



PROPERTY OPPORTUNITY NOTICE



Municipality: City of Nanaimo

Street Address of Site: 474 Pine Street

Posted: February 17, 2026

Deadline for Inquires: March 10, 2026

Deadline for Posting Addenda: March 17, 2026

Submission Deadline: April 28, 2026

Land Lease Length or Proposed Deal Structure: 60-Year No Cost
Lease

Opportunity Overview

The City of Nanaimo is seeking a developer and long-term housing owner/operator to deliver a new rental housing project at 474 Pine Street; a vacant 28,847 ft² (2,680 m²) site located on the edge of the Old City Neighbourhood leading into to the University Urban Center. The site is zoned R15 (Old City Medium Density Residential), supporting small-scale multi-family redevelopment which anticipates a building up to three storeys. The City of Nanaimo, should a developer that meets the criteria consistent with BC Builds objectives, will offer a 60-year lease at no cost for the land.

BC Builds Program Overview

BC Builds and its partners provide attainable housing for middle-income households, complementing existing BC Housing initiatives through the expansion of programs within the broader housing spectrum.

BC Builds targets households whose incomes range from \$90,560 to \$143,900 for a studio or one-bedroom home, or \$146,270 to \$212,240 for a two-bedroom home or larger. These will vary by community to reflect local incomes. In some communities, some households may be below the bottom of the income range and are still eligible to rent BC Builds homes.

Rental rates for BC Builds homes should be determined through an analysis of incomes, appraised market rents, and development costs within the community. That means rents will differ from community to community.

To help deliver on these goals, BC Builds can provide:

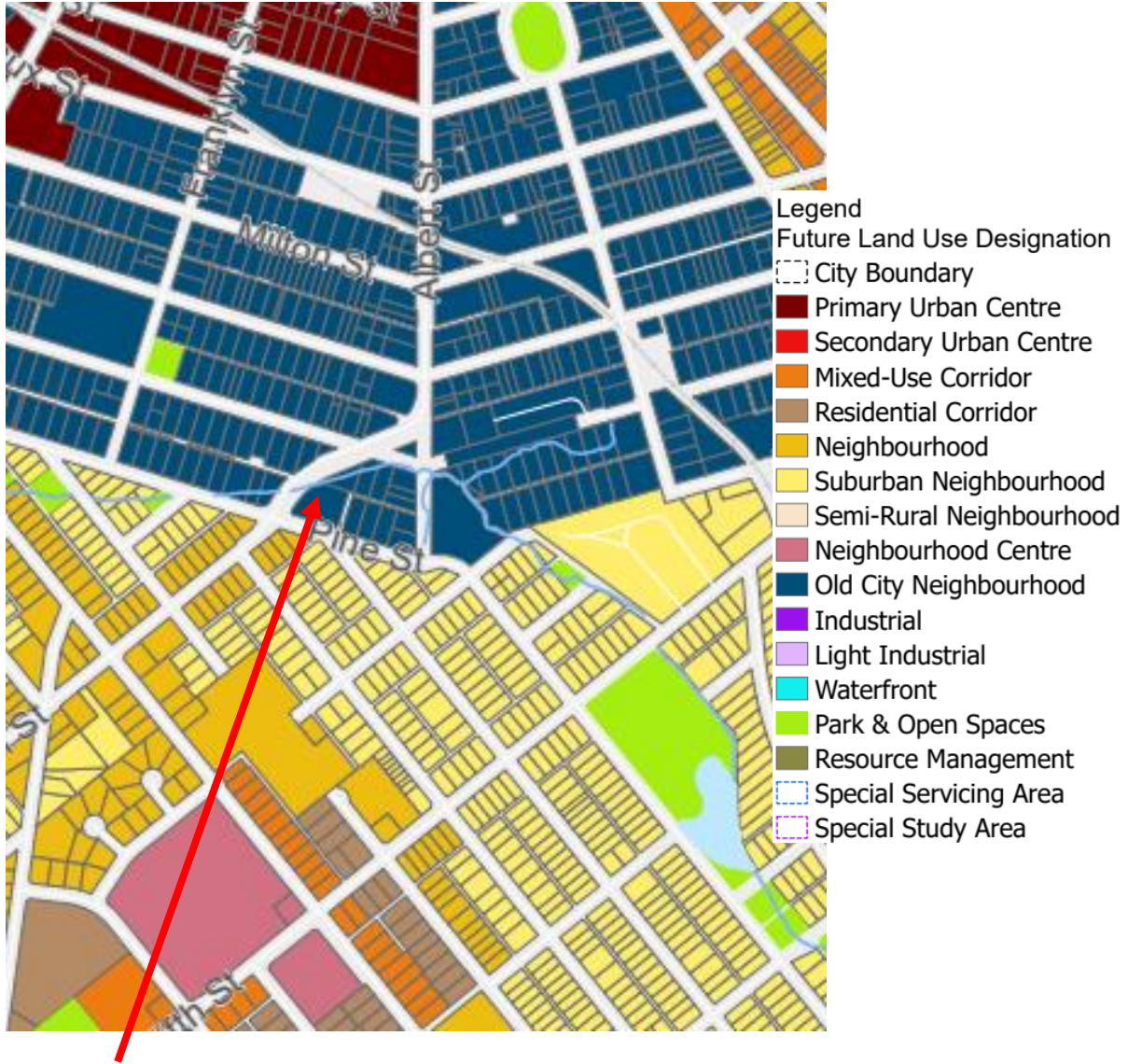
- Low-cost construction financing for buildings that are owned and operated by for-profit and non-profit developers and First Nations development corporations
- Direct access to CMHC construction financing with up to a 50-year amortization for buildings owned and operated by non-profit and private developers, as approved by CMHC
- Access to low-cost take-out financing with a 35-year amortization for non-profit owned and operated buildings, for the buildings that are not approved for 50-year amortization

