

AFFORDABLE
HOUSING
FOR EVERYONE

Non-Market Housing Land Disposition Program Application Workshop

February 7, 2020

The Real Basics



Washrooms



Safety Muster point



Make this session
your priority



Q&A Process



Agenda

Section 1

History and overview of the Non-Market Housing Land Sale Program

Section 2

Overview of the application process

Break

Section 3

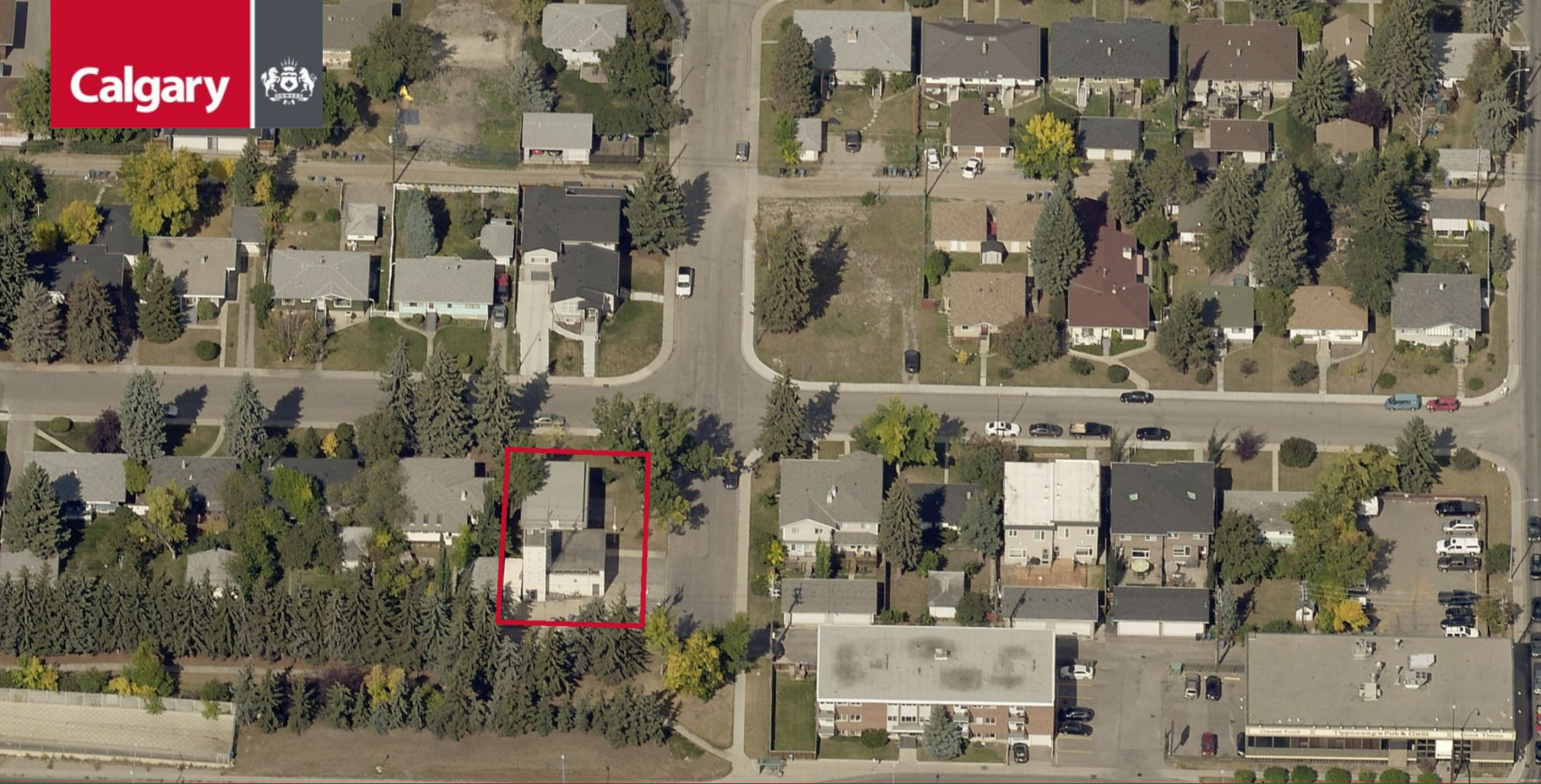
CMHC review process/underwriting

Section 4

Overview of the Land Sale parcels

Section 5

Question and Answer Session



Section 1

Overview of the Non-Market Land Disposition Program

Bruce Irvine, Manager, Affordable Housing

Non-Market Housing Land Disposition Program

Created as part of the 2016-2026 Corporate Affordable Housing Strategy

- **Goal #2: Leverage City Land**
 - Support non-profit housing providers to build assets and increase operational capacity
 - Adopt a proactive land strategy for affordable housing across Calgary
 - CP2019-02 calls for up to 10 parcels of land to be made available under the program every 2 years.

Calgary's Corporate Affordable Housing Strategy 2016 – 2025

Vision

- Enable a transformed housing system in Calgary, where collaboration between stakeholders drives better outcomes for individuals and communities through safe, affordable housing solutions.
- Contribute to an increase in non-market housing supply sufficient to provide homes to a minimum of 6% of households in Calgary, consistent with the national average of non-market supply. In 2016, meeting this standard would require 15,000 new units in addition to maintaining current supply.

Strategic Direction



1. Get the Calgary community building



2. Leverage City land



3. Design and build new City units



4. Regenerate City-owned properties



5. Strengthen intergovernmental partnerships



6. Improve the housing system

Key Benefits of First Non-Market Housing Land Sale Transactions

2017 – 2018 Land Sale Program

- An investment of **\$6.4 million** in land value (six development sites) by The City generated:
 - More than **\$30 million in leveraged funds**, including \$8 million in private philanthropic funding
 - An additional 166 units in Non-Market Housing committed to The City for up to 40 years, more than **doubling the capacity of the City** to provide non-market units.
 - More than 150 units **targeting vulnerable populations** (such as chronic homeless and homeless veterans)

CMHC Partnership (Expanded for 2020)

As part of the application process, successful applicants will be eligible to receive additional funding to assist in development of the site:

- **Housing Incentive Program Funding (HIP)** from The City of Calgary – \$1.5M set aside for the five sites to repay City fees incurred in the pre-development process
- **SEED funding** from the Canada Mortgage and Housing Corporation (CMHC) – up to \$5,000 per unit for pre-development costs
- **Co-Investment loans and contributions** – to assist in the financing of the site development. Up to \$48.5M is available to be awarded to these five sites, depending on CMHC scoring

2019 - 2020 Non-Market Housing Land Sale

- Five development sites located throughout the city – close to transit, grocery, schools, employment and parks
- Sites were declared surplus to municipal needs and range in size from .15 to almost 2 acres
- Sales prices were developed considering The City's need to recapture book value of the sites as well as the development challenges of each site
- The City's contribution in this sale is \$3.3 million, with the goal of producing between 150 and 200 new units of non-market housing

Projected Timeline

2020

Date	Event
January 15	<ul style="list-style-type: none"> Joint announcement Lands and application release
March 27, 4:00 pm	<ul style="list-style-type: none"> Application period closes
April	<ul style="list-style-type: none"> City reviews applications to identify top candidates
By May 1	<ul style="list-style-type: none"> Top candidates shared with CMHC – underwriting for funding begins
Mid-June	<ul style="list-style-type: none"> City finalizes sales terms and corporate approval process
Late July to Mid-August	<ul style="list-style-type: none"> Corporate approval complete
Late August	<ul style="list-style-type: none"> Announcement of land sale awards
September / October	<ul style="list-style-type: none"> Development permit and Land Use applications submitted (6-7 months with expedited processing) Community engagement is the responsibility of the successful nonprofits

2021

Date	Event
April / May	<ul style="list-style-type: none"> Housing Agreements are signed and sales close
Summer	<ul style="list-style-type: none"> Construction begins



Section 2

Review of the Application Process

Janet Maccubbin, Senior Sales Agent – Affordable Housing, Real Estate & Development Services



Summary of the Purchaser Application Requirements

Part 1: Purchaser application

- Government of Alberta Corporation/Non-Profit search for the applicant and any proposed partners within the last 30 days

Part 2: Required attachments

Part 3: Evaluation criteria worksheet

Submissions

(A) Hard copies (5 copies)

The City of Calgary
Real Estate & Development Services
3rd Floor, Administration Building
323 – 7th Avenue SE
Calgary, AB T2G 0J1
Attn: Janet Maccubbin

(B) Electronic copies

Janet.Maccubbin@Calgary.ca

Attachments: 20MB maximum for email

Applications are due by Friday, March 27, 2020 at 4:00 pm

Minimum Criteria – Eligible Applicants

- A nonprofit organization with 5 years of **recent** experience in developing & managing (or sale) of non-market housing
- Partnerships

Partnership Example: Homes for Heroes Foundation

Applicant: Homes for Heroes

Property Management: The Mustard Seed

Development: ATCO



Minimum Criteria – Eligible Applicants

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Partnership Example: Homes for Heroes Foundation

Applicant: Homes for Heroes

Property Management: The Mustard Seed

Development: ATCO



Minimum Criteria – Eligible Projects

Purpose Built Rental vs. Homeownership

Purpose Built Rental	Homeownership
Household income must be at or below 65% of Calgary median Income	Household income must be at or below 80% of Calgary median income
Rents must be below:	Mortgage payments should not exceed:
<ul style="list-style-type: none"> 80% of CMHC average market rent for at least 30% of the units 	<ul style="list-style-type: none"> 30% of gross household income including principal, interest, taxes, insurance and condo fees (if applicable)
<ul style="list-style-type: none"> 90% of CMHC average market rent for the remaining units 	
Housing agreement term: 40 years	Housing agreement term: 20 years

Calgary median income (2016) - \$97,334

CMHC average market rent – CMHC Housing Information Portal – Calgary - Primary Rental Market – Median Rent (bedroom type)

