



# DIGNITYMOVES

REIMAGINING SCALABLE SOLUTIONS TO HOMELESSNESS



# The Homeless Epidemic

The need is already critical....

- 151,278 homeless in California
- Over 60% of California's homeless are unsheltered

...and about to get much worse

- Covid-19 job losses destined to create a surge
- Eviction moratorium won't last forever
- Need to move out of overcrowded shared apartments and places not fit for human habitation
- Congregate shelters at reduced capacity
- Project Roomkey expiring soon

Affordable housing is the ultimate *long-term* goal

- Both affordable and permanent supportive housing
- Costs an average of \$700k+ per unit, and takes 4 years

In the meantime, people need safe beds. Immediately.

- Temporary bridge housing, for transitional homelessness
- Bring people in off the streets where we can stabilize them
- Effective case management much easier when at a site, not scattered
- Help them exit homelessness by reuniting with family, relocating to a less expensive city, rent with the help of a voucher, or transfer to PSH for those who cannot be self-sustaining

We need out-of-the-box thinking



# The need: a bridge to adequate housing supply



Living in tent encampments, vehicles, or COVID Roomkey hotels

DignityMoves: interim housing solution

Affordable Housing/Permanent Supportive Housing (PSH)

Our streets can't be the waiting room



# Prefabricated Modules: low cost and fast

- Sleeping units are \$20k each, vs \$500k-\$750k for permanent and \$300k+ for hotels
- With site development and dining, support buildings: under \$50k per unit
- Emergency shelter codes enable rapid development of sites
- Can manufacture hundreds per month; habitable almost immediately
- Do not require a foundation; light touch site development
- Dimensions of a shipping container so easily moved with transportation infrastructure
- Scalable and flexible: can do 3 units or 300
- Assembled on-site (can be volunteer labor)
- Continuing to improve our “product” (off-grid, solar, light-touch site development)





# Privacy and Dignity

- Everyone gets their own private room, with a door that locks (an important improvement over congregate shelters)
- A desk where clients can work on job and housing search
- Clients can bring their pets; very important
- Individually controlled heating and cooling, a desk, bed, Wi-Fi. Ample and comfortable
- Private rooms mean they can bring their pets and belongings stay safe
- Enables Covid-19 precautions and social distancing



Shelter is no longer an ugly word



# A True Community

- Indoor/outdoor living for dining and recreation (Covid-19 safe)
- Rooms for case management, workshops and trainings, childcare
- Laundry facilities, smoking area, dog kennels, gardens
- Purpose-built facilities that bring people together
- Shared bathrooms and case management encourages clients to come together, not hide locked behind a hotel door



# Land doesn't need to be available for long

- While land is underutilized, a higher and better use of vacant land
- Can literally borrow land from developers with projects tied up in entitlements
- People holding onto land for a future project can put it to better use
- Tax incentives create benefits for developers and land-owners, plus political goodwill

A yellow crane is lifting a modular office unit into the air. The unit is white with green accents and has the number '005' and a logo on it. The background shows a clear blue sky and some green trees.

The long entitlement process in California becomes our friend.



# Yes in My Backyard!

- Prioritize those already living within 2 miles of the site
- Rather than attracting more homeless, clean up the plight that is already in their neighborhood
- Tent camps have already made homelessness much more visible. People want solutions
- Because these sites are temporary, can mitigate objections
- With dozens of sites, each city does its part for its own homeless
- Mitigates what people consider “ugly” about homelessness with showers, security, mental healthcare
- Solutions that are safe, secure and hygienic; encampments have no ability to move people out of homelessness.
- Can be built inside of existing empty warehouses; no aesthetic change to community







# Housing alone will not solve homelessness



- Yet housing provides the space where important mental health and support services can be delivered
- Services are so much more effective once clients have a safe place, a warm bed, a shower and WiFi
- In every location, we will partner with a best-in-class services agency
- Sites can be tailored to meet the needs of the target population to be served
  - mental health, abused women, youth, emphasis on job seekers, etc
- LifeMoves in Silicon Valley, our co-founder and first partner, focuses on transitional homeless
- Future partnerships contemplated with Skid Row Housing Trust, PATH, and others
- LifeMoves available as advisors to share best practices and expertise

