Housing Catalyst:

Navigating the Shifting Landscape of Non-Profit Housing

Community Futures East Kootenay

WELCOME & AGENDA

CFEK

- 10:00am to 10:15am: Welcome & Introductions, Goals for the Day
- 10:15am to 11:30am: Opening Roundtable (5 - minutes per organization)
- 11:30am to 12:00pm: Partnership Announcement
- *12:00pm to 1:00pm: Lunch & networking*
- 1:00pm to 2:00pm: Navigating Funding Resources Panel
- 2:00pm to 2:30pm: Project Stages – Current Status of East Kootenay Projects
- *2:30pm to 3:00pm: Networking Break*
- 3:00pm to 3:30pm: Connect & Collaborate – Create Opportunities for Project & Organization Alignment
- 3:30pm to 4:00pm: Closing & Takeaways

Welcome & Introductions, Goals for the Day

CFEK

- Welcome & Introductions From Our Hosts
- Goals For Today
    - *Organization Updates – your wins, challenges, support needed, collaboration opportunities.*
    - *Funding Landscape Shifts - what's changing & what it means for our sector*
    - *How We Move Forward Together – Real conversations, practical next steps, connections & collaborations.*
    - *Anything To Add?*
- Be Present Your Way
    - *Move Around & Step Outside If Needed*
    - *"Fidget Toys" – Fidget toys act as vital neurological self-regulation tools that help individuals enhance focus, reduce anxiety, and manage sensory input by channeling restless energy into passive, repetitive hand movements. Disclaimer – it can be distracting too!*

Opening Roundtable

CFEK

- **5- minutes per organization**
  - *Overview of your organization.*
  - *Current portfolio & projects / developments.*
  - *Wins & Challenges that you are experiencing at this time.*

Partnership Announcement

CFEK

- Kerstin Renner
  - *Community Futures East Kootenay*
- Trevor Koch
  - *Vancity Community Foundation*

LUNCH
& NETWORKING

CFEK

Navigating Funding Resources Panel

CFEK

- Trevor Koch
  - Vancity Community Foundation
- Paul Butler
  - Kootenay Savings Community Foundation
- Tomoe Surtees
  - StellerVista Credit Union

Vancity Affordable Community Housing Program

Vancity Community Foundation

Who we are.

Vancity Community Foundation

Charitable foundation affiliated with Vancity Credit Union. **We operate and manage the Vancity Affordable Community Housing Program.**

