



Housing Opportunities Collaborative Game Changer Agreement

The Housing Opportunities Collaborative is a new initiative intended to expand opportunities for housing to those experiencing homelessness in the Fairfax-Falls Church community. On behalf of the Collaborative and the clients we serve, THANK YOU for agreeing to become a Game Changer. With your participation, we are one step closer to officially ending homelessness in our community. While we as a county have made major strides in reducing homelessness over the last several years, we would be hard-pressed to make progress if it were not for partnerships like yours. We see this as a reciprocal relationship shared equally by landlords, the Collaborative and its nonprofit agency partners, and the clients we serve.

By completing and signing this document, you are effectively agreeing to the terms stated within. If at any time you have questions about your partnership with the Collaborative, please feel free to contact us.

_____ (insert landlord/property management company) agrees to partner with the Housing Opportunities Collaborative and the Collaborative's partner agencies to increase the housing options available to individuals and families experiencing homelessness. In order to become a Game Changer, the above landlord/property management company agrees to the follow criteria:

- Complete a vetting process to ensure unit is up to basic habitability standards and appears as advertised
- Have ownership of unit being rented (for private landlords only)
- Express willingness to both 1) accept third-party rental assistance (either short-term and/or extended) AND 2) complete necessary paperwork for administration of those payments (if applicable)
- List unit at or below Fair Market Rate (FMR) in the official "Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area" (or applicable FMR area if unit is located out of jurisdiction)*
- Allow unit information to be collected through the Landlord Property Listing Worksheet and stored with the Collaborative in a secure, password protected database for record-keeping purposes, anonymous data collection, and future property listings
- Sign a non-legally binding agreement indicating understanding of the Collaborative and its terms

* Some exceptions may apply, including landlords who partner with an agency for the administration of Permanent Supportive Housing or other applicable subsidy program

In addition to meeting the above joining criteria, a Game Changer agrees to go one step further to help increase access to those experiencing homelessness. In addition to agreeing to rent their unit to a client of a Partner Agency, Game Changers agree to undertake at least one additional measure to increase access to the unit by those experiencing homelessness.

_____ (insert landlord/property manager) agrees to further lower barriers for Collaborative clients by (check one):

- Adjust screening criteria (flexibility/lower standards regarding criminal background, credit score, past evictions, etc.)
Specific alterations made: _____
- Decrease advertised rent amount
Advertised rent: _____ New rent: _____
- Include utilities in rent (if not already included)
- Other measures agreed upon between Collaborative and landlord
Specify other measures:

In exchange for becoming a Game Changer, eligible landlords will have access to the Collaborative’s Premium Incentive Program (PIP). PIP benefits include:

- Ability to list vacancy(s) county-wide to a pool of individuals and families ready to rent, with guaranteed contact with a prospective tenant within 3 business days of listing date (or explanation for why a tenant cannot be identified, if applicable)
- Active housing stability support services for new tenants for a minimum of first 90 days
 - o Includes either in-person or phone/email check-ins with both the client AND the landlord at least twice in the 30 days
- Access to the Collaborative for up to 12 months after lease-up to assist with crisis intervention, if needed
 - o Examples of crises include tenant behaviors that could potentially lead to legal eviction, including:
 - Late payment of rent
 - Destruction of property/unit
 - Valid neighbor complaints
 - Other lease violations
 - o Crisis intervention is defined as targeted follow-up to a landlord complaint that falls within the realm of “crises” as defined above. The Collaborative will attempt to resolve the situation in a way that is positive for both landlord and tenant. The Collaborative’s Housing Resource Coordinator will act as a liaison between landlord and partner agency, should it be needed. Crisis intervention does not guarantee resolution of the complaint and intensity of follow-up will vary depending on the issue.
- Financial assistance for rent and/or eviction prevention, if applicable
- Assistance with lease-writing, if desired
- Assistance with unit turnover (if available at time of request)
 - o Includes basic cleaning services such as vacuuming, dusting, cleaning bathrooms and kitchen, and disinfecting all surfaces in order to help landlord re-rent unit quickly

- More comprehensive turnover services may be offered depending on skills and abilities of available turnover volunteers and needs of the landlord
 - If a landlord owns more than one unit, turnover assistance may be available for non-Collaborative units in order to support the landlord partnership
- Access to the Collaborative’s website, which allows landlord to easily advertise new listings, provides links to helpful resources, and allows landlords to learn about free trainings and networking events
- High profile recognition of participation at annual Housing Opportunities Collaborative appreciation event, as well as be featured by name on the Collaborative’s website and other marketing materials, when appropriate
- Ability to submit claims to the Collaborative’s Risk Reduction Fund (once established)
 - Intended to supplement costs for damages above and beyond security deposit, lost rent due to client breaking lease, and other reasons on a case-by-case basis
 - Maximum claim amount per landlord is \$2,000
- Access to a landlord crisis hotline (once established) to provide landlords with a rapid response from Partner Agencies to address landlord issues and concerns

All Game Changers will be grandfathered into any new incentives developed by the Collaborative after the date of signature.

In order to provide the Collaborative with an opportunity to address concerns and prevent jeopardizing or terminating this partnership, we request that the above landlord/property management company communicate with their referring worker or Collaborative program administrators about:

- Issues that arise which could lead to written notice of any lease violation or potential eviction
- Late payment of rent
- Awareness of any potential or actual damage to the rental unit caused by the tenant
- Concerns or questions regarding partnership/membership status

Any and all PIP benefits will be rescinded if this Game Changer agreement is violated or should the landlord choose to terminate partnership. The agreement is valid for one (1) year from date of signature and will require renewal on an annual basis.

I, _____ (insert landlord/property management company), understand and agree to the terms and information listed above. I understand that this partnership is collaborative in nature and that the program is able to provide support to ensure a productive and efficient relationship for all parties involved.

Landlord/Property Management Company (please sign)

Date

Collaborative Partner Agency

I, _____ (insert Referring Partner Agency Staff Person), employed through _____ (insert Referring Partner Agency), agree to participate in this Game Changer Agreement to the best of my ability, providing support to the above landlord/property management company to the extent I am required, as set forth by the Collaborative.

Referring Agency Staff Person (please sign)

Date

Collaborative Administrator

The Administrator of the Housing Opportunities Collaborative agrees to provide additional support to all Game Changers in order to foster and maintain this important partnership. The Administrator agrees to be available to Game Changers to answer questions, mitigate challenging situations, and otherwise be an active partner in the relationship between the tenant, partner agency, and landlord.

Housing Resource Coordinator

Date

This document is non-legally binding but indicates expressed written consent of landlord expectations, joining criteria and incentive program.

Last Updated 10/25/2016