CMHC Median Market Rent by Zone

Calgary — Median Rent by Bedroom Type by Zone

 SAVE

 SHARE

 EXPORT

October 2019 ▾

Apartment ▾

TABLE

CHART

MAP

	BACHELOR	1 BEDROOM	2 BEDROOM	3 BEDROOM +	TOTAL
Downtown	925 a	1,035 a	1,300 a	1,450 a	1,075 a
Beltline	900 a	1,080 a	1,350 a	1,850 c	1,169 a
North Hill	850 c	900 a	1,100 a	1,200 d	995 a
Southwest	825 b	1,104 a	1,295 a	1,100 b	1,159 a
Southeast	**	1,110 a	1,258 a	1,000 a	1,150 a
Northwest	850 a	1,119 a	1,279 a	1,195 b	1,160 a
Northeast	**	1,095 a	1,295 a	1,350 a	1,236 a
Chinook	900 a	995 a	1,195 a	1,200 a	1,100 a
Fish Creek	895 a	1,060 a	1,210 a	1,340 b	1,175 a
Other Centres	675 a	1,100 a	1,325 a	1,100 a	1,290 a
Calgary	900 a	1,050 a	1,285 a	1,200 a	1,150 a

Notes:

- The following letter codes are used to indicate the reliability of the estimates: a - Excellent, b - Very good, c - Good, d - Fair (Use with Caution)
- ** Data suppressed to protect confidentiality or data not statistically reliable
- ++ Change in rent is not statistically significant. This means that the change in rent is not statistically different than zero (0). (Applies only to % Change of Average Rent Tables).
- - No units exist in the universe for this category
- n/a: Not applicable
- CMA, CA and CSD definitions are based on 2016 Census Geography Definitions

Source: [CMHC Rental Market Survey](#) 

Minimum Criteria – Eligible Projects

Criteria Required Across all Projects:

3790 Seton Drive SE ONLY

- Projects must include a minimum of 40 units

Accessibility

- Barrier Free common areas and 20% of the units meet accessibility standards OR Full Universal Design*

Environmental Efficiency

- 25% reduction in energy consumption and greenhouse gas emissions over the same project designed to the requirements of the 2015 National Energy Code for Buildings or the 2015 National Building Code*

Prioritization Criteria

Policy Goal: To align criteria with other orders of government, creating one application for multiple programs

1. Timeline to Development Permit*
2. Secured capital funding/financial partnerships*
3. Affordability – number of units and depth of affordability
4. Accessibility
5. Environmental efficiency
6. Supporting priority populations
7. Social inclusion (providing supports/services for residents)
8. Seton partnerships

Part 1: Purchaser Application Form

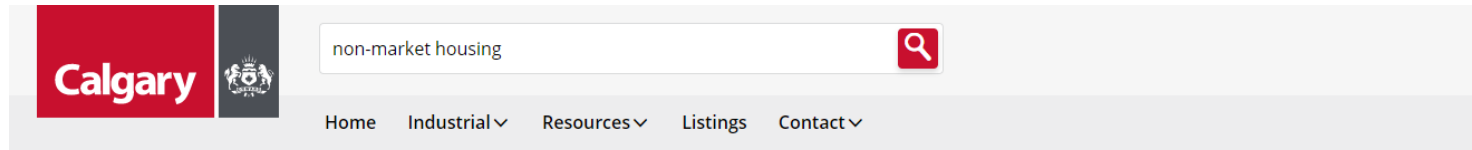
1. Designed to collect overview information about project and the applicant (and partners, if applicable)
2. All information collected in the application will be shared with CMHC for the purpose of qualifying the successful applicant for grants and financing
3. DO NOT submit a separate application through the Co-Investment web portal
4. If relying on partnerships to meet experience requirements, make sure they are well documented in the attachments
5. Identifying funding, both confirmed and unconfirmed
6. Sales Terms and Conditions

Part 2: Required Attachments

Please clearly label each attachment (both title and number) in your submission:



1. Mandate and mission statement
2. Evidence of experience – management / sales and development
3. Copies of audited annual financial reports (3 years)
4. Ownership and non-profit status
5. CMHC Financial Viability and Prioritization Worksheet
6. Evidence of committed funding
7. On-site supports
8. Preliminary building plans
9. CMHC signed Integrity Declaration

Website Preview




Land for non-market housing

What's New

- **Workshop: Completing The City's Non-Market Housing Land Sale Application** – We are offering a free workshop on Friday, February 7 from 9 a.m. to noon in the Power Reception Hall, Municipal Building (800 Macleod Tr. S.E.), for non-profit housing providers who want to learn more about the [Non-Market Housing Land Sale](#) and direction on completing the application. Register at www.showpass.com/appworkshop/.
- [NHS Priority Areas for Action – Housing for those in Greatest Need](#)
-  [Evaluation criteria worksheet](#) (932 KB)
-  [Road plan for 1730 16 Ave NW](#) (173 KB)

In general, City of Calgary real estate transactions are negotiated on the basis of market value. Business processes for all transactions are clearly defined in the [Real Property Bylaw](#). (373 KB).

By Council policy, there is an exception to this practice; the  [Non-Market Housing Land Disposition Policy](#) (172 KB) allows for the sale of up to 10 parcels of surplus City-owned land at below market value to experienced non-profit affordable housing developers every two years.



www.Calgary.ca/nonmarketland



Section 3

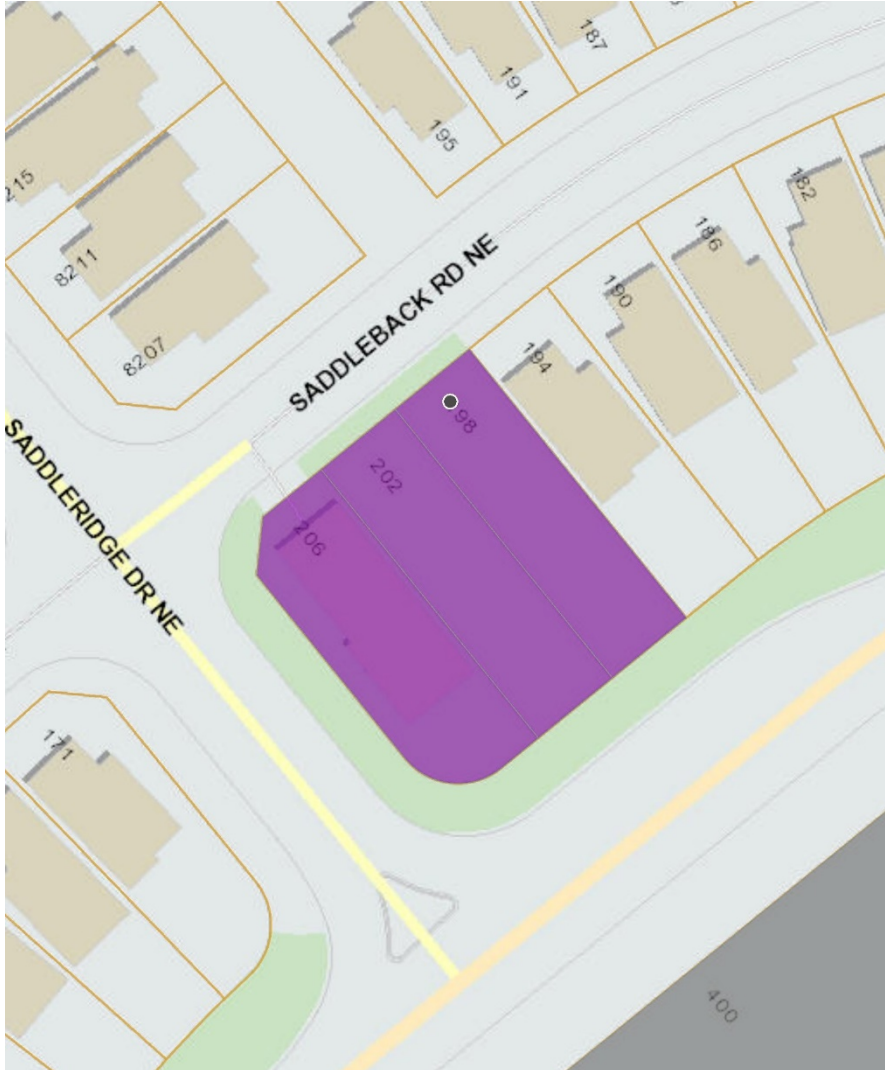
CMHC Review Process/Underwriting

Cody Krause, Regional Manager, Housing Solutions



Section 4 Review of the Sites

Tanya Williams, Affordable Housing Coordinator, Calgary Approvals



Former Use: Temporary Fire Hall

- Vacant land and a former temporary fire hall
- 5 minute walk to parks and trails
- 7-10 minute walk to schools
- 10 minute walk to grocery, restaurant and shops
- 1 block walk to Saddletowne LRT Station



Current Zoning: R-C2

Lot Size: .1745 Acres

Former Use: Road ROW

- Vacant residential site in Highland Park
- 10 minute walk to elementary and middle schools
- 10 minute walk to transit corridors, Edmonton Trail and Centre Street
- 10 minute walk to employment opportunities



Current Zoning: R-C1
Lot Size: .156 Acres
Former Use: Fire Admin Bldg.

- Residential site in Banff Trail, former Fire Administration Building
- 10 minute walk to elementary schools
- 5-10 minute walk to transit – Orange MAX and Lions Park LRT
- 10 minute walk to employment opportunities



Current Zoning: C-COR2

Lot Size: .21 Acres

Former Use: Enmax Substation

- Located in Capitol Hill, former Enmax substation
- 5-10 minute walk to transit – Orange MAX and Lions Park LRT
- 5 minute walk to shopping and employment opportunities
- Pedestrian bridge over Trans Canada Highway with direct connection to North Hill Shopping Centre

3790 Seton DR SE



Current Zoning: S-CRI

Lot Size: 1.89 Acres

Former Use: Vacant Land

- Vacant land adjacent to shopping, employment and transit.
- High school within walking distance.
- Proposed Green Line station within walking distance of the site.

