

**The Blue Mountains Attainable Housing Corporation Request for Information for Development of Attainable Housing in The Blue Mountains**



The Town of The Blue Mountains, through The Blue Mountains Attainable Housing Corporation (“BMAHC”), has initiated the process to go to market for information related to the development of attainable and sustainable rental and ownership units in The Blue Mountains. Additional details are available on the Blue Mountain Attainable Housing Corporations website.

The Request for Information “RFI” can be reviewed on the official Town of The Blue Mountains Bid Opportunity page.

<https://www.thebluemountains.ca/bid-opportunities.cfm>

The Blue Mountains Attainable Housing Corporation



[www.thebluemountainshousing.ca](http://www.thebluemountainshousing.ca)

**The Blue Mountains Attainable Housing Corporation**



For more information about the Blue Mountains Attainable Housing Corporation and our programs please visit our website:

[www.thebluemountainshousing.ca](http://www.thebluemountainshousing.ca)

or contact

**Rob Sampson, Chairman**

**Land line : 519-599-3131 x.408**

**Cell: 705-441-6148**

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**The Blue Mountains Attainable Housing Corporation**



**Our goal is to facilitate the supply of suitable, adequate, attainable, and sustainable ownership and rental units in the Town of The Blue Mountains that are accessible to a larger portion of the population, in a financially prudent manner that supports economic development and workforce development.**

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To support the Town and BMAHC's focus, outlined below is the Corporation's five year goals. The Corporation will continue to facilitate the supply of attainable housing past 2023.

### What Will be Built



### Who Will Benefit?

There are several groups that will benefit from this work



**Targeted Tenants**

- Tourism Workforce, Working Population and Seniors



**Local Residents**

Housing security will result in a more inclusive community that attracts families and younger populations



**Local Businesses**

Overtime there will be a larger and more financially secure customer base

Project	Target Beneficiary Group	Possible Support Policies and Levers		Year				
				19	20	21	22	23
<b>Rental Project East (Approx. 50 Units)</b>	<ul style="list-style-type: none"> <li>Service employees</li> <li>Tourism employees</li> </ul>	<ul style="list-style-type: none"> <li>Land Use or Swap</li> <li>Rental Guarantees</li> <li>Accelerated Approvals</li> </ul>	<ul style="list-style-type: none"> <li>Rental Restrictions</li> <li>DC Relief</li> <li>Subsidized Rent</li> </ul>	[Progress bar from 2019 to 2022]				
<b>Rental Project West (Approx. 50 Units)</b>	<ul style="list-style-type: none"> <li>Service employees</li> <li>Working population</li> <li>Seniors</li> </ul>	<ul style="list-style-type: none"> <li>Land Use or Swap</li> <li>Rental Restrictions</li> <li>DC Relief</li> </ul>	<ul style="list-style-type: none"> <li>Accelerated Approvals</li> <li>Subsidized Rent</li> </ul>	[Progress bar from 2019 to 2022]				
<b>Home Ownership Units (Approx. 50 Units)</b>	<ul style="list-style-type: none"> <li>Service employees</li> <li>Working population</li> </ul>	<ul style="list-style-type: none"> <li>Land Use or Swap</li> <li>Resale Price Restriction</li> </ul>	<ul style="list-style-type: none"> <li>DC Relief</li> <li>Accelerated Approvals</li> </ul>	[Progress bar from 2021 to 2023]				

#### Attainable Housing

- Housing attainability is when a household spends less than 30% of its gross income on acceptable shelter.

- Costs differ between housing type.

#### Attainable Rental Prices

- Rents that are at or below 80% of CMHC Average Market Rent (AMR) at the time of occupancy in the Service Manager Area (SMA) are defined by the Ministry as attainable.

- However, municipalities can request different rates than their SMA if there is a demonstrated need.

- Suggested rental pricing being tested through the RFI process based on 80% of Local AMR

One Bedroom \$734/month

Two Bedroom \$865/month

The Blue Mountains Attainable  
Housing Corporation



#### Suggested Attainable Ownership Pricing

- Housing for which the purchase price is at least 10% below the average purchase price of a resale unit in the regional market area is defined by the Ministry as attainable.

- For the RFI TBM is using local data that reflects the market instead of regional market

Apartment-Condo \$300,000\*\*

Townhouse \$340,000\*\*

Single Detached Out of Scope

\*\* Assumptions could change based on degree of fee waivers and changes in construction costs

## **Remarks to the Opening of the Ontario Home Builders Association**

**Good evening. On behalf of the Town of The Blue Mountains Council and the Blue Mountain Attainable Housing Corporation, I would like to welcome the Ontario Home Builders Association to our community.**

First let me tell you are in the Town of The Blue Mountains and not Collingwood.

We are located within the rolling landscape of the Niagara Escarpment on the sparkling shores of Georgian Bay, the Town of The Blue Mountains was built on a history of agriculture, processing, manufacturing and recreational activities. Our community is home to many unique towns, hamlets and villages along with over 11,000 hectares of productive agricultural land.

The Blue Mountains is known for its world-class ski resorts, hiking and cycling trails, boating, fishing and

paddling experiences, golf courses, rock climbing and of course, kilometers of pristine waterfront.

It is these features that make it the Town of the Blue Mountains, a very popular place destination to visit and to live, work and play, and that have made us one of the fastest growing communities in Ontario.

We have become the retirement destination of choice for many in the GTA.

Over the last two and a half years, from January 2017 to the end of June 2019, we have issued over 1500 building permits with a total construction value of over \$400 million, which includes 675 new dwellings.

These are staggering statistics for a community of just over 7,000 full time residents.

Clearly, we are also a destination of choice for home-builders, so I am very pleased that you have chosen our town for your convention.

I applaud your organization for its important role in collecting, analyzing, and distributing information to your members and the general public, and your promotion of innovation and professionalism within your industry.

Attainable Housing is a critical need here in the Town of The Blue Mountains. Most of the new homes being constructed here are \$1 million dollar plus homes, and there is very little available below the \$500 K price point.

The lack of attainable housing has reached a crisis point in our community.

Without attainable housing there is nowhere for workers to live. This very resort, has at times over the last year been short over 600 workers. Town wide restaurants and other businesses have had to curtail operations due to the lack of staff. Doctor recruitment has been difficult, even though we are one of the nicest places in Ontario to live, simply because the doctor's office staff live would have nowhere to live.

You are experts at creating places for people to live so I am glad that I have you all here. I know together we can come up with innovative ideas that will solve our attainable housing crisis and make you money.

To do our part to address this issue, the Town of The Blue Mountains has created the Blue Mountains Attainable Housing Corporation. The corporation is modelled after the Whistler Housing Authority which has created 2,033 units, 1,089 ownership units, and 944 rental units, supplying housing for approximately 6,500 people in the Whistler area.

Currently our Housing Corporation has a request for information out, seeking innovative concepts from builders like yourselves. The RFI is targeted initially on ideas for 50 -100 unit developments, which can be built to achieve a rental price point of under \$734 dollars/month or a purchase price of under \$340,000. It is anticipated a RFP process will follow

by the end of the year, and that we can have shovels in the ground next year.

I have with me here today the Chairman of our housing corporation, Councillor Rob Sampson.

I invite you to approach us to get more information about our Housing Corporation and the RFI, RFP process.

Once again welcome to the Town of the Blue Mountains! While you are here, I encourage you to take the opportunity and explore the Town of The Blue Mountains communities and experience all that our region has to offer.