

Conditional Offering Affordable Housing Development

302 Balmoral Avenue North, Hamilton

Project Objective

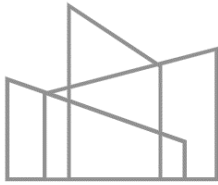
Long-term lease agreement for affordable residential development at 302 Balmoral Avenue North, Hamilton (the “Subject Site”) that:

- Advances the City’s [Housing and Homelessness Action Plan](#) and [Housing Sustainability and Investment Roadmap](#)
- Supports the creation of affordable rental housing that supports equality and equity for all Hamiltonians;
- Fosters holistic community development;
- Showcases excellence in urban design and high-performance building construction;
- Integrates the new development with the existing neighbourhood.

Offering Parameters and Mandated Conditions

1. Financial Requirement

The Subject Site is being offered on the basis of a long-term ground lease* (the “Lease”) with nominal annual rent. A nominal value lease arrangement is predicated on the condition that the proponent(s) is a non-profit housing provider. **Alternate disposition structures will be explored for indigenous led housing providers during the offering process as further outlined below.*



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2. Suitable Development

Preliminary modelling indicates that a suitable development for this site may consist of a triplex with a mix of one-, two- and three-bedroom units, subject to planning application approvals including a Zoning By-law Amendment.

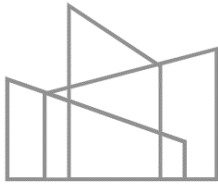
3. Affordable Housing Supply and other Minimum Requirement Conditions

- a) Any offer is conditional on the development of affordable housing in accordance with the following Affordable Housing Supply Schedule (the “AHSS”):

Tier	Unit Type, Tenure	Mandated Rental Rate
Minimum 30% of units must be affordable	Family sized units are preferred, a minimum of 3 units are to be achieved*	Maximum 80% of Average Market Rent

*Subject to zoning approvals.

- b) Residential units within the development that meet the AHSS parameters shall be considered “affordable units” by the City. The City will not accept offers that propose alternate definitions and must adhere to the AHSS.
- c) In all cases, at least 30% of all units within the entire project must be allocated as affordable housing in accordance with the AHSS.
- d) All offers must designate a team member as an “operator” that has experience delivering, administering, and operating affordable housing in Canada.
- e) Tenants shall be Indigenous households.
- f) The proponent shall use a sub-tenant sourcing program along with screening and eligibility criteria approved by the City of Hamilton, including but not limited to potential use of the City of Hamilton’s centralized waitlist, provided Council Approved subsidies become available.



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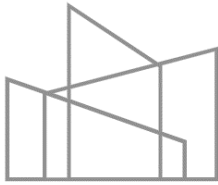
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- g) All affordable units must be committed to the above Schedule (AHSS) and for a minimum term of 40 years, which shall be consistent with the negotiated lease term or alternate agreement.
- h) Average Market Rent (AMR) shall be as defined in the most recent Affordability Threshold for Rental Housing, City of Hamilton, set out in the [Affordable Residential Units for the Purposes of the Development Charges Act, 1997 Bulletin](#). The maximum threshold is the lower of the market-based and income-based definition.
- i) Rents may only be increased annually by the Provincial Rent Increase Guideline amount, regardless of unit turnover.
- j) Preference will be given to:
 - i. Projects that meet or exceed the minimum affordability requirements.
 - ii. Projects that include family-sized units.
 - iii. Projects in which the proponent is an indigenous-led housing provider, or projects in which the proponent has demonstrated experience delivering housing for indigenous households.

4. Site Conditions

The land is being offered “as is”. The tenant shall be responsible for managing and funding the entire capital cost of all site condition requirements, including, but not limited to, any environmental issues, necessary on-site and off-site servicing, grading, geotechnical, etc.

- a) Laneway access to the rear of properties fronting on Barton Street East is to be maintained. It is not included in the property offering.
- b) It is anticipated that a small portion of the side and rear yard will need to be maintained as part of the laneway to provide adequate laneway width for emergency vehicle maneuvering.



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c) Frontage and access from Balmoral Avenue North.

5. Regulatory Requirements

The site is currently zoned U3 (Parking) and a Zoning By-law Amendment is required to permit residential development.

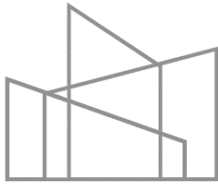
In proceeding with development, the successful proponent shall be responsible for meeting all applicable regulatory requirements imposed by any level of government or conservation authority. The proponent is responsible for all zoning amendment, minor variance, site plan and building permit applications and approval processes required to implement its development plan. The City's ability to support these applications will be discussed with proponents during the offering process.

As related to this offering, the City cannot guarantee any concessions to exempt the subject lands or development project from typical application fees, development charges, permitting requirements or taxation that may be applicable to the proposed project. Additional information related to existing programs and legislated exemptions for non-profit housing or affordable housing development can be provided to proponents. The successful proponent will be responsible for ensuring that the eligibility requirements for any available incentive programs and/or exemptions are met.

