

STREAMLINING HOUSING PLACEMENTS

Housing Acquisition and Navigation Strategies from the Flexible Housing Subsidy Pool, a Nationally Recognized Supportive Housing Solution



Where housing
and services
come together

OUR FOUNDING MISSION



OUR IMPACT AT A GLANCE

10000+

PERMANENT SUPPORTIVE
HOUSING PLACEMENTS



EACH MONTH, WE
MOVE

200+

PEOPLE OUT OF
HOMELESSNESS
INTO PERMANENT
HOMES



1000+

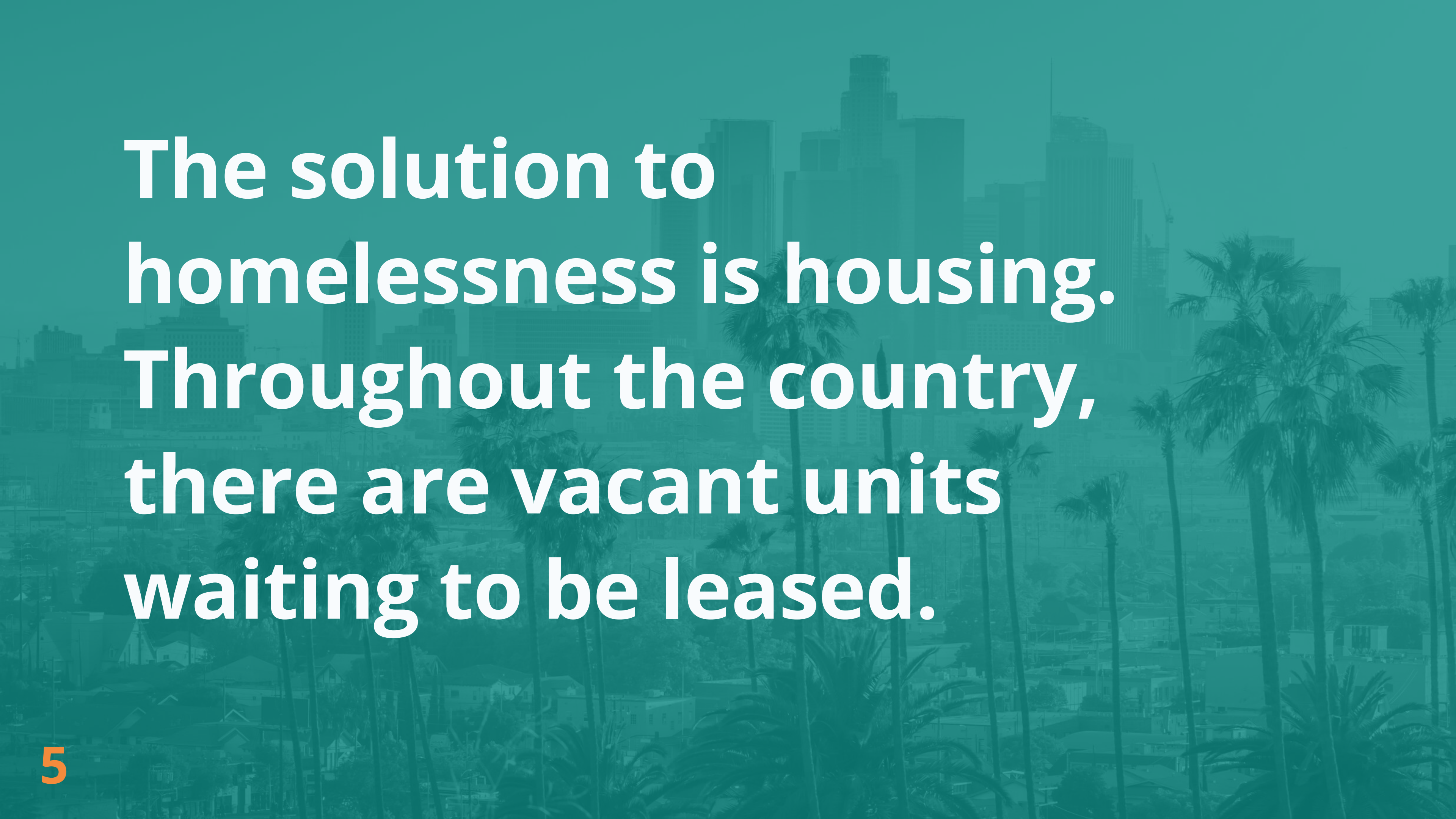
PEOPLE WITH
DEVELOPMENTAL
DISABILITIES HOUSED



