HomeFirst Permanent Supportive Housing Development

November 15, 2018
Notice of Funding Availability Presentation

PARTNERS FOR HOME
• Partnership between the City of Atlanta acting through Invest Atlanta (IA) and the United Way Regional Commission on Homelessness (RCOH) to capitalize on the community’s success in reducing homelessness counts in Atlanta.
• The City committed $25 million in funds to match private contributions to the HomeFirst initiative. A total investment of $50 million in city and private funds, and leveraged state and federal funds, to make homelessness in Atlanta rare, brief, and nonrecurring.
• The Housing Authority of the City of Atlanta commits rental assistance to support the creation of permanent supportive housing
Historical HUD Homeless Count

Atlanta’s unsheltered count has been reduced by 60%
Total count has decreased by 50%

**No HUD Count was Conducted in 2012**
# ClearPath’s Big Goals:

Atlanta’s Five Year Plan to make homelessness rare, brief and non-recurring. Achieved by the new system design and collective impact model

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<th>Goal: Rare, brief and nonrecurring</th>
<th>Timeline</th>
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<td>End Veteran Homelessness</td>
<td>2017 –Done!</td>
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<td>End Chronic Homelessness</td>
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<td>End Youth Homelessness</td>
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<td>End Family Homelessness</td>
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<td>Leverage, align and strategically allocate resources</td>
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Partners for Home (PfH) will be the primary project staff and United Way of Greater Atlanta’s Regional Commission on Homelessness (RCOH) will provide secondary support.

Public Funds
Fiscal Agent: Invest Atlanta (IA)

HomeFirst Community Oversight Board
- Review funding decisions
- Receive reports and performance results
- Offer guidance.
- Retain a third party evaluator for annual reporting.

Allocation Committee
This five-person committee is selected jointly by IA and the RCOH to determine project-by-project investments and funding through a traditional RFP process.

Private Funds
Fiscal Agent: United Way of Greater Atlanta

Staffing Support
Partners for Home (PfH) will be the primary project staff and United Way of Greater Atlanta’s Regional Commission on Homelessness (RCOH) will provide secondary support.
Building a Pipeline of Permanent Supportive Housing

Public and Private Investment → HomeFirst → Permanent Supportive Housing
## HomeFirst: Key Definitions

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<th>Description</th>
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| **Permanent Supportive Housing (PSH):** | Combines affordable housing with wrap around services targeted for people who face the most complex challenges to live with stability, autonomy and dignity.  
  • Balance 3 distinct components – housing, supportive services, and property and housing management.  
  • Not time limited; lease terms similar to market and affordable housing |
| **HomeFlex:** | Atlanta Housing’s project-based rental subsidy assistance program.  
  • 10 year commitment of rental assistance coordinated with committed services  
  • Multi-year initial terms with extensions based on evidence of services and compliance with HomeFlex requirements. |
| **Development Models:** |  
  • 100% PSH  
  • Integrated PSH – between 10-99% PSH – in affordable and market properties  
  • A minimum commitment of at least 10% PSH units within the development* |
### HomeFirst: Key Definitions

| **Target Populations** | Individuals experiencing chronic homelessness including veterans and seniors  
Families experiencing homelessness  
Transition Age Youth facing homelessness |
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<tr>
<td><strong>Quality Supportive Housing</strong></td>
<td>Tenant focused to meet needs; provides choice for residents, coordinates services, and promotes connections to community</td>
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<td><strong>Supportive Service Plan</strong></td>
<td>Comprehensive written plan to describe available services, providers, connections to residents and proposed funding.</td>
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<td><strong>Low Barrier Admissions</strong></td>
<td>Admission policies are designed to ‘screen-in’ by reducing barriers such as income minimums, poor rental history, or criminal background.</td>
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<td><strong>Coordinated Entry System (CES)</strong></td>
<td>Standardized system used by homeless service and housing providers to assess, prioritize and connect to right housing intervention based on vulnerabilities and needs.</td>
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Housing First is a Foundation

Source: How’s Nashville, Housing to End Homelessness, http://howsnashville.org/2016/05/31/housing-first/
Increase the PSH in communities:

- Increase the availability of PSH in a range of communities throughout the City of Atlanta.
- Expand PSH by five (5) or more housing units in communities without readily available PSH housing can receive bonus scoring consideration.

Supportive Housing Ordinance

- The Supportive Housing Ordinance’ (SHO) adopted June 1, 2009, amends the Zoning Code for the City of Atlanta for the purpose of clarifying and/or defining certain terms related to supportive housing and shelters.
- Applicants must be familiar with the requirements and present information related to the compliance with the relevant SHO Ordinance requirements.
- If applicants believe their site location or development plan does not meet the requirements of the SHO Ordinance, present information on strategies to bring the proposal and site location into conformance.
- Design and implement a community engagement strategy to inform, seek support and address feedback or concerns that may be identified by community stakeholders with the proposed PSH development.
HomeFirst Applications

Accepted on a rolling basis until available funding is committed.

Step I
- **Initial Review**: completeness, general eligibility and conformance with NOFA requirements

Step II
- **Detail Review**: financial feasibility, development components, develop team, experience
- **Agency Approvals**: AH and HomeFirst Allocation Committee will approve awards

Step IV
- **Notice of Awards**: funding agreements from respective funding agencies
What HomeFirst Funding is Available?

