

## Entry Form 2017 Annual Awards for Program Excellence

Entry Deadline: Thursday, June 15, 2017, Midnight ET

Each entry must include a completed entry form. Please complete a form for each entry your HFA is submitting. The completed entry form will become the first page of your entry.

This form is a fillable PDF. Type your information into the entry form and save it as a PDF. Please do not write on or scan the entry form. **Questions: Call 202-624-7710 or email awards@ncsha.org.** 

<b>Entry Title:</b> Enter your entry's title exactly as you wish it to be published on the NCSHA website and in the awards program.
Category:
Subcategory:
<b>Entry Summary:</b> A 15-word (max) summary of the program, project, or practice you are entering.
HFA:
HFA Staff Contact:
Phone:
Email:
Visual Aids: Payment:

Are you mailing to NCSHA 10 copies of any visual aids that cannot be included in your entry PDF? Yes No

My HFA is mailing a check to NCSHA.

My HFA is emailing the credit card authorization form to awards@ncsha.org.

#### **Facing a Crisis**

Rhode Island's housing crisis didn't end in 2013. Our state's struggle has been belabored due to three converging factors:

- Reduced Funding
- Increased Demand
- Lack of Affordability

It was within this context that we joined forces with a broad coalition of housing partners, advocates, business owners and others to undertake a statewide campaign for the **successful passage of a \$50 million Housing Bond.** 

#### The Campaign

Even before the General Assembly session began, RI Housing joined affordable housing advocates and the State's Housing Resources Commission in calling for a new housing bond in the Governor's FY17 budget. That advocacy paid off with a \$40 million Housing Opportunity Bond included in the Governor's budget proposal which was increased to \$50 million by the General Assembly: \$40 million for the construction and preservation of affordable housing, and \$10 million for blight remediation.

Following the General Assembly session, the United Way of Rhode Island stepped up to lead the campaign and donated \$50,000 to get things started. A steering committee was formed: RI Housing, RI LISC; Housing Network of Rhode Island; Rhode Island Coalition for the Homeless; Rhode Island Interfaith Coalition; Public Housing Association of Rhode Island; and HousingWorks RI at Roger Williams University. A campaign organizer and public relations firm were hired and strategy and fundraising began for the "Yes on 7" Campaign. The steering committee created a \$150,000 fundraising goal which ultimately they exceeded – raising \$161,800 dollars to support a successful campaign.

#### **Strategic and Coordinated Effort**

The successful campaign relied on **seven overarching strategies** in creating awareness of and support for the bond:

- 1. **Events** Multiple campaign events, attended by local, state and federal officials, including ribbon cuttings, ground breakings and ceremonial events, as well as key speaking opportunities and supporter engagement events across the state.
- 2. **Communications/Public Relations** Creation of key messaging for the event: "For Homes, For Jobs, For Rhode Island." This messaging was an integral part of all campaign strategies crafted to present housing as an important economic driver.
- 3. Media Relations Strategic placements of local media opportunities to highlight previous bond dollars being put to use, and to demonstrate the overwhelming need for the state to invest more money in housing. These strategies laid the groundwork for earned media coverage, 73 stories in total!
- 4. **Digital and Social Media** Creation of a Facebook page (2,761 page likes), Twitter account, and a campaign website. All sites were used to share videos, success stories, messaging, supporter toolkits, showcase endorsements and campaign news.
- 5. **Campaign Collateral Materials** Comprehensive marketing materials were created, expanding on the same visual elements of a previous housing campaign, which was also number 7 on the ballot. This allowed the campaign to use the same marketing design, saving a significant amount of money.

- 6. **Paid Media** Radio ads (649 radio buys reached 810,000 listeners); Digital banners on local news websites; Print media and paid Facebook advertisements/promotions that along with unpaid Facebook ads had more than 1,000,000 views.
- 7. **Get out the Vote** The campaign manager engaged Brown University steering committee members and other volunteers to door knock across the state. On the day of the election, advocates stood outside polling stations urging voters to "Vote Yes on 7!"