Planning Resources

Community Involvement Tool Kit

www.calgary.ca/PDA/pd/Pages/Community-Outreach/Community-Involvement-Toolkit.aspx

Planning and Development website

www.calgary.ca/SitePages/cocis/scripts/Category-BuildingAndPlanning.aspx

2020 CPC Council Calendar

www.calgary.ca/CA/city-clerks/Pages/Legislative-services/Council-Calendars.aspx

Housing Incentive Program

www.calgary.ca/CS/OLSH/Pages/Affordable-housing/Affordable-Housing-Development-Financial-Incentive-Program.aspx

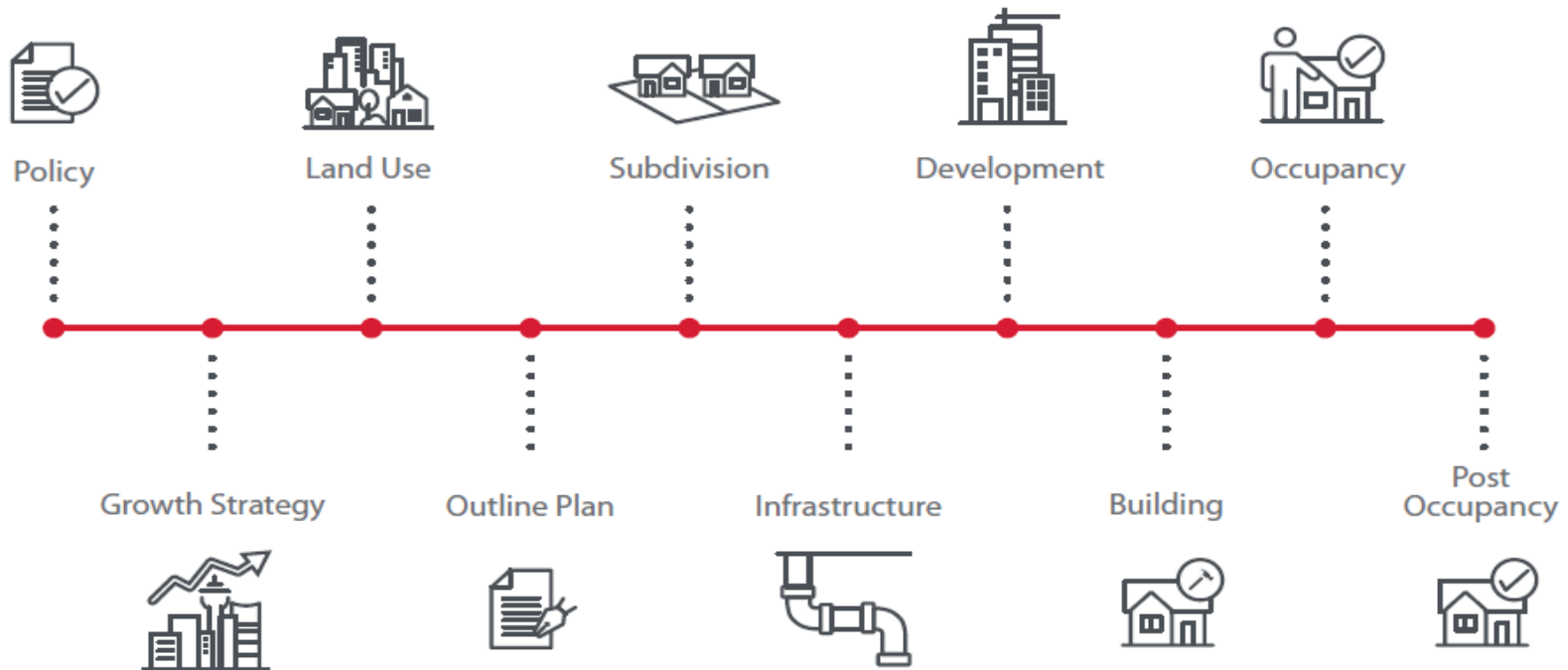
Pre-Application Process/Meetings

The Affordable Housing Coordinator and Planning staff will meet with nonprofits who are interested in getting input on their proposed development.

To request a meeting contact: Tanya.Williams@Calgary.ca

Proposed project ideas should be well developed prior to the meeting and if possible an initial list of questions should be emailed a week prior to the meeting.

City Planning & Policy – Continuum



Contact Information

Planning & Development Questions:

Tanya Williams

Tanya.Williams@Calgary.ca

(403)510-9228

CMHC Financing Questions:

Cody Krause

ckrause@cmhc.ca

(403)515-3006

Sales & Application Questions:

Janet Maccubbin

Janet.maccubbin@Calgary.ca

(403)620-8589

For updates on the sale
subscribe to the email list at:

www.Calgary.ca/nonmarketland



Section 5 Q&A



DOCUMENT CHECKLIST to accompany your Purchaser Application Form:

Please read this application form carefully. To be considered, a submission must be complete and include the following:

- ☐ Completed Purchaser Application Form (Part 1)
- ☐ Government of Alberta Corporation/Non-Profit Search for the applicant, and any proposed partners, carried out within the last 30 days
- ☐ All attachments listed in the Required Attachments (Part 2)
- ☐ Evaluation Criteria Worksheet for Non-Market Housing Land Sales (Part 3)

Applications will then be reviewed and considered based on the criteria set out in the Criteria for Reviewing Non-Market Housing as found on the website.

The Application process will be open until 4:00pm on Friday, March 27, 2020. No Applications will be accepted after March 27, 2020.

Please submit your completed Purchaser Application Form, and required attachments to:

Janet Maccubbin via email at janet.maccubbin@calgary.ca

Or by courier or personal delivery addressed to Janet Maccubbin at:

The City of Calgary – City Hall
Real Estate & Development Services
3rd Floor. Administration Bldg.
323 – 7th Avenue SE
Calgary, AB T2G 0J1
(403) 268-2854

Purchaser
Initials



PART 1: Purchaser Application Form

Non-profit organizations who are interested in acquiring land from The City of Calgary (“The City”) for affordable housing developments must complete the following application form. Applications will then be reviewed and considered based on the criteria set out in the Criteria for Reviewing Non-Market Housing Purchaser Applications available for download from the website. **If applicants wish to submit an application for more than one development site, then applicants must factor their ability to deliver multiple projects into their applications (i.e. timeline, funding, resources, etc.).**

In an effort to streamline the process for acquiring land and subsequent development-related funding for affordable housing projects, submitted applications will also be used to review eligibility for obtaining grants or rebates through The City’s Housing Incentive Program (“HIP”) and receiving funding from Canada Mortgage and Housing Corporation’s (“CMHC”) Seed Funding and Co-investment programs. As such, The City will be sharing the information collected from applicants with CMHC to assess eligibility for funding. **Applicants will NOT need to submit a separate application to CMHC for funding.**

By submitting this application to The City, the applicant acknowledges and agrees to the sharing of information collected from the applicant with CMHC. Applicants are also advised that:

- (a) The City may be required to disclose a part or parts of any application or any other records relating to the application pursuant to *Freedom of Information and Protection of Privacy Act* (Alberta) (“FOIP”);
- (b) The City may disclose applications and other confidential information about applicants to its advisors engaged in connection with the Property; and
- (c) FOIP may provide protection for confidential and proprietary business information. Applicants are strongly advised to consult their own legal advisors as to the appropriate way in which confidential or proprietary business information should be identified in their applications.

Subject to the provisions of FOIP, The City will use reasonable commercial efforts to safeguard the confidentiality of any information identified by an applicant as confidential but will not be liable in any way whatsoever to any applicant or applicant team member if such information is disclosed based on an order or decision of Alberta’s Office of the Information and Privacy Commissioner or otherwise as required under applicable laws.

The successful applicant (“Purchaser”) must agree to comply with all Sales Terms and Conditions attached to this application and agree to pay the purchase price for the Property in cash on the Closing Date. The Purchaser will also be required to obtain development permit (DP) approval and land use redesignation (if required) from the Approving Authority at least 60 days prior to the Closing Date. The Purchaser shall construct their development in strict compliance with the approved DP.

The information applicants provide is not an offer or a contract and does not constitute an interest in land. The purpose of this application is to provide information to The City regarding a desire to purchase the Property. The completion and tendering of the application in no way obligates the applicant to purchase the Property and is not in any way binding upon The City. It is for information purposes only. Once the Purchaser is selected, a proposal letter will be signed by both The City and the Purchaser and corporate approval (“Corporate

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Approval”) by the Deputy City Manager or the Acting General Manager of the Deputy City Manager’s Office, on behalf of City Council, will be required to move forward with a sale. Upon The City obtaining such approval, the parties will enter into an Agreement of Purchase and Sale containing the Sales Terms and Conditions outlined in the proposal letter to acquire the Property. Please note that the Sales Terms and Conditions are subject to modification throughout The City’s Corporate Approval process. The City shall notify the Purchaser in writing of any modifications made to the proposal letter. There shall be no binding obligations on any party until all of the legal agreements are fully executed.

The City reserves the right to negotiate with only those parties it determines, in its sole discretion. The City reserves the right to amend or abandon any property listing at its sole discretion.

PROPERTY REQUESTED

Legal Plan	2864AF
Legal Block	17
Legal Lot(s)	10-14
Municipal Address(es) (all properties must be purchased together)	1730 16 AVE NW
Purchase Price (non-negotiable)	\$261,500

Legal Name of Applicant (or corporation that will appear on title)	
Operating name if different	
Street address	
City/Town	
Province	
Postal Code	
Website Address	
Number of years in business	
Primary contact name	
Title	
Telephone number	
Other/Cell number	
Fax number	
Email address	

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Team Member Information: Applicants must be a Non-Profit Non-Market Housing Provider with a minimum of 5 or more years of recent experience in the Development and Management or Sale of Non-Market Housing. Applicants without 5 years of recent experience in Development and Management (or Selling) of Non-Market Housing, may partner with other organizations in the development and/or management of the site. As part of the required attachments, the applicant should provide documents evidencing any partnership such as a Memorandum of Understanding or a Letter of Intent to Partner signed by both organizations.

Name of Organization	Years of Management or Sale Experience	Years of Development Experience	Other Role	Primary Contact

Applicant Requirements

Applicants must be Non-Profit Non-Market Housing Providers AND have 5 or more years of recent experience in the Development AND Management (or Sale) of Non-Market Housing

Please indicate applicant and team levels of experience in multi-residential development and managing/ operating/ selling non-market housing below.

	Multi-Residential Development		Managing/Operating/Selling Non-Market Housing	
	Applicant Experience	Team Experience	Applicant Experience	Team Experience
No experience				
Less than 5 years				
5 years or more				

What form of housing has the applicant/team previously built (select all that apply)?

	Applicant Experience				Team Experience			
	Market Housing		Affordable Housing		Market Housing		Affordable Housing	
	Form	Approx. # units	Form	Approx. # units	Form	Approx. # units	Form	Approx. # units
Low rise (single detached, semi-detached, or row housing)								
2-6 storey apartment								
High-rise apartment								

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Project Information

Please indicate the project type and number of affordable units planned for the proposed project.

