



Hope's Village of SLO

Business Plan

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I. EXECUTIVE SUMMARY

There is a documented need for truly affordable low cost accessible housing throughout San Luis Obispo County. Many existing programs and services (public and private) are attempting to meet this need, yet far too many people with little or no income fall into the widening gap in services. Hope's Village has the capability to meet a portion of this serious need, and to serve as a model for replication at other sites in the county, state, and nation.

The benefit provided to the unhoused will be, first and foremost, a house. But there are many additional benefits that accompany achieving that simple goal in addition to the advantages resulting for the community at large. Hope's Village doesn't believe that we can continue to spend tax-payers' money on homelessness. We have become a nation addicted to welfare. The more that's given, the more we teach people to take.

Our organizational structure currently includes a working Hope's Village Board of Directors consisting of five people (see attachments), consultants, program volunteers, endorsers, partners and donors. When we open Hope's Village, a village council and three full-time experienced security people will oversee daily operations. The village will be governed by clear rules and regulations with provisions for enforcement 24/7.

Hope's Village's operational plan begins with initial fundraising followed by four phases of development and concluding with long-term operations and duplication of the process. After several years of our village's successful operation, HV Board of Directors will set up a foundation with the Community Foundation of San Luis Obispo County for Hope's Village to be preserved in perpetuity.

Hope's Village is designated by the IRS as a 501(c)(3) public charity corporation. We are currently seeking donations for start-up and infrastructure needs. Until we become self-supporting, we will raise funds through conventional methods, and utilize best practice methods.

We have met with all members of the San Luis Obispo County Board of Supervisors, city council, our assemblyman Salud Carbajal (when he presented Hope's Village President Becky Jorgeson with the Woman of the Year award for 2018), the Environmental Health Department (Penny Borenstein who endorses our shower operation), Sheriff Parkinson, and the SLO Police Chief Cantrell. We have given 67 presentations to 90 county groups and organizations - we present information on local homelessness and how Hope's Village will house a portion of those local people suffering homelessness. We believe we've made a difference in the way some folks view our homeless neighbors, and certainly have shined a huge light on homelessness.

We have received numerous printed and electronic media coverage and have been interviewed on three radio stations. Many people already endorse our nonprofit's efforts. We have housed over 100 people thus far - 99 through our "RVs for Veterans" program and another dozen through our own outreach. *(Appendix with aforementioned documents and illustrations follows.)*

II. OVERVIEW OF HOPE'S VILLAGE

A. Concept

To create a very low cost, self-built, and self-sustaining community village through our 501(c)(3) public charity California corporation for previously local unhoused veterans and other unhoused people who have little to no income and call SLO County their home. Currently we have 62 community volunteers at the ready to roll up their sleeves and start building our village when we obtain a viable site, proper permitting, and approval. *Several on-site micro-enterprises (including but not limited to furniture repair, welding, auto maintenance and detailing, arts and crafts, sale of produce and flowers) - all of which will, in time, help to sustain our village along with program fees consisting of 30% of their income.) When someone comes to the village without income, we will find him a job in his/her area of expertise. There is a lot of talent on the streets today.*

B. Mission Statement

Working to build a model sustainable community village of tiny homes for unhoused veterans and other chronically unhoused people with little or no income here on the Central Coast.

C. Vision Statement

With community support and involvement, we are dedicated to establishing a safe, healthy and drug-free environment where people can live in dignity and in peace, where their voices will be heard, and where they will have hope for a brighter future.

D. The Village Model

The primary purpose of Hope's Village is to provide community *and* housing to previously unhoused people - housing alone will never reduce homelessness. Our concept includes a secure place to live, work, rest, and meet all basic human needs.

- 30 or more tiny cabins built either on wheels or on foundations, depending on SLO Co. Planning & Building Department's requirements (number of cabins depends on amount of land obtained);
- A 2,500 square foot common house with a commercial kitchen, dining area, bathrooms, showers, office space, meeting rooms, and laundry facilities;
- A 2,000 square foot barn for micro-enterprises to eventually aid in supporting the village;
- An acre for an organic garden to grow flowers for sale, and produce for consumption and sale. (Working in the garden is an established form of therapy with many benefits.)

- One acre of land that will house Airstream trailers and other RVs that will serve as a bed and breakfast venture to assist with village sustainability;
- In the beginning, our services will include weekly AA meetings led by an experienced villager or a guest from the community.
- We intend to start our village on a small scale, but in time would like to include a medical office, a store to stock grocery necessities and to sell the villagers' arts & crafts (paintings, photos, handmade aprons, scarves, hats, and welded items - key chains, etc.).
- Recreation and socialization after work will include music (we have a piano), dance, yoga, exercise classes, field trips, presentations on topics of interest to the villagers - travel, Central Coast hikes, birding, seashore life, history of the Central Coast, etc.
- Food for our villagers will be purchased from the SLO County Food Bank (as we do now to feed our shower guests). Costs are reasonable - 49 cents per pound for protein, free produce.