The campaign received endorsements from more than 40 organizations statewide, including non-profits, chambers of commerce, trade organizations and a local union (see attached).

The bond campaign relied heavily on social media, particularly Facebook, to get the word out. Three videos were made highlighting the **three components of the campaign's message: Homes, Jobs, and Rhode Island**. The videos tell the story of the impact of previous housing bond on people and developments across the state. These videos were broadly distributed in paid sponsorship Facebook posts and via the broad coalition of supporters. The videos message housing as economic development and an asset to neighborhoods and communities, underlying the need for state funding to support the bond and thereby, support affordable housing.

#### **A Broad Coalition of Support**

The broad coalition of supporters and stakeholders meant the campaign connected with multiple industries and constituencies across the state while also utilizing these partnerships to spread the word in creative and meaningful ways. RI Housing used our role as the state housing finance agency to develop data that supported the need for increased state investment in housing, strengthened the public, private and nonprofit partnership that formed in support of the bond, and provided opportunities to advocate effectively for the bond.

RI Housing's work to support the campaign included:

- 1. **Projecting Housing Needs Report:** During the 2016 session, RI Housing released a report projecting the State's housing needs over the next ten years. The report showed RI's population growing 3-5% by 2025 and households growing even faster, resulting in the need for more than 35,000 housing units over the next ten years. The report also showed that almost all of these new households will earn less than 120% of the median income. The report was cited extensively by many partners during the campaign to place the bond on the ballot and in direct advocacy to voters
- 2. **Comparison of State Investment in Housing:** One of the most impactful and heavily used graphics in the bond campaign was a graphic developed by RI Housing showing the investments our New England neighbors are making in housing and homeless programs compared to RI. In fiscal year 2016, RI invested \$8.46 per capita spending on housing and homelessness, while Massachusetts spent \$99.72, and Connecticut spend \$76.98. Effectively communicating this disparity in investment was compelling during the bond campaign.
- 3. **Participating in Working Group:** RI Housing staff participated in the housing bond campaign working group, which selected the consultant team and developed and implemented campaign strategies.

4. **Facilitated Campaign Events:** RI Housing worked with for profit and non-profit housing partners to hold ribbon cuttings and groundbreakings across the state to raise support for the housing bond. In total, RI Housing helped organize and participated in 13 development-related events in 2016 attended by more than 25 local, state and federal elected officials. These events were critical in raising support for the bond, but also engaged elected officials at every level to build understanding and support for the developments we finance.

#### **Results**

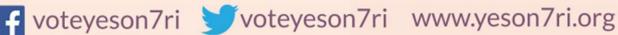
The results paid off: On election day, the bond was approved with 58% of voters supporting the ballot measure and 25 out of 39 communities voting in favor.

#### **Building on the Momentum**

The passage of the Housing Bond was a great success, but only the first step in a long-term effort to increase State investment in housing development. The United Way RI continues to convene the Steering Committee which is now focusing on coordinating statewide efforts to build awareness of the need for housing and to increase state investment in housing and homelessness programs.

#### **Social Media**





#### Facebook:







#### **Twitter**



## Vote Yes On 7 RI @voteyeson7ri

On election day, Vote Yes On 7 to approve \$50 million for the construction of affordable homes and apartments across Rhode Island. For Homes. For Jobs. For RI!

Rhode Island, USA

€ yeson7ri.com

Joined August 2016









#### **Collateral Material**

Front and back of palm cards (in both English and Spanish):















Printed materials included flyers, palm cards, lawn signs, t-shirts, even pumpkins!



#### Supporter Action Toolkit

#### BACKGROUND

A safe affordable place to call home is the American dream and the bedrock of our neighborhoods and communities. Unfortunately, with some of the highest housing costs in the nation too many Rhode Island families, seniors, and veterans are struggling to find an affordable home or apartment, while also making ends meet.

