





**SAN DIEGO
Regional Task Force
on Homelessness**

San Diego Regional Flexible Housing Pool

RTFH believes that solving homelessness is possible and that ending homelessness begins with a home.

As a result of community feedback from listening sessions hosted by RTFH in 2018, RTFH identified the creation of a Flexible Housing Pool in the Continuum of Care's 2019 workplan to address this challenge.

<https://www.rtfhsd.org/?s=FHP>

Addressing Housing Inventory Needs

Challenge

Lack of available rental housing that is affordable is the greatest challenge San Diego faces to addressing homelessness

Solution

Meeting the housing inventory needs will require a multi-pronged approach



Development of
new affordable/
supportive
housing



Acquisitions and
Rehab



Effectively
utilizing existing
rental market

What is the Flexible Housing Pool?

The Flexible Housing Subsidy Pool (FHSP) is a nationally recognized systems-level strategy to fund, locate, and secure housing for people experiencing homelessness in a more coordinated and streamlined way



Dedicated staff to secure units and create housing portfolio



Dedicated staff to provide housing tenancy services to landlord and tenants

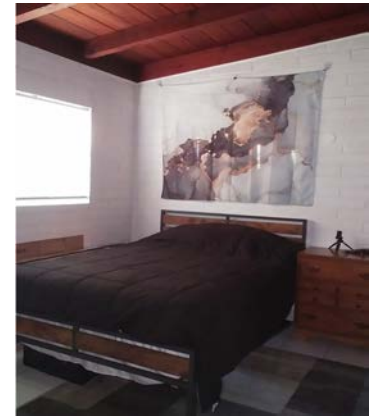
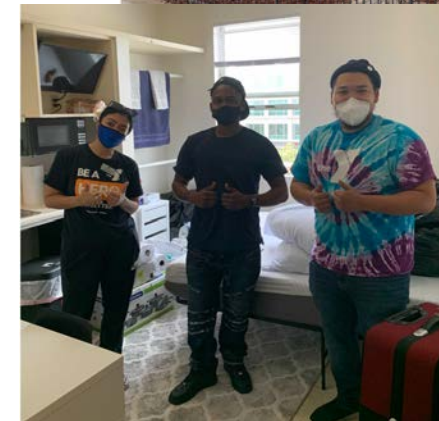


