



PAC Days 2023





The Canadian Real Estate Association

Message from the Chair of CREA's Federal Affairs Committee



Dear fellow PAC Reps,

On behalf of the Canadian Real Estate Association's (CREA) Federal Affairs Committee, welcome to the 38th annual CREA PAC Days! Over the next couple of days, REALTORS® from across Canada will meet with their Members of Parliament (MPs) on Parliament Hill to discuss Canada's housing supply crisis and issues affecting Canadians across the housing continuum.

With the support of our more than 160,000 members, we've been working hard to communicate the severity and urgency of this housing crisis to the federal government. Though the government has recognized the issues, our work is not done. Together, we must continue to work on behalf of homeowners, potential buyers, and all Canadians across the entire housing continuum, to bring forward effective and solution-oriented policy that will build more housing supply and help to solve this housing crisis.

As we navigate this year's PAC Days, we must remain steadfast in our approach and continue to emphasize the need for government coordination on all fronts. Consistency and persistency in our collective messaging is key in driving the changes this country desperately needs. We recognize all the hard work that our PAC Reps and boards and associations continue to do on behalf of the REALTOR® community, and we look forward to continuing this work in Ottawa.

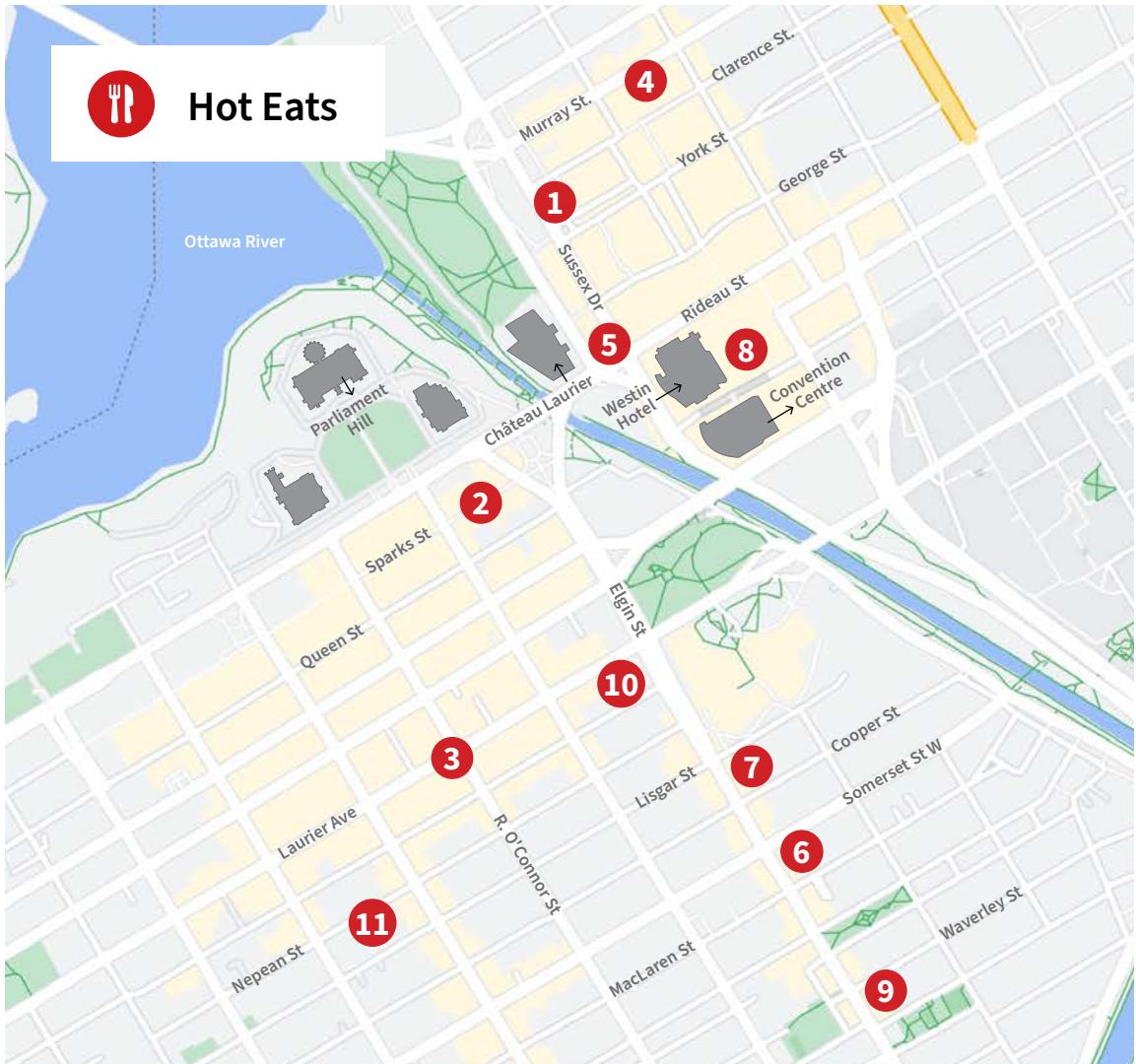
Everyone needs a place to call home, and many Canadians dream of being homeowners. PAC Days 2023 is a great opportunity for the REALTOR® community to engage with Parliamentarians and turn our recommendations into policies that provide Canadians a place to call home in 2023 and beyond.

