

# Regional Flexible Housing Pool San Diego

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SIX MONTH REPORT

OCTOBER 2020 TO MARCH 2021

# Rationale for San Diego Flexible Housing Pool

## 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

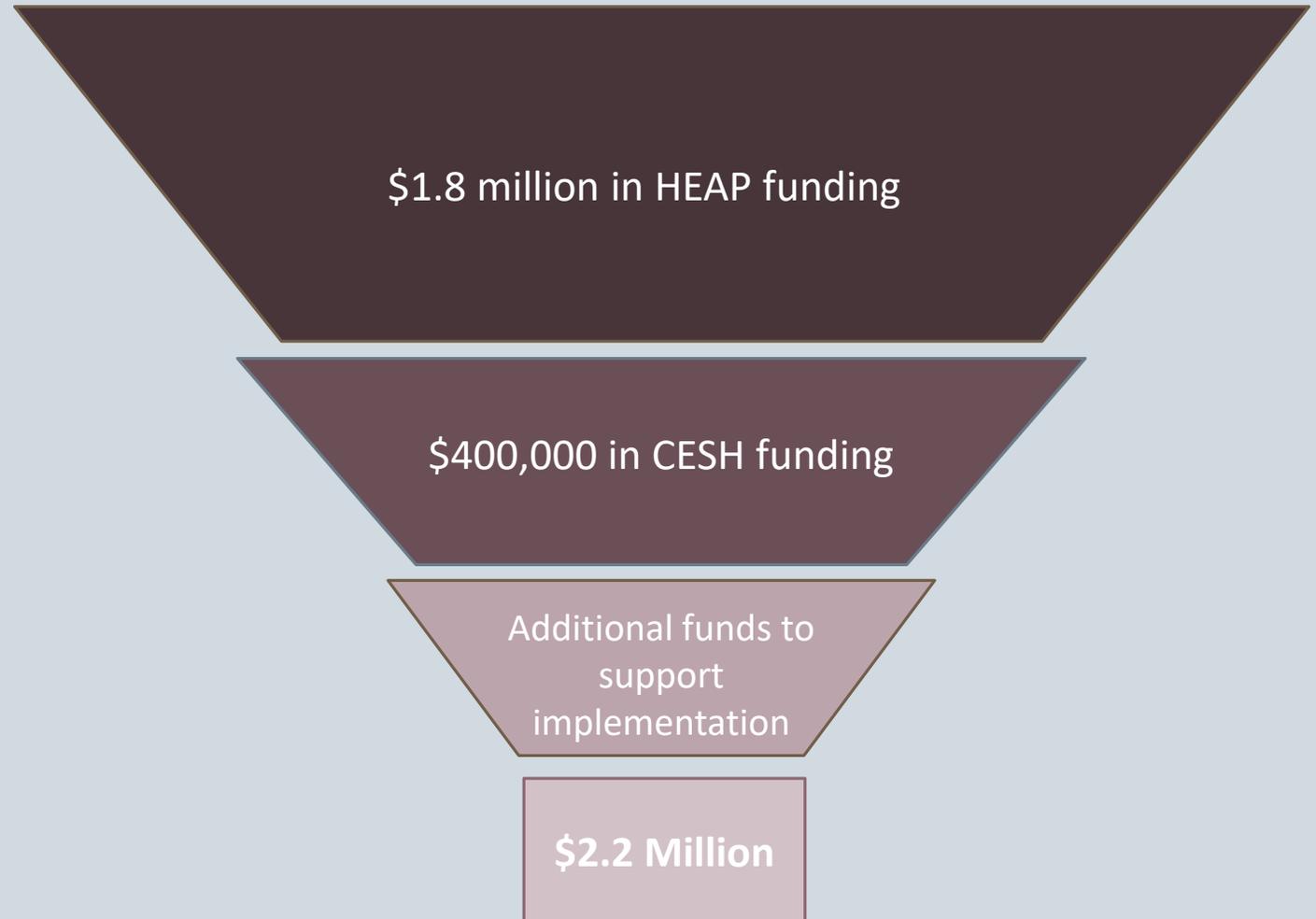


Acquisitions and  
Rehab

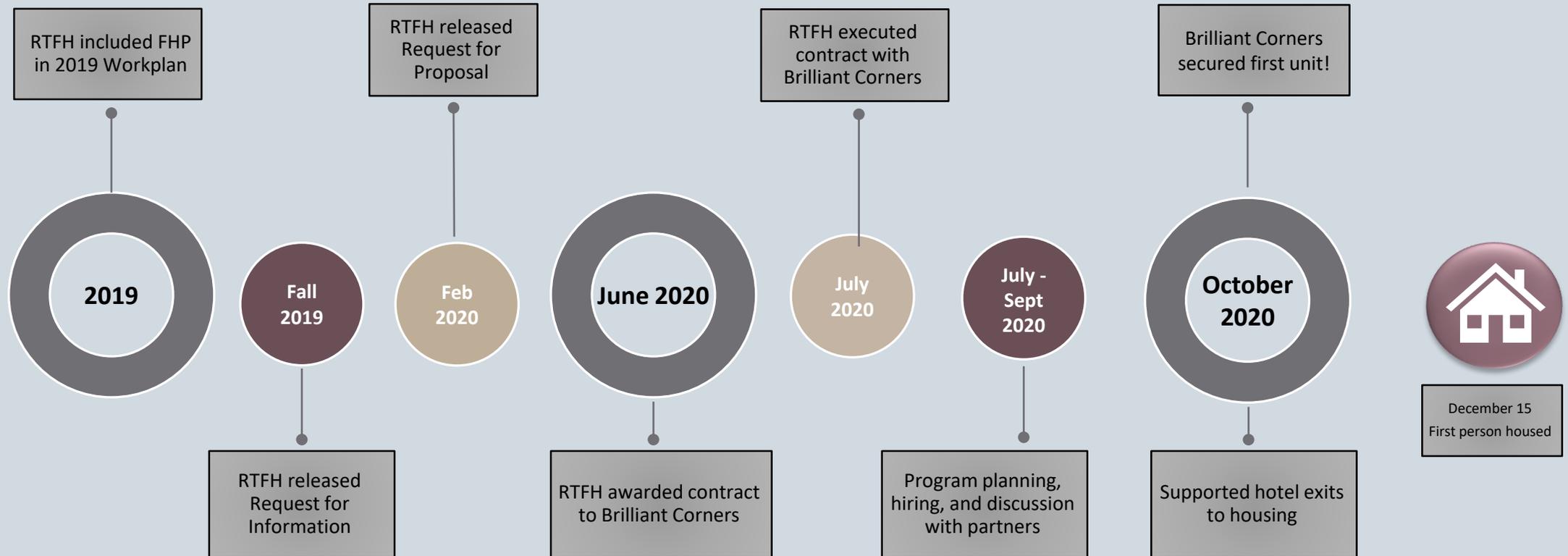


Effectively utilizing  
existing rental market

# Flexible Housing Pool Year 1 Funding Partners



# Flexible Housing Pool Timeline



# Flexible Housing Pool Operator

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Long-time operator of the Los Angeles County Flexible Housing Subsidy Pool, a national model, that has attracted significant public, private, and healthcare funding

Operates a Flexible Housing Pool in San Francisco with large philanthropic partner – Tipping Point Foundation with public sector support

Operates Flexible Housing Pool models with Medi-Cal health plans in San Bernardino/Riverside Counties and in San Mateo County

# FHP Priorities-Year 1



Launch model and prove concept

Place 140 households into permanent housing in first year



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



Target priority populations including homeless Veterans and youth

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



Engage new partners and funders

Promote regional landlord strategy and collaboration

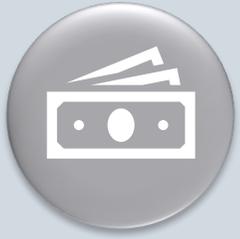
# FHP Model in San Diego



Dedicated staff to secure units and create housing portfolio



Community Partners operating tenant-based PSH or RRH



Flexible funding to support immediate lease up



Supportive services in housing

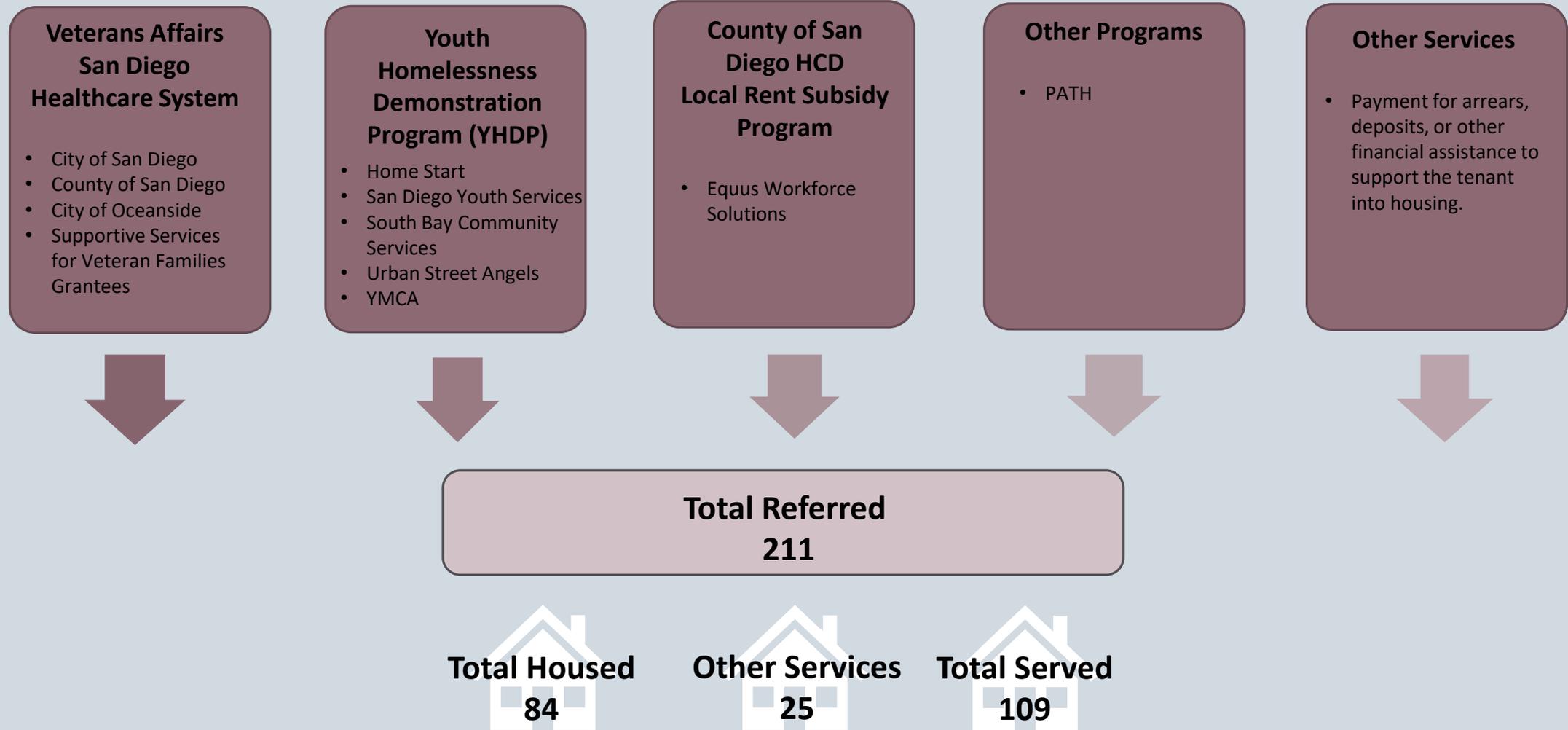


Dedicated staff to provide housing tenancy services



Vouchers/rental assistance (PSH or RRH)

# Referral Pathways and Placements



\*\*data as of March 30, 2021

# Referral and Placement Key Points

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## **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 readiness may change

# Types and Locations of Units

Region	Number of Units
Downtown	43
Central	5
East County	28
North County	3
South County	3
Total Units	82

Type of Units	Number of Units
Shared	5
SRO	40
Studio	3
1 Bedroom	15
2 Bedroom+	19
Total Units	82

# FHP Benefits

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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.

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.



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

# Next Steps for the FHP

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Continue to refine model and work with existing partners to meet/exceed year 1 targets



Identify funds to extend and expand the FHP



Bring in new referral partners and sub-populations and expand supply of units in the FHP

# Landlord Engagement Successes

“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.**



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**



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.

## 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, 23 yo 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”.

**-Sherri Puri, 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!”

**-Kam Howard, Equus Works**

# Contact Information

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