Please read the [BC Builds Rental Supply Program Framework](#) for full program details before submitting your proposal.

Site Context

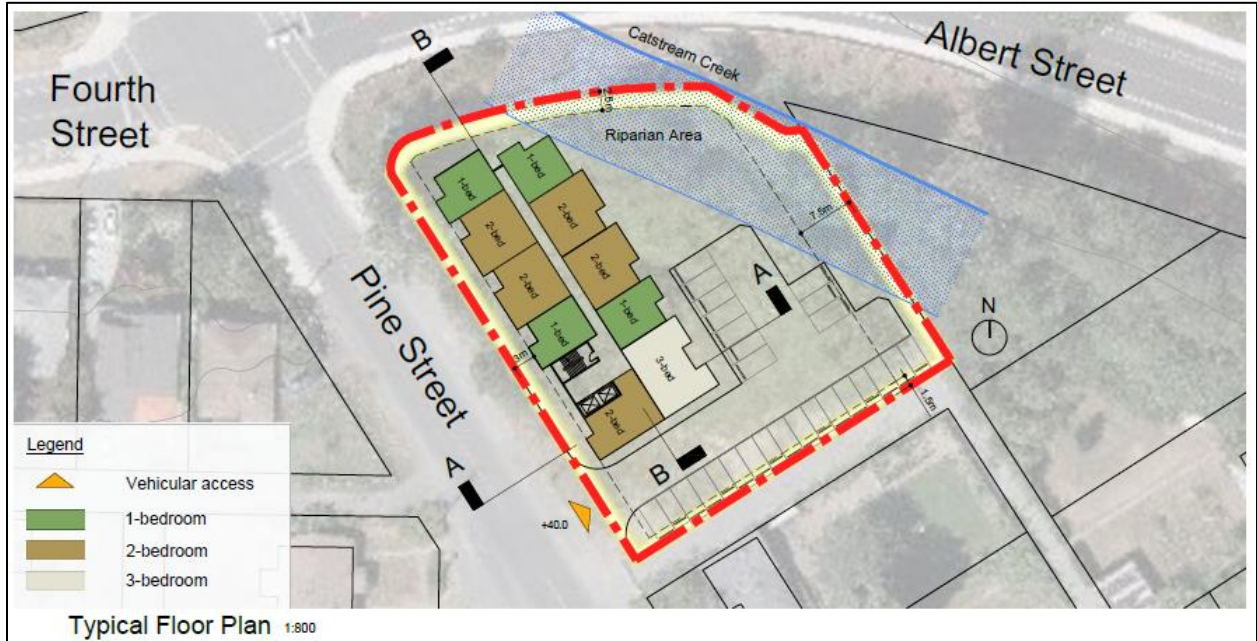


City Plan Map



Site Location – 474 Pine Street – Old City Neighborhood City Plan Designation

Potential Floor Plan – includes riparian and parking areas



Parcel Identification (PID)	030-670-951
Registered Owner	City of Nanaimo 455 Wallace Street, Nanaimo, BC, V9R 5J6
Civic Address	474 Pine Street, Nanaimo, BC, V9R 2C2
Lot Area (Size)	28,847ft ² (2,680m ²)
Lot Frontage	387ft (118m)
Site Servicing	Municipal water, sewer and store infrastructure available
Links to relevant planning policies (OCP, Local Area Plan, other relevant documents)	https://www.nanaimo.ca/your-government/projects/city-plan

