

SSVF 2023 Contract Addendum and Incentive Examples

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Presenters

- Cynthia Spencer, SSVF Regional Coordinator Supervisor
- Joshua W. Maddock, Director of Programs - *Stand Down/Faith, Hope, Love, Charity, Inc* (Florida)
- Sarah Powers, Program Manager - *Stand Down/Faith, Hope, Love, Charity, Inc* (Florida)
- Antione Sirmans, Housing Navigator - *Stand Down/Faith, Hope, Love, Charity, Inc* (Florida)
- Monique Irby MA, Assistant Coordinator-Veteran Services - *The Salvation Army Veteran Services* (Las Vegas)
- Heather Berard, CSW-PIP, HUD-VASH Program Coordinator - Southern Nevada Healthcare System
- Joyce Probst MacAlpine, Abt Associates
- Doug Tetrault, Technical Assistance Collaborative



Housekeeping



60 minutes



Slides &
handouts
are in the
“handout
” section



Recording,
Handouts &
Slides will
be sent via
email



Submit
questions in
the question
box or any
time at
ssvf@va.gov

Addendum KEY FEATURES

The Addendum flexibilities are in place as of December 22, 2022

Resources to Secure Housing (aka Landlord Incentives) of up to 2-months rent

Miscellaneous Move in Costs of up to \$1000 (aka Tenant Incentives)

Increases SSVF income eligibility to 80%



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Addendum Important Reminders

- Applies to all grantees.
- Does not increase programs budgets for this year. Grantees must prioritize based on available funds.
- New cost categories included in FY2024 NOFA as permanent services in SSVF moving forward.
- Does not include Housing Navigation for HUD-VASH (FY 2022 supplemental awards continue to allow this).



Applicable Households

New authorities allowable for any Veteran enrolled in SSVF, ***based on available resources***

- SSVF-only Veterans in typical SSVF programming
- HUD-VASH Veterans who need one time financial assistance for high barrier clients to obtain permanent housing
- Veterans coming from other homeless programs needing one-time financial assistance to secure permanent housing

Grantees and local VA partners should discuss what incentive resources may be available and how to prioritize those limited resources



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Resources to Secure Permanent Housing

Landlord Incentives

Securing Housing: New Funding Overview

- Value of up to 2-months rent payable to landlord
 - If necessary due to significant housing barriers
 - Grantees should work across the community to develop clear standards for how and when incentives are used
 - Must document the significant housing barriers and justify need for incentive in case file
 - Can be less than 2-months and grantees should negotiate to maximize resource
- Veteran must be offered at least a 1-year lease (month-to-month lease does not qualify)
- Can be used for any SSVF enrolled Veteran, including those or only needing TFA support
- Can be used in conjunction with double security deposit

Landlord Incentives Considerations

- Create a community wide standard for how and when landlord incentives are used with uniform communication protocol across grantees
 - Prioritization should likely focus on tenant screening barriers (credit, criminal history, income) as those are more relevant to landlord screening
 - Can offer tiered approach or less than maximum amount to maximize impact across more Veterans
 - Can be used to negotiate rent amounts, utilities and other lease conditions that allow for greater access to PH
- Train staff on incentive parameters and limitations, including justification of “high risk” and necessity for incentive to secure unit
- Review current budget and average rent amounts to create budget projections on landlord incentives needed moving forward



Example Incentive use

SSVF locates a one bedroom unit at \$1,000 per month.-The unit is rent reasonable, and the landlord will commit to a 12-month lease, but has concerns about the Veteran's criminal background. To help support lease-up, SSVF staff highlight program benefits:

Available SSVF Services

- Case management and Landlord Coordination services
- Potential for medium to long term subsidy (SSVF Traditional, Shallow Subsidy, HUD-VASH)

SSVF Financial Incentives (negotiate and add incentives as needed)

- Two month security deposit of \$2,000 (allowed under local law, security deposit requirements remain)
- Up to a Two month landlord incentive/fee payments of \$2,000 (not bound by security deposit requirements)
- First month rent of \$1,000 (assuming not covered by voucher)

Total potential first payment to landlord = \$5,000

Miscellaneous Move in Costs

Tenant Incentives

New Move in Costs Overview

- Available only for leases of at least 1-year (month to month lease does not qualify)
- Separate from – **and much more flexible than** – traditional General Housing Stability Assistance (GHSA) supports
- Maximum assistance amount is \$1,000
- Meant to address quality of life, offering Veterans comforts most people expect in their home
- Consider items that could move with Veteran should they move to a new unit in the future
- Purchase items on Veteran behalf
 - No gift cards
 - No bulk purchasing that isn't tied directly to a Veteran household



Allowable Miscellaneous Costs Examples

For Consideration	Not for Consideration
Appliances (Microwave, Refrigerator, Dishwasher, Air conditioner, etc.) above and beyond GHSA	Food
Furniture (Bed, Sofa, Dresser, Coffee Table, etc.)	Art/Antiques
Electronic Equipment (Computer, Television, Laptop, electronic reading device etc.)	Jewels and Gems
Rugs and Carpets	Collections
Recreational items such as bikes, sports or exercise	Weapons
Educational items such as books or items needed for Veteran household	Other items prohibited by law
Hobby materials such as crafts, games.	S

Key Considerations: Client Incentives

- Convene Veterans with lived experiences and expertise (current and former) to learn the types of goods or items that would most impact Veteran comforts in permanent housing
- Establish short list of vendors or stores to utilize for purchases
- Discuss, as needed, incentive fund with merchants and seek partnerships or discounts in support of relationship
- Consider a menu of options/packages of client goods as an example for Veterans to consider when requesting purchases
- Revise financial management protocol to clarify request and purchase process
- Develop clear processes for ordering and tracking that are in compliance with SSVF regulations
- Document the purchase and delivery to the Veteran



Increase in Eligibility to 80% Area Median Income

80% AMI Income Eligibility Overview

- Veterans eligible up to 80% AMI
- Applies to both RRH and HP enrollments, though income and other prioritization factors may look different for HP given resource constraints and SSVF's primary commitment to Rapid Rehousing.
- SSVF must continue to ensure RRH demand is met before using funds for HP
- SSVF must continue to prioritize lowest income and most vulnerable Veterans
 - May not be able to enroll higher income Veterans depending on demand and budget constraints.
 - Grantees should have a local policy that establishes prioritization criteria for both HP and RRH and any income caps below 80% AMI based on local capacity and demand. This should be coordinated with other grantees, VA and any referral partners in the community.
- Grantees must ensure equitable service delivery across the community



80% AMI Income Eligibility Demand

- Review available local data to understand changes in eligible population based on AMI increase
- Review program budget and By Name List client demand to:
 - Anticipate number of Veterans between 50%-80%
 - Understand and mitigate against further inequities in services for Veterans from historically disadvantaged populations through ongoing review of disaggregated data
 - Establish how to continue to ensure rapid and adequate housing access for extremely low and zero income Veterans
 - Update intake documents and income references for staff certifying eligibility under new, locally prioritized income guidelines
 - Possibly create financial projection tools or forms



HMIS Data Entry for Resources for Securing Housing and Move-In Costs

Veteran and Landlord Incentives HMIS



V2 Services Provided - SSVF

Header	Instruction
Element Name	Services Provided - SSVF
Field 1 & Response	Date of Service (date) [date field]
Field 2 & Responses	Type of Service
	1 Outreach services
	2 Case management services
	3 Assistance obtaining VA benefits
	4 Assistance obtaining/coordinating other pu
	5 Direct provision of other public benefits
	6 Other (non-TFA) supportive service approv
	7 Extended Shallow Subsidy
	8 Returning Home
	9 Rapid Resolution
Dependent A - Dependent	"Assistance in obtaining VA benefits"
	6 Legal services - conviction preventi
	7 Legal services - outstanding fines and pena
	8 Legal services - restore/acquire driver's lice
	9 Legal services - other
	10 Child care
	11 Housing counseling
Dependent D - Dependent to Field 2 Response 6	If "Other (Non-TFA) Supportive Service approved by VA" text box for Specify
Element Type	Program Specific

