



Fall 2021

Dear Landlord,

The Concord Coalition to End Homelessness (CCEH) is inviting Landlords to review our attractive incentives package, which is not only a benefit to landlords, but will be an integral part of the total solution for ending homelessness in our community.

As Landlords ourselves, we have created this incentive package to address the primary hesitations that you may have in providing a home for our clients. As an agency serving the Concord community for over 13 years, CCEH is committed to creative solutions to end homelessness in our community. We hope you will consider joining us in our efforts.

The Problem: CCEH is working with numerous individuals who have received a rental housing voucher but who are struggling to find a landlord who will accept it.

The Solution: CCEH is launching a new Landlord Incentive Program which will be a “win-win-win” for landlords, for people experiencing homelessness, and for the whole community.

By providing a package of benefits, CCEH is incentivizing Landlords to partner with us to open possibilities for these individuals.

The Landlord Incentive Program includes these features:

1. A one-time sign on bonus of \$1000 per unit.
2. Guaranteed rent through a federal rental subsidy.
3. Vacancy loss coverage to hold a unit while voucher processing is underway.
4. Coverage through a damage mitigation fund.
5. All individuals housed through the Landlord Incentive Program will receive on-going case management support from CCEH case managers.
6. Landlords have access to CCEH Case managers.
7. Landlords may choose to be recognized on the CCEH website and social media.

Please look at the enclosed pamphlet or visit our website at www.concordhomeless.org to learn more about this opportunity. Reach out with any questions and to sign up to be a landlord partner.

With much appreciation,

Ellen Groh
Concord Coalition to End Homelessness, Executive Director.

Onward together!

Ellen Groh
Executive Director

Landlord Incentive Program

Individuals with rental vouchers who are coming from homelessness often cannot locate a landlord who will accept the subsidy. The Concord Coalition to End Homelessness (CCEH) Landlord Incentive Program was created to incentivize landlords to rent their units to these individuals. Our program includes the following benefits:

Sign-On Bonus

A one-time sign-on bonus of \$1000 per unit is awarded to landlord partners who participate in the program. Funds are disbursed upon tenant move in and require a one-year minimum lease.

Guaranteed Rent

Tenants with housing vouchers pay 30% of their income towards rent and utilities, with the voucher covering the remainder (up to a predetermined rental cap). The portion paid by the voucher is deposited into your bank account at the beginning of every month. The tenant's portion is paid directly to you by the tenant. Our case manager assists in making sure this is paid in full and on time.

Vacancy Loss Coverage

Funds are available for up to one-month's rent to landlords who agree to hold a unit for a voucher recipient while voucher process is underway.

Damage Mitigation Fund

In addition to the security deposit, landlords may file a claim for up to \$2,000 from CCEH's Damage Mitigation Fund, if there are physical damages to the unit that are:

Above and beyond normal wear and tear; AND

- The cost to fix the damages is greater than the security deposit.
- The fund may also cover lost revenue due to nonpayment of rent, evictions or prolonged unit turnover due to damage repair.

Case Management Support

All individuals housed through the Landlord Incentive Program will receive on-going case management support from CCEH case managers

Landlords have access to CCEH Case managers.

The CCEH case manager serves as resources and point of contact for the landlord if any issues arise.

Program participants are recognized on the CCEH website and social media.

The contribution that Landlords can make to ending homeless is significant to CCEH. We want the community to know of your support and as such, if you choose, we will recognize your participations in the program on our website and on social media.