For purpose built rental projects, applicants will be required to commit to a 40-year affordability restriction on all units. For homeownership units, developers will need to demonstrate how they will keep the units affordable to first-time homebuyers for at least 20 years including how any proceeds generated from the sale of the units will be reinvested into additional affordable units in the City of Calgary.

Developments that contain market housing units will not be permitted. All residential units must be affordable as defined in the Criteria for Reviewing Non-Market Housing Applications. For affordable homeownership programs, please describe the long-term affordability mechanisms and for how long they will be in place, i.e. what length of time the applicant intends to retain an equity share in the project or if a mechanism such as a Right of First Refusal will be registered on title for the proposed project.

Project Type <i>Examples: Rental, Homeownership, Supported Living, Mixed Model (Rental and Homeownership)</i>	
Proposed number and Type of Affordable Housing Units <i>Examples: 200 Family Rental Units or 100 senior housing units AND 50 First-Time Homebuyer units</i>	

Please indicate the proposed construction timeline for the proposed project:

Number of Days following the Land Award Announcement will the Development Permit application be submitted:	
Estimated construction start date:	
Estimated completion/occupancy date:	

**Must not be prior to the City's Land Award Announcement*

Engagement of Community Associations will be the responsibility of the successful applicant and may not begin until after the formal announcement of the selected developers by the City.

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Project Development Costs and Funding

Please indicate the total estimated costs of the proposed project. Substantiation of cost estimates may be requested and/or examples of previous projects demonstrating experience in cost estimation.

	Total Estimated Costs
Land /property acquisition	\$
Development costs (provide details)	\$
Construction costs (provide details)	\$
Professional services (provide details)	\$
Other (provide details)	\$
Total	\$

Capital Plan and Funding

Please indicate proposed funding sources, including confirmed and unconfirmed sources. Applications will be required to provide proof for confirmed funding sources (e.g. donation letter, letter of support from lending institution, etc) as part of the required attachments.

Equity	Confirmed Sources	Unconfirmed Sources
Cash (provide details)	\$	
Mortgage financing (provide details)	\$	
Grants/loans (provide details)	\$	
Other Assets (provide details)	\$	
Total	\$	

Percentage of Funding in Place for the Proposed Project

Total **Confirmed Resources**/Total Estimated Project Costs = _____ x 100 = _____ % Funding in Place

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Supplementary Project Information

13. Project Name (if known)	
14. Is a land use amendment required for the intended development/use? If so, what is the proposed land use?	
15. Dwelling type (select all that apply):	<input type="checkbox"/> Single detached <input type="checkbox"/> Semi-detached/Duplex <input type="checkbox"/> Triple <input type="checkbox"/> Quad <input type="checkbox"/> Row housing/Townhouse <input type="checkbox"/> Apartment <input type="checkbox"/> Long term care facility <input type="checkbox"/> Designated supportive living facility <input type="checkbox"/> Other (please explain)
16. Project size (square feet) – if more than one building on the Development Site, please indicate size of each building and proposed number of units in each building.	
17. Target market (select all that apply)	<input type="checkbox"/> Seniors <input type="checkbox"/> Family <input type="checkbox"/> Persons with disabilities <input type="checkbox"/> Student/youth group <input type="checkbox"/> Single <input type="checkbox"/> Mix of two or more of the above (please explain) <input type="checkbox"/> Other (please explain)

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Please provide a list of all key individuals involved in the proposed project. Include those involved in the development/construction and ongoing management (if applicable) of the proposed housing project. You may attach resumes of those listed below and/or company profiles highlighting details pertaining to prior projects (if any):

Contact Information (Name, Company, Phone, Email)	Related Experience/Qualifications
Builder:	
Project/Construction Manager:	
Planner (urban/municipal):	
Architect:	
Property Manager(rental):	
Housing Consultant:	
Financial (Lender/Banker/Accountant)	
Lawyer:	
Other:	

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Signature of Applicant/Authorized Official*

Date

Print Name of Applicant/Authorized Official*

GST No.

Legal Counsel:

Name: _____

Firm: _____

Address: _____

E-mail: _____

Telephone: _____

* If the person completing this application is different from the Applicant, please provide the following:

Relationship to the Applicant:

Title: _____

E-mail: _____

Telephone: _____

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SALE TERMS AND CONDITIONS *(these terms and conditions will form part of the formal Agreement of Purchase and Sale)*

1. Closing Date/Possession/Adjustment Date:

- (i) Once all Conditions Precedent have been waived or satisfied, the Closing Date will be sixty (60) days following or as agreed to between The City and the Purchaser but in any event no later than August 30, 2021.

2. Conditions Precedent (must be waived or satisfied in writing):

- (i) The Purchaser shall have forty five (45) days from the date The City receives Corporate Approval for the proposed sale of the Property to conduct its due diligence.
- (ii) The Purchaser shall submit an application for a development permit and land use redesignation (if required) to the Approving Authority on or before the development permit submission date as set out in this application. **Failure to submit the application(s) by the development permit submission date provided in this application will result in the transaction being cancelled and another applicant may be considered for the Property.**
- (iii) The Purchaser, at its sole cost and expense, to obtain a development permit approval at least sixty days (60) prior to the Closing Date.
- (iv) (IF REQUIRED): The Purchaser, at its sole cost and expense, to obtain passage of a bylaw amending the land use of the Property to that set out in question 14 of this application at least sixty (60) days prior to the Closing Date.
- (v) The Purchaser shall deliver the executed Agreement of Purchase and Sale, the Housing Agreement and the Options to Repurchase, to the Vendor at least sixty (60) days prior to the Closing Date.

3. Special Terms and Conditions:

- (i) The Property is sold "as is" and the Purchaser shall assume all responsibility and liability including any environmental matters existing as of the Closing Date.
- (ii) The Purchaser acknowledges no finder's fees or real estate commissions shall be payable by The City on the transaction.
- (iii) No later than a minimum of THIRTY (30) days prior to the Purchaser submitting its development permit application to the Approving Authority, the Purchaser shall provide to The City's Real Estate & Development Services department (RE&DS) a full copy of the development permit application. RE&DS shall have TEN (10) days to review same and confirm the development permit application meets the intention of developing affordable housing on the Property as set out in of this application. The Purchaser shall immediately advise RE&DS of any additions, changes or amendments to the development permit application which may affect the affordable housing component.

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- (iv) (IF REQUIRED): The City, at its sole cost and expense, to prepare and register the road plan for the required bylawed setback areas and corner cuts on the Closing Date.
- (v) (IF REQUIRED): The City shall grant the Purchaser a temporary license of occupation to allow the Purchaser access to the Property to conduct its due diligence.
- (vi) The Purchaser shall construct its development in strict compliance with the approved development permit (Condition Precedent 2(iii)).
- (vii) The Purchaser acknowledges that its ability to provide affordable housing options to Calgarians in need is materially important to The City in agreeing to sell the Property to the Purchaser.
- (viii) The Purchaser acknowledges that The City, in its sole discretion, reserves the right to:
 - (a) not approve future funding assistance to the Purchaser or its subsidiaries or affiliates; and
 - (b) not approve future transactions with the Purchaser or its subsidiaries or affiliates;

if the Purchaser fails to complete a development in accordance with the approved development permit (Condition Precedent 2(iii)) or sells the Property to an entity whose mission and mandate is not to provide non-market housing or will not be using the Property for the purpose for which it was sold.
- (ix) The Purchaser shall not transfer or assign any interest in the Property, without the prior written consent of The City.
- (x) The City shall be recognized by the Purchaser as a supporter of the proposed development on the Property equivalent to the market value of the Property less Consideration paid, including City representation at the ground breaking event. Details of the sponsorship recognition shall be based on the Purchaser's standard of recognition of support.
- (xi) (NON-MARKET RENTAL ONLY/ LONG-TERM CARE (LTC) / DESIGNATED SUPPORTIVE LIVING ONLY (DSL)): The Purchaser must keep rents in compliance with the Minimum Criteria -- Eligible Projects for a minimum of 40 years from the date of the development completion permit for the project. The Purchaser will be required at its sole cost and expense to promptly provide a declaration of compliance and annual rent rolls to The City as requested by The City in its sole discretion from time to time.
- (xii) (AFFORDABLE HOMEOWNERSHIP ONLY): The Purchaser will be required to keep the for-sale units available for eligible purchasers in compliance with the Minimum Criteria -- Eligible Projects for a period not less than 20 years from the date of the development completion permit for the project or demonstrate how the proceeds from the sale of an affordable unit will be used to develop another affordable homeownership unit within the City of Calgary. The Purchaser will be required at its sole cost and expense to promptly provide a declaration of compliance and a statement of sales to The City as requested by The City in its sole discretion from time to time, detailing that the units developed on the Property were sold to eligible purchasers and such other information as may be requested by The City.
- (xiii) The Purchaser shall, at its sole cost and expense, be responsible for all conditions, obligations, fees, levies and costs related to the development or development permit application. The

Purchaser Initials

Purchaser shall also be responsible for environmental matters, constructing and improving utility service connections, any required offsite servicing and transportation servicing.

- (xiv) All encumbrances currently appearing on title to the Property shall remain on title as permitted encumbrances, unless otherwise specified in the Proposal Letter between the City and the Purchaser.
- (xv) Such other terms as may be agreed to between the parties.

