

Dear Chair and Members of the Audit, Finance and Administration Committee,

We are writing to you on behalf of Vantage Developments (“Vantage”) to express our appreciation of the commitment of the Audit, Finance & Administration Committee (the “Committee”) to appropriately assess the severe impact of a near term reduction to the CIPA development charge rebate.

As we articulated in our February delegation, Vantage is committed to bringing new, high-quality, urban housing to Hamilton. Vantage wants to be a significant contributor to the continued evolution and growth of the city. We deliberately chose Hamilton as the location of the firm’s first project, which is expected to include 380 units. However, when compounded the realities of current and projected medium-term market conditions, a reduction in the CIPA exemption would delay this project indefinitely.

Across Canada, development activity is at lows not seen since the 1990s housing crash. The few pockets of optimism are made possible by partnership between the private and public sectors. As I am sure you are aware, sales of new condominium units in Hamilton in 2023 are at 10 year lows, and that is with the full 40% exemption. Vantage is deeply concerned the number of new condominium project launches will continue to trend downward without the full exemption remaining in place. In this scenario, we all lose, as the elimination of new development also constrains the tax productivity of land.

As city builders, we are eager to do our part to enhance the urban fabric and provide the City with expanded tax resources to re-deploy into the community. It would be immensely unfortunate for the City of Hamilton to miss out on the substantial increase in the long-term, recurring tax base.

In summary, we are encouraged by the engagement of the Committee to appropriately analyze the severity of the proposals tabled to date, and we trust that Council will act in the best interest of the local resident base. Vantage is willing and able to be of assistance in any capacity in an effort to continue our collaboration of the joint mission of growing Hamilton.

Thank you,

Vantage Developments



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Alan Leela, Partner



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Shamil Jiwani, Partner