



Session #: 406

Partnering with the Private Sector for Housing Solutions

Presented by:

Robert Abbatangelo
Senior Manager, Housing Services
Cota

1



About Cota

- We support people living with mental health and cognitive challenges to live well within their communities
- Types of services we provide
 - Case Management
 - Assertive Community Treatment Team (ACT)
 - Short-Term Residential Beds
 - Court and Justice related services
- Supportive Housing Programs
 - 450 units, located in dedicated sites and scattered
 - Work with over 100 landlords

2



Change in Landscape

- **Affordable housing increasingly difficult to find** due to low vacancy rates, increase in market rents and utilities
- **Recent Landlord and Tenant Board decision redefines the relationship** between housing providers and landlords
- **Declining interest from Landlords** about renting to our clients and/or working with our programs, due to past experiences, stigma, assumptions



3



How Do We Manage These Changes?

- Coming together as housing providers to **think outside the box**
- Continue to **strongly advocate** for more affordable housing
- It is more critical than ever to **maintain and build on the relationships with landlords**
- **Make the landlords part of the team**



4



Concerns Expressed by Landlords

- Service users have **challenging**, if any, **rental history**.
- **How will the rent be paid?**
- **Risk to the safety** of other tenants or building staff
- **Property damages** and interfering with the reasonable enjoyment of the building



5



Supporting the Landlord

- **Clearly communicate** the **roles and responsibilities** of each party
- **Provide after hour service** if available
- Have **one main contact person** from your organization that the landlords can call



6



Supporting the Landlord

- **Educate both landlords and tenants** about the dynamics of everyone's role
- **Become a resource to resolve issues** that might arise and to protect the property
- Evictions are very costly. **Take the lead to prevent eviction. Consider planned moves** over eviction.

7



Supporting the Landlord

- **Establish a rent payment schedule** to ensure the tenant does not fall into arrears.
- **Develop an understanding of the needs and wants of the landlord** and **provide another avenue** for them **to express concerns**

8



Developing Landlord Partnerships

- **Creative partnerships are key** to successful programs
- There are **no magic solutions**. Each partnership is developed on a **case by case basis**.
- Typically our **staff have two roles**:
 1. **Client advocacy** to support the tenancy; and
 2. **Managing the relationship with the landlords**

9



Developing Landlord Partnerships

- **Honesty, integrity and accountability**
- **Offer your organization as a referral source** to landlords who may have tenants who have social service needs
- **Clearly promote** the program's vision, mission and what's in it for them: **Win/Win**

10



Opportunities Moving Forward

- Bring the landlords to the table to try and **reduce “us vs. them” thinking**
- **Consider incentives** that you could offer to landlords
- **Collectively** look at **developing criteria** that we could propose to the landlords that would **make it more attractive** for them **to offer units** to our target population



11



Opportunities Moving Forward

- **Opportunity for the city** to become involved in the **development of positive relationships with landlords to support rent subsidized models** of mental health & addictions supportive housing
- Housing providers **continue to** meet at the larger network table to **discuss strategies to build positive relationships with landlords**

12



Thank You

Robert Abbatangelo
416-785-9230 ext. 2311
abbatangelo_r@cotainspires.ca