Property Details

Current Zoning (Provide relevant links to local Zoning Bylaw)	R15 https://www.nanaimo.ca/bylaws/ViewBylaw/4500.pdf
Permitted Use Within Zoning	This zone provides for residential rehabilitation and the development of small-scale multiple family residential redevelopment that is consistent with the historical architectural style of the area. See Section 7.2 of the Zoning Bylaw for full list of permitted uses in R15.
Maximum Permitted Height and Density	R15 zoning permits a principal building height up to 9.5 m and a maximum density of 0.85 FAR (with possible FAR increases for underground parking)
Parking Requirement and Parking Variance Proposals Considered?	The following link provides the parking requirements: https://www.nanaimo.ca/bylaws/ViewBylaw/7266.pdf The site is located within “Area 2” for the calculation of parking requirements in Section 7.1 of the Off-Street Parking Bylaw.

<p>Applicable Development Permit Controls</p>	<p>Nanaimo's OCP (<i>City Plan</i>) identifies the property within the Old City Neighbourhood. Future land use designation.</p> <p>It is anticipated that the building will be up to three storeys in height.</p> <p>A form and Character DPA 8 Development Permit will be required as part of the development:</p> <p>https://www.nanaimo.ca/property-development/development-applications/development-permits</p> <p>The following link is the City's Form and Character Design Guidelines:</p> <p>https://www.nanaimo.ca/docs/property-development/development-applications/development-permits/form---character-design-guidelines/2025-07-04---f-c-dpa-guidelines.pdf</p>
<p>Current Use(s)</p>	<p>Vacant Land</p>
<p>Surrounding Use(s)</p> <p>Environmental features (stream, creek, grades, soils etc)</p> <p>Environmental remediation requirements (if known)</p>	<p>Single-family Residential</p> <p>Relatively level grade, overgrown bush and mature trees, slightly below road level. Stream located on the north side of the property protected by a 15m setback from top-of-bank.</p> <p>Environmental and geotechnical reports have been completed and are available upon request.</p>

Any easements, rights of way, or restrictive covenants (i.e.: encumbrances) on title

1. Statutory Right of Way (Reg. No. CA7267757) in favour of the Corporation of the City of Nanaimo.
2. Statutory Right of Way (Reg. No. CA7267758) in favour of the Corporation of the City of Nanaimo (part in Plan EPP88373).
3. Covenant (Reg. No. CA7331129) in favour of the Corporation of the City of Nanaimo.

The following link is a copy of the title to the property:

<https://www.nanaimo.ca/docs/real-estate/title-search---474-pine-street.pdf>

Community engagement requirements or expectations

Community engagement (Public Information Meeting) would only be required if there was a rezoning or a variance that cannot be delegated to Staff (per the [Development Procedures and Notification Bylaw](#) section 4.5)

<https://www.nanaimo.ca/bylaws/ViewBylaw/7375.pdf>

Amenity/Bonusing Requirements

Density bonusing is optional and not required, in accordance with 'Schedule D' of the Zoning Bylaw.

<https://www.nanaimo.ca/bylaws/ViewBylaw/4500.pdf>

Sustainability/Energy Requirements (for anything beyond BC Building Code)

Part 3 BCBC building applications will need to meet Step 3 of the BC Energy Step Code. All applicable Part 9 and Part 3 buildings also need to meet EL-4 of the Zero Carbon Step Code.

www.nanaimo.ca/green-initiatives/climate-action/bc-energy-step-code-and-zero-carbon-code

Accessibility Requirements (for anything beyond BC Building Code)

Nothing beyond BC Building Code required.

Applicant Type

Seeking a developer **and also** a housing owner/operator and willing to enter into a long-term lease 60-year lease with a successful proponent with a land cost of \$0.

Additional Property Information

474 Pine Street is a vacant development site in Nanaimo's Old City Quarter. The parcel is approximately 0.26ha (0.66 acres) and is legally described as Lot A, Section 1, Nanaimo District, Plan EPP83125 (PID 030-670-951). The site is zoned R15 (Old City Medium Density Residential) and is positioned for urban infill redevelopment in keeping with downtown intensification objectives.

Topography

The site is generally level with mature trees and overgrown bush areas. There is a stream located at the north end of the property. The site is below grade.

