



GR 101

Securing Government Support for Affordable Housing

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Agenda

- Why is Government Relations Important Gary
- Current Government Landscape Gary
- Who Does What Gary
- What Do You Need to Build Patricia
- Connect with Government Gary
- Questions and Connections Patricia
- Best Practices for Meetings Patricia
- Programs and Funding Opportunities Gary
- Q & A Patricia and Gary

Why is Government Relations Important

- Government is a Key Partner in Housing Development
- Access to Funding Opportunities
- Policy and Zoning Influence
- Relationship Building Leads to Long Term Success
- Government Decisions Impact Housing Availability
- Ensuring Community Support

Current Government Landscape

- **Federal**

- Prime Minister Mark Carney
- Election - 2025

- **Ontario**

- Premier Doug Ford
- Re-elected

- **Municipal (Ontario)**

- October 26, 2026

Who Does What

- **Federal**

- National Housing Strategy
- CMHC

- **Ontario**

- Provincial Housing Strategy
- Budget Asks
- Capital Requests
- Zoning

- **Municipal (Ontario)**

- Municipal Housing Strategy
- Zoning
- Funding Programs
- Property Tax

What Do You Need to Build

- Money
- Land
- Capacity

- What do you have
- What do you need
- How will you get what you need



Connect with Government

- **Federal**
 - <https://www.ourcommons.ca/members/en>
- **Ontario**
 - <https://www.ola.org/en/members/current>
- **Municipal (Ontario)**
 - Call City Hall

Questions and Connections

What:

What are you trying to do?

What are you asking for?

What do you need?

What is the project goal?

Who:

What level of government?

Next steps:

Plan the expectations:

Was meeting beneficial?

What is the specific ask?

Follow up then follow up ...

How:

Event invitations: 2-way: to us, from us

Delegations

Meeting participation and participants

Pre-meeting Briefing

Best Practices for Meetings



- Introduce yourself and your organization
- State the problem
- State the solution
- Be clear about your ask
- Know your project's impact – community, jobs, economy
- Build relationships early, before the ask
- Follow up

Programs and Funding Opportunities

- **Federal**

- Affordable Housing Fund
 - Seed Funding
 - Community Housing Substream
 - Rapid Housing Substream
- Apartment Construction Loan Program
- Green Municipal Fund

- **Ontario**

- Budget Asks
- Capital Requests

- **Municipal (Ontario)**

- Development Charges - Waivers
- Funding Programs
- Property Tax Exemptions

Questions and Answers

