



44 COLBORNE ST

OSHAWA

RENTAL APARTMENTS

KINGS BAY PARTNERS

ABOUT US

Kings Bay Partners specialize in developing high quality, practical and livable multifamily rental properties to help ease Ontario's housing crisis. Our founders specialize in **Developing, Building, and Operating** multi-family apartment projects. The management team has a history of successfully delivering residential construction projects on time and within budget. Prior to focusing on multifamily projects, the management team earned **multiple awards** for excellence in custom home design and construction.



Custom Home



Custom Home



Custom Home
Bathroom Design



Custom Home
Kitchen Design



Custom Home
Bathroom Design



Custom Home
Kitchen Design



Custom Home

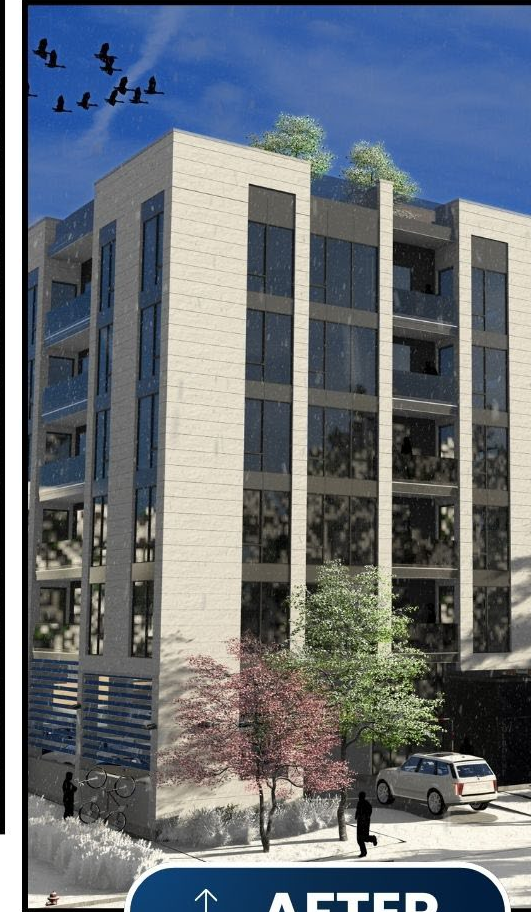


Custom Home

PROJECT OVERVIEW & STRATEGIC IMPORTANCE

44 Colborne St E, Oshawa

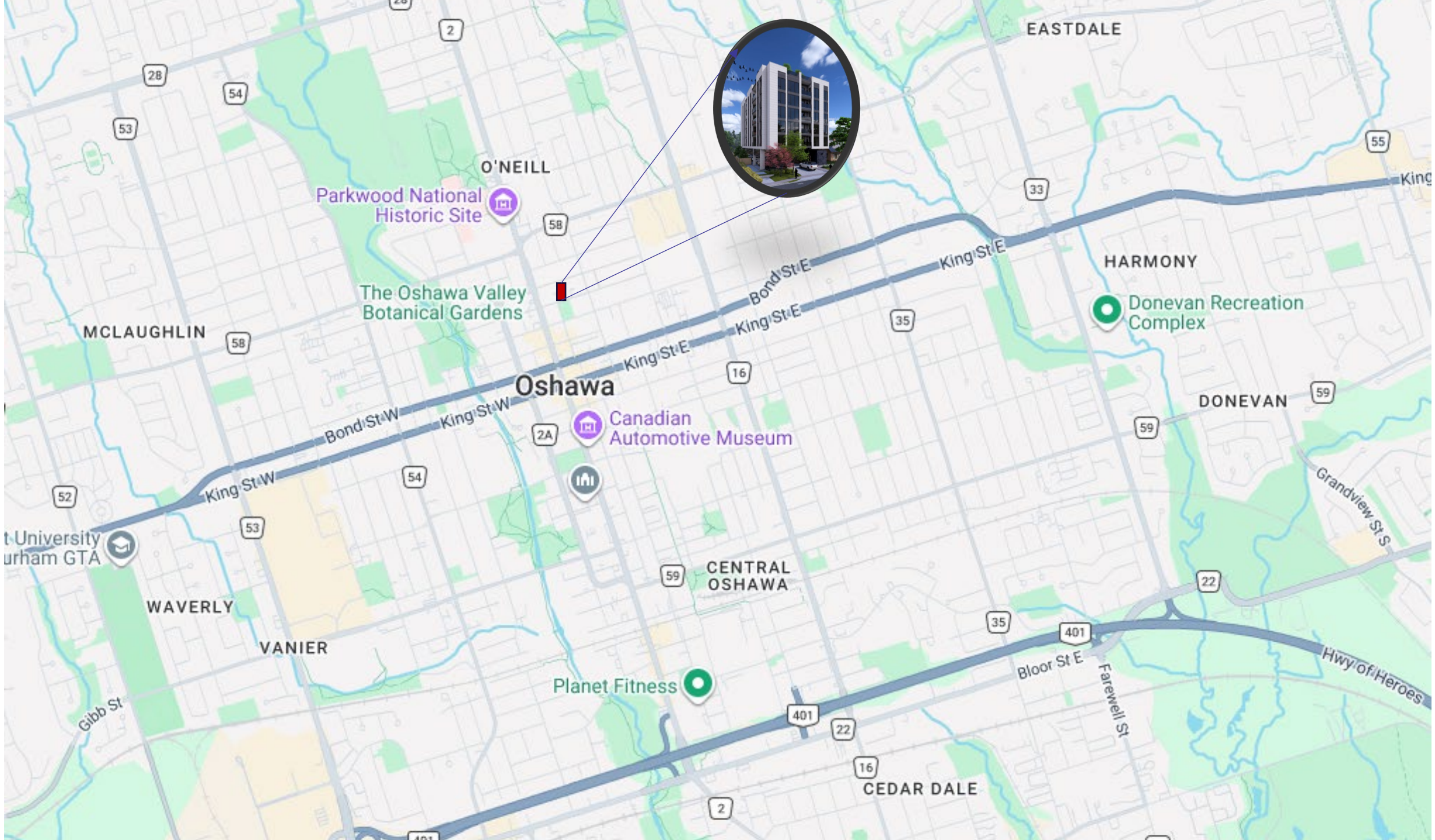
- Part of Urban Growth Center
- Received conditional SPA in Mid-Dec 2025
- Approved for 30 market rental apartment
 - ✓ 15 – 2beds, 5 – 3beds, 10 – 1 bed
- Expected to start construction in the summer and complete construction within 16 months thereafter
- Providing high-quality, spacious and livable multifamily apartments to address market need



FROM OLD TO GOLD

**FUTURE
STARTS HERE**





University of
