

**City of Burlington Housing Trust Fund (HTF)  
Capacity Grant Application**

APPLICANT ORGANIZATION <b>HomeShare Vermont</b>
CONTACT NAME <b>Kirby Dunn, Executive Director</b>
DAYTIME PHONE & E-MAIL <b>Phone: 802-863-5625 E-Mail: Kirby@homesharenvermont.org</b>
NAME OF PROJECT <b>HomeShare Vermont</b>
AMOUNT REQUESTED <b>\$ 7,500</b>
ESTIMATED CONSTRUCTION START DATE (FOR FEASIBILITY/PREDEVELOPMENT GRANTS)
ESTIMATED COMPLETION DATE <b>6/30/2019</b>
TOTAL ESTIMATED PROJECT COST <b>\$599,573</b>

Is the applicant a 501(c)(3) tax-exempt, nonprofit corporation organized and operated for the purpose of creating or preserving housing for very low, low and moderate income households?

- Yes  
 No

Would the requested grant support the staffing, training, planning, fundraising or on-going operations of a nonprofit corporation, thereby increasing that corporation's capacity to create or preserve housing for very low, low and moderate income households?

- Yes  
 No

Is the applicant a corporation, partnership or individual who is delinquent, at the time of application, in the payment of property taxes or impact fees to the City of Burlington, who have been convicted of arson, who have been convicted of discrimination in the sale or lease of housing under article IV of this chapter or under the fair housing laws of the State of Vermont, or who have pending violations of current city electrical, plumbing, building or housing codes or zoning ordinances?

- Yes  
 No

**Project Narrative**

Funding priority goes to projects which respond to requirements of the Housing Trust Fund and the City of Burlington's affordable housing priorities. The Housing Trust Fund Administrative Committee (HTFAC) uses the attached criteria to score projects. Scores are tallied and ranked high to low. The HTFAC funds projects at its discretion.

Please provide the information below in the space provided. It is important to complete all fields. If you need additional space, attach separate pages to your application and title them as indicated below.

**Project description** (Please briefly describe your project. Specifically describe how Housing Trust Funds would: a) support your organization's ongoing operation and/or b) support the assessment of structural and financial feasibility of new affordable housing.):

HomeShare Vermont provides a comprehensive recruitment, screening and matching service to bring together those who have a home to share (homeshare hosts) with those looking for an affordable place to live (homeshare guests). Very often homeshare hosts are seniors or persons with disabilities who offer a private bedroom and shared common space in exchange for rent, help around the home or a combination of the two. In FY 2019 the average rent of all Burlington matches was only \$296/month. We have 4 times as many people looking for housing as we have homes available and most people want to live in Burlington or the surrounding area, near jobs and transportation. We are focused on finding more homeshare hosts to meet this need. Funding from the Burlington Housing Trust Fund would go to pay for outreach and marketing to encourage more people to share their home.

**Please describe how the organization is currently involved in the construction of new affordable housing:**

While we don't construct new housing we do create new affordable housing by working with hosts who have an extra bedroom and make that available to someone who needs a place to live. We provide a client driven process to assure we find the best match possible for both hosts and guests. A 2017 survey of those 50+ told us their biggest concerns about sharing their home were: loss of privacy, safety and security and compatibility of a potential housemate. This is the focus of our service.

For the past year we have been working with the City and other non-profits to promote accessory dwelling units (ADU's) as a way for people to age in place, downsize or maintain more privacy. With our help they can still have the benefit of a homesharer to help them stay in their neighborhood where they want to be with an organization there helping them to find just the right person and to develop homeshare agreements.

**Please describe how the application supports one or more of the priorities listed in the City's Housing Action Plan:**

The City's Housing Action Plan specifically discusses continued support and possible incentives to encourage more homesharing opportunities in the City as a way to expand affordable housing. In addition, CEDO developed a comprehensive evaluation of our services in a white paper they released in January 2018. The report states, "Home sharing continues to be a very low-cost way of creating affordable and senior housing, while also enhancing clients' quality of life in a variety of ways outlined throughout this report."

**Please describe how the application supports one or more of the priorities listed in the City's Consolidated Plan:**

Affordable housing is the highest priority in the City's Consolidated Plan, both creating new housing and preserving existing housing. Homesharing does this at a fraction of the cost of building new housing, renovating or providing rent subsidies. It costs us only \$2,500 per person to match a client to find an affordable place to live or to help someone else maintain the housing they have. In addition, HomeShare Vermont is specifically discussed in the Consolidated Plan as a program which provides Special Needs Housing for Seniors and Persons with Disabilities. The majority of our homeshare hosts are seniors or person with disabilities.

**Please describe the financial need of the requested activity (include a project budget with all sources and uses):**

Our project budget is our organizational budget which we have attached. The Burlington Housing Trust Funds are included under municipal grants as we also get funding from South Burlington, Essex and Williston. As you can see from the budget we have developed a very diverse funding base. However, we have to raise over a quarter of our operating funds from fundraising and donations. That is a very high percentage compared to most non-profit organizations. Funding from the City of Burlington HTF is a crucial piece of our revenue.

