



Smart Share Housing Solutions Connections 2020 Annual Report

Smart Share Housing Solutions, a nonprofit 501(c)3 corporation, creates innovative housing solutions that leverage existing resources--adding safe and affordable housing in San Luis Obispo County.



creating housing solutions
by connecting people & homes

Our Programs



NEW!
**TASK
EXCHANGE
OPTION**



NEW!
**SAFER
SHARE**



New--more affordable homeshare option!

With 5-15 hours per week of household task exchange, rent can be reduced to as low as \$150-600/month

No application fees! Call us to learn more:
805-215-5474



HomeShareSLO facilitates matches between home providers--people with an extra room--and home seekers--those looking for a home. Homeshares can be for rent only, partial rent or full task exchange. It helps provide affordable housing with existing resources, allows for aging-in-place, builds community and empowers community members.

Do you have an extra bedroom? Could you use some income or help around the house?
Contact us at 805-215-5474

HomeShareSLO 2020 Milestones:



**128 Clients
Matched in
Housing**

SINCE LAUNCH 2017

AVERAGE HOMESHARE RENT:
\$700/MO

AVERAGE MARKET RENT: STUDIO/1
BD IN SLO COUNTY: \$1200/MO



**\$1,016,400
Benefits to Participants**

SINCE LAUNCH 2017

AVERAGE ANNUAL INCOME
TO PROVIDER: \$8400/YR
AVERAGE ANNUAL RENT SAVINGS
TO SEEKER: \$5640/YR

CURRENT MATCHES FINANCIAL
BENEFIT TO CLIENTS: \$288,000/YR



2020 HIGHLIGHTS

53 HOUSING UNITS CREATED

Since 2017, our program created 53 safe, affordable homes for residents--a savings of \$400,000+ per unit vs. new construction

PROGRAM FEES ELIMINATED

New! No fees for housing seekers, helping us serve lower income residents

ONE MILLION DOLLARS IN CLIENT BENEFITS!

Financial benefits to matched clients in rent income and savings vs. traditional rent reached \$1,016,400 since launch

TWO NEW PROGRAMS

New Reduced Rent Task Exchange homeshare option & Safer Share program launched

Match Story: Celia & Chris



Celia is an active single senior with more house than she needs. She came to HomeShareSLO for help finding a housemate to share her home. Celia and her family value the background screening we conduct for all applicants, and the assistance with writing up a detailed agreement. Chris is her second housemate from our program. When we introduced them, we quickly heard back from both sides that they discovered their families have known each other for years, so they launched their match from a place of trust--a nice way to begin! Celia's income from renting her extra room through our program has totaled \$13,000, helping her with home maintenance, taxes and more. Chris is on a fixed income and had a limited budget for rent. Since launching his match with Celia, he's saved \$5,000 in rent, compared to a studio/one-bedroom apartment.

When Mark's landlord in Morro Bay raised his rent past what he could afford, he knew he had to take action. He wanted to stay in his community, near a disabled family member, but needed help to meet his expenses. Mark attended a Coffee Chat at the Inn at Morro Bay and learned about the homesharing program. He talked to several potential housemates, but when he met Bodhi, a single senior, the combination clicked. She could only afford \$700/mo on her fixed income, so Mark's vintage house near downtown and the Embarcadero was a good fit. The two thoughtful, compassionate housemates soon discovered shared interests. "She's the best possible housemate," says Mark.

Match Story: Mark & Bodhi



“

"In 2020, despite some months on pause due to the pandemic, Smart Share's housing programs still generated \$288,000 in financial benefit directly to vulnerable seniors and lower income SLO County residents, a return of nearly 4x our \$79,000 total program expenses for the year."

MARIANNE KENNEDY
SMART SHARE BOARD CHAIR

HomeShareSLO Matched Clients Say:

81%

**MY QUALITY OF
LIFE IS BETTER**

92%

**I'M ABLE TO LIVE
MORE
AFFORDABLY**

85%

**HOMESHARING
HAS BEEN A
GREAT/GOOD
EXPERIENCE**

Smart Share's response to pandemic challenges

TRANSMISSION RISK



We modified our process for client meetings, according to public health guidelines. We updated our forms and mentoring resources to help housemates navigate new risks. We launched a program to help providers rent rooms without sharing common space.

HOUSING SEEKERS HIT BY INCOME AND CREDIT IMPACTS



We made it easier for more people to qualify by eliminating credit score and income minimums. We eliminated seeker application fees, launched new program with reduced rent (\$150-\$500/mo) for task exchange (5-15 hrs/wk).

HOMEOWNERS MORE ISOLATED, LESS FINANCIALLY SECURE



We cut fees for homeowners by 50-100% and launched two new programs to give them more options

Homesharing showed benefits during quarantine



Matched housemates reported that having someone in the home with them during the shelter at home order in spring 2020 made the ordeal more bearable. Housemates shared tasks like shopping and extra cleaning, and provided much-needed companionship.

“

I would not have wanted to go through this alone.

--Home Provider

[Donate here on Square to assist with our background screening costs--thank you!](#)

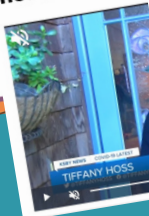
Press coverage helps us reach isolated seniors and others in need



Exchange of needs: A new affordable housing alternative for affected individuals in need of help with



Central Coast non-profit offers solutions for housing relief during pandemic



Issues & Ideas: Smart Share Housing Solutions



By CONSUELO MEUX • SEP 3, 2020

Affordable housing is hard to find on the Central Coast. Smart Share Housing Solutions helps by matching homeowners who have extra bedrooms with those looking for an affordable place to live. Consuelo Meux speaks with CEO Celeste Goyer on this edition of The Nonprofit Story.