Durham GTA

Parkwood National
Historic Site

The Oshawa Valley
Botanical Gardens

O'NEILL

Canadian
Automotive Museum

CENTRAL
OSHAWA

Planet Fitness

Donevan Recreation
Complex

EASTDALE

HARMONY

DONEVAN

WAVERLY

VANIER

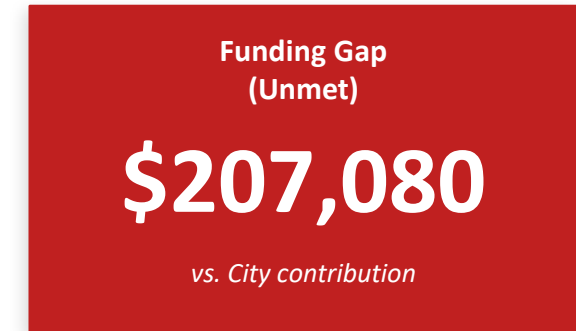
CEDAR DALE

Hwy of Heroes

OUR VISION

- Kings Bay Partners is committed to (1) delivering high-quality apartments that address the daily livable needs of Oshawa residents, and (2) serving as a responsible landlord that manages to high-quality long-term asset condition and resident experience.
- Our project includes:
 - ✓ Spacious and practical unit design that is informed by tenant's daily needs;
 - ✓ An environmentally responsible and energy-efficient design;
 - ✓ Accessible and inclusive building features;
 - ✓ A strong focus on green building practices;
 - ✓ Preference to use local suppliers and contractors where feasible to support the local economy

WHERE WE STAND TODAY



Our original business case explicitly requested Regional support proportionate to the City's contribution.

- City approved \$457K — recognizing project viability depends on stacked incentives
- Regional approval of \$250K covers only 55% of what the City committed
- Matching or proportionate Regional support is needed to close the feasibility gap

WHY REQUESTED ALIGNMENT?

