

2018 Indiana Supportive Housing Institute Orientation and Application

CSH & IHCDA
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The Source for
Housing Solutions



Today's Presenters

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Today's Agenda

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

The 2018 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.



2018 Institute Target Populations

- **Target Population #1: Persons experiencing homelessness with substance use disorders or substance use disorders with co-occurring mental illness. Tenants must be identified through Coordinated Entry *NOTE: CSH/IHCDA will not accept applications targeting Target Population #1 in Indianapolis**
- **Target Population #2: Youth age 24 or younger who are experiencing homelessness and that meet one of the youth definitions listed on the next slide. Tenants must be identified through Coordinated Entry. Preference will be given to teams targeting youth experiencing literal homelessness. The target population must meet Category 1, 2, or 4 of HUD defined youth homelessness.**

Target Population - Continued

- **Youth age 24 or younger who are experiencing homelessness and meet one of the definitions below:**
 - Homeless Unaccompanied Youth – persons age 24 and younger*
 - Homeless Pregnant or Parenting Youth – persons age 24 and under*
 - Homeless Transition Age Youth – persons between 18 and 24*

*See RFP for more detailed definitions.

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.

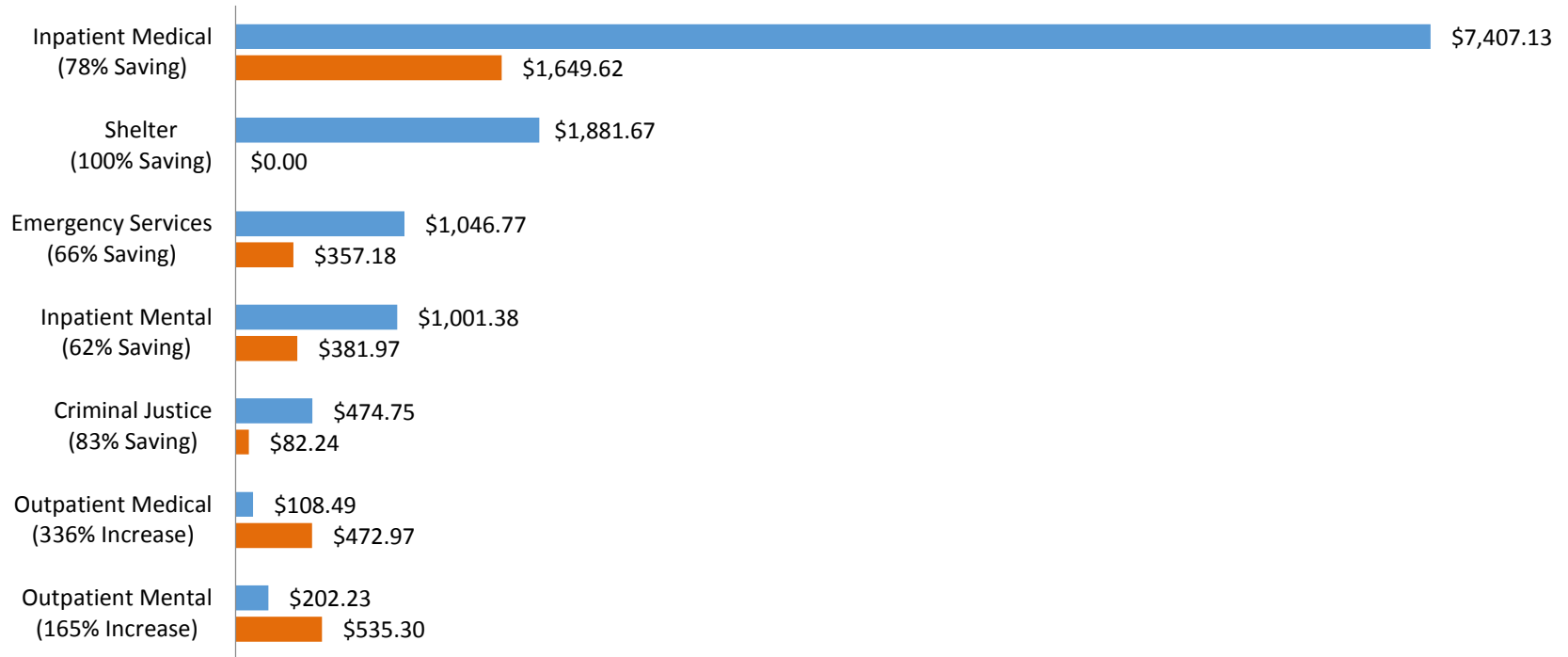
Key Findings: Change in Service Costs Post-entry:

- ❑ 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:

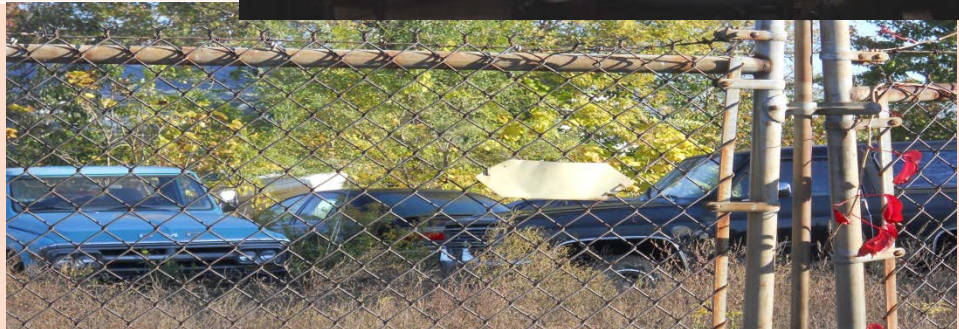
Targeted Training &
Group Exercises



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 competitive capital financing from IHCD.
- For deals proposing 100% Supportive Housing projects, the team will have access to the Housing First Set-Aside in the QAP.
- For deals proposing Integrated Supportive Housing projects, the team will receive additional points for completing the Indiana Supportive Housing Institute.

Eligible Teams

Team Composition

- Must include:
 - A designated team leader
 - Housing developer/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 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

- 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
- Recovery houses
- 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 and meet the target populations called out in the RFP.
- 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

- December 4, 2017: Applications Due
- January 19, 2018: Team Selection Announced

Access the application at:

<http://www.csh.org/wp-content/uploads/2017/10/2018-Institute-RFP-Application.pdf>

Applications must be submitted electronically to
Lori.Phillips-Steele@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

- Letters of commitment from project partners attending institute.
- List of board members for the primary team members as applicable.
- Most recent financials and year-to-date current financials for each agency fulfilling a primary role on a team: developer, property management and support services.

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 2018 Institute will be limited to up to 6 teams with a goal of 3 teams focused on each target population. Less than 6 teams or more than 3 focused on a specific target population may be selected depending on quality and quantity 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



2018 Institute Logistics

Timeline (subject to change)

- **Three 2 ½ day sessions:** February 27, 28 and March 1; March 20, 21, 22; April 10,11,12
- **One 2 day session:** May 9,10
- **One day site visit** to see operational supportive housing – Date to-be-determined
- May session will include celebration dinner and finale presentation to funders
- **Location:** Sessions1-3 in Bloomington, Session 4 and finale in Indianapolis
- CSH Summit June 5-7, Los Angeles, CA

Wrap up

Application questions must be submitted in writing to: Lori.Phillips-Steele@csh.org.