Flexible funding to support immediate lease up



Community Partners provide supportive services in housing

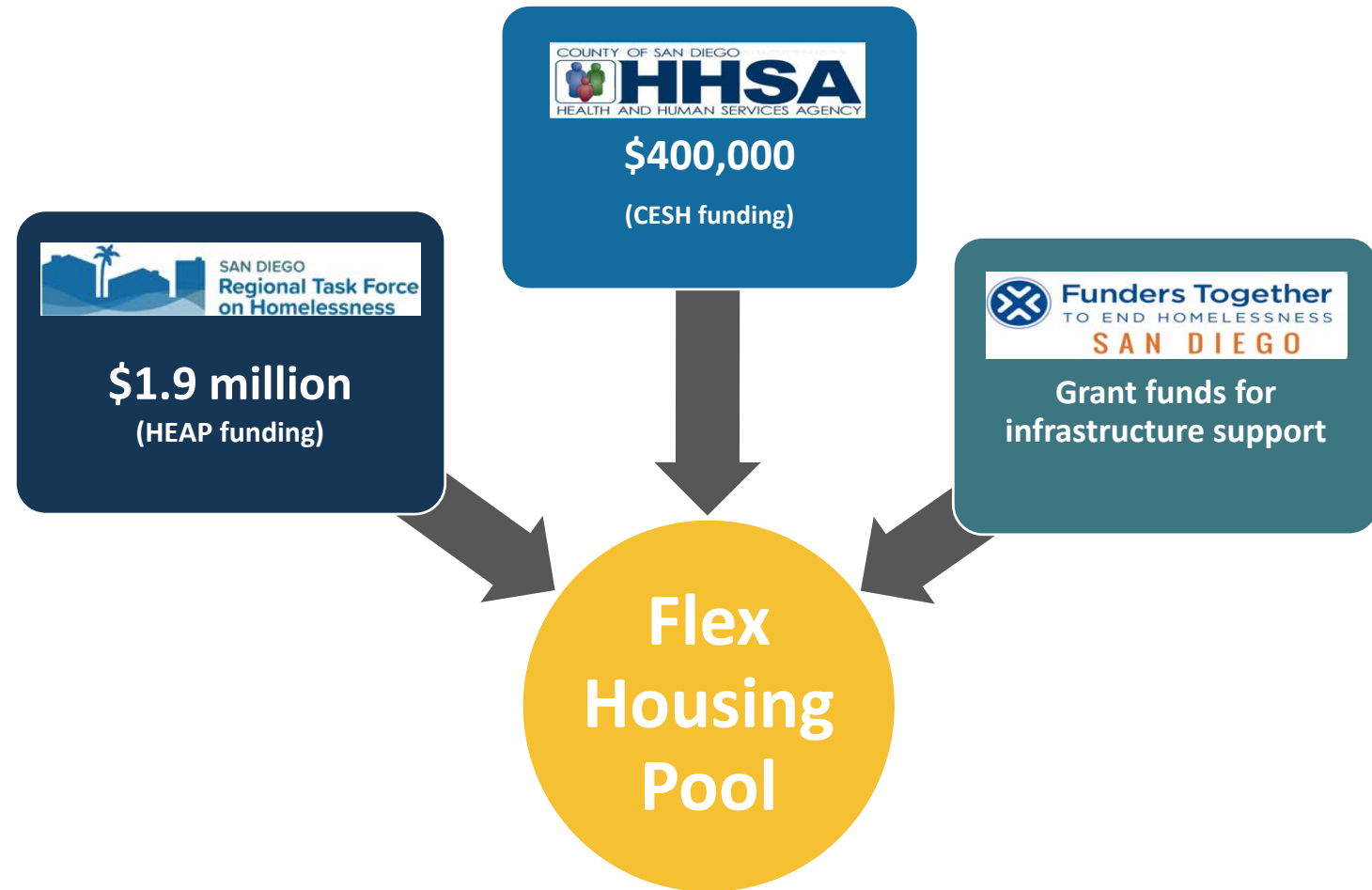
- Vouchers
- rental assistance (PSH or RRH)



Flexible Housing Pool Year 1 Investments

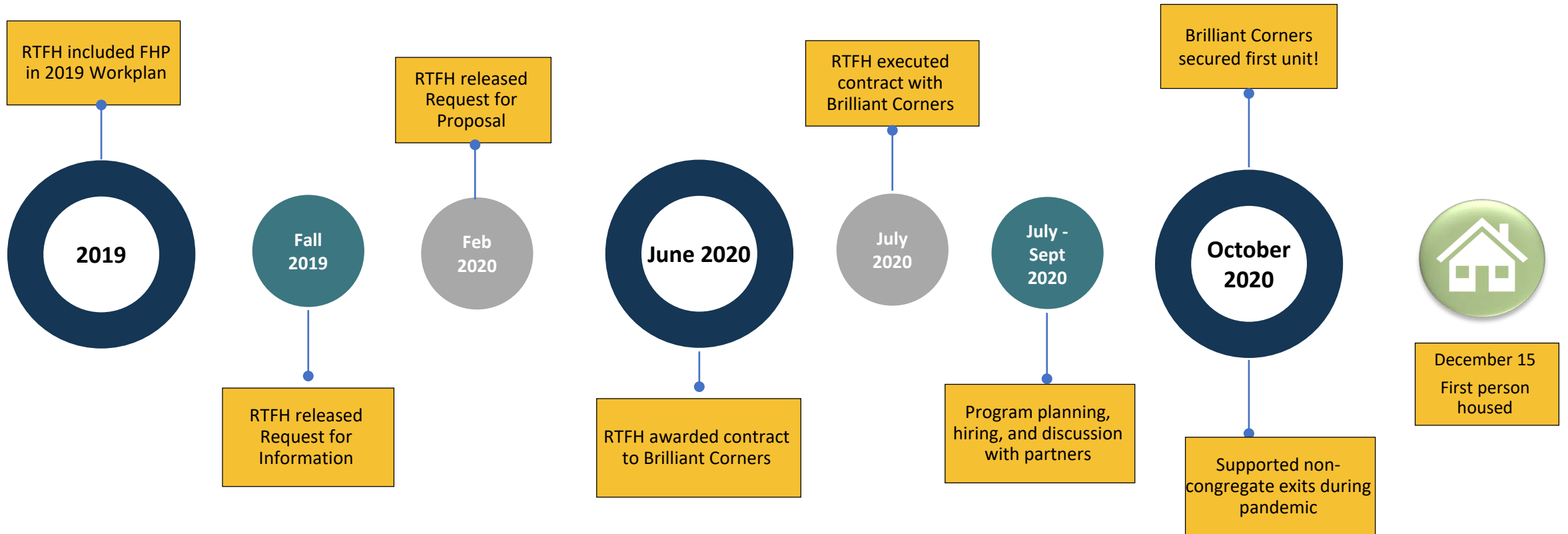
Creating a pooled funding structure:

- One single sub-contracting agreement
- Centralized regional operator
- Addition of new investments over time
 - RTFH is able to accept funding from local, state, and federal, philanthropic, etc.



**Funding period: July 1, 2020-October 31, 2021. RTFH is currently funding the FHP with Homeless Housing, Assistance and Prevention (HHAP) funding

Flexible Housing Pool Timeline



FHP Priorities-Year 1



FHP Impact in San Diego

1. Launch model and prove concept
2. Place 140 households into permanent housing in first year

Exceeded goal of 140 households:

Units Secured: 219
Housed: 159

As of June 30, 2022

Units Secured: 491
Housed: 403

Promote regional strategy that operates throughout San Diego County including all 18 cities

As of June 30, 2022

Total Units: 491
South: 83
North: 64
East: 100
Central: 144
Downtown: 100

**Location of units is based on client choice

Target priority populations including homeless Veterans and youth

Support housing exits for individuals and families as part of COVID-19 response

We have successfully housed 269 veteran households, including VASH and SSVF

We have successfully housed over 67 youth households

Supported housing 64 households as part of the pandemic response

Engage new partners and funders

Promote regional landlord strategy and collaboration

Currently working with over 70 property companies and 400 properties

Engaged with several cities for potential investment

Met with justice sector partners for potential investment

Expanding to aging population and to serve more families

**all data as of June 30, 2022. Visit <https://www.rtfhsd.org/?s=FHP> for monthly updates

Referral and Housing Key Points

A referral does not always result in a placement in the FHP portfolio

- A person may find their own unit
 - The FHP is a resource.
 - Providers and prospective tenants continue to look for units on their own as well
- A person may not want any of the units in the portfolio
- A person's housing needs may change

The time from referral to placement will vary

- As new providers enter the referral pathway, their rate of referral and placement will vary.
- There may be unit requests from the prospective tenant that narrow the selections in the portfolio.
 - A unit may need to be secured as it is not currently in the portfolio
- While a referral is made, the prospective tenant's housing situation may change and the referral no longer needed. The referral is still counted/tracked.

Scaling Cost and Impact

Average cost per vacant unit	Average move in cost per client	Average Mitigation per client	Average Number of Days From Application Approval to Move In	Average Number of Days a Unit was Vacant
\$1,665.72	\$1,314.40	\$430.23	45 Days	76 Days

PRIOR TO MOVE-IN

Average move-in costs	\$3,533
Average furniture costs	\$800
Average unit hold costs	\$3,500
Average program costs	<u>\$1,057.96</u>

For 2 months
\$8,890

First 2 months	9,000
10 months (600)	6,000
Total	15,000

POST MOVE-IN

Average ongoing program costs	\$553.98	Per month/per member
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Example: 50 units	15,000/unit	Year 1
	750,000	Year 1
	360,000	ongoing

