



1

GATEWAY HOUSING FIRST

WHAT IT MEANS TO BE A MISSION-DRIVEN
HOUSING DEVELOPER / OWNER

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TODAY'S CONVERSATION

2

WHAT DOES IT MEAN TO BE A MISSION – DRIVEN HOUSING DEVELOPER / LANDLORD?

WHAT ARE THE BENEFITS AND DRAWBACKS OF SEPARATING THE ROLES OF THE HOUSING PROVIDER & SUPPORT SERVICES PROVIDER?

HOW TO IDENTIFY HOUSING PARTNERS THAT PROVIDE HOUSING THAT SUPPORTS YOUR MISSION? WILL PROVIDE HOUSING THAT MEETS YOUR CLIENTS NEEDS?

Meet Gateway Housing First

3

THE MISSION:

TO PROVIDE SAFE, AFFORDABLE, SUPPORTED HOUSING FOR INDIVIDUALS WITH A WIDE RANGE OF DISABILITIES, COMPLEX DISORDERS AND LIFE SITUATIONS WHO STRUGGLE TO SECURE OR MAINTAIN HOUSING.



ONE-SIZE-FITS-ALL HOUSING DOES NOT WORK

4

AN DIVERSE ARRAY OF HOUSING IS REQUIRED TO SERVE THE NEEDS OF OUR DIVERSE COMMUNITY

HOUSING AND SERVICE DESIGN TO FIT THE NEEDS OF THE COMMUNITY HOUSED AND EVOLVE AS NEEDS CHANGE.



HOUSING IS HEALTHCARE

5

AFFORDABLE HOUSING IS AN ESSENTIAL
COMPONENT OF AN EFFECTIVE HEALTHCARE
DELIVERY SYSTEM.



PEOPLE ARE INHERENTLY HOUSING READY

6

THE THRESHOLD FOR SERVICES AND HOUSING SHOULD NOT BE SO HIGH THAT THE MOST DISABLED AND MOST VULNERABLE CANNOT SECURE AND MAINTAIN RESIDENCY.



HOUSING IS A HUMAN RIGHT

7

ALL PEOPLE HAVE A RIGHT TO CHOOSE WHERE AND HOW THEY LIVE, INCLUDING OBTAINING A LEASE IN THEIR OWN NAME WITH ALL THE RIGHTS AND RESPONSIBILITIES OF TENANCY.



Separating Housing & Services

8

- **ALLOWS FOR A STRICTER ADHERENCE TO HOUSING FIRST PRINCIPLES.**
- **REDUCES CONFLICTS OF INTEREST THAT CAN INTERFERE WITH SERVICE ENGAGEMENT.**
- **TENANT / CLIENT HAS AN ADDITIONAL ADVOCATE / SUPPORTS; PARTICULARLY HELPFUL IF NOT YET ENROLLED OR LATER DISCHARGED FROM SERVICES.**
- **SERVICE PROVIDER AND LANDLORD CAN LEVERAGE NATURAL TENSIONS TO THE BENEFIT OF THE TENANT / CLIENT (GOOD COP / BAD COP).**
- **REQUIRES GIVE AND TAKE FROM ALL PARTIES – MUCH OF THE CONTROL RESTS WITH THE TENANT RATHER THAN THE LANDLORD OR SERVICE PROVIDER.**

How to Approach A Housing Partnership

9

REVIEW AND UNDERSTAND YOUR PARTNER'S TENANT SELECTION PLAN

- DON'T ASSUME YOUR MISSIONS ARE COMPATIBLE
- UNDERSTAND THE DEAL – WHAT IS THE DEVELOPER / OWNER GETTING OUT OF THIS PARTNERSHIP; WHAT ARE THEY COMMITTING TO?
- LEVERAGE WHAT YOU BRING TO THE TABLE
 - FUNDING ADVANTAGES
 - STEADY STREAM OF QUALIFYING TENANTS THAT BENEFIT FROM SERVICE ENROLLMENT
 - SERVICES THAT REDUCE EVICTIONS AND OTHER COSTLY LANDLORD TENANT RELATIONS ISSUES
 - RENTAL SUBSIDIES – GUARANTEED RENTS

How to Approach A Housing Partnership

10

REVIEW AND UNDERSTAND YOUR PARTNER'S TENANT SELECTION PLAN

- REQUIRED OF ALL PUBLICLY FUNDED HOUSING OWNERS (LIHTC AND HUD FUNDED)
- WILL YOUR TYPICAL CLIENT QUALIFY UNDER THE PLAN?
 - EVICTIONS
 - CRIMINAL RECORDS
 - CREDIT SCORES
 - INCOME REQUIREMENTS (2.5 TO 3 TIMES INCOME IN RENT)
 - IS THE LANDLORD WILLING TO MODIFY THE PLAN TO ALIGN WITH YOUR MISSION / PROGRAM OFFERINGS?