

# REALIZING HOUSING

WISER PROJECTS  
APRIL 2023



# PRESENTATION OVERVIEW

- INTRODUCTIONS
- PROJECT  
EXAMPLES
- LESSONS LEARNED
- DISCUSSION

*We acknowledge that our offices are on the traditional territories of the Lekwungen speaking peoples, and that the land's historical relationships with the Songhees, Esquimalt and W̱SÁNEĆ peoples have existed since time immemorial. As our work crosses many territories, we seek to acknowledge the histories and relationships all First Nations communities have with the land. We also affirm that colonialism, and the attitudes and practices that have accompanied it, contributes to the continued systemic discrimination and violence against Indigenous Peoples.*

## **INTRODUCTIONS:**

# **WISER PROJECTS & DEVELOPMENT SOCIETY**

Professional planners and partners

Victoria, Vancouver, Comox Valley based

80% non-profit development

B-Corp

Public, private, Indigenous government projects

# DEVELOPMENT CONSULTANTS ROLE

The development consultant's role is to facilitate and form partnerships to increase a project's viability and chances of success and navigate the development system and process.

1. Develop concepts and programs
2. Understand project processes and planning, risks and opportunities
3. Project budgeting - from pre-development to operations
4. Build strategic partnerships with funders, governmental bodies, and service providers
5. Manage the 'process' from pre-development through to operations

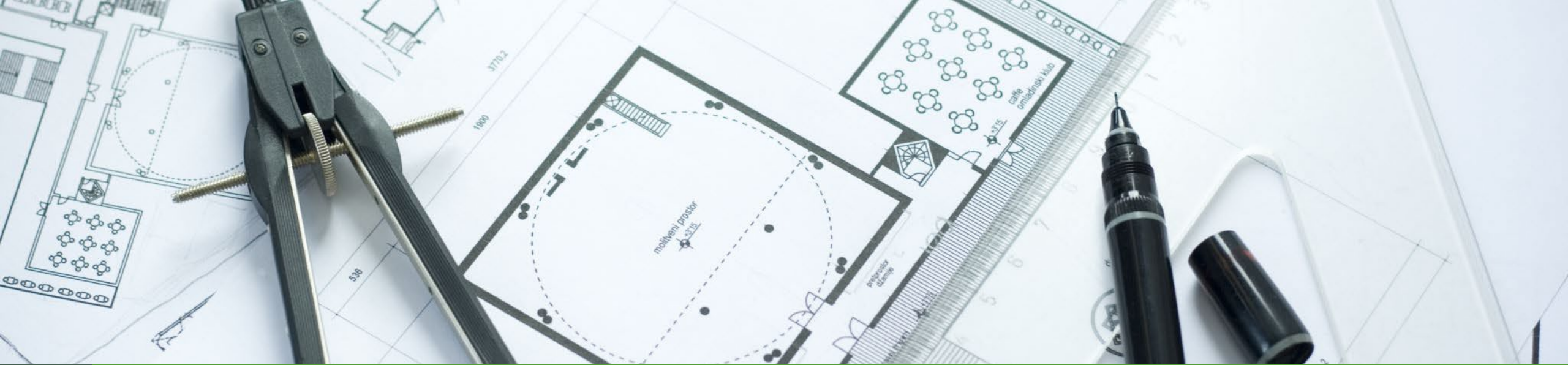
*Also: Support capacity building to the next time – within your organization and the community at large*

# WHAT HAVE WE LEARNED ABOUT THE LOCAL GOVERNMENT ROLE IN ATTAINABLE HOUSING?

1. Certainty
2. Land
3. Money
4. Policies & Politics

*One of the first questions we ask when approached with a project is – **WHERE** is it?*





# PROJECT EXAMPLES

# DUNCAN HOUSING SOCIETY

1. Replacement of aging facility – identified 10 years prior to end of life of building
2. Renewal, redevelopment, new build options analysis
3. Build strategic partnerships with funders, governmental bodies, neighbours
4. Experienced team – consultants and staff – attracted funding and partnerships; provided certainty when certainty was hard to find



# DUNCAN HOUSING SOCIETY: GOV ROLE

## 1. Certainty

BC Housing committed to funding under Community Housing Fund (CHF)

## 2. Land

Anglican Diocese partnership  
Support for the rezoning of lands for the development of 6 storey residential building

## 1. Money

Seeking property tax exemptions and reductions/waiver in DCC's; Regional Housing Fund

