

Development Investment in the Calgary Region

February 6, 2019





Who is BILD Calgary Region?

BILD Calgary Region is the respected voice of the building industry, working to create the most liveable communities in the world

We advocate for effective policy to ensure vibrant established neighbourhoods and new communities in our region – now, and in the future.

Current Member Companies	~700
New Members in 2019	~50
RenoMark Members	~100



Economic Impacts of Residential Construction in the Calgary Region

46,000+

On-site and off-site jobs in new home construction, renovation, and repair – one of the largest employers.

\$3.1

Billion in wages – that show up in purchases across the entire local economy.

\$7.0

Billion in built investment value – the largest single wealth-builder for most families.



Three-Tiered Organization



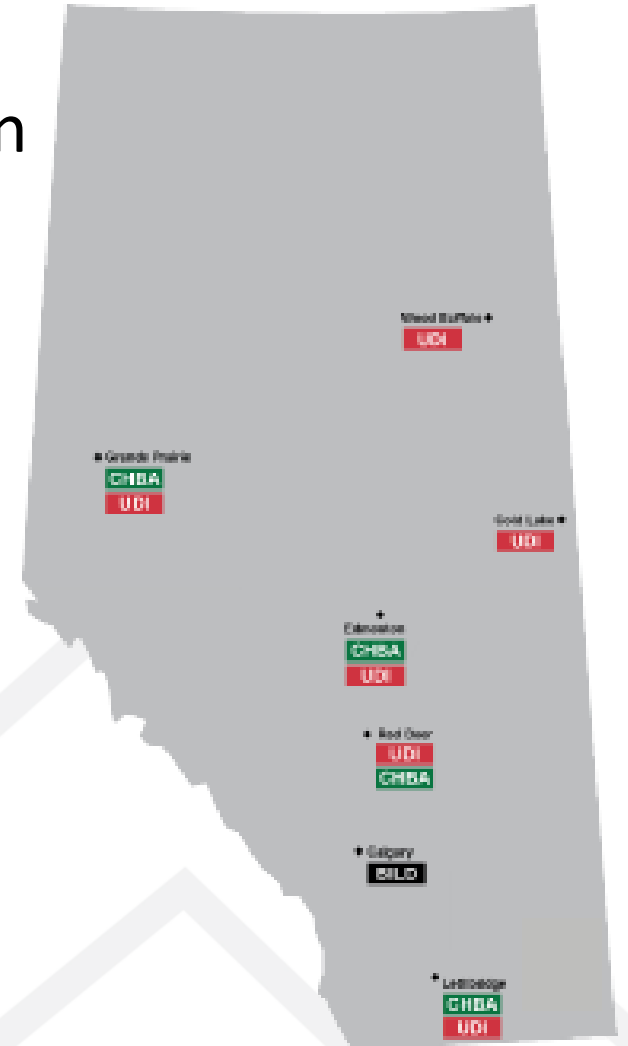
National – Canadian Home Builders' Association
11,713 Members



