

Additional Reference Document for appeal to SDAB – 120, 730 St. Albert Trail
Development permit to construct an accessory Quonset building: DP073150

June 17, 2025

Attn: Subdivision and Development Appeal Board,

In addition to the appeal package already submitted to the board, please consider the following information.

Projected Revenue:

| ReStore St. Albert Cash Flow Projections | | | | | | | |
|---|-------------------------------|----------------|----------------|----------------|----------------|----------------|--------------|
| | Total Year 1 6 Months 2025 | Year 2 2026 | Year 3 2027 | Year 4 2028 | Year 5 2029 | Year 6 2030 | TOTAL |
| *Product Revenue | \$ 601,000.00 | \$ 1,000,000 | \$ 1,056,000 | \$ 1,087,680 | \$ 1,120,310 | \$ 1,153,920 | \$ 6,018,910 |
| Total Revenue | \$ 601,000.00 | \$ 1,000,000 | \$ 1,056,000 | \$ 1,087,680 | \$ 1,120,310 | \$ 1,153,920 | \$ 6,018,910 |
| Total Square Footage (including Quonset) | 14,221 | 14,221 | 14,221 | 14,221 | 14,221 | 14,221 | |
| Total Sales per square foot | \$ 42.26 | \$ 70.32 | \$ 74.26 | \$ 76.48 | \$ 78.78 | \$ 81.14 | |
| Total Quonset Square Footage | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | |
| Potential Lost Revenue from unavailability of quonset | \$ 135,236.62 | \$ 225,019.34 | \$ 237,620.42 | \$ 244,749.03 | \$ 252,091.50 | \$ 259,654.25 | \$ 1,354,371 |
| Total Revenue without quonset | \$ 465,763.38 | \$ 774,980.66 | \$ 818,379.58 | \$ 842,930.97 | \$ 868,218.90 | \$ 894,265.46 | \$ 4,664,539 |
| Revenue lost by % | 23% | 23% | 23% | 23% | 23% | 23% | 23% |

As part of our initial business plan, revenue projected from our new store in St. Albert was factored into all of our calculations including our original decision to invest in the City of St. Albert. Our initial capital investment to open our new ReStore in St. Albert was \$556,670 In our original projections; we were to achieve net positive cumulative cash flow by the end of operations in year two. If we are unable to construct the proposed 3200 square foot quonset, positive cumulative cash flows for this location will not be achieved until end of operations in year five. A reduction in our total covered square footage from not constructing this accessory building will **net a loss of \$1.35 million dollars** over the first 5.5 years of operation severely impacting our ability to contribute to operations and fund new affordable housing.

Waste Diversion:

| ReStore St. Albert Waste Diversion Projections | | | | | | | |
|--|-------------------------------|----------------|----------------|----------------|----------------|----------------|--------------|
| | Total Year 1 6 Months 2025 | Year 2 2026 | Year 3 2027 | Year 4 2028 | Year 5 2029 | Year 6 2030 | TOTAL |
| Product Revenue | \$ 601,000.00 | \$ 1,000,000 | \$ 1,056,000 | \$ 1,087,680 | \$ 1,120,310 | \$ 1,153,920 | \$ 6,018,910 |
| Total Revenue | \$ 601,000.00 | \$ 1,000,000 | \$ 1,056,000 | \$ 1,087,680 | \$ 1,120,310 | \$ 1,153,920 | \$ 6,018,910 |
| Waste Diversion with quonset (lbs) * | 619,030 | 1,030,000 | 1,087,680 | 1,120,310 | 1,153,920 | 1,188,537 | 6,199,477 |
| Revenue without quonset | \$ 465,763.38 | \$ 774,980.66 | \$ 818,379.58 | \$ 842,930.97 | \$ 868,218.90 | \$ 894,265.46 | \$ 4,664,539 |
| Waste Diversion without quonset (lbs)* | 479,736 | 798,230 | 842,931 | 868,219 | 894,265 | 921,093 | 4,804,475 |
| Net Reduction in Waste Diversion (lbs) * | 139,294 | 231,770 | 244,749 | 252,092 | 259,654 | 267,444 | 1,395,002 |

*calculated at 1.03 lbs per \$1.00 in gross sales (provided by HFHC)

The reduction of covered square footage will significantly impact the type and amount of donations that our St. Albert ReStore will be able to accept. Based on internal research

provided by Habitat for Humanity Canada, for every \$1.00 sold, 1.03 lbs. of material is diverted from municipal landfills. Because product sales are tied directly to available square footage, it is estimated that a reduction of 3200 square feet of covered sales space **will result in an additional 1.4 million pounds of material being disposed of in municipal landfills** over the 5.5-year period. **That is 632 metric tons of material** that could likely be repurposed, reused, and resold to create affordable homeownership opportunities in St. Albert and beyond.

Employment Impacts

With a 23% decrease in projected revenue annually from our new St. Albert ReStore due to the potential loss of the Quonset building, it is estimated that at least 4 employment opportunities (part time and full time), primarily St. Albert residents, will be lost. This **equates to roughly \$100,000 in lost wage-earning potential every year**. With unemployment rates in the 15–24-year-old demographic more than double the provincial average, this reduction in available job opportunities will more than likely impact this age group.

Volunteer Opportunity Impacts

A 23% decrease in projected revenue, a reduced ability to accept donations, and fewer customers in the store, volunteer opportunities would also be reduced at our new St. Albert ReStore. Our initial projections indicate that 6-8 volunteer opportunities would be available, but with a reduction of 3200 square feet of covered sales space, those opportunities would fall to approximately 4-6 opportunities. This also reduces the number of applicants we can accept for our work experience program. The work experience program provides opportunities for young people and new Canadians to receive valuable real-life work experience that they can use on their resume to help them secure permanent employment. Overall, this means **a reduction in available volunteer and work experience opportunities to the tune of 4,160 hours every year**.

Closing Remarks

The proposed Quonset structure will be built behind the building at 730 St. Albert Trail completely out of view of traffic along St. Albert Trail. While residences are located to the west of the rear property line, a large 8' privacy fence prevents site lines directly into the rear lot while the back of the building, which is painted white, is still within view. This accessory building will be covered in white fabric ensuring that the structure blends in with the current building colour. Considering the positive impact that this additional covered sales space will have on providing affordable homeownership, volunteer, and employment opportunities, we respectfully ask the Submissions and Development Appeal Board to

reconsider their decision and allow Habitat for Humanity Edmonton to construct a 40'x80' accessory quonset building.

Thank you for your consideration.

Kind regards,

A handwritten signature in black ink that reads "Ann-Marie Reddy". The script is cursive and fluid, with the first letters of each word being capitalized and prominent.

Dr. Ann-Marie Reddy

President and CEO

Habitat for Humanity Edmonton