Purchaser
Initials

PART 2: Required Attachments (please label each attachment in your submission)

1. **Mandate and Mission Statement.** Must be in support of providing affordable housing. Please provide a certified copy of the applicant's mandate and mission signed by the applicant's President or other authorized official.
2. **Evidence of experience in the development and management and/or selling of affordable housing.** This should include details of completed projects over the past 5 years, specifically:
 - **Management** -- Documentation should demonstrate experience of the entity and individuals managing non-market housing properties including details of location (property address), Type of property, Tenant profile, number of levels, number of units and number of years of management experience.
 - **Development** -- Documentation to demonstrate Applicant and/or team's experience in construction including a list of completed and current projects of similar size and scope as the subject building with details of location (property address), Type of property, number of levels, number of units, overall project budget, year completed.
 - Where the applicant is proposing to meet the above requirements through a partnership with other organizations, this attachment should include documentation evidencing this partnership such as a Letter of Intent detailing the partnership and signed by both organizations or a Memorandum of Understanding outlining the roles and responsibilities of each party.
3. **Copies of audited annual financial reports** for the most recent 3 years for all organizations who are team members.
4. **Ownership and Non-Profit Status:** All the documents listed below, as applicable,
 - Articles of incorporation/Letters Patent and Bylaws and Charitable Registration Number
 - Detailed information about the entity's ownership structure indicating percentage of ownership (if applicable)
 - Organizational chart with director details (name, position, start date, profile summary etc.)
 - Provide name and relationship of all registered and beneficial owners of the property (if applicable)
5. **CMHC Financial Viability and Prioritization Worksheet** – All tabs of this spreadsheet must be completed in full. A link to this spreadsheet can be found on the Non-Market Housing Land Sale website at <http://www.calgary.ca/nonmarketland>
6. **Evidence of funding which is already in place and committed to this project** including private funding, cash investments and any other secured resources. Do not include City Grants or CMHC funding which would be provided as part of the 2019/2020 Land Sale Award. Specifically:
 - **Capital Funding** - Letter or other documentation supporting all sources of financing, including land equity, grants, in-kind, forgivable loans and waiver of development charges & fees (as applicable)
 - **Operational Funding** – Letter or other documentation supporting all sources of operational funding support i.e. rent supplement, operating subsidy, property tax waiver etc.
 - For operational funding arrangement not available for full term of the target affordability period, provide working plan (including commentary) on how the project will remain viable.
7. **On-site supports:** In case of third-party service provider, Letter and/or agreement confirming the types of support that will be provided on site for tenants that represent priority groups.
8. **Building Plans:** Preliminary plans and specifications including suite layouts (and construction schedule, if available)

9. **Signed Integrity Declaration** – A link to this document can be found on the Non-Market Housing Land Sale website at <http://www.calgary.ca/nonmarketland>

Successful applicants recommended for Corporate Approval may also be required to provide the following prior to approval:

10. **Appraisal:** The appraisal report must meet the following requirement:

- Completed by an independent appraiser holding an Accredited Appraiser Canadian Institute (AACI) designation
- Include comments on economic life of the project, “as-is” and “as-improved” values using appropriate methodologies, comparison of valuation across different valuation methodologies, market feasibility etc.

Note: Valuation using income approach should be based on affordable rents and NOT market rents

11. **Project budget cost confirmations** from a third party qualified professional or quality surveyor.
12. **Accessibility Review:** Documentation to demonstrate the project will achieve the level of accessibility indicated on the National Housing Co-investment Fund intake application.
13. **Environmental (Energy Efficiency Requirements):** Documentation by a qualified professional to demonstrate the project will achieve the level of energy efficiency indicated on the National Housing Co-investment Fund intake application.

Optional Recommended Attachments

14. Marketing Materials from Recent Development
15. A copy of the business plan for the project provided that it clearly describes the construction timeline, estimated project costs, market analysis, capital plan and funding, as well as any other supporting documentation regarding project details.

PART 3: Evaluation Criteria Worksheet for Non-Market Housing Land Sales

Applications will not be considered unless they meet the minimum criteria for both the applicant organization and the proposed project:

A. Minimum Criteria – Eligible Applicants

1. Applicant must have a minimum of 5 years of recent experience in the development and management of Non-Market Housing
 - a. If the applicant does not meet these criteria, they may partner with one or more organizations which meet these criteria. All partnerships should be clearly documented in the attachments through a letter of intent or a memorandum of understanding signed by the applicant and the partner.
2. Non-Profit Status – Applicant must be a charity, society, or other not-for-profit entity whose mandate includes, but is not necessarily limited to, the supply and management of Non-Market Housing. Other models may include non-profit subsidiary organizations of for-profit housing developers who may partner with other social service organizations with the goal of supporting/developing Non-Market Housing.

B. Minimum Criteria – Eligible Projects

Non-Market Housing is purpose built rental or for-sale housing provided for low and moderate-income groups not traditionally served by the private market. The proposed project must be owned by an eligible applicant and meet the following criteria:

1. Non-Market Housing Affordability – All units must be affordable as defined by the following
 - a. Eligible Households served:
 - i. Purpose Built Rental – Households at or below 65% of Calgary Median Income as published by Statistics Canada
 - ii. Homeownership – Households at or below 80% of Calgary Median Income as published by Statistics Canada.
 - b. Rent Levels:
 - i. Purpose Built Rental – Rents must be at or below:
 1. 80% of CMHC Median Market Rent for a minimum of 30% of the units
 2. 90% of CMHC Median Market Rent for the remainder of the units
 - c. Mortgage Payments – total housing costs should not exceed 30% of household income
2. Commitment to Affordability – Non-Market Housing must retain long term affordability and will be secured by a Housing Agreement for a period of:
 - a. 40 years (Purpose Built Rental)
 - b. 20 year (Homeownership – proceeds from the sale of any unit would be reinvested in a new affordable unit in the City of Calgary for the term of the Housing Agreement)

3. City will retain the option to repurchase the land at book value if the project is not fully constructed (Development Completion Permit) within 3 years from the closing date.
4. Accessibility – Proposed Projects must have barrier free common areas and 20% of the units must meet accessibility standards OR Full universal design and 0% of the units meeting accessible standards.*
5. Environmental Efficiency – Proposed Projects must have up to 25% reduction in energy consumption and greenhouse gas emissions over the same project designed to the requirements of the 2015 National Energy Code for Buildings (NECB) or the 2015 National Building Code.*
6. For 3790 Seton Dr ONLY: Proposed Projects must include a minimum of 40 non-market housing units.

* The sites located at 1711 20 ST NW and 352 34 AVE NE are exempt from these minimum criteria, however, these criteria will still be considered in the Prioritization Scoring below. See a link to the Co-Investment Environmental and Accessibility Requirements PDF at <http://www.calgary.ca/nonmarketland> for more information.

Applications which meet the Minimum Criteria listed above will be ranked and scored based on the Prioritization Criteria:

Prioritization Criteria – All Projects

Qualified Applicants with proposed projects which meet the Minimum Criteria above will be scored and ranked according to the following prioritization criteria. Please complete this self-score worksheet and submit it with your application.

Applicant Organization: _____ **Site Location Address:** _____

Criteria	Points	Self-Score
Timeline to Development Permit – Number of days from the formal Land Award announcement (anticipated late August) to the submission of the complete Development Permit application.		Failure to meet the specific time frame proposed in the application may result in termination of the sale and selection of an alternative applicant/project.
-- Up to 45 days	100	Number of Days: Score:
-- 46-90 days	75	
-- 91-135 days	50	
-- 136-180 days	25	
-- more than 180 days	0	
Secured Capital Funding/Financial Partnerships – What percentage of capital costs are secured and will be covered by financial support from sources other than the City or CMHC?		Evidence of secured funding must be submitted as part of the required attachments. Funding which is being applied for as part of this application (HIP, SEED and/or Co-Investment) should not be counted in this percentage.
-- more than 75% are covered from other sources	75	Percentage of project costs funding from other sources that is secured (see Purchaser Application, Capital Plan and Funding): Score:
-- 56% to 75% are covered from other sources	60	
-- 41% to 55% are covered from other sources	45	
-- 26% to 40% are covered from other sources	30	
-- 11% to 25% are covered from other sources	15	
-- 10% or less are covered from other sources	0	

Applicant Organization: _____ Site Location Address: _____

Affordability – Part 1: Rental: What percentage of units are at rental cost less than 80% of CMHC Median Market Rent (MMR)? Homeownership: Percentage of homeownership units targeting households below 80% of Calgary Median income?			CMHC Median Market Rent (MMR) for the bedroom size and Zone in which the property is located. (See the CMHC Housing Market Information Portal at https://www03.cmhc-schl.gc.ca/hmip-pimh/en#TableMapChart/0140/3/Calgary) Per Statistics Canada, 80% of Calgary Median income is \$77,867.
-- Above 50% of the units		75	Percentage of units (also reflected in the proforma and CMHC Co-Investment spreadsheet): Score:
-- 46% to 50% of the units		45	
-- 41% to 45% of the units		30	
-- 31% to 40% of the units		15	
-- 30% of the units		0	
Affordability – Part 2: Rental: What is the average rental amount for those units at or below 80% of MMR? Homeownership: Average mortgage payment (including principal, interest, taxes, condo fees and homeowner's insurance) as a percentage of household income.			
Rental	Homeownership		Rental: Average rental amount for units at or below 80% of CMHC MMR: Homeownership: Average Mortgage Payment as a percentage of Household Income: Score:
-- Below 50% of CMHC MMR	Below 20% of Household Income	75	
-- Between 50-59% of CMHC MMR	Between 20-25% of Household Income	45	
-- Between 60-69% of CMHC MMR	Between 26-29% of Household Income	30	
-- Between 70-79% of CMHC MMR	30% of Household Income	15	
-- at 80% of CMHC MMR	Above 30% of Household Income	0	
Accessibility – What percentage of units meet accessibility standards?			See the CMHC Documents Section at http://www.calgary.ca/nonmarketland for a link to the Co-Investment Environmental and Accessibility Requirements

Applicant Organization: _____ Site Location Address: _____

-- Barrier Free common areas and 31%+ of units meet accessibility standards OR Full universal design and 21+ of the units meet accessibility standards.	75	<p>Check one:</p> <p>___ Barrier Free Common Areas OR ___ Full Universal Design</p> <p>Percentage of Units meeting Accessibility Standards:</p> <p>Score:</p>
-- Barrier Free common areas and 26-30% of units meet accessibility standards OR Full universal design and 11-20% of the units meet accessibility standards.	45	
-- Barrier Free common areas and 21-25% of units meet accessibility standards OR Full universal design and 1-10% of the units meet accessibility standards.	15	
-- Barrier Free common areas and 20% of units meet accessibility standards OR Full universal design and 0% of the units meet accessibility standards.	0	
Environmental Efficiency – What percentage reduction in operating energy consumption and greenhouse gas emissions will your project achieve?		See the CMHC Documents Section at http://www.calgary.ca/nonmarketland for a link to the Co-Investment Environmental and Accessibility Requirements
-- Construction Net Zero	75	<p>Percentage reduction in operating energy consumption and greenhouse gas emissions:</p> <p>Score:</p>
-- Over 55% reduction in operating energy consumption and greenhouse gas emissions	45	
-- 41-55% reduction in operating energy consumption and greenhouse gas emissions	30	
-- 26-40% reduction in operating energy consumption and greenhouse gas emissions	15	
-- Up to 25% reduction in operating energy consumption and greenhouse gas emissions	0	
Supporting Priority Populations – What percentage of units in your project are specifically dedicated to meeting the needs of priority groups or vulnerable populations?		See NHS Priority Areas for Action – Housing for Those in Greatest Need (link at http://www.calgary.ca/nonmarketland)
-- More than 50% of the units	75	<p>Priority Groups/Vulnerable Populations to be served by the project:</p> <p>Score:</p>
-- 36-50% of the units	40	
-- 21-35% of the units	30	
-- 1-20% of the units	20	
No units dedicated to meeting the needs of priority populations	0	

Applicant Organization: _____ Site Location Address: _____

Social Inclusion – Are integrated supports or services provided for the residents onsite?		
-- Full-time integrated supports/services for tenants onsite	50	Types of services to be provided for the tenants: Score:
-- Part-time integrated supports/services for the tenants onsite	25	
-- No integrated supports/services for the tenants onsite	0	
3790 Seton ONLY: Partnerships which integrate employment/job training or educational opportunities on site.	Up to 10 points may be awarded for proposals which align with the goals of the Area Redevelopment Plan.	Submitted materials will be evaluated based on the strength of partnership, proposed plan and outcomes, timeline and financing.