6. Additional Capital Funding

The City is willing to be named as a "co-investor" for any applications being made for upper-tier government capital funding or financing to build the affordable housing units. However, only the value of the land may be counted as co-investment capital contributions if/when applying for upper-tier government loans or grants.

It is the responsibility of the tenant(s) to make appropriate accounting and legal arrangements to satisfy the funding agency's application submission and due diligence requirements.



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7. Obligation to Deliver

The Lease or alternate Agreement shall contain requirements for the provision of the affordable units over the 40-year term, or longer as negotiated, based on the minimum affordability requirements, unit mix and tenure proposed.

Development milestones shall be specified in the Lease or alternate Agreement to ensure timely delivery of the affordable units. The entire development must be completed by no later than 3 years following the execution of the Lease or alternate Agreement unless it can be reasonably demonstrated that completion is imminent or that the delay is a result of extraordinary circumstances. Failure to deliver within this timeframe will constitute termination pursuant to the terms of the Lease or alternate Agreement.

8. Reporting and Consent Requirements

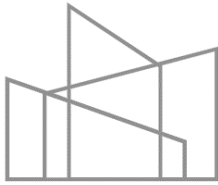
Every three (3) months, the successful proponent shall provide the City's Housing Secretariat with a written project progress update that includes projected milestones for land development, financing, construction, and operations management activities, with particular emphasis on specific steps that require City participation as either a named co-investor or operating partner.

The first update report shall be submitted within two (2) months of Lease or alternate Agreement execution, or not less than one (1) month prior to making a planning application submission, whichever is earlier.

Post-construction, the successful proponent shall be required to submit annual reports confirming the continuation of the minimum affordability requirements, in accordance with the Affordable Housing Supply Schedule and if applicable, the City's Affordable Housing Development Project Stream guidelines. Such reporting requirements will also be included in the terms of the Lease or alternate Agreement.

Submission Objectives and Requirements

The City wishes to encourage proposals that showcase excellence in urban design, high performance building construction, sustainability and connectivity with the



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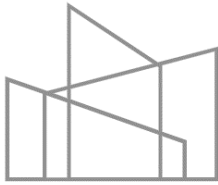


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community, and that advance the City's commitment to the Housing Sustainability and Investment Roadmap. Proponents may submit for any individual lot or multiple lots.

An expression of interest may be accepted up to **3pm EST on June 30th, 2026**, and must include:

- 1) Capability and Qualifications, including:
 - a) Demonstrates proven track record of developing Indigenous non-profit affordable housing;
 - b) Provides examples of other Indigenous affordable non-profit housing projects the proponent completed within the past 10 years in Canada.
- 2) Proponent information and status as a non-profit housing provider. Submissions will not be considered without the following **mandatory** information provided including:
 - a) An overview of the company, Board of Directors, subsidiary corporations and their Boards and expertise;
 - b) A copy of the organization's most recent audited financial statement demonstrating that they are in good financial standing;
 - c) A copy of the incorporation documents demonstrating that the proponent is a non-profit and that operating affordable housing is part of its mandate;
 - d) A certificate of status indicating that the corporation is in good standing, valid within the last 3 months; and,
 - e) Examples of other affordable housing projects that have been completed by the proponent within the past 5 years in Canada.
- 3) Concept sketches/development layout, which may be amended based on additional information provided in the data room. Including the following:
 - a) Preliminary concept sketches/development layout, if available;
 - b) Number/location of affordable units committed; and,



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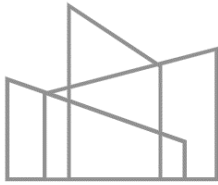


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- c) Information on any intended features or use of techniques and technologies that promote environmental sustainability.
- 4) Development presentation and description that is compatible with the surrounding neighbourhood, including:
 - a) Development schedule identifying milestone dates.
- 5) Description of how the project meets or exceeds the affordable housing requirements set out in this offering, including:
 - a) Depth of affordability (i.e. percentage of average market rent) and unit types;
 - b) Target population(s), as identified on the City's Affordable Housing Development; Project Stream webpage or Housing Needs Assessment, that the project will address (Note: Preference will be given to proposals focusing on housing for Indigenous populations.);
 - c) Committed funding and sources, and/or intended financing strategy; and,
 - d) Proforma model demonstrating feasibility of the proposed project based on a nominal land lease offering.

Post Submission Details

1. City reserves the right to choose any proposal or reject all offers and issue a new call for proposals.
2. City will prioritize proposals **on the basis of committed affordable units and ability to address the needs of target populations.**
3. City anticipates conducting meetings with shortlisted potential non-profit housing providers to discuss topics that may include, but not be exclusive to, delivery of affordability objectives, proposed design, the partners' commercial relationship, phasing, financing plans, sustainability measures, accessibility targets, and affordable housing management experience.



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4. The selected non-profit housing provider(s) will enter into a Ground Lease Agreement* with the City for the Subject Site(s), which shall include conditions related to development milestones. *Alternate disposition structures will be discussed with indigenous-led housing providers.