**Please describe the negative impact to the community if the request is not funded:**

As mentioned earlier, HomeShare Vermont is a highly cost-effective program. To be able to house people or to help them maintain their housing at a cost of only \$2,500/year/person is probably one of the most cost-effective types of housing program around. If not funded, we will likely have to spend more of our time trying to raise funds. For example, if we don't receive this capacity grant we would need to find 150 new donors to donate our average gift of \$50.

**Please describe how the proposed project supports an underserved and vulnerable population:**

Here is a look at the program data of who we matched this past year. As you can see, we serve predominantly low income, women and elders.

	<b>Hosts</b>	<b>Guests</b>
Total Number	102	100
Female	73	54
Age Range	30-96	22-78
Average Age	69	48
50% of median & below	41%	76%
80% of median & below	68%	91%

**Signature Page**

Please check each box that applies:

- Good Standing:** I certify that I am in "good standing" with respect to, or in full compliance with a plan to pay any and all taxes due to the City of Burlington.
- Certification:** Under penalties of perjury, I declare that the information I have provided, to the best of my knowledge and belief, is true, correct, and complete.

Kirby Dunn  
Print Name

[Signature]  
Applicant Signature

11/18/19  
Date

## Revised FY 20 Budget

Approved 10/16/19

<b>Revenue</b>		<b>Expenses</b>	
In Kind Donations (Volunteer h	24,000	In-Kind Donated Services (volunteers)	24,000
Match Fees	9,000	Donation expense (credit card,event e	2,000
Investment income	20,600	Event Expense	7,000
<b>GRANTS</b>		Trainings/Meetings	7,500
-State Grants	279,163	Advertising/Outreach	35,000
-Municipal Grants	10,500	Occupancy	13,200
- CDBG	10,000	Travel/Mileage	12,000
-Foundations	90,000	<b>OFFICE SALARIES</b>	
-VHCB ADU Project	25,000	-Salaries	296,480
Donations	40,000	-Salaries - CDBG	10,000
United Way	20,000	<b>OFFICE EXPENSES</b>	
<b>FUNDRAISING</b>		-Postage	5,000
-Raffle	10,000	-Printing/photos/design	20,000
-Annual Appeal	34,310	-Technology (copier, databases)	5,000
-Event	27,000	-Supplies	4,500
<b>Total Revenue \$ 599,573</b>		Legal & Consultants	12,000
		Audit	8,000
		Accounting/Bookkeeping (payroll fees)	1,500
		Telephone/Internet	7,000
		Payroll Taxes (10% salary)	29,648
		Insurance General (Liability, D&O)	8,000
		Workers Comp Insurance	2,000
		Health & Dental Insurance	59,296
		<b>OTHER EXPENSE</b>	
		-Client Services Fund	2,500
		-Volunteer recognition	2,500
		-Misc	4,000
		-Background Checks	3,500
		VHCB ADU expenses	15,000
		Office Set Up	2,949
		<b>Total Expenses \$ 599,573</b>	

FY 19 Year-End Report  
To the City of Burlington Housing Trust Fund  
From HomeShare Vermont

July 1, 2018-June 5, 2019

Homesharing helps people stay in their homes while helping others to find affordable housing. The service we provide is one of screening, matchmaking and staying involved for the duration of the “match”. The decision of who to match with is up to the program participants. Our homesharing service is typically for people who would like someone to live in the home to provide companionship, some help with household chores and/or some rental income or help with utilities.

**Persons Served**

This year to date we worked with a total of 182 Burlington residents. Of these, 63 were looking to share their home (HomeShare Hosts) and 119 were looking for a place to live (HomeShare Guests). Of these we had 28 Burlington Hosts in a match and 29 Burlington guests during the year.

**Rent & Service in Homesharing**

In FY 2019, the average rent for all Burlington homesharing matches was \$234/month with 33% of those matches charging no rent at all. In exchange for this below market rent Burlington Hosts received approximately 9,761 hours of service and \$62,750 of rental income to help make ends meet. Service hours can be anything from yardwork, driving, meal preparation, to dog walking, etc.

**CHALLENGES & SUCCESSES**

Sharing your home with a stranger is a hard thing to consider doing, especially as you are aging. Encouraging more people to consider sharing their home continues to be one of our greatest challenges. For most people it is not yet a lifestyle choice. However, we are hoping that the boomer generation will be more open to sharing a home as they have had that experience earlier in life and it fits with their social goals and ecological lifestyle. We will continue to focus on our outreach efforts on increasing our pool of HomeShare Hosts. New Outreach efforts this year included reaching out to medical offices to encourage referrals of potential hosts who are living alone. Unfortunately and amazingly, doctors offices don't know which of their patients are living alone even though social isolation and loneliness have direct correlations to negative health outcomes.

This year we developed a small working group of folks interested in seeing ADU's developed in Burlington. We received a small grant from the VT Housing and Conservation Board to provide community education and advocacy around ADU's.

June 13 & 14 we are hosting a national training for new and emerging homesharing programs. We have 32 people from around the country and Canada attending. As part of this training we are bringing a national trainer, Andy Goodman to Burlington to present a 3-hour workshop on *Storytelling as Best Practice*. We have jokingly told Andy that he has to answer the mission dollar questions for us: How to encourage people to share their homes? We will keep you posted as to what we learn!