Total Score: _____

The total score, as verified by the City, will be used to identify the top project proposals for each site. However, in situations where one or more projects receive the same or similar scores, the City reserves the right to review the final selections to assure that the goals of the Corporate Affordable Housing Strategy and the National Housing Strategy are best represented across the portfolio.



Calgary



NOTE: Sales are restricted to experienced non-profit non-market housing providers for the purpose of developing affordable housing.

FOR SALE

198, 202 and 206 Saddleback Rd N.E.

Non-market housing development opportunity located within steps of the Saddletowne LRT station

LAND TYPE	EXISTING BUILDING AREA	COMMUNITY	SITE AREA	LAND USE
Residential	2,011 Square Feet	Saddletowne	13,242 Square Feet	R-2

Property Highlights

- Partially developed site with former temporary fire hall, which could be repurposed or demolished.
- 5-minute walk to parks and trails.
- 7 to 10-minute walk to schools.
- 10-minute walk to grocery, restaurant and shops.
- 1 block walk to Saddletowne LRT Station.

Financial info

LIST PRICE

\$362,574^{+GST}

APPLICATION PROCESS STARTS (ANTICIPATED)

January 15, 2020

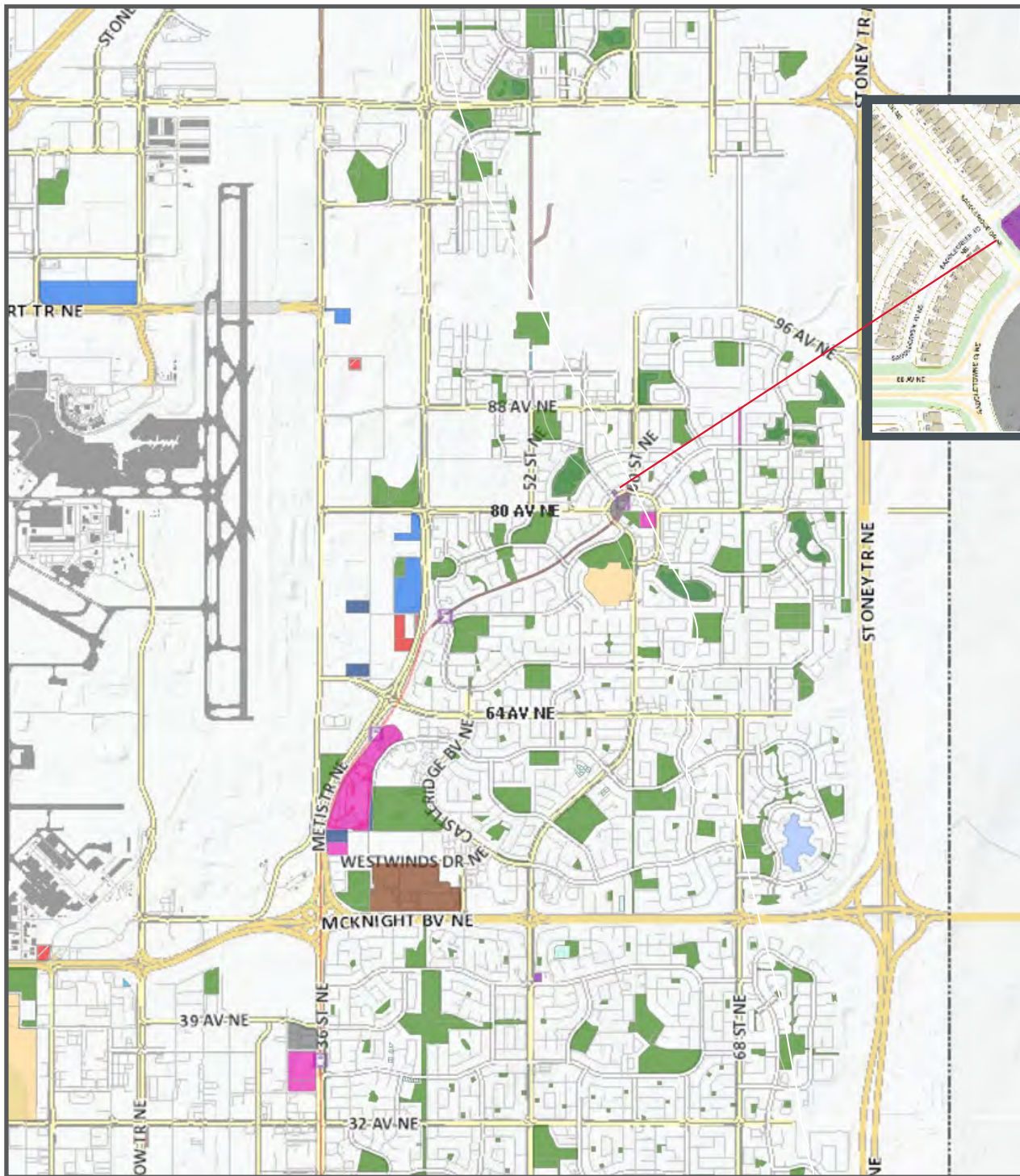
APPLICATION DEADLINE

March 27, 2020 at 4:00 p.m.

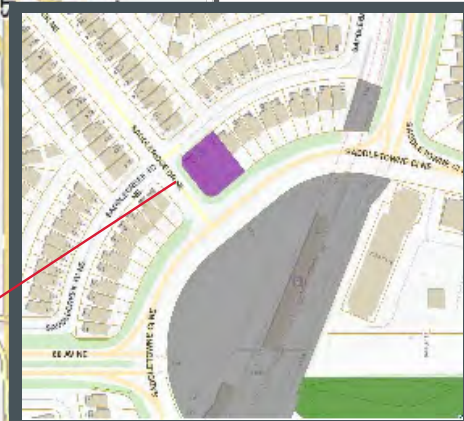
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18-01200746

Context map



Lot map



Note:

Three parcels, comprising one development site located in close proximity (<100 metres) of an LRT station. The Saddle Ridge Area Structure Plan notes that multi-residential development should be encouraged in close proximity to LRT Stations and major roads. It is conservatively estimated that between 4-18+ units of affordable housing could be developed at this site depending on land use.

Contact us



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Submit interest using the
Purchaser Application Form

**City of Calgary Real Estate &
Development Services**

Administration Building
3rd Floor (#195) 323 7 Ave S.E.
Calgary, Alberta T2G 0J1

To view all land sales and property listings, visit

calgary.ca/realestate

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Calgary



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34 Ave NE

FOR SALE

352 34 Ave N.E. Calgary AB

Non-market housing development opportunity located walking distance of Edmonton Trail and Centre Street, rapid transit and schools

LAND TYPE	EXISTING BUILDING AREA	COMMUNITY	SITE AREA	LAND USE
Residential	Vacant lot	Highland Park	7,603 Square Feet	R-C2

Property Highlights

- Vacant residential site in Highland Park.
- 10-minute walk to elementary and middle schools.
- 10-minute walk to transit, Edmonton Trail and Centre Street.
- 10-minute walk to employment opportunities.

Financial info

LIST PRICE

\$261,500^{+GST}

APPLICATION PROCESS STARTS (ANTICIPATED)

January 15, 2020

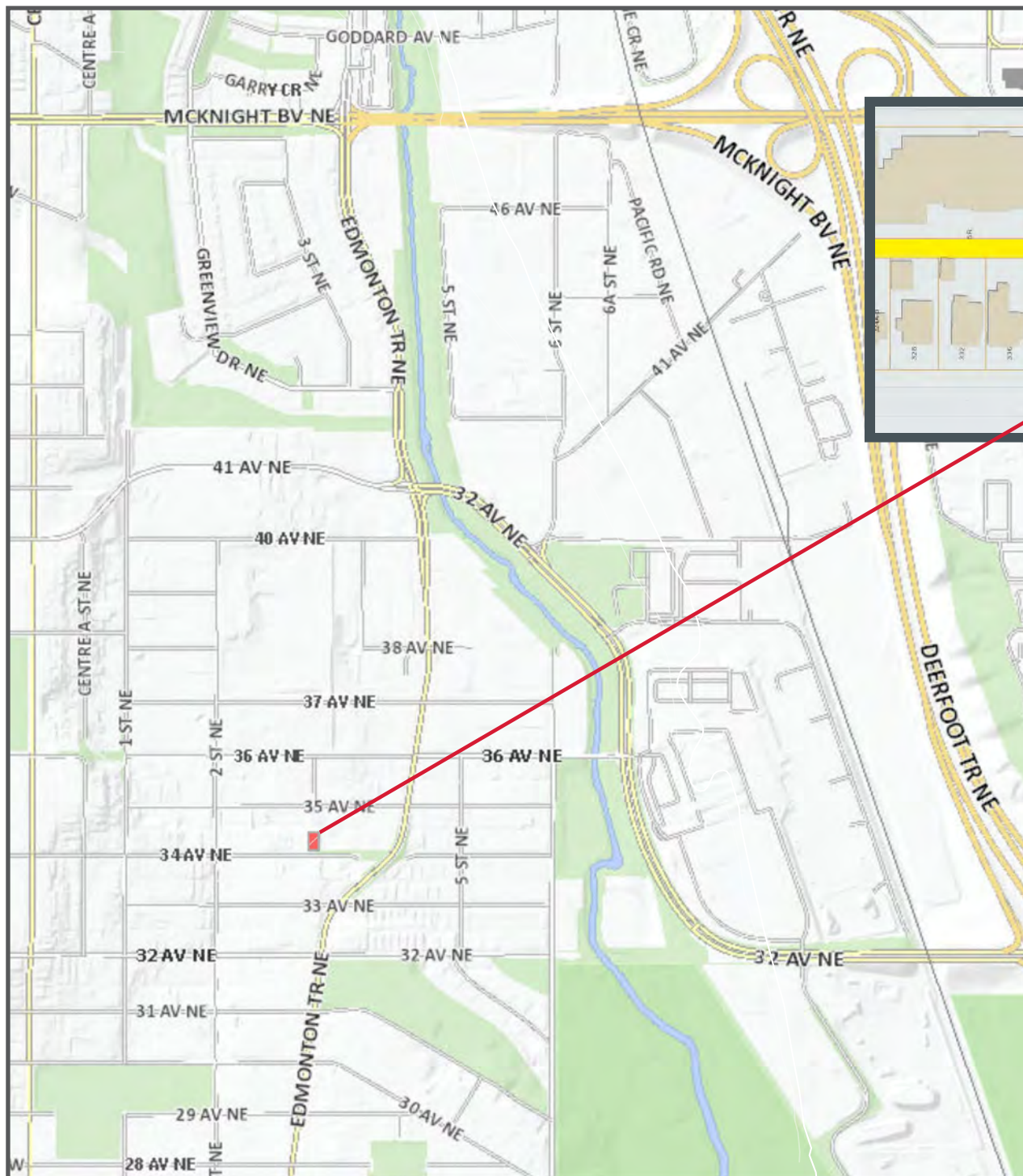
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March 27, 2020 at 4:00 p.m.

