

ICP Seeks Landlords to Participate in its *Apartment Incentive Program* for Leasing to Voucher Families in High Opportunity Areas

ICP seeks landlords with units in high opportunity areas of the Dallas Metroplex. By "high opportunity" we mean safe and secure communities with higher median incomes, good schools and low poverty. To recruit landlords who do not currently participate in the housing choice voucher program, ICP has developed a proposal for a sublease, patterned after the corporate lease model, in an effort to make it easy and convenient for a landlord to participate. As an alternative, ICP also has a proposal to act as a third party guarantor for these families in effort to enable them to get housing in high opportunity areas.

HUD's new zip-code based maximum voucher rents and other elements of the program allow a family to afford the rents for many units in high opportunity areas. Our proposal is based on ICP's ten years of experience in working with tenants, landlords and the Dallas Housing Authority to provide housing opportunities for ICP's clients. In fact, ICP has its own experience as a landlord in contract with Dallas Housing Authority and other local voucher agencies, and we understand some of the concerns. However we believe, based on our experience, that such concerns can be effectively addressed in a way that works for everyone involved. ICP brought this proposal to the attention of Apartment Association of Greater Dallas. The President of the Association, Mike Clark, stated that the proposal has merit and has offered to work with ICP to educate owners about the program.

Summary of the Sublease Program

The program would be available for up to five voucher families per complex. Under the sublease, ICP would assume the role and responsibilities of a corporate entity who would mirror the all-private corporate housing model that has worked well for the apartment industry for years. ICP would lease three to five (3–5) units in an apartment community. Utilizing criteria approved by both parties, ICP would assume responsibility for finding and screening qualified voucher residents, pay agreed lease amount in a timely manner, and respond to all resident issues, including (if necessary) eviction in a business-like fashion. Incentives for the landlord to participate include financial incentives in the amount of one month's contract rent for each unit under contract, and other financial and related benefits outlined below.

Suggested master lease provisions:

- The term of the master lease would be jointly agreed upon.
- The number of units covered by the master lease would not be more than five (5) per complex.
- ICP would be solely responsible for the complete rental cost, including tenant payment, utilities and any other legitimate fees.
- ICP would make the above-mentioned incentive payments in addition to the actual rent for participation in the program.
- ICP would not request any additional voucher units during the term of the contract.
- Tenant selection would be subject to the landlord's approval based on existing selection criteria.
- ICP would assume responsibility for all damages and costs of repair beyond normal wear and tear.
- The master lease could end for one or more units after notice by either party equal to the greater of either thirty (30) days or the remaining term of the HAP for the unit.

Guarantor proposal

We think the sublease proposal is a good one. But if you are not interested in that approach, ICP could act as a third party guarantor for these families to enable them to get housing in your complexes. ICP's program for the guarantor model would be an adaptation of the Texas Apartment Association Lease Contract Guaranty. The advantage to this approach is that ICP would not act, as an intermediary between you and the tenant, but would offer financial assurances. ICP would also provide assistance with resolving issues that may arise in dealing with the Dallas Housing Authority.

Note: ICP's program for the guarantor model would be an adaptation of the Texas Apartment Association Lease Contract Guaranty. The advantage to this approach is that it would avoid ICP acting as an intermediary between you and the tenant, while offering financial assurances. ICP would also provide assistance with resolving issues that may arise in dealing with the Dallas Housing Authority.

Interested? Want more details?

Call (214) 939-9239 or email info@inclusivecommunities.net and ask about the "Apartment Incentive Program"