



# Town of Blue Mountains Delegation Proposed Affordable Housing Concierge Development Package

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Delegation: Town of The Blue Mountains

Presented by: Julie Scarcella

# Who Are We

A consortium of private & public subject matter affordable housing experts to include policy, development, planning, building science, finance, project management, construction, sustainability (Net Zero and Passive House, LEEDv4.1 & Well Standard).



The  
Georgian  
Bay  
Housing  
Initiative

Working together for a brighter future



Image Credit: Building Innovation Group

# The Problem

Municipalities play a key role in ensuring affordable housing opportunities can occur in the communities. Planning for and developing affordable housing takes a very specific skill set, expertise and capacity to make the right informed decisions. Municipalities don't have access to a community of practice to increase the knowledge and organizational capacity, critical resources to create affordable housing.

**As a result, a lack of tools and resources may include:**

- Partnerships/MOU/Head leases
- Costing Proformas
- Outreach for developers
- Implementation of the housing
- Development considerations
- Housing policies
- Preferential review of development
- Housing models
- Incentives
- Training/Mentorship
- Glossary of Terms



# The Opportunity

## What is the Concierge Development Program?

A program to assist non-profit and private-sector developers of affordable rental and ownership housing, to navigate through site selection, funding, incentives, partnerships, and approvals processes. The essence of the program is to set you up for success - build knowledge, capacity for Council, help staff review opportunities and assist developers on affordable housing projects, reduce silos, risks, built trust and ensure quality assurance.

## Why Now?

- Time is of essence to get it right on affordable housing projects. Developers need support as do Staff and Council.
- Ensure that all housing projects protect the tenants and future homeowners
- Leverage best practices from organizations and municipalities with similar programs



# Benefits Municipalities

- Drives efficiencies early in the pre-development processes
- Increase development knowledge and capacity
- Promotes a streamlined approach to planning/saving time and costs
- Acquiring skills and knowledge which can be applied to ongoing and future projects
- Fast track projects reduce risks
- Access to resources and training
- Meet or exceed TBM Future Story Sustainable Bold Actions
- Provides a set of metrics to quantify & qualify the right resources for the development community
- Utilize a user-friendly checklist to help integrate the planning application for review process of new affordable housing developments

# Benefits Development Community

- Building skills to increase in-house capacity and shovel in the ground development projects
- A process that could be tailored for different types of affordable housing projects
- Receiving access to tools and templates through the steps of a project
- Receive training
- Access a network of subject matter expertise/peer review that spans across Canada with knowledge and experience that will provide quality resources and training /provides support when needed
- Access trusted Proformas to Net Zero /Passive House for different housing typologies
- Learn the common terminology and language in the affordable housing ecosystem

# How do we get there?

## Phase 1: Investigate a Business Case for the Developers Package (budget less than 25K):

- Finalize a Business Case with an initial scope, budget and work plan to move into Phase 2
- Research best practices, conduct meetings with the relevant organizations
- Review the key components for package/process
- Prioritize the key items to be developed first
- Conduct interviews with Town staff (planning, finance, legal)
- Review operational capacity and suggest implementation and monitoring approaches
- Provide recommendations to improve the CIP Housing application process, assess ways to update and integrate certain sections of CIP into the Concierge Developers Package

**Timelines – 7 weeks to prepare**

## Phase 2: Deliver the detailed Project Scope, Work Plan/Timelines and Project Costing for the Developers Package

- Deliver the scope of work and priorities
- Assess annual monitoring, reporting and updating

**Timelines – to be determined**

June 2023 TOBM Delegation



**Concierge  
Developers  
Package for  
Affordable Housing**



## The Ask

- Approve and fund **Phase 1** of the Project
- Commit to a partnership approach and access to staff and resources to inform **Phase 1**
- Based on results of Phase 1, commit to funding support for **Phase 2**

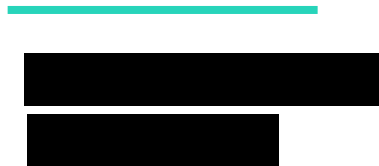


# Contact

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