

# 2017 Indiana Supportive Housing Institute Orientation and Application

*CSH & IHCDA*  
*September 16, 2016*  
[\*www.csh.org\*](http://www.csh.org)

The Source for  
Housing Solutions

**A Place to Call Home**

Indiana Permanent Supportive Housing Initiative



# Today's Presenters

**Lori Phillips-Steele**

**CSH**

**Director, CSH Indiana Program**

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**IHCDA**

**Deputy Executive Director & Chief Real Estate Development  
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# Today's Agenda

- **Supportive Housing Overview**
- **Institute Overview**
- **Institute Objectives & Benefits**
- **Eligible Teams**
- **Eligible Projects**
- **Application**
- **Selection**

**The 2017 Indiana Supportive Housing Institute is made possible through the generous support of the Indiana Housing and Community Development Authority (IHCDA)**

# What Is Supportive Housing?

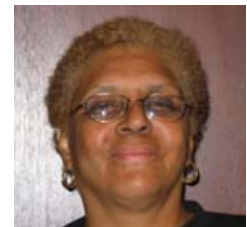
- A cost-effective combination of permanent, affordable housing with flexible services that helps people live more stable, productive lives.



# Who is Supportive Housing For?

## Supportive housing is for people who:

- Are chronically homeless
- Cycle through institutional and emergency systems and are at risk of long-term homelessness
- Are being discharged from institutions and emergency systems of care
- Medically vulnerable-at risk of dying on the street



# Who is Supportive Housing For?

People who:

- **BUT FOR HOUSING** cannot access and make effective use of treatment and supportive services in the community;

**AND**

- **BUT FOR SUPPORTIVE SERVICES** cannot access and maintain stable housing in the community.



# Supportive Housing Models

## Supportive housing can be:

- Scattered site or single site
- Developments that are 100% supportive housing
- Integrated supportive housing
  - Where a maximum of 25% of the units are supportive housing
    - Remaining units can be either market rate or affordable or both





# Why Supportive Housing?

**A growing body of national research has shown that supportive housing:**

- **Improves Lives**

- Supportive housing has positive effects on housing stability, employment, mental and physical health, and school attendance
- People in supportive housing live more stable and productive lives

# Why Supportive Housing?

- **Generates Significant Cost Savings to Public Systems**
  - Cost studies in six different states and cities found that supportive housing results in tenants' decreased use of homeless shelters, hospitals, emergency rooms, jails and prisons

# USI Study- Cost Savings

**In 2013 IHCD contracted with the University of Southern Indiana's Center for Applied Research to conduct a study of the impact of supportive housing developments in Evansville.**