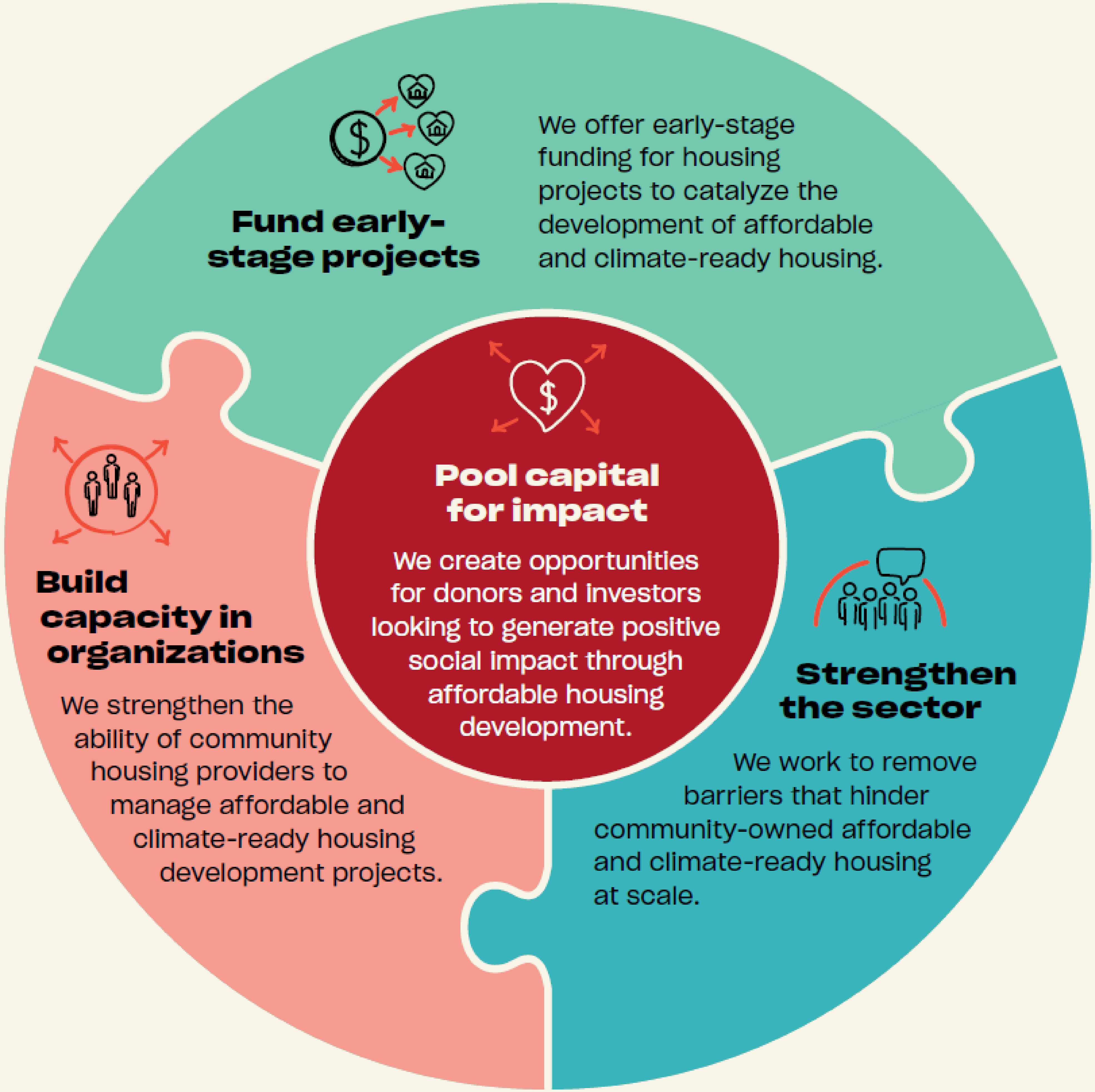
Vancity

Vancity Community Investment Bank™

Main investor in the Affordable Housing Program and Accelerator Fund, **contributing capital and real estate lending expertise**.

Program Mission.

To preserve and grow the supply of community-owned affordable climate ready homes.



The Barrier.

