

**From:** Segal Construction  
**Sent:** September 24, 2024 5:39 PM  
**To:** Service Georgina <[info@georgina.ca](mailto:info@georgina.ca)>  
**Subject:** Delegation Request - New Business

Hi,

I wanted to make a request for a delegation before the council to address municipal housing development.

This is my vision I'd like to share with council.

Imagine a municipality investing in its future by issuing a \$10 million municipal debt offering through its own housing corporation. This municipally owned corporation would partner with Segal Construction, a trusted Tarion builder, to develop innovative, prefabricated housing solutions. The project focuses on detached, 600 sq. ft., 2-bedroom, 1-bathroom homes, providing much-needed attainable housing.

The financials are simple: with a projected 10% internal rate of return (IRR) over 10 years and a municipal borrowing rate of 4.5%, the municipality stands to gain a 5.5% surplus on borrowed capital. This surplus can be reinvested or distributed as dividends, all while delivering modern housing solutions for the community. Each completed unit is sold, allowing the debt to be extinguished or managed as the municipality sees fit.

I understand that many municipalities face challenges due to debt limits. However, under Section 401(4) of the **Municipal Act, 2001**, municipalities can seek exemptions from these limits, either through approval from the Ontario Land Tribunal (OLT) or the Ministry of Municipal Affairs and Housing (MMAH). Our team is prepared to work alongside your municipality to navigate this process, ensuring that debt limitations are addressed while moving forward with much-needed housing development.

This model not only addresses the housing crisis but also offers a sustainable, profitable venture that secures the municipality's financial health, without requiring a burden on its operating or capital budgets.