TARRIF-DRIVEN COST VOLATILITY: A NEW & ESCALATING RISK

5–15%

Cost increase on steel
& aluminum components

\$1.08M

Construction contingency
budgeted for tariff risk

30 days

Typical quote validity
(was 90 days in 2022)

Supply Chain Ripple Effect

Even Canadian-sourced materials are affected — tariffs and counter-tariffs ripple through North American supply chains, affecting steel, aluminum, mechanical equipment, elevators, and electrical systems.

Procurement Uncertainty = Schedule Risk

Shorter quote validity and longer lead times for MEP and structural components create sequencing risk. Delays compound financing costs, which are already a major budget line.

Budget Erosion Mid-Construction

For a 30-unit rental project, a 5–10% cost overrun can wipe out investor returns and stall construction. There is no ability to increase revenue mid-build the way a condo can reprice pre-sales.

Regional Support as a Stabilizer

A larger Regional grant acts as a financial buffer — reducing the contingency required from construction financing and protecting the capital plan from tariff-driven shocks.

EXTRAORDINARY SITE CHALLENGES – NOT TYPICAL INFILL

High Water Table

~1.5m below grade — requires dewatering, shoring, specialized waterproofing and potential helical pile foundations. High upfront civil/foundation cost exposure.

Small Lot + Structured Parking

0.083 ha net site. All 17 parking spaces internalized at grade — significantly higher structural, ventilation, and life-safety cost vs surface parking.

Tight Setbacks & Fire Ratings

East side yard: 0.6m. Requires non-combustible cladding, 45–60 min fire ratings on all walls, and restricted glazing — mandatory code compliance with no cheaper alternative.

Infill Logistics Premium

Full lot coverage means off-site staging, constrained crane operation, ROW occupation, and elevated trade premiums vs. open suburban sites.

ROW & Utility Works

Transformer pad, curb restoration, new sidewalk, curb cuts, parking meter relocation — non-recoverable public realm costs borne 100% by the developer.

Limited Economies of Scale

Fixed costs (elevator, MEP, fire suppression, professional fees) spread over 30 units not 200+. Per-unit cost is structurally elevated regardless of efficiency.

STRONG PUBLIC RETURN ON REGIONAL INVESTMENT

\$1.02M → \$17M

Assessment Uplift
(Current Value Assessment)

\$90K–100K

Annual City Property Tax
Post-Development (est.)

\$823K

Regional Development
Charges Generated

30 Units

New Purpose-Built
Rental Homes

Downtown Intensification

Transforms underutilized 3-unit site into 30-unit rental in the Urban Growth Centre — density increase from 3.53 to 35.30 units/hectare.

Transit & Active Transport

Located on GO Transit, DRT corridor. Bicycle storage, EV-ready parking, walkable streetscape — reduces car dependency.

Local Jobs & Economy

Construction employs local trades across excavation, structure, MEP, and finishes. Ongoing property management and maintenance creates permanent local employment.

Reserve Fund Replenishment

Increased CVA generates ongoing property tax revenue, directly replenishing the Regional Revitalization Reserve Fund per RRP program intent.

Climate & Smart Growth

Compact infill reduces greenfield pressure. Enhanced energy performance features (EV, high-efficiency building systems) aligned with Regional climate objectives.

Housing Supply Leadership

First of 8 Downtown Oshawa RRP projects at this scale. Sets precedent for small-lot infill viability and demonstrates Regional commitment to mixed housing options.