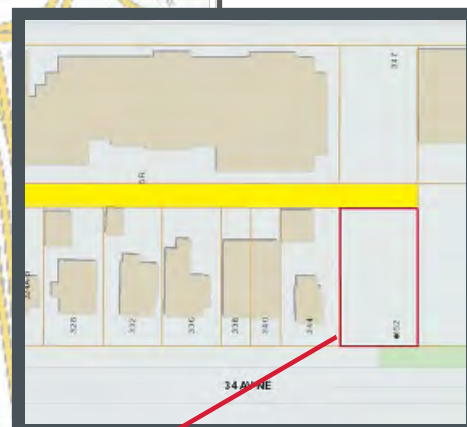
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18-01200746

Context map



Lot map



Note:

To allow for increased density, a potential land use change to MC-1 could allow for up to 10 units on this parcel, which is a district intended to be near or adjacent to low density residential development. Other properties along this street also have an MC-1 zoning designation. The parcel is in the community of Highland Park in which 2% of housing units are defined as affordable.

A subdivision plan for the adjacent alley (yellow) will be required prior to closing.

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**Calgary**

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17 St NW

16 Ave NW

FOR SALE

1730 16 Ave N.W. Calgary AB

Non-market housing development opportunity located along the 16th Ave corridor, immediately north of North Hill Shopping Centre, with easy access to amenities, employment and transit.

LAND TYPE	EXISTING BUILDING AREA	COMMUNITY	SITE AREA	LAND USE
Commercial	1,632 Square Feet	Capitol Hill	8,712 Square Feet	C-COR2

Property Highlights

- Decommissioned Enmax substation in Capitol Hill.
- BRT stop located on site.
- Pedestrian bridge with direct connection over Trans Canada Highway to North Hill Shopping Centre.
- 10-minute walk to elementary and junior high schools.
- 5 to 10-minute walk to transit (MAX Orange and Lions Park LRT).
- 5-minute walk to employment opportunities and various amenities.

Financial info

LIST PRICE
\$261,500^{+GST}

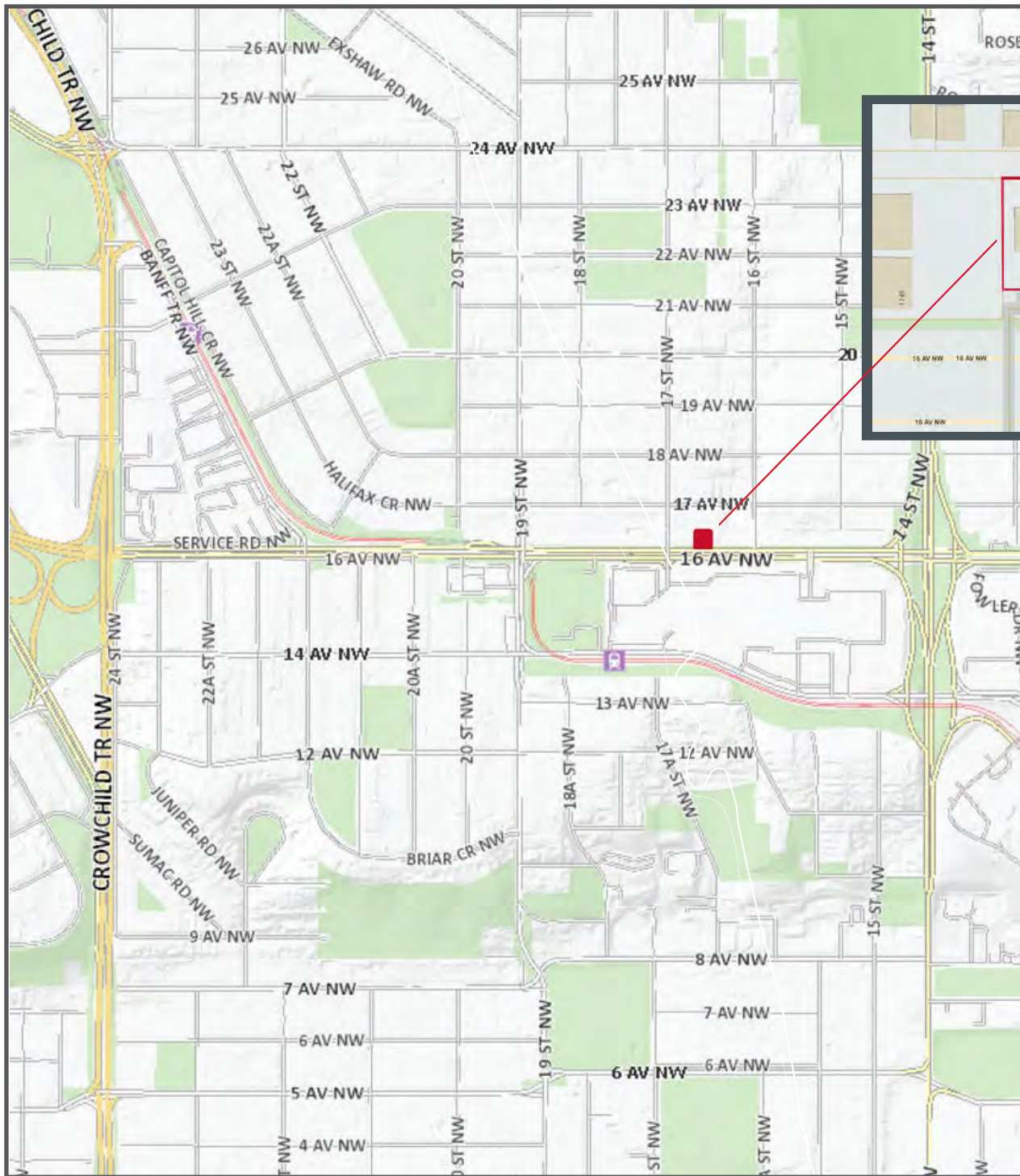
APPLICATION PROCESS STARTS (ANTICIPATED)
January 15, 2020

APPLICATION DEADLINE
March 27, 2020 at 4:00 p.m.

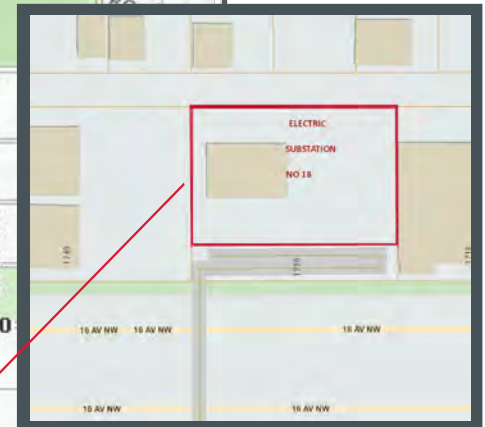
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18-01200746

Context map



Lot map



Note:

This site could provide a great opportunity for medium to high density housing. Currently, the North Hill Area Redevelopment Plan identifies the site as general commercial, with a height of 16 metres. With a parcel size of .2 acres, it is envisioned that with a land use change to residential with medium density, approximately 10-50 units of affordable housing could be developed on the site.

A road plan providing public access to the pedestrian bridge will be registered prior to sale.

Contact us



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Seton WY SE

Seton DR SE

FOR SALE

3790 Seton Dr. S.E. Calgary AB

Non-market housing development opportunity on a vacant site in Seton, within an Employment Precinct and in close proximity to the South Health Campus, transit, high school, recreation and library.