Provincial – BILD Alberta
9 Local Chapters, 1,800 Members

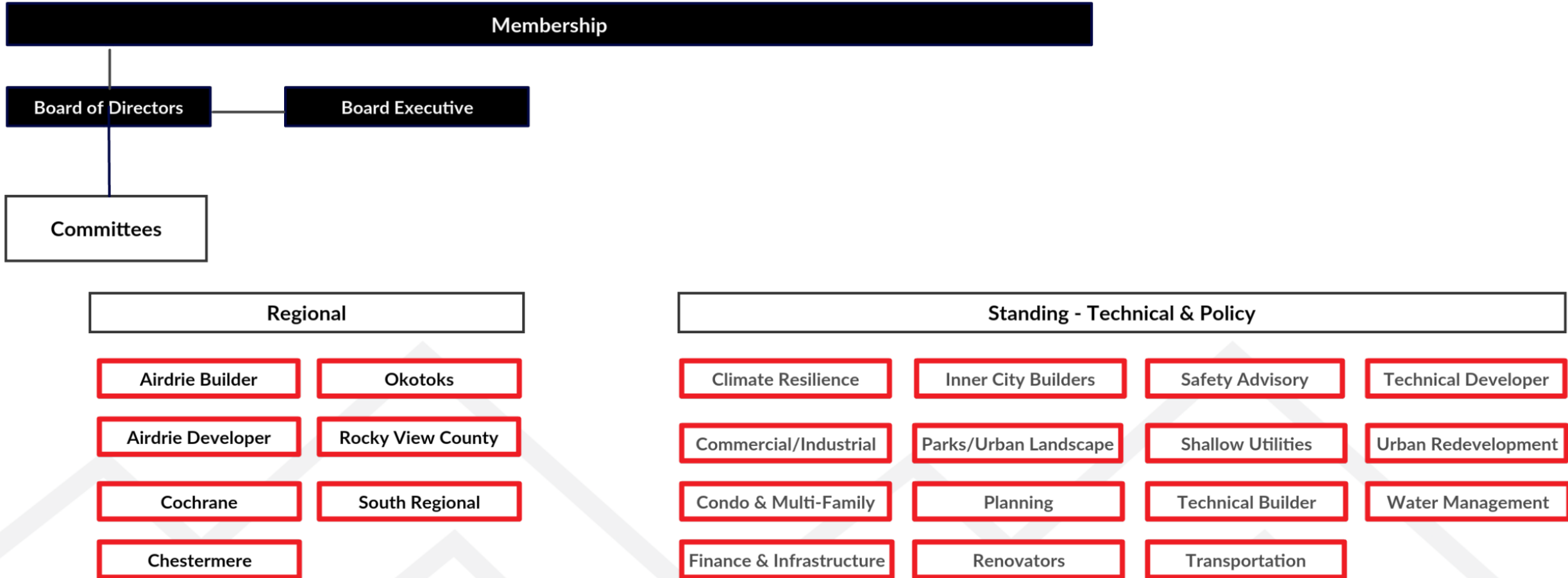


Local – BILD Calgary Region
700 Member Companies





Our Committee Structure





What Our Committees Do

Highlights over the last 6-12 months include:

Airdrie Downtown Redevelopment Initiatives
Airdrie Funding & Finance
Airdrie Blue Zone Project
Airdrie Land Use Bylaw
Airdrie Wetland Policy & BIA
Airdrie CCC/FAC Process
Airdrie Builder & Developer Forums
Calgary Established Area Growth & Change
Calgary 2020 Development Agreement
Calgary Developer Securities & Tiering
Calgary Guidebook for Great Communities
Calgary Multi-Community Planning
Calgary Industrial Workplan

Calgary Next 20 MDP/CTP Update
Calgary Specs Updates (Water/Parks/Roads)
Calgary Resiliency Strategy
Calgary Stormwater Strategy 2020
Calgary Climate Panel
Calgary Water Approvals Working Group
Calgary Approvals Process Improvements
Calgary Code 2022
Chestermere Economic Development
Chestermere Dirt to Doors Events
Chestermere Developer Forum
Chestermere Off Site Levies
Chestermere Land Use Bylaw

Cochrane Developer Liaison Group Meetings
Cochrane Directional Signage Request
Cochrane Land Use Bylaw, Zero Lot Line
Cochrane Marketing
Cochrane Off Site Levy
Nosecreek Watershed Management Plan
Okotoks MDP Update
Okotoks Developer Group Forum
Okotoks Off Site Levy Update
Rocky View County Off Site Levy Bylaw Updates
Rocky View County Development Servicing
Rocky View County Securities Standards
Rocky View County Plan Update



Regional Investment – From Dirt to Doors

From Vision to Concepts

Area Structure Plan

2-3 Years

Local Area Plan

12-24 Months

Outline Plan

9 – 18 Months

Land Use

6 – 12 Months

Tentative Plan & Subdivision

12 – 18 Months

Servicing Installation

9 – 18 Months

Building Construction

6 – 12 Months

Final Municipal Acceptance

2 – 3 Years

~ 10 – 13
Years

Company Overview

Our disciplined land entitlement process, synergistic operations and capital flexibility allow us to pursue homebuilding, land, or mixed-use investments.

