

#### 2013 Annual Awards Entry Form (Complete one for each entry.)

	Vote Yes on 7: For Homes, For Jobs, For Rhode Island				
Entry Name					
	Fill out the entry name <i>exac</i>	<i>tly</i> as y	ou want it listed in the awards program.		
HFA					
Submission Contact	Mary Kate Harrington, Public Information/Communications Specialist				
Phone	401-450-1356 E	Email	mharrington@rhodeislandhousing.org		
Program Contact	Amy Rainone, Intergovernmental Relations Director				
Phone	401-457-1256 E	Email	arainone@rhodeislandhousing.org		

Entry form with description, check(s), and visual aids (optional) must be received by NCSHA by **Monday**, **July 1**, **2013**.

Use this header on the upper right corner of each page.

HFA \_\_\_\_\_

Entry Name

Communications	Homeownership	Legislative Advocacy	Management Innovation
<ul> <li>Annual Report</li> <li>Promotional Materials and Newsletters</li> <li>Creative Media</li> </ul>	<ul> <li>Empowering New Buyers</li> <li>Home Improvement and Rehabilitation</li> <li>Encouraging New Production</li> </ul>	☐ Federal Advocacy ⊠ State Advocacy	<ul> <li>Financial</li> <li>Human Resources</li> <li>Operations</li> <li>Technology</li> </ul>
Rental Housing	Special Needs Housing	Special Achievement	Are you providing visual aids?
Multifamily Management Preservation and Rehabilitation Encouraging New Production	<ul> <li>Combating Homelessness</li> <li>Housing for Persons with Special Needs</li> </ul>	Special Achievement	⊠yes □no

#### Vote Yes on 7: For Homes, For Jobs, For Rhode Island State Legislative Campaign

#### A Historic Achievement

Through collaborative efforts with our partners, *for the first time in the state's history*, a Rhode Island governor included an affordable housing bond referendum in the state budget. Passed by the legislature and signed by Governor Chafee on June 15, 2012, it contained a provision to include on the November ballot a referendum to borrow \$25 million for the development of affordable housing.

While the affordable housing community took a brief moment to celebrate the bond's successful inclusion, there were only months until the election and a lot of work to do to get this bond passed.

#### The Need

State investment in affordable homes provides critical gap funds to develop affordable housing and to provide support for low-income and homeless residents. During the last two years, state support dropped 97 percent to almost zero, as earlier housing bond funding dried up and other state programs were reduced. Moreover, key federal programs had been cut 25 percent since 2010 with funding for some programs eliminated completely.

While funding was reduced, the need for affordable housing had never been higher. During our recent recession, Rhode Island was among the top 10 states in the country with high unemployment and foreclosure rates. Homelessness increased more than 12 percent from 2007-2011, and in 2012, Rhode Island had the fifth highest housing affordability gap in the country with 50 percent of renters paying more than they could afford. There was a critical need to educate policymakers and the general public about the important role affordable housing plays in the state's economy, the growing need for affordable homes and the benefits of the state's investment in this important resource.

#### Strategy

The campaign's first phase focused on winning the governor's and legislature's support to place a new housing bond on the ballot. To build support, we joined with private philanthropies – the Rhode Island Foundation and the United Way of Rhode Island – and key business partners – the Providence Chamber of Commerce and RI Builder's Association – in rekindling partnerships that resulted in the successful passage of the 2006 housing bond. Known as the "Team of Five," this group conveyed a strong message about the importance of investing in affordable homes both to meet the growing need for affordable housing and to spark an economic recovery.

Key strategies included:

- Joint meetings with governor and key staff beginning in Fall 2011
- Development of presentation materials highlighting the need and benefits of the bond proposal
- Polling studies showing broad support in October 2011 and another in June 2012
- Joint meeting with general assembly leadership
- Joint testimony at House and Senate Finance budget hearings and joint letters of support
- Highlighting the need for the Housing Bond at ribbon cuttings and related events

This team also convened a broader group of supporters of state investment in housing: the Housing Action Coalition, RI Coalition for the Homeless, HousingWorksRI, Housing Network, Grow Smart, the State Office of Housing and Community Development, LISC and the Corporation for Supportive Housing. Key tactics of the members of the broader group included:

Rhode Island Housing Vote Yes on 7: For Homes, For Jobs, For Rhode Island State Legislative Campaign Page 2 of 3

- Editorials in newspapers and earned media stories
- Letters from broad coalition of partners
- Petition drives in key districts
- Research reports on the success of the 2006 housing bond and on the economic impact of affordable housing development in general