## 2. Policies & Politics

Parallel OCP Process  
Champions needed

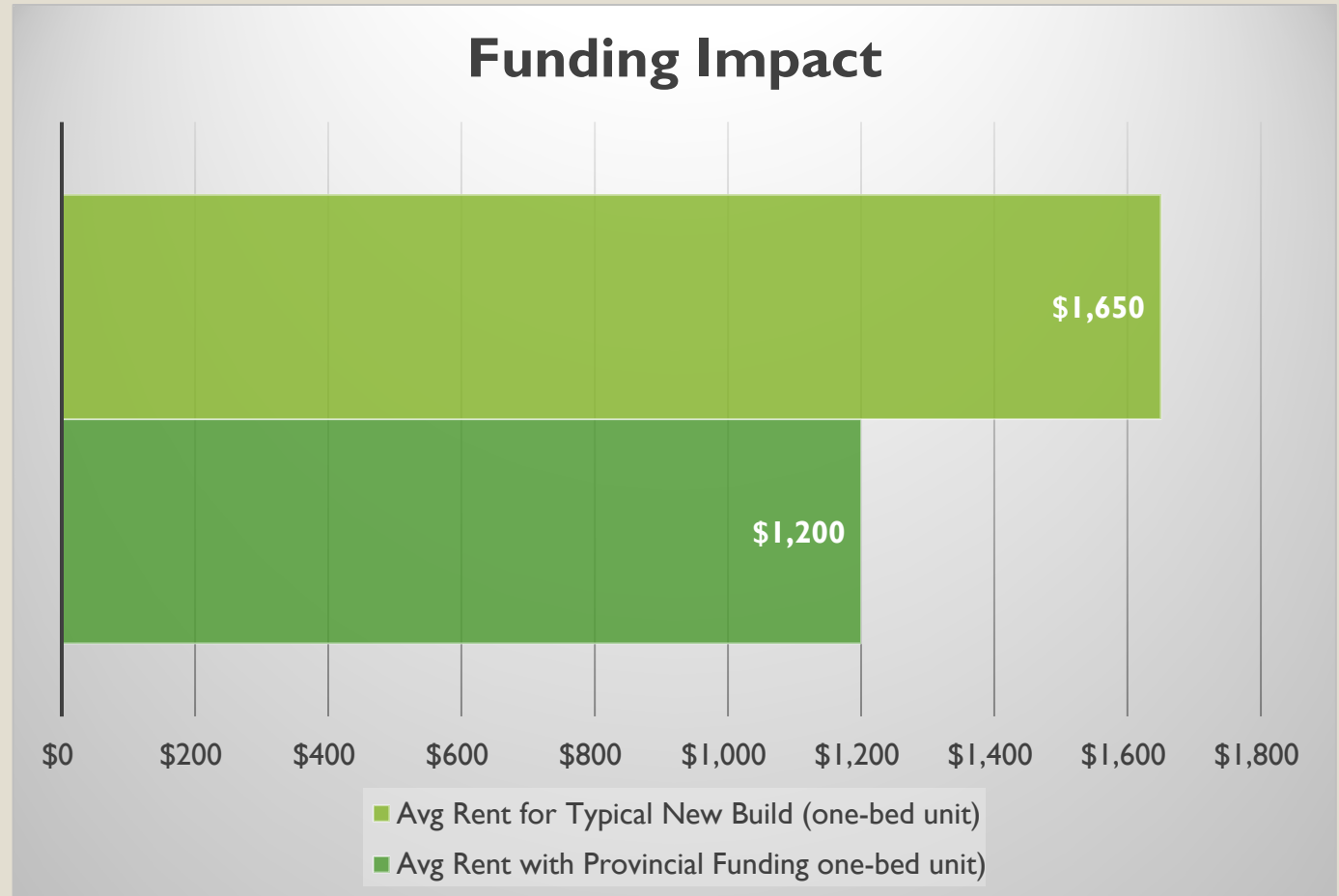




# DUNCAN HOUSING SOCIETY: DELIVERING ON AFFORDABILITY

## BC Housing

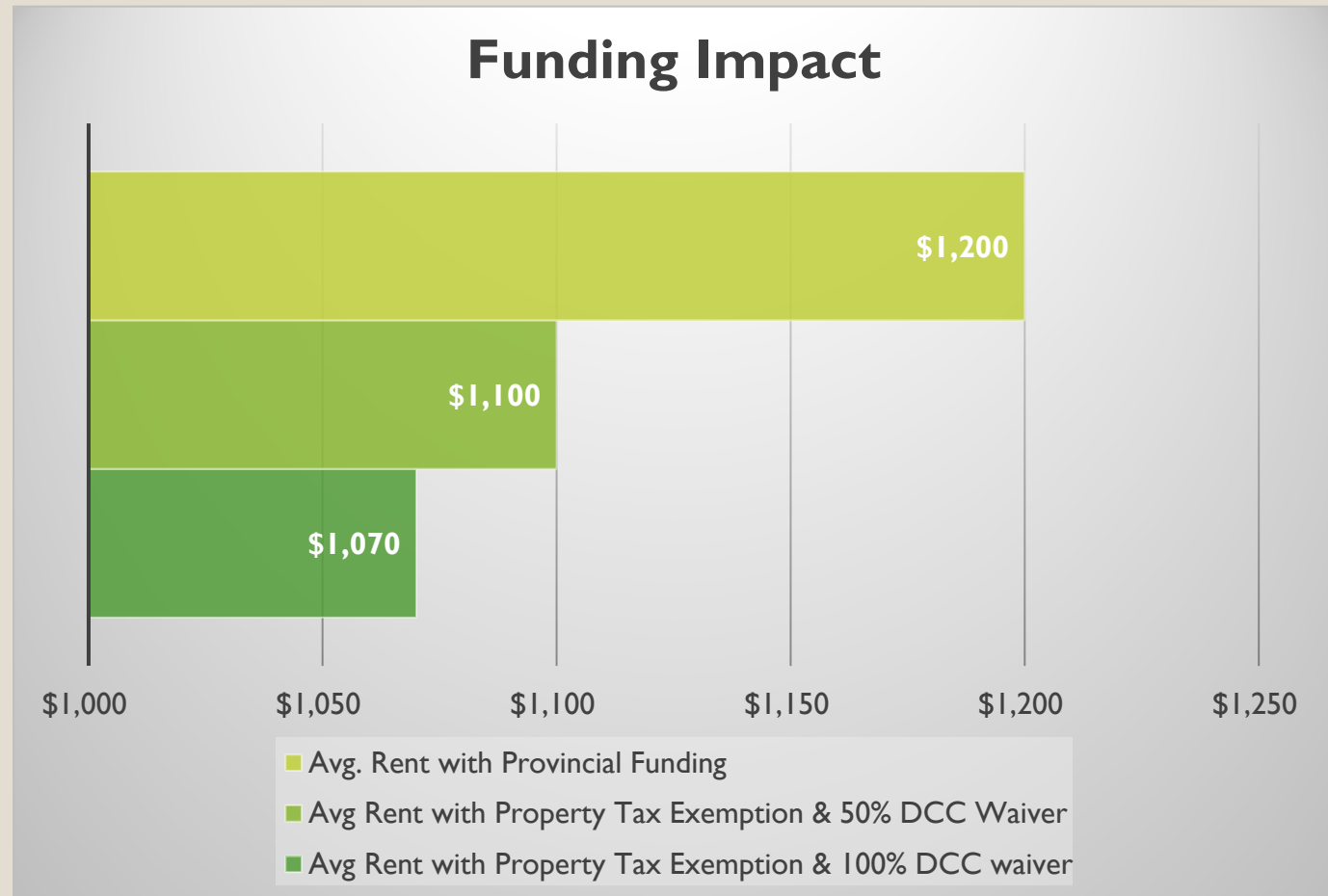
- \$11,800,000 through the Community Housing Fund



# DUNCAN HOUSING SOCIETY: POTENTIAL IMPACT OF MUNICIPAL CONTRIBUTIONS

## Assumptions to deliver affordability

- Property tax exemptions (approx. \$150k/ year for 10 years)
- Waiver/Reduction in DCC's (up to \$1,465,182)
- Funding through Cowichan Housing Association (\$350,000)



# JOHN HOWARD SOCIETY

- Society purchased land after rezoning/DP
- Society had equity to finance land
- Co-location of new housing units, new headquarters, and programming space
- Creative funding + financing
- Well-positioned and known entity provided this opportunity