LAND TYPE Mixed use	EXISTING BUILDING AREA Vacant lot	COMMUNITY Seton	SITE AREA 81,021 Square Feet	LAND USE S-CRI (located in an Employment Precinct)
-------------------------------	---------------------------------------------	---------------------------	----------------------------------------	--------------------------------------------------------------

Property Highlights

- Vacant site in community of Seton.
- Employment (non-retail) opportunities encouraged as part of development.
- 10-minute walk to South Health Campus.
- 10-minute walk to high school.
- 10-minute walk to Seton Library and Recreation Centre.
- 5-minute walk to Grocery, Restaurant and shops.
- 1 block walk to transit (and future Green Line)

Financial info

LIST PRICE

\$1,536,744^{+GST}

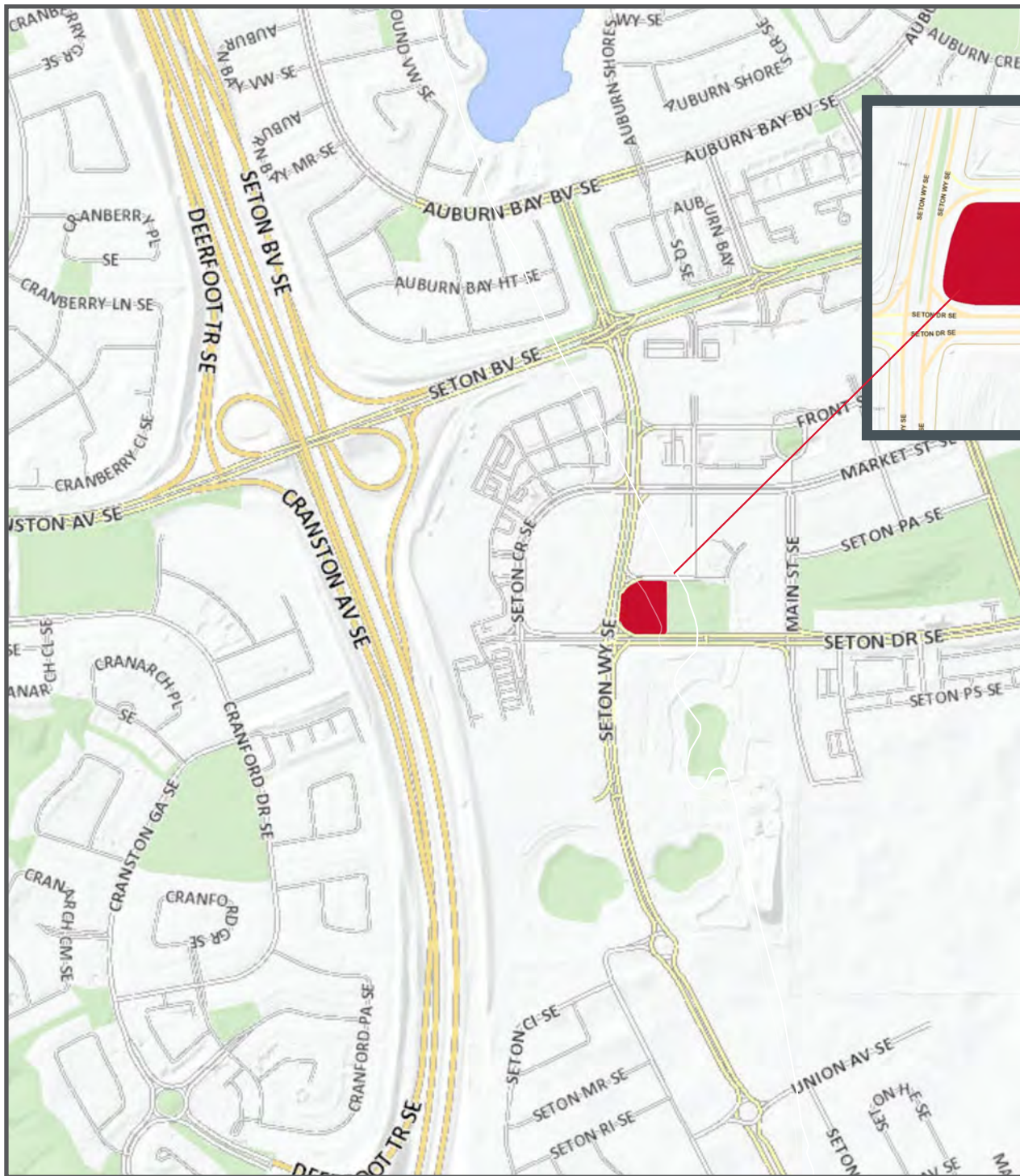
APPLICATION PROCESS STARTS (ANTICIPATED)

January 15, 2020

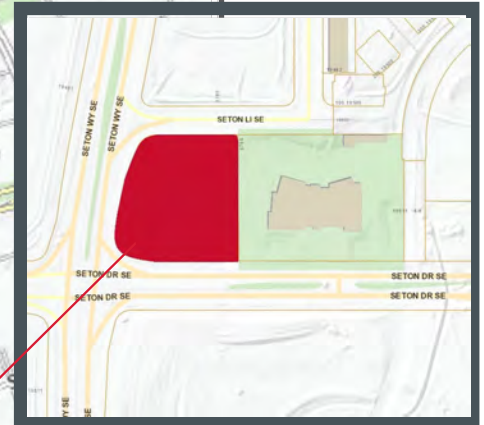
APPLICATION DEADLINE

March 27, 2020 at 4:00 p.m.

Context map



Lot map



Note:

Southeast Centre Area Structure Plan states that medium to high density housing can be accommodated within this Precinct, on a conditional basis, when combined with employment-intensive uses on other land within the Employment Precinct. This site presents a great opportunity for non-profit developers to partner with non-retail business uses, thus encouraging an employment component as part of the development.

The City will expect that a minimum of 40 units of non-market housing would be developed at this site. No affordable housing units currently exist within the community of Seton.

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Calgary



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Halifax Cr NW

20 Street SW

16 Ave NW

19 Street NW

FOR SALE

1711 20 Street N.W. Calgary AB

Non-market housing development opportunity on the 16th Ave corridor, adjacent to the new MAX Orange Line and close to the Lions Park LRT, shopping and employment opportunities.

LAND TYPE
Residential

EXISTING BUILDING AREA
2325 Square Feet

COMMUNITY
Banff Trail

SITE AREA
6,807 Square Feet

LAND USE
R-C1

Property Highlights

- Residential site in Banff Trail.
- Former Fire admin building, which could be re-purposed or demolished.
- 10-minute walk to elementary schools.
- 5 to 10-minute walk to transit (MAX Orange and Lions Park LRT).
- 10-minute walk to employment opportunities and various amenities.

Financial info

LIST PRICE
\$261,500+GST

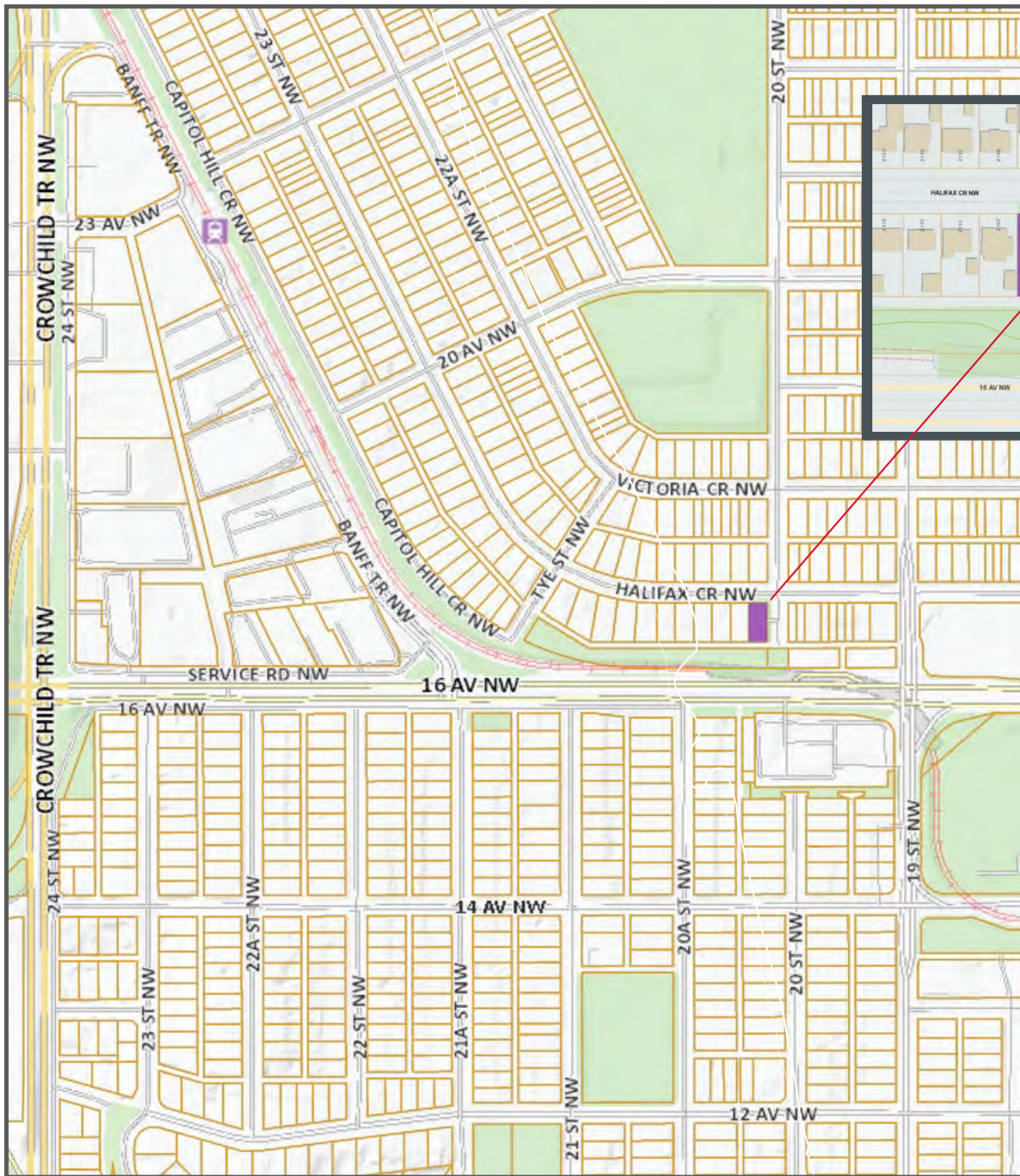
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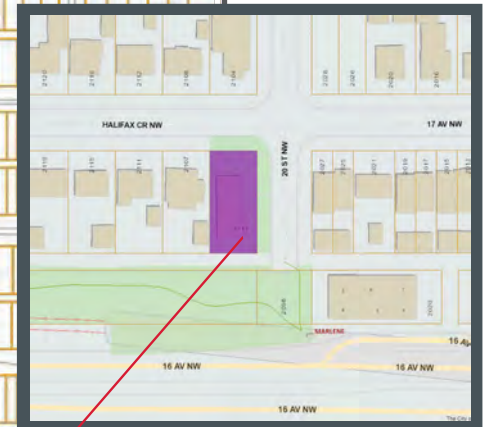
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18-01200746

Context map



Lot map



Note:

The parcel is outlined as Medium Density Low-Rise within the Banff Trail Area Redevelopment Plan, which allows for 3-4 storey buildings that are in context with the existing character of the neighbourhood. The maximum height outlined in the Area Redevelopment Plan is 12 metres. With a parcel size of .156 acres, it is envisioned that with a land use change to the Multi-Residential – Contextual Low Profile (M-C1) District, up to 9 units of affordable housing could be developed.

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Calgary, Alberta T2G 0J1

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