

A Proven, Permanent Solution to Homelessness

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Virginia Supportive Housing

- Community development nonprofit founded in 1988.
- Mission: To end homelessness by providing permanent housing and supportive services to the most vulnerable individuals in our society.
- Vision: Homelessness is rare, brief, and non-recurring.

2017



1,549 people lived at home instead of on the street, thanks to your support.

You helped provide permanent housing and supportive services to

985

formerly homeless individuals

98

low-income individuals*

You helped position our team as a leading provider of rapid rehousing and supportive services to veterans and their families

466

served through Supportive Services for Veterans Families (SSVF)

* Individuals earning 50% or less of area median income. For these individuals, affordable rental housing is the primary tool that decreases their chances of experiencing homelessness.

Of the formerly homeless clients who receive permanent supportive housing...



Almost all remain permanently housed.

97%

remain in stable, permanent housing



Many gain access to benefits.

(for example: SNAP, Medicaid, health insurance, disability)

85%

report securing or maintaining mainstream benefits for which they are eligible



Almost all choose to stay with us for at least a year.

98%

stay at least one year



On average, they choose to stay several years.

4.33 years

is the average length of stay



Their income improves.

\$190

average increase in monthly income per client, compared to move-in income

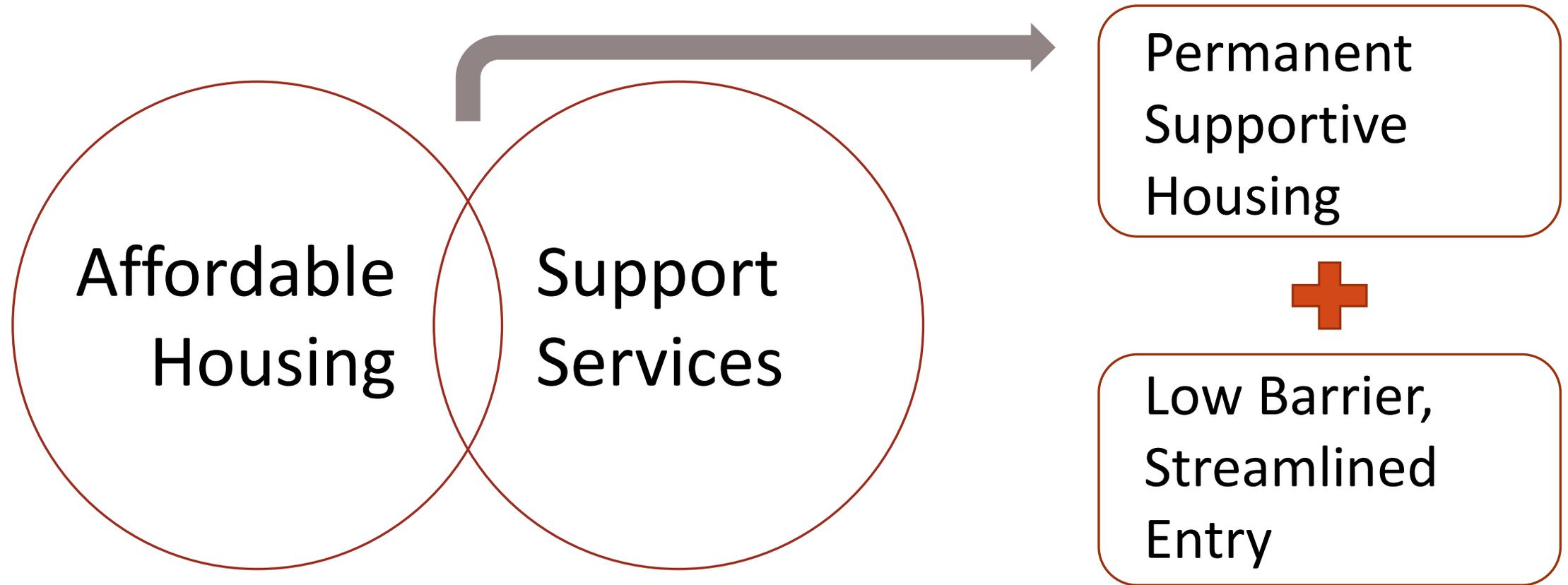


And some build on their strengths to the point that they can "move on."

