

**City of Burlington Housing Trust Fund (HTF)
Project Award 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 Homeowner Incentive Program
AMOUNT REQUESTED \$ 30,000
ESTIMATED CONSTRUCTION START DATE (FOR FEASIBILITY/PREDEVELOPMENT GRANTS) N/A
ESTIMATED COMPLETION DATE 12/31/2024: it will take us 12 mo. to make the new matches, then another 12 mo. for the incentive.
TOTAL ESTIMATED PROJECT COST \$205,000
TOTAL NUMBER OF AFFORDABLE HOUSING UNITS 30
TOTAL ESTIMATED PROJECT COST / TOTAL NUMBER OF AFFORDABLE HOUSING UNITS (PER UNIT COST) Cost per unit \$6,833; cost to the City per unit \$1,000

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

Will the proposed housing project be perpetually affordable?

- Yes
 No, this is privately owned housing.

Will the proposed housing project be affordable for 10-40 years?

- Yes
 No, this is privately owned housing.

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. Attach a project budget including all sources and uses):

The Burlington Homeowner Incentive Program seeks to encourage more Burlingtonians to rent out a room in their home to provide more affordable places for people to live. In recent years we have seen a decrease in new Host applications in Burlington. Meanwhile, we have seen a dramatic increase in people needing or wanting to live in Burlington.

This pilot project was developed by the Burlington Aging Council and was approved unanimously by the Burlington City Council, with support of the Mayor. The program will offer a financial incentive to homeowners of \$1,000 for first time HomeShare Hosts. The homeshare match must last at least 1 year, with a \$500 payment at the six month point and then another \$500 at the 12-month point. It will assist up to 30 homeowners. The HomeShare Guest must have an income at or below 80% of the Burlington MSA. The maximum rent that can be charged would be \$650/month. If there is a service component as part of the exchange, the rent would be less than the maximum. Last year the average rent in our program was only \$340/month. HomeShare Vermont will provide a comprehensive screening and matching service and administer the pilot program. We will follow the client directed process that we have developed and finetuned over 40 years. We will develop a marketing campaign to promote the program and encourage homeowners to participate.

Please describe how many households at or below 80% of AMI will be served by the project:

Assuming we are looking at only the Guests who find housing as the people served, 30 households.

Please describe how many households at or below 50% of AMI will be served by the project:

Of the 30 Guests, we would estimate 20 would be at or below 50% median.

Please describe how the City has already demonstrated its interest and support through the investment of CDBG funds, the provision of technical assistance, and/or acquisition of site control for the proposed housing project:

This pilot project was developed by the Burlington Aging Council and refined by the city council's Community Development and Neighborhood Revitalization Committee who passed it unanimously. The program was then endorsed unanimously by the Burlington City Council in October, with support of the Mayor, and recommended by resolution for funding from the Burlington Housing Trust Fund.

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. This program leverages private housing to help others find a place to live while helping the Host with rental income and possibly some help around the home.

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 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.

Please describe the experience of the development team:

Our team working on this Incentive Program will include a full-time case manager with over 15 years of experience making quality homesharing matches. In addition, we have a new Communications Specialist who just joined our staff with 30+ years of media and marketing experience. We will be hiring a local marketing consultant to help us launch a targeted marketing campaign to reach Burlington homeowners to encourage them to participate in the program.

Please describe other ancillary uses (community space, mixed use, etc.), if any, in the proposed project:

N/A

Please describe how the project addresses community need:

This project helps low-income people find a place to live while at the same time helps Burlington homeowners stay in their home by providing some financial assistance in terms of the incentive and rental income. We also know that with the right match, the homeowners will experience an improved quality of life as outlined above in our discussion of Outcomes.

Please describe how the project would impact the community:

The greatest challenge of homesharing programs across the country is encouraging more people to consider sharing their home. With the creation of this incentive and a new marketing campaign, we are hoping to not only help these 30 individuals but start to get our neighbors and our community to think a little differently about their homes and homesharing. Everyone loves the concept, but most people don't feel its for them. We want more people to think of homesharing as a lifestyle choice and with a marketing campaign we are hopeful that this will start to change people's thinking that homesharing could be for them.

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



Applicant Signature

11/11/22

Date

Burlington Housing Trust Fund
HomeShare Homeowner Incentive Program

Expenses

Staffing: intake, case management, outreach, admin	\$	150,000
Advertising & Outreach	\$	10,000
Marketing Consultant	\$	10,000
Printing, postage	\$	5,000
Incentive grants	\$	30,000
Total Project Expense	\$	<u>205,000</u>

Income

BHTF Grant Income	\$	30,000
Other Grants and Fundraising	\$	175,000
Total Project Income	\$	<u>205,000</u>