




OPEN  DOORS

ATLANTA, GA

Matt Hurd, LCSW – Director

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ATLANTA, GA

The Problem

- Over 6,000 People Are Homeless In The 5 County Metro Area On Any Given Night*
- Georgia Ranks Second In Homeless Veterans
- Bureaucratic, Multi-jurisdictional Government Environment

*2015 PIT COUNT




The Challenge

- 95% of new multifamily development from 2012-2016 in Atlanta is luxury housing
- Atlanta lost nearly 5,000 low-cost rentals from 2010 to 2013
- 55 affordable units available for every 100 Atlanta households with 50% or less AMI
- As rents increase, tenants migrate to lower tier communities reducing supply of affordable units




Enhancing the Solution

- Partnership between private and public sector
- Provide non-profit solution using a for-profit business model
- Fill in gaps in process and funding
- Demonstrate success and replicate


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Our History



ATLANTA REAL ESTATE COLLABORATIVE





Dedicated to rapidly rehousing people experiencing homelessness

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Private Sector Board of Directors

AREC – THE ATLANTA REAL ESTATE COLLABORATIVE
DEVELOPERS, OWNERS, INVESTORS



ATLANTA REAL ESTATE COLLABORATIVE

 <p>Tim Solomon Principal, CF Lane Company</p>	 <p>Matt Shulman CEO & Managing Partner, The Ardent Companies</p>	 <p>Jon Kleinberg Managing Director - Investment Services, Transwestern Commercial Real Estate</p>
 <p>Charles (Chuck) Shalhat Executive Vice President - Southeast Region, Lincoln Property Company</p>	 <p>Lee Walker Managing Partner, TriBridg Residential</p>	 <p>Aaron Goldman President, Perennial Properties, Inc.</p>
 <p>Tim Schrage CEO, Perennial Properties, Inc.</p>	 <p>Robert LaChapelle Executive Vice President - Regional Managing Director, CBRE</p>	 <p>Dave Loeffel Principal - Walton Communities</p>

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Non-Profit Fiscal Agent

ENTERPRISE COMMUNITY PARTNERS
NATIONAL DEVELOPER OF AFFORDABLE HOUSING



CAPITAL
Aggregate and leverage investment capital to build healthy, sustainable communities.

POLICY
Engage federal, state, and local governments to create policies that strengthen community development.


SOLUTIONS
Put ideas into action to create affordable, connected, healthy homes.

Education Health
Jobs Transit

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Non-Profit Service Provider

PROJECT COMMUNITY CONNECTIONS, INC. (PCCI)
HOMELESS SERVICE AND HOUSING AGENCY



Project Community Connections, INC.
Dedicated to rapidly rehousing people experiencing homelessness

- Large provider of Rapid Rehousing program in Metro Atlanta
- Houses all Open Doors team members
- Consultant for several national housing programs



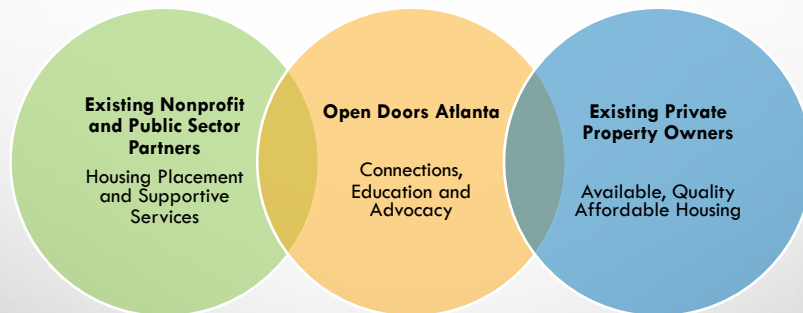
Goals and Results

Goal: Open Doors will house 1,500 homeless individuals and families in the Atlanta metropolitan area over the next three years (2015 – 2017)

- 882 people housed through open doors in 2015
- 968 people housed over the last 12 months
- 726 housed so far in 2016 (September 2016)



The Process



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The Process

IDENTIFY	CONNECT	PLACE
<ul style="list-style-type: none">Recruit and educate property owners and service providers.Negotiate lower barriers to entry into housingImprove search and matching technology	<ul style="list-style-type: none">Service provider partners refer individuals and families to property owners with vacancy.Provide landlords access to credit enhancement for consumers with barriers.	<ul style="list-style-type: none">Provide capacity building grants to nonprofit service providersProvide ongoing support via full time staff to providers and properties.

