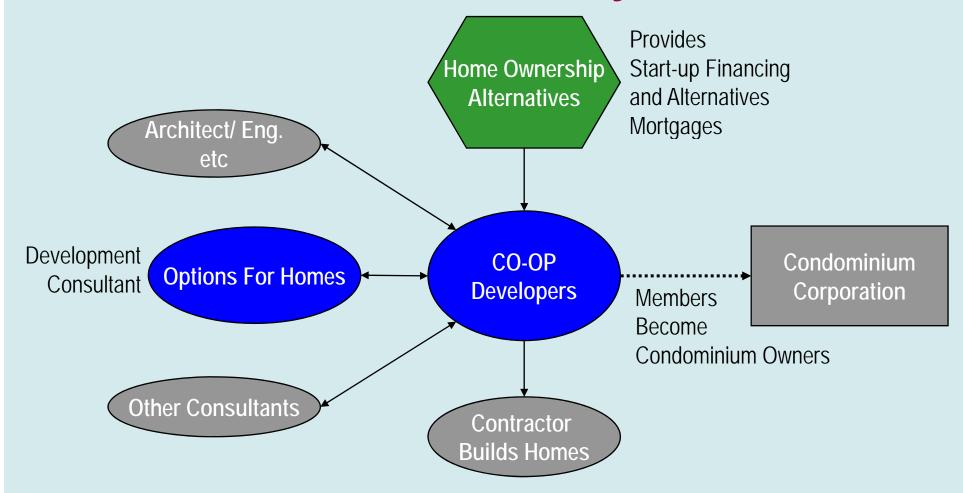
The Options Model

Presentation to Greater Sudbury Council September 17, 2008





A Non-Profit Delivery Network





...builds successful communities



14 Steps to Cost Effectiveness

Profit \$30,000

Marketing Commission & Soft Costs \$40,000

Pool, Sauna, Features \$15,000

> **Building Costs** \$100,000

> > **Land Cost** \$20,000

Total Cost \$205,000

Market Value \$161,000

Cost to Owner \$140,000

\$21,000

Contingency Fund \$5,000

& Soft Costs \$20,000

\$100,000

Land Cost

HOA Financed Development

Private Developer

Alternatives "A" Mortgage

Marketing Commission

Building Costs

\$15,000

What Options Has Accomplished

- Over 2,500 homes sold to date
- Canadian Urban Institute Local Hero Award, 2008
- Ontario Co-operative Innovator of the Year Award, 2004
- CMHC housing award, 2002
- 8 affiliated non-profits (1 international)
- 2000 homes under development





Waterloo



Waterloo



21 – 25 Replin Road



Old Kennedy & Steeles



The Strength of the Network

Now at

\$12,000,000 in cash

\$50,000,000 in mortgages



What Can the Options model do for Greater Sudbury?

- Provide access to resources and expertise
- Create a perpetual social equity pool targeted at cost effective housing in the City of Greater Sudbury