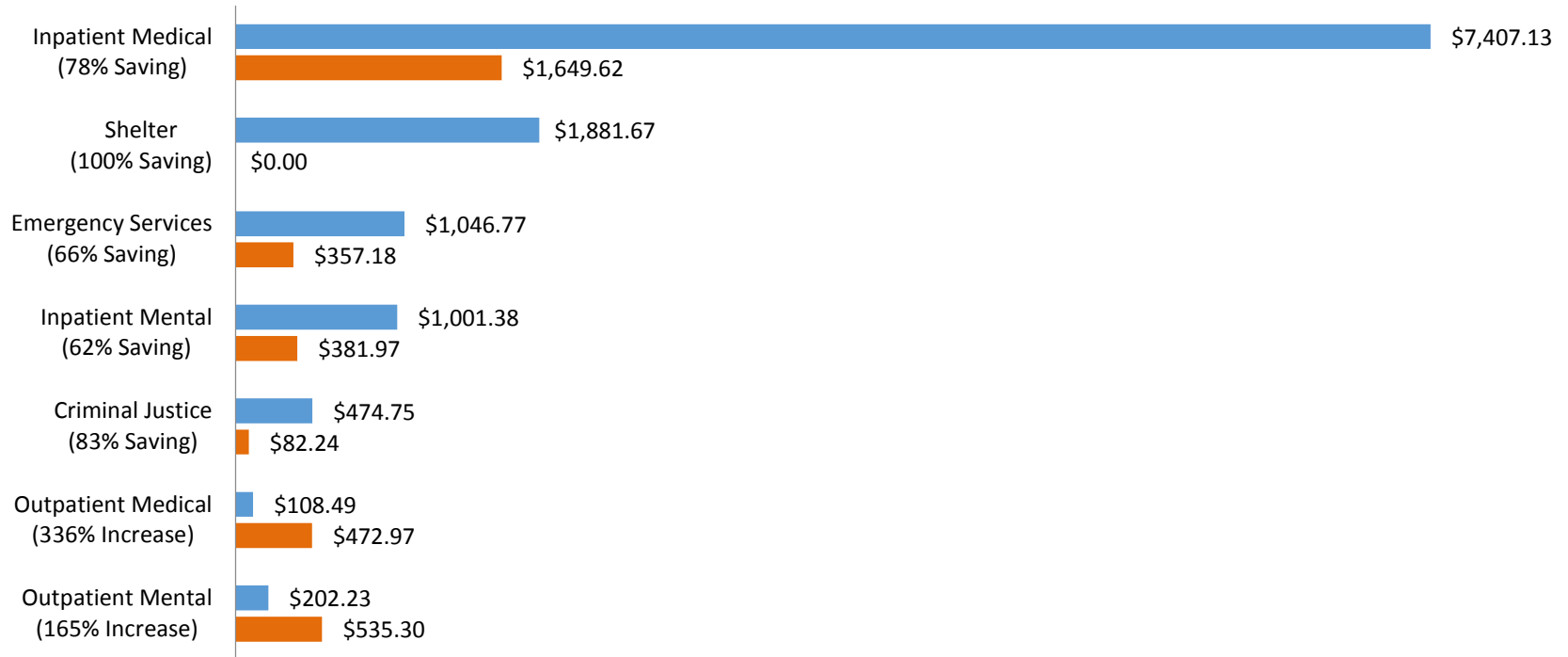
## **Key Findings: Change in Service Costs Post-entry:**

- ❑ 100% reduction in use of emergency shelters
- ❑ 83% savings associated with incarceration
- ❑ 78% savings for medical hospitalizations
- ❑ 66% savings for emergency room services
- ❑ 62% savings for mental health hospitalizations

# USI Study- Cost Savings

## Change in Service Use Cost

■ Pre PSH ■ Post PSH



# Why Supportive Housing?

## ■ Supportive Housing Benefits Communities

- Further evidence shows that supportive housing benefits communities by improving
  - The safety of neighborhoods,
  - Beautifying city blocks with new or rehabilitated properties, and
  - Increasing or stabilizing property values over time
  - Permanent solution to homelessness

# Crawford Apartments - Bloomington





# YOUunity Village – Terre Haute



## Indiana's signature tool to develop permanent supportive housing

- A means to develop quality supportive housing aligned with multiple funding streams
- Supportive Housing is not a solo act
  - Build capacity of teams to develop supportive housing
  - Develop projects in partnership from concept to operations



# Institute Overview

Institute Provides:

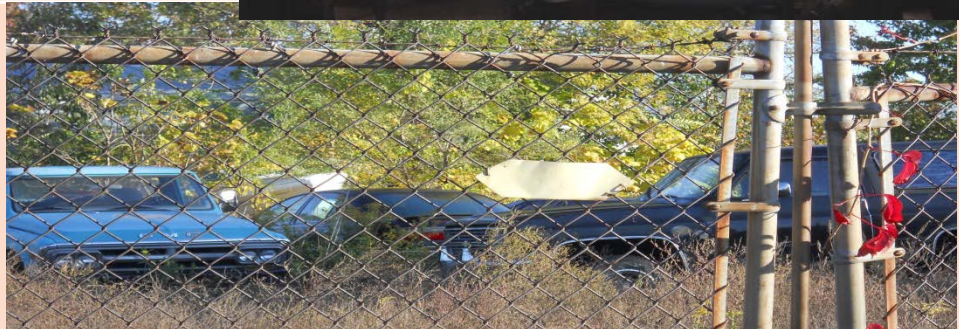
Targeted Training &  
Group Exercises



Technical Assistance



Pre-development  
Financing



# Institute Objectives

- 1. Understand the Housing First model including voluntary services, harm reduction, and eviction prevention**
- 2. Identify the roles and responsibilities of each partner and establish how the team will work together**
- 3. Create tenant selection plans, property management plans, and tenant leadership/ engagement plans**
- 4. Understand the various elements of financing supportive housing and develop preliminary budgets**
- 5. Set minimum standards for design criteria and site selection**

# Institute Benefits

## Institute teams will have:

- A detailed, individualized supportive housing plan that can be used to apply for funding from multiple sources;
- The opportunity to apply for early pre-development financing through CSH Pre-development Initiation Loans;
- Improved skills to operate existing supportive housing and develop new projects;

# Institute Benefits

## Institute teams will have:

- A strong, effective development, property management and service team that leverages the strengths of each team member;
- A powerful network of peers and experts to assist in project development and to troubleshoot problems;
- Post institute technical assistance from CSH to be defined through a shared Memorandum of Understanding; and

# Institute Benefits

## Institute teams will have:

- Access to non-competitive capital funding from IHCD.
- \*NOTE: Developments completing the 2017 Institute are not eligible to apply for Rental Housing Tax Credits (“RHTC”) through IHCD’s Qualified Allocation Plan (“QAP”). Instead, projects developed through this Institute will be eligible to request IHCD grant funding sources, specifically HOME and Housing Trust Fund (“HTF”).

# Eligible Teams

## Team Composition

- Must include:
  - A designated team leader
  - Non-profit housing development/owner partner
  - Supportive service provider partner
  - Property management partner
- May include:
  - Award administrator or consultant
  - City development staff
  - Local housing authority staff
  - Other local partners as appropriate

## Limitation on developers and consultants

- A developer/owner partner and an award administrator/consultant entity can only be listed on 1 RFP response

# Eligible Teams

## Expectations of Teams

### ■ **Expectations**

- Teams commit to following through on a project concept but to being flexible about making appropriate changes
- Teams attend ALL sessions and do homework
- Learn with us and your peers – participate in training
- We'll provide you with the knowledge, information, and connections you need to accomplish your goals

### ■ **MOU w/CSH**

- This will include ongoing technical assistance following the Institute



# Eligible Teams

## What Makes a Successful Team?

- Passionate about ending homelessness and understand the target population
- Development responds to a community need (supported by data) and fits into the plans of the Continuum of Care
- Appropriate partners are included
- The planned level of services meets the needs of the population
- Experience in developing supportive and/or affordable housing
- Leverage local resources



# Eligible Teams

## What Makes a Successful Team?

- The most successful teams who have completed the Institute have had each of the partners listed on the previous slide at each institute session.
- These partners have been in decision-making roles at their agencies/organizations and have had the buy in to attend and fully participate in each session of the Institute.
- It is difficult and rare for one organization to be able to fulfill each of these roles. It is essential that you seek out experts in each area to take part in your team.