55

successfully moved into permanent housing and live independently*

Permanent Supportive Housing + Housing First



Housing Development Overview



New Clay House, 80 Units
Richmond, 1992, 2019



Studios at South Richmond, 60 Units
Richmond, 1996, 2011, 2016



Gosnold Apartments, 60 Units
Norfolk, 2006



Church Street Station Studios, 80 Units
Norfolk, 2017



Cloverleaf Apartments, 60 Units
Virginia Beach, 2008



Crescent Square, 80 Units
Virginia Beach, 2016



Heron's Landing, 60 Units
Chesapeake, 2013



South Bay Apartments, 60 Units
Portsmouth, 2010

Housing Development Overview



The Crossings at 4th & Preston, 60 Units
Charlottesville, 2012



Bliley Manor & Stratford House,
16 Units Richmond, 1998



Independence House, 6 Units
Richmond, 2005



Veterans Apartments, 4 Units
Richmond, 2008



James River, 14 Units
Richmond, 2008



Third Avenue, 4 Units
Richmond, 2002



Chestnut Hill, 4 Units
Richmond, 2004



Cary Street, 4 Units
Richmond, 2004

The Crossings at Fourth and Preston



- New construction of 60 units for formerly homeless and low-income individuals in Charlottesville, VA
 - Construction completed in 2012
- Created partnerships between local governments and community based organizations
- Total Development Cost: \$8,239,090
 - 11 sources of funds
- Challenges:
 - Environmental concerns
 - First PSH in the region developed, owned, and managed by VSH
 - Changes in Federal policies + procedures

Church Street Station Studios



- New construction of 80 units for formerly homeless and low-income individuals in Norfolk, VA
 - Construction completed in 2017
- Continued regional partnership between local and state governments and community based organizations
- Total Development Cost: \$13,904,126
 - 13 sources of funds
- Challenges:
 - Finding a suitable site
 - Change in partners
 - Unforeseen construction conditions

New Clay House II



- Adaptive re-use and new construction of 80 units for formerly homeless and low-income individuals in Richmond, VA
 - Construction completed in 2019
- Expanded partnerships between local and state governments, community based organizations and institutions as well as individuals
- Total Development Cost: \$18,721,198
 - 26 sources of funds
- Challenges:
 - Increased construction and development costs
 - Historic renovation
 - LIHTC Pricing (+ political climate)

Keys to Developing PSH

- Innovative partnerships and strong community advocates [+ political support]
- Diverse, reliable, and available funding sources
- Patience and practice



New Clay House II
Partners

- Virginia Housing Development Authority (VHDA)
- Corporation for Supportive Housing (CSH)
- Bon Secours
- LISC
- Union Bank & Trust
- Richmond Redevelopment and Housing Authority
- Resources for Independent Living/Central Virginia Resources Corporation
- Virginia Community Development Corporation
- Department of Housing and Community Development (DHCD)
- City of Richmond
- Henrico County
- Wells Fargo Priority Markets
- The Pauley Family Foundation
- The Bob & Anna Lou Schaberg Fund at VNHC
- Marietta McNeil Morgan & Samuel Tate Morgan, Jr. Trust, Bank of America
- Richmond Behavioral Health Authority
- Federal Home Loan Bank of Atlanta (FHLB)
- McCann Family Fund
- The Home Depot Foundation
- VCU Health
- Private, Anonymous Individuals and Foundations

Support Services Overview

Virginia Supportive Housing Support Services Programs:

- HomeLink
- Frequent Users Service Enhancement (FUSE)
- A Place to Start (APTS)
- Support Services for Veteran Families (SSVF)
- Shelter plus Care (S+C)
- Housing First and Move On

On Site Support Services at VSH Properties:

- Case Management
- Housing Stabilization
- Independent Living Skills
- Community Engagement and Social Support
- Employment, Educational, and Vocational Support
- Transition Planning

Case Management Services

Case Management with Virginia Supportive Housing includes:

- Developing care plans
- Making referrals to community resources
- Aiding in applying for and seeking benefits
- Crisis intervention
- Physical and mental health assessments
- Independent living skills training and support

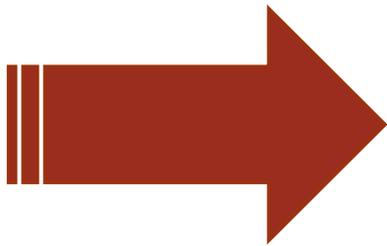
GOAL:

Help resident's achieve and maintain permanent housing while increasing the resident's knowledge of available resources, including income and benefits.

Supporting PSH through “Move On”

Key “Move On” program components:

- Preparing clients through psychological readiness and practical needs assessments
- Obtaining mobility vouchers for residents through the local housing authority
- Homeless “proofing” the client by providing one year of wrap around services after moving out of PSH to ensure they do not return to homelessness
- Maintaining critical data and information through HMIS and best practice data sharing



Virginia Supportive Housing has successfully moved on 10 residents in Hampton Roads over the last 6 months through the Move On program, creating 10 additional opportunities to house homelessness clients.

Keys to Providing PSH Services

- Opportunities for long-term, sustainable partnerships
- Availability of community resources [+ funding]
- Patience, compassion, and humility



Questions?

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