Brookfield Residential is a leading land developer and homebuilder in North America.

We entitle and develop land to create master-planned communities, build and sell lots to third-party builders, and conduct our own homebuilding operations. We also participate in select, strategic real estate opportunities, including infill projects, mixed-use developments, and joint ventures.

We are the flagship North American residential property company of Brookfield Asset Management, a leading global alternative asset manager with over \$500 billion of assets under management.

Large North American residential platform with land and housing assets and a strong and unique geographical diversification in three active operating segments and the following major markets:

CANADA

Calgary, Edmonton, Greater Toronto Area

CALIFORNIA

Greater Los Angeles Area,
Sacramento, San Diego, San Francisco
Bay Area, Hawaii

CENTRAL AND EASTERN U.S.

Austin, Denver, Phoenix, Washington
D.C. Area

Business Model

LAND ACQUISITION

- Acquisition of raw land ideally during the low point of the cycle
- Acquisition of underutilized land or brownfield development opportunities when investment opportunities arise

ENTITLEMENT PROCESS

- Obtain approvals necessary to develop land for specific purposes and bring raw land to the finished lot stage by obtaining regulatory approval for a particular use

DEVELOP LAND

- Install utilities, construct roads, sidewalks, parks etc.
- Create fully serviced lots (Canada and U.S.) or graded lots (U.S. only)

MONETIZE CONSUMER & COMMERCIAL DELIVERABLES



BUILD HOMES

We will build homes on a portion of our land.



SELL LOTS

The balance of lots are sold to and built on by third-party builders.



COMMERCIAL ZONES

We build commercial areas in select developments.



Land Acquisition

Barefoot Lakes
Colorado



LAND HELD FOR DEVELOPMENT

- Land developer in all of our markets
- Investing diligently in supply-constrained markets with strong underlying economic fundamentals
- Strategic land study conducted to review growth patterns in the market in order to determine where future acquisitions should take place
- Acquisition of raw land ideally during the low point of the cycle or when investment opportunities arise
- Acquisition of underutilized land or brownfield development opportunities when investment opportunities arise



Entitlement Process and Develop Land

LAND UNDER DEVELOPMENT

- Through strong relationships with the jurisdictions and key stakeholders where we operate, we create shared value and infrastructure that supports great places. In addition to building homes and community amenities, as part of the planning process, we also consider the opportunity for mixed use and commercial space within the community to cultivate the live, work and play experience many customers desire today
- Obtaining entitlements can be a difficult and lengthy process involving many studies and public engagement, taking years to complete. Once entitlements are achieved, we install infrastructure and either fully service the lots and sell them to homebuilders (Canada/U.S.) or simply grade the lots (U.S.) and sell them to third-party homebuilders
- All underlying costs attributable to each phase of development including costs of the underlying land, consulting costs and backbone infrastructure of major roads, parks and sewers and other associated costs are transferred from Land Held for Development to Land Under Development when on-site servicing commences



General Plan

- Designates land use (residential, commercial, office, etc.), school sites and significant roads



Area Structure / Community / Specific Plan

- More detailed look at sequence of development, population density, transportation routes, public utilities and other items the jurisdiction would like to have studied



Land Use / Zoning / Tentative Map Plan

- Designates what is allowed on a specific piece of land and once zoning is in place, no other use of the land will be allowed unless it is re-zoned



Construction / Engineering Approvals

- Detailed drawings outline the location and size of sewers, water and storm pipes, size and location of roads and storm water ponds



Final Map / Legal Survey Plan

- Prepared by a land surveyor so that an individual titled lot is created

THANK YOU

A decorative graphic at the bottom of the page consists of three overlapping, light grey zigzag lines that create a stylized mountain range effect.