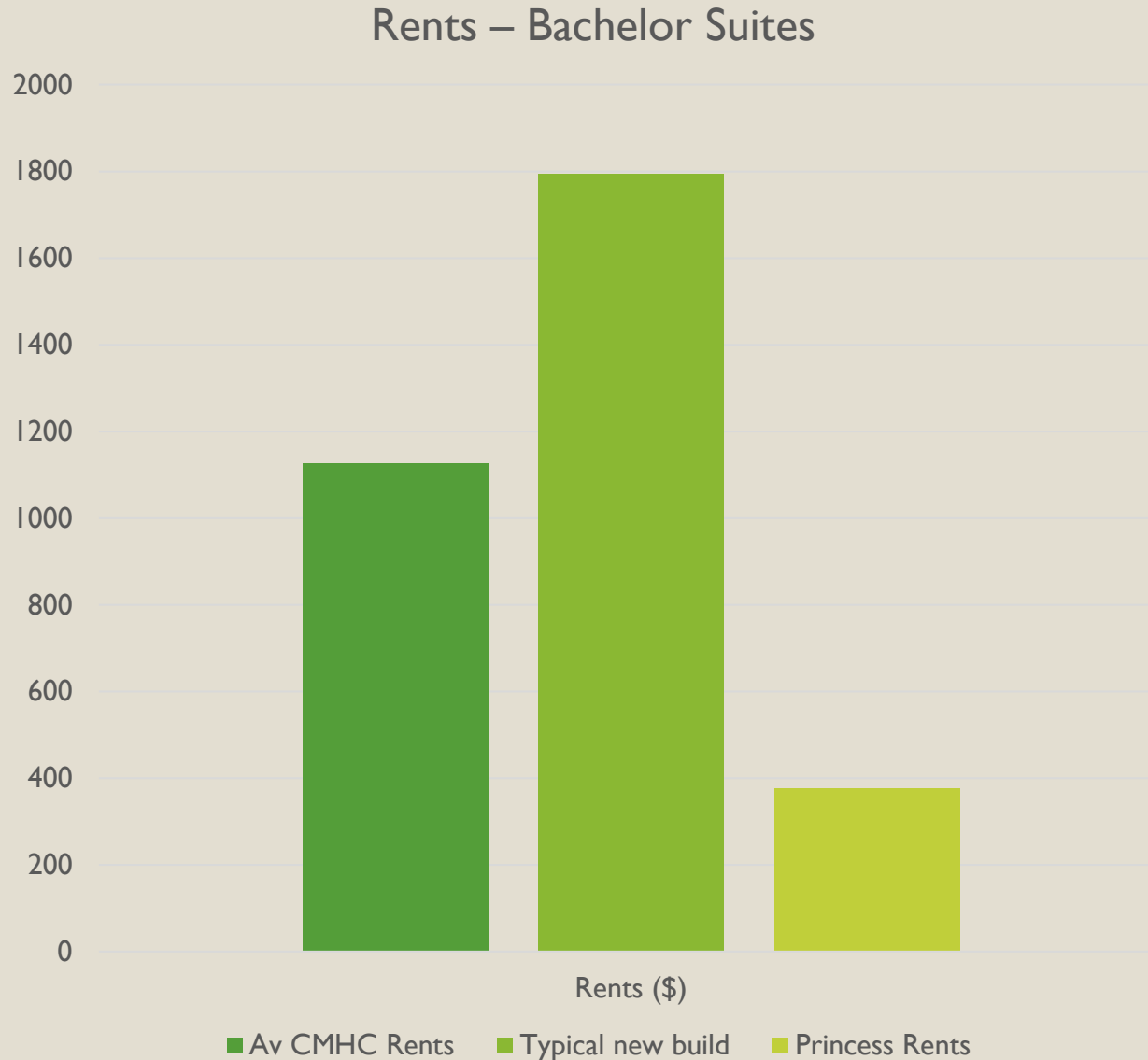




# JOHN HOWARD SOCIETY: GOV ROLE

1. **Certainty:** Unanimous Council support in RZ/DP; staff-delegated renewal of DP
2. **Land:** operating dollars allowed purchase
3. **Money**
  1. Municipal capital funding
  2. Provincial capital and operating funding (PHSA, Housing Ministry, collateral mortgage)
  3. Federal capital and operating funding
4. **Policies & Politics**
  1. Meeting municipal housing goals (deeply affordable units for vulnerable populations)
  2. Meeting provincial housing goals (affordable housing)
  3. Meeting Federal housing goals (vulnerable populations)

# JOHN HOWARD SOCIETY: DELIVERING ON AFFORDABILITY



All levels of government providing support (capital and operating)

1. Municipal (Housing Reserve Fund)
2. Provincial (Capital investment and operating dollars)
3. Federal (Capital investment and operating dollars)

*Results in deep affordability for vulnerable populations*

# SOOKE REGION COMMUNITIES HEALTH NETWORK

1. Co-location of seniors' centre and affordable seniors' housing above
2. Partnership with District of Sooke (funding, long-term lease and airspace parcel)
3. Creative funding + financing
  1. Different funding sources for housing vs seniors' centre
4. Demonstrating community need



# SOOKE REGION COMMUNITIES HEALTH NETWORK: GOV ROLE

## 1. Certainty

1. Project reflects priorities
2. Political certainty

## 2. Land

1. District led vision for entire 5.6-acre lot
2. Directed community priorities over entire site

## 3. Money

1. District early money in, leveraged

## 4. Policies & Politics

1. Policy certainty
2. Waiting for provincial/federal priorities to catch up with model



# MUNICIPAL POSITIONING

- Non-profit owners are also looking to partners to share risk and costs, find efficiencies, and increase project viability and success
  - Hub Models: Boys and Girls Club Southern Vancouver Island, Comox Valley Community Foundation
  - CACs can be diverse and updated to reflect changing community needs: i.e. AGGV, medical professionals
- Municipalities can play a key role in supporting these partnerships and negotiations through CAC and tax policies, process incentives (waiving public hearings, pre-approvals), staff delegation, brokering relationships, land lift analyses, etc.
- Position for other level of government investment
  - CMHC HAF program
  - BCH/PRHC – lands, projects, and operations
  - FCM/GMF





# LESSONS LEARNED: LOCAL GOV

- 1. Understanding community need:** tailor policies towards the need
- 2. Build strategic partnerships:** understand the broad and important role you and staff can play
- 3. Time is of the essence**
  1. Time actually **IS** money – Housing Ministry Permitting support; CMHC HAF program
  2. Time brings certainty for all (community, funders, future residents, developers, staff)
- 4. Early money and land** - a little bit of early money goes a medium way, a little piece of land goes a LONG way (Land acquisition along transit corridors)
- 5. Staff experience and capacity** – especially in smaller communities, how can we all support staff on complex projects with competing priorities?
- 6. Be patient AND ambitious**
  1. On average, 5-8 years to deliver housing under current programs
  2. Be clear on priorities, roles, and a pathway to get there



# DISCUSSION

[KAELEY@WISERPROJECTS.COM](mailto:KAELEY@WISERPROJECTS.COM)

