

1.01 Navigating Challenging Housing Markets to Provide Stable Housing

2025 NATIONAL CONFERENCE ON
ENDING HOMELESSNESS



June 30–July 2, 2025 🌅 Washington, D.C. 🌅 #NAEH2025

Moderator: Samantha Wood

Senior Field Organizer, National Alliance to End Homelessness

Speaker: Samm Williams

Emergency Shelter Support Manager, Connecticut Coalition to End Homelessness

Speaker: Samantha Young

Housing Connector Team Supervisor, Kentucky Housing Corp.

Speaker: Meghann Cotter

Executive Servant, Micah Ministries



Samm Williams

**Emergency Shelter Support Manager
Connecticut Coalition to End Homelessness**

Ending Homelessness is Possible.





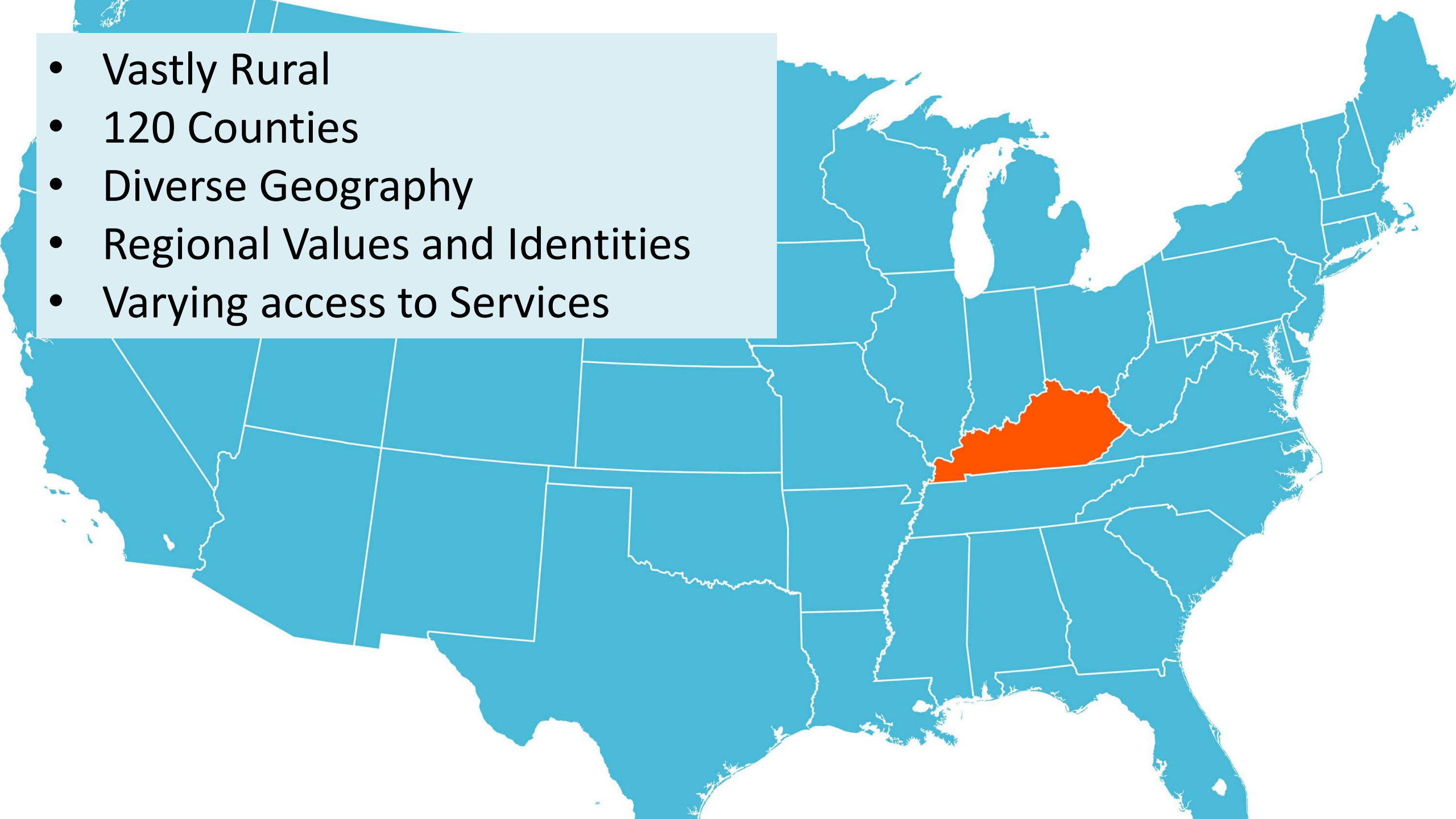
Kentucky
Housing
Corporation

Investing in quality housing solutions.

Samantha Young

- Housing Connector Team Supervisor
 - KHCs only Direct Service team
- Kentucky Housing Corporation
 - Homeless Programs Team
 - BoS CoC Lead Agency
 - HMIS Lead
 - CES Lead
 - ESG, HOPWA, HOME

- Vastly Rural
- 120 Counties
- Diverse Geography
- Regional Values and Identities
- Varying access to Services



Kentucky's Housing Supply Gap

206,207
New Homes

101,569

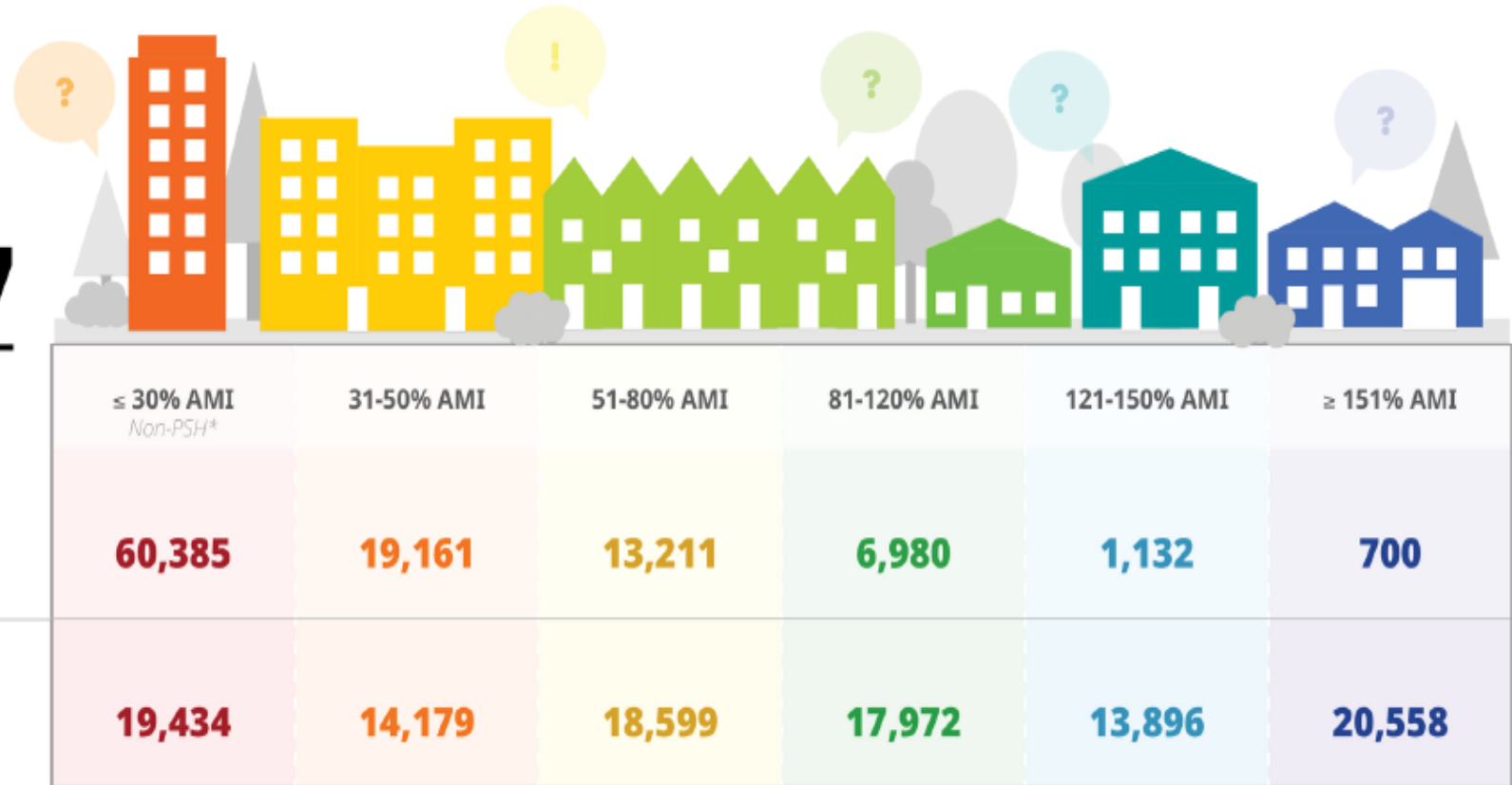


Rental

104,638



For-Sale



Kentucky Housing Corporation SPVs

Special Purpose Voucher Program	Program Start Date	Vouchers Allotted	Referring Partner Agencies
Mainstream (2 Full time Staff)	July 2020	300	48
Emergency Housing Vouchers	July 2021	257	31
Housing Stability Vouchers	December 2023	25	6

582 SPVs for PHA + CoC Partnership

Lessons Learned from MS Program

July 2020 KHC Received 300 Mainstream vouchers. A little **over a year** (September 2021) - **only 17%**, or 52 of 300, vouchers have successfully leased up.

Vouchers Available	Referrals Received	Units Leased Up	Applications Denied
300	390	52	162
% of Vouchers:	130%	17%	54%

257 EHV's Awarded July 2021

HCT Staff	DATE	Referrals Received	Lease Ups	EHV Utilization
1 Supervisor	2/15/2022	90	16	6%
2 HCs	8/18/2022	256	70	27%
3 HCs	1/31/2023	352	125	50%
5 HCs	9/30/2023	426	187	73%

In February of 2025, HUD told KHC they couldn't accept any new EHV Referrals. The EHV Staff Person + The HCT had successfully leased up **243** Households (**95%** Utilization)

MS + HCT Teamwork (300 Vouchers)

Date	# Referrals Rec.	# Leased Up	% Referred leased up	% Utilization	# Lease up from prior month
2/22	460	123	26%	41%	-
8/22	696	160	22%	53%	17
1/23	1,034	237	22%	79%	15
8/23	1,424	326	22%	108%	30
11/23	1,673	419	25%	140%	60

By the end of 2023 – there were still over 220 MS referrals who were briefed and looking.

Comparing MS vs EHV

Referrals	MS (Without HCT)	EHV (With HCT)
Average Referrals Received per Month	67	14
Total Referrals Received	1,673	453
# Referrals Sent Per every Lease Up	4	1.8

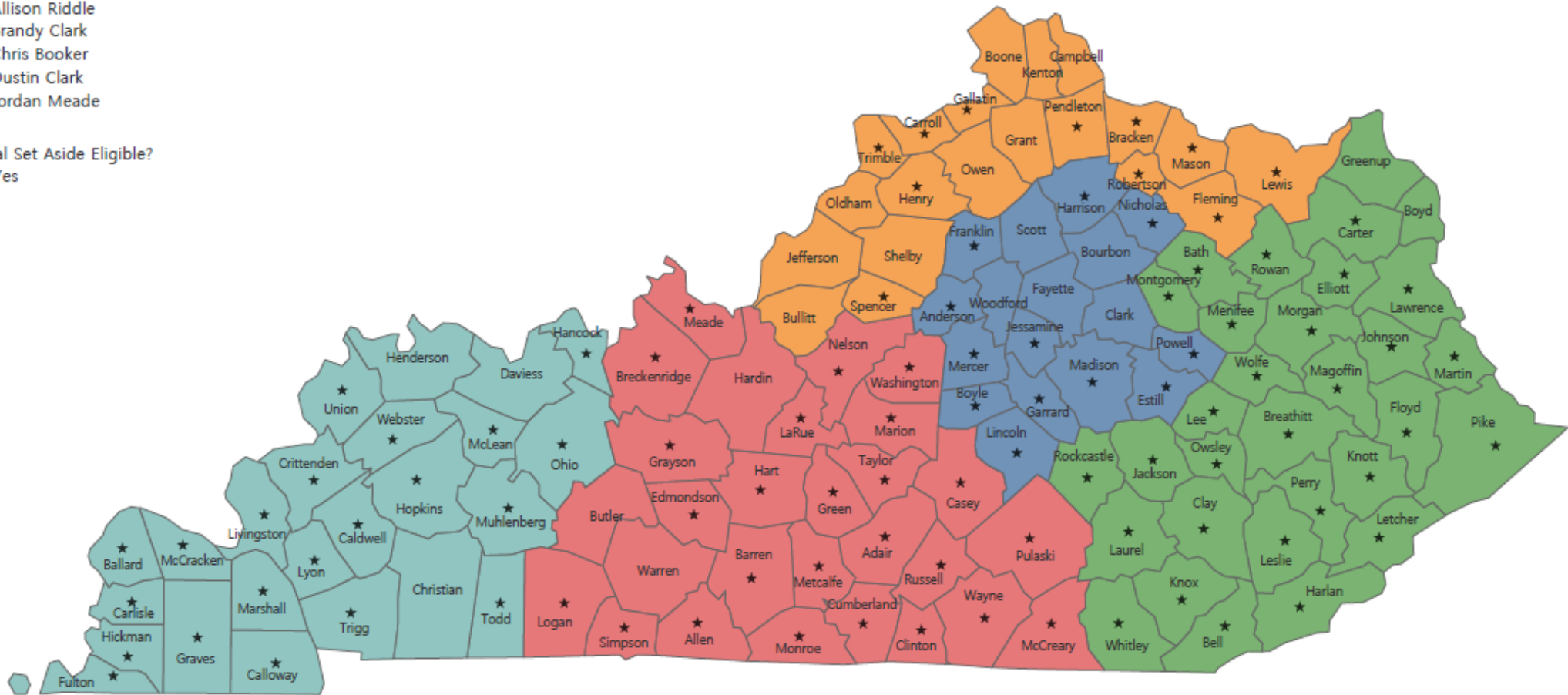
Overall, EHV Program was more effective.

Housing Connector Team

- Allison Riddle
- Brandy Clark
- Chris Booker
- Dustin Clark
- Jordan Meade

Rural Set Aside Eligible?

★ Yes



Building a Dream Team

- 5 Regionally located Housing Connectors - Liaison between
 - Voucher Holder
 - Case Manager
 - Landlord
 - KHC's Voucher Staff
- Boots on the Ground Approach
 - Going into community to complete application paperwork, program briefing, leasing documents, complete HQS inspections and lease ups
 - Build Stronger Landlords relationships.
 - Provide support to Referring Agencies

From Referral through Lease Up and Tenancy... To sometimes Rehousing

Referral, Briefing and Voucher Issuance

- Monitor expiration and due dates closely.
- Complete Referral Paperwork and Briefing with Clients if needed.

Housing Search

- Housing Search Assistance, Landlord outreach and Engagement
- Assisting Landlords and HHs with Leasing Documents
- Landlord Outreach Event
- Coordination with Padmission

Lease Up and Tenancy

- HQS
- Facilitating return of Leases, Security/ Utility Deposit Vouchers
- Assist with Recertifications, LL and TT Mediation, Transfers

Real Time Voucher Information

- Weekly Case Conferencing HCT + SPV Staff
- Data Sharing via SmartSheet
- Clear and consistent communication between all parties

Mainstream

Actions ▾

Name

☆

Briefing and Voucher Issuance

☆

Leased Up

☆

On Notice

☆

Recert Paperwork Overdue

☆

Third Party Process

☆

Transfers

☆

Unit Eligibility

The Secret Sauce

- Experts in their Regions, & Craft
- Highly Relational
- Grit and Determination
- Fierce Advocates
- Extremely focused and persistent



Successes!

\$ Spent

- EHV Service Fees
 - Administered by EHV Program
 - Feb. 2022 – Current
 - for 412 Households
 - \$459,000
- ERA 2 Dec.
 - Administered by HCT Directly
 - 2024 – Current
 - for 115 Households
 - \$300,000

Lease Ups

- HCT has been apart of over

450 Lease ups

- Remember- there were 582 Special Purpose Vouchers at KHC



Using Shared Housing to end Homelessness

Meghann Cotter



Background

- In 2005, Fredericksburg, VA had:
 - A 90 day emergency shelter
 - A transitional housing program for women with children
 - A lot of downtown churches taking care of the basic needs of the street homeless

Micah was formed after the biblical call of Micah 6:8 to combine efforts of the faith community in addressing the needs of the street homeless.

Background

- Micah started out as a basic needs organization and evolved to understand that all unhoused neighbors had the same primary deficit
 - Catastrophic loss of support system/relationship
- Today, programs include:
 - Winter shelter: 50 beds
 - Post-hospital respite shelter: 8 beds
 - Neighbor Care Center
 - Step Forward income development
 - Housing program (supportive/rapid re-housing)
 - HealthBridge
 - Hesed House (hotel-based bridge housing)
 - Jeremiah Community (master-planned supportive housing neighborhood)

Primary Dilemma: MATH

- 83 chronic homeless single adults in 2010
- Fair number who had income or could get income easily with some support
- Area's fair market rent for even a one bedroom was more than \$1000 (FMR 2025: \$1800/month for a 1BR)
- The most basic minimum wage and disability income wasn't enough for one person to afford even the cheapest housing units.

Our solution

- Realized that most people on the street were already “living with” someone in their current circumstances.
- Started finding those people and pairing them up.
- Negotiated available units with private landlords who would overlook a lot of barriers and those who were unrelated.

What we have learned

- ◉ Reality conversations
- ◉ Honor client choice
- ◉ Invest time in understanding deal breakers
- ◉ Be flexible
- ◉ Be prepared to exchange roommates or re-locate people if it goes badly
- ◉ If the landlord will let you, separate leases
- ◉ Seek support (in-home care, skill building)

What we have learned

- ◉ Sometimes pairing a high barrier person in need and low-barrier caregiver helps
- ◉ Use roommate agreements thoroughly
- ◉ Private landlords are the most flexible with shared housing.
- ◉ Don't knee-jerk a re-location after the first roommate conflict.
- ◉ Identify the conflict and seek to mediate or resolve it (i.e. mini fridges, separation in the home, etc)

Outcomes

- Micah maintains an active housed client base of approximately 170 people (rapidly re-housing and permanent supportive).
 - Community prioritizes most vulnerable
 - All are high barrier; many were chronically homeless.
- On average, less than 10% return to homelessness.
- Current PIT: Less than 20 chronic homeless remain.

Rotating Roommates

- Richard and Steve (moved on)
 - The only placement that received housing assistance
- Richard and Michael (moved on)
- Richard and Earl (died)
- Richard (went to a nursing home) and Ken
- Ken and someone he knew (died)
- Ken (died) and Frank
- Frank and Phil

Wayne and Junior



Building “Neighborhoods”

- Value of shared experiences
- Proximity of placement for the purpose of sharing rent and life
- Learning to live in community and restore relationships



Final Thought

- Success is rooted in an organizational culture that is willing to do whatever it takes to end homelessness
- Shared housing is a strategy, not a program
 - How we take an impossible math problem and impossibly high support needs and create a scenario for people to live the most flourishing life possible

Meghann Cotter

Meghann@dolovewalk.net

540-479-4116 x13

www.micahfredericksburg.org

www.jeremiahcommunity.org

Questions?

Ending Homelessness is Possible.



SAVE THE DATE

***Virtual* Capitol Hill Day:
September 17**



ENDHOMELESSNESS.ORG