

from HOTEL *to* HOME

Converting Hotel/Motels to
Permanent Supportive Housing



General Overview

Policy Framework

HUD Statutory Goals:

- Provide Decent Housing
- Provide a Suitable Living Environment
- Provide Expanded Economic Opportunities

American Rescue Plan Act of 2021

Provides HOME-ARP funds through U.S. Department of Housing and Urban Development (HUD) to assist individuals or households who are homeless, at risk of homelessness, and other vulnerable populations, by providing housing, rental assistance, supportive services, and non-congregate shelter in order to equitably reduce homelessness and increase housing stability across the country. Fulton County was awarded \$2.4 million in HOME-ARP funds.

In response to the COVID-19 pandemic, states and communities across the country have explored options to assist persons experiencing homelessness. As a solution many have implemented plans to acquire and convert hotels/motels into affordable and supportive housing. Examples include:

Nonprofit/Lead	Location	Hotel
A Roof Above	Charlotte, North Carolina	Quality Inn
Partnership Homes	Greensboro, North Carolina	Regency Inn
Ft. Worth Housing Solutions	Fort Worth, Texas	Extended Stay
Ft. Worth Housing Solutions	Fort Worth, Texas	Home Towne Suites
Colorado Coalition for the Homeless	Denver, Colorado	Quality Inn & Suites
State of California – HOMEKEY	Statewide Initiative	Multiple Properties
Health Through Housing Initiative	Seattle, Washington	Inn at Queen
Health Through Housing Initiative	So. King County, WA	Extended Stay Renton
Health Through Housing Initiative	Seattle, Washington	Holiday Inn Express
Health Through Housing Initiative	East King County, WA	Silver Cloud

Permanent Supportive Housing

Types of services provided:

- Intensive case management
- Behavioral health services
- Medical services
- Financial literacy
- Basic needs
- Transportation
- Employment services
- 24-hour security

Keys to a Successful Project

- Design & Development Team
- Commitment of long-term operating subsidies
- Commitment to services funding
- Availability of capital funding for moderate rehabilitation
- Connection to shelter operators and supportive housing service providers
- Property management

Example: A Roof Above Charlotte, North Carolina



88 – Room Quality Inn Property

Hotel to be converted to permanent supportive housing

Roof Above is a non-profit homeless service provider serving 1,200 people per day through services ranging from street outreach, day services, emergency shelter, and permanent supportive housing.

Projected Project Cost - \$12M

Includes:

- Property acquisition - \$5.4M
- Anticipated Renovations and initial operating costs - \$4M

Illustration – Interior Space A Roof Above



Typical Room

- Kitchenette
- Bathroom
- Mini-refrigerator
- Bed
- Dresser
- Microwave
- Television
- Desk/Chair
- Sofa/living area

King County, Washington Health Through Housing Initiative (HTH)



Former Hotel Name	City, Subregion	Price	Room Count	\$\$/Door	Age/Rehab
1. Inn at Queen	Seattle	\$ 16,500,000	71	\$ 232,394	1930/1985
2. Extended Stay Renton	Renton, South King County	\$ 28,600,000	110	\$ 260,000	1998/2007
3. Holiday Inn Express	Seattle	\$ 17,500,000	99	\$ 176,768	2001/2010
4. Silver Cloud	Redmond, East King County	\$ 28,250,000	144	\$ 196,181	1984/2005



King County, Washington

Health Through Housing Initiative (HTH)

Financial Model

Program Area	Cost Estimates
Core Components	
Site Acquisition	\$200,000-\$300,000/unit
Building Operations	\$10,000-\$15,000/unit/year
Comprehensive Services; On-site 24/7 Staffing	<u>\$7,500-\$10,000/unit/year</u> \$20,000-\$25,000/unit/year
Site Rehab	<\$100,000/unit
Other Components	
Behavioral and physical health care (mobile and onsite)	Funded with other sources, including federal COVID funds, Medicaid
Outreach/Engagement	*Estimates vary
Additional Construction	+\$400,000/unit

Permanent Supportive Housing Fort Worth Housing Solutions 2020 Extended Stay Hotel Conversion