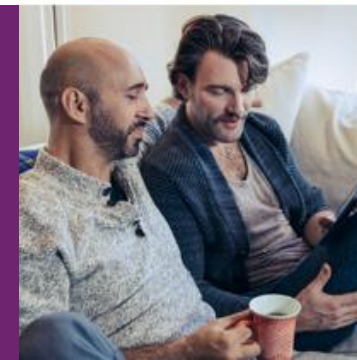
**THANK YOU**



# CMHC Affordable Housing Funding Programs At-a-glance

AVICC AGM & Conference

April 15, 2023



Canada



# National Housing Strategy Key Areas of Focus

- Create New Housing Supply
- Modernize Existing Housing
- Resources for Community Housing Providers
- Research & Innovation



# CMHC Role

We provide access to funding, research, knowledge and expertise to make housing affordability a reality for all



Mortgage  
Funding

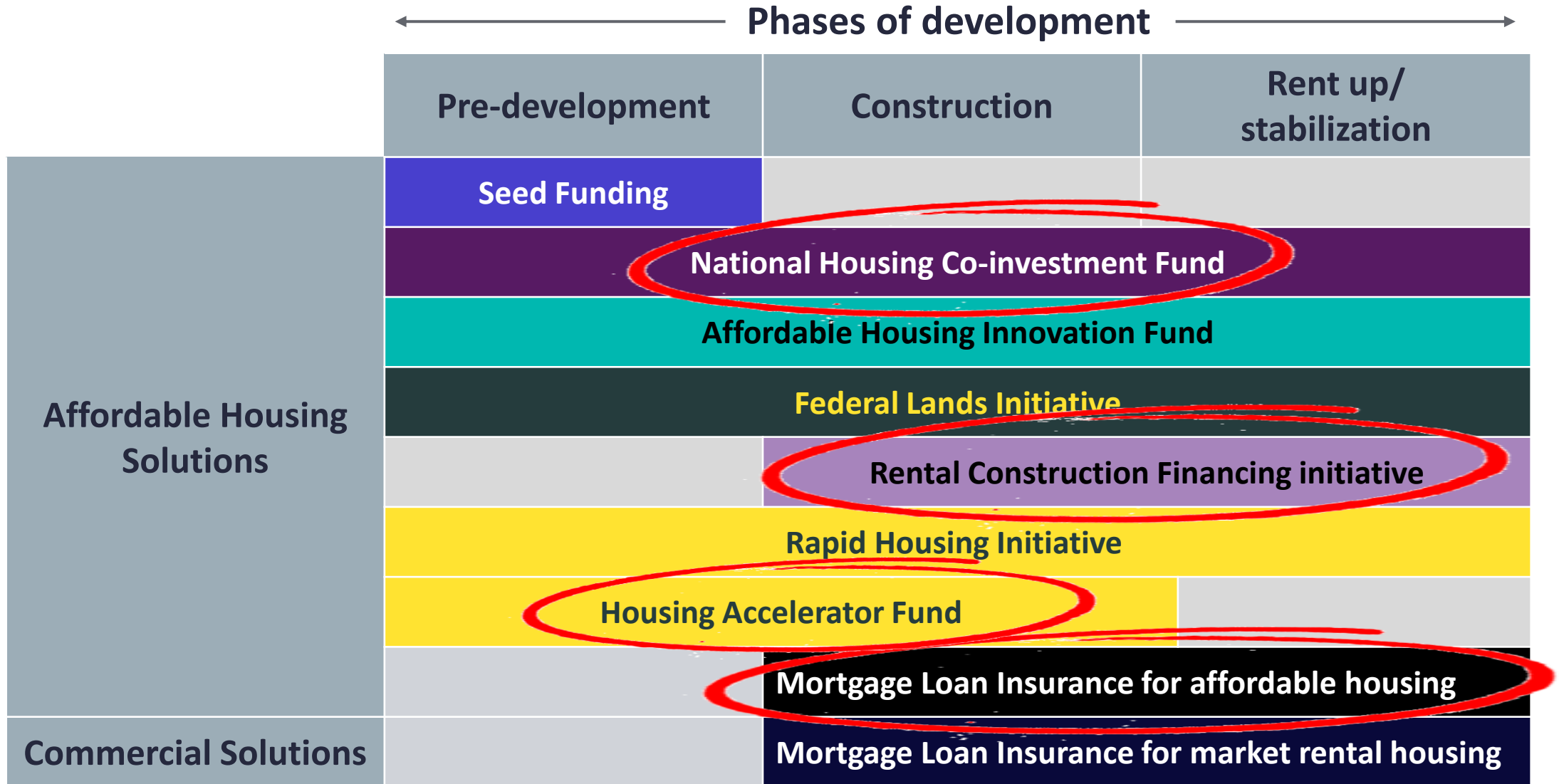


Mortgage  
Insurance



Assisted  
Housing

# Phases of development and CMHC product offerings



# Prioritization Criteria

Intended residents  
(serving a vulnerable population)



