



DEPARTMENT OF
HOMELESSNESS AND
SUPPORTIVE HOUSING

From Hotels to Homes

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<http://hsh.sfgov.org>



Background

2

- San Francisco and the Bay Area are in the middle of a housing affordability crisis.
- Approximately **8,000 people are unhoused** in San Francisco, with approximately 5,000 people living unsheltered.
- Every day, the City provides **housing and shelter to over 14,000 people**.
- The pandemic reinforced that housing is both health care and the solution to homelessness.



Homelessness

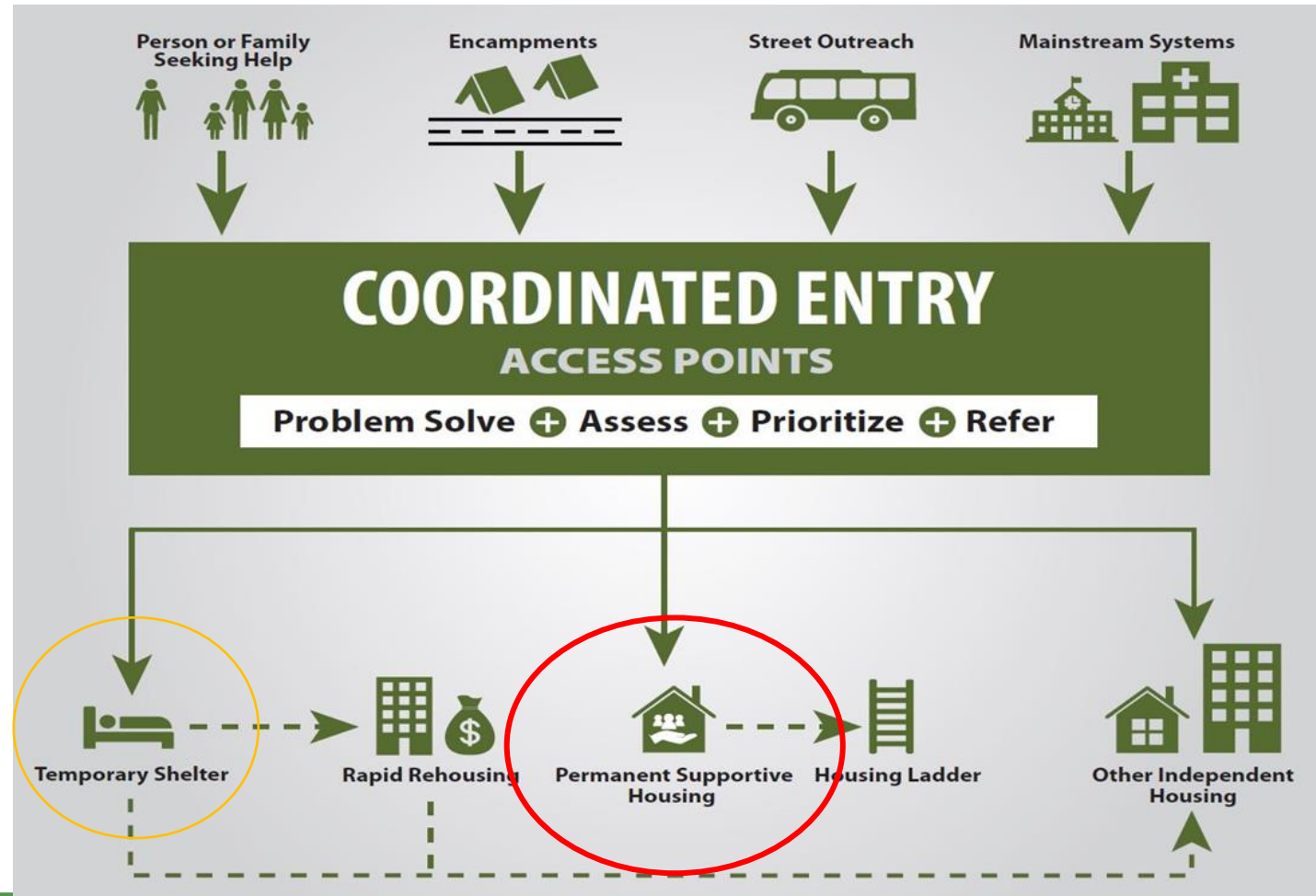
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- Nationally, 50% of people experiencing homelessness are over 50 and 44% became homeless after the age of 50.
- Nationally 70-80% become homeless in their home region.
- Homelessness is correlated to affordability and income inequality.
- Housing prices nationally have quadrupled since 1980 and rents have doubled.
- Homelessness is a racial equity issue.
- Treatment (all kinds) is best received when housed



Homeless Response System

4



<http://hsh.sfgov.org>



Shelter-in-Place (SIP) Hotels: Overview

5

- Since SIP hotels opened in April 2020, the sites have served **3,709 guests**.
 - At highest capacity, **25 SIP hotels** were opened with **2,288** hotel rooms.
 - As of October 25, 2021, **729 guests** in SIP hotels have been rehoused since the SIP program started.
 - San Francisco stood up **19%** of non-congregate shelter rooms statewide.
- HSH to work with **SIP guests** and **service providers** to:
 - rehouse as many guests as possible into permanent housing.
 - demobilize hotels in a **thoughtful** and **client-centered way**.



SIP Hotels: Demographics

6

Demographic information of 3,709

SIP guests:

- **Age:**
 - 45% guests above 55, 3% guests TAY (18-24)
- **Gender:**
 - 62% male, 31% female, 2% trans female, 1% gender non-conforming
- **Sexual Orientation:**
 - 70% straight, 5% gay/lesbian, 4% bisexual, 1% questioning/unsure
- **Ethnicity:** 18% Hispanic/Latinx

Race	Percent
Black or African American	39%
White	36%
American Indian or Alaska Native	4%
Asian	4%
Multi-racial	3%
Native Hawaiian or Other Pacific Islander	2%
Incomplete Data	12%



Services Offered at SIP Hotels

7

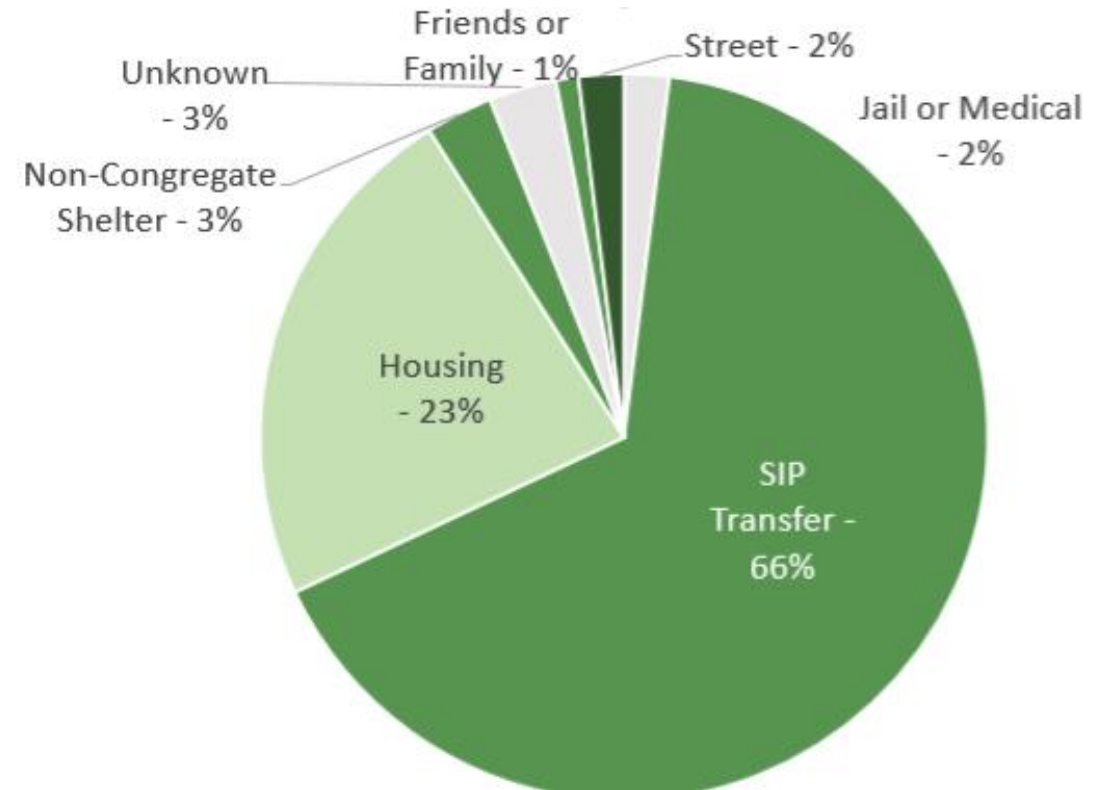
- Wellness checks and health screenings
- Harm reduction services
- IHSS and nursing support services
- Referrals and linkages to Access Points and public benefits
- Exit planning
- Laundry and janitorial services
- Meals
- Security and de-escalation



SIP Rehousing

8

- HSH has demobilized 7 SIP Hotels
- Majority of guests placed in **rehousing options or transferred to another SIP hotel** to await rehousing placement.
- See chart for exit data from five most recent demobilizations.





Acquisition

9

- **Prop C**, passed by San Francisco voters in November 2018, created the Our City, Our Home (OCOH) Fund to expand programs to prevent and end homelessness.
- The State allocated \$2.75 billion in the budget for **Project Homekey** funds to support the acquisition of permanent housing.
- As part of the Mayor's **Homelessness Recovery Plan**, the City is committed to leasing or acquiring **1,500** new units of permanent supportive housing.



Acquisition Strategy: Guiding Principles

10

- Acquire SIP Hotels to assist with the SIP Rehousing Plan and demobilization effort
- Address broader community need through efficient deployment of Prop C and Health and Recovery acquisition dollars
- Leverage state and federal resources to the fullest extent possible
- Move fast



Acquisition Priorities

11

- Building condition (minimal rehab/maximum accessibility)
- Accommodate a diverse set of program needs (Adult, TAY, Family)
- Private bathrooms
- Have or can accommodate in-unit kitchenettes
- Geographic diversity
- Scale of property matches program needs while maximizing operating efficiency
- For non-SIP properties, low current occupancy (mostly empty)
- Potential for longer term redevelopment (large motel sites)