HomeTowne Studios



Casa De Esperanza Ft. Worth, Texas



Formerly Home Towne Suites – 122 Units

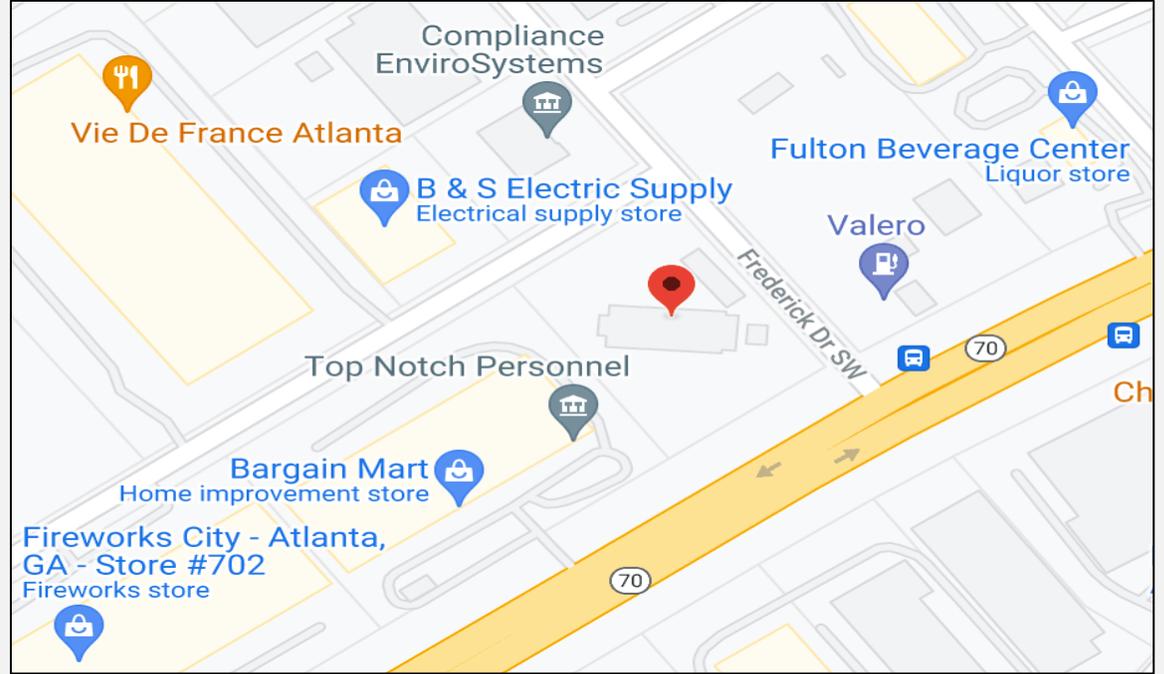
Casa De Esperanza Ft. Worth, Texas



Interior Space



Potential Fulton County Site



Red Roof Inn – 4430 Fredrick Drive, SW 30336

106 Rooms of five floors

Parcel Number: 14F-0056-LL-030-6

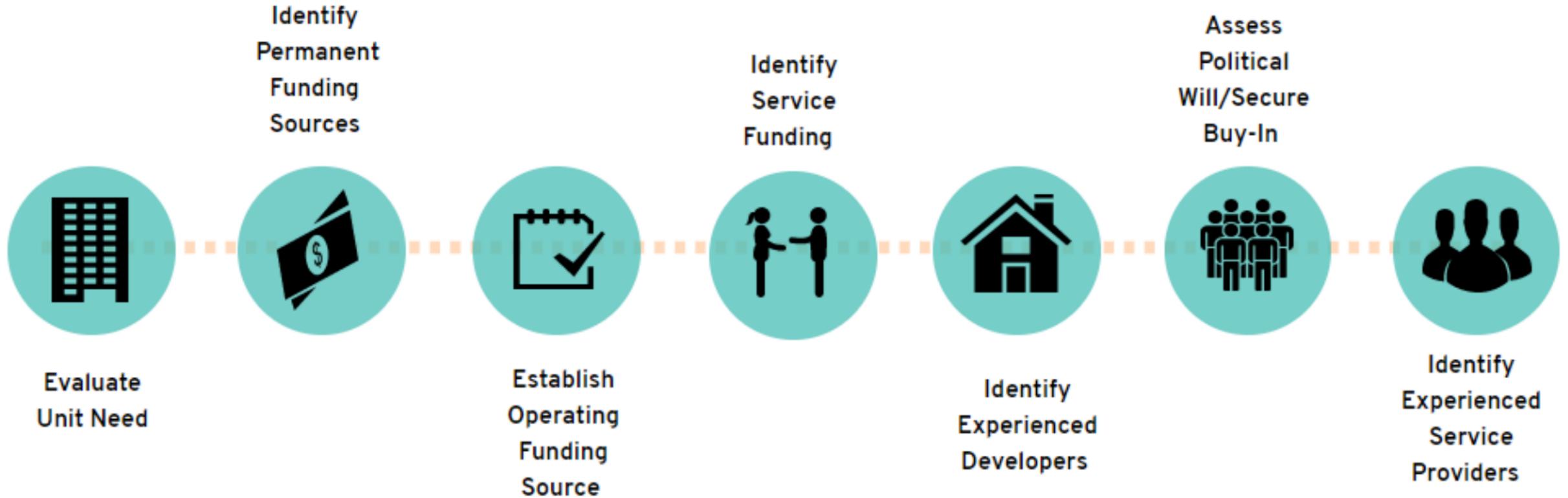
Located just off Interstate 20

Building Size: 61,612 sq. ft.

Zoning: M2

Year Built: 1966

Permanent Supportive Housing Readiness Checklist





Funding and Entitlement Agencies

Funding and entitlement agencies with an interest in expanding access to high-quality supportive housing.



Housing Developers

Culturally responsive, affordable, and supportive housing developers with capacity and interest in creating high-quality supportive housing.



People with lived expertise

People with lived expertise to help drive strategy that expands access to supportive housing and shapes quality services.



Service Providers

Culturally responsive supportive housing and emergency shelter providers with an interest and capacity to deliver high-quality housing and services.