E. Unique Role in the Community

Hope's Village will be the first tiny house village of its kind and will serve as a model for SLO County in their quest to approve tiny homes on land, as the City of SLO has already done with ADUs in backyards. Our village is partially modeled after Dignity Village of Portland, Oregon, which has been operating since 1990. Built by residents and local volunteers (including the Portland mayor), Dignity Village includes forty small dwellings on a one-acre parcel of land leased from the City of Portland. The village provides stable housing for sixty-five previously unhoused adults at the very low cost of approximately *\$40 per villager per month*.

We will be more closely in alignment with Community First! Village in Austin, Texas which is a work in progress. They started out small and now have 120 tiny homes and 100 RVs on 27 acres. Their model is so successful and beautiful! <https://www.youtube.com/watch?v=27XDnHnzdck>

Hope's Village is an innovative housing model concept for San Luis Obispo County. We seek to fill a unique niche by providing stick-built tiny cabins (following ANSI Codes) for local unhoused veterans and other chronically unhoused people who have been unable to afford any housing in SLO County for years. We have been working in cooperation with other local housing providers since our inception and plan on complementing their efforts to reach out and give our diverse unhoused people a hand up, not a hand out.

Hope's Village will serve as a successful model that can be replicated anywhere - in our county, the state, or nation. It will strengthen SLO County's role as a leader in the state (and nation) pioneering an effective and sustainable alternative to the rapidly increasing problem of homelessness and lack of truly affordable housing.

Our goal in admission selection is to admit people who we know will be able to contribute to the wellbeing of this first model village, be able to follow five simple rules, and get along with others. Our application and interview process is detailed - applicants will know exactly what we expect from them and know they are on probation for the first month. We have worked with unhoused people on the streets for more than a decade and know who will be successful in this environment and who is not ready to live in a village setting with rules. (Please see “Application for Admission” below.)

Every villager will be responsible for working 10 hours each week helping maintain the village. Those who do not work off site can garden, cook meals, perform office work, or work in the barn. *Everyone* will work - those in a wheelchair can water the garden. Folks heal by being needed.

III. NEEDS ANALYSIS

A. Overview:

According to CAPSLO (Community Action Partnership in San Luis Obispo) between 2,500 and 4,000 people in SLO County are unhoused on any given night. There are 100 beds now available at 40 Prado Road in SLO. Some people are turned away simply for lack of space, time-limits on length of stay, if they are not local, etc. Others are excluded due to mental illness and acting out in their inability to follow the rules.

Many of our unhoused neighbors have no option but to sleep in a vehicle or outdoors (behind bushes, under bridges, or wherever they can safely “be.”) These members of our community, many born and raised here, lack dependable access to basic human needs; physical safety, food, water, bathrooms, showers, laundry facilities, and protection from inclement weather. But most of all, they lack *community*.

There are too many needless deaths among unhoused people during the winter due to suicide or exposure to the elements by those sleeping out doors - they lack shelter, let alone housing. Nine homeless people died in 2019, and at least six in 2020. Unfortunately, SLO County is the third worst in the State of California in how we shelter our unhoused neighbors.

Many local unhoused people in SLO are desperate for housing and have expressed interest in helping to build and reside at Hope’s Village. Because we know most of the people who will come to live in our village, we anticipate problems will be minimal, at best.

B. Existing programs providing shelter/housing in SLO County

Hope’s Village is intended to enhance existing homeless services in SLO County, and we work with them in tandem. Various simulative approaches will be required to meet the wide variety of needs of our local unhoused people.

The providers listed below offer an array of assistance programs that are vital in serving our unhoused people. However, they do not have all the needed resources to serve the county's entire unhoused population. Further compounding the problem is the fact that services are not available to individuals who are ineligible for services of some providers.

40 Prado provides eligible clients with bathrooms, showers, laundry facilities, local phone usage, small lockers, and a children's playroom and case management. Three meals a day are provided.

SLO Safe Parking Program, located at the Prado Day Center, allows eligible individuals (those enrolled in case management and who agree to have a portion of their monthly income managed for them) to sleep in their vehicles in the parking lot at night.

El Camino Homeless Organization (ECHO) in Atascadero provides 31 beds and is open nightly from 5:00 PM until 7:30 in the morning. Priority is given to the elderly and families with children. They usually can house their unhoused people within three months' time - they housed over 100 people in 2019.

Transitions Mental Health Association of SLO provides transitional temporary housing for adults experiencing mental health issues.

Transitional Food & Shelter provides temporary housing for people (being discharged from hospital stays) in studios for those referred by a case manager or service provider (when funds are available).

C. The SLO County 10-Year Plan to End Homelessness

The SLO County 10-Year Plan to End Homelessness was prepared in 2008 by 69 county and city officials and a wide array of other local participants. The plan includes:

“Action Step 1.1.4: Explore creative new housing models for homeless people. Conduct an annual review of best practices, emerging models, and new concepts in housing design, particularly in use with homeless people...re-invent housing models to be smaller, less costly, to foster communal living, and meet what homeless people want. Explore Green-building models... concrete performance measures should be established for all interim housing programs, such as fostering self-sufficiency; increasing housing stability; developing or strengthening a community support network of friends and family; and improving education, employment, and community participation.”

