

BARRY MOORE
2ND DISTRICT, ALABAMA

COMMITTEE ON AGRICULTURE
COMMITTEE ON VETERANS' AFFAIRS

WASHINGTON, DC OFFICE:
1504 LONGWORTH OFFICE BUILDING
WASHINGTON, DC 20515
202-225-2901

Congress of the United States
House of Representatives
Washington, DC 20515-0102

DISTRICT OFFICES:
WETUMPKA:
408 S. MAIN STREET, SUITE 200
WETUMPKA, AL 36092

DOTHAN:
217 GRACELAND DRIVE, SUITE 5
DOTHAN, AL 36305

ANDALUSIA:
505 E. 3 NOTCH STREET, SUITE 322
ANDALUSIA, AL 36420

August 19, 2021

Dear Ms. Marianne Nazzaro,

On behalf of the Second District of the State of Alabama, I am pleased to support the Dothan Housing Authority's (DHA) application to the U.S. Department of Housing and Urban Development (HUD) for the distinguished Moving to Work (MTW) designation. DHA has prepared a comprehensive application under Cohort #4 Landlord Incentives to Attract, Recruit, & Retain Landlords in the Wiregrass Metro Area. The MTW designation is a perfect fit for the high-performing DHA to increase its cost-effective administration of housing programs, increase housing choices for low-income families, and encourage greater economic self-sufficiency of assisted housing residents and participants.

For approximately 80 years, DHA has provided affordable housing opportunities for individuals, families, the elderly, veterans, people with disabilities, and others in the City of Dothan and surrounding counties in the Wiregrass Metro Area, including Houston, Henry, Dale, Coffee, and Geneva counties. DHA and its subsidiaries are committed to creating economic opportunities through real estate development, neighborhood revitalization, and community development.

I believe in small businesses, and being a landlord is operating a small business. Without landlords meeting the demand for voucher holders, this reduces the supply of affordable housing units, negatively affecting our local economy. Small businesses are the backbone of our economic sustainability in District 2. I am ecstatic about the possibility of having two MTW agencies in District 2 and the innovation at our public housing authorities (PHAs) in the State of Alabama.

DHA partners with private landlords and private developers, and I believe that granting DHA the flexibility that comes with the MTW designation will not only expand housing opportunities but develop stronger public-private partnerships with landlords.

DHA's ability to streamline its operations through technology is an added incentive for landlords to participate in the Housing Choice Voucher program along with its landlord education, outreach, and engagement strategy.

The MTW designation will help transform the Wiregrass Metro Area into an even more sustainable, resilient, and equitable place for landlords and voucher holders for generations to come. DHA has consulted with local and state government officials on this strategic community development endeavor. Therefore, I fully support DHA's MTW Cohort #4 Landlord Incentives Plan and encourage your favorable consideration to further our efforts to attract, recruit, and retain landlords in the Wiregrass Metro Area.

Sincerely,



Barry Moore
Member of Congress



THE CITY OF DOTHAN, ALABAMA

POST OFFICE BOX 2128 • DOTHAN, ALABAMA 36302 • 334-615-3000

August 30, 2021

MARK SALIBA
MAYOR
mayor@dothan.org

Marianne Nazzaro
Director, MTW Program
U.S. Dept. of Housing and Urban Development
451 Seventh Street, S.W.
Washington, DC 20410

Re: Dothan Housing Authority's MTW Landlord Incentives Plan Letter of Support

Dear Ms. Marianne Nazzaro,

As Mayor of the City of Dothan, it is my pleasure to write this letter of support for Dothan Housing Authority (DHA) to become an MTW agency with HUD. The approval of DHA's application for the Cohort #4 Landlord Incentives would create a unique resource for the City of Dothan and surrounding areas. As a broker, developer, and member of the Southeast Alabama Association of REALTORS®, the MTW program would change the landscape for landlords in our city and around the region.

I understand that we need landlords to meet our affordable housing demand by supplying their units to rent for Section 8 HCV tenants. Investors in our city are open to working with DHA to house Section 8 HCV families but are often concerned about the cost of participating in the program. However, with the MTW Landlord Incentives initiative being made available in the City of Dothan, this would increase the landlord participation of local "mom and pop" landlords, apartment communities, and other property management companies.

The return on investment (ROI) in real estate is a huge incentive to participate in the Section 8 HCV program. With these innovative landlord incentives planned in the DHA's MTW Plan, our HA will be better positioned to meet the demand for housing in the City of Dothan. The ROI of a signing bonus, security deposit, vacancy payment, and damage payment are ideal scenarios to increase landlord recruitment and retention for DHA. In addition, I support DHA's new platform for landlords to conduct business online, receive direct deposit, attend ZOOM education workshops, and have access to a landlord portal 24/7.

I am impressed with the new initiatives that DHA has launched during my tenure as Mayor, including the completion of four RAD conversions in the last two years. I also applaud DHA for making the cost-effective business decision to close out their public housing program to become a voucher-only agency. Not only will DHA's MTW Plan create a better partnership between landlords and DHA, but it will enhance housing choices, help families reach their self-sufficiency goals, and allow DHA to streamline their business operations through technology.

