Housing Connections: Elevating Landlord Engagement

A special thanks to our Presenting Sponsor:

[Logo] Dalio Education
Samm Williams, The Connecticut Coalition to End Homelessness
Adriana Negron, Journey Home
Fateria Sheats, United Way of Greater New Haven

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Focus Areas

- Housing First Vs. Housing Only
- Tenant 101 Do's and Don'ts
- Connections to community resources
- Landlords Partnerships
- Housing Stabilization Plan
- Questions
Housing First Vs. Housing Only
Housing First Vs. Housing Only

Housing First Defined
Person Centered & Harm Reduction.

Housing Only Defined
Unit Centered & Reduced Support

Teri and Sam
Housing First Vs. Housing Only

• Shelter Engagement and Messaging.
  ○ Client vs Tenant
  • Engagement with programs that are available in the Shelter.

  • Vouchers can come with stigma’s,
  • "Section 8 tenants are going to ruin my unit!"

• What can we do to help them get ready?
  ○ Capabilities vs Potential
Housing First Vs. Housing Only

Acknowledging Barriers to housing
- Unemployed / No Income .
- Criminal Background .
- Recent eviction .
- Language Barriers .
- Pets/Animals .
- Household members/number of children. /Homes for rent vs. apt.

• Sustainability CT/ Housing Authorities.
• Vital Documents
• Supplemental documentation.
• Creativity

• Connections to community resources.
• Ensure that people are connected to Community Action Agencies.
• Ensure that people are connected to Senior Services.
• Ensure that people are connected to Youth Services.
• Ensure that people are connected to Court Supportive Services (probation, etc.)
• Ensure that people are connected to Mental Health Services.
Connections to community resources.
Connections to community resources.

**Community Action Agencies**
- Can help with S.S. Benefits.
- Energy Assistance.
- Financial assistance / SD
- Food Banks/ Cloths/ dress for success.
- Budgeting

**Senior Centers / Resources**
- Assistance with Senior living application.
- Access to Senior Social workers.

**Employment/ Workforce Development Boards.**
- Career Navigators.
- Resume building.
- L.L want to know how are you going to pay for utilities.
Tenant 101: Do's and Don’ts
Landlords Partnerships

• **Landlord Supports**
  - What does the landlord need/require to feel comfortable housing your TENANT
    - Contacts / Landlord mediations.
    - Navigation through tough conversations with Landlord; Relationship building.
      - Linking Households to additional Community support.
      - Landlord pitch turning “no” into “yes.”
      - Landlord Honesty and Transparency.
    - **Landlord advisory boards & Landlord engagement meetings.**
  - Advise Landlord of additional community resources in our communities.
    (Can benefit Landlord and Tenant.)
Investor and Landlord

What is your pitch to get landlords to work with you and your client?
- Do you practice transparency with the landlords?
  - Letting Landlords know what they are getting into VS Landlord being blindsided by behaviors/incidents they are not equipped to handle

Making Landlords feel SUPPORTED!
- The landlord should never feel like you've "dumped" a "difficult" tenant on them and have washed your hands of the situation once they have signed a lease.

Housing First VS Housing Only!
Speakers

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Thank you for attending this workshop!

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