**Calculations are based on initial start up as of 10/31/2021

FHP Benefits

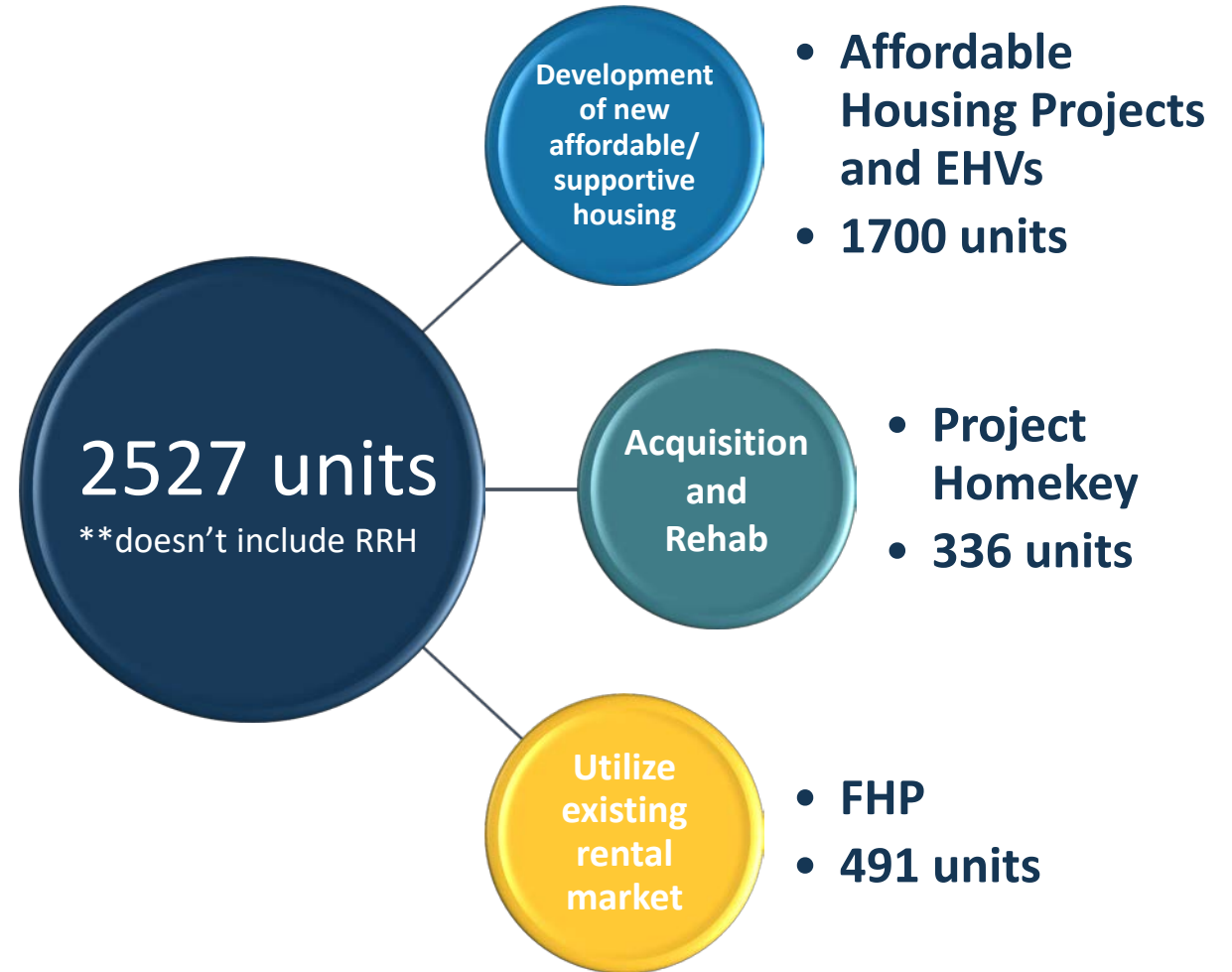
- Builds capacity utilizing the existing rental market.
- Ability to secure units immediately and begin paying landlord while tenant is identified for the unit.
- Ability to enter into agreements with landlords to dedicate/secure large number of units in a complex.
 - Stronger supports for shared housing and SRO's
- Ability to pay arrears locally and out of state.
- Ability to partner with our providers to leverage flexible funds to reduce barriers and house more people.
- Provides tenancy supports to tenants and landlords to ensure
 - Properties are financially viable for owner-Zero Vacancy Loss
 - Tenant concerns/needs are addressed



Brilliant Corners entered into agreement with large SRO owner for 34 units across two properties

Impact of the Multi-pronged approach

- Data is from January 1, 2021 – June 30, 2022 to compare number of units brought online by each model