Issues & Ideas: Local tourism now, housing matchmaking and the late Su Thao



New SLO County housing program lets you swap work for lower rent

By ANGEL RUSSELL • NOV 21, 2020



Looking for affordable housing? New SLO County program lets you swap work for lower rent



The nonprofit non-profit SLO based in San Luis Obispo, California is offering a rental reduction program for those willing to take on tasks while they live. BY LAURA DECKER

New programs launch in November 2020



I have an extra bedroom.
I'd like to find a housemate
who could pay rent or
help around the house.

Home Provider

I'm looking for housing
that I can afford. I would
like to share a house.

Housing Seeker



NEW!!
REDUCED RENT
HOMESHARES
WITH
TASK
EXCHANGE

TASKS INCLUDE:
LIGHT HOUSEKEEPING
PET CARE
RIDES TO APPOINTMENTS
YARD WORK
MEAL PREPARATION
COMPANIONSHIP

Learn more:
homeshareslo.org
805-215-5474

OUR PROGRAM'S MULTI-STEP
PROCESS:
MAKES INTRODUCTIONS
HELPS WITH AGREEMENTS
BACKGROUND SCREENS ALL
APPLICANTS

NEW!!

Smart Share's new program helps homeowners understand their options for adding an additional housing unit to their residential lot, from JADUs to garage conversions. A separate living space can provide rental income or family flexibility without sharing common space.

Would you like to explore your home's potential for another living space? Call us and learn more.

805-215-5474



**HELPS HOMEOWNERS
CREATE A SEPARATE UNIT
IN THE HOME FOR RENTAL
INCOME OR FAMILY
FLEXIBILITY**

CO-LIVING COLLABORATIVE

In 2020, we reviewed and assessed opportunities to get involved with the conversion of older motels, B&Bs and other commercial structures into affordable housing.

Know of a property that could work for a co-living center? Give us a call at 805-215-5474.



Follow [Tiny House Consulting on Facebook](#) for the latest tiny house and ADU news



TINY
HOUSE Consulting

In 2020 we began a partnership with an arts and sustainability nonprofit on a proposal for affordable housing in tiny homes on wheels on a downtown historic site. This would be a very visible showcase for a tiny house micro-village in a beautiful setting, so we're excited about the project. **Stay tuned for more news and opportunities to get involved!**



Who's answering the phone at Smart Share?

PROGRAM COORDINATOR

Shona Pruitt

Shona joined Smart Share in May 2020 and is our first point of contact for clients via phone and email inquiries. With a background in social serving nonprofits in SLO county, Shona has a heart for helping. We're very glad to have her aboard and hope you enjoy speaking with her!



SPRING 2020 TRAINING SESSION

Volunteer Client Services

In Spring 2020, we welcomed a new group of volunteers for a training program to prepare them to assist HomeShareSLO staff with client intake and matching services. Big thanks to Stephanie Teaford, our wonderful Outreach Director, for putting this effort together, and to our great group of community-minded volunteers for participating. The shelter at home order put a hold on in-person volunteer service, but we're thankful for our Volunteer Coordinator Carol Lambert and her team still helping with phone-based tasks.



Smart Share Housing Solutions Financial Summary 2020

Income

Program fees	\$3,750
Grants	\$33,690
Donations	\$23,970
COVID Payroll Loans:	\$19,385
Total:	\$80,795

Expenses

Client screening	\$1,200
Admin	\$5,289
Program staff	\$70,050
Program/outreach	\$2,126
Total:	\$78,665

*With thanks to the Community Foundation of SLO, the County of San Luis Obispo, the Cities of Grover Beach, Pismo Beach, Morro Bay, San Luis Obispo and our generous donors.

Thank you for your support through the challenges of 2020 as we continue our work to prevent homelessness, help seniors age-in-place, and create more affordable housing options for all SLO County residents.

“

CELESTE GOYER
SMART SHARE EXECUTIVE DIRECTOR

[DONATE HERE](#)
[ON SQUARE](#)

Join us in helping seniors, preventing homelessness and making efficient use of existing housing resources

\$25 Supports Housing Education/Mentoring for 3 Clients

\$50 Provides Background Screening for 1 Client

\$100 Supports 5 Assessment/Intake Visits to Isolated Seniors

\$1000 Provides Safer Share Mentoring and Senior Home Safety Assessments
for 10 Lower Income Homeowners

\$2000 Creates a Safe Affordable Home through Sponsorship of a HomeShare
Match

Please donate online via Square or mail check payable to Smart Share Housing Solutions
P.O. Box 15034 San Luis Obispo, CA 93406 www.smartsharehousingolutions.org
805-215-5474 info@smartsharehousingolutions.org

We are a 501(c)(3) nonprofit. Your tax deductible gift is gratefully appreciated!

With gratitude for our 2020 Donors

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How You Can Help:

Donate

Volunteer

Set up a Monthly Donation

Add an ADU or JADU as Housing

Help Spread the Word

Planned Giving & Bequests

Gifts of Stocks & Real Estate

CONTACT US

805-215-5474

info@smartsharehousingsolutions.org

www.smartsharehousingsolutions.org

Office Hours: Monday - Thursday 9-6

We are a 501(c)(3) public benefit non-profit corporation. Smart Share Housing Solutions is a member of the National Shared Housing Resource Center and follows Fair Housing guidelines. Our Federal I.D. number is EIN# 82-3151265.

For complete financials, please contact us.



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STAFF:

Shona Pruitt, Program Coordinator Celeste Goyer, Executive Director