We can address this issue that's holding back our economy by investing in housing opportunities for all Rhode Islanders. On November 8th, voting Yes on Question 7 will approve a \$50 million Housing Opportunity bond for the construction of affordable homes and apartments across Rhode Island, and to help our cities and towns revitalize blighted and foreclosed properties.

#### **7 SIMPLE WAYS YOU CAN HELP**

Leading up to November 8th, it's going to take a lot of hard work, and a network of powerful supporters, like you, to help us win Question 7! Thank you for your interest in supporting our campaign. Here are some steps you can take to help.

#### 1. Support our Vote Yes on 7 campaign on social media.

- Follow, like, and share our campaign: voteyeson7ri voteyeson7ri
- On Twitter: Like or share @voteyeson7ri tweets on your account, or your organization's Twitter account, retweet content, and share quick facts or interesting messages to show your support. Example tweets include:
  - o We can address the issue that's holding back our economy. Vote Yes on 7 to invest in housing opportunities for all RI'ers
  - Our state is dead last for new housing starts from 2011-2015. We need to build more housing. Come November 8, Vote Yes on 7 to help
  - MA invests \$99 per capita, CT invests \$76, RI only \$8 per capita on affordable housing & homelessness prevention programs #VoteYesOn7
  - Creating jobs = economic progress. Voting #YesOn7 will create 1,700 good paying jobs for RI's building and construction workers
  - o The availability of affordable housing is essential for RI's employers to attract & retain the workforce they need to succeed & grow
- On Facebook: Use your Facebook and/or organization's account to share Yes on 7 campaign posts, and encourage your followers on election day to Vote Yes On 7 to approve \$50 million for the construction of affordable homes and apartments across Rhode Island. Take your Facebook support farther by saving the Yes on 7 image banner (download and save from here) as your Facebook profile banner image, or a smaller Yes on 7 campaign image (download and save from here) as your Facebook profile picture.
- On Instagram: Use your Instagram account and/or your organization's Instagram account leading up to the November 8th election by displaying the Vote Yes on 7 campaign logo (download and save from here), and encourage your followers to Vote Yes on 7!

#### 2. Does your organization have a newsletter or blog? Post on it!

Share the latest news from the campaign, and help build support for Yes On 7 by adding campaign images and news to your newsletter, blog, or website. If you would like help with content or image files, please contact: info@yeson7ri.com

Yes on 7 - Supporter Action Toolkit | 1

#### **Endorsements/Broad Coalition of Support**



Development Corporation



**Smith Hill Community Development Corporation** 

#### **Digital Content**













#### **Links to Videos**

http://yeson7ri.com/watch-our-yes-on-7-video-for-homes/

http://yeson7ri.com/watch-our-yes-on-7-video-for-homes-the-ortiz-family/

http://yeson7ri.com/nbc-10-business-lunch-building-new-housing-in-ri/

http://yeson7ri.com/watch-our-yes-on-7-video-for-jobs/

https://www.youtube.com/watch?v=7YJLLyj2mGU

#### **Links to Radio**

http://yeson7ri.com/listen-to-our-yes-on-7-radio-ads/ http://yeson7ri.com/watch-our-yes-on-7-video-homes-for-our-vets/

#### **Press Coverage Clippings**



## Governor, mayors urge voters to approve housing bond on November ballot

September 15, 2016

By Christine Dunn Journal Staff Writer

PROVIDENCE - Governor Raimondo joined housing advocates downtown Thursday afternoon t boost the Yes on 7 campaign in support of the \$50-million Housing Opportunity bond that will be Ouestion 7 on the Nov. 8 ballot.

The mayors of Providence, Pawticket and Central Falls, Jorge Elora, Donald Grebien and James Diossa, were also on hand for the event, held at the Gately Building, a historic building a 2 Bayley St. that was renovated with preriously-approved housing bond money. The space now includes a commercial kitchen, community space, and 13 affordable apartments for low-income residents.