5+ affordable units or beds **5+**

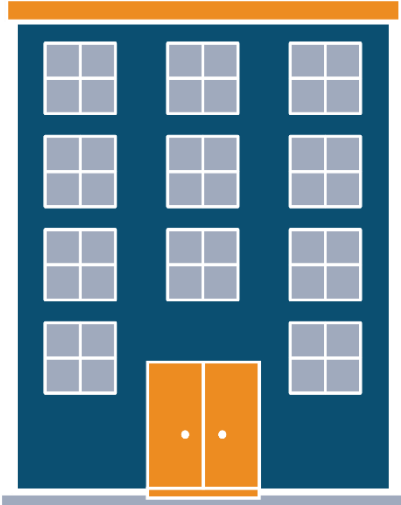
**\$** Financially viable

Affordability: degree & duration 

 Energy efficiency resources

Access to transit & amenities 

 Accessibility features





# Eligibility - Proponents

- Community housing organizations
- Municipalities, provinces and territorial governments and their agencies
- Indigenous governments and organizations
- Private entrepreneurs/builders/developers



# National Housing Co-Investment Fund

**\$13.2 billion over 10 years**

- Promotes partnerships between governments, non-profits, and private sector, among others
- Provides low- cost loans and contributions for the construction, repair and revitalization of community and affordable housing
- Develops energy efficient, accessible and socially inclusive housing

**60,000**

new units

**240,000**

repaired units

**At least**

**4,000**

shelter spaces created or repaired for survivors of family violence

**At least**

**7,000**

new affordable units created for seniors

**At least**

**2,400**

new affordable units created for people with developmental disabilities

# National Housing Co-Investment Fund



New Construction

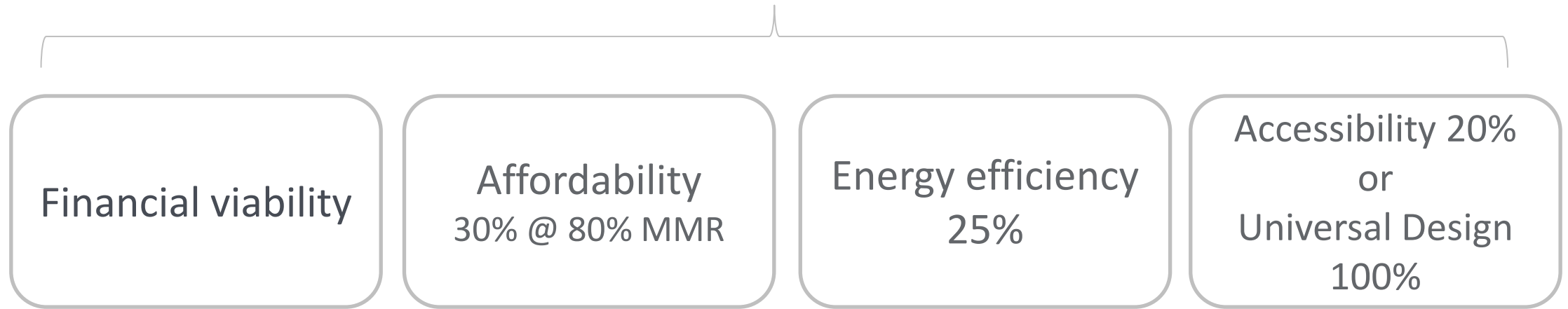


Revitalization



Initiatives for Canadians  
in greatest housing need

# SOCIAL OUTCOMES



Borrowers must demonstrate an **affordability commitment for a minimum of 20 years** from first occupancy under the CMHC Loan.

# Eligible Projects

- Community and affordable housing
- Shelters, transitional & supportive housing
- Conversion of non-residential buildings to affordable multi-unit residential
- Renovation of existing affordable units at risk of being abandoned or demolished
- Indigenous community housing



*Hadgraft-Wilson Place, Kelowna, BC*



*Tyee Co-op, Victoria, BC*

# Rental Construction Financing Initiative

**\$25.75 billion over 10 years**

- ✓ **Financing of New Rental Projects**  
to create housing that is affordable to middle class Canadians, with a target of 71,000 units
- ✓ **Making Low-Cost Loans available**  
to housing developers, non-profit organizations and municipalities during the earliest stage of rental housing development

# STANDARD APARTMENTS

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Excludes niche-type housing such as retirement homes, single room occupancy and student housing

# Rewarding for Greater Social Outcomes

Prioritization Tiers	Based on the following:	Max. Points
Up to <b>100% LTC</b> (from 19 to 25 points)	Duration of affordability beyond 10 years	3
Up to <b>95% LTC</b> (from 10 to 18 points)	Greater depth of affordability in rents	3
Up to <b>90% LTC</b> (from 0 to 9 points)	Greater proportion of affordable units	3
	Energy efficiencies beyond minimum requirements <ul style="list-style-type: none"> <li>▪ <i>Maximum points given for net zero ready energy or equivalent performance standards</i></li> </ul>	5
	Accessibility for future needs (adaptable units) and for greater social inclusion (universal design)	4
	Collaboration, partnerships, and other government supports	5
	Transit Oriented	2



