

Fall 2024 Presentation

EllisDon Community Builders



Agenda

- About EDCB
- EDCB Base Design
- Housing as Infrastructure

About Us

Community Builders is an EllisDon division addressing Canada's housing crisis. We help NPOs, Indigenous groups and municipalities develop affordable and supportive accommodation their communities can be proud of.

What We Do

Advisory:

- Feasibility Analyses
- Preliminary Development Reports
- Funding Applications
- Owner Representative
- Risk Mitigation

Development Management:

- Partnerships and Procurements
- Design and Construction
- Arranging Financing
- Technology & Sustainability
- Asset Management

Developer:

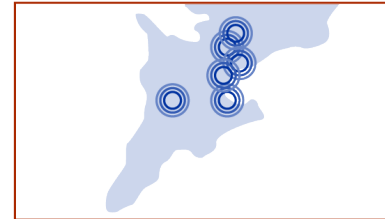
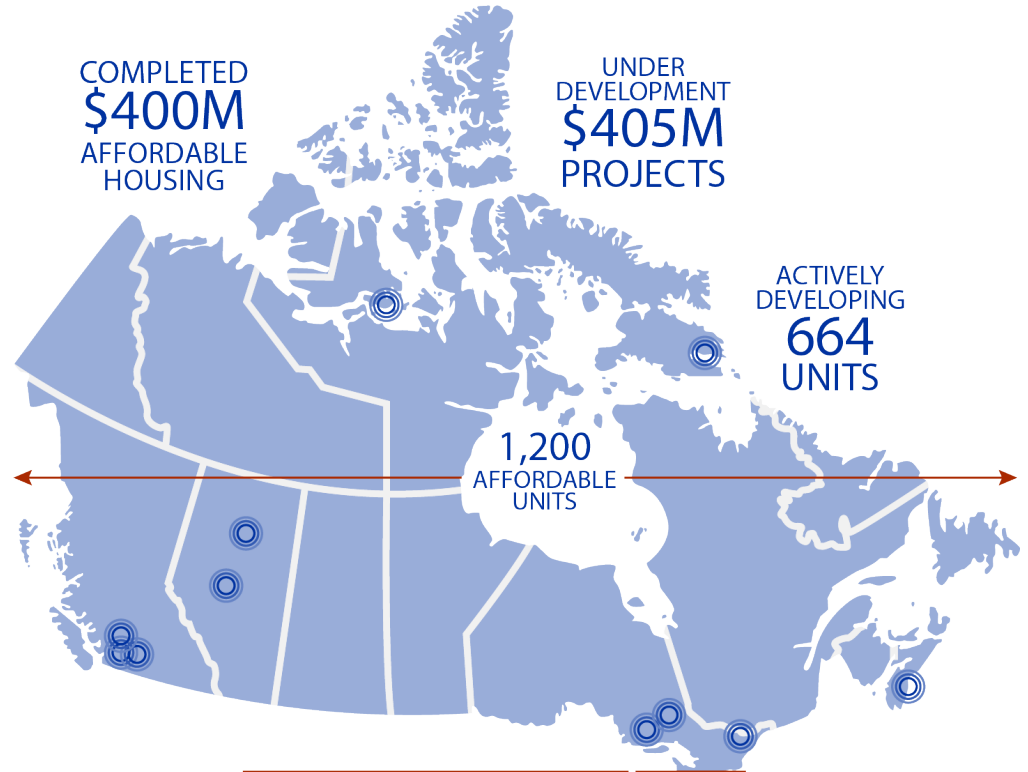
- Infrastructure Delivery Model



Project Delivery Experience

Our projects feature various:

- General Contractors
- Built forms
- Delivery models
- Scales



EDCB Base Design

Community Builders is proud to be a semi-finalist in CMHC's Housing Supply Challenge.