Particket Mayer Detail Grebier and Governor Ratmondo laugh it a joke during speeches at the Question 7 campaign kickoff in Harlicket Thursday afternoon. The Providence Journal / Kirs Child



# Gately Building highlighted as affordable housing success story

September 7, 2016

By Ethan Shore

PAWTUCKET - State officials chose the gleaming new Gately Building at 2 Bayley St. as their launching pad for the "Yes on 7" campaign promoting the state's \$50 million housing opportunity bond on the ballot in November.

The 1914 structure has been completely transformed with the addition of 13 central units for lowincome Rhode Islanders, Farm Fresh Rhode Island's Harvest Kitchen Program, and community space.

Got: Gins Raimondo told the crowd outside the Gately Ruddino last Thursday that housing is an



#### News

- 11-02-16 Editorial: Vote yes on Question 7, Providence Journal
- 11-02-16 Question 7 would bring more affordable housing to Pawtucket, Valley Breeze
- 11-02-16 Herbert Weiss: Housing Report Supports Push to Approve Question 7,
   Colorans Province
- 10-31-16 Anthony Maione and Brenda Clement: Addressing R.I.'s housing crisis, Commentary, Providence Journal
- 10-31-16 On the ballot, Question 7: Housing advocates back \$50M bond, Providence Journal
- 10-29-16 Question 7: Bond would increase funding for affordable-housing programs, Newport Daily News
- . 10-27-16 Letter: We need more affordable housing, The Independent
- 10-27-16 Letter: Too many Rhode Islanders struggle to find housing, East Greenwich Pendulum
- . 10-21-16 5 Questions with Brenda Clement of HousingWorks RI, Providence Business News
- . 10-20-16 Business Lunch; Building new housing in RI, NBC-10
- . 10-17-16 It begins at home in Olneyville, Convergence RI
- 10-14-16 Advocates celebrate construction of new affordable-housing units in Oineyville Providence, Providence Journal
- 10-07-16 Question 7: Vote Yes, Editorial, Providence Business News
- 10-07-16 Affordable housing advocates celebrate start of project in Providence, Providence Journal
- · 10-05-16 Town's mill history is preserved at Ashton Village, Valley Breeze
- . 10-05-16 Housing costs a major barrier, Kids Count says, Newport Daily News
- 09-28-16 Housing prices rise again, Editorial, Providence Journal
- · 09-20-16 Gately Building highlighted as affordable housing success story, Valley Breeze
- 09-15-16 Governor, mayors urge voters to approve housing bond on November ballot, Providence Journal
- 09-14-16 Rental Costs Up, Lack Of Affordable Housing Persists Statewide, Rhode Island Public Radio
- 09-14-16 Report: Aging population in R.I. faces lack of affordable housing, Providence Journal
- 08-26-16 New affordable housing complex in Providence features small farm plots where residents can harvest produce, AP
- 08-24-16 Charlestown breaks ground for 24 units of affordable housing for the elderly, Providence Journal
- . 08-24-16 From havoc of Sandy to help for seniors, Westerly Sun
- 07-20-16 Last yet again, Editorial, Providence Journal
- 07-11-16 Karen Santill: Money for housing crucial for R.I. homeless, Commentary, Providence Journal
- 04-27-16 Market Square building gets a makeover, Valley Breeze
- 11-10-15 Rhode Island One Step Closer to Ending Veterans Homelessness, Affordable Housing Finance
- 11-08-15 R.L. on track to end homelessness for vets, Providence Journal
- 11-07-14 Affordable housing for veterans, newly completed in Providence, Westerly to be celebrated, Providence Journal
- 09-15-14 Smith Hill CDC and Sojourner House Open Housing for Domestic Violence Victims, GoLocalProv

#### **Editorial Support**



Over the past decade, Rhode Island has spent tens of millions of dollars to make housing affordable to people who otherwise would have been unable to buy a home or rent an apartment.

In 2006, voters approved a \$50 million bond to pay for the creation of income-restricted homes and apartments. In 2012, voters approved a second bond, for \$25 million.