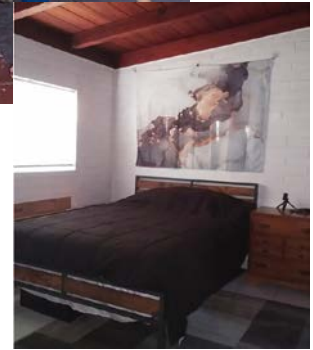


Successful Move In



Reimagine a path forward

- One that fully utilizes all available resources efficiently and collaboratively
- One that provides access to housing more quickly and equitably
- One that reduces returns to homelessness



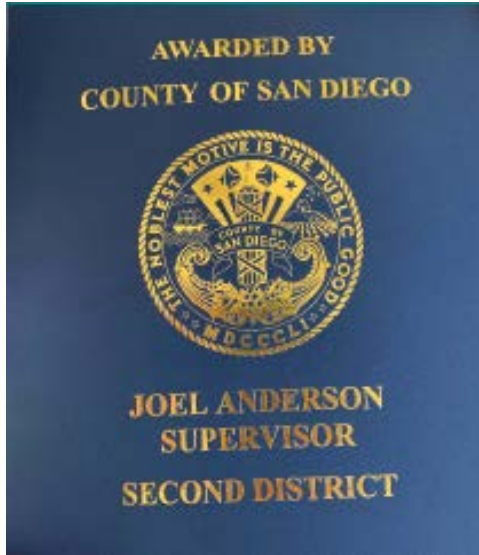
Housing is The Solution

Individuals and families housed through the Flexible Housing Pool have generously shared their story and experience. These videos are very personal and could evoke an emotional response by viewers.



Click on each box to play each video.

Partnering with the County of San Diego

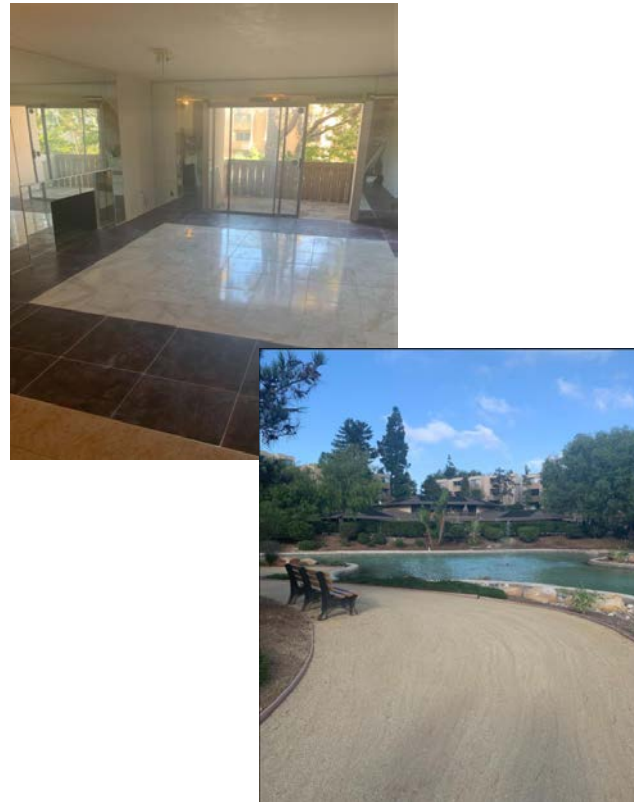


August 17, 2021, Brilliant Corners held a Grand Move-in welcoming 11 families transitioning from homelessness into beautiful town home units in Spring Valley. The families were referred to the San Diego Flex Pool program through the San Diego Department of Housing and Community Development's Local Rental Subsidy Program. The units were secured by Brilliant Corners' San Diego Housing Acquisitions team. To mark the occasion, County Supervisor Joel Anderson issued a Certificate of Recognition

Landlord Engagement

“We have now worked with your team since 2020, partnering together to provide housing accommodations for individuals and families in San Diego County. We have collaborated intensively and continuously with the team. **We have been impressed with your professionalism and unwavering dedication to the housing mission of Brilliant Corners and to the clients you serve**, with your responsiveness and can-do mindset, and your continuing follow-up support for your clients. When we had questions or issues needing to be resolved, **you and your team were ready and willing to help and to participate in generating solutions**. Throughout the past year your hard work, positivity, and constructive engagement have been inspirational as we continue our partnership together. It has been a pleasure and a privilege to work with you and your team and we look forward to further collaboration.