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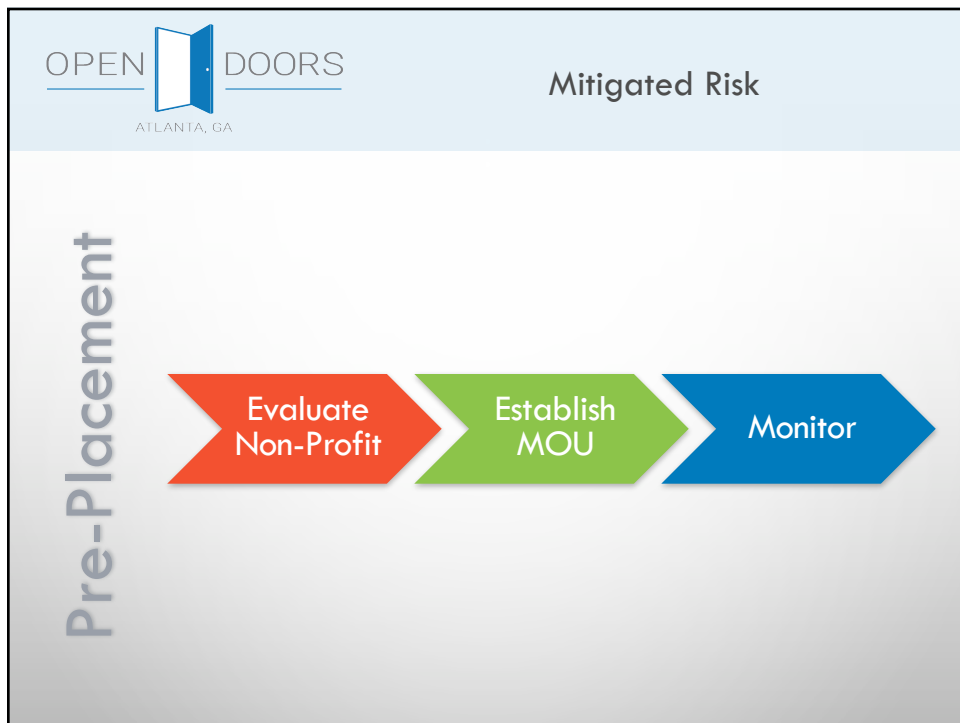
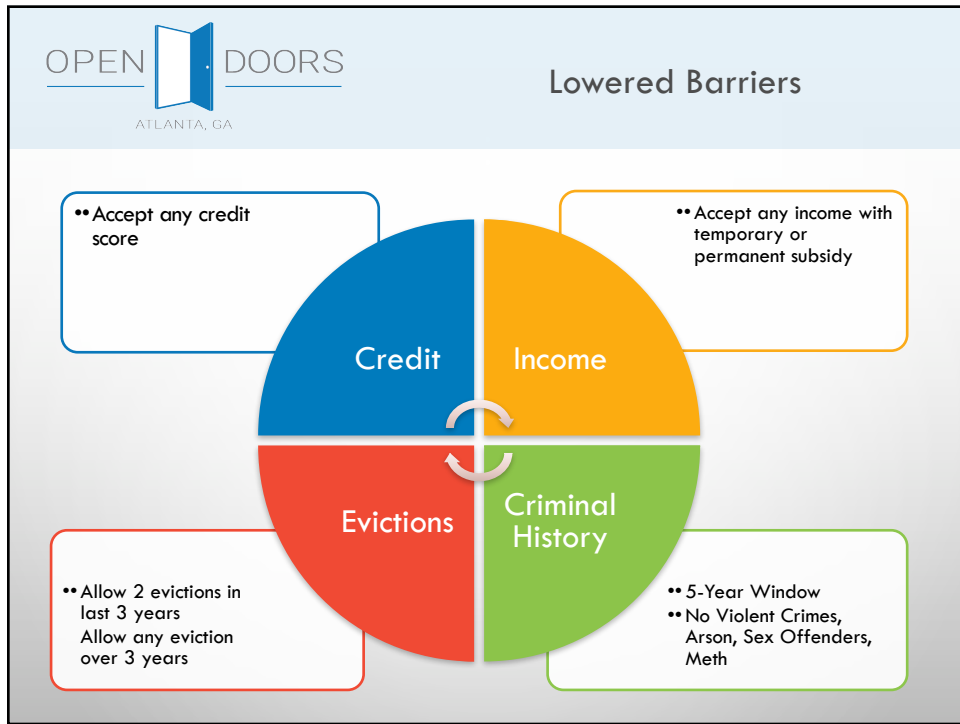
The Process