A handwritten signature in black ink that reads "James Mabey". The signature is fluid and cursive, with a long horizontal stroke at the end.

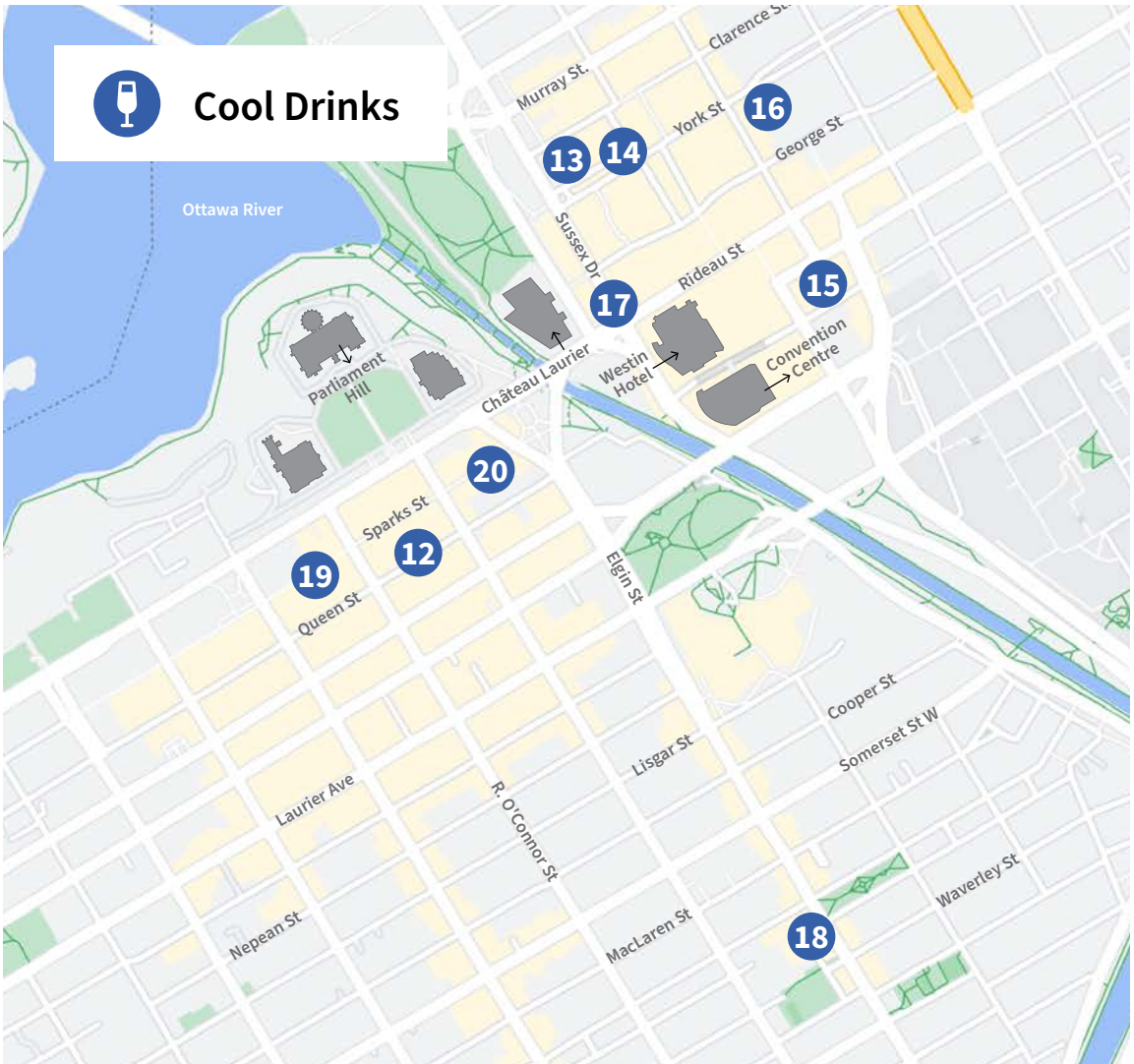
James Mabey

Chair of the Federal Affairs Committee

Hot Eats, Cool Drinks, Sweet Treats & InCity Escapes

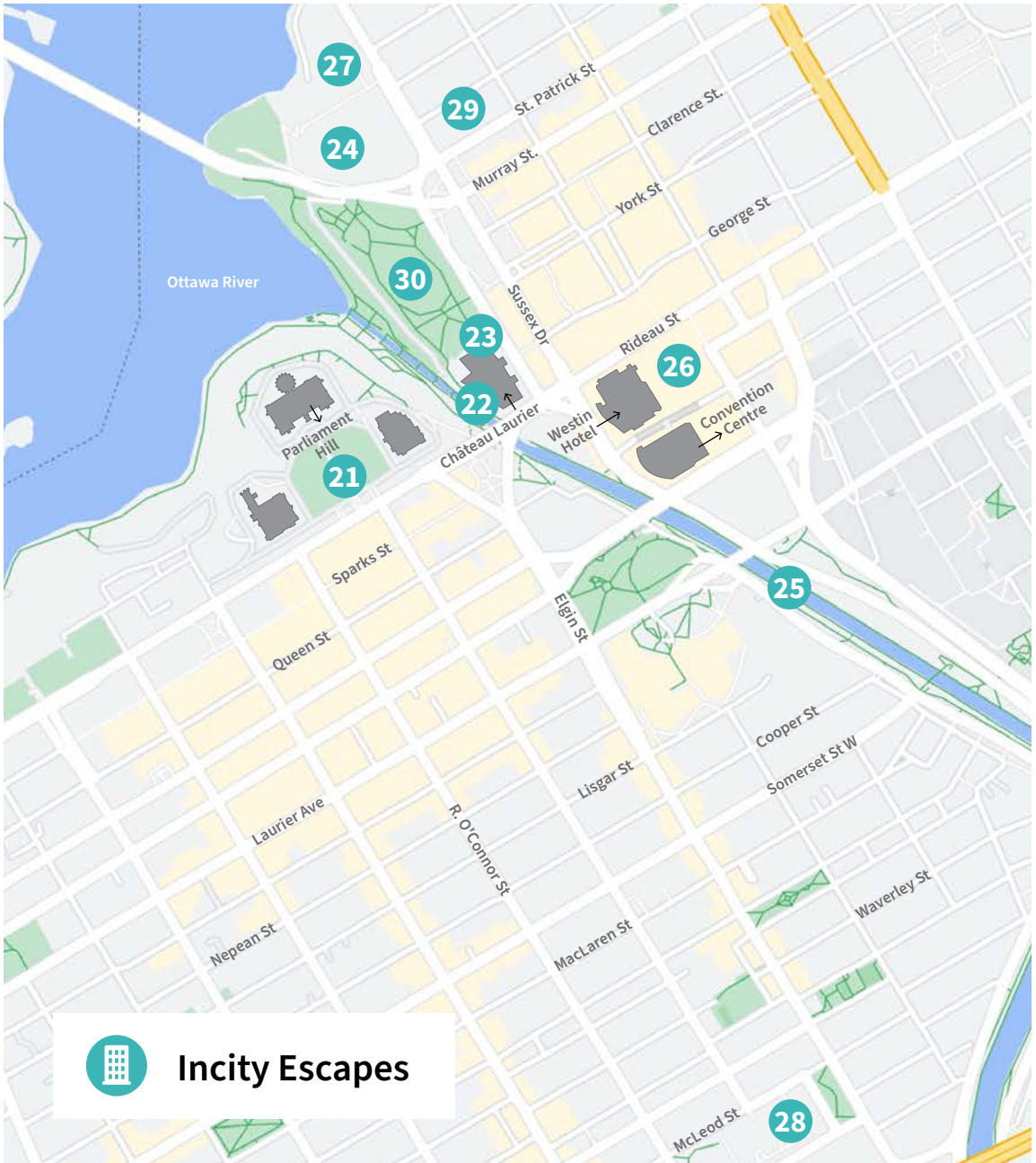


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|---|---------------------------------------|
| 1. Play Food and Wine | 7. The Whalesbone Elgin Street |
| 2. Riviera | 8. The Shore Club |
| 3. Thali | 9. Gitanes |
| 4. Lexington Smokehouse & Bar | 10. Beckta |
| 5. Metropolitan Brasserie Restaurant | 11. North & Navy |
| 6. Harmons Steakhouse | |