Parking Requirements

The minimum number of off-street vehicle parking spaces is shown in "PART VII - REQUIRED NUMBER OF OFF-STREET STREET PARKING SPACES" (Off-Street Parking Bylaw 7266). The link to the applicable bylaw:

<https://www.nanaimo.ca/bylaws/ViewBylaw/7266.pdf>

Tax Exemption

The City has a Downtown Revitalization Tax Exemption Program that this property is eligible for, subject to Council approval. The Tax Exemption program provides a ten-year tax exemption on the municipal portion of the property taxes within the revitalization area. The developer must apply for the tax exemption before a building permit is issued. More information on the program can be found at:

<https://www.nanaimo.ca/docs/doing-business/economic-development/drte-brochure8a4afb6d-18f6-43ac-8e15-2d8a6182dce9.pdf>

Title – Encumbrances

Statutory Right of Way (CA7267757): A statutory right of way is registered in favour of the Corporation of the City of Nanaimo. The instrument references Plan EPP88373 and is registered against the subject lands (and also references an additional parcel: PID 002-168-499, Lot 2, Plan 42790).

Statutory Right of Way (CA7267758): A statutory right of way is registered in favour of the Corporation of the City of Nanaimo, affecting the portion of the lands shown on Plan EPP88373 (and it is also registered in association with PID 002-168-499, Lot 2, Plan 42790).

Registered Covenant – Key Restrictions (CA7331129): It is anticipated that this covenant will be released off the title as part of the development of the property.

Development Cost Charges

Development Cost Charges will be charged in accordance with the applicable City of Nanaimo DCC rates:

<https://www.nanaimo.ca/docs/property-development/building-permits/dcctablewithmap.pdf>

School Site Acquisition Charges

School Site Acquisition Charges (SSACs) will be charged in accordance with the applicable School Site Acquisition Charges Bylaw:

<https://www.nanaimo.ca/property-development/school-site-acquisition-charges>

Eligibility and Evaluation Criteria

General information

- Successful projects must break ground within 12-18 months (depending on the complexity of the project) of the successful proponent receiving a Conditional Land Contribution (CLC) letter following the completion of the evaluation period. In the CLC, BC Builds and the Landowner commit to moving at a pace to achieve this outcome.
- The land must be used to create new housing for middle income households as defined in the [BC Builds Rental Supply Program Framework](#).
- Eligible projects must be primarily residential but can include ground floor commercial and/or community uses and/or childcare with the non-residential components not to exceed 30% of floor area or cost.

Eligibility Criteria

All proposals will first be reviewed to determine qualification based on the below eligibility criteria. Proposals that qualify will then be assessed according to the evaluation criteria that is detailed further below.

Eligible Applicant

Applicant must:

- Be registered and in good standing with the BC Corporate Registry or partner with a business or organization that is. **Please provide your registered company name and incorporation number in your submission.**
- For developer/builder, be a registered and licensed builder in B.C. along with good standing with WorkSafeBC and proper insurance coverage.
- Have previous property development and property management experience or engage professional third-party consultants or property management company.
- Provide audited or reviewed financial statements prepared according to recognized accounting standards
- Stay at or below BC Builds target household middle incomes. See below.

Property Management (Applies only to properties where a housing owner/operator is being sought):

Applicants must have a minimum of five (5) years property management experience. In lieu of property management experience, applicants may hire or partner with a professional third-party property management firm or organization to help build their organization’s capacity over the first five years of operation.

Real Estate Development Experience:

Applicants must have successfully completed a similar project on time and within budget. Alternatively, applicants may hire or partner with a third-party developer who has experience building similar projects and/or assemble a design and construction consultant team to carry out the project.

Target Household Incomes:

BC Builds targets households whose incomes range from \$90,560 to \$143,900 for a studio or one-bedroom home or \$146,270 to \$212,240 for a two-bedroom home or larger with a target of these households spending no more than 30% of their income on rent. These will vary by community to reflect local incomes. In some communities, some households may be below the bottom of the income range and are still eligible to rent BC Builds homes. *See evaluation criteria and evaluation matrix below for information about how this will be scored for applicants that are deemed eligible.*

Minimum Debt Coverage Ratio:

Please assume a Debt Coverage Ratio (DCR) of 1.1 for the residential portion of the project and 1.4 for commercial.

Evaluation Criteria

Proposals received during the submission period will be ranked against set evaluation criteria. The following criteria will be used to evaluate, rank, and determine a proposal’s overall strength and level of project suitability.