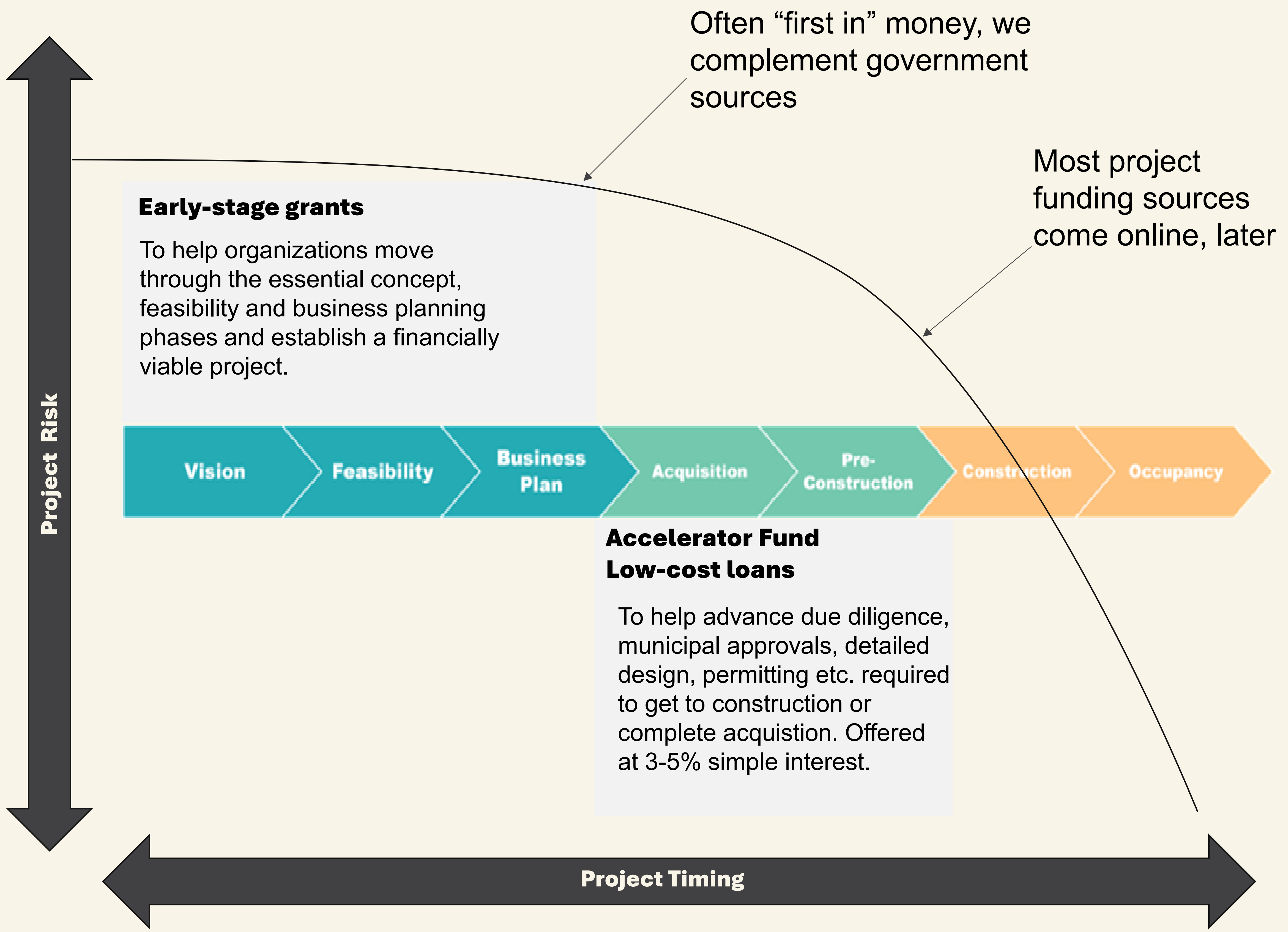
Non-profit developers of affordable **housing lack access to early pre-development capital,** restricting the speed and scale of housing development.

Investments from other funders **can be time-consuming to secure and limited,** or only available at the start of construction or later.

To get to through pre-development, **developers spend 10-15% of total costs** to advance design, close on land, and obtain necessary permits and approvals.

Catalytic Capital.

We provide critical early-stage funding to help unlock land, project approvals, and other financing for housing projects.



Grant Products

Project Based Grants

- Vision and Concept – up to $15,000
- Feasibility Study – up to $30,000
- Business Planning – up to $50,000

Capacity Building Grants

Strengthen the Sector Grants

Since 2011, we have disbursed $7M in grants to 200+ unique initiatives, representing 6,500 – 8,000 units.

Of the projects funded, 60% have advanced to acquisition or construction.

Loan Products

Pre-Development Loan

- Supports soft costs (rezoning, drawings, permits) prior to construction.
- Repaid on first construction draw, typically within 2–3 years at 3% simple interest.

Pre-Construction Equity Loan

- Supports pre-construction costs and project equity, can remain in the project up to 10 years post-occupancy.
- Repaid at first refinancing or investor takeout once stable NOI is achieved.

average loan size:

$525K

Acquisition Loan

- Supports the acquisition of land or adjacent sites to increase units and financial viability, including turn-key or existing multi-unit residential buildings.
- Repaid upon securing mortgage or first refinancing.