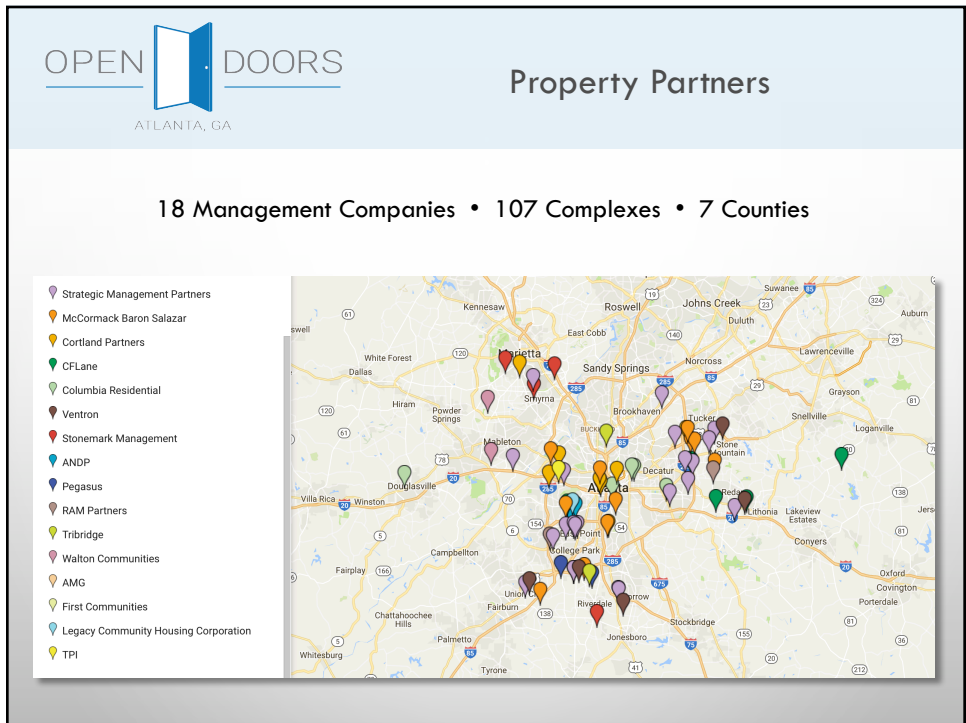
Rent Guarantee offered for up to 12 months

Risk Mitigated for Property Owners

Barriers Lowered for Entry into Housing by Property Owners

Supply of Affordable Units for Homeless Individuals and Families Increases







Non-Profit Partners

40 Partners • 4 Housing Program Types • 7 Counties

- Action Ministries
- Atlanta Housing Authority
- CaringWorks
- Center for Family Resources
- City of Atlanta
- City of Refuge
- Cobb County Continuum of Care
- Community Friendship
- Crossroads Community Ministries
- Fulton County Continuum of Care
- Georgia Department of Behavioral Health/Developmental Disabilities
- Georgia Department of Community Affairs
- Decatur Cooperative Ministry
- Decatur Housing Authority
- Decatur Presbyterian Church
- DeKalb Community Service Board
- DeKalb County Continuum of Care
- DeKalb Housing Authority
- Family Promise of Gwinnett
- First Presbyterian Church of Atlanta
- Georgia Department of Veterans Affairs
- Georgia Law Center for the Homeless
- Grady Mental Health
- HOPE Atlanta
- Jerusalem House
- Mary Hall Freedom House
- MUST Ministries
- Nicholas House
- Partners for HOME (Atlanta Continuum of Care)
- Partnership Against Domestic Violence
- Project Community Connections, Inc.
- Project Interconnections, Inc.
- Rainbow Village
- Solomon's Temple
- St. Jude's Recovery Center
- United Way of Greater Atlanta
- Viewpoint Health
- Wellspring Living
- Women's Resource Center to End Domestic Violence
- YWCA of Northwest Georgia



The Open Doors Program

- **Three dedicated employees**
- High quality **service provider** partners
- **Training and support** for property managers.
- **Training and support** for service providers.
- **Rent Guarantee and TFA** to mitigate any challenges with units or lease terms.
- **Capacity-building grants** through a competitive RFP to seven non-profit organizations annually.



