

# VANCITY COMMUNITY INVESTMENT BANK

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Hamilton Housing and  
Homelessness Advisory  
Committee (HHAC)



## WHO WE ARE

We are Vancity Community Investment Bank (VCIB), a values-driven bank on a mission to finance a greater tomorrow.

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Operating since 1997 as Citizen's Bank of Canada, VCIB re-launched in 2017. We are the only Canadian bank dedicated to partnering exclusively with organizations focused on driving positive social, economic, and environmental change.



We were born from  
the community-first  
finance model  
sharpened over  
seventy years by  
Vancity, a financial  
co-operative with  
over half a million  
members.

## SHAPING CHANGE THROUGH FINANCE

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### With that, we bring:

- ✓ A deep knowledge of social purpose real estate
- ✓ Experience working with “socially focused” organizations
- ✓ A deep understanding of the social impact space
- ✓ Subject matter expertise in clean energy

Our goal is to bring that depth of experience forward and marry it with purpose-driven action through effective partnerships.

By putting the tools of finance to use in the right way, we will become a partner with our clients in driving change.





## VALUES-DRIVEN BANKING

We are proud to be part of a movement dedicated to driving long-term positive change in our communities. We put people and the planet first, and so do our partners.

- ✓ **We help organizations help people**  
Inclusion, financial and otherwise are critical to healthy communities
- ✓ **We invest in arts, culture and community spaces**  
to promote creative social engagement, inclusion, and innovation in communities
- ✓ **We support businesses and social enterprises that are doing things with both purpose and profit in mind**, such as organic and low-impact food production or recycling materials

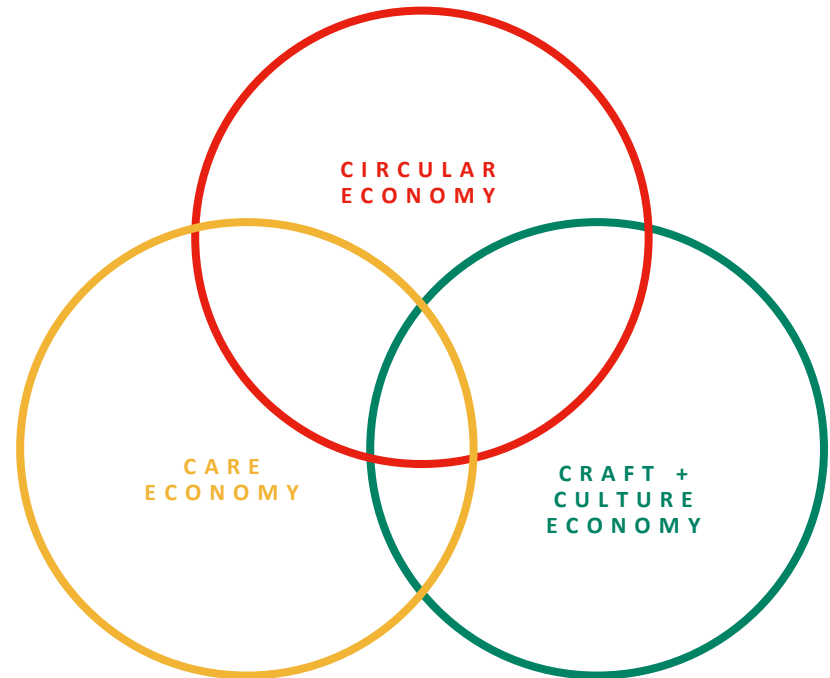
## FOR A BETTER WAY FORWARD.

## WHO WE SERVE

We are the first and only values-driven bank in Canada focused exclusively on emerging economic areas including: the environment, building local sustainable businesses, and support for the arts.

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The Circular, Care and Craft economies will create opportunities for long term sustainable community growth.



# BANKING CHANGE TARGET SECTORS

1



## AFFORDABILITY

Prioritize push into affordable housing and working spaces

2



## CLEAN ENERGY

Our acquisition of CoPower positions us to lead on clean energy opportunities

3



## IMPACT BANKING

A full suite of products for social enterprises – launching in 2020

CoPower, Inc. is a wholly-owned subsidiary of Vancity Community Investment Bank. CoPower Inc. is an exempt market dealer registered in Alberta, British Columbia, Manitoba, Nova Scotia, Ontario, Québec, Saskatchewan, and the Yukon (the “Permitted Jurisdictions”). Investment products purchased through CoPower are not insured by the Canada Deposit Insurance Corporation or any other government insurer or by VCIB.