Once the \$25 million Affordable Housing Bond was included in the governor's budget and passed by the legislature, the campaign's second phase began - advocacy for passage of the bond. With the state cutting staff and programs to address budget shortfalls and the recent failure of a company backed by a \$75 million state moral obligation bond, there was a clear need to convince voters that affordable housing was something the state should be investing in. Once again, the three funding partners combined resources to hire a campaign coordinator to assist in managing the "Get Out the Vote" campaign. Strategies included:

- Clear and consistent messaging and branding to position bond campaign in a crowded ballot field
- Collaborating with key partners in the community, including the business and faith community
- Website and social media presence, showcasing personal stories and upcoming events
- Earned and paid media/advertising coupled with grassroots campaign
- "Get Out the Vote" effort with volunteers from supportive partners

#### Messaging

The first phase of the campaign focused on the economic benefits of investing in affordable homes, the success of the previous bond in creating affordable homes, leveraging other resources and creating jobs and the need for affordable homes. During the second phase, the messaging shifted to appeal to a statewide audience. Based on a research poll conducted in June 2012, three key points emerged as effective themes: **"For Homes, For Jobs, For Rhode Island."** What became our campaign tagline succinctly emphasized the three fundamental social and public policy goals that had the greatest appeal to potential voters who were polled. The following key points were used to complement this theme:

- Every Rhode Island family deserves a place to call home, and the high costs of housing make that impossible in Rhode Island.
- Affordable housing creates jobs at a time when RI's unemployment rate is one of the highest in the country.
- This is good policy for Rhode Island as a state, a fiscally responsible thing to do, and a smart investment for all of us.

These messages were incorporated into the campaign logo and website, social media platforms, paid advertisements, earned media and all other communications. Our animated and catchy television ad stood out at a time when political campaigns were flooding the airwaves with testimonials. Our direct mail campaign was designed to provide more detailed economic and policy information. The main theme of the direct mail component was a focused message of fiscal responsibility and job creation. The campaign manager targeted these mailings to those registered voters who best aligned with the demographic characteristics our polling had indicated would be most responsive to these messages. All messaging contained the universal theme of the "For Homes, For Jobs, For Rhode Island" message triangle.

#### **Collaboration with Community Partners**

To build the needed support for the bond, we worked with the "Team of Five" and convened an executive committee responsible for all campaign strategy decisions, allocation of resources and approval of campaign materials. Their efforts were supported by a campaign committee that was critically important to the

campaign's success, as its members represented large constituencies that could mobilize for campaign events and our volunteer needs. This group also identified local and regional resources to help facilitate campaign messaging and assisted in grassroots coalition building and coordination of activities and events to promote the campaign.

#### **Building Broad-Based Support**

To ensure that the housing bond proposal stayed at the forefront of voters' minds, our executive director and senior staff from partner organizations used every opportunity to speak to the bond. Our partners submitted editorials and generated earned media by pitching various stories. Our collaborative efforts and public relations strategies ensured consistency of message and market saturation.

#### **Key Outreach Tactics**

- Editorials in newspapers: letters of support from a broad coalition of partners
- Kick-off event at building constructed with 2006 bond funds and coordination of media appearances and events
- Research reports on need for affordable housing as economic investment
- Press releases highlighting success stories from the 2006 bond: number of homes constructed, number of jobs created and stories of individuals and families, illustrating personal impact
- E-advocacy, social media and grassroots mobilization as well as event planning and organizing
- Website: <u>yeson7.org</u>: in both English and Spanish to reach a broad audience
- Advertising: Print and Online including <u>YouTube</u> Facebook and Google ads, TV and radio ads
- Branding: creation of logo specific to this bond with clear messaging and incorporation of tagline
- Direct mail

#### Get Out the Vote

Toward the campaign's end, the time came to utilize our sizable volunteer corps. Our "Get Out The Vote" effort was focused primarily in two areas: logo and sign visibility at polling places and key spots throughout the state, and volunteer placement at polling places with high-volume voter turnout. Volunteers at the polls places wore "Vote Yes on 7" T-shirts and handed out customized Election Day palm cards. Volunteers were also provided with other materials, including instructions on what to do on Election Day, legal regulations pertaining to acceptable poll volunteer activities and talking points. These efforts resulted in about 120 two-hour slots, equating to approximately 240 volunteer hours.

#### The Results Are In

Question 7 passed with 62 percent approval. Amid the state's challenging fiscal situation, our campaign effectively focused on the economic and social benefit of the bond's passage. This messaging strategy proved successful in getting policymakers to put the bond on the ballot and getting the bond approved.

Overall, one of the most telling statistics to come out of the 2012 voting numbers was the success the campaign had in making voters aware and educating them on the issues involving the affordable housing bond question. This is evidenced by the fact that despite being the last statewide referenda question on the bottom of the reverse side of the ballot (#7 out of seven questions), the affordable housing bond question received the third highest total vote count (399,354)



# 2012 Housing Bond

#### A Key Strategy for Creating Good Homes & Well-Paying Jobs Revitalizing and Increasing Housing Opportunities







United Way of Rhode Island

#### 2006 Bond Accomplishments



matched by more than \$460 million from private and federal supplementary sources

BHRI CONSTRUCTION CREATED NEARLY 6,100 JOBS in Rhode Island generating about \$300 MILLION in wages

CONSTRUCTION ACTIVITY 53% OF THE TOTAL VALUE OF RESIDENTIAL SUPPORTED BY BHRI 53% OF THE TOTAL VALUE OF RESIDENTIAL CONSTRUCTION IN RHODE ISLAND FROM 2007 TO 2010

MORE THAN HALF OF BHRI FUNDS WERE USED FOR THE REHABILITATION OF FORECLOSED AND ABANDONED PROPERTIES, CREATING MORE THAN 600 LONG-TERM AFFORDABLE HOMES OUT OF PROPERTIES THAT PREVIOUSLY BLIGHTED NEIGHBORHOODS

# What Has Been Funded from 2007 to 2010

In its four years, the Building Homes Rhode Island (BHRI) awarded \$50 million to 110 developments to create 1,255 affordable homes in 30 communities, helping to leverage over \$460 million from private and federal supplementary sources.

Of the 1,255 affordable homes financed, 1,002 are rental homes, while 253 are for home ownership.



Graphic: HousingWorksRI

#### Faces of BHRI



Karen is the first homebuyer at Walker Farm, developed by West Elmwood Housing Development Corp. She and her daughter are happy to have found an affordable home in Barrington.



Crossroads' Cicely Dove, right, poses with Hyza and her son who were homeless. They made their way to Crossroads, and due to its partnership with Community Works RI they now have an apartment at 770 Broad Street.



Renee and Chip purchased their first home in 2010. They say that "homeownership is truly a dream come true." It's possible because of funds from BHRI and NeighborWorks Blackstone River Valley.

#### **BHRI** at Work



#### Turning Point, Providence

- •Foreclosed, city-owned property demolished
- •Converted to 14 affordable apartments for chronically homeless veterans
- •Services provided on-site by Veterans Action, police substation included
- •\$590,000 BHRI investment

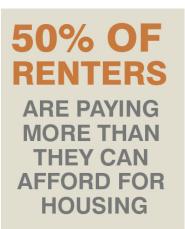
## Revitalization of Tonomy Hill to Newport Heights, Newport:

- •498 barracks-style Section 8 apartments demolished
- •Phases I thru IV produced 336 apartments and 7 homeownership opportunities in a mixed income community
- •Future Phase V consists of 100 homes
- •\$1.3 million BHRI investment



#### The Need for a Bond

RHODE ISLAND HAS THE **FIFTH** LARGEST HOUSING AFFORDABILITY IN THE COUNTRY IN 2012

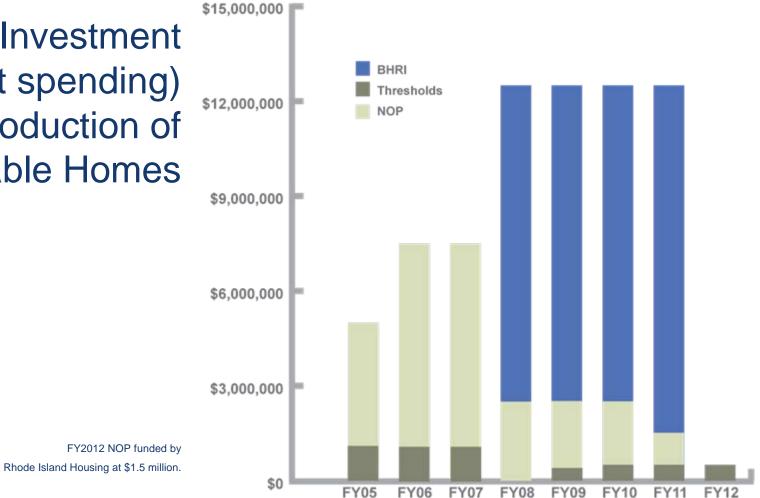


#### OVER THE LAST TWO YEARS, NEARLY 1 IN EVERY 10 RI HOMEOWNERS WITH A MORTGAGE HAS FACED FORECLOSURE OR SERIOUS

DELINQUENCY

OF RHODE ISLAND'S TOP 50 PROJECTED GROWTH OCCUPATIONS FROM 2008 TO 2018, 32 DID NOT EARN ENOUGH TO AFFORD THE AVERAGE 2010 2-BEDROOM RENT BUILDING PERMIT ACTIVITY IS AT AN ALL TIME LOW, DOWN 74% FROM 2002

State Investment (direct spending) in Production of **Affordable Homes** 



#### Housing Bond in FY2013 Budget

Governor's proposed budget includes **\$25 MILLION HOUSING BOND** providing \$5 million per year for five years.

This marks an important first step to **RE-ESTABLISH STATE INVESTMENT** in affordable housing.

We recommend that the new bond reflect the same investment level as the 2006 Housing bond: **\$12.5 MILLION PER YEAR, PREFERABLY OVER 4 YEARS** for a total of \$50 million.

#### Why a Bond?

Affordable homes are a **LONG-TERM ASSET** serving the state's families for more than 30 years.

Bonds will assure that the funds **WILL BE THERE WHEN NEEDED**.

The debt service on the 2006 Housing Bond costs on average less than \$3 million per year for 23 years but has already **GENERATED AN ESTIMATED \$800 MILLION IN ECONOMIC ACTIVITY.** 

The 2006 Housing Bond supported nearly 6,100 jobs in Rhode Island, **GENERATING ABOUT** \$300 MILLION IN WAGES.

Construction activity supported by BHRI ACCOUNTED FOR 53 PERCENT OF THE TOTAL VALUE OF RESIDENTIAL CONSTRUCTION permitted in Rhode Island from 2007 to 2010.

Many states and COMMUNITIES USE BONDING TO FUND THE PRODUCTION OF AFFORDABLE HOMES.

#### Why Now?

Rhode Island has an **IMMEDIATE NEED** for jobs and homes.

Federal programs have been **CUT ALMOST \$10 MILLION (25%) SINCE 2010** with funding for some key programs eliminated completely.

**INTEREST RATES REMAIN NEAR THE LOWEST** in recent memory and are expected to stay low during the next one to two years.

There is a pipeline of development **PROPOSALS FOR ABOUT A THOUSAND LONG-TERM AFFORDABLE HOMES** just waiting for the gap financing needed to move forward.

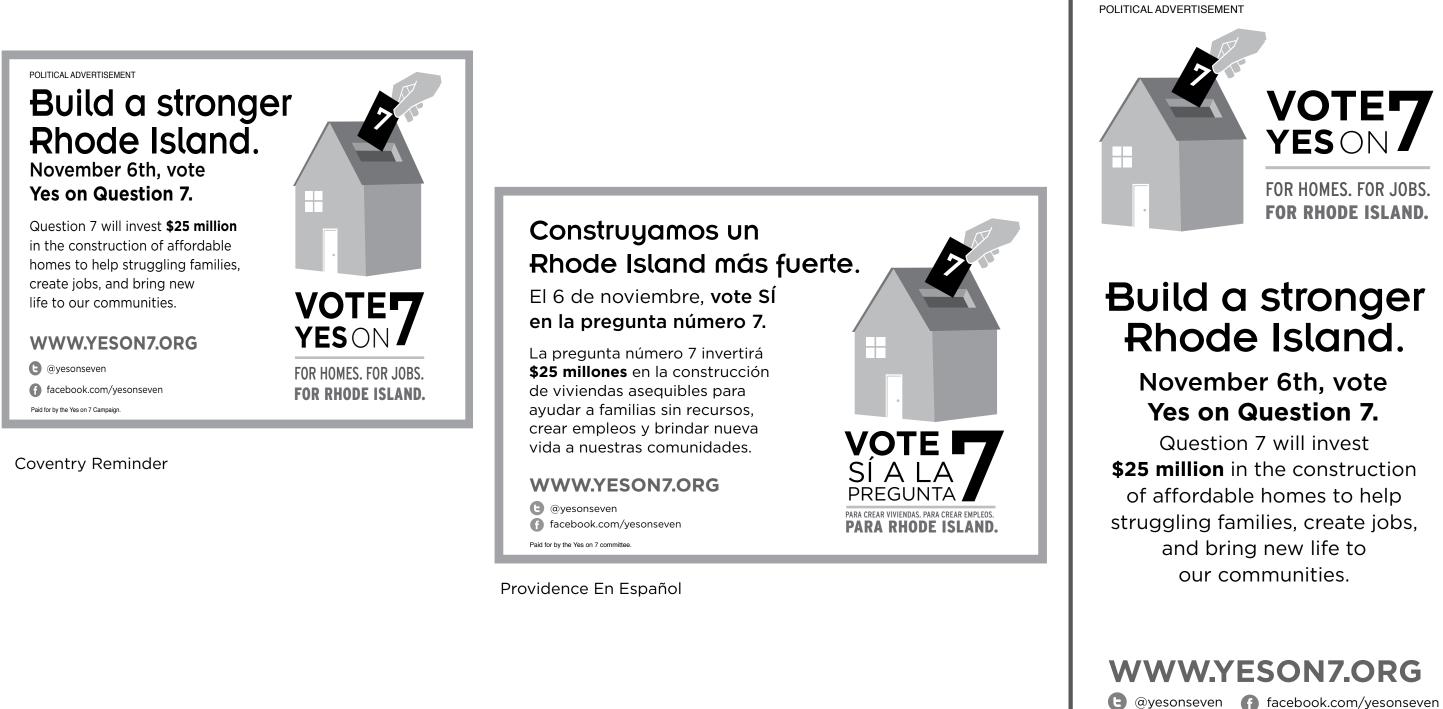
Direct spending on the development of long-term affordable homes in the state budget **DROPPED BY \$14 MILLION (97%) IN FY12.** 

# YES FOR HOMES. FOR JOBS. FOR RHODE ISLAND.

# **CAMPAIGN CREATIVE RECAP**



#### **Print Advertising B&W Newspaper Ads**



Westerly Sun

Paid for by the Yes on 7 Campaign.





You can help provide homes that people can afford.

turnto10.com



#### FOR HOMES. FOR JOBS. FOR RHODE ISLAND.

#### You can help provide homes that people can afford.

Paid for by the Yes on 7 Campaign

providencejournal.com



Paid for by the Yes on 7 Campaign

Paid for by the Yes on 7 Campaign

wpri.com



#### You can help provide homes that people can afford.

#### **Online** PBN Weekly Nonprofit Update Email Ads



*"Everyone deserves access to a safe and affordable place to call home."* 

-Governor Lincoln Chafee

#### www.yeson7.org



*"This place saved my life. Everyone deserves a home like this."* 

-Helena, resident in a past housing bond funded development

#### www.yeson7.org



"Question 7 is essential to the construction industry and our state's recovery."

-Jeff Lipshires, Behan Bros. Inc

#### www.yeson7.org

#### **Collateral** Lawn Sign & Lapel Sticker





Lawn Sign

#### Collateral **Evite Invitations**



# **JOIN US**

as we raise the roof to promote Yes on 7 for affordable housing

FOR RHODE ISLAND.

**Bond Campaign Kick-Off** Wednesday, September 19th 10:00 AM

#### **Blackstone Valley Gateways** 185 Dexter Street, Pawtucket, RI

Please join us as we launch a statewide campaign to support November's ballot Question 7, which will issue bonds to develop long-term affordable homes in Rhode Island.

Come learn more about the bond and how you can help spread the word on the importance of voting Yes on 7!

#### For questions and to RSVP please contact:

Charlie Hunt 401-331-1300 Ext. 305 charleshunt@mayforthgroup.com FOR HOMES. FOR JOBS.

+

United Way of Rhode Island **50 Valley Street** FOR RHODE ISLAND. **Providence**, **RI** 

> Please RSVP to Kerstin.klebbe@uwri.org or 444-0625

**Celebration Party Invite** 

Kick-Off Invite

#### Join us as we raise the roof to celebrate the Yes on 7 Campaign!

#### **Tuesday, November 6th** 7:30 PM

#### **Radio Spot** :30 English & Spanish Radio Spots

#### :30 Radio Script English

Rhode Island families, our friends and neighbors are struggling to make ends meet.

Layoffs, foreclosures and sky high rents have too many living on the brink.

Vote Yes on 7 to give new life to our communities with homes people can afford, create jobs now and build a stronger Rhode Island for all of us.

VOTE YES on 7. FOR HOMES, FOR JOBS, FOR RHODE ISLAND, Visit YESON7.ORG to learn more. Paid by for the Yes on 7 Campaign.

Click here to listen to the Radio Spot

#### :30 Radio Script Spanish

Construyamos un Rhode Island más fuerte.

El 6 de noviembre, vote SÍ en la pregunta número 7.

La pregunta número 7 invertirá \$25 millones en la construcción de viviendas asequibles para ayudar a familias sin recursos, crear empleos y brindar nueva vida a nuestras comunidades.

Vote SÍ a la pregunta 7

Para crear viviendas. Para crear empleos. Para Rhode Island.

Click here to listen to the Radio Spot

#### **TