

**Monetizing Your
Rehousing
Investment:
Performance
Budgeting for System
Leaders: Part 3,
Learning Community**

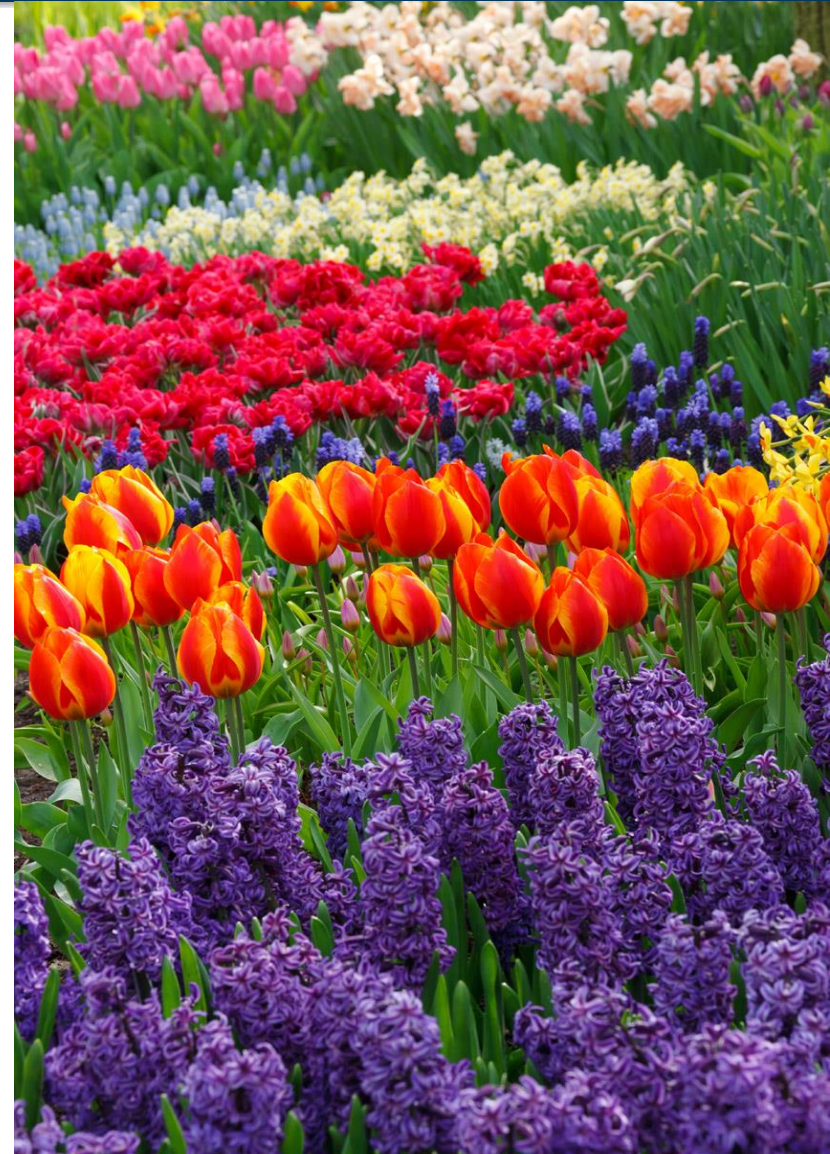
March 8, 2023



Welcome!

Please let us know in the chat:

- Name
- Organization
- Community
- Indigenous land you are on today



AGENDA



- 1) **Session Overview & Acknowledgements**
- 2) **Recap of webinar's key take-aways**
- 3) **Community Panel – Trinity County**
- 4) **Surfacing Assumptions**
- 5) **Breath Pause**
- 6) **Large Group Exercise**
- 7) **Budgets as advocacy tools**
- 8) **Closing**

LAND ACKNOWLEDGEMENT

CHANGEWELLPROJECT
PARTNERING TO STRENGTHEN COMMUNITY SYSTEMS

We recognize and acknowledge the First People of this ancestral and unceded territory – the land that today we call California. With respect to their elders, past and present, we recognize the tribal communities as the original stewards of this land, and who continue to lift up their stories and cultures.