Other Resources

Vancity Credit Union

Construction financing, insured lending (MLI Select), and energy retrofit programs for non-profit housing.

Centre for Housing Transformation

Capacity-building grants, tenant programs, and free tools for housing providers.

Innovation Building Group

Class B ready standardized designs that cut pre-construction timelines by up to 19 months.

Tapestry Community Capital

Community bond campaign platform with free feasibility support and a national network of 4,000+ investors.

EllisDon Community Builders

Free pro forma tool and licensable building templates up to 10 storeys.

Success Story: Tranquille Hive Co-op

80 affordable co-op homes across two sites in Kamloops, BC

Mar 2024 - $1.1M Community Bond Campaign

- Community bond campaign via Tapestry to purchase the development site.

Jul 2024 - $30K Feasibility Grant

- Funding for schematic design, Class D cost estimate, financial modelling.

Oct 2024 - $40K Business Planning Grant

- Funding for architect fees, Class C cost estimate, and municipal engagement.

Feb 2026 - $500K Pre-Development Loan

- Funding for design coordination, technical studies, energy modelling, and costing.

Outcome

- Development & Building Permit Approval
- $40M of CMHC Co-op Funding Unlocked
- 80 New Affordable Units
- Community Ownership & Perpetual Affordability

Vancity Community Foundation

Kootenay Savings Credit Union & Community Foundation

- Community-focused financial cooperative serving the Kootenays.
- The Kootenay Savings Community Foundation supports long-term community impact initiatives.

Our Role in the Housing Landscape

- Recognize housing affordability and housing security as major regional challenges.
- Supporting conversations and partnerships around community and non-profit housing.
- Interested in collaborative approaches that strengthen long-term community resilience.
- Exploring strategic investment opportunities through partnerships and the Foundation model.

Partnerships & Resources

- Work alongside municipalities, non-profit organizations, and economic development agencies.

- Collaborate and engage with organization such as the Vancity Community Foundation.

- Connect groups to other funders, foundations, and cooperative sector resources.

Success Story

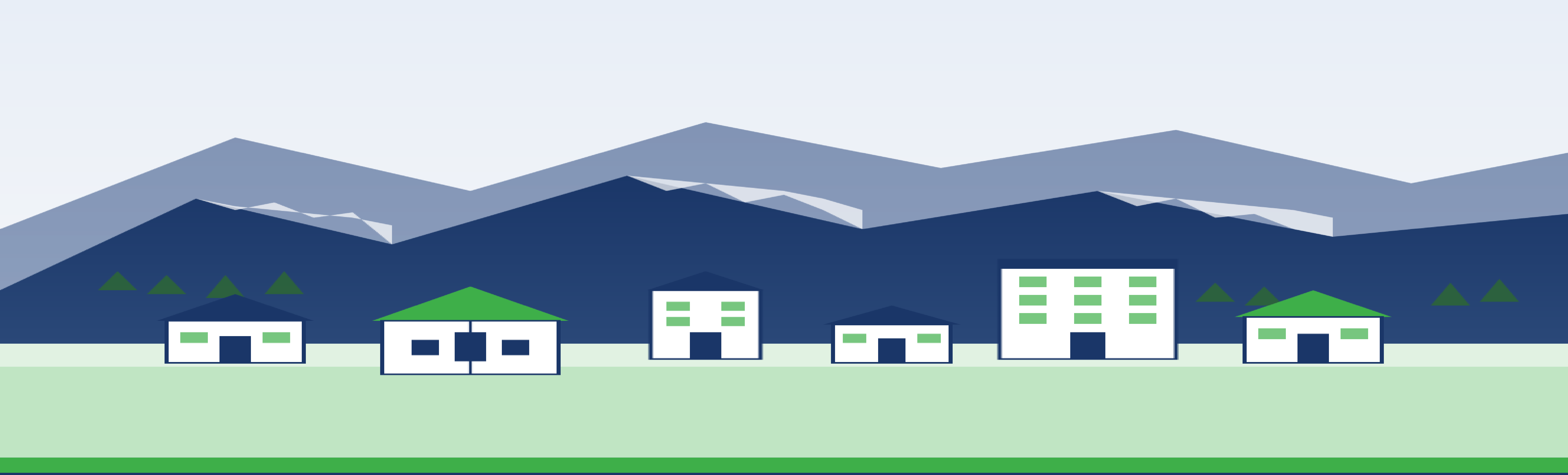
- Support is now shifting to key cause investment pillars – housing being the main pillar.

- Traditionally projects focused on food security, youth programming, and community infrastructure have served well supporting community but not systemic issues.

- Some of the projects previously supported include the Columbia Park Housing in Trail, Blizzard Mountain Place in Fruitvale, Habitat for Humanity in Castlegar.

Closing Thoughts

- Credit unions are uniquely positioned to convene partners and support community solutions.
- Our focus is shifting from transactional cheque writing toward strategic community impact.
- Long-term collaboration and clear purpose create stronger outcomes for communities.



A CREDIT UNION PERSPECTIVE

Lending into Local Housing

What we see, what we consider, and where we hope to help.

Presented by: Tomoe Surtees

Bank like you live here.

CFEK Non-Profit Housing Panel | May 25, 2026

StellerVista credit union

Why we're here

StellerVista credit union

> *Housing is one of the most pressing issues in our region. We don't have all the answers — but we're here, we're listening, and we want to be part of the conversation.*

1 Listen

Hear what nonprofit housing providers in our region are facing.

2 Share

Offer the perspective we bring as a local, community-rooted lender.

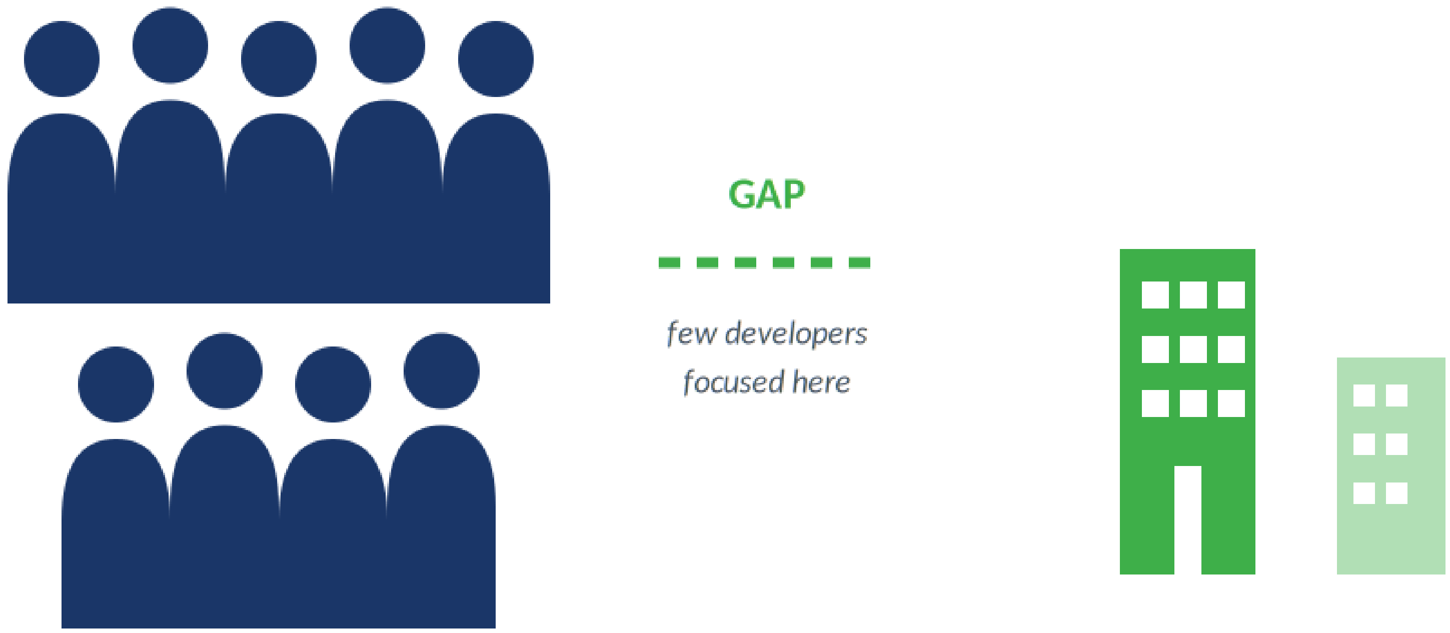
3 Connect

Find ways we can support and learn alongside this work going forward.

What we see in our region

StellerVista credit union

There is no shortage of need. There is a shortage of projects moving forward.



DEMAND

Members & communities need housing

SUPPLY

Developers & projects moving forward

Our observation: demand is clear — but we don't hear from many developers focused on this kind of housing.

What we consider when we look at a project

StellerVista credit union

Every project is different — but three things matter to us in every conversation:

Financial Viability

Can the project sustainably service the financing?

Community Impact

Does it meet a real need our communities have?

Local Economy

Does it support the local economy long term?

We look at all three — not just the numbers.

HOW WE WORK

Our honest approach

StellerVista credit union

01 No fixed checklist.

We don't have a defined "type" of project we will or won't finance. Every situation is different.

02 Details matter.

Projects can look similar on the surface — but ownership structure, scale, and partners all change the picture.

03 Earlier is better.

A conversation early on helps us understand your project and helps you understand what financing might look like.