# Our sister organization: LifeMoves



- Exceptional provider of wrap-around services in Silicon Valley
- Specializes in emergency and transitional programs for homeless families and individuals (avg. 90-180 days)
- Case managers work closely with the clients to address the underlying causes of homelessness
- Classes, training, job placement support, mental and physical healthcare

## Extensive experience

- Currently operating 23 interim housing sites, 3 safe and supportive parking sites, and 5 additional outreach programs in Silicon Valley
- 1,000+ beds, serving over 10,000 clients every year
- 86% of families who complete the LifeMoves program return to stable housing and self-sufficiency
- 1/3 of shelter beds are occupied by children
- 1 out of 5 clients are veterans



# The First DignityMoves: LifeMoves Mountain View

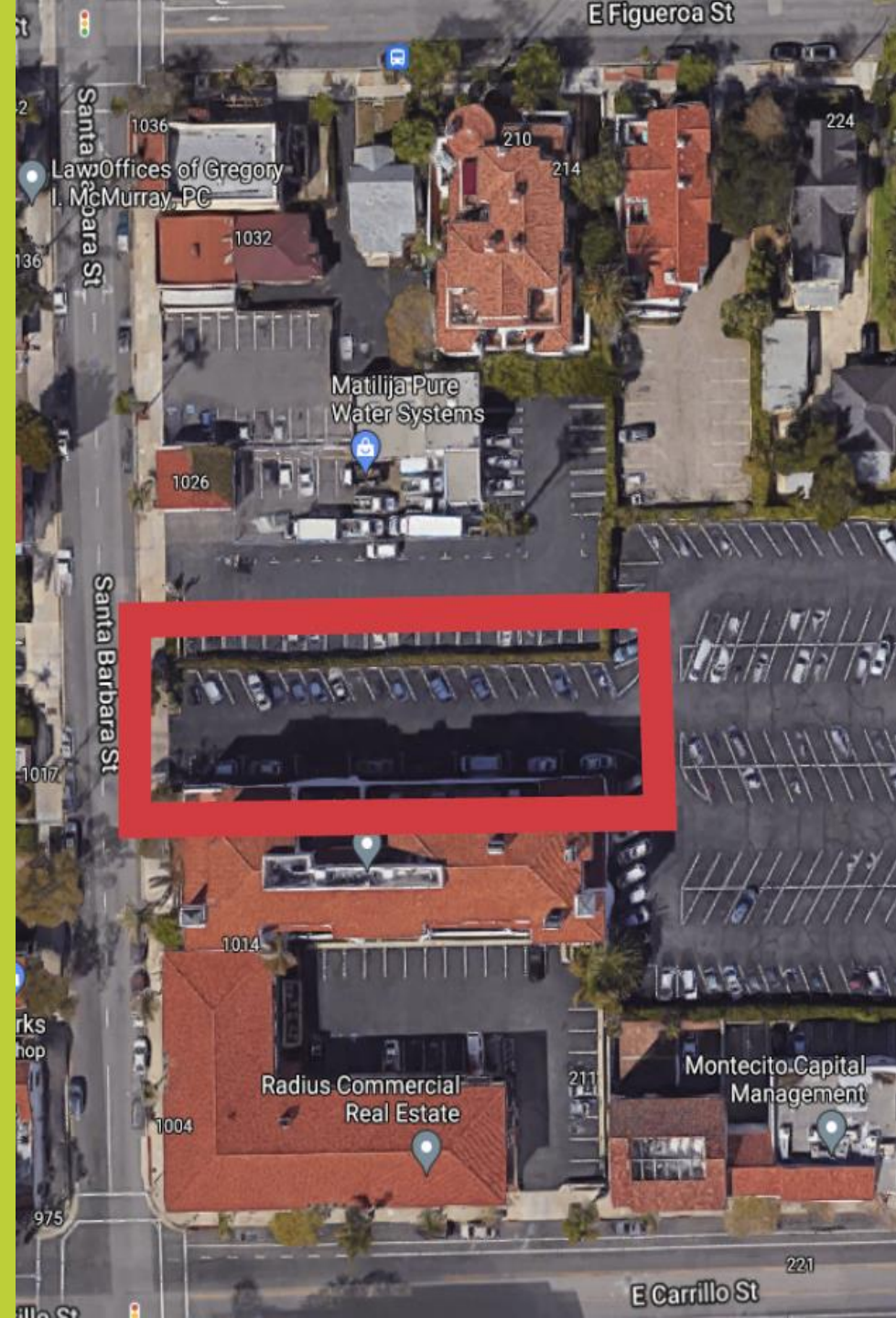


- Project of LifeMoves, with the City of Mountain View
- State's Project Homekey (funded by federal CARES Act) \$600m
- Rooms for 88 individuals and 12 families (up to 136 people) on 1 acre
- 10x Mountain View's current year-round shelter capacity
- With 606 homeless in MV and LifeMoves intensive case management model that moves people through the program in 4-5 months, can cut MV's homelessness in half in the first year alone
- Multiple modular vendors, to experiment with various options
- Opportunity for lessons learned; continue to iterate and improve
- In this case, land was purchased- site will remain for 10+ years

# On the horizon....

## Santa Barbara

- Working with the County on three potential sites
  - Downtown: Santa Barbara St and E. Carrillo (individuals)
  - Lompac (North County): adjacent to Bridge House Shelter (families)
  - South County: Camino del Remedio (individuals)
- San Francisco
  - Retained by Tipping Point for pre-development of several potential sites





# The Team

Business leaders from various industries, all passionate about homelessness solutions



## **Elizabeth Funk:**

- 20-year career managing impact investment funds
- Most recent fund, DevEquity, specializes in low-incoming housing in Latin America
- Served 8 years on the board of Glide's Community Housing, including as Chairman
- Started career in tech (Microsoft and Yahoo!)
- Stanford undergrad, Harvard Business School
- Recently joined the board of LifeMoves after starting this project



## **Joanne Price (part time):**

- VP of Real Estate at LifeMoves
- Responsible for project management and execution of Mountain View site
- Over a decade in real estate development
- BSc (Hons) Architecture, Building, Planning & Environmental Studies - Bartlett School of Architecture, University College London
