



Financial Planning Services

**Building
solutions for
your co-op's
future**





Why plan your finances

Managing your money for a successful long-term future is one of the most important things your co-op can do. It can be time consuming and difficult—but it doesn't have to be guesswork.

How do you know whether your capital reserves will have enough money to keep your housing in great condition? What can you do if there isn't enough money for the repairs you will need?

Your co-op can answer these questions with expert advice and a detailed financial plan.

If it looks like borrowing money to repair and renovate your homes is the sensible way to go, we can help your co-op arrange for an affordable new mortgage. Or, we can help you find another financial tool best suited to your plans.

We've successfully helped dozens of member co-ops plan for a financially sustainable future.

Let's find out if CHF Canada services make sense for **your** co-op. Please give us a call at 1-800-268-2537, ext. 239



What we do for your co-op

An **Asset Management Plan (AMP)** will let you know whether or not your capital reserves will provide enough money for the repairs you will need over the next 25 years.

Based on your AMP, we can advise if borrowing makes sense. If you agree, we look after the analytical work a lender needs to offer your co-op a new commercial mortgage.

Here's what you get from CHF Canada:

- the right balance between saving and borrowing
- information about government programs, including grants, that could help reduce your costs
- preparation of detailed financial and other background material by our lending experts, for your lender's approval
- help for the board in presenting financing options for member approval
- an experienced, co-op-friendly lender, ready to discuss the best available new mortgage.

Our staff understands how housing co-ops and lenders can work together. Since 2013, CHF Canada has helped housing co-ops arrange more than **\$150 million in new mortgage financing, to repair and renovate more than 3,000 co-op homes.**

A little more to know about

Our first step is to use your **Building Condition Assessment (BCA)** to build your co-op's Asset Management Plan. The AMP tells you how much money you will need, and how to organize your income to cover your expenses, including a new mortgage if you decide that's right for your co-op.

CHF Canada has a top-notch team of professional expert consultants.

We work with a group of lenders who know and understand the financial needs of housing co-ops. Your lender gets what they need to approve your loan.

We make sure that your board and members understand and approve each step of the process.





Coady Housing Co-operative Ottawa, Ontario (74 units)

"Working with CHF Canada's team was great. They were expert and experienced, and helped us present a complicated proposal to our members in an understandable way. When a surprise development might have derailed us, CHF Canada quickly adapted and produced a positive result." —Tom Heyerdahl, President



Phoenix Housing Co-operative London, Ontario (59 units)

"Refinancing was a no-brainer. If we hadn't, it would have taken 25 years in incremental improvements to cover everything needed according to our building condition assessment." Phoenix Co-op in London got new windows, new high-efficiency furnaces, lighting and siding.

—Tanya Taylor-Caron, Manager

Next steps?

CHF Canada can help you build a sustainable future for your housing co-operative. We are your source for advice and services.

For more information about CHF Canada's Financial Planning Services, please call or email

Dave Howard at:

1-800-268-2537, ext. 239

dhoward@chfcanada.coop

or visit chfcanada.coop/refinancing

We will be happy to hear from you.

chfcanada.coop    @chfcanada

Eileen Tallman Co-operative Homes Ottawa, Ontario (60 units)

"We used our new \$3 million mortgage to replace all our siding, and installed new insulation where it was needed. Everyone is saving a lot on their hydro/heating bills." —Maxine Lewis, President

