



April 30, 2016

Adriana de Bruin
Business Manager, County Executive Office
105 E. Anapamu Street, Room 406
Santa Barbara, CA 93101

Dear Ms. de Bruin,

Thank you for the opportunity to submit a request for Outside Agency Funding from the County of Santa Barbara. The Landlord Liaison Partnership (LLP), under the fiscal sponsorship of Transition House, is requesting \$30,000 to support our efforts to decrease homelessness in Santa Barbara County. The Landlord Liaison Partnership is truly a TRANSFORMATIVE program for Santa Barbara and a big step forward in two areas of dire need: homelessness and affordable housing. LLP is a rare chance to change the metrics of homelessness in Santa Barbara and LLP's model may also be expandable to much broader affordable housing applications.

Background

The City of Seattle created LLP in 2009 with the input of area landlords. The program provides landlords with a number of services to minimize the risk of housing a homeless tenant: reimbursement for most potential financial losses, guaranteed case management for tenants for at least a year, 24/7 hotline for landlords, and mediation and eviction assistance. LLP staffs a housing specialist that connects social service agencies' housing-ready clients with landlords and gets them housed.

Seattle has housed over 5,000 homeless people with private landlords in the first five years of the program. Oahu, Hawaii, and Santa Barbara are the first communities to fully replicate Seattle's program. Dozens of other communities have implemented portions of LLP. A number of local organizations participated in the planning for an LLP program in Santa Barbara: Transition House, New Beginnings, PATH/Casa Esperanza, Salvation Army, the Housing Authority of the City of Santa Barbara, C3H, and Social Venture Partners. The 11,000 member Santa Barbara Rental Property Owners Association also provided input and has subsequently helped promote the program with landlords.

LLP was begun in Santa Barbara in late 2015. In just a few months, working with only three social service agencies initially, LLP has helped house 24 homeless people. Our program focuses on veterans and families but other homeless may also be housed. LLP projects to house 60 people by the end of the year and based on Seattle's results, strives to house homeless 350-500 per year within five years. This would be at least a 50 percent increase in the number of homeless housed each year in our county.

The potential impact of LLP goes far beyond these numbers. LLP houses individuals and families deemed housing-ready so that they do not languish in the homeless shelter system, which is costlier to both social service and public agencies than successful housing placements with rental subsidy. Second, LLP houses the homeless in privately owned units,

not publicly owned units as is mostly the case today. Private units make up 90 percent of the apartment units in the county. Finally, the LLP approach breaks down multiple barriers for homeless households seeking to rent in the community and presents a fresh approach to affordable housing solutions. Here is one client story that illustrates the impact of our program:

Never in his wildest dreams did Matthew imagine he would one day be homeless. He served 13 years in the United States Air Force, supporting his family at home and obtaining his Bachelor's degree. During his second combat tour in Afghanistan, his wife divorced him and his credit was ruined. After Matthew was honorably discharged, he took over the lease of his family's condo, got a job, and went back to school to get his Master's degree. Shortly thereafter, two traumatic life events took place that resulted in Matthew living in campgrounds and out of his car. The condo he was leasing was sold and one of his daughters became ill, needing full time care. He quit his job and school and to his horror, it eventually all caught up with him. After reaching out for help to LLP social service partner New Beginnings, we were able to find a landlord willing to rent to him. With permanent housing, Matthew's life has wonderfully moved forward with a home for his daughters, a soon to be received Master's degree, and a job. Most importantly, he has become financially self-sufficient. He just needed a little time and a little help.

Use of Funds

The budget for 2016 is \$158,600. We have funding to last until later this year. The program needs the funding "runway" to prove just how incredibly impactful it can be. Funds will be used for general operations (primarily staff) and risk reduction funds for landlords. Current funders include: Housing Authority of the City of Santa Barbara, Ann Jackson Family Foundation, McCune Foundation, Santa Barbara Foundation, Towbes Foundation, Social Venture Partners, the Housing Authority of the County of Santa Barbara, and individual donors.

Rationale for Funding

Albert Einstein said "you can never solve a problem on the level that it was created." Despite some very good work by a lot of people and organizations, serious issues remain regarding homelessness and affordable housing. Using a housing locator model represents a national best practice for addressing the issue of homelessness.

The Landlord Liaison Partnership is out-of-the-box thinking with enormous impact potential. The odds of success are actually quite high based on Seattle's experience and our own early results. Think of LLP not as just another funding request, but as a "moon shot" opportunity for our community. Through LLP we can help change grim problems into one of our proudest achievements.

Thank you so very much for your consideration of this request. Please let us know if you need additional information.

Sincerely,



Susan O'Higgins, Director
Landlord Liaison Partnership



Glenn Bacheller, LLP Advisor
Social Venture Partners



FY 2016-17 Outside Agency Funding Request Form

Deadline for Submission: Monday, May 2, 2016, 5:00 p.m.

The Board of Supervisors *may* consider funding requests from outside agencies during the **FY 2016-17** budget hearings in June 2016, if funding is available. An allocation of funding to outside agencies is not guaranteed.

Please submit the following by **5:00 p.m., Monday, May 2, 2016, NO EXCEPTIONS, via Email or Hardy Copy (postmarks will not be accepted)**:

1. Provide a cover letter explaining your request; and
2. Fill out this application (no more than 2 pages); and
3. Attach the Line Item Budget spreadsheet (no more than 2 pages) for the agency's program request

Hearings are scheduled for June 13, 15, and 17, with Outside Agency Requests considered on one of these days (yet to be determined). The **requesting agency must be represented and present**; please plan accordingly.