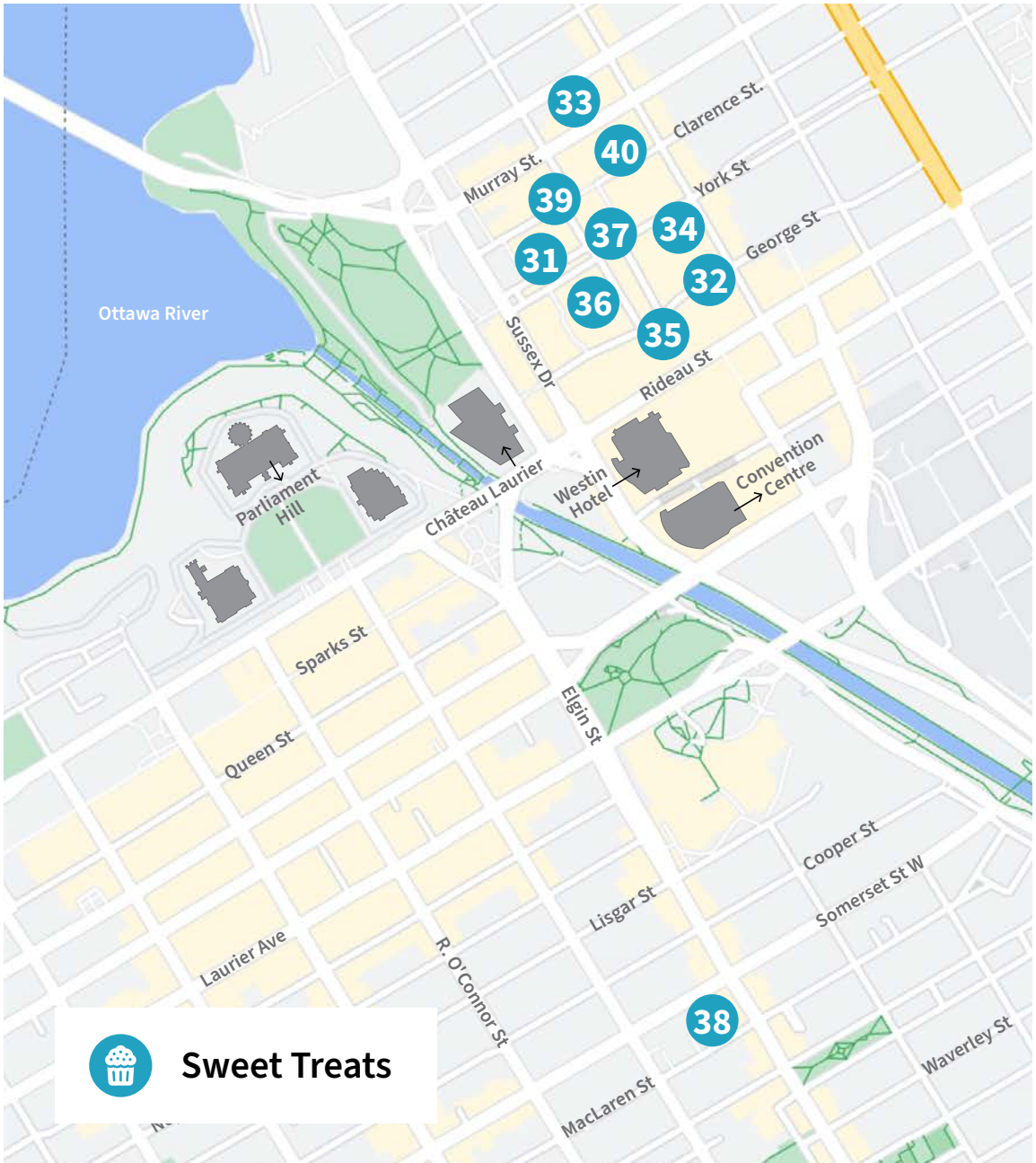
- 12.** Stolen Goods Cocktail Bar
- 13.** The Brig Pub
- 14.** Château Lafayette (The Laff)
- 15.** The Albion Rooms
- 16.** Copper Spirits & Sights

- 17.** Zoe's
- 18.** Charlotte
- 19.** Bier Markt
- 20.** D'Arcy McGees



Incity Escapes

- 21.** Parliament Hill
- 22.** Fairmont Château Laurier
- 23.** La Terrasse (in Château Laurier)
- 24.** National Gallery of Canada
- 25.** Rideau Canal and Locks
- 26.** Rideau Centre
- 27.** Royal Canadian Mint
- 28.** Canadian Museum of Nature
- 29.** Notre-Dame Cathedral
- 30.** Major's Hill Park



Sweet Treats

- 31.** Oh So Good Desserts
- 32.** BeaverTails
- 33.** Mantovani 1946
- 34.** CACAO 70 Eatery
- 35.** Amore Gelato

- 36.** Maverick’s Donut Company
- 37.** Le Moulin de Provence
- 38.** Uncle Tetsu
- 39.** The Cupcake Lounge
- 40.** La Catrina Churros + Café Bar



Plan Ahead

Review your meeting date(s) and time(s) before heading to Parliament Hill on the [REALTOR® Action Network](#).

Keep in mind meeting times are subject to change at any time, making it very important for you to double check. If you have any questions or concerns, visit the MP Meetings Booth at PAC Days and talk to a member of CREA's government relations team.




Review the [Parliament of Canada's Plan Your Visit](#) website prior to your meeting. This is where you'll find security/restriction measures, accessibility, and more.

We recommend arriving 20 to 25 minutes before your meetings for security screenings. Each government building requires you to go through a security checkpoint.

You must present a valid piece of photo ID before going through security. Line-ups are to be expected.

Make sure you're well-briefed before going into your MP meeting. Start by reading the PAC Days talking points available in this PAC Rep booklet and discussing the information with fellow PAC Reps.

