

ADD CMHC TO YOUR TEAM— MANITOBA



When it comes to affordable housing solutions, CMHC's Affordable Housing Centre has the knowledge and expertise to help you develop your next project.

Meet *Terry Wotton*, one of our Affordable Housing consultants in Manitoba.

As CMHC's Affordable Housing Consultant for Manitoba, Terry Wotton has to cover a lot of ground—and a diverse clientele. But with 20 years of experience in the province's housing industry, he knows his way around. What follows is an excerpt from an interview he had with CMHC.

What is unique about the Manitoba situation for affordable housing?

We don't get the land values of Vancouver or Toronto, but there's a gap between the cost of building and the rents that people of modest income can afford. That gap has to be bridged with innovative approaches, programs and incentives.

So far, we haven't seen many private developers in Manitoba get involved in affordable housing, mainly because they've been busy enough on the market side. But many non-profits are leveraging their assets to serve a modest-income market.

How do you encourage private sector businesses to get involved in affordable housing?

Successful developers already have a business model that gives them results, but affordable housing requires a different approach. So, we look at what others have done, on a profitable basis. Then we can look at options, depending on what they bring to the table and who they're trying to serve. Some organizations need more tools and resources, and some may be eligible for provincial or municipal incentives.

Does the new Enhanced Seed Funding change the game?

Enhanced Seed Funding is a way for developers to move their projects along and faster than before. Organizations can apply once, and potentially get more money with one application—depending on the number of units—in particular if the projects are past the feasibility stage. We're also allowed more flexibilities: before, we used to provide money only for new developments; now, when there are affordable units in need of major work and at risk of having their rents raised, we can look at supporting the retaining of affordable housing with Enhanced Seed Funding.

CMHC Contact

To learn more about how CMHC can support your affordable housing goals, contact Terry Wotton at twotton@cmhc-schl.gc.ca or through [LinkedIn](#).

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