There is no truly affordable housing in SLO County for those with little to no income. Hope's Village is precisely the type of innovative, sustainable, community-oriented project called for by Action Step 1.1.4 of the Plan to End Homelessness. Hope's Village's model is a promising citizen-initiated approach to help SLO County meet its goals to reduce homelessness. And it's about

community, not just housing. We are cognizant of the fact that there are folks out there who will *never* be self-sufficient - never work a 9 to 5, and *never* have the ability to own a home or pay rent. These are the folks we work with - those who have fallen into the widening gap in services.

D. Potential for Hope's Village to meet local needs

Hope's Village will fill a unique niche by providing stable, temporary or permanent housing for local unhoused veterans and others who are underserved or ineligible for services of other homeless service providers. To the best of our knowledge, no other organization is currently operating a program like ours - statewide or nationwide.

Hope's Village can help San Luis Obispo County achieve the goals of its Ten-Year Plan to End Homelessness by providing housing solutions for a segment of the local unhoused population with little or no income. Since our inception, we have invited collaboration and input from other local community members and groups interested in truly affordable housing.

Hope's Village will be a model of affordable, community-oriented, and eco-friendly housing for our modern era. The 30+ tiny cabins we will begin with will be solar-powered and built of natural and recycled materials for a lighter environmental footprint. Shared use of a common house will conserve resources and lower utility costs. The village design will foster civic participation, shared responsibility, allowing villagers a feeling of "ownership" even though they won't own their tiny cabins. Our model calls for "program fees" on a sliding scale according to income. Not only will Hope's Village quickly produce tangible results in meeting a desperate need for very low cost housing in SLO County, we will also help continue to raise public awareness about homelessness, reduce stereotypes, and create bridges between members of our community. Additionally, we will empower local citizens to participate directly in an effective solution, giving them a sense of accomplishment and knowledge that they *are* part of the solution.

The safe and stable housing provided by Hope's Village will help villagers improve their confidence, self image, utilize their current skills to share with others (there is so much talent on the streets) and develop new skills - with the help of community volunteers.

Our village model is more than a solution to the housing crisis. In the face of rising oil prices, population growth, loss of farmland, and the isolation of suburban sprawl, it is a promising and viable housing option for today's society-at-large. Community villages have somewhat become the norm in this country - not only for unhoused people, but for women, seniors and families. People are learning to live within their means. And SLO can do this too.

Hope's Village will once again put SLO on the map by enabling our county to act as a leader in the county, state, and nation by pioneering both an effective response to a segment of our unhoused population needs and a model for sustainable housing design within urban communities.

E. Population to be targeted and served

Our targeted population is local chronically homeless veterans and other people suffering homelessness who were born and raised here, or consider San Luis Obispo their home (have lived here solely for over five years and consider this their home) - especially veterans ineligible for other homeless services (veterans are referred to us by the local Veteran's Service Office). Regardless of gender, sexual orientation, race, color, creed, past criminal history or physical disability, people will be welcomed into our village providing they can agree to stay clean and sober by vowing to maintain that sobriety while residing at the village and follow simple rules.

IV. BENEFITS PROVIDED BY HOPE'S VILLAGE

A. Benefits for villagers:

- To live in community - not just housing;
- A secure and stable home base;
- Continuity (no daytime lock-out or moving between day and night facilities);
- Very low program fees, on sliding scale according to income (allowing those with no income to live on site as well. We'll find them a job on site so they can earn money to pay the program fee);
- Legal, safe, warm, clean private housing;
- A place to store their valuables;
- Have a mailing address;
- Sanitary facilities and laundry room;
- Nutritious meals and dependable supply of safe drinking water;
- Occupational/employment opportunities;
- A workspace to develop/utilize skills and to create micro-enterprises;
- Access to a furnished office with computer and telephone for job searches;
- Self-reliance, independence, self-determination, dignity and self respect;
- Couples able to live together;
- New beginning for those who have done their time/paid their dues for past issues;
- Opportunities to contribute to the village and one day the local community;
- Socialization, camaraderie, and a sense of family and belonging;
- Opportunities for personal growth and empowerment;
- Opportunities to reach out in support of other local unhoused people in the community, and one day help them obtain housing and jobs as well;
- Recreational and educational opportunities on site.

B. Benefits for government and taxpayers:

- Savings to taxpayers of approximately \$40,000 per person/per year (per HUD);
- Help SLO County to achieve goals of 10-Year Plan to End Homelessness;
- Cleaner safer parks, creeks, and other public spaces;
- Decreased panhandling - better visual for tourists downtown;
- Compact, low cost and efficient housing solution;
- Serve as a model of sustainable design;
- Diminished use of law enforcement services;
- Decreased court time/public defenders' time/judge's time;
- Decreased incarceration at our local jail/prison (many inmates are unhoused folks);
- Decreased number of emergency room visits and hospital stays;
- Decrease spread of disease in community;
- SLO can take pride in successfully addressing a recalcitrant societal issue;
- Fewer unnecessary deaths of unhoused people living on the streets;
- Opportunity for local citizens to participate directly to addressing the issue of homelessness - feel less helpless about inability to resolve with the issue;
- Foster collaboration in community between all residents;
- Help break down stereotypes on part of both housed and unhoused;
- Hope's Village can be replicated in North & South Counties, the Coast, etc.

Note: SLO County's 10-Year Plan to End Homelessness demonstrates that public service dependence (law enforcement, emergency room, and jail time) decreases significantly as unhoused people obtain comfortable and safe housing. In one study, as cited in the Plan under 'Governing' drafted on September 2011, "Annual costs of emergency room visits alone decreased from over \$28,000 per person to just over \$6,000/person when unhoused individuals had homes."

V. ORGANIZATIONAL STRUCTURE

A. Board of Directors and Officers

President: Becky Jorgeson, M.A. Cal Poly budget analyst and advisor; assistant to VP of Admissions, Recruitment & Financial Aid (17 yrs); legal assistant (15 yrs); Masters in Education with Specialization in Counseling & Guidance; outreach & homeless advocacy (12 yrs)

Treasurer: Susan Byrnes-Olson, worked in San Francisco investing institutions for 25 years.

Secretary: Marcella Grunow, former business owner in SLO; homeless advocate and volunteer for several homeless nonprofits; provides housing for people suffering homelessness in SLO.

Director: Joe Olinde, US Army Veteran, carpenter and roofer for over a decade. Previously unhoused veteran for 20+ years.

Director: Carley Creath, “Showers of Hope” Manager, previously owned landscaping business in South County; homeless advocate and outreach volunteer for a decade.

Director: Sandra Azevedo, Customer Service/HR employee at large corporations for 34 years.

Liaison for Village Council: Position to be filled upon opening. Selection process to be a comprehensive interview to find suitable leader.

B. Consultants

Accountant: Kristjian Cindrich, CPA (pro bono tax preparer)
Architect: Thom Brajkovich, Paragon Designs
Bookkeeper: Kristen Fischer
Contractors: James Marett & Carpenters’ Local Union 805
Insurance Co: Matt Clevenger, Mackey & Mackey Ins., Inc.
Planner: Monique Grejada, Paragon Designs
Realtor: Hal Sweasey, ReMax Del Oro Realty
Special Advisor: Anne Wyatt, former SLO County planner
Special Advisor: Rick Wolfe, Retired TMHA Financial Director
Tiny Home Builder: Joseph Pollon, Arroyo Grande
Veteran Consultant: Paul Worsham, retired military
Visionary: Mark Lakeman, Architect; cofounder of Dignity Village

C. Management Structure

Our working HV Board of Directors has been meeting monthly for the past seven years at the SLO Salvation Army; reaching out to the community and planning our sustainable community village by working with other people - inviting them to bring their ideas to our community meetings held each month after our board meetings.

While some villages for unhoused people are self-managed, we believe that our help is required. Many villagers will be selected to be villagers after being homeless for years (if not decades) and the biggest stress of their lives has been where to sleep and what to eat. We will not expect them to be self managed.

Once our village is up and running, *each villager will be part of a village council.* They will hold

their own weekly meetings (with a director of HV Board of Directors present), will receive professional training in facilitation and group process, and will take turns serving as facilitator and note-taker during meetings. Each villager will be on the village council, will have a vote and a say, and decisions will be made by a simple majority which will give them control and decision-making power in their lives. The first liaison to the Hope's Village Board will be selected by the Hope's Village Board.

We will interview villagers to discover who has the communication and organizational skills to serve as liaison between the Village Council and the Hope's Village Board. He/she will attend regular HV Board Meetings and convey information and requests from the village council to our Hope's Village Board of Directors.

D. Management Plan

Safety, security, monitoring and supervision

Three trained live-in resident managers will oversee village operations and at least one resident manager will be present on-site at all times as a go-to for villagers in instances of emergencies or issues. We will have three experienced individuals who will be on site 24/7 - a manager will be available at all times. We will interview villagers who have the experience in providing security in other jobs (retired military, etc.) and who are healthy veterans. These individuals will be trained and well equipped to protect all village residents, and will request public medical and safety assistance when necessary.

***Note:** In the three years we've been operating our mobile shower program at the United Church of Christ at 11245 LOVR in SLO every Saturday morning (rain or shine) we have had very few behavioral or other issues. (We have a previously homeless woman who has managed our shower program for the past two years, as a volunteer, and she does an excellent job - she's firm but kind. She knows our guests by name and they respect her. (She will come to the village to live - we would welcome her into the fold as one of our on-site managers.) The shower guests are so grateful for hot showers, clean clothing and a hot meal. They will be more grateful for a place to call their home.*

Our villagers will be mandated to follow all rules laid out in the admissions contract and will be well versed in these rules. Each villager will be accepted into the village on a probationary 30 day period to ensure they are a good fit. If they want to be a villager, they will follow rules and be held accountable for their actions.

Liability: Mackey & Mackey Insurance has provided Hope's Village with complete coverage for many years running; first for our board, then for our shower program, and soon for our villagers and volunteers.

E. Volunteers

Our village model provides that workers, board members, and professionals be volunteers (except our bookkeeper who greatly reduces her fee). Our pro bono CPA files our annual tax returns; our architect, attorney, contractor, civil engineer, sheet rockers, painters, concrete workers, framers, and solar power workers will *all* volunteer.

VI. RULES AND SECURITY

A. Five Basic Rules of the Village

- 1. No violence to self or other villagers;**
- 2. No theft;**
- 3. No alcohol, weapons, drugs (or marijuana), or paraphernalia on site;**
- 4. No disruptive behavior or continuous drama;**
- 5. Every villager will contribute 10 hours to operating & maintaining the village.**

B. Additional Regulations

1. Outstanding warrants will be cleared prior to application for residency (Sheriff Ian Parkinson will provide a form to be completed by applicants ensuring we are not harboring any fugitives);
2. Any serious issue will be reported to the village manager immediately;
3. Assigned daily chores will be done independently (but followed up on);
4. Clean up will be done after using the bathroom or laundry facilities;
5. All villagers will attend community meeting unless a prior excuse is obtained;
6. All villagers will sign out on office board when leaving & sign in upon return;
7. Panhandling by villagers in town or anywhere else is forbidden; villagers are now representatives of Hope's Village.

C. Enforcement of the Rules:

There will be a strict policy with regard to any drug or alcohol use or possession in the village. All residents will sign contracts to commit to complete sobriety at all times while they are residents of the village on penalty of expulsion. There will be a 30-day probationary period for all new or returning villagers. If a resident is found to have breached the rules of the village, the maximum penalty is expulsion. The Hope's Village Board, in consultation with the Village Council, shall determine penalties for infractions on a case-by-case basis.

D. Security

Hope's Village will have an around-the-clock security presence of trained professionals whose duty is to provide for the safety and security of the entire village. There will be trained security staff on site 24/7, 365 days a year.

All villagers will receive basic first aid training and CPR and will be equipped with communication devices to call for police or emergency medical services if necessary. Fire detectors shall be in every structure on site, and first aid kits will be in each cabin, common house, and barn. Every villager will have his/her own cell phone.

VII. OPERATIONAL PLAN

A. Initial fundraising and outreach

Hope's Village is a 501(c)3 public charity and California corporation. We will embark on a formal public fundraising campaign for the infrastructure of our village when our site is obtained. We will apply for grants from foundations, corporations, private individuals, and other homelessness advocates.

B. Planning

Planning has been underway for both site and building designs - we have drafts from our architect of both conceptual sites and tiny cabins. Hope's Village will start out small and be constructed in three phases: the first will allow the village to begin functioning at a basic level while housing a small number of individuals; the second phase will bring the full-scale village model to completion; the third will involve maintenance and ongoing enhancement of the village including landscaping, etc.

(Lastly, we will demonstrate to other groups and organizations how to build their own villages in other parts of our county that are in desperate need of housing for chronically homeless veterans and other homeless people as well.)

C. Phase I

- Site preparation will include grading and leveling of building pads (as necessary) for building of tiny cabins;
- Construction of solar powered Common House in village center (1,800 square foot building to include commercial kitchen, dining hall, bathroom, laundry facilities, and office space); this building could be a remodeled manufactured home or other structure such as a remodeled shipping container (which are now serving as tiny homes) - if allowed by Planning;

- Initial on-site (or off site) construction of ten - 120 square foot tiny cabins built to ANSI Code by experienced builders who have volunteered to work side by side with villagers.

D. Phase II

- Construction of remaining cabins (estimated 20 more cabins);
- Construct 3,000 square foot barn for work shop (either open ended barn or enclosed);
- Plant organic garden (food production for village use, and flowers for sale) and Complete landscaping (trees planted around border of village site).

E. Phase III

- Implement long-term plan of becoming self-supporting (including micro-enterprises; garden with produce and flowers, baking (in commercial kitchen), pottery production, sale of arts and crafts made on site, refurbishing furniture, etc.
- Further maintenance and improvements of buildings and landscaping.

F. Phase IV

Duplication - Demonstrate to other organizations how to build more sustainable community villages to house more local chronically homeless people in SLO County (North County, South County, and the Coast). After the successful establishment of the first village, we will share planning of this process for duplication at another location of greatest need within the county (to be built by another organization - first and foremost for unhoused families. (We have *children* living outside and sleeping in cars in SLO.)

VIII. FINANCIAL PLAN

A. Overview

Hope's Village is a California corporation classified as a 501(c)3 organization by the IRS. We seek both monetary and in-kind donations to fund our infrastructure, site improvement and construction. The model of Dignity Village in Portland suggests that a combination of donated materials and volunteer labor will keep construction costs to a minimum.

