support services, has a payroll of over 300 staff, an operating budget of \$30 million, and is looking for additional opportunities to build both more affordable and supportive housing in our community.

Please describe your organization's experience partnering with private market residential developers.

Cool Aid works with hundreds of private companies, relying on their services to help manage our 18 properties. Some of our top donors are private market residential developers, such as Jawl Properties and Concert Properties and we also work with architects, construction firms, engineers and other professional service companies to re/develop our own properties. Cool Aid has a FT Director of Real Estate Development on staff who is experienced in all stages of residential development, including property purchases, rezoning, construction and the special needs of our 580 tenants.

Has your organization owned, operated or participated in inclusionary housing programs or policies in the City of Victoria or elsewhere? If so, please describe:

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Please indicate if you have experience or expertise with any of the following:

Affordable Rental

- Tenants
- Property Management
- Residential Tenancy Branch
- Development, Real Estate, Marketing
- Government Programs

Please indicate the number of years' experience in your field:

29 years in housing (since 1991)

If relevant, please provide a cost estimate of your services. Please indicate a wage or price range for your services (e.g. property management costs per unit or administrative fees upon unit resale):

Fees will be negotiated, depending on services provided and associated costs.

A copy of Cool Aid's most recent Annual Report and Financial Statements are enclosed to provide further detail on the wide scope of Cool Aid housing and other operations.