-Bill & Lana Kamouh- PSH Development, LLC



Exploring agreement to secure units in new affordable housing developments (like the YIGBY Development).

Brilliant Corners negotiated with landlord to secure **eight 2-bedroom** units in East County and rent at **reduced rate of \$1,650 per month**—\$250 below the SD Housing Authorities rental payment standard. Brilliant Corners used flex funds to replace refrigerators in all units.

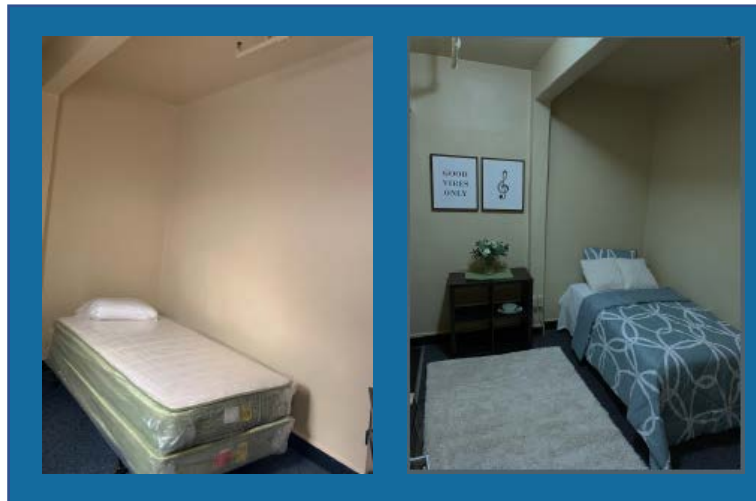
Brilliant Corners was able to enter into a partnership with REMM Property Management Group and was offered 1-BR units in La Mesa. BC successfully housed a veteran within a week, **Resulting in the Property group offering to introduce Brilliant Corners to other property groups in San Diego.**



Youth provider referred young mother to FHP as one of her main barriers to housing was rental arrears. Brilliant Corners **negotiated arrears to a reduced amount and paid the arrears.** She selected a unit from the portfolio for her and her daughter and they entered housing.

Referrals for people who did not have housing ready documents. BC was able to negotiate with landlords to accept affidavits by the organization and **expedite the housing process**

Participant Success Stories



A young man referred by YHDP found himself two weeks into a lease agreement when he recognized he would not be able to assume responsibility for the rent once his subsidy was exhausted. **BC negotiated with the landlord to break the lease with no negative repercussions** for the tenant and he selected another unit in the portfolio.

FHP Personal Experience



“Brilliant Corners has been very helpful in a way that literally nobody else would ever be. When I got my apartment I was really happy. I never thought about all the important little things that I would have to be responsible for. BC and their program has been truly amazing in helping me transition from being homeless with nothing going for me to being comfortable in my own home and working towards my goals.

-KY, YHDP



“Brilliant Corners, thank you for all the great work you are doing! I am proud to partner with your organization and support your mission to house homeless people. You are professional, caring, and reliable team, we enjoy partnering with all of you”.

-SP, Property Owner



“You all have been an integral part of our housing success! We are so glad to be partnered with such an amazing organization. Keep up the great work!”

-KH, Equus Works

Next Steps



“I have been working with Brilliant Corners for over 6 months and the experience so far has been beyond expectations! Brilliant Corners is quick to respond, always professional and basically, gets the job done! I can turn over a unit and not worry about it, which is a great relief when the landlord/tenant headaches start to pile up! Thank you for being there and here's to more units in the future!”

— Chris Blatt, Property Provider

Expand FHP based on the identified needs of households and providers identified in year one

- Location of units
- Cost

Identify additional partners to support long-term sustainability of the FHP

- Housing Choice Voucher Programs
- Additional funding
- CalAim-Managed Care Plans

Utilize the FHP to support recommendations from the CoC Committees

- Addressing homelessness among black San Diegans
- Veterans
- Youth
- Older Adults



SAN DIEGO
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Regional Vision to end homelessness in San Diego

We will end homelessness throughout San Diego using a housing-focused, equity driven, and person-centered approach

Sign up for our newsletter: <https://www.rtfhsd.org/contact/>

Become a member: <https://www.rtfhsd.org/about-coc/membership/>

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