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# The Potential of Master Leasing to Expand Housing Options

# What is Master Leasing?

- **Innovative financing tool** designed to help homeless systems acquire many units of housing for people in need
- **Pools** resources and **leverages public and private partners** towards the common goal of ending homelessness
- **Reduces pressure** on service providers to be experts of all domains and **limits risk**
- **Proven concept** around since 1990s, as a way to **quickly address the needs of large numbers** of people experiencing homelessness

# Why Master Leasing?

- Service providers **competing with one another** for units
- Too **many barriers to housing** for homeless participants
- Original **decentralized approach** to searching for one unit at a time couldn't generate enough housing at scale

# Core Components of LAHSA's Master Leasing Strategy

## Government Backed

- Absorbs liabilities that agencies traditionally had to take on
- Government fully backs financially leases and liabilities

## Efficient Use of Resources

- Supports system throughput by eliminating landlord biases
- Increase regional housing options i.e., Shared Housing, Scattered and Single Site

## Centralized Model

- Addresses in-system competition
- Clear and consistent segregation of duties ensures standardized and equitable provision of services
- Supports outcome measurement

## Strength Based Approach

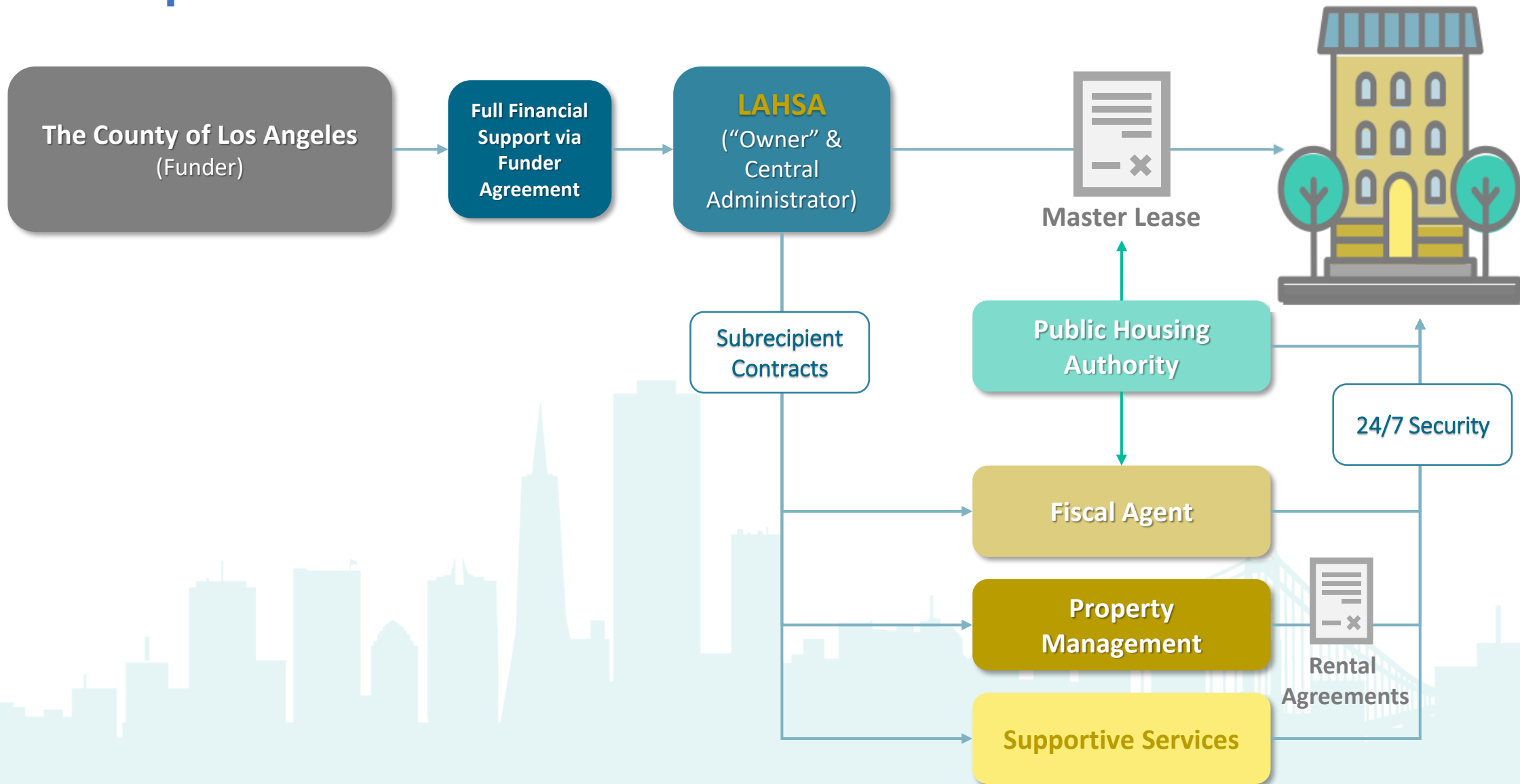
- Stakeholders are only responsible for doing what they do best
- Not one entity needs to be an expert of all domains

# What Makes LAHSA's Master Leasing Approach Different?



- Unit Acquisition **Strategy**
- **Accelerate** Housing Placement for homeless people
- **Eliminates housing barriers** put in place by landlords
- Negotiates **competitive rents** below rent reasonableness standards
- Puts the **centralized support structure** in place to ensure that participants can thrive in their units
  - Security
  - LAHSA Resident Coordinators
  - Onsite services
  - Trauma informed property management
  - Multiple rent payment options for participants

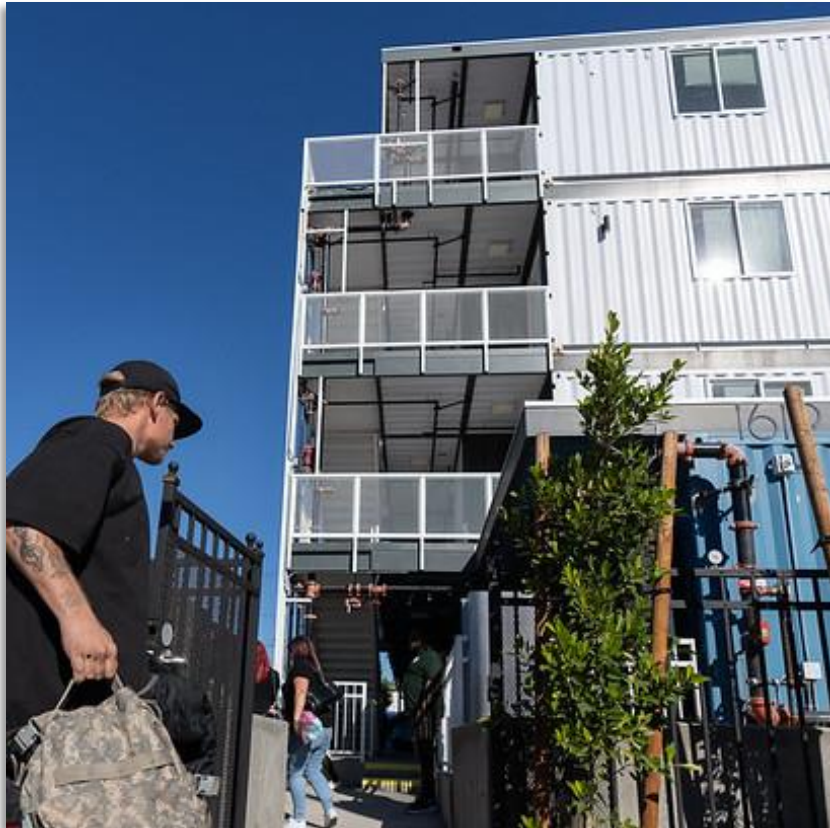
# Snapshot of Critical Stakeholders



# All Master Leasing Configurations Will Have:

- **Tenancy Rights** in place for all participants
- **HQS approved** units
- Pre-inspection by **Housing Authorities**
- Leases approved by **LAHSA Commission**
- **Low-Barrier** best practices in the leasing process
- Appropriate **insurances** in place
- **Fiscal Agent** to oversee and manage the financial health of assets
- **Property Management** to oversee day-to-day building operations

# Move-In Ready Units



**The Property Manager will ensure that all sites:**

- Comply with lease requirements
- Pre-Furnished
- 24/7 Security
- On call property maintenance support e.g., plumbing, lock out, emergency repairs



# How Units Are Allocated

## Regionally Based

- Referrals accepted from the local region in which master leased units are located

## Units Allocated by Group

Group A	Group B
<ul style="list-style-type: none"><li>• Participants of an <b>Encampment Resolution</b> effort and enrolled in an eligible program</li></ul>	<ul style="list-style-type: none"><li>• Participants in Interim Housing (THV, ABH, PRK, city funded congregate, etc.)</li></ul>

**\*BOTH GROUPS TO PRIORITIZE VOUCHER IN-HAND PARTICIPANTS\***

- Unit inquiries will be taken at 2.5x the number of units available
- LAHSA Unit Interest Form and Universal Application Form must be completed
- IDs and documents are NOT required for move-in, but should be made available soon to ensure rental assistance



### **Group A and B eligible households will be assigned appointment times**

- LAHSA, Property Manager, and the assigned RRH Provider(s), depending on slot availability, will be onsite at the viewing.

### **Participants should be accompanied by agency staff**

- If participant is from IH and does not have a navigator, the RRH Provider on site will support
- Participants must verbally accept or deny at the unit viewing.

### **Rental Agreements may be signed immediately**

- During signing process rental agreement and rent contribution schedule will be reviewed with the tenant
- Intention is to facilitate SAME DAY MOVE-IN
- Prepare for immediate financial assistance i.e., rent, furniture

# Service Provider Expectations

## After Moving Into a Master Leased Unit

- LAHSA is using a locally funded RRH program called Time Limited Subsidy (TLS) as the primary initial funding source for Master Leasing
- Housing retention services **MUST** be provided onsite/in person at a **minimum of 1 time per week for the first 6 months of the participant being housed**
- TLS providers will support client in adhering to their lease obligations.
- 90 days (3 months) after a client has moved into housing, TLS providers are required to complete the **Housing Acuity Index Tool** in HMIS
  - The tool assesses for clients needs, strengths, barriers, as well as need to transfer to an ongoing permanent subsidy.
- If a client is already connected to a voucher, TLS must support transitioning household to that subsidy.
- If client falls out of housing while enrolled in the TLS program, TLS staff resume responsibility to re-house the client

# Connections to Permanent Housing: Transition-In-Place

LAHSA's Master Leasing strategy will support the *Transition-In-Place*

Participants may move immediately in under the RRH assistance and be 'transferred' to a *higher or lower level* of care based on eligibility

## TRANSFERS WILL TAKE 3 FORMS

1. Connect people to *vouchers* for which they are *already approved*
2. Connect people to *vouchers* for which they are *eligible but not already connected*
3. Connect people to *shallow subsidy*

# Community Wins

- **Does not duplicate** the work of housing programs
- **Eliminates equity barriers** such as criminal background checks and credit checks
- **Federal balances** in the Continuum of Care will be reduced
- **HCV utilization rates** will improve with shortened housing navigation time
- **Expedites housing placement** across the entire homeless response system