Housing Supply Challenge Round 5: Level Up

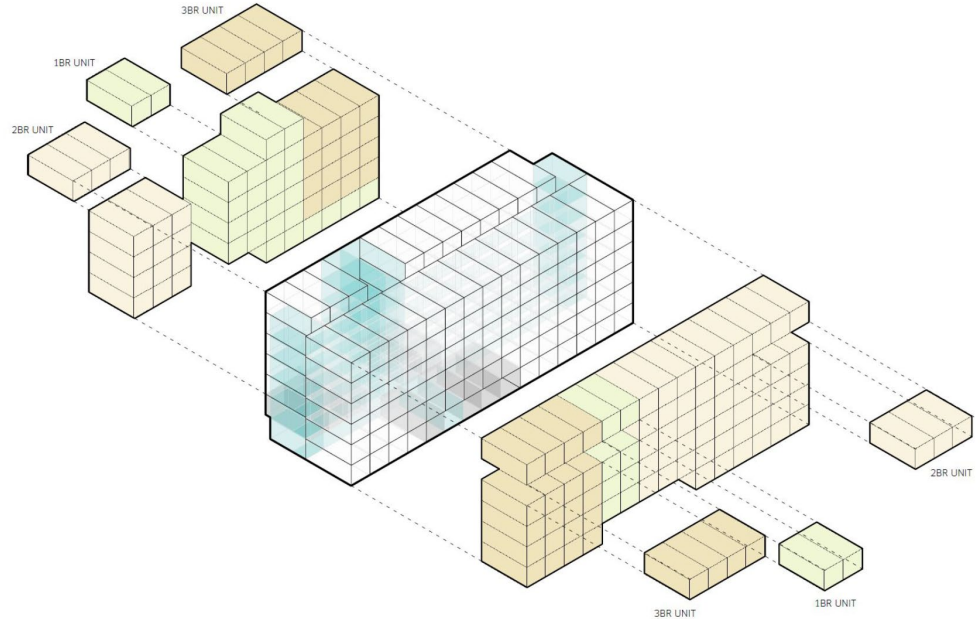
The goal of the Challenge is to:

- Mobilize innovators to unlock significant change in housing productivity
- Establish cross-sector “solver” communities
- Accelerate housing delivery
- Create the conditions to scale proven solutions that grow the supply of high-quality housing options



Base Design

- Achieves all CMHC AHF requirements re: energy efficiency, GHG emissions, and accessibility from the onset
- Offers certainty at an early stage across technical and financial aspects of a project
- Allows for quick & realistic proforma development
- Lowers upfront consultant design costs
- Shortens predevelopment schedule



EDCB Template Design



EDCB Template Design



EDCB Template Design

One Bedroom Unit



500-550 sf

Two Bedroom Unit



750-850 sf

Three Bedroom Unit



950-1100 sf

EDCB Template Design



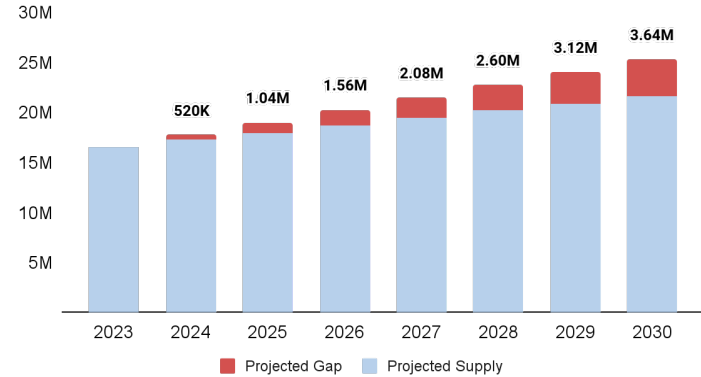
Housing as Infrastructure

A scalable, multi-site development framework that can be used to deliver housing like we do social infrastructure.