*Adopted from Los Angeles County's
Land Acknowledgment*

COMMUNITY AGREEMENTS

CHANGEWELLPROJECT
PARTNERING TO STRENGTHEN COMMUNITY SYSTEMS

Together we create a brave space for learning, re-imagining, & problem-solving so let's ASPIRE:

Assume good intent and take accountability for negative impact (“ouch” and “opps”)

Share airtime (take space, make space)

Practice active listening (with empathy)

I Statements; speak from your own experience

Respect brave and sensitive statements: take what resonates and apply, but leave who said what in the zoom

Everyone is an expert in their own experience, but they don't represent an entire group



At the end of this webinar, Leaders will be able to:

1. Increase knowledge and confidence of the budgeting tool as a planning document to identify available and needed program resources.
2. Increase understanding of budget assumptions and decision points.
3. Increase confidence in advocating for program resources.

What are your budgeting responsibilities?

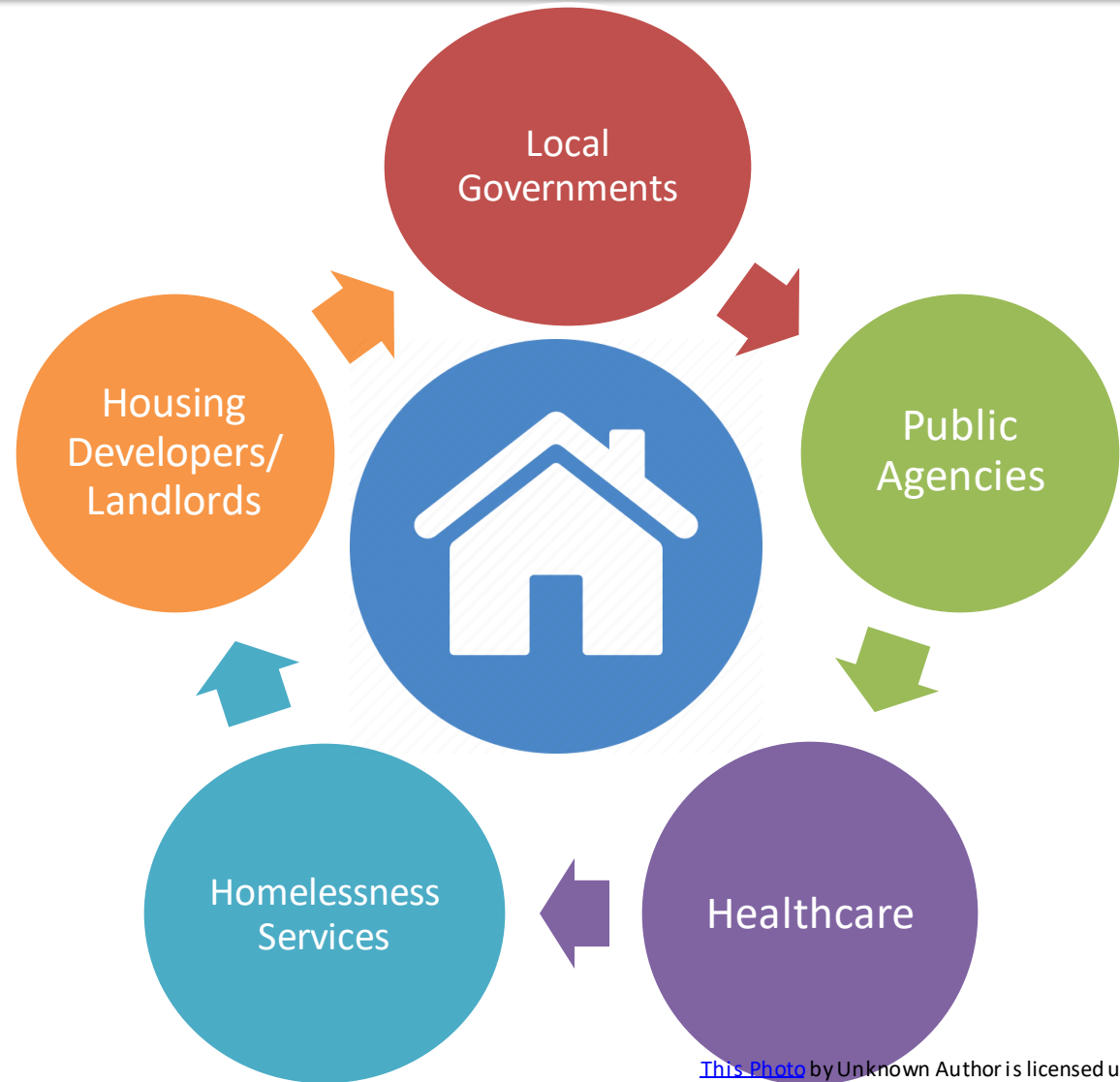
POLL

Monetizing Your Rehousing Investment

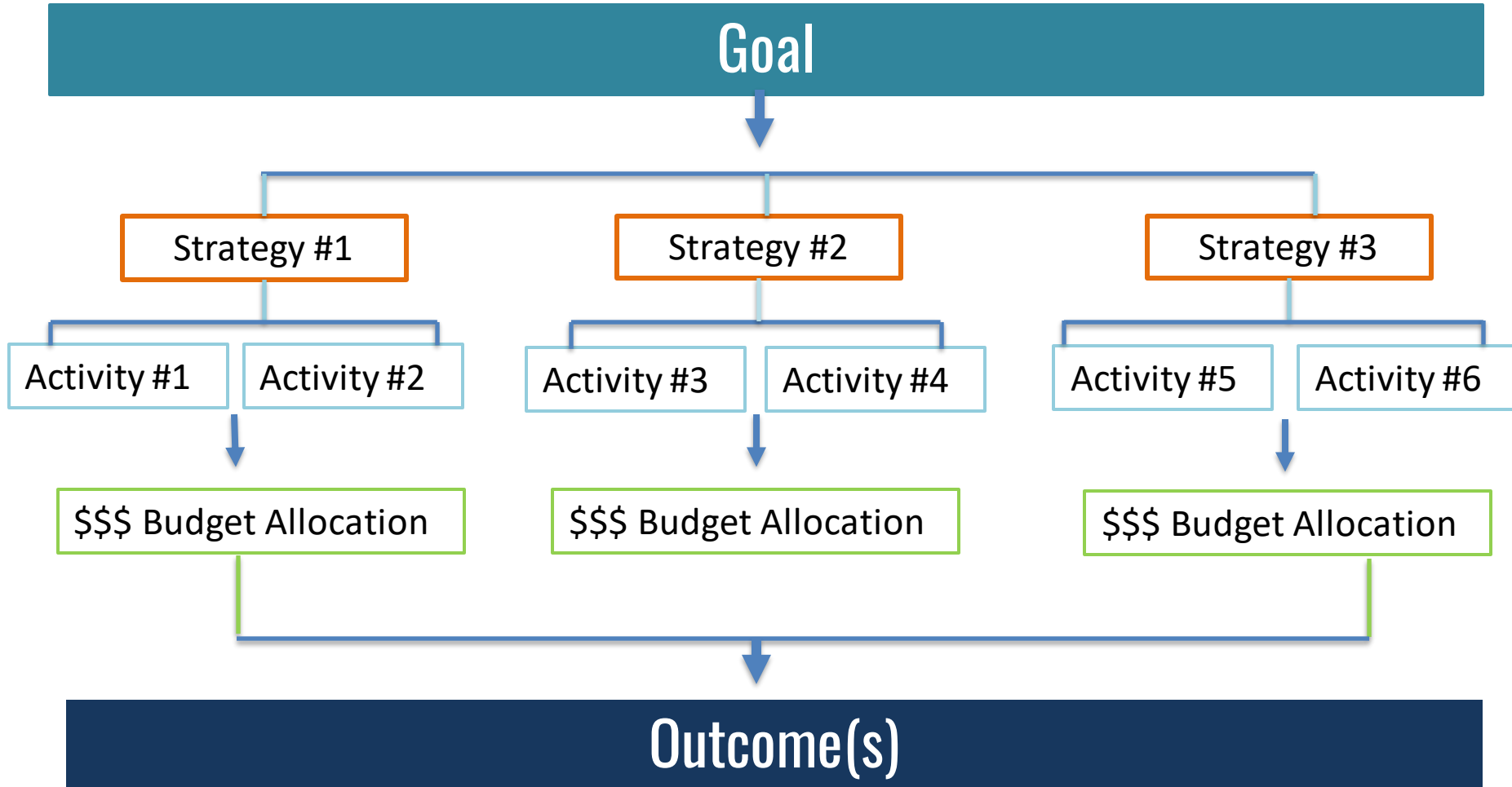
WEBINAR RECAP

System Alignment

How does our contribution align with our homeless response system?