MORTGAGE LOAN  
INSURANCE

**MULTI-UNIT**  
**MLI SELECT**

Canada



# Priorities and Incentives

**Affordability**



**Climate  
Compatibility**



**Accessibility**



# New Construction

## New Buildings

Affordability – Rent Levels (10 year affordability commitment*)			Energy Efficiency and GHGs Reductions over 2017 NECB / 2015 NBC			Accessibility**	
10% of units at 30% of median renter income	15% of units at 30% of median renter income	25% of units at 30% of median renter income	20% above code	25% above code	40% above code	15% accessible	15% accessible AND 85% adaptable/UD
50 Points	70 Points	100 Points	30 Points	50 Points	100 Points	20 Points	30 Points

\*For borrowers making an affordability commitment of 20 years, an additional 30 points are awarded

\*\*Buildings must be 100% VISIBLE (CSA B651-2018 Visitability)

## Flexibilities

Based on total points:

	Premium	LTC	DCR*	Amortization	Rental Achievement	Recourse	Replacement Reserve
<b>Min. 50 points</b>	2.5%	Up to 95%	Min. 1.1	Up to 40 years	Waived	Recourse	Discretionary
<b>Min. 70 points</b>	2.0%	Up to 95%	Min. 1.1	Up to 45 years	Waived	Recourse	Discretionary
<b>Min. 100 points</b>	1.25%	Up to 95%	Min. 1.1	Up to 50 years	Waived	Limited-recourse	Discretionary

\*Min. DCR of 1.10 for standard rental housing, 1.20 for other shelter models, 1.4 for non-residential space

Affordability, climate and accessibility commitments are available for standard rental, SRO and retirement housing. Affordability commitments are not available for student housing, however climate and accessibility commitments remain available for these projects

# Purchase and Refinance

## Existing Buildings

Affordability – Rent Levels (10 year affordability commitment*)			Energy Efficiency and GHGs Reductions over current performance			Accessibility**	
40% of units at 30% of median renter income	60% of units at 30% of median renter income	80% of units at 30% of median renter income	15% reduction	25% reduction	40% reduction	15% accessible	15% accessible AND 85% adaptable/UD
50 Points	70 Points	100 Points	30 Points	50 Points	100 Points	20 Points	30 Points

\*For borrowers making an affordability commitment of 20 years, an additional 30 points are awarded

\*\*Buildings must be 100% Visitable (CSA B651-2018 Visitability)

## Flexibilities

Based on total points:

	Premium	LTV	DCR*	Amortization	Recourse	Replacement Reserve
<b>Min. 50 points</b>	2.25%	Up to 85%	Min. 1.10	Up to 40 years	Recourse	Discretionary
<b>Min. 70 points</b>	1.75%	Up to 95%	Min. 1.10	Up to 45 years	Recourse	Discretionary
<b>Min. 100 points</b>	1.00%	Up to 95%	Min. 1.10	Up to 50 years	Limited-recourse	Discretionary

\*Min. DCR of 1.10 for standard rental housing, 1.20 for other shelter models, 1.4 for non-residential space

Affordability, climate and accessibility commitments are available for standard rental, SRO and retirement housing. Affordability commitments are **not** available for student housing, however climate and accessibility commitments remain available for these projects



# Housing Accelerator Fund

# Housing Accelerator Fund



**\$4 Billion** in contribution for local governments resulting in at least **100,000 net new permitted** housing units over the course of the 4-year program.



Support the **development of complete**, low-carbon, and climate-resilient communities across Canada, that are affordable, inclusive, equitable, and diverse across Canada.