Scoring Matrix

Ranked Criteria (Overall Weighting) Total 100 Points	Points
Financial Viability	30
Project Development Team Experience and Capacity	20
Financial Strength of Proponent	15
Technical Viability	15
Proposed Development (Target market, unit mix and rents)	10
Accelerated Development and Construction Timeline	10

Financial Viability and Sustainability (30 Points): The project is feasible and viable through capital financial assembly and ongoing operating pro-forma based on underwriting and financing criteria noted here. Construction costs are reasonable and in line with typical per square foot hard and soft costs for the product type and region. Projects that can demonstrate additional savings or cost

reductions while still achieving constructability will be prioritized. Projects must demonstrate a means to be financially sustainable without an equity shortfall or ongoing operating subsidy from BC Builds (BC Housing). All potential funding sources must be disclosed.

A note re financing: Please assume a Debt Coverage Ratio of 1.1 for the residential portion of the project and 1.4 for the commercial. Projects should have no more than 30% of the building as commercial.

Construction financing is available through BC Builds. Projects that receive construction financing through BC Builds are required to be maintained as rental buildings and to meet the BC Builds household income thresholds for a period of 10 years. There are no below market unit requirements.

The ability to apply for financing under the BC Builds-ACLP Agreement is also available to all projects whether privately or non-profit owned. Projects that receive financing through the BC Builds-ACLP Agreement receive a 10-year loan with the rate fixed at first draw, as well as a 50-year amortization. Projects under the BC Builds-ACLP Agreement must have 30% of the units at 20% below appraised market rent for a period of 35 years. As part of the consideration of the financial viability of the project, if proposing financing under the BC Builds-ACLP Agreement, proponents must demonstrate a proven track record of securing financing from CMHC programs.

The interest rates for both interim construction and take-out financing through BC Builds are found on the [Housing Development Opportunities](#) page. Please consult CMHC for their current interest rates.

Projects that will be owned and operated by non-profits, co-ops, and public housing corporations are eligible to apply for take-out financing through BC Builds. For such projects, please use a 35-year amortization. Please assume a 1.1 Debt Coverage Ratio for the residential portion of the building and 1.4 for any commercial space.

For projects that will be owned and operated by private entities, including First Nations owned private entities, proponents that do not plan to seek financing through the BC Builds-ACLP Agreement should propose a take-out financing strategy, including amortization period and interest rate.

A note re rents:

Please use appraised market rents at time of proposal submission, not appraised market rents at time of expected building occupancy.

Project Development Team and Ownership Group Experience and Capacity (20 points):

Please provide experience and capacity information about development consultants, design consultants and construction teams assigned to the proposed project. Detail the project management approach for the proposed project and provide examples from past projects. Please also provide experience and capacity information about building ownership / operations and proposed operating model for the building (e.g. property management company, non-profit operator etc.)

Financial Strength of Proponent (15 Points):

Applicants must describe their financial capabilities to undertake the proposed development. Financial strength will be evaluated based on the proponent's financial statements, amount of equity being contributed to the project, and proposed purchase price of the land if applicable. Proponents further demonstrating their ability to manage projects within budget or commitment to funding overruns as they develop on budgetary items will be awarded full points in this section.

Technical Viability (15 Points):

The project is technically feasible and viable. Geotechnical, environmental, site constraints etc. have been considered and addressed. The applicant has provided a full site plan that demonstrates the proposed project can be built on the site as proposed in the plans.

Proposed Development (Target market, unit mix and rents) (10 Points):

The baseline for the BC Builds financing only program is 100% of units at rents attainable to those who meet the BC Builds middle income thresholds. There are no below market requirements. Proposals that can add below market units through the contribution of additional equity, construction cost savings, etc. will be awarded points. Proponents that have demonstrated ability to secure CMHC financing and are likely to achieve success under the BC Builds-ACLP Agreement and can therefore meet the 30% of units at 20% below market will be awarded full points in this section.

Accelerated Development and Construction Timeline (10 Points):

How rapidly does the proposed timeline bring new homes to market? How realistic is the proposed timeline? Processes and technologies to speed up development and construction timelines and innovative construction methods will be given priority. BC Housing's DASH Initiative which can be found at www.acceleratedhousing.ca has a standardized BC Building Code compliant open-source blueprint that can be used for 3-6 storey woodframe buildings on suitable lots. The blueprint is optimized for panelized prefabricated construction. Please explore the Blueprint and other tools on the DASH platform (www.acceleratedhousing.ca) as an opportunity to expedite the design and construction of your project.