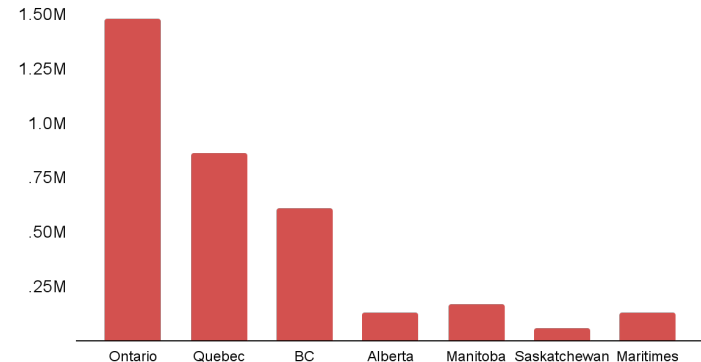
Canadian Housing Supply

- Supply trendline is expected to yield 200 -300K new housing units annually to 2030
- National population growth trends command 700 -750K new housing units annually
- Resulting annual gap of ~500K additional housing units is projected to culminate to 3.64M by 2030
- Ongoing interest rate and inflation environment expected to put downward pressure on near -term market supply
- Ontario, Quebec, and British Columbia account for ~85% of the 2030 shortfall

Canadian Housing Supply (Projected)

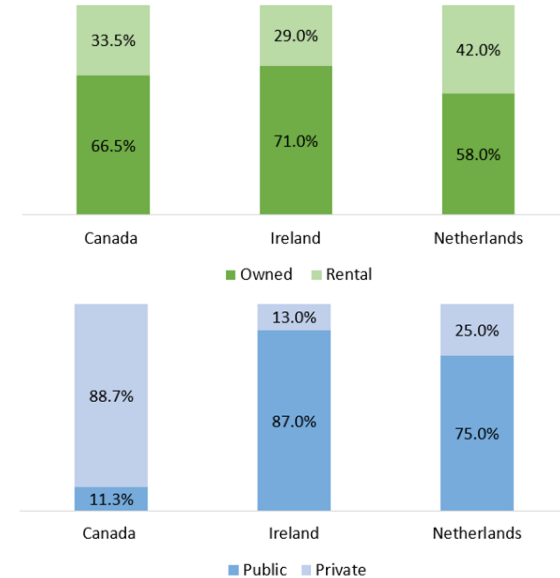


Provincial Supply Gap (2030)



International Comparison

	Canada	Ireland	Netherlands
Housing as a Human Right	✓	Ongoing	✓
Population	38,638,445	5,087,055	17,238,073
Total Homes	14,978,940	2,124,590	7,891,786
Owner Occupied	66.5%	71.0%	58.0%
Rental	33.5%	29.0%	42.0%
Rental - Public	565,420	536,034	2,485,913
(%) of Total Rentals	11.3%	87.0%	75.0%
Per Capita	0.01	0.11	0.10
Rental - Private	4,452,525	80,097	828,637
(%) of Total Rentals	88.7%	13.0%	25.0%
Per Capita	0.12	0.02	0.03



79% of Toronto rental housing owned privately. Toronto Community Housing (TCH) holds 15% share with social housing accounting for remaining 6%.

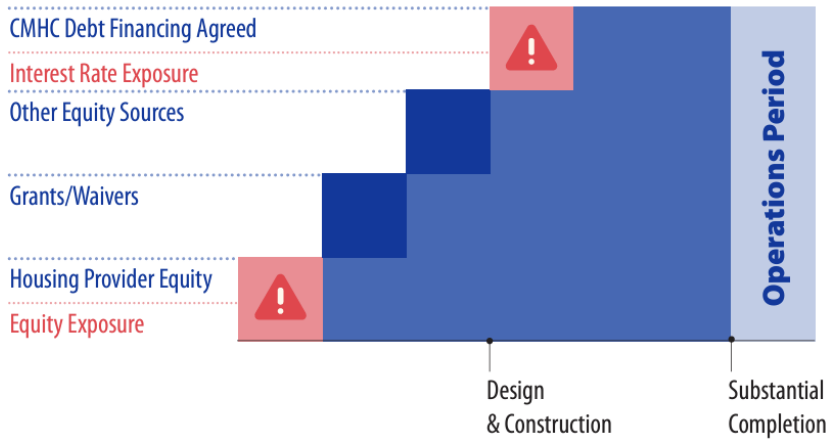
Delivery Model Comparison

	Public Assets	Housing as Infrastructure	Real Estate
Structure and Scope	Raise private construction financing Equity invested at a predetermined IRR Potential operating obligations		Development partnership obligations Informalized process across Canada Lease-up and operating responsibilities
Client / Counterparty	Governmental Authority	First Nation, Municipality or Non -Profit	Private Development Partner
Project Ownership			Private Development Partner
Certainty	Fixed-Price/Schedule construction & O&M		No single source of responsibility during project life
Scale	Structure allows for delivery at -scale, including multi -site		Site-specific process
Financing	Financing amounts, rates, schedules, terms & conditions are all known prior to construction start		Debt financing amounts & rates are uncertain until first draw (under COI)