# Eligible Supportive Housing Projects

- Rental Housing Tax Credit (RHTC) developments will NOT be developed through this Institute. This Institute is focused on smaller developments that will utilize HOME and Housing Trust Fund as capital funding sources;
- Developments that will be located within local Participating Jurisdictions (i.e. communities that receive their own allocations of HOME funds from HUD) must have a letter of support from the local PJ. IHCD will invest HOME funds into these communities, but only if the local PJ is also willing to provide resources to the development;
- There is no minimum or maximum number of units. However, projects must be sized to meet the funding sources available for teams that complete the Institute;

# Eligible Supportive Housing Projects

- Housing is permanent and affordable where tenants hold leases and acceptance of services is not a condition of occupancy;
- Housing is based on the housing first model which includes eviction prevention and harm reduction strategies;
- Comprehensive case management services are accessible by tenants where they live and in a manner designed to maximize tenant stability and self-sufficiency;
- The housing development may be either 100% supportive housing or integrated supportive housing where no more than 25% of the total units are made available to the target population; and
- The supportive housing development must participate in the Continuum of Care Coordinated Entry system.

# Ineligible Supportive Housing Project

The following proposals will not be accepted:

- Emergency shelters
- Transitional housing
- Shared housing such as group homes
- Proposals from teams that are suspended or debarred from participation in IHCD programs

# Eligible Supportive Housing Projects

## Target Populations

- In the RFP response, each team must identify and describe the target population to be served by the supportive housing.
- All target populations must address ending homelessness.
- Within the narrative, each team must explain how the target population was determined and provide supporting data to demonstrate the local need.

# Application

## Application Timeline

- September 30, 2016: LOIs Due
- December 5, 2016: Applications Due
- January 27, 2017: Team Selection Announced

Access the application at:

<http://www.csh.org/wp-content/uploads/2016/09/Indiana-Supportive-Housing-Application-2017.pdf>

LOIs & Applications must be submitted electronically to [kathie.vida@csh.org](mailto:kathie.vida@csh.org)

## Three Sections:

1. Team Composition
  - Who is on your team
2. Project Concept
  - Site/Target Population/Supportive Housing Model
3. Application Narrative
  - Supportive Housing Goals & Project Concept
  - Supportive Housing Experience and Partnerships
  - Collaborative Experience

## Attachments

- Copy of 501(c)3 tax exemption for applicable partners.
- Letters of commitment from project partners attending institute.
- List of board members for the primary team members as applicable
- For developments located in a local participating jurisdiction, a letter of support from the PJ
- Most recent audited financials and year-to-date current financials



# Writing a Successful Application

- Develop relationships and bring successful partners on board at the time of application.
- Do NOT assume we know about your project or your organization. Please write a detailed narrative for all questions.
- Provide relevant supporting data.
- Every team will need to have a strong leader who will be able to drive this project forward.

# Selection

The 2017 Institute will be limited to up to 5 teams, w/ less selected depending on quality of responses

## Selection considerations:

- Demonstrated need for supportive housing, as supported by local data to be submitted as supplemental information along with the narrative. In addition, CSH & IHCD will use their own available data sources when considering need and prioritizing projects. Special consideration will be given to areas of greatest need;
- Target population selected and connection to local need, as supported by relevant data;

## Selection considerations continued...

- Capacity and experience of the team members, including financial stability of the primary sponsor;
- Quality of the response to the application narrative questions;
- Alignment with the mission and goals of the Institute, including how well applicants align their projects with the strategies and goals outlined in Opening Doors, the US Interagency Council on Ending Homelessness's plan to end homelessness; and
- Coordination with CoC housing inventory and priorities.

# Pre-Development Financing

All teams will be required to either:

- (1) Demonstrate available cash reserves to work on your project during the Institute process; OR
- (2) Apply for a Pre-development Initiation Loan from CSH. This is a 0% interest forgivable loan, not to exceed \$50,000



# 2017 Institute Logistics

## Timeline (subject to change)

- Five two-day sessions in March, April, May, June, and August (site visits in July)
- August session will include celebration dinner and finale presentation to funders
- Location: sessions in Bloomington, finale in Indianapolis
- CSH Summit May 23, 24, 25 in Denver, Colorado



# Wrap up

**Application questions must be submitted in writing to: [Kathie.vida@csh.org](mailto:Kathie.vida@csh.org)**