V3 Financial Assistance - SSVF

Header	Instruction
Element Name	Financial Assistance - SSVF
Field 1 & Response	Date of Financial Assistance (date) [date field]
Field 2 & Response	Financial Assistance Amount (amount)
Field 3 & Responses	Financial Assistance Type
	1 Rental assistance
	4 Utility fee payment assistance
	2 Security deposit
	3 Utility deposit
	5 Moving costs Landlord Incentive
	8 Transportation services: tokens/vouchers
	9 Transportation services: vehicle repair/maintenance
	10 Child Care
	12 General housing stability assistance Veteran Incentive
	14 Emergency housing assistance
	15 Extended Shallow Subsidy - Rental Assistance
	16 Food assistance
Element Type	Program Specific

Type in the word "Incentive" **FOR VA INTERNAL USE ONLY**

Implementing Incentives and Resources for Securing Housing in Practice

Community Examples

Florida



STAND★DOWN

AN INITIATIVE OF FAITH HOPE LOVE CHARITY. INC.



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Joshua W. Maddock, Director of Programs

Sarah Powers, Program Manager

Antione Sirmans, Housing Navigator



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Landlord Incentives
Enhanced Housing

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AN INITIATIVE OF FAITH HOPE LOVE CHARITY, INC.

* At Ease SSVF
Supportive Services
for Veterans and Their Families

* Intake/Referrals/Inquiries
Call: +1 561 560 8110

* referrals@standown.org
* FAX +1 561 968 0112
* Main number:
* (561) 968-1612
* Standown.org Contacts Us
* Tab for a Staff Directory

Today's Presentation by

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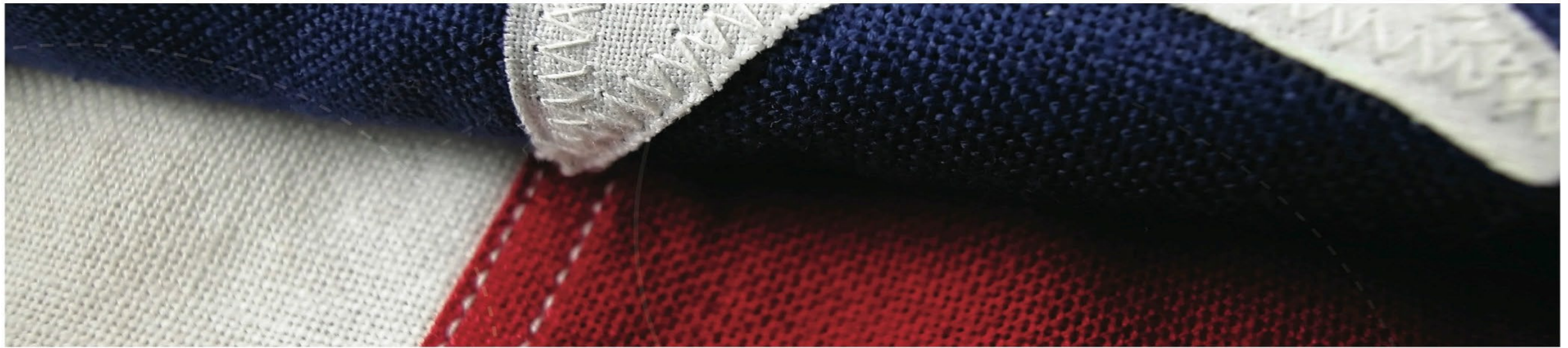
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Las Vegas



Landlord Incentive/Housing Barriers

Heather Berard, CSW-PIP
HUD-VASH Program Coordinator, VA Southern Nevada Healthcare System

Monique Irby, MA
Assistant Coordinator-Veteran Services, The Salvation Army Veteran Services (SSVF)

Barrier A

Extreme challenges to secure stable housing due to having Felony crime charges and other serious offenses. That result in having 5 or more of the following barriers:

- Sex Offender Status
- Arson/Violent Crime
- Within the Past Five Years
- Drug Charges for Distribution
- Or Making on Site

- Eligible for \$1000 LL Incentive



Barrier B

Continued challenges to secure stable housing due to having 4 or more of a combination of the following barriers:

- Excessive Rental Evictions
- Poor Credit History/Unpaid Utilities
- Non-critical Convictions

- Eligible for \$750 LL incentive



Barrier C

Some challenges to secure stable housing due to having 3 of the following barriers:

- Rental History
- Poor Credit/Unpaid Utilities
- Non-Critical Convictions

- Eligible for \$500 LL incentive



New Landlord “Kicker” and Accessibility Incentive

- It was identified that it would be of benefit to allow for an additional “kicker” amount of \$500 for a landlord who has not rented to VASH/SSVF in the past 2 years.
- Accessible Unit incentive allows for \$500 additional incentive for an accessible unit for a Veteran who **REQUIRES** it.



Barrier Assessment Content

Las Vegas Landlord Incentive/Housing Barrier Assessment

I. VETERAN INFORMATION

[Reset Form](#)REFERRING AGENCY: DATE: VETERAN'S NAME:

Housing Program Enrollment (Check that Apply):

 HUD-VASH SSVF Rapid Rehousing GPD Transitional Housing HCHV ResidentialRef. Case Manager's Name: Phone: Email:

II. HOUSING BARRIER ASSESSMENT

Barriers Total: 0

TENANT SCREENING BARRIERS TO GETTING HOUSING

1A. RENTAL HISTORY

Number of evictions/unlawful detainers:

Back rent or damages owed to prior landlords/property management:
Yes No Lack of income/zero income/fixd income:
Yes No

1B. CREDIT HISTORY

Unpaid utility bills (Total Debt of 2 months of rent or greater): Yes No

1C. CRIMINAL HISTORY

Critical felony, making on site, conviction (sex crime, arson, distribution of drugs):
Yes No Violent felony conviction:
Yes No
Within last 5 yrs? Yes No
Last felony offense (MM/YYYY): Number of other non-critical, violent felony convictions: 

Barrier Assessment Content

III. LANDLORD INFORMATION

Property Owner's Name: _____ Email: _____

Address of the Unit: _____ City: _____ State: _____ Zip: _____

- ▶ Is the Property Owner/Landlord New to Working with Veterans (i.e. not having leased to a Veteran within last 2 yrs.): Yes No
- ▶ Is the unit an accessible units to support the Veteran with a physical disability?: Yes No

IV. INSTRUCTIONS FOR REFERRING CASE MANAGER

- Fully complete Parts I–III of the assessment form and submit to SSVF.
- If Veteran is not enrolled in SSVF currently, complete/submit the SSVF application/referral/back up documentation. The referring case manager will also provide information about the LL – 1 year lease and completed W-9 form.
- Complete barrier assessment based on a self-report from the Veteran.
- If Veteran has 2 housing barriers or less from the assessment (not qualifying for SSVF LL incentive), refer the Veteran to the Las Vegas LEAPS team at LEAPS@clarkcountynv.gov for LL incentive.
- Do not complete any information below this line. The SSVF program will review and make a determination on the LL incentive within 3 business days of receipt.

V. LANDLORD ASSESSMENT TRIAGE DETERMINATION (COMPLETED/APPROVED BY SSVF PROGRAM)

▶ Barrier A (Eligible for \$1,000 LL incentive) — Sex Offender Status/Arson/Violent crime within the past five years/drugs distribution or making on site:	\$ _____	0
▶ Barrier B (Eligible for \$750 LL incentive) — 4 or more of a combination:	\$ _____	0
▶ Barrier C (Eligible for \$500 LL incentive) 3 barriers:	\$ _____	0
▶ New Landlord Kicker (\$500 LL incentive):	\$ _____	0
▶ SSVF Program Accessible Units Incentive (\$500 incentive for Accessible Unit for a Veteran who requires this type of unit):	\$ _____	0
▶ Total LL Incentive:	\$ _____	0

SSVF Case Manager (signature): _____

SSVF Program Coordinator/Manager (signature): _____



Features

- Based upon what is “checked” on the assessment on the top portion it will automatically calculate the total amount.
- Allows for standardization to ensure equitable use of incentives.



Barrier Assessment Tool Demo



Questions



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