

Housing Resource Committee
Training and Recruitment Sub-Committee Meeting Notes
3/8/17 1:00-2:30pm
SWS HRC

Sub-committee Purpose: Provide targeted outreach to, and serve as resource for, new landlords/property managers; create and maintain CoC-wide list of available units

Goals for today's meeting

1. Ensure understanding of new committee structure and purpose
2. Ensure understanding of CoC priorities and goals
3. Identify next steps and specific strategies for increasing current inventory of quality landlords

1. Review of new committee structure

- Role of each sub-committee

-Catherine explained the new structure and purpose for the committee

-Some people are interested in knowing more about what is happening with the supportive housing committee and possibly becoming involved in that work

-Jane Scarlett requested that Out-Wayne continue to be included and that their units also be considered for people interested in staying outside of Detroit; HUD released guidance stating that people are allowed to move if desired

2. Areas of focus/action based on CoC priorities

- Veterans
- Chronic
- Families

-Catherine explained the focus areas and priorities of the CoC as a whole and explained the concept and current status of the veteran and chronic by name lists

3. How do we increase our current inventory of quality landlords?

-Several ideas were discussed about how to increase the inventory of quality landlords:

-Creating and maintaining a landlord database/inventory including info we need on screening criteria, unit size, location, etc.

-Targeted outreach to landlords to make targeted requests (ie. relaxing screening criteria) and to assist any landlords who may be struggling

-Possible communication from the mayor or other well-respected public figure to encourage landlords to rent to people experiencing homelessness, especially the populations of focus for the CoC

-Training on fair housing and reasonable accommodation for both service providers and landlords

-Landlords need training on eviction prevention

-Big issue is that tenant doesn't necessarily have to agree to case management, so even if the case manager assures the landlord that case management will be available, the tenant can always deny and then things sometimes start to disintegrate and then the landlords get burned...so maybe doing more training with service providers on quality case management and how to continue engaging folks who are denying services

-Attending realtor association meetings and other community forums where landlords and property managers will be present; to talk about the value of renting to homeless; leveraging capacity of committee members by possibly splitting up the responsibility of this advocacy so some of us each take turns attending meetings throughout the year to discuss this

-It is difficult for the large property management companies to lower all screening criteria but maybe looking at appeals process and how to help case managers and clients understand the appeals process more; also encouraging LLs/PMs to be more transparent in their appeals process

-We need a single point of entry for new landlords for onboarding

-We need to consider bringing other, non-housing partners to the table. United HealthCare is a good example; Carrie Leverett has been attending and she explained that the MyConnections program through United offers wraparound services and they are willing to do pop-up service “fairs” as needed at different locations

-Multi-family housing management companies are offered an add-on fee for committing to a homeless preference, but many landlords are turning it down; they may be room for outreach and education to this group as well

-It was suggested that we distribute a survey to inquire about the things listed below. The survey results would then be used to build/repair relationships with landlords and to focus on their needs.

-What would it take for the landlord to rent to a person with “baggage” (criminal history, poor credit, etc.)

-What screening process they currently have in writing

-What are the major concerns they have with renting to someone experiencing homelessness? What is the most enticing to them and what are they most hesitant about?

-It was suggested that we create toolkits for landlords, service providers, and tenants. The campaign to end homelessness has a toolkit currently that they are working to update – this could be a good starting point.

The next meeting will focus on:

-Toolkits – what will be in the toolkits; how will they be created; how will they be distributed?

-Survey – what questions to ask; how to distribute; who to distribute to