Home Depot will partner with Hope's Village and supply some materials to build our tiny cabins, will deliver materials to the site, and provide volunteer labor as well. This is the mission of Home Depot: <https://corporate.homedepot.com/community/honoring-our-veterans>

Carpenter's Local Union 805 has offered to build tiny cabins as well. Our community volunteers will work right along side our villagers as they come together to construct tiny cabins. A local contractor (James Marett) will supervise the build.

Eventually Hope's Village will become self-sustaining. Possible innovative ways to provide for ongoing village operating expenses include not only the development of micro-enterprises as described above, but by providing services to the community, offering tours of the facility, open houses and sustainable building/living seminars. One day perhaps a Bed & Breakfast.

Currently Hope's Village has approximately \$50,000 in our Sesloc Federal Credit Union. We have received donations from over 125 donors thus far - and \$50,000 from two local donors who have pledged more funds when necessary.

Next month, Hope's Village volunteers (who are well-versed in financial matters and grant writing) will be applying for grants and donations from philanthropic foundations, civic and religious organizations, corporations, and from private donors who have a common interest in helping reduce homelessness. We are asking to partner with groups, not just get funding. This will help give people ownership in Hope's Village, not just be donors.

As we look at a village site with our architect and contractor, we will develop a budget for the costs of infrastructure and construction of the 2,500 square foot common house and village. Once this is completed, Hopes Village will embark on a formal capital campaign to raise funds for Phase I.

We will undertake a second fundraising campaign to complete Phase II of village construction, as outlined in Section VII.

During Phase III we will become self-sufficient through the village's income-generating activities just as "Community First! Village" has done in Austin, TX. <https://mlf.org/community-first/>.

B. Revenue Sources

- Foundations;
- Corporations;
- Religious organizations;
- Local community organizations (Elks, Kiwanis, American Legion, Retired Active Men, Veteran's Administration, Real Estate Associations, Republican Women, League of Women Voters, etc.);
- Individual donors;
- Fundraisers (open houses, concerts, golf tournaments, etc.).

C. Accountability

- Controls over cash receipts and disbursements;
- Financial reporting on a quarterly basis;
- Annual tax returns prepared by Kris Cindrich, CPA;
- Annual independent audits (when donations reach a high enough level) conducted by outside firm;
- Best practices.

IV. PROMOTION AND PUBLIC RELATIONS

A. Overview

Since our inception in December 2011, we have held monthly board meetings the first Wednesday of the month at the SLO Salvation Army followed by open community discussions where we invite the public to join us for coffee and idea sharing. Our president and board members have presented information on Hope's Village and local homelessness to 90 organizations. *Everyone* is interested in our novel concept for housing and are very supportive.

Accomplishments include:

Formed a California corporation and 501(c)(3) public charity with all inherent benefits; have a working board of directors and a devoted team of consultants, partners, endorsers and dedicated volunteers; our monthly planning meetings at the Salvation Army also include people who are currently experiencing homelessness. Regular input from those who are homeless is imperative. .

Adopted by-laws and drew up a detailed business plan, which is revised as needed; developed an informational brochure, Showers of Hope brochure, and RVs for Veterans flier;

Developed a schematic conceptual site plan, a Power Point presentations, sample cabin plans, a Facebook page, and a website (www.hopesvillageofslo.com).

Constructed a model 7' x 11' stick-built "Cabin on Wheels" (licensed as a California permanent trailer by the DMV) with donations of funding and in-kind materials; all labor was volunteer. This model has served us well in our pursuit of helping educate SLO County about homelessness as well as demonstrating how tiny homes look. Many folks (including our supervisors) had never actually seen one.

Earned the endorsement of SLO County Sheriff Ian Parkinson at our first meeting six years ago; Mayor Heidi Harmon and SLO City Council, CAPSLO (Community Action Project of SLO), ECHO (El Camino Homeless Organization), SLO Salvation Army, Paso Cares, SLO County Housing Trust Fund, Sandwiches on Sundays, Transitional Food & Shelter, SLO Transitions Mental Health, and several other groups.

Have given 90+ informational presentations to government staff, organizations, churches and clubs; have had individual meetings with SLO County Supervisors, Sheriff Ian Parkinson, Atascadero Mayor Tom O'Malley, Katcho Achadjian and SLO Police Chief;

Developed and managed unique successful "RVs for Veterans" program for the past six years wherein 96 RVs (motor homes, travel trailers, fifth wheels and autos) have now been passed on to local unhoused veterans and other people suffering homelessness. No money exchanges hands, and no liability is incurred (the SLO Veterans' Service Office & CAPSLO refer veterans to us they cannot help).

We participate and volunteer at local Veteran Stand Down events, enter holiday parades with our Cabin on Wheels, volunteer to ring the bells for the SLO Salvation Army, and volunteer on Hunger Awareness Day for the SLO Co. Food Bank, who partners with us.

Have had numerous articles written about Hope's Village and "RVs for Veterans" in the Trib, Journal Plus, SLO City News, Women's Press, HopeDance; have been interviewed by KCBX and KVEC radio stations, KSBY and KCOY TV. We believe there is greater focus today on local homelessness in part due to the efforts of Hope's Village volunteers.

Expanded our community outreach to high profile individuals, religious organizations, and community groups. We will again approach those who have expressed to us their desire to give a hand up to unhoused neighbors in our county to join with us in this novel approach to *very* low cost housing. The community needs to be involved - we just can't continue to spend tax-payer funds at the homeless problem - the community must be involved at a local level.

Organized two public events at the SLO Library on very low cost housing for unhoused people led by Mark Lakeman, architect/activist and co-founder of Dignity Village in Portland, Oregon.

Organized a fund raiser at Dr. Zaf Iqbal's home further showcasing our Cabin on Wheels and educating local folks about homelessness right here in SLO.

We've done extensive research on tiny home living and other successful villages in the U.S. for people suffering homelessness.

Arranged a meeting between Sheriff Parkinson and a dozen homeless veterans at Mitchell Park for him to get first hand knowledge on how they live in SLO. The sheriff is very supportive.

Perform outreach in SLO County to many local people who suffer homelessness and are ineligible for (or underserved by) other homeless services. Prado and the SLO Veterans' Service Office refer unhoused people to us who they cannot assist; we've provided dozens of sleeping bags and tents to folks living by the creek (in an attempt to make their lives more comfortable, sanitary and humane) until we help more get permanent housing. We also provide backpacks, blankets, food and water on a regular basis.

Formed an alliance with the Cal Poly “Beyond Shelter” students; presented at their annual Homeless Awareness Week and showcased our “Cabin on Wheels;” spoke at a student forum on homelessness; speak at the political science class on the Politics of Poverty and Homelessness every fall quarter by invitation of Dr Jean Williams; presented to Cal Poly construction management and architecture profs which resulted in their students building us two Cabin on Wheels, which they will do *each quarter*.

Fundraised and purchased a specially built \$37,000 shower trailer for “Showers of Hope.” In its second year, over 3,500 showers have been provided (rain or shine) utilizing an all volunteer team. Hot private showers, clean clothing, haircuts, breakfast and BBQ each Saturday, hand out no-cook to-go food bags provided by the SLO Food Bank as our guests depart, provide resource info on other homeless services, and loads of love and hope passed out at the United Church of Christ on LOVR in SLO.

Attend local holiday events (i.e. Memorial Day Weekend Strawberry Festival in AG) to showcase our Cabin on Wheels to help educate community regarding homelessness.

Future administrative activities will include website improvement and maintenance, development of new literature and pamphlets, presentations to new groups and businesses in the region, an open house to showcase our program and Cabin on Wheels, and more community activities.

Note: We believe there is greater focus today on the Central Coast regarding homelessness as compared to eight years ago. We believe (and hope) that our county-wide presentations, letters to the editor by our board and volunteers, and our outreach to unhoused veterans have been largely responsible for bringing about a shift in the way our community views and now works harder to reduce homelessness.

Today, unlike the past, every local newspaper and magazine you pick up has something on the subject. Such increased public awareness is the first step toward breaking down stereotypes of some folks who think (a few even say to us) that people who are homeless should “go get a job.” Or “most homeless want to be that way.” Little do they know. This awareness and understanding will continue as Hope’s Village pursues the common goal between our board, the villagers, local businesses - all of whom are excited to come together to build our village - working side by side, for the good of all.

X. MAJOR ENDORSERS:

CAPSLO

Congressman Salud Carbajal (HV president received the 2018 “Woman of the Year” award)

Co. of SLO Community Foundation (president received 2018 “Humanitarian of the Year” award)

ECHO

Goodwill Industries

HSOC

Jordan Cunningham, Assemblyman

Paso Cares

People's Self-Help Housing

Sister Theresa Harpin (Restorative Partners)

SLO City Council - Mayor Heidi Harmon (Councilwoman Andy Pease Volunteered at Showers)

Health Department (Penny Borenstein)

SLO County Social Services

SLO Farm Supply

SLO Housing Trust Fund (Jerry Rioux)

SLO Land Conservancy

SLO Police Chief Deanna Cantrell

SLO Salvation Army (Elaine Mansoor)

Sheriff Ian Parkinson

Smart Share Housing Solutions - HomeShare SLO (Anne Wyatt)

Transitional Food & Shelter

Transitions Mental Health (Jill Bolster-White)

XI. DEVELOPMENTAL MILESTONES (completed and future goals)

COMPLETED GOALS

1. Hope’s Village’s Board of Directors formation in January 2012 (five homeless advocates);
2. Incorporation by the State of California in May 2012 and designation by the IRS as a 501(c) (3) public charity in June 2013
3. Hope’s Village’s Bylaws written and adopted by the Board of Directors;
4. First Business Plan written in 2012 by Anne Wyatt, former planning commission member; revised July 2013, October, 2016, July 21, 2019 and July 29, 2020.

