

## Appendix B – Rent Up Process for WRH Redevelopments

The WRH RP set the target for mixed-income buildings to (1) encourage social inclusion within buildings and the neighbourhoods they are located within, and (2) increase the financial sustainability of WRH. WRH's existing tenant and community engagement strategy will be used to measure if mixed-income buildings are delivering on social inclusion, as tenants across WRH are regularly engaged. Financial sustainability is measured internally through the budget. Tenants who have been moved to facilitate the redevelopment of these sites are provided the opportunity to return to the community and reside in the new buildings.

The rent-up process for new WRH sites will facilitate mixed-income communities by allocating one-third of the units in each building as follows:

- One-third Rent Geared to Income (RGI), creating affordability for very low-to-moderate-income households.
- One-third Below Average Market Rent (BAMR), which is defined as 80% of Median Market Rent in Waterloo Region, creating affordability for low-to-moderate income households.
- One-third Low-End Market (LEM) Rent, which is defined as 100% of Median Market Rent in Waterloo Region, creating affordability for moderate-to-average income households.

Please note that all WRH units are the same, regardless of who rents them. In other words, no physical or structural differences exist between an RGI, BAMR, or LEM unit.

The following table defines income categories based on the median income of all households in Waterloo Region.

Income	% of	Generally	%	Annual	Afforda	WRH Unit
Very Low	20% or	Shelter	1.89%	<= \$18,600	<= \$465	RGI
Low	21%-	1 full time	16.58%	\$18,600 -	\$465 -	RGI

Moderate	51-80%	Starting salary	19.33%	\$46,500 -	\$1,163 -	RGI
Average	81-	"middle class"	22.58%	\$74,400 -	\$1,860 -	LEM
High	> 120%	The group with	39.62%	>= \$111,601	>=	n/a

NOTE: *this data is based on the 2021 Census data which was collected in May 2020 during the first phase of COVID-19). According to StatsCan, between May 2020 and September 2020, approximately 35.2% of Canadian workers who earned at least \$5,000 in 2019 received Canada Emergency Response Benefit payments, up to a maximum of \$14,000. Low-wage workers were the most likely to receive CERB payments.*