



BRIDGING GAPS

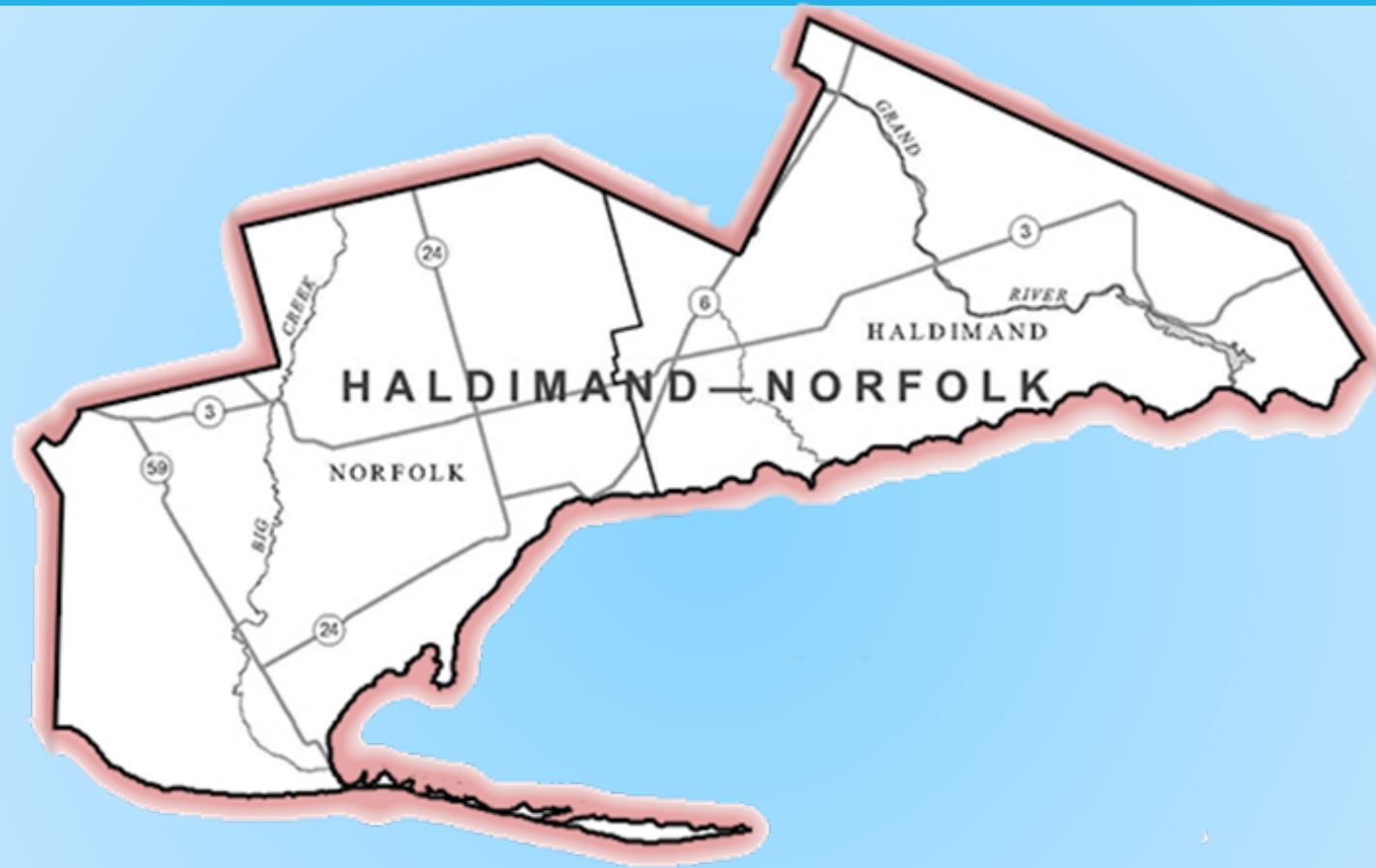
BUILDING HOMES



1975 - 2025



PORTFOLIO



2900+ km²

Delhi

Simcoe

Port Dover

Port Rowan

Waterford

Hagersville

Caledonia

Dunnville

ABOUT HNHC



\$106.5M
in assets



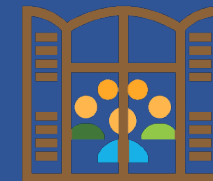
23 Properties throughout
Haldimand & Norfolk



1000+
people housed

535 Homes

171 Seniors-only Apartments
186 Adult & Senior Apartments
148 Family Homes
16 2nd Stage Housing Apartments
8 Supportive Units
6 Student Units



310 Seniors
424 Adults
286 Children



8 HNHC Board Volunteers
20 Non-Profit Board Volunteers



HNHC
COMMUNITY HOUSING

12 Staff Members



DRILLING DOWN THE DATA

Who are the tenants we serve?

Seniors Aging in Place



58% of seniors
over age 70

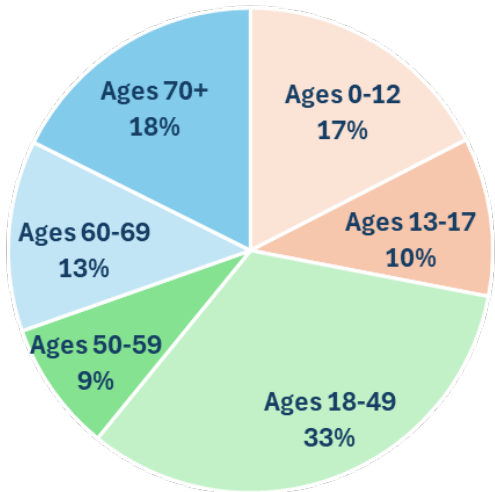
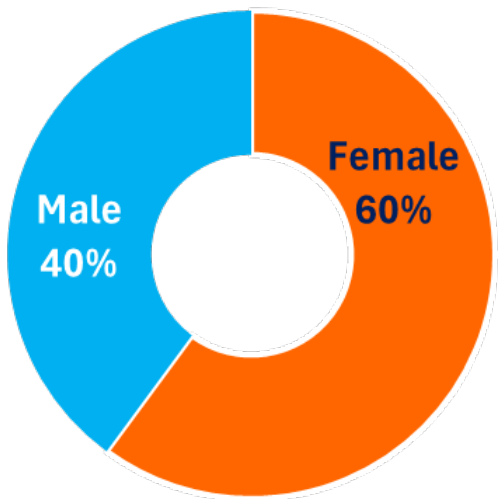
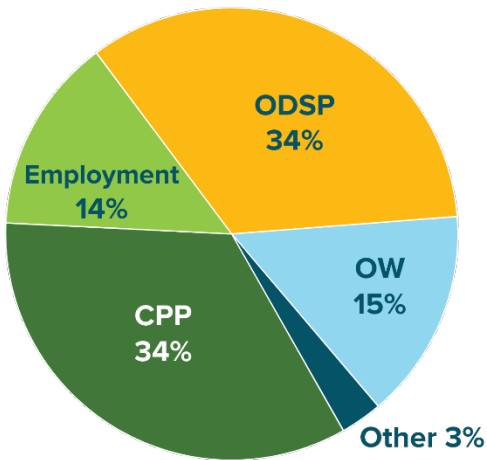


65% of last
year's move-ins
were from the SPP
waitlist



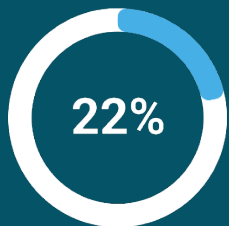
72% of our
family households
are led by a single
parent

Household Primary Income

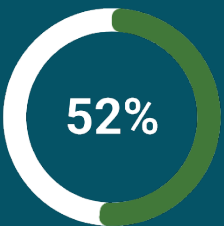


Seniors, Low-Income Individuals and Families, Individuals with Mental Health Issues, Addictions, Disabilities, and Women Fleeing Violence and Abuse

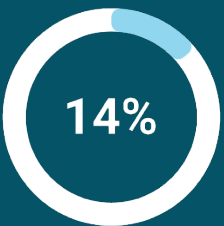
HNHC serves our community's most vulnerable residents



FAMILY
HOUSEHOLDS



SENIOR
HOUSEHOLDS



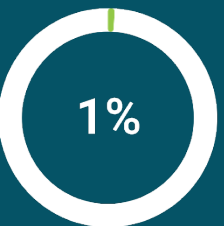
SINGLE ADULT
HOUSEHOLDS



MULTI-ADULT
HOUSEHOLDS



TRANSITIONAL
HOUSINGS



SUPPORTIVE
HOUSINGS

FINANCIAL YEAR IN REVIEW

2024 Revenue		2024 Expenses	
Rent Revenue	\$2,047,334	Maintenance & Repairs	\$864,411
Other Revenue	\$323,713	Utilities	\$546,704
Municipal Subsidy-Operating	\$761,881	Capital Repairs	\$625,000
Municipal Subsidy - Property Taxes	\$509,241	Capital Repairs - Repair & Renewal	\$1,876,127
Municipal Funding - COCHI & OPHI	\$542,912	Capital Repairs - COCHI & OPHI	\$542,912
Municipal Subsidy - Capital Allocation	\$625,000	Admin & Salaries, Wages, Benefits	\$1,509,734
Capital - Repair & Renewal Program	\$1,875,993	Municipal Property Taxes	\$509,241
		Insurance	\$209,410
TOTAL REVENUE	\$6,686,074	TOTAL EXPENSES	\$6,683,539
NET SURPLUS		\$2,535	

2023 Revenue - \$4,267,458	2023 Expenses - \$4,263,216	2023 Net Surplus - \$4,242
2022 Revenue - \$3,648,666	2022 Expenses - \$3,644,433	2022 Net Surplus - \$4,233

Welcome Matthew McNally, CPA, CA
Millards Chartered Professional Accountants



New Development

- **Dunnville – 56-unit mixed-income building** (built to passive house standards) with state-of-the-art daycare facility on ground floor. Breaking ground – June 2025
- **Delhi – 24-unit mixed-income building** (currently in pre-development)
- **Port Dover – Addition of 25 mixed-income units** to existing property

Strategic Partnerships

- **NGH/CMHA - retrofitted 2 legacy homes** for ASH Addiction Supportive Housing
- **Fanshawe College – retrofitted 2 legacy homes** for affordable student housing for any student at the Simcoe campus
- **Flourish – working together with this development arm of Indwell** to optimize strategies for bringing more affordable housing to Haldimand Norfolk



Repair & Renewal

- **Deeply renovated and re-rented 10 family homes** that had been vacant due to disrepair
- **70% completion of 3-year \$8M Capital Repair & Renewal program**

Tenant Support Initiatives

- **Reorganization & allocation of internal resources** to meet tenant needs
- **Established “Connected Communities” tenant engagement plan**
- **HSB Funding to directly impact ‘at risk’ tenants**

INVESTING IN HOMES – REBUILDING LIVES

KPI REVIEW

HNHC Target: 100%

HNHC Actual: 100%



Annual Unit Inspections

Percentage of all units in the housing portfolio that received an annual inspection in 2024. This KPI tracks completion rates to ensure ongoing property maintenance and adherence to health and safety standards.

HNHC Target: 97%

HNHC Actual: 99%



Housing Occupancy

Percentage of rentable homes occupied in 2024, based on the average of quarterly occupancy rates across the housing portfolio. This figure is influenced by the number of move-outs, the efficiency of the offer process, and the time required to turn over units.

HNHC Target: 30

HNHC Actual: 24.5



Unit Turnover

Average number of days homes are vacant between tenancies. This KPI reflects the efficiency of the offer process and the time required to complete repairs and prepare units for the next applicant on the waitlist.

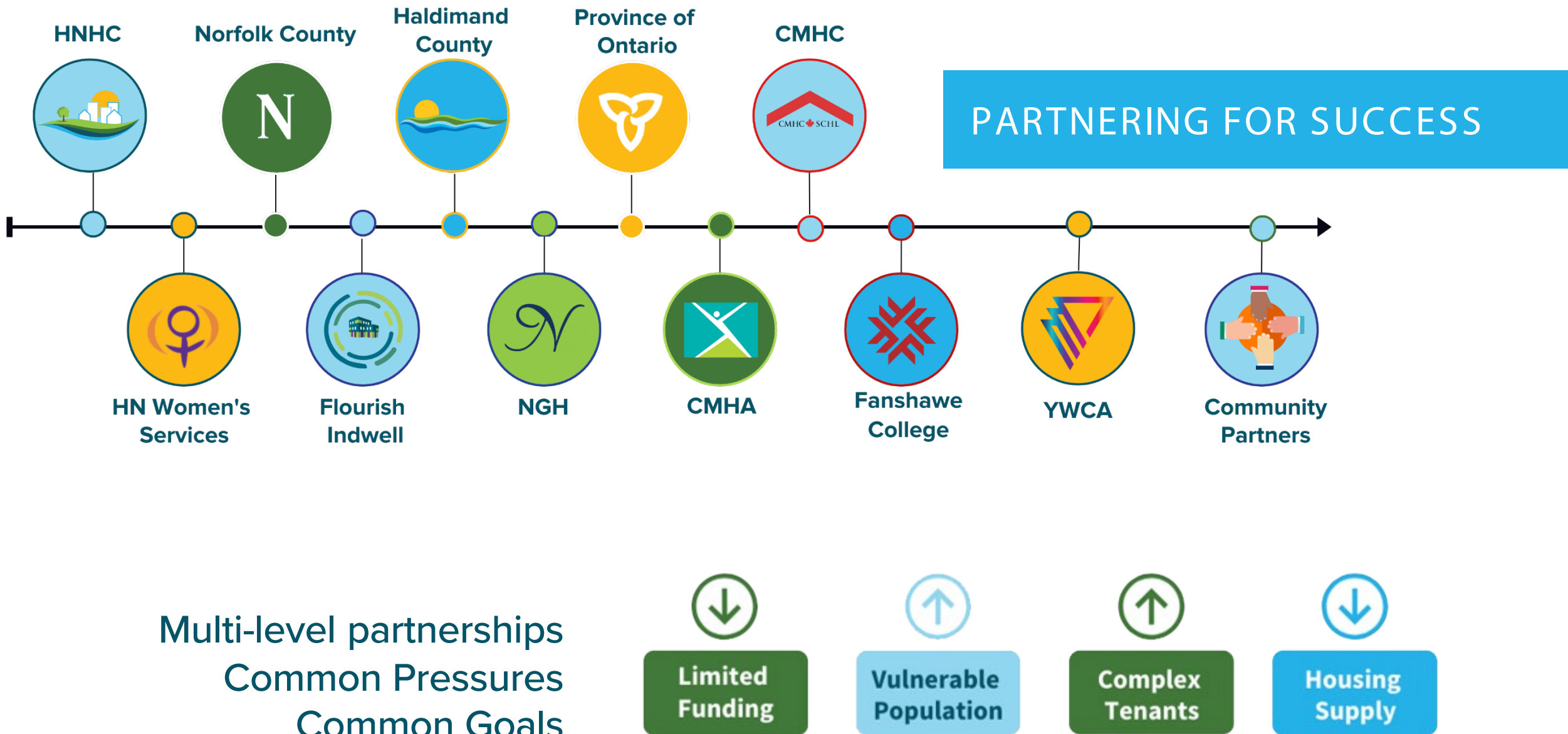
HNHC Target: 95%

HNHC Actual: 99%



Rent Collection

Average percentage of total rent collected in 2024 across the housing portfolio, based on quarterly results. This KPI compares the total rent collected to the total rent charged, reflecting overall payment trends and arrears management.





Thank you!