Combined, those bonds helped to produce 1,943 housing units, and that is not the only investment Rhode Island made in this area. For more than a decade, the state also contributed several million dollars a year to a program that provides rental assistance to the poorest families.

These efforts, while laudable, have not done enough.

A study completed this year for Rhode Island Housing, a state agency that provides loans to buyers and invests in housing by selling tax-exempt bonds, found that the state will need at least 3,500 new housing units each year through 2025. Without them, many millennials and retirees will be priced out of the market. But as the study noted, this would require Rhode Island's rate of housing production to more than triple.

At the same time, the study also found that Rhode Island's rental vacancy rate was 4.4 percent in 2015 — far below the national rate of 6.7 percent, and a sign that high demand and low supply are pushing up rental costs.

Clearly, more needs to be done, and we urge Rhode Islanders to vote yes on Question 7 on the Nov. 8 ballot. If approved, this ballot question would allow the state to borrow \$50 million. Most of that money, \$40 million, would help to produce 800 housing units, while \$10 million would help to address urban blight — renovating residential and commercial properties as well as public and community spaces.

It's important to note that while Rhode Island has spent tens of millions of dollars on housing, it is spending little compared to its neighbors. For the fiscal year that ended June 30, Connecticut spent \$76.98 per capita to address housing needs and homelessness, and Massachusetts spent \$99.72. Rhode Island spent a mere \$8.46, according to the Rhode Island Housing report.

It's also important to note that housing production in Rhode Island has been last or second-to-last among the 50 states for more than a decade, according to the U.S. Census Bureau. That is not just because of the state's small size. Numbers compiled by Rhode Island Housing show that in 2015, the state was last on a per capita basis. Rhode Island had 1,067 people for each building permit issued. The next lowest, at a distant 49th, was Illinois, at 660.

Few needs are more basic than housing. Every person, every family, needs a place to live, and yet the numbers show Rhode Island isn't meeting the need. The result: Many people cannot afford a place to live, or they are paying more than they can afford. This only hurts Rhode Island's economy. A poor housing market raises red flags for businesses that might want to expand or relocate here. And, to the extent that Rhode Island's economy does grow in the coming years, the shortage of housing will only get worse.

Backers say passage of Question 7 would help the local economy in another way as well, by creating 1,700 construction jobs and leveraging an additional \$160 million in federal and private investment.

All in all, there are many reasons to support Question 7.

#### **Website Navigation**



#### For Homes

- Investing \$50 million in the construction of 800 affordable homes and apartments will help thousands of Rhode Island families, seniors, and veterans struggling to make ends meet in this difficult economy.
- About half of renter households cannot affordably rent an average-priced 2-bedroom apartment in any Rhode Island city or town.
- Half of Rhode Island renters, 33% of home owners with a mortgage, and 20% of home owners without a mortgage are considered cost burdened, meaning after paying for housing costs there's little money left over to pay for basic living needs.

#### For Jobs

- Voting Yes On 7 will create 1,700 good paying jobs for Rhode Island's building and construction workers.
- The \$50 million Housing Opportunity bond will leverage an additional \$160 million in federal
  and private investment in our communities.
- The availability of affordable housing is essential for Rhode Island's employers to attract and retain the workforce they need to succeed and grow.