Get Down to Business

-  MPs have very busy schedules, so ensure you make the most of this brief window of opportunity.
-  Introduce yourself, make note the official is busy and get to the point.
-  Don't be afraid to establish how much time they have right at the beginning of the meeting.

Acknowledge the Good

Review your MP's biography on the [House of Commons](#) website or their personal website before your meeting.

If your MP has done good work in your riding or is heading up an initiative that has been helpful, you should acknowledge it.

This will help you set a positive tone for the meeting prior to presenting our REALTOR® recommendations.

Know Your Asks and Talking Points

To ensure MPs support our policy positions, they need to be confident they're armed with the correct facts, so be prepared – know your talking points and be ready to answer questions.

If you don't have an answer to a specific question, don't be afraid to say so, but let them know you will follow up with the appropriate information as soon as possible. Get in touch with CREA's government relations team team at pac@crea.ca, and they'll provide you with the information you need to follow up.

Conclude Effectively

Ensure what was discussed over the course of the meeting is clear by reiterating the asks and verbally reviewing all follow-ups for both you and the MP at the conclusion of the meeting. Ensure the MP knows what actions we're hoping they'll take and **leave the MP Booklet with them before you depart.**

Take a photo with the MP and share it on social media. When posting, make sure to use the hashtag **#CREAPAC23.**

Report back on the outcome of your meeting through the [REALTOR® Action Network](#).

Thank You

MPs receive countless meeting requests and it's important to acknowledge the time they spent with you.

Send a thank you note to the MP and their staff by email, and make sure to attach a copy of the MP Booklet if you didn't leave it behind during your meeting.

Both the MP booklet and a thank you email template are available on the [REALTOR® Action Network](#).

Contact CREA's government relations team at pac@crea.ca if you need additional information to share with the MP.

Recommendation 1: Permanent National Housing Roundtable

CREA recommends the establishment of a permanent national housing roundtable to bring together housing stakeholders to help address the housing crisis through an inclusive, holistic approach that emphasizes collaboration, innovation, and policy coordination.

Background

The complexity and scale of Canada's housing crisis should be a national priority. It's clear the current approach taken by all levels of government is ineffective and the lack of coordination and collaboration is further exacerbating the crisis. The Canada Mortgage and Housing Corporation (CMHC) estimates 5.8 million new homes need to be built across the housing continuum to bring housing affordability into balance, but at the current rate of construction, Canada will be short 3.5 million homes by 2030.

The consequences of this crisis extend beyond the individual level. They affect the overall economy and social fabric of the country. Housing not only provides safety and quality of life to individuals and families, but it also helps improve social, psychological, and cultural well-being. Housing creates and shapes communities. Addressing our housing crisis requires a multi-faceted, inclusive, and collaborative approach with measures that substantially increase the supply of housing across the continuum. This involves promoting construction, planning innovation, supporting vulnerable populations, as well as encouraging responsible lending practices.

Explain REALTOR® Recommendation

CREA strongly believes the federal government needs to take a leadership role in convening a permanent, national housing roundtable, bringing together federal, provincial/territorial, and municipal authorities along with builders, real estate professionals, Indigenous partners and civil society organizations.

A combination of short-term and long-term strategies are necessary to make a substantial impact on Canada's housing supply. An inclusive and holistic approach that emphasizes collaboration, innovation, and policy coordination are critical to successfully addressing the housing crisis at hand.

It's important to stress that this roundtable is conceived as an ongoing mechanism of policy coordination and innovation, not a one-time event. There have been government created roundtables in the past, most recently the National Roundtable on the Environment and the Economy (NRTEE).

Recommendation 2: Housing Supply and Infrastructure

CREA recommends leveraging federal infrastructure funding with municipal, provincial, and territorial partners requiring the creation of more housing supply.






Background

International research indicates good infrastructure is crucial to addressing the shortage of housing supply. Through the *Investing in Canada Infrastructure Program* and the federal government's recent move to align the cabinet portfolios in charge of housing and infrastructure, the government has recognized that housing supply and infrastructure are inherently linked and help to build thriving, inclusive communities.