1700+

PEOPLE SERVED
THROUGH
INTENSIVE CASE
MANAGEMENT

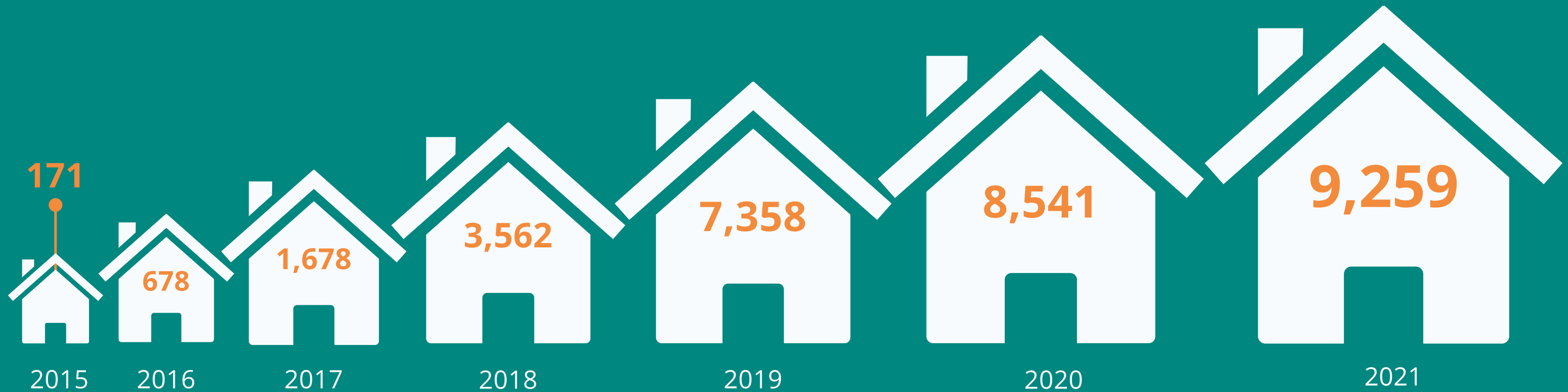




**The solution to
homelessness is housing.
Throughout the country,
there are vacant units
waiting to be leased.**

WHAT'S THE IMPACT?

There were **171** housing placements in Year 1 of LA County's Flex Pool. Since then, there have been over **9,200** cumulative placements.



Model Overview



**Landlord
Engagement
Creates Portfolio
of Units**



**Tenancy
Supports Team
Ensures Housing
Stability**

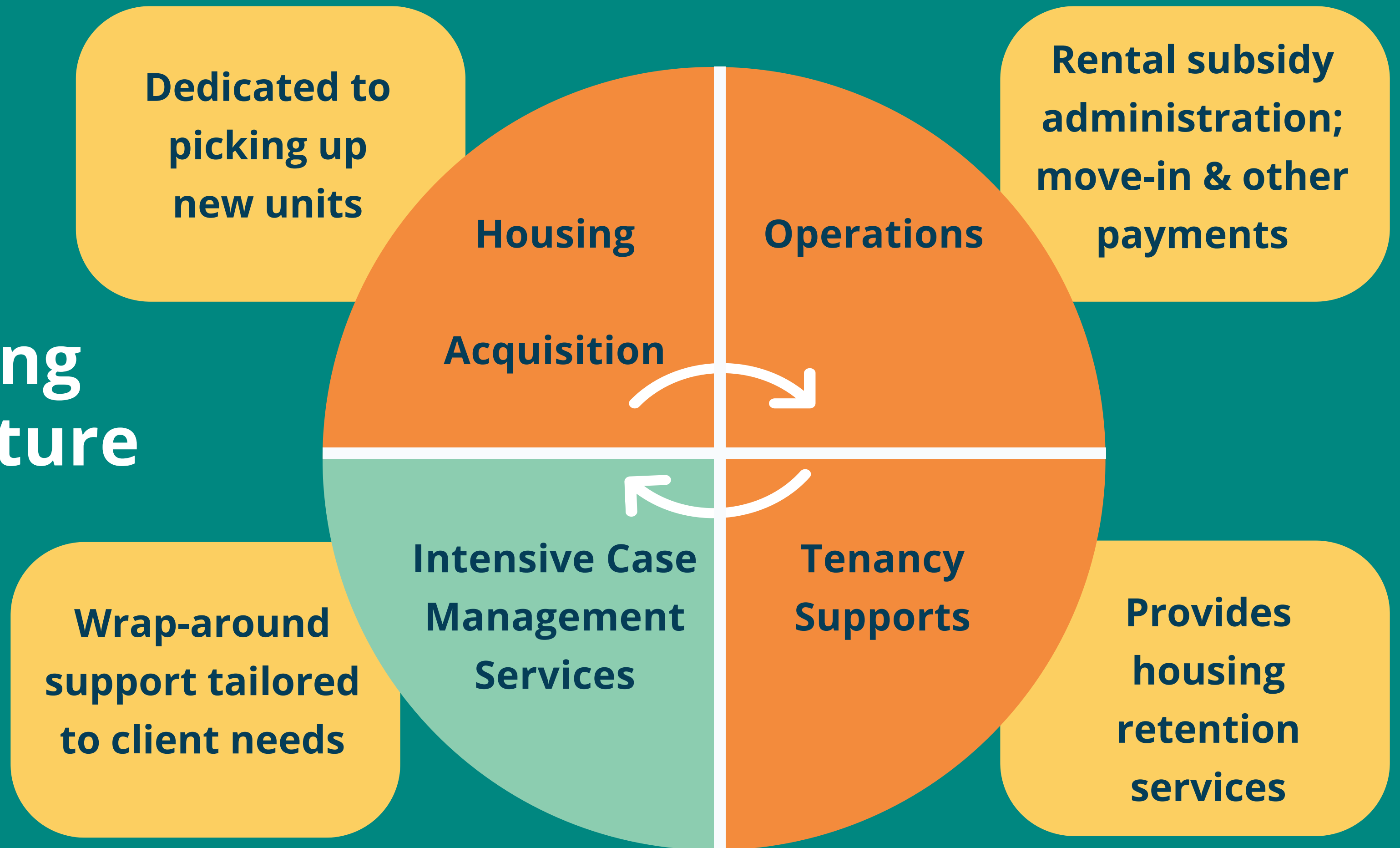


**Operations Team
Streamlines Lease
& Rent Process**



**Intensive Case
Management Provides
Wrap-Around
Support**

Staffing Structure



How it Works

Brilliant Corners
curates a portfolio
of units based on
client needs
through landlord
engagement

Partners
refer client

Units are held to
create pool

Brilliant Corners
matches client to
available unit

Client moves into
unit and is provided
housing retention
and case
management
services

Understanding Landlord Motivation

Rent

**No
Vacancies**

**Damage
Mitigation**

Support

Brilliant Corners' Housing Acquisition Model

STANDARD FINANCIAL TOOLS

Unit Holding Agreement

Funding to quickly hold vacant units for client match.

Streamlined Inspections

Specialists are mobilized to conduct housing quality inspections, making this process happen faster than traditional Housing Authorities, shortening the time to bring units online.

Move-in Payments

Security deposit, first & last month's rent.

Move-in Assistance

Funding for household needs: furniture, bedding, cookware, & utility turn-on fees.

Property Provider Incentives

Encourage property provider participation, such as lease-signing bonus & inspection repair funds.

Flexible Financial Assistance

Funding to support & maintain client's tenancy: past-due rent balances; unit repairs; unit modifications.

Rent Subsidy Administration

Brilliant Corners administers ongoing rental payments, requiring full Operations Team capacity.

Housing Retention Services

WRAPAROUND SUPPORT

After moving into a unit, tenants receive ongoing support from Brilliant Corners Housing Coordinators during the lease to ensure positive tenant-landlord relationships and lease compliance.



How This Can Work in Your Community

DEVELOP A ROBUST STAFFING MODEL

- ✓ A robust staffing model includes dedicated personnel for landlord engagement, tenancy support services, program operations, and case management
- ✓ Having disaggregated case management, tenancy supports and landlord engagement enables a laser-like focus on the practical challenges of securing units, forming stable landlord partnerships, and supporting tenants for long term housing stability

How This Can Work in Your Community

CREATING A POOL OF UNITS

- ✓ If you can hold vacant units in advance of placement – this can decrease the time needed to place someone into housing.
- ✓ A pooled approach to unit acquisition helps decrease lease-up time and provide a range of housing options that clients can be quickly matched to.

How This Can Work in Your Community

LANDLORD ENGAGEMENT AND RETENTION STRATEGIES

- ✓ Engage with local landlords and property owners now to see if they have units coming online soon.
- ✓ Maintain positive relationships with them even after client move-in.
- ✓ Hold an event for prospective and current landlords you work with to pitch program/vouchers/goals.
- ✓ Create a one-pager for landlords that explain the benefits of the program/vouchers.
- ✓ Work closely with all parties involved in a client's case to ensure a smooth move-in process.

A Place to Call Home

A key takeaway from operating the Flexible Housing Subsidy Pool is that the **combination of housing locator services, tenancy support and wrap-around case management is the key recipe for success.**

Professionalizing these functions—as they are different skill sets—contributes to:

- 🏠 Program impact
- 🏠 Exceptional service for clients and landlord partners alike
- 🏠 Ability to rapidly scale housing placements thousands of our unhoused neighbors



The Shockley Family at their new home.

Thank you!

Please contact us with any further questions:

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