DHA's MTW Plan will open the door for other housing opportunities for families, veterans, disabled persons, and others needing housing in our city. I am proud to say that DHA's MTW Plan is consistent with the Consolidated Plan of the City of Dothan. This

Ms. Marianne Nazzaro
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MTW designation would assist us with bringing our 2018 City of Dothan's Strategic Affordable Housing Implementation Plan to fruition by positioning DHA as the regional leader in affordable housing through their Wiregrass Regional Voucher Program (WRVP). On behalf of the Mayor's Office for the City of Dothan, I support DHA's MTW Plan, and I look forward to working with them to meet the demands for affordable housing in the City of Dothan by incentivizing landlords to participate in the Section 8 HCV program.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark Saliba". The signature is fluid and cursive, with a prominent initial "M" and a long, sweeping tail.

Mark Saliba
Mayor

Cc: Todd McDonald, Director of Planning and Development, City of Dothan

September 23, 2021

Marianne Nazzaro
Director, Moving to Work Demonstration Program
U.S. Department of Housing and Urban Development
451 Seventh Street, S.W.
Washington, DC 20410

Re: Dothan Housing Authority's Moving to Work (MTW) Application Letter of Support

Dear Ms. Marianne Nazzaro,

As the Executive Director of Alabama Rural Coalition for the Homeless Inc. (ARCH), it is an absolute pleasure to write this letter of support for the Dothan Housing Authority (DHA) to obtain the MTW designation from HUD. ARCH is able to bridge the gap between housing and homelessness under our Continuum of Care (CoC) (HOUSE 507) through sustainable partnerships with progressive public housing authorities (PHAs) like DHA.

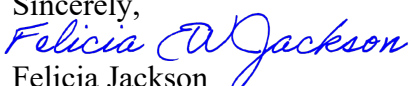
Housing in rural Alabama is scarce, and the COVID-19 crisis has increased the demand for affordable housing. To respond to the situation, the Alabama Balance of State CoC has developed the Rural Alabama Landlord Engagement Roundtable (RALER) Initiative to coordinate and collaborate with local landlords, management companies, and developers. DHA seats on our RALER. With DHA's Wiregrass Regional Voucher Program (WRVP) launch, their Landlord Liaison position has been instrumental in streamlining our efforts to connect with landlords in the counties of Coffee, Dale, Henry, Geneva, and Houston. Some of our landlords have attended their landlord education workshops and orientations to learn more about participating in their HCVP.

Additionally, based on the limited homeless shelters, homeless prevention services, and transitional housing opportunities in the Wiregrass Metro Area (WMA), ARCH partnered with DHA and its affiliate, Our Community Inc. (OCI), to address the affordable housing crisis in the WMA. ARCH awarded OCI \$93,150.00 in grant funding under the ESG-CV and entered into an MOU to sponsor two Rapid Rehousing positions. Previously, ARCH entered into an MOU with DHA to apply for special purpose vouchers (SPVs) under the Foster Youth to Independence (FYI) initiative, Mainstream Voucher Program (MVP), and the Veteran Affairs Supportive Housing (VASH) programs. DHA is committed to providing supportive housing to seniors, veterans, and disabled individuals and families.

We have also worked with DHA to address homelessness and affordable housing in the WMA through our Rapid Rehousing Landlord Incentives Program similar to the MTW activities through our security deposits and signing bonuses for participating landlords. ARCH is confident that the MTW Cohort #4 designation will play an important role in helping our rural communities and our Balance of the State (House 507) address homelessness and the lack of affordable housing opportunities through Landlord Incentives. This is an opportunity of a lifetime for DHA to increase housing choices, implement cost-effective solutions, and assist HCV participants with reaching their highest level of self-sufficiency.

Please accept this letter of support from ARCH for DHA's MTW Cohort #4 Landlord Incentives plan and application.

Sincerely,



Felicia Jackson
Executive Director



Housing Choice Voucher (formerly Section 8) Landlords

Thursday, June 3, 2021
10:00 AM – 12:00 PM

LET YOUR VOICE BE HEARD

Moving to Work (MTW) Landlord Incentives Cohort #4 Plan & Application Package Virtual Focus Group Meeting

Why Attend this Virtual Meeting?

- Give input on our Landlord Incentives:
 - Signing Bonus
 - Damage Payments
 - Security Deposit
 - Vacancy Payments
- Give input on landlord orientations and bi-monthly landlord education workshop topics.
- Give input on how to remove the bureaucracy and red tape of the HCVP for landlords.
- Give input on how to streamline operations of the HCVP through technology.

We Need Your Help

Research shows that using input from landlords participating in the HCVP increased recruitment and retention.