How to Apply and Proposal Submission Requirements

1. Review detailed property information, criteria and deadlines in this Property Opportunity Notice.
2. Attend an optional Property Information Session for this opportunity. Please see the [Housing Development Opportunities](#) page for times and dates. If you miss the info session, please watch the recorded video also available on the Housing Development Opportunities page.
3. Contact BC Builds info@bcbuildshomes.ca if you have any questions about a Property Opportunity Notice. *Please do not contact landowners directly. Doing could result in disqualification from the application process.*
4. Review the [BC Builds Rental Supply Framework](#).
5. Applicants can present their submission in the form and format of their choice, with the option of using [this capital and operating budget template](#). A development schedule and typical schematic design that includes drawings and site concept plan including massing, renderings, basic floor plans, and an indication of how the building(s) is located on the property is expected as part of the proposal submission. In addition to the type-written pages, a

schematic design that includes drawings and site concept plan including massing, renderings, basic floor plans, etc. may be added.

6. Proposals from developers/builders to build housing for an identified non-profit owner/operator should clearly identify their development management and construction management fees.
7. Applicants should give a clear indication of the type of construction contract and rationale for the type of contract they are planning to use for the project.
8. Applicants should submit evidence of being a registered and licensed builder in B.C.
9. Applicants should submit their B.C. Corporate Registry Incorporation number.
10. Letters of reference can be submitted to demonstrate experience in delivery of similar projects.
11. Proposals must be sent to info@bcbuildshomes.ca at or before 11:45pm PST on the due date listed in the Property Opportunity Notice. Late proposals will not be reviewed.

Evaluation Process

General information

Evaluations will be conducted jointly by BC Builds staff, the property owner, and any external parties identified by BC Builds in relation to the subject property. Each submission will be reviewed and scored against the stated evaluation criteria. Following this, the evaluators will convene as a team to review scoring and determine the highest scoring proponent.

In the event of a tie score or the top two (2) highest scoring submissions being within five points of each other, BC Builds staff may elect to conduct a presentation/interview with each of the two proponents to determine the successful proponent. Proponents will be given an interview scoring matrix in advance of the interview.

How long it takes

It should take two months (depending on the number of submissions) to evaluate proposals and for BC Builds to contact a successful proponent. The successful proponent will be required to sign a Conditional Land Contribution agreement between the proponent, BC Builds and the landowner which lays out a 12-to-18-month timeline to securing funding, financing, Development Permit, Building Permit and begin construction and a shared and collaborative approach to meeting or exceeding this timeline. Once a successful proponent signs a Conditional Land Contribution agreement, BC Builds will notify unsuccessful proponents.

Fee

There is no fee to apply.

Additional Information

This Property Opportunity Notice is available to projects that meet and/or exceed the minimum requirements as outlined in the above criteria. Verification of project details and evaluation will determine whether a project is selected. Simply meeting the minimum requirements will not guarantee that a proposal will be selected. Applicants are responsible to provide sufficient documentation that will verify compliance with the eligibility requirements.

Note that BC Builds will consider all proposals but is under no obligation to approve any application and move forward with the Property Opportunity Notice if, in BC Builds' opinion, no suitable submissions are received.

Disclaimer

The Property Opportunity Notice is a non-binding document. BC Builds does not make any representation or provide any undertaking to prospective respondents other than to invite them to submit a proposal. This Property Opportunity Notice does not oblige BC Builds to negotiate or execute an agreement with any prospective respondents, nor to grant rights of any sort to any prospective respondents and, BC Builds shall incur no liability to any prospective respondent as a result of responding to this Property Opportunity Notice.

BC Builds will not be liable for, nor will it reimburse any prospective respondent for costs incurred in the preparation, submission or presentation of any proposal, for interview or any other activity that may be requested as part of the Property Opportunity Notice process.

BC Builds reserves the right to limit the number of awarded projects any one proponent can be awarded in a geographic area and/or within a defined period of time.

Answers to Questions Received Within the Inquiry Period – March 17, 2026

Q1: Is the goal for each of these projects to receive proposals from both a developer/general contractor and a housing operator?

A1: That is ultimately the goal for both projects however we will review all proposals even if they don't include a housing operator at this time.

Q2: Can a developer or general contractor submit a proposal indicating willingness to work with whichever housing provider is ultimately selected, rather than being required to submit with a specific housing operator already identified?

A2: Yes same as noted in question 1.

Q3: Are there any archaeological studies, reports, or findings related to the 6 Commercial Street or 474 Pine Street sites that proponents should be aware of?

A3: There are no archaeological studies or reports available for either site.

Q4: Can you confirm whether the City of Nanaimo's 60-year land lease satisfies the equity requirements for partners, and whether any additional equity contributions are required for each project?

A4: Depending on the proposal there may be equity contributions that are required from the developer.

Q5: The information session referenced amortization up to 35 years, while the opportunity notices indicate up to 50 years through ACLP. Can you confirm whether proponents will have direct access to ACLP financing and may therefore assume a 50-year amortization for each project?

