



North Carolina Balance of State Continuum of Care

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PSH Subcommittee

May 16, 2016

Attendance: Linda Brinson, Brenda Chorzelewski, Brian Fike, Monica Frizzell, Donnie Inge, Faye Pierce, Ginny Rainwater, Tammy Rogers, Amy Steele, Suzanne Storch, Lorelei Watts, Mark Mangum

Staff: Brian Alexander, Emily Carmody

Announcement

Housing First Training

- T3 is hosting a Housing First Training
- Thursdays from 2-3:15 pm, May 26-June 23
- Sam Tsemberis, national expert in housing first, is leading the trainings
- Cost is \$265
- Register here: <http://us.thinkt3.com/housing-first>

Landlord Engagement

- Current challenges in engaging landlords to participate in PSH voucher program
 - Each community has unique challenges and some challenges are brought on by seasonal events (tax returns, etc.)
 - Tight rental markets, landlords don't have to take vouchers to fill vacancies
 - In other communities, housing is available and landlords are seeking out programs to fill vacancies
 - Some landlords have had bad past experiences with Section 8 or other voucher programs
 - Problems with finding one bedroom units that fit within FMR
 - Can sometimes find an efficiency or 2 bedroom for the 1 bedroom price
- What to do when there is a lack of one bedroom units
 - Work with the local Housing Authority
 - Engage them like any other landlord
 - See if they have vacancy for PHA units
 - Leave your contact information with landlords who have one bedroom units that are full
 - They can call when there is an availability to reduce vacancy time
 - Works surprisingly well
 - See if your current participant would move in to an efficiency first

- Landlord could let the program know when a one bedroom is open for the person to move into if they still want to
 - Allows the tenant to develop a good rental history with the landlord and allows the landlord to build up trust with the program
 - Tenant could rent from another landlord after developing a good tenancy in the efficiency
- How to Engage Landlords:
 - Landlords concerns:
 - Getting paid on time
 - No issues or having someone to call when there is one
 - Avoiding the cost and time of an eviction process
 - Finding if the landlord has a personal tie to homelessness, giving second chances, etc.
 - Move clients before legal eviction to avoid mark on tenant's record and to save landlord court costs and lost rent during process
 - Meet face to face with landlords to explain program
 - Taking potential tenant to meeting could be helpful because it moves the conversation from theoretical to concrete
 - Tour the property to see what is available
 - Leave materials and contact information
 - Hold landlord forums to go over program requirements, inspection checklists, etc.
 - Use other landlords to network for the program and use success stories to engage new landlords
 - Finding new apartments
 - Social Serve
 - Apartment Association
 - Driving around looking for signs
 - Cold calls
 - Not a good idea to send program participants on their own to locate housing
- Developing Relationships with Housing Authorities
 - Outreach and engage them over time
 - Find a champion within the PHA and engage to be a part of community homeless efforts
 - Ask for a homeless priority for housing units/vouchers
 - Work with community agencies to make sure they can provide a good level of services
 - Housing Authorities like reducing vacancy rates and turnover
 - Housing Authorities can also provide rental vouchers to assist with PSH moving on efforts.