XII. FUTURE GOALS:

Set Capital Campaign goal for Phase I Building;

Have site plan completed and approved; secure appropriate permits from SLO Co. Planning

Groundbreaking Phase I site preparation for “barn raising” of common house;

Phase I completion;

Phase II construction of remaining cabins;

Construction of auxiliary buildings (barn), plant gardens;

Completion of landscaping;

Completion of Phase II – Village built.

XIII. APPENDIX

1. Professionals volunteering with Hope’s Village
2. List of current partners
3. Letters of Endorsements
4. Brochure
5. Conceptual site plan
6. Photos of tiny houses
7. List of U.S. community villages
8. Photos of U.S. community villages

Professionals volunteering with Hope's Village:

| | |
|----------------------------------|--|
| Architect: | Thom Brajkovich (Paragon Designs) |
| Bookkeeper: | Kristin Fischer (Paladin Bookkeeping) |
| Builder: | Manley McNiche (Carpenter's Local 805 Union) |
| Civil Engineer: | Eric Gobler (Eric J. Gobler, Civil Engineering) |
| Clean & Sober Living: | Bull Chaney (Gryphon House/Gateway, Inc.) |
| Contractor | James E. Marett, General Contractor (J.E. Marett Build & Design) |
| CPA: | Kris Cindrich (Cindrich & Company) |
| Designer: | Monique Grajeda (Paragon Designs) |
| Financial Advisor: | Rick Wolfe (Retired TMHA Financial Consultant) |
| Housing: | Jerry Rioux (SLO Housing Trust Fund) |
| Insurance Broker: | Mackey & Mackey Insurance (Jason Mackey - Morro Bay) |
| Landscaper: | Clearwater Color Nursery (Elliott Paulsen) |
| Planner: | Anne Wyatt (Smart Home Share Solutions) |
| Realtor: | Jeff Prostovich (Coldwell Banker) |
| RVs for Veterans: | Joe Olinde, Retired Army (DAV) |
| Veteran Consultant: | Paul Worsham (President/SLO Veterans Service Collaborative) |

PARTNERS OF HOPE'S VILLAGE

| # | PARTNERS | |
|----|---------------------------------------|---|
| 1 | Amy Peters | Peter's Design; supplies for showers |
| 2 | Assistance League of SLO Co. | Donates clothing each week for mobile shower guests |
| 3 | Big 5 Sporting Goods | 10% discount on sleeping bags, backpacks, tents, etc. |
| 4 | Cal Poly State Univ. Const Mgmt | Built two cabins on wheels (materials & labor) |
| 5 | Dick's Sporting Goods | Donates camping equipment |
| 6 | Dignity Health French Hosp.Med Ctr | Donated \$25,000 toward mobile shower trailer |
| 7 | Edna Bakery | Donates bakery items each week |
| 8 | Father Michael Bede (House of Prayer) | 1,000 pair/Momba socks; donated \$580 to HV |
| 9 | Food Bank of SLO | Provide no-cook to-go bags & 100 lbs protein/produce each wk |
| 10 | Home Depot, SLO | Partnering w/HV; supplying & delivering materials; labor |
| 11 | Honey Huts of Cambria | Black water removal every wee; will continue when village built |
| 12 | In Trust Legal | Gifted \$50 from each client's trust in 2020 |
| 13 | Jimmy Marett | Contractor/supervisor for village build |
| 14 | Kris Cindrich, CPA | Prepares yearly tax returns to IRS pro bono |
| 15 | Lassen's Natural Foods | Donates food for showers |
| 16 | Lava Mae, Inc. | SF based shower program who partnered with HV |
| 17 | Local Carpenters Union 805 | Will build us tiny cabins |
| 18 | Loops for Love (Earth Angels) | Knits and crochets hats and scarves for HV guests all year long |
| 19 | Louisa's Restaurant | Donates money, breakfasts and reduction on meals |
| 20 | Nipomo Tech HS students | Built tiny home - (all materials donated) |
| 21 | Paul's Dry Cleaners | Launders all towels/clothing from showers |
| 22 | Pete's Coffee | Provides gallon of coffee every Saturday |
| 23 | Presbyterian Church | Donates new under garments on a permanent basis |
| 24 | Quaglino Roofing | Roofed our cabin on wheels & storage shed at church |
| 25 | Salvation Army | Conference room for our monthly meetings/5 years |
| 26 | San Luis Powerhouse | RV assistance |
| 27 | SLO Farm Supply | Rain gear/bandanas/discounts on boots; displayed our cabin |
| 28 | SLO Smiles | Toothbrushes & tooth paste |
| 29 | Soles4Souls | Partnered with HV to provide clothing & shoes |
| 30 | Supportive Serv. for Veteran Families | Sending staff to provide resource info for our homeless veterans |
| 31 | Transitions Mental Health Assoc. | Sends staff member to interview guests re benefits/housing |
| 32 | Unilever, Inc. | Soap (& \$5,000 donation) |
| 33 | United Church of Christ | Provides site for Cabin/shower trailer; water/electricity/donations |
| 34 | Wilshire Hospice Hope Chest Thrift | Provides clothing for shower guests |
| | | |