Total Request: \$ 30,000

Name of Organization: Landlord Liaison Partnership

Title of Program: Landlord Liaison Partnership New or ongoing program? New since 2015

Location(s) of services delivered: Santa Barbara County

Name of Agency Executive Director: Glenn Bacheller

Phone #: 805-705-1192 Email: mchc1256@hotmail Website: www.landlordliaisonsb.org

1. Briefly summarize the purpose of the program, why the funds are needed, and the benefit to the community:

Founded in 2015, the Landlord Liaison Partnership (LLP) takes an innovative approach to solving homelessness in Santa Barbara County, where the exorbitant cost of rental housing and the historically low vacancy rate of less than one percent is a major barrier to homeless people transitioning to permanent housing. The LLP provides landlords with extensive financial safeguards and support systems to encourage them to rent to low-income people who are ready to be successful tenants. This groundbreaking program is only the second of its kind in the country, and is initially focusing on homeless veterans and families with children. At any given time, there are more than 200 homeless veterans in our County and many more homeless families with children. Transition House had 311 families on its waiting list in 2015, and was able to serve only 70. On average, it takes five years to make it to the top of the public housing waiting list. The longer it takes a homeless family to find housing, the more potential problems they will incur. Providing housing more quickly will help decrease the instances of chronic homelessness.

2. Briefly summarize the service to be provided and how many people will be served:

The LLP offers access to permanent housing to those who would otherwise most certainly be denied rental housing by landlords. LLP makes sure that only homeless people who are ready to be successful tenants participate in the program. Landlords feel secure renting to our clients because they know that if tenant issues arise, they can be adequately addressed. The LLP's approach targets the core problem of local homelessness: affordable housing. Instead of focusing resources on the 10% of the market that is public housing, we are focusing on the remaining 90% of the market, which is private housing. The LLP model removes the risk for landlords renting to very low-income or homeless individuals by providing financial safety net for landlords of up to \$3,000 to cover damages, lost rent, and court/mediation costs; financial support and case management for the tenant through social service agencies; A 24-hour hotline to respond to landlord issues; and mediation/fast eviction help if needed.

3. Detail the timeline for providing the service:

Our timeline for this ongoing program includes continued recruitment of landlords and clients, outreach to local agencies, advertising through direct mailings and presentations to rental property associations, grant prospecting, and fundraising. In 1-3 years, the LLP aims to have a broad network of landlords, non-profits, and tenants working collaboratively to decrease homelessness. We are also looking to add a second staff position in North County to address the administrative needs and outreach goals in that region.

4. Describe key outcomes to be achieved with the funding and how they will be measured:

The primary measure for our success will be the number of homeless people housed through LLP, which will ultimately decrease the length of time spent cycling through the shelters and social services system. The average length of homelessness is 5-6 years during which individuals and families are vulnerable to illness, addiction, crime, and unemployment. Our short-term goal is to have 60 people placed in housing and 45 landlords engaged as partners by the end of 2016, with 350-500 people housed per year within 5 years.

5. Describe if this is a one-time or ongoing request, and if funded in prior years and amounts:

This is a one-time request, although we would like the opportunity to apply again in future years. Thus far, the LLP has garnered support from the S.B. Foundation, Jackson Foundation, Towbes Foundation, Social Venture Partners, the Housing Authorities of the City and County of Santa Barbara, and the McCune Foundation. We are working to expand our funding pool and diversify the available funding streams through community outreach, grant writing, fundraising events, and increased partnerships with other organizations.

6. Describe the agency's expertise and capacity to deliver services including fiscal stability:

The LLP is modeled after a successful program in Seattle that has been acknowledged as a National Best Practices Housing Program for the Homeless by the National Alliance to End Homelessness. Susan O'Higgins, LLP Partnership Director, has more than 20 years of real estate experience. LLP is operated under the fiscal sponsorship of Transition House. We partner with organizations that have expertise in case management services.

7. Agency staff responsible for application: Susan O'Higgins, LLP Director

County Staff Comments Only:

Address submittals to:

Adriana de Bruin
Business Manager, County Executive Office
105 E. Anapamu Street, Room 406
Santa Barbara, CA 93101

Requests can be emailed to: outsideagency@countyofsb.org

Questions: Please contact Adriana de Bruin, Business Manager, County Executive Office, at 568-3400.

**FY 2016-17 Line Item Budget
For Program**

#25

Agency: *Landlord Liaison Partnership*
 Program Name: Landlord Liaison Partnership
 Amount \$\$ Requested: \$25,000

Funding Sources/Revenues	2016		
	Budget	Committed	Uncommitted
County of Santa Barbara	\$ 30,000.00		\$ 30,000.00
Housing Authority of City of Santa Barbara	\$ 35,000.00	\$35,000.00	\$ -
Social Venture Partners	\$ 15,000.00		\$ 15,000.00
County of Santa Barbara Housing Authority	\$ 35,000.00		\$ 35,000.00
Foundations/Trusts	\$ 38,600.00	\$25,000.00	\$ 13,600.00
Individual Donations	\$ 5,000.00	\$2,848.00	\$ 2,152.00
Total	\$ 158,600.00	\$ 62,848.00	\$ 95,752.00

Funding Uses/Expenses	Budget
Salaries, Benefits, Payroll Taxes (1.5 FTE)	\$ 90,000.00
Consultants (case management)	\$ 34,000.00
Landlord Risk Reduction Fund	\$ 6,000.00
Marketing and Outreach (including website)	\$ 15,000.00
Training/Travel/Mileage	\$ 5,000.00
Administration	\$ 1,000.00
Misc. (supplies, telephone)	\$ 1,600.00
Grantwriting	\$6,000.00
Total	\$ 158,600.00