PROJECT READINESS – WE ARE AT A CRITICAL MILESTONE



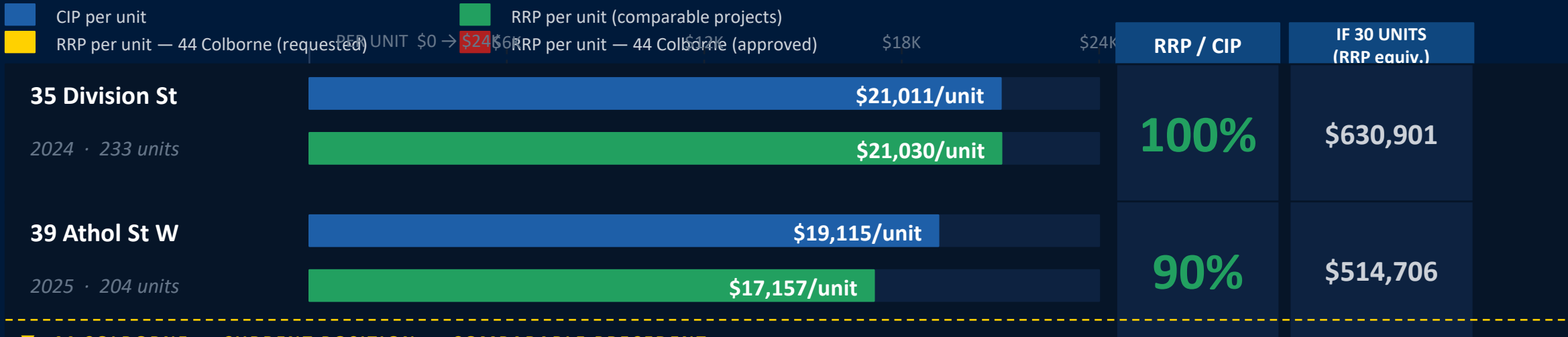
⚠ Building permit is imminent. Regional grant funding is disbursed at permit issuance (50%), framing (40%) and occupancy (10%). Enhanced commitment is needed NOW to protect project viability.

What Is at Risk Without Enhanced Support

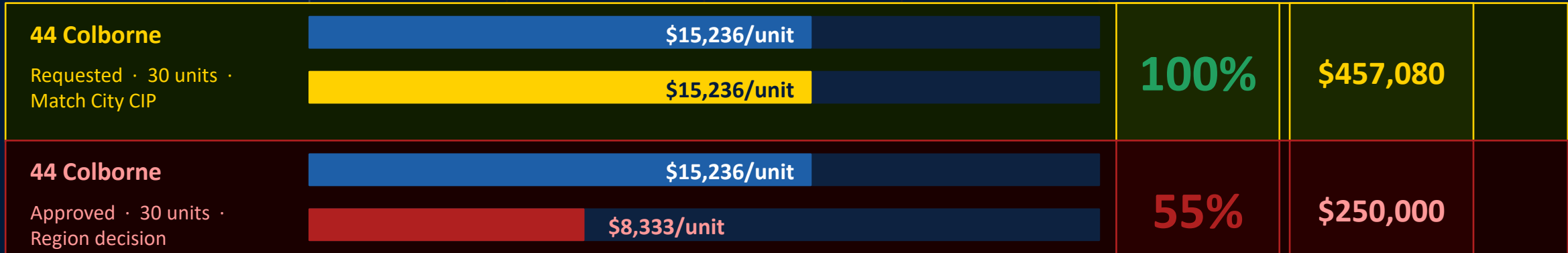
- X Construction may be delayed or stalled until market conditions improve — defeating the housing supply intent of the RRP
- X Investors may require re-evaluation of the capital plan, extending pre-construction carrying costs
- X Tariff volatility could erode the capital plan without a stronger incentive buffer in place
- X 30 new rental homes — desperately needed in Downtown Oshawa — will not be delivered on the 2026–2027 timeline

CIP vs RRP: PER UNIT FUNDING COMPARISON

Comparable Downtown Oshawa projects received RRP grants equal to 90–100% of their CIP. 44 Colborne's approved RRP (\$250K) represents only 55% of its CIP — well below the established Regional precedent.



▼ **44 COLBORNE — CURRENT POSITION vs COMPARABLE PRECEDENT**



Both comparables received RRP equal to 90–100% of their CIP. 44 Colborne's CIP per-unit rate (\$15,236) is already below 35 Division (\$21,011) and 39 Athol (\$19,115). Yet the approved \$250K is only 55% of CIP (\$8,333/unit) — the weakest ratio in the cohort. Matching at \$457K is consistent with every Regional precedent.

CONCLUSION

- We respectfully request that Regional Council reconsider the level of financial assistance under the Regional Revitalization Program for this project.
- This development faces **site-specific challenges and financial risks**, including high water table conditions, shoring requirements, and the unique constraints of a small-lot infill rental project.
- At the same time, the report acknowledges that current market conditions — including **softening rents, rising vacancy, and elevated construction and financing costs** — are placing additional pressure on the feasibility of purpose-built rental developments.
- While the recommended \$250,000 contribution is appreciated, it does not fully reflect the **scale of these challenges or the resulting feasibility gap**.

CONTACT US

If you're interested or have any questions, please contact:

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44 COLBORNE ST RENTAL APARTMENTS

PRESENTED BY KINGS BAY PARTNERS