Technology Utilization

Housing Location

- NoAppFee.com
- Georgia Housing Search

Housing Referral & Placement

- Real time vacancy reporting
- Partner Email Blasts


Communication

- Basecamp Project Management











Funding

- No Fees
- Over 95% of funds are from private dollars
- Raised close to \$2 Million in 15 months

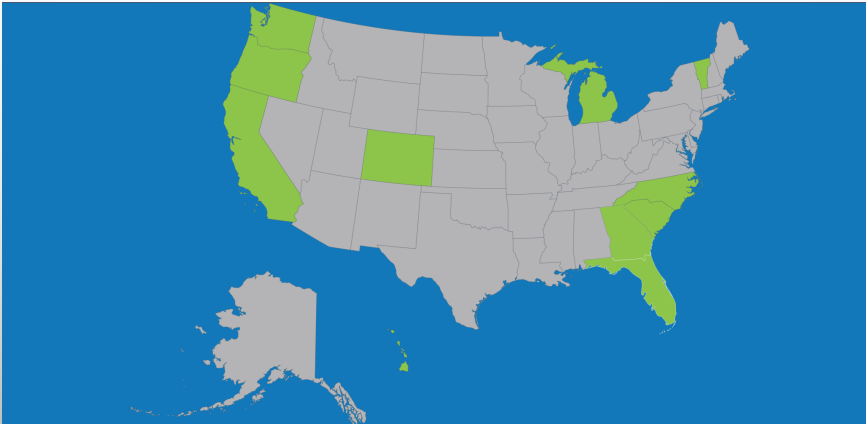



<p>ANGELS - \$50,000 +</p> <p>CF Lane Cortland Partners The Keneda Fund Lincoln Properties Morris, Manning and Martin Perennial Properties Post Properties Ron Tenwilliger Robert W. Woodruff Foundation* State Farm Insurance Companies United Rentals United Way</p> <p>CHAMPIONS - \$25,000-49,999</p> <p>AMLJ Residential The Ardent Companies Berkadia GBRE RADCO Suntrust Foundation The Sartain Lanier Family Foundation Tilbridge</p> <p>STEWARDS - \$10,000-\$24,999</p> <p>Abraham & Esther Hersh Family Foundation Acadia Anonymous Foundation Atlanta Real Estate Collaborative Enfold Euramex Greenberg Traurig Henry and Etta Raye Hirsch Family Foundation Iberia Bank KGG Realty Services Inc. Malcolm and Lee McComb The Jennifer and Thomas Bell Family Foundation Wells Fargo</p>	<p>\$1000 – \$9,999</p> <p>Arthur Cohen Associated Agencies, Inc. Atlantic Realty Partners Bell Partners, Inc. Berman Capital Advisors, LLC Brad Courts Choiste Construction Coro Realty Advisors, LLC Innovative Roofing Group Jeff Lantz Jonathan Been John C. Chambliss Richard Bowers Roger Frysh Zaban Foundation</p> <p>Under \$1000</p> <p>Ability Housing of Northeast Florida Aldridge Pite, LLP Brent Bridges Brian Galison Brian Satsky Brian Seitz Canon Solutions America Carmen Torres Charlie Brosens Covenant Property Services Jeff Gruentut Jeffrey Wallace Julie C. Royal Michelle Norris Scott Katz Taro Matsuno Yeda, LLC Yeah Burger</p> <p>TECHNOLOGY PARTNERS</p> <p>Entrata NoAppFee.com RealPage Yardi</p> <p><small>*Through the RCOH</small></p>
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Replication

California, Colorado, Florida, Georgia, Hawaii, Michigan, North Carolina,
Oregon, South Carolina, Vermont, and Washington



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Ongoing Challenges

- Tightening Rental Market
- High credit and background check standards
- High Barriers to Entry
- Data Collection
- Multi-Jurisdictional Environments
- Post-placement services
- How to measure impact (the “but for” question)

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The Ask



Designate Set-Aside Units

Open Affordable Properties

Contribute

Build and Facilitate Relationships

Provide Financial Support

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More Information

Thank you for your time!

For more information:

opendoorsatl.org

info@opendoorsatl.org