A5: Proponents should assume a 35 year amortization as a base case. If proponents also wish to model a 50 year amortization to demonstrate the benefit of a longer amortization that is fine. However proposals will be evaluated based on a 35-year amortization.

Q6: The information session referenced long-term leases of 60–99 years. Can you confirm whether the lease term for each project can be up to 99 years?

A6: The maximum lease term that we have included in the property opportunity notices is for a 60-year lease. If a proponent requires a 99-year lease that could be included as a request in the proposal and may be considered when we evaluate the proposal.

Q7: Do you provide PDF as in some of the other BC housing programs?

A7: Pre-development funding may be available when a nonprofit is part of the partnership, but it is not guaranteed and requires a formal application. For-profit proponents are not eligible for this funding.

Q8: Is interim construction financing the main advantage for both nonprofit and private developers, and do nonprofits qualify for a 35-year amortization while private developers can access up to 50 years?

A8: For-profit entities cannot access the long-term financing directly through BC Housing. They must secure their own long-term financing through conventional lenders or apply through BC Builds for CMHC's ACLP financing. Nonprofits may qualify for the long term financing through BC Housing and/or CMHC ACLP.

Q9: Are capital grants available, or is the expectation that projects proceed without mortgage write-downs?

A9: There are no capital grants available. The model relies on low-cost land, favourable financing, and any additional cost-saving measures that can be identified collectively to help make the project viable

Q10: Based on the site plan for 474 Pine Street, a 3-storey building with 30 units would require approximately 45 parking stalls under the bylaw. Does this mean an underground parking level is required?

A10: Required off-street parking can be on-site in accordance with the Off-Street Parking Bylaw and can be designed as surface parking, below-building parking, and/or underground parking. Parking areas should be designed in compliance with the Form & Character Design Guidelines.

- If a parking variance is proposed, rationale will be required in accordance with the City's Policy for Consideration of a Parking Variance: <https://www.nanaimo.ca/docs/default-document-library/policy-for-consideration-of-a-parking-variance.pdf>
- Note that the Off-Street Parking Bylaw is currently under review, and a new bylaw with new rates is anticipated to be adopted later this year: <https://www.nanaimo.ca/your-government/projects/parking-bylaw-review>

Q11: What is the required FCL for the 474 Pine Street site, and can mechanical/electrical rooms or amenities be located below the FCL (e.g., in an underground level)?

A11: The City's FCL is 1.5m above the natural boundary of the watercourse and applies to the underside of the floor system for any part of the building used for habitation per Zoning Bylaw section 6.4.1.

Q12: The zoning bylaw wording for the R15 FSR bonus is unclear. How exactly is the .25 multiplier applied? Is it based on the number of underground stalls or a percentage?

A12: The additional density is based on the percentage of parking spaces provided underground times 0.25

Q13: R15 zoning requires a 3m front setback for the first storey and 4.5m for upper storeys. This may force a concrete podium instead of wood-frame construction. Is the City willing to relax these setback requirements?

A13: A variance could be considered in accordance with the City's Consideration of Variances Policy: <https://www.nanaimo.ca/docs/your-government/city-council/policies/consideration-of-variances-policy.pdf>

Note that there is a 1.8m setback front yard setback for underground parking structures per Zoning Bylaw Section 6.5.1.

Q14: Does the developer need to hire a biologist to assess the riparian area, or does the City already have this information?

A14: The City has existing environmental and riparian studies from a previous proposal and can share them. Additional specifics may require follow-up

Q15: Is existing street lighting sufficient, or will the developer be required to install new street lighting?

A15: There may be a requirement for frontage works and services including street lighting that will be required depending on the development. This will be confirmed when reviewing proposals.

Q16: Will the City recover the cost of demolishing the old building at 6 Commercial Street from the developer/BC Builds?

A16: There will be no cost to the developer for the past demolition work at 6 Commercial Street. The land is being offered at no value, and all previous demolition activities have already been completed and are not being charged back to the proponent. Only future redevelopment costs associated with the new project would fall to the developer.

Q17: Is either of the properties located within a Transit-Oriented Area (TOA) or the Frequent Transit Network?

A17: No. Neither property is located within a TOA zone.

Q18: Would the City and BC Builds be open to a phased or “meanwhile use” approach on the site; such as temporary mixed-use activation, modular or prefabricated structures, or a living-lab concept; to test demand before committing to a full build-out?

A18: A phased or interim-use approach is acceptable. There is no prescribed structure for how proposals must be submitted, and proponents are encouraged to bring forward creative concepts, including phased development, temporary activation, or future infill, if those approaches help demonstrate feasibility and support long-term project outcomes.