Proposed Model

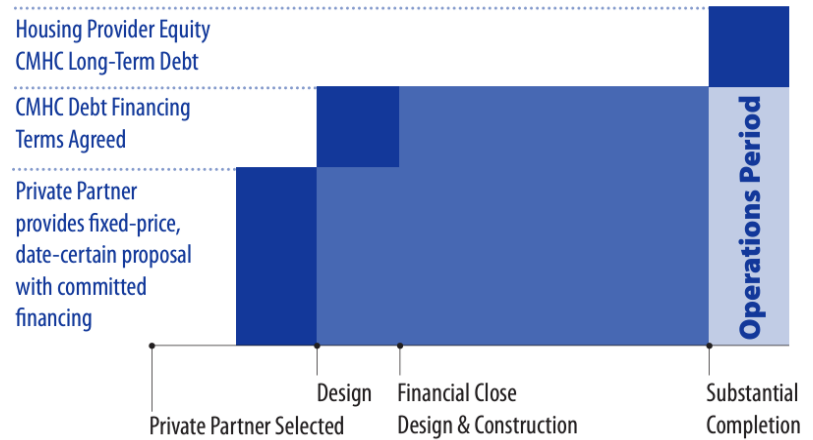
Current Models

- ⚠️ Less scalable (individual sites)
- ⚠️ Equity exposure
- ⚠️ Uncertain costs and schedule
- ⚠️ Lack of Certainty Regarding Equity
- ⚠️ Interest rate exposure until first draw



Housing as Infrastructure

- ✅ Fully scalable for regional developments
- ✅ Risk transferred to Design-Builder
- ✅ Equity invested only after units delivered
- ✅ Certain costs and schedule
- ✅ Financing terms agreed pre-construction



City of London: RHI Projects (Design-Build)



122 Base Line Rd W, London, Ontario

- 61 Residential Units
- Completed within RHI req (1 yr)
- Panelized modular system used
- Consistent design & consultant team used



403 Thompson Rd, London, Ontario

- 44 Residential Units
- Completed within RHI req (1 yr)
- Panelized modular system used
- Consistent design & consultant team used



345 Sylvan St, London, Ontario

- 42 Residential Units
- Completed within RHI req (18 mo)
- Panelized modular system used
- Consistent design & consultant team used

BC Housing: Penticton Project

Design-Build-Finance

- EllisDon & BC Housing collaborated to deliver this project for working singles, couples, families, and seniors
- Completed under a Design-Build-Finance model, with EllisDon responsible for turnkey delivery & construction financing
- Take-out occurred at project completion, through a forward purchase & sale agreement with BC Housing



Client	BC Housing
Contract	DBF
Size	42,000 sq.ft.
Units	40 residential, 2 commercial
Status	Completed & Delivered

Ireland Social Housing: DBFM

- Six-year Social Housing Strategy aimed at providing 35,000 social housing units, with ~10% (3,500 units) delivered via Public-Private Partnership (P3) delivery model
- Each bundle contains sites from various municipalities that are publicly owned with appropriate permissioning & servicing in-place
- Private partners responsible for all design-build-finance-operate-maintain scopes related to the projects for a period of 25 years, with established benchmarks for maintenance, lifecycle, and handback

	Bundle 1	Bundle 2	Bundle 3	Bundles 4-5	Bundle 6
Delivery Model	DBFOM	DBFM	DBFOM	DBFOM	TBD
Homes	534	465	441	1600	600
Sites	6	8	6	18	9
Capex (\$CAD)	\$181M	\$213M	\$223M	TBD	TBD
D:E Ratio	90:10	93:7	TBD	TBD	TBD
Status	Complete	Complete	Procurement	Procurement	Pre-Procurement