Explain REALTOR® Recommendation

CREA recommends any new federal infrastructure funding, including but not limited to bilateral agreements, have conditions requiring the creation of new housing indexed to population growth.

With the federal government expected to roll out significant new infrastructure spending, these new funding commitments must be leveraged and include clauses that incentivize provinces, territories, and municipalities to take action in the following areas:

-  revising zoning bylaws;
-  speeding up planning and approval processes;
-  converting distressed properties into housing;
-  aligning infrastructure funding with new housing commitments; and
-  promoting construction innovation that could speed up housing development.

Recommendation 3: Immigration and Housing

CREA recommends developing a housing workforce immigration strategy to attract tradespeople from abroad, while streamlining the immigration process for qualified professionals willing to work in the construction industry.

Background

One of the reasons the construction industry has struggled to keep up with the soaring demand for housing is a lack of labour needed to build those homes. A shortage of workers in key construction trades, such as carpenters, electricians, plumbers, and masons, has resulted in delayed projects, increased construction costs and slower residential housing development.

CREA, in partnership with the British Columbia Real Estate Association (BCREA) and the Ontario Real Estate Association (OREA), recently commissioned a [research report](#) by the Conference Board of Canada, which studied how good immigration policy can mitigate labour shortages in Canada's construction sector. The paper finds that Canada's residential construction activity has slowed in recent months due to a tight labour market, which will further exacerbate the housing crisis. Canada needs immigration programs that will expand the supply of workers with experience in the trades. Small-scale programs targeting the labour needs in residential construction can be a step towards addressing housing need in Canada.

Explain REALTOR® Recommendation

CREA recommends developing a housing workforce immigration strategy to attract trade workers from abroad, while streamlining the immigration process for qualified professionals willing to work in the construction industry. By focusing on increasing immigration in the construction sector, we can effectively address the housing crisis, fill labour shortages, create jobs, and pave the way for sustainable housing growth. Implementing the proposed recommendations will not only alleviate housing pressures but also foster a more robust and resilient housing market for all Canadians.



Q: Why do REALTORS® continue to recommend a permanent national housing roundtable, having already recommended this solution for a few years?

A: Since we first began recommending the collaborative approach that a permanent national housing roundtable takes towards addressing the housing crisis in Canada, we've seen many academics, stakeholders and housing policy experts support this recommendation, or some iteration of it. We've determined 42 different housing stakeholders and 37 different housing policy experts are calling for this type of whole-of-government approach to our housing crisis.

Now more than ever, we need the federal government to take a leadership role to bring together all levels of government and relevant stakeholders to solve this crisis. We haven't seen this leadership to date. The government is currently working in silos, without coordination, which has caused detrimental results. Coordination and collaboration are essential to solving the crisis.

Q: Why do REALTORS® continue to lobby on housing supply and infrastructure?

A: As a result of the recent cabinet shuffle and the appointment of a new housing minister, we've finally seen the alignment of the housing and infrastructure portfolios. This alignment is critical, as we've been saying for several years that infrastructure and housing should be tied together as they work in tandem.

It's our desire that significant federal infrastructure funding will be rolled out in this year's Fall Economic Statement, typically released in November, and in advance of that, we need to reiterate the need for infrastructure funding to be tied to building housing supply. This alignment is key in addressing housing shortages across the entire continuum and working towards solving the housing crisis.

Q: What other policy submissions and issues has CREA put forth to the government recently?

A: Throughout the year, CREA's government relations team lobbies on a number of issues affecting the housing continuum; everything from money laundering to radon gas in homes.

Currently, there are other major files on our radar, which we've done significant outreach to the government on. We've presented several submissions to the government and commissioned research reports on the [stress test, FINTRAC, the financialization of housing, energy labelling of homes, and immigration and housing files](#).

[CREA's government relations team](#) is available to brief Members of Parliament on these issues, or any others, that impact constituents, homeowners, aspiring homeowners, buyers, and renters.



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