Q19: How should proponents frame their development approach so that BC Builds understands they are aligned with program goals, rather than simply maximizing density?

A19: Proposals should demonstrate a clear understanding of the program’s objectives and present thoughtful, outcome-focused development strategies. The evaluation is not based solely on maximizing density or financial metrics; proposals that show a strong rationale for the chosen form, scale, and community benefits will be well-aligned with program expectations.

Q20: If a proponent applies for financing outside of the Housing Transit-Oriented (HTO) program, is BC Builds still using the 100-point scoring matrix? Is there a target score that must be met for BC Builds to consider or approve interim construction financing?

A20: BC Builds does not rely on a specific target score to determine eligibility for interim construction financing. Proposals are evaluated in collaboration with the City of Nanaimo to assess how well they respond to the needs and objectives of the opportunity. The scoring matrix does not guarantee financing; approval depends on the overall feasibility and suitability of the proposal.

Q21: For construction financing, what Loan-to-Cost (LTC) or Loan-to-Value (LTV) ratios does BC Builds require? Is there a specific range that must be met, given the stated 1.1 DCR requirement for residential?

A21: The key requirement for BC Builds is that the project must meet a Debt Coverage Ratio of 1.1 for residential and 1.4 for commercial. There is no fixed LTC or LTV threshold that must be met. Projects typically fall in the 60–90% LTC range, depending on rents, costs, and overall feasibility, but there is no firm cutoff such as needing to stay below a specific percentage. The determining factor is simply whether the project can adequately debt-service.

Q22: For commercial components, should the required Debt Coverage Ratio be 1.4 rather than 1.3, as stated in the Property Opportunity Notice and consistent with ACLP requirements?

A22: Yes. Please use a 1.4 DCR for any anticipated commercial component.

Q23: For the financing portion of the proposal, should the primary pro forma be based on the BC Builds model (all units at market rent, 35-year amortization)? And can proponents also include an ACLP scenario with 30% of units at 20% below market and a 50-year amortization?

A23: Yes. The proposal should include the BC Builds scenario as the primary underwriting model, and an ACLP scenario may also be included. Both scenarios will be evaluated.

Q24: If a proponent wants to present two or three financing options, should these be submitted as separate proposals or combined into one?

A24: Multiple financing scenarios can be included within a single proposal. The base evaluation will still rely on the BC Builds 35-year amortization scenario, with additional financing options reviewed as supplementary. External programs such as CMHC or Build Canada Homes cannot be assumed unless already approved.

Q25: If Build Canada Homes offers capital grants to deepen affordability, can this be included as an option in the proposal?

A25: It can be included as an optional scenario, but it cannot be relied upon in the base pro forma because such grants are not guaranteed. Only confirmed funding can be treated as certain in the evaluation.

Q26: Is there any mechanism to allow additional building height beyond six storeys if the site geometry makes it difficult to achieve the full development potential permitted by the Floor Area Ratio?

A26: A height variance could be considered. City policy for the primary urban centre anticipates the potential for taller buildings, and through the design review process the City would assess whether increased height; either for part of the building or the entire structure; is appropriate for the site. The City would need to understand the scale and rationale for any requested height increase.

Q27: For parking in Nanaimo, are electric-vehicle (EV) requirements applied to all parking spaces, similar to other municipalities?

A27: Nanaimo requires EV provisions for a certain percentage of parking spaces, with requirements differing between commercial and multifamily uses. Only a portion of stalls must have access to

shared EV charging infrastructure, but all required EV-ready stalls must be built with the necessary conduit and wiring so chargers can be installed in the future. These requirements are outlined in the City's Off-Street Parking Bylaw.

Q28: Will BC Builds guarantee a loan for a private operator applying for an ACLP or BC Builds loan?

A28: BC Builds can provide loan indemnification only for nonprofit partners, and only under specific circumstances based on CMHC's requirements. BC Builds does not provide indemnity for for-profit developers.

Q29: Are construction financing draws controlled by a Quantity Surveyor, and is a budget review required? Are there guidelines for this?

A29: All BC Builds projects require a Quantity Surveyor. A full budget review is needed before final project approval. During construction, monthly loan-monitoring reports are required, and draws are based on cost and value-in-place assessments verified by the Quantity Surveyor.

Q30: For nonprofit projects, is a separate project manager or development consultant required, or can the development team manage this internally?

A30: The structure of the development and operating partnership is up to the proponent. A project manager or development consultant may be included, but it is not a requirement. Proponents may choose to manage development internally or partner with a property management or operating organization.