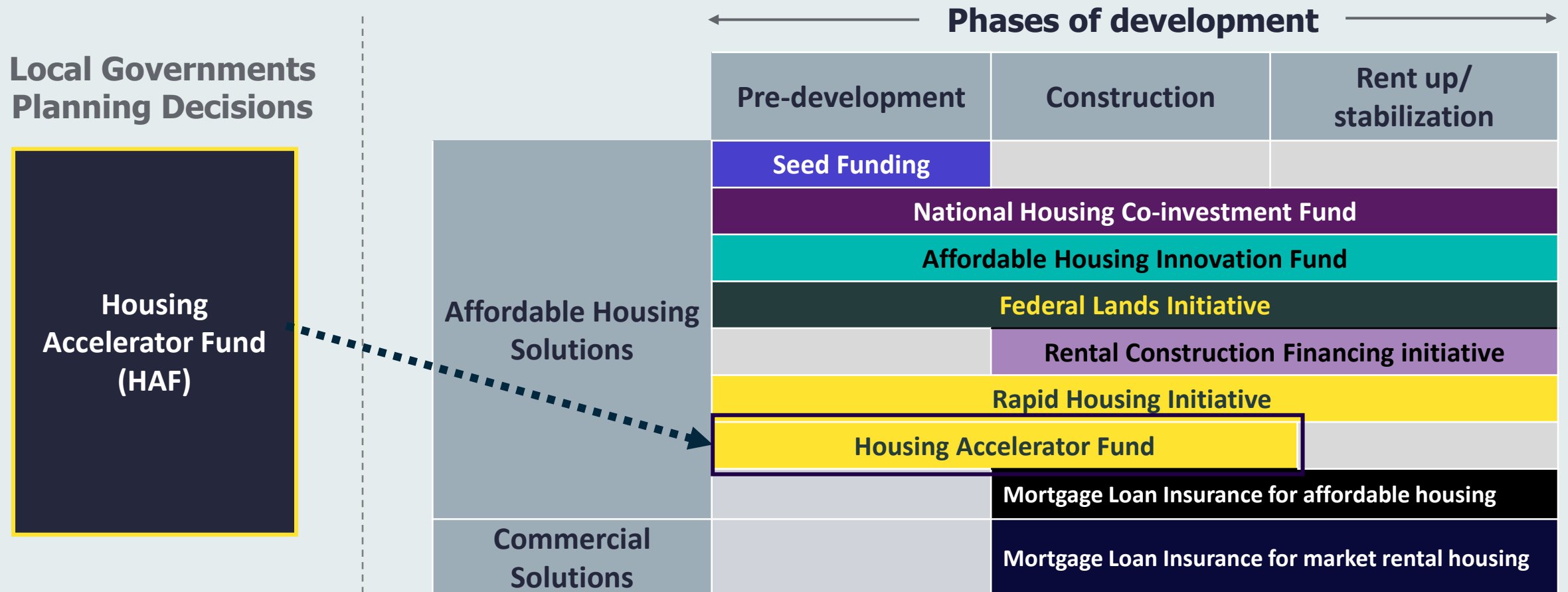
**Lasting systemic changes** reducing **barriers** to housing supply and development approvals



To **speed up housing development** and **increase supply**.

[cmhc.ca/HAF](https://cmhc.ca/HAF)

# Where does HAF fit in?



# Who can Apply to HAF?

Local governments who have delegated authority over land use planning and development approvals





# Application Streams



## Large/Urban

Located in a Canadian province and  
Population\* of  $\geq 10,000$



## Small/Rural/North/Indigenous

Located in a territory or  
Is an Indigenous community or  
Located in a Canadian province and  
Population\* of  $< 10,000$

\*Population based on 2021 census data from Statistic Canada

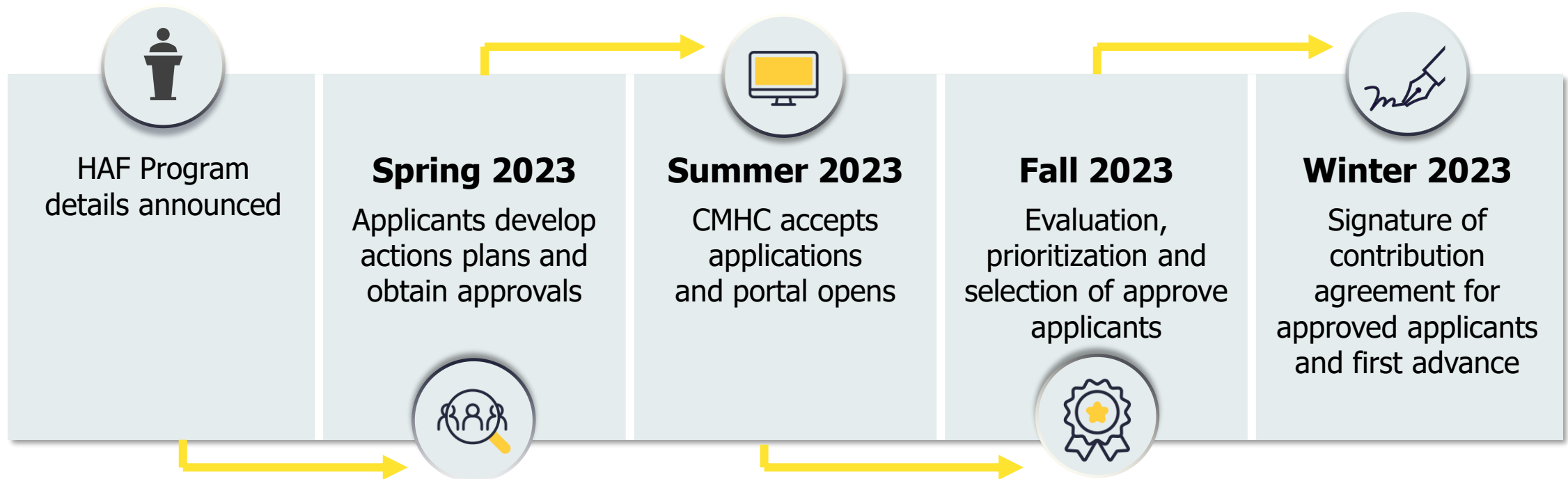
# Minimum Requirements

## Applicants must:

- Develop an action plan
- Commit to a housing growth target
- Complete or update housing needs assessment
- Submit periodic reports



# HAF Key Dates



# Thank you

for your partnership in  
achieving the affordable  
housing objectives

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