Acquisition Process




12

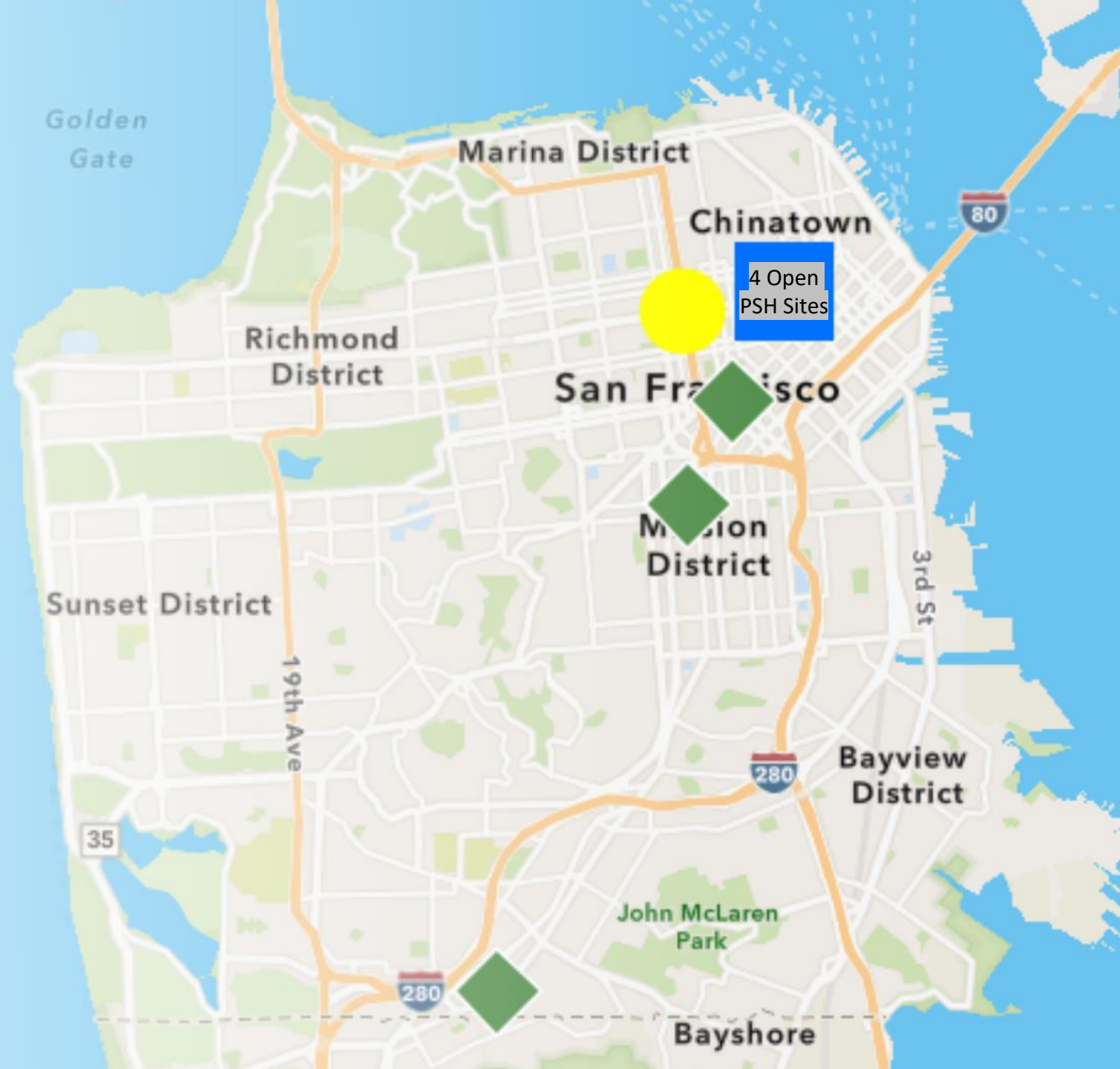
- RFI response and desktop review
- Initial site visit to confirm program viability
- Initial pricing conversation with owner (“Priority Buildings”)
- Confirm initial programming/operating assumptions
- Enter into non-binding LOI and access agreement to initiate due diligence
- Draft and execute Purchase and Sale Agreement
- Introduce PSA at BOS
- BOS and Mayor Approval
- Close on Financing

Background

The housing crisis impacts every neighborhood and every community within San Francisco, and we are all part of the solution.

PSH Site Legend

-  4 Open Sites – Owned & Master Lease
-  1 Proposed Site – Master Lease
-  3 Approved Acquisitions





Acquisition & Master Lease Progress

14

- Toward the Mayor's Homeless Recover Plan, the City has:
 - Approved the acquisition of 5 buildings (2 purchased, 3 in process)
 - Master leased 2 buildings
 - Activated more than 400 units of Flexible Housing Subsidy Pool units
 - 1 new master lease project proposed
 - Will announce a new proposed acquisition site shortly

