

**City of Burlington Housing Trust Fund (HTF)
FY 23 Capacity Grant Application**

APPLICANT ORGANIZATION HomeShare Vermont
CONTACT NAME Kirby Dunn, Executive Director
DAYTIME PHONE & E-MAIL Phone: 802-863-5625 E-Mail: Kirby@homesharevermont.org
NAME OF PROJECT HomeShare Vermont
AMOUNT REQUESTED \$ 10,000
ESTIMATED CONSTRUCTION START DATE (FOR FEASIBILITY/PREDEVELOPMENT GRANTS) N/A
ESTIMATED COMPLETION DATE 6/30/2023
TOTAL ESTIMATED PROJECT COST \$614,000

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 2022 the **average rent of all our matches was only \$340/month**. In addition, most of our matches don't require a security deposit, which is often a major barrier to securing housing for low-income individuals. Funding from the Burlington Housing Trust Fund would go directly to staffing the homesharing program, to create and support homesharing matches in Burlington.

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

While we do not construct 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. Most hosts in our program would not share their home without the screening, matching and ongoing support which we provide. We provide a client driven process to assure we find the best match possible for both hosts and guests. Additionally, we continue to provide information to Burlington residents to promote accessory dwelling units (ADU's) as a way for people to age in place or live closer to extended family.

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, *Item # 6, Continued Assistance for Home-Sharing* discusses continued support and possible incentives to encourage more homesharing opportunities in the city to expand affordable housing. It specifically suggests exploring mechanisms to incentivize expansion of the homesharing model through tax incentives, **capacity grants** or CDBG funds. 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 preserves affordable housing for the host, while creating new affordable housing for the Guest. We do this at a fraction of the cost of building new or renovating existing housing or providing rent subsidies. 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 persons with disabilities. The plan goes on to note that "support for affordable housing allows elders to remain in the homes and neighborhoods they know".

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

The City of Burlington has been a long-time supporter of HomeShare Vermont, and we are grateful for this support. Our costs will substantially increase this year with our new outreach efforts and the new Burlington Homeowner Incentive Program. We are very excited about these efforts but are requesting an increase in capacity support to offset a small portion of these costs.

This year we have several new outreach programs targeted towards getting more people to consider sharing their homes as a method to increase the amount of new affordable living situations in Burlington. This includes our new Burlington Homeowner Incentive Program where we hope to increase our number of NEW homeshare hosts from 3 this past year to 30 in the next year. We have hired a new Communications Specialist, Ric Cengeri, to expand our outreach efforts and will soon engage a local marketing company to help us develop messaging and materials to promote the new incentive program. As part of this, we hope to have a mailing go out to all Burlington homeowners early in 2023. We need capacity funds to help us with these efforts.

Homesharing programs are few and far between around the country and we are fortunate to have such a strong program here. Our project budget is our organizational budget, which we have attached. The Burlington Housing Trust Funds are included under municipal grants. As you can see from the budget, we have developed a diverse funding base. However, we must raise nearly a quarter of our operating funds from fundraising and donations. 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:

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 \$2,750/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 200 new donors to donate our average gift of \$50.

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

While each match we make is unique, the outcomes are amazingly similar. By sharing a home, people are able to help each other financially while improving their quality of life.

Most guests who find housing in our program are low or very low-income individuals (89%). When asked about their personal experience looking for housing prior to being matched by HomeShare Vermont and what challenges they might have faced, 86% reported difficulty finding something they could afford, 33% said security deposits were a barrier and 43% said substandard housing was a problem. Now that they are sharing a home, 98% report saving money on housing costs.

Most hosts that we match are low-income (74%), elderly (85%) or persons with a disability (30%), and usually living alone. We know from our outcomes data that 50% of homeshare hosts told us they would not have been able to live at home safely without a homeshare guest. 81% told us they feel safer in their home, 80% less lonely and even 73% were happier just by having someone living with them. This program changes people's lives.

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, Executive Director

Print Name

[Handwritten Signature]

Applicant Signature

11/10/22

Date

HomeShare Vermont
FY 23 Approved Budget

Revenue

In-Kind Donations (Volunteer hours)	10,000
Interest-operations	-
Match Fees	11,000
State Grants	280,000
Municipal Grants	10,000
Foundations	140,000
Donations	50,000
United Way	13,500
Raffle	7,500
Annual Appeal	25,000
Prior years net assests	67,000
Total Revenue	614,000

Expenses

In-Kind Donated Services (volunteers)	10,000
Donation expense (credit card,LGL,NFG etc)	4,100
Event Expense	4,000
Trainings/Meetings	8,000
Advertising/Outreach	30,000
Occupancy	19,000
Travel/Mileage	6,500
Salaries	335,000
Postage	3,600
Printing/photos/design	20,000
Technology (copier, databases)	10,000
Supplies	3,000
Legal & Consultants (Marketing)	25,000
Audit	7,500
Accounting/Bookkeeping (payroll fees)	1,500
Telephone/Internet	6,500
Payroll Taxes (8% salary)	26,800
Insurance General (Liability, D&O)	6,000
Workers Comp Insurance	2,000
Health & Dental Insurance	72,000
Client Services Fund	2,500
Volunteer recognition	2,000
Miscellaneous	2,000
Background Checks	3,000
Video	4,000
Total Expenses	614,000