**3.3 Million  
Canadians live in  
homes that are  
unaffordable,  
overcrowded,  
substandard  
– or all three.**

GTA FOCUSED

## COMMERCIAL REAL ESTATE

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VCIB is working with organizations who focus on the building and development of real estate for social purposes including:

- ✓ Affordable housing
- ✓ Co-operative housing
- ✓ Co-working spaces
- ✓ Heritage buildings
- ✓ Green eco-efficiency buildings
- ✓ Buildings for social enterprise and not-for-profit organizations





## Trillium Housing

### Bridging gaps in the housing market.

VCIB provided construction financing for The Loop, a 33-unit townhouse complex in Toronto and the first project by Trillium Housing. Through the share equity Trillium Mortgage, the non-profit social enterprise bridges the gap between the cost of entry level housing and what modest income families can manage.

- 33 families financed with Trillium Mortgages
- \$500 in average monthly savings per household



## Artscape Launchpad

### Keeping communities affordable for artists.

VCIB is proud to enable Artscape's pioneering work in creative placemaking, a practice that views the arts and culture as powerful catalysts for change. By financing Artscape's three latest projects in Toronto, VCIB is helping provide affordable living and working spaces for artists, as well as community cultural hubs and performance spaces.

- 106 new units of affordable housing
- 35,370 square feet of social purpose real estate

Source: Rendering by Norm Li, courtesy of Quadrangle.



## PNLT

### Supporting community ownership of land.

To Toronto's affordability crisis, Parkdale Neighbourhood Land Trust offers a powerful response: community ownership and stewardship of land. With support from VCIB, as well as public and community partners, PNLT's charitable arm was able to make its first acquisition: a 15-unit rooming house, now permanently preserved as affordable housing.

- 15 units of deeply affordable rental housing preserved for the long-term.





## OUR CLIENT

# CONNECT HAMILTON HOLDINGS LTD.

Funded December 2019

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### Transaction

- \$11,500,000 commercial mortgage financing provided by VCIB secured by a 6 home (each with 7 bedrooms) condo-like transitional rehabilitation complex (total of 42-bedroom) located at 8 Columbus Gate, Stoney Creek, Ontario
- Property is a newly built transitional rehabilitation complex where individuals with acquired brain injuries (ABI) and stroke will live for a period of time, while they redesign their lives with long-term goals of transitioning to into less dependence, making their lives better and effectively saving a lifetime of care costs.

### Proof point

- ✓ Demonstrates VCIB's dedication to working with values-aligned organizations and supporting development within the City of Hamilton

“The Greater Golden Horseshoe is the economic engine of our province, generating more than 25 per cent of Canada’s Gross Domestic Product. Right now, approximately 9.2 million people, or 25 per cent of Canada’s population, live in this area and that number keeps growing – fast. . . . We heard the government should facilitate the building of affordable housing options near transit to prevent sprawl and protect agricultural lands.”

**Source: More Homes, More Choice; Ontario’s Housing Supply Action Plan**



## OUR COMMITMENT

# HELPING TO SOLVE THE HOUSING CRISIS

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"45 per cent of renters [in Hamilton] are living in unaffordable housing and using a disproportionate amount of their income just for shelter."

**Source: Social Planning and Research Council of Hamilton**

"Our government wants to put affordable home ownership in reach of more Ontario families, and provide more people with the opportunity to live closer to where they work."

**Source: [news.ontario.ca](https://news.ontario.ca)**

- **Steve Clark, Minister of Municipal Affairs and Housing**

OUR COMMITMENT

# WHAT'S NEXT FOR VCIB IN HAMILTON

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1



## MUNICIPAL ENGAGEMENT

Meeting with key City of Hamilton stakeholders, like the HHAC, to learn more about your needs & objectives

2



## COMMUNITY OUTREACH

Building meaningful relationships and partnerships within the Hamilton community

3



## FINANCING SOLUTIONS

We hope to provide financing solutions to support the City of Hamilton's need for affordable housing



# BANK ON CHANGE

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# EXECUTIVE CONTACT INFORMATION



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