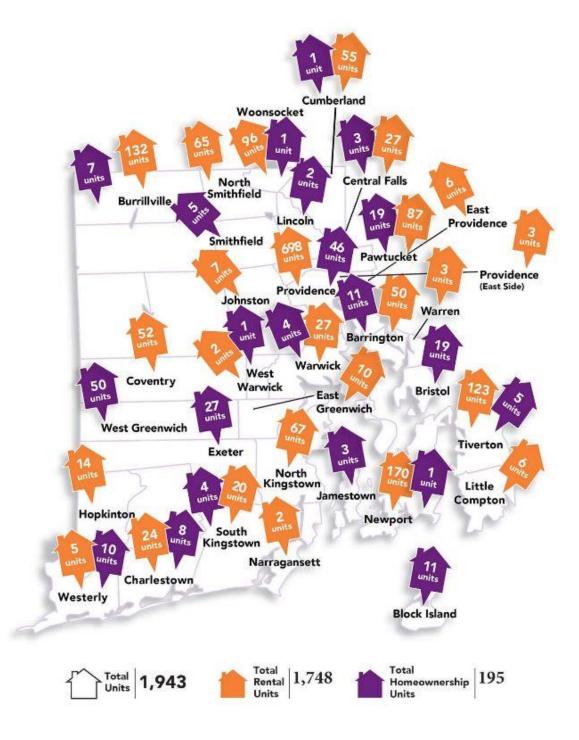
#### For Rhode Island

- Helping address blighted and foreclosed properties will remove eyesores and spark revitalization in neighborhoods and communities across Rhode Island.
- Rhode Island ranked dead last in the nation for new housing starts from 2011-2015. We need
  to build more housing and that's exactly what Voting Yes On 7 will invest in.
- Compared to our neighbors we're not investing nearly enough in building affordable housing. Massachusetts invests \$99 per capita, Connecticut invests \$76 per capita, while Rhode Island only invested \$8 per capita on affordable housing and homelessness prevention programs.

### 'Get Involved' Page

	nvolved
90500	u for your interest in the Yes On 7 Campaign. To learn about <b>7 simple steps</b> you can take to get involved, view our <b>Yes On 7 Supporter Action Toolkit.</b>
	ns lawn signs are available for pickup at United Way of Rhode Island's office at 50 Valley St, ce, RI 02909.
Join Yes (	er Door Knocking Days On 7 supporters as we go door-to-door to spread the word about Question 7 and the need in affordable housing. Just click on the date(s) below to register for a door knocking day.
October :	22 – Yes On 7 Volunteer Door Knocking Day #1
October 2	29 – Yes On 7 Volunteer Door Knocking Day #2
Novembe	er 5 – Yes On 7 Volunteer Door Knocking Day #3
Join Our	Volunteer List
Name	
Address	1
Address	2
City	
Email	
I am willi Post	ng to: a yard sign  Knock on doors Spread the word at community events

#### **Infographic Map**



#### **Blog Posts**

#### Yes On 7 Campaign Kickoff

Over 200 supporters gathered today to kickoff the Yes On 7 campaign and urge passage of Question 7, a \$50 million affordable housing bond on November's ballot:

Thank you to Governor Gina Raimondo, Mayor Donald R Grebien, Mayor Jorge Elorza, Mayor James Diossa and all of the business and community leaders who joined us today!

Yes On 7! For Homes. For Jobs. For Rhode Island

Media Coverage:

- Governor, mayors urge voters to approve housing bond on November ballot, Providence lowered.
- Gately Building highlighted as affordable housing success story. Valley Breeze



## THIS is what affordable housing looks like! The Meadows in North Smithfield

THIS is what affordable housing looks likel 80 affordable senior housing apartments at The Meadows in North Smithfield. A project made possible by funding from Rhode Island's last affordable housing bond. #YesOn7RI #ForHomes



#### THIS is what affordable housing looks like! Veterans for Tomorrow in Providence

☆ September 22, 201

THIS is what affordable housing looks like! Veterans for Tomorrow in Providence provides 20 affordable homes for homeless and disabled veterans. A project made possible by funding from Rhode Island's last affordable housing bond. #YesOn7RI #ForHomes





## Sankofa Apartments: Investing in affordable housing and urban agriculture

∰ August 26, 201

Community and elected leaders gathered in Providence's West Elmwood neighborhood this morning to cut the ribban on the Sankela Apartments and urban agriculture development: 50 affordable cental homes in 11 buildings, made possible in-part by \$1.7 million in funding from the last affordable bousting bond.

With more than 1,000 people applying to live in these 50 beautiful units, the need to continue invest in affordable housing projects across Rhode Island is clear.

On November 8th, Vote Yes On 7l For Homes. For jobs. For Rhode Island



## 'Get Out the Vote' Events