- MSc Project Management (major Private Finance Initiatives) - University of Reading, UK
- Started career managing Special Purpose Vehicles (SPVs) purposely established to implement the first wave of Private Finance Initiative (PFI) projects in the UK



# The Team

Business leaders from various industries, all passionate about homelessness solutions



Ed Chan  
C Pacific Foods,  
food importer



Linda Hothem  
CEO Pacific American  
Group, real estate  
development



Matt Riley  
ENGIE, solar  
developer



Smoke Wallin  
Vertical Wellness,  
Serial entrepreneur



Christina  
Dickerson  
Former board  
chair,  
LifeMoves



Deanna Kangas  
Cosmetics Industry  
Executive



Eric Schiffer  
99c Only Store,  
venture capitalist



Mark Weinstein  
MJW Investments,  
real estate  
developer



Aaron Edelheit  
Mindset Capital  
and  
The American Home



Jieho Lee, CEO  
Knighted, national  
Gaming company



Avanthi Shah  
NextBrick,  
Entrepreneur



Amy Wright  
LifeMoves,  
VP major gifts



Jessica Hawthorne  
Castro Hawthorne  
Advertising



Viken Ohanesian  
BOSS Houses,  
building materials



Adam Waldman  
The Refinery,  
branding



Jon Vein  
Special advisor to  
Mayor Garcetti



# Why isn't this being done?

**GET IT  
DONE!**

- Budgets are not the constraint, contrary to our original hypothesis
- The real constraint is people willing to raise their hand and offer to DO the expansion building
  - Nonprofits have their hands full with their existing charters
  - Governments are not typically in the project management business
  - Mainstream developers not interested and not mission-aligned
  - Lots of aspiring entrepreneurs but few with realistic plans, and experience
- The solution is a Project Management business, able to implement rapidly-developed, cost-effective solutions
  - Bringing for-profit thinking, strategies and expertise
  - Partnering with governments and nonprofits in public/private partnerships
  - Sharing learning across multiple projects



# What we Offer



## Help you identify appropriate land

Public parcels, private underutilized sites  
Ideally flat, paved, no environmental issues



## Develop site plans

Recommend manufacturers for each component  
Design site plans to meet your needs



## Help you identify funding

Public grants (State)  
Private philanthropy  
Impact investors



## Oversee construction

Keep projects on schedule and budget  
Facilitate permitting



## Hire the team

Architect, General Contractor  
In-house Project Manager



## Partner with services agency

Advise best practices  
Coordinate community outreach