Aligning goal, strategies, activities, outcomes with funding



Key Takeaways



Budgets aren't just for finance teams.



Budgets are planning tools to align program goals, objectives, activities, and resources.



Budget planning provides an invitation for program managers, finance teams, directors, and other agency staff to converse on program vision and expectations.



Budgets mitigate risks by surfacing true program costs to meet community need, funding shortfalls, and opportunities to partner/leverage/apply for additional funding.



Budgets are an advocacy tool to tell a story and champion additional community resources (i.e.; If ____ then ____).



The ChangeWell Project Budgeting Tool is a tool to make budgeting easy and it is free.

Budgeting Process

Budgets are empowering tools for all members of an organization. Where can you contribute?



Monetizing Your Rehousing Investment

**COMMUNITY PANEL:
TRINITY COUNTY'S EXPERIENCE**

Assumptions

What assumptions inform our budget decisions?

Sample guiding questions to surface our assumptions.

What's missing?

What is your total community need?

Based on program eligibility criteria, what percentage of community need is eligible for this program?

Based on current budget allocation, what percentage of the targeted population can this program serve?

What is our staff to client ratio by job function (e.g., housing case manager, housing navigator) for this program?

Are we expecting any in-kind services?

How many permanent housing units do we have?

What is our occupancy rate?

Monetizing Your Rehousing Investment

BREATH BREAK WITH CONNOR JOHNSON

Monetizing Your Rehousing Investment

**COMMUNITY PRACTICE:
BUDGETING SCENARIOS**

Assume that you are completing the budget planning for a CalWORKs HSP program.

- We have been allocated \$500,000 for the CalWORKs HSP Program.
- There are 60 families who qualify.
- We need 2 housing case managers (30:1 ratio)
- We need 1 housing navigator (1:2 housing case manager ratio)
- We need 2-to-3-bedroom units at a minimal.

Scenario #1: Deposited Assistance

What if the local United Way offered to grant \$3,000 per household for move-in costs for all 60 families who move into permanent housing?

Considerations:

Does this cover move-in costs for families or is there still a gap?

Based on our experience, are there additional costs that families expend once they move in?

Scenario #2: Shared Staff

For this project, we need 2 case managers and 1 housing navigator. Can we pull hours for staff from another housing program within our division?

Considerations:

- How many hours can we assign to this project?
- What is the current caseload of the staff we are adding?
- How comparable are the salaries?
- How do we onboard the staff to this program and team?

After a thorough assessment, we have decided that our staff does not have the capacity to deliver this program's services so we will subcontract out to a local homelessness services provider.

Considerations:

- How do we determine the grant amount to the provider?
- What are our staffing expectations?
- What are our housing costs and other direct client expenses expectations?
- How will an RFP process impact our program implementation timeline?

Monetizing Your Rehousing Investment

ADVOCACY

What does the budget say?

- What is the gap between community need and program capacity?
- Who is being served? Who isn't and why?
- What additional supports do participants need, but aren't funded?
- How does the current permanent housing stock meet your program needs? Do you need more housing? More rental assistance?
- How long are people on the program? What happens upon exit?

Telling your story:

- Based on your budget's findings, craft an advocacy statement to share with division leaders, elected officials, and broader community on how they can support your efforts.
- Incorporate participant stories through ethical-storytelling to speak to the mind and heart.
- Honor your seat in a place of knowledge gathering that makes you an advocate to improve service delivery in support of making homelessness rare, brief, and nonrecurring.

CLOSING THOUGHTS?



[This Photo](#) by Unknown Author is licensed under [CC BY-SA-NC](#)

Monetizing Your Rehousing Investment
POST-TRAINING SURVEY



**THANK YOU FOR ATTENDING
THE SYSTEM LEADERS SERIES:
MONETIZING YOUR REHOUSING INVESTMENT!**
Stay in touch for our future trainings.

CHANGEWELLPROJECT

PARTNERING TO STRENGTHEN COMMUNITY SYSTEMS

WWW.CHANGEWELLPROJECT.COM