Registration Information

Open Phone Camera, Scan Code & Register
 Or visit the link.
www.dothanhousing.org/focusgroup



For More Questions:

(334).794.6713

www.DothanHousing.org

Dr. Michael C. Threatt
mthreatt@dothanhousing.org

You Could Win



Meeting ID: **865.2118.6847**
 Passcode: **128443**



Housing Choice Voucher (formerly Section 8) Landlords

Thursday, July 1, 2021
3:00 PM – 5:00 PM

LET YOUR VOICE BE HEARD

Moving to Work (MTW) Landlord Incentives Cohort #4 Plan & Application Package Virtual Focus Group Meeting # 2

Why Attend this Virtual Meeting?

- Give input on our Landlord Incentives:
 - Signing Bonus
 - Damage Payments
 - Security Deposit
 - Vacancy Payments
- Give input on landlord orientations and bi-monthly landlord education workshop topics.
- Give input on how to remove the bureaucracy and red tape of the HCVP for landlords.
- Give input on how to streamline operations of the HCVP through technology.

We Need Your Help

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Registration Information

Open Phone Camera, Scan Code & Register
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For More Questions:

(334).794.6713

www.DothanHousing.org

Dr. Michael C. Threatt
mthreatt@dothanhousing.org

You Could Win



Meeting ID: **865.2118.6847**
 Passcode: **128443**





Attention Housing Choice Voucher Program (Section 8) Landlords

Are you interested in a Landlord Opportunity of a Lifetime?

If you are a Landlord, I am offering you the opportunity to participate in a research study and receive a \$25.00 Home Depot Gift Card

Landlords have a voice...We want to learn more about the important role that landlords play in the HCVP (Section 8). We need your help!

Explain the important role landlords play in the HCVP (Section 8)

Give input on how to make the HCVP (Section 8) better

Help develop the understanding of how landlords' feel about the (HCVP Section 8)

Create a better relationship between landlords and Public Housing Authorities (PHAs)

Give input on bonuses, security deposits, vacancy payments, & damage insurance

The research title is as follows:

The Experiences of Landlords Participating in an Alabama Housing Authority's Housing Choice Voucher Program (Section 8)

Are you/do you –

(a) A landlord who has an active Housing Assistance Payment (HAP) contract with a Public Housing Authority (PHA):

(i) rental housing owner

(ii) property manager; and

(b) agree to participate in a Zoom interview or telephone interview; and

(c) willing to sign the informed consent form.

If you are interested and want to learn more, please contact me.

Michael C. Threatt
(813) 841-3662
mt878678@wcupa.edu



Dr. Michael C. Threatt’s Dissertation Title: Using Input from Landlords Participating in the Dothan Housing Authority’s Housing Choice Voucher Program (HCVP) to Streamline Operations and Increase Retention

Table 1: Types of Landlords in the Local Market

Landlord Participant Category	%
Current HAP Contract	
Yes	82.00%
No (Did Not Qualify for the Study)	18.00%
Landlord for at least One-Year	
Yes	94.00%
No (Did Not Qualify for the Study)	6.00%
Landlord Business Model	
Rental Housing Owner	53.00%
Property Manager	18.00%
Both	29.00%

Table 2: Experience Characteristics of Landlord Participants

Landlord Participant Category	%
Real License or Property Management Certification	
Yes	25.00%
No	69.00%
Both	6.00%
Length of Time as Landlord with HCVP	
1 year or less	19.00%
1 to 5 years	25.00%
5 to 10 years	25.00%
10 years or longer	31.00%
Number of Rental Properties Owned or Managed	
1 property or less	50.00%
5 to 10 properties	12.50%
10 to 20 properties	12.50%
20 properties or more	25.00%

Type of Properties Owned or Manager

Single-Family	75.00%
Multi-Family	0.00%
Both	25.00%

Table 4: Improving Communication Responses from Landlord Participants

Improving Communication Category	%
Social Media, Text Messages, Landlord Hotline & Emails	
Yes	100.00%
No	0.00%
Virtual Landlord Liaison (Staff Position)	
Yes	92.00%
No	8.00%
Online and Virtual Training for Landlords & Tenants	
Yes	61.50%
No	38.50%
Online Newsletter with Important Information & Updates	
Yes	85.00%
No	15.00%
Virtual Landlord Advisory Committee	
Yes	85.00%
No	15.00%
Virtual Landlord-Tenant Conflict Resolution Meetings	
Yes	69.00%
No	31.00%
Real-Time Inspection Status Notifications	
Yes	100.00%
No	0.00%

Table 5: Enhancing Customer Service Responses from Landlord Participants

Enhancing Customer Service Category	%
Electronic Documents and E-Signatures Paperless Platform	
Yes	77.00%
No	23.00%
Online Portal to Track Entire Lease-up Process to Payment	
Yes	85.00%
No	15.00%
Landlord Webpage & Web-based Fillable Forms	
Yes	100.00%
No	0.00%
Virtual Landlord Meetings & Landlords Only Phone Number	
Yes	85.00%
No	15.00%
Remote Video Inspections & Digital Pictures for Inspections	
Yes	69.00%
No	31.00%
Online Real-Time Inspection Portal with Live Updates	
Yes	85.00%
No	15.00%
Online Direct Deposit Payment Portal	
Yes	92.00%
No	8.00%
Marketing Units & Responding to Potential Tenants Online	
Yes	92.00%
No	8.00%