

Subject: Application for City Council Appointment to the London and Middlesex Housing Corporation

Cathy

As it was impossible for me to find this application, referenced in the new paper article on your website, I have decided that I would write the you my credentials via my version of the application.

I formally submit my application for City Council Appointment to the London and Middlesex Housing Corporation

Regarding the following statements, I will be answering the call through my experience.

1. Financial and legal knowledge related to housing development and/or real estate transactions.
 - a. I have been a realtor for over 11 years
 - b. My area of expertise is the following
 - i. Land development
 - ii. Multi-plex unit
 1. New
 2. Renovations
 3. Risk analysis
 4. Sold, bought and invested from duplex up to 50 unit buildings.
 - iii. Farms
 - iv. Residential, housing, land, developments
 - v. Commercial, land, developments, institutional
 - vi. Landlord and tenant act
 - vii. Owner, investor and manager
 - c. Private finances, development for investors.
2. An understanding of accounting, financing, and taxation matters.
 - a. I have basic understanding of the above
 - b. My experience is with budget analysis
 - c. Cost analysis of land, buildings, and developments
 - d. Cost approaches used are
 - i. Direct approach
 - ii. Cost approach
 - iii. Comparison approach.
 - e. Taxes, I am a contractor as a realtor, we constantly consider tax savings.
3. A comprehensive understanding of the core business and objectives of the Corporation
 - a. I have worked in the past for many high profile companies as mostly a project manager
 - b. Here are a few companies that you may recognize
 - i. General Motors
 - ii. Teledyne
 - iii. Engel
 - iv. Stanley Hardware
 - v. Bombardier
 - vi. Ingersoll Rand
 - vii. Shred-Tech
 - viii. A.G. Simpson
 - c. As a manager, designer, process Engineer, Engineering Manager, Manufacturing Engineering Manager, Packaging Engineer.
 - d. I have experience many facets of businesses and had to maintain core objectives of many companies.
 - e. Working for Corporation of London, will be to understand the mandate.
4. Strategic Planning, including resource planning and partnership development.
 - a. As realtors we do this every day for our customers.
 - b. Seller their home, buy another one, plan the amount of funds need, renovation costs, risks involved etc.
 - c. Business planning to include resources is like creating a building or building a house.
 - d. Partnership development, again as realtors we are always partnering with mortgage people, home inspectors, structural engineer, civil engineers, environmental engineer
 - e. Again it will depend on the objective of the corporation.
5. Understanding of affordable and social housing.
 - a. As a landlord, many times I am confronted by people who can find affordable housing.

- b. Being that I have rented to O/W, ODSP and other geared to income people, I understand their needs and wants.
 - c. Limited incomes can affect both landlord and tenant.
6. Corporate Stewardship and Risk Management
- a. Stewardship in my mind is the understanding of how to manage the impacts on the environment, find sustainable practices, improve its reputation among people and or customers while saving money in the end
 - b. Risk management is about mitigating the risks associated with land development, the building, the impacts on the environment, the people, neighbouring communities, and other city as a whole.
7. Knowledge of capital planning, development, funding, foundation and investment
- a. Capital planning to me is more about Capital budgets and appraisal.
 - b. If there is a need for a certain piece of machinery in a fabrication, I need to know if it has the capability to last the time frame needed.
 - c. Life spans analysis is part and parcel to the above.
 - d. Funding, foundation and investment are all requirements and are part of the budgets.
 - e. Funding could be a portion of taxes, government grants, provincial or federal, donations, or private party donations.
 - f. I have experience working with all the above.
8. Experience in Competitive business enterprize
- a. As a realtor this is as competitive as anyone gets. We have to constantly drive and push to make the next sale. We constantly compete against other realtors, managers, property management companies, sellers, buyers, investors, banks, insurance, and many more.
9. Awareness of local housing market (rental and ownership)
- a. I have owned, managed and renovated my own properties for over 15 years.
 - b. Though my experiences, I show new and old investors how to maximize their properties.
 - c. As a realtor with that kind of experience, I am respected in my field as a true expert.
 - d. I sell both residential and commercial investment properties.
 - e. My customers will call me for information about how to maximize their properties today.
10. Experience with local (London and Middlesex) Southwestern Ontario and Ontario-issues and environment in real estate, property management, housing construction.
- a. I am very aware of many issues in the above.
 - b. My experience as an multi-plex owner and investor has given me a good overview of the above.
 - c. As well I have constructed homes, renovated homes, apartments, am versed in building construction and have owned modular home business.
 - d. Property management is one of my pet peeves and I cannot understand how filling a building is better than maintaining a building.
 - e. When I do my risk analysis, most of the owners are very surprised to understand that their building is currently undervalue, mostly because of maintenance issues.
 - f. As well I have a certificate from the Ontario Builders Association specifying that I passed their Section 9 course.
11. Leadership and Intergrity
- a. I am a realtor, we have a strict code of ethics that we must follow. REBBA ACT.
 - b. Leadership comes at a price, good leaders delegate and make sure the people that work for them are trained completely.
12. Primary Residency in London or Middlesex County.
- a. Yes, I live in London.

Hopefully that helps understand my views of the above.

Summary of Richard Miller

- 25 years as Mechanical Engineering Technologist
- Certified as a CET
- Over 11 years as Real Estate Agent, Broker
- Owns a Property Management and Holding Company
- Owns a Renovation Company
- Was in partnership with a Modular Housing company

Contact information
 Richard Miller, Broker
 Regards
 Richard

Richard Miller, Broker, CET, CCC
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