The best first step?

Have a chat with us before the spreadsheet is finalized.

We'd rather hear about your project early than at the end.

WHERE WE NEED YOUR HELP

A question for the room

We see demand. We see willingness on our side. What we don't see is enough developers focused on this kind of housing.

So our question to you is:

How do we encourage more developers — and more partnerships — to focus on nonprofit housing in our region?

That's a conversation we'd like to keep having with everyone in this room.

LET'S TALK

Thank you.

Reach out to our commercial service team

Manager, Commercial Services

Sheri McGillvray

sheri.mcgillivray@stellervista.com

Commercial Account Manager

Mike Eckersley

Michael.Eckersley@stellervista.com

Small Business Advisor

Drew Dreger

Drew.Dreger@stellervista.com

Commercial Sales Rep

Jody Phillips

Jody.Phillips@stellervista.com

Commercial Sales Rep

Chelsea Kudyba

chelsea.kudyba@stellervista.com

Bank like you live here.

QUESTIONS FOR THE PANEL?

CFEK

Project Stages
Current Status of East Kootenay Projects

CFEK

- Flipchart Topics/Stages

1. Pre- Development
   - Land Available, Feasibility & Planning, Exploring Options
2. Currently being developed
   - Under Development, Permitting Stage, Financing
3. Operating
   - Managing, Renting/Leasing, Property Managing

- Two Columns

1. What is working & going well?
2. What is unknown or not going well?

NETWORKING BREAK

CFEK

Connect & Collaborate

CFEK

- Thinking about Regional Connections & Collaboration
  - What opportunities might there be Project & Organization Alignment
    - Shared research on software (IE: Property Management)
    - Shared learnings on working with housing providers and/or government entities.
    - Could you partner on Shared Operating Agreements or Grant/Financing Applications?
    - Is your organization looking to transition? IE: Board fatigue, asset transfers.
    - Any other opportunities?
  - Giving & Receiving
    - What could you use some support on?
    - What experience and expertise are you happy to share with others?

Closing & Takeaways

CFEK

- **From Participants & Panelists**
  - What are you taking away from today?
  - What are you committed to working on after today?
  - What would you like to see from CFEK as next steps?
- **Closing Comments from our Host Organization.**
- **Scan the QR Code to complete our Post - Event Survey**

Housing Catalyst: Navigating the Shifting Funding Landscape of Non-Profit Housing