



# Housing Hub

## *A Social Enterprise for Achievable Housing*

With the objective of illuminating and demonstrating a process that results in achievable community housing, it will be critical to ensure that the process is easily repeated, lessons learned translated into guidance for future use, and the professional capacity built is structurally integrated or permanent. In short, a repository for the process is needed. The MHC "Housing Hub" will act as such a repository. Incubated by MHC, **the Housing Hub will act as an ally to development, providing technical assistance and problem solving for landowners interested in building workforce housing and facilitating community outreach to bring neighborhood input into the design process earlier and ensure that the needs of the developer, the jurisdiction, and the community are met.**

### Role and Position of Housing Hub



**POWERED BY**  
**TAHOE TRUCKEE**  
**COMMUNITY FOUNDATION**

The Housing Hub primary focus will be the knowledge of the various agencies involved in the development process, eligibility for a range of federal, state, and local funding programs, the site- specific history of local development efforts, interpersonal relationships with the relevant jurisdictions as well as regular contact with the development community. The Housing Hub will produce materials like checklists and toolkits to help stakeholders understand, organize, and expedite various aspects of the development process. But the real value of the Hub will be its experienced, well-connected staff who can **act as an advocate for development and liaise with both the public sector and the community in order to help developers overcome regulatory barriers, fill funding gaps, and address the concerns of neighbors.**

Another equally critical role of the Housing Hub is that of preserving and expanding access to the existing supply of housing in the region. This work might entail encouraging programs that facilitate the conversion of short- term rentals to long term rentals, monitoring the conversion of permanent housing to transient housing, establishing a fund for acquisitions, establishing a regional rent relief fund, and other anti-displacement measures. The Housing Hub may pursue these efforts through developer technical assistance and access to capital, through the management of defined programs, through community communication support, and, in general, as an intermediary that may hold land, property, and/or dollars for deployment on projects or programs.

### Responsibilities of Housing Hub



### **Provide Technical Assistance**

Through technical assistance, the Housing Hub will work directly with developers to match interest with sites, match product to cohort and needs, help navigate the development process, negotiate concessions and incentives, and help secure entitlements. It is envisioned that ultimately the Housing Hub will maintain a portfolio of pitch sheets for sites across the region that jurisdictions have identified as housing-ready.

The role of the Housing Hub will vary dramatically by site as each site will present a unique set of challenges depending on ownership, environmental requirements, infrastructure needs etc.

## **Technical Assistance**

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### **Manage Programs**

The Housing Hub will be positioned to manage a strategic suite of programs, including ADU, DPAP, Deed Restriction, Rental Assistance, Anti-displacement, etc.

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Strategic suite of contracted program management could include ADU, DPAP, Deed Restriction, Rental Assistance, Anti Displacement, etc.

## Access Capital

The Housing Hub will work directly with developers on securing sources of public and private capital. Examples may include local capital from jurisdictions, from the Truckee Tahoe Workforce Housing Agency, the Martis Fund, and state and federal sources.

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## Community Capital in the Region



### **Serve as Intermediary**

As an intermediary, the Housing Hub will hold land, property, or dollars for deployment on projects or programs.

## **Intermediary**

Hold land, property, or dollars for deployment on projects or programs

### **Moving Forward:**

The practical realities of establishing a Housing Hub include making several operational and financial determinations, which may include the following:

- Develop a business proforma that identifies a hybrid model as a social enterprise. The service and alignment with community informed Mountain Housing Council objectives can be supported by State grants, community institutions and donations. However, there are opportunities for fee-based activities, such as monitoring and regulating deed restrictions. We believe a blended revenue stream will set it up for success.
- Determination of whether the Hub should be housed within an existing entity or established as an independent entity. If it is to be housed within an existing entity, identify a parent entity or fiscal sponsor, likely among MHC's partners. Partners see the next two years as a pilot phase in which MHC can oversee the start-up aspects of the business plan and ensure that it is set-up to serve the community.
- Exploration of ongoing and one-time grant funding available to support the Housing Hub. TTCF will work to find funding opportunities that can see fund the
- Development of the Housing Hub work plan based on the [Regional Housing Implementation Plan](#).