**Capital**
- Acquisition, construction, and associated development costs
- Up to $40,000/PSH unit
- Leveraging of other funding

**Operating**
- Rental Assistance awarded for PSH units only
- Initial term of rental assistance is 2 years with options for additional renewals.
- Tenants pay no more than 30% of income for rent
- Market study Rental study

**Services**
- Staff, service delivery, program costs, admin, transportation
- Case management, tenant supports, service coordination BH and MH
- Direct or outside provider
- Up to $6,100/PSH unit
- Initial funding for 2 years of services
More on Development Types

- Rehabilitation or new construction to create new units of PSH
- Single and integrated development models
- Mixed-use including residential and complementary commercial uses
- Studios, 1, 2, 3+ bedrooms
- Private bathroom and kitchen facilities
- AH HomeFlex: 5% of total units must be UFAS accessible and 2% designed/constructed for persons facing visual and hearing impairment
HomeFlex: Project Based Rental Assistance

Multiple year initial contracts, with extensions, based on evidence of service commitments and compliance with HomeFlex requirements

Contract Rents determined using current market data and AH-established submarket valuation

🏠 Resident pays 30% of their monthly adjusted income

Ħ AH pays the remainder of the rent on the residents behalf

Total Rent

- Tenant Portion (30% of HH monthly income)

= AH subsidy
Owner Responsibilities

- Certify compliance with all AHA/HUD requirements
  - Environmental inspection clearance
  - Financial feasibility and subsidy layering reviews
  - Certificate(s) of Occupancy
  - Davis-Bacon Wages verification
  - Uniform Federal Accessibility Standards (UFAS)

- Establish and Adhere to Management Plan
  - Tenant Selection Criteria
  - Lease Agreement
  - Supportive Service Agreement (for Haven Communities)

- Perform all rental and management functions including:
  - Application Intake and Admissions
  - Coordinate with CoC for resident referrals
  - Eligibility Determination
  - Rent calculation
  - Annual re-certification

- Maintain units to meet HUD’s Housing Quality Standards (HQS)
- Comply with all Fair Housing (FHA) requirements
HomeFirst Application Review Criteria

Organizational Expertise
• Development Team has qualifications and expertise to carry out the development as proposed
• Financial condition of the Applicant Entity(s)
• Experience using government funding

Support Services and Property Management
• Service provider(s) have expertise to carry out the service plan as proposed
• Evidence of quality service plan
• Property management prior experience operating supportive housing and/or working with vulnerable populations and service providers
• Experience implementing Housing First, Harm Reduction and other evidence based interventions
• Commitment to Coordinated Entry System
HomeFirst Application Review Criteria

Location Information
- Site Control and Zoning
- Compliance with SHO ordinance
- Access amenities and services
- Community engagement strategies
- Expands PSH in the neighborhood (Bonus)

Development Information
- Quality of the development plan including unit mix and income targeting
- Cost estimates
- Energy efficiency
- Project Readiness

Financial Feasibility and Leveraging
- Complete development and operating budgets/proforma
- Evidence of leveraging other funding sources
- Reasonable construction and development costs

Third Party Reports: Appraisal, Phase I/II, Survey, Market Study
# HomeFirst Application Forms: Checklist

## HOMEFIRST ATLANTA

### Application Checklist

**2018 - HomeFirst Permanent Supportive Housing Application**

Use the Application Checklist to confirm your complete HomeFirst Application. The Application Tabs to be completed by an applicant will be based on the type of funding requested.

**TYPE OF FUNDING REQUESTED:**

Check the box for the funding you are applying for. You may apply for one, two, or all three.

- HomeFirst PSH Capital Financing (Development/Capital)
  - Complete the Application Tabs as indicated below

- HomeFirst PSH Services Funding (Supportive Services)
  - Complete the Application Tabs as indicated below

- HomeFirst Operating Subsidies (Atlanta Housing Home Flex)
  - Complete the Application Tabs as indicated below

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<th>Application Tab</th>
<th>Instructions</th>
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Partnersforhome.org
## HomeFirst Application Forms: Team

### OWNERSHIP INFORMATION

Name of Lead Applicant: #VALUE!

(same as listed on Tab 4)

Full Legal Name of Development Owner:

Type of Ownership:

- Partnership
- For-Profit Ownership (single entity)
- Non-Profit Ownership (single entity)
- Other

### Submit as part of your Application the following Attachments:

1. Organizational chart for ownership structure and roles of primary entities
2. Two (2) years of audited financial statements for Lead Applicant
3. Three (3) years of audited financial statements for one current portfolio property
4. Listing of at least three (3) development programs for which the development team utilized/managed government funding

### DEVELOPMENT TEAM

**General Partner - Name/Role:**

**Limited Partner Name**

(if known)

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**Itemize experience for each entity with affordable and supportive housing**
HomeFirst Application Forms:

- Development Detail
- Unit Mix and Income
- Operating Expenses and Proforma
- Construction Costs
- Sources and Uses of Funds - Capital
- Supportive Services Plan and Budget
- Application Certification

Link to: HomeFirst Atlanta PSH Application
Supportive Service Planning

**Proposed Development**
- Target population
- Housing model
- Location and access to services
- Ownership

**Service Delivery**
- Understanding range of needs
- Voluntary services
- Service Providers/internal and external
- Location of services
- Outcomes and Evaluation

**Description of Services**
- Tenancy Supports
- Life Skills
- MH
- Recovery
- Employment
- Health
- Cultural/linguistic competency

**Staffing and Management**
- Staffing patterns/FTE
- Single/multiple providers
- Coordination with property management
- Fair housing
- Reporting and Accountability

**Funding**
- Links with government and private funders
- Direct vs. admin costs
- Salaries
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Questions
Cathryn Marchman, LCSW, Esq.
Executive Director
Partners for HOME
Cmarchman@partnersforhome.org

Link to HomeFirst Funding Materials:
https://partnersforhome.org/pshpipeline/
Thank you!

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