



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

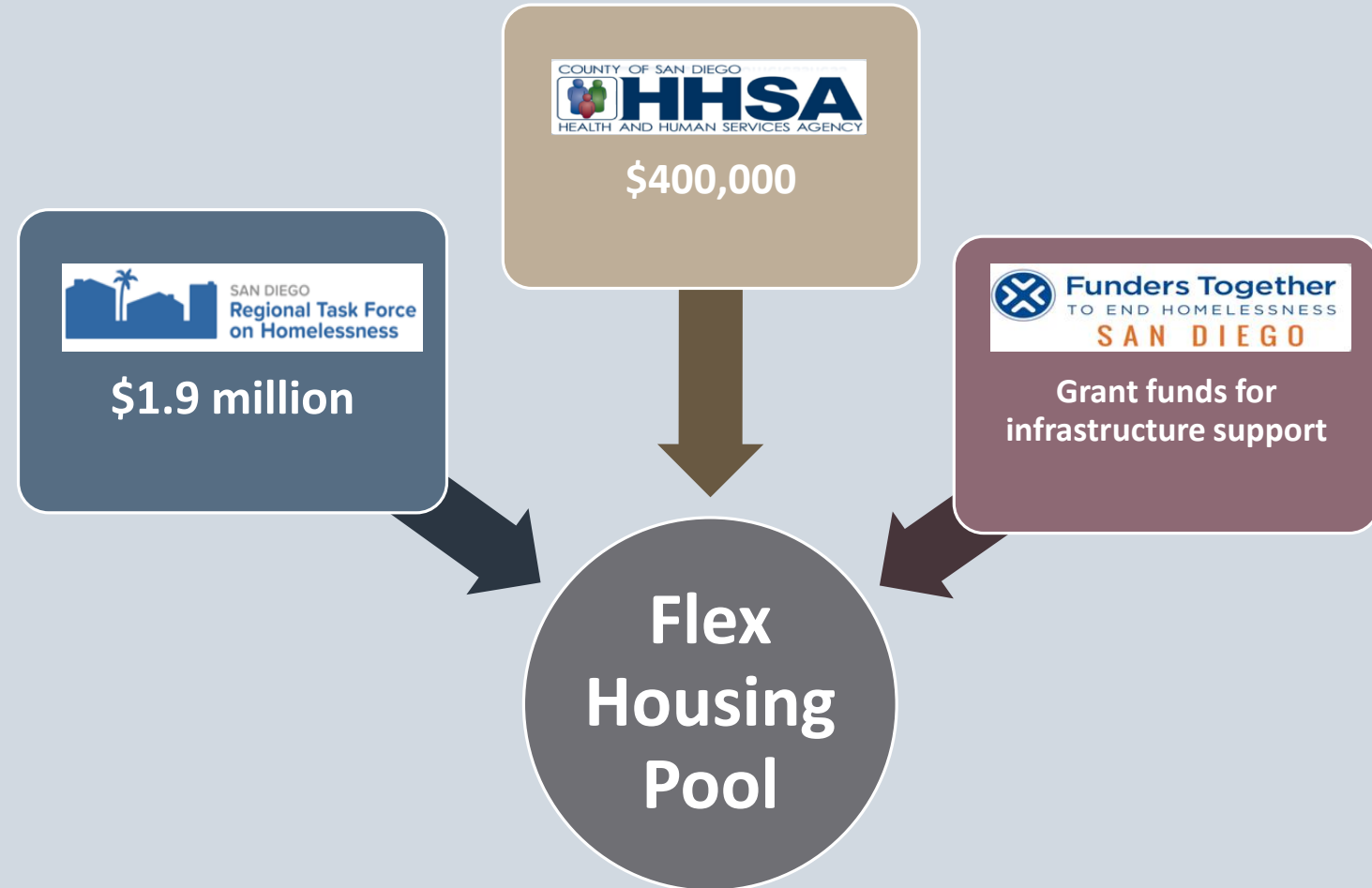


Effectively utilizing
existing rental market

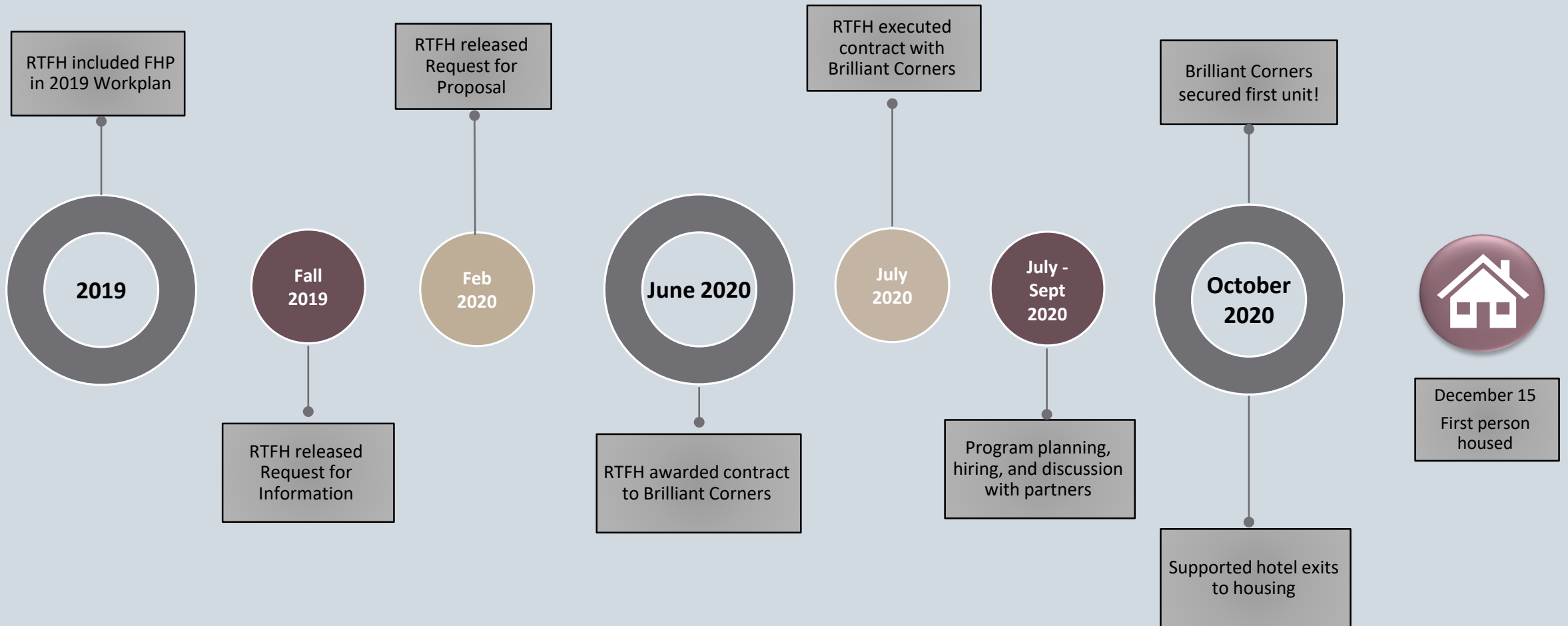
Flexible Housing Pool Year 1 Funding Partners

Creating a pooled funding structure:

- One single sub-contracting agreement
- Centralized regional operator
- Addition of new investments over time



Flexible Housing Pool Timeline



FHP Model in San Diego



Dedicated staff to secure units and create housing portfolio



Identified target priority populations



Flexible funding to support immediate lease up



Community Partners provide supportive services in housing



Dedicated staff to provide housing tenancy services



Vouchers/rental assistance (PSH or RRH)

Benefits of the FHP



- 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

Year One Update

Priority 1

Launch model and prove concept

Place 140 households into permanent housing in first year

- Secured 219
- Permanently Housed: 159 households

Priority 2

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

- We have secured units throughout the entire region.

Priority 3

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 over 125 veteran households, including VASH and SSVF
- We have successfully housed over 60 youth households
- We have successfully housed nearly 75 households as part of the pandemic response

Priority 4

Engage new partners and funders

Promote regional landlord strategy and collaboration

- Currently working with over 200 properties
- We have met with several cities including Carlsbad, La Mesa, Vista, and the City of San Diego to expand the FHP
- Conversations with our justice sector partners and older adult population

Referral Pathways and Placements

Veterans Affairs San Diego Healthcare System

- City of San Diego
- County of San Diego
- City of Oceanside
- Supportive Services for Veteran Families Grantees

Youth Homelessness Demonstration Program (YHDP)

- Home Start
- San Diego Youth Services
- South Bay Community Services
- Urban Street Angels
- YMCA

County of San Diego HCD Local Rent Subsidy Program

- Equus Workforce Solutions

Other Programs

- PATH

Other Services

- Payment for arrears, deposits, or other financial assistance to support the tenant into housing.

Referrals



Units Secured



Permanently Housed



Housing Retention



Referral and Placement 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

Types and Locations of Units

Region	Number of Units
Downtown	74
Central	108
East County	69
North County	18
South County	26
Total Units	295

Type of Units	Number of Units
Shared	17
SRO	52
Studio	24
1 Bedroom	157
2 Bedroom+	45
Total Units	295

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>

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

For 2 months

\$8,890

Example: 50 units

15,000/unit Year 1

POST MOVE-IN

Average ongoing program costs	\$553.98	Per month/per member
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750,000 Year 1

360,000 ongoing

Next Steps

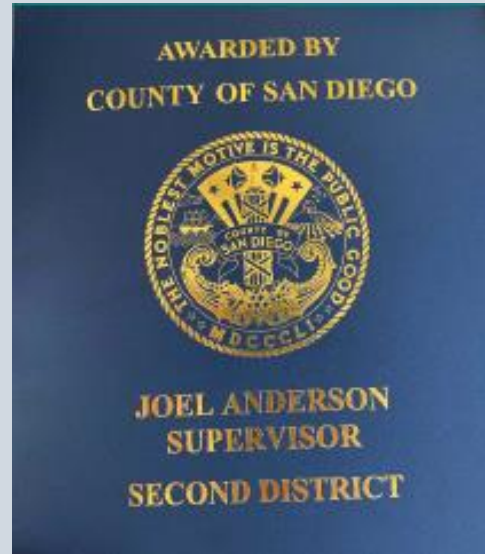


“ I have been working with Brilliant Corners for over 6 months and the experience so far has been beyond expectations! Brilliant Corners is quick to respond, always professional and basically, gets the job done! I can turn over a unit and not worry about it, which is a great relief when the landlord/tenant 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
 - Vouchers
 - Additional funding
 - CalAim
- Utilize the FHP to support recommendations from the CoC Committees
 - Addressing homelessness among black San Diegans
 - Veterans
 - Youth
 - Older Adults

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 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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