



LANDLORD LIAISON
PARTNERSHIP

April 21, 2016

Mayor Helene Schneider
Santa Barbara City Hall
735 Anacapa Street
Santa Barbara, CA 93101

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MAYOR & COUNCIL OFFICE
SANTA BARBARA

Dear Mayor Schneider,

Per our meeting, this letter requests that the City of Santa Barbara grant the Landlord Liaison Partnership (LLP), a program under the fiscal umbrella of Transition House, \$50,000 from the City of Santa Barbara's fiscal 2017 funds.

As discussed, this request is outside the Human Resources budgeting process and we realize that budgets are tight and other requests are many. However, LLP is truly a TRANSFORMATIVE program for Santa Barbara which will be a big step forward in two areas of dire need: homelessness and affordable housing. LLP is a once in a few decades 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, mediation and eviction assistance, etc. LLP staffs a housing specialist that connects social service agency's 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 30-50 people in the first year and based on Seattle's results, strives to house homeless 300-500 per year in years four and five.

The potential impact of LLP goes far beyond these numbers. First, the average homeless person in Santa Barbara is homeless for over five years. LLP houses individuals and families deemed housing-ready so that they do not languish in the homeless shelter system, which is more costly 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% 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.

Use of Funds

The budget for 2016 is \$158,000 (attached). 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), case management 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 individuals 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,



Glenn Bacheller, Partner
Social Venture Partners



Susan O'Higgins, Director
Landlord Liaison Partnership

Enclosure

Landlord Liaison Partnership ATTACHMENT 8

2016 Budget

REVENUE SOURCES	Budget	YTD 03.31.2016
Housing Authority of City of Santa Barbara	\$35,000	\$ -
Social Venture Partners	\$20,000	\$ -
County of Santa Barbara Housing Authority	\$35,000	\$ 35,000.00
Ann Jackson Family Foundation	\$25,000	\$ -
Foundations/Trusts (SB Foundation)	\$33,600	\$ 25,000.00
Individual Donations	\$10,000	\$ -
TOTAL PROGRAM REVENUE	\$158,600	\$ 60,000.00

EXPENSES	Budget	YTD 03.31.2016
Salaries, Benefits, Payroll Taxes (1.5 FTE)	\$ 90,000.00	\$ 21,592.61
Consultants (case management)	\$ 34,000.00	
Landlord Risk Reduction Fund	\$ 6,000.00	\$ -
Marketing and Outreach (including website)	\$ 15,000.00	\$ 2,486.95
Training/Travel/Mileage	\$ 5,000.00	\$ 2,064.00
Administration	\$ 1,000.00	\$ -
Misc. (supplies, telephone)	\$ 1,600.00	\$ 834.79
Grantwriting	\$6,000.00	
TOTAL PROGRAM EXPENSES	\$158,600	\$ 26,978.35
Net Income	\$ -	\$ 33,021.65
Retained Earnings from 2015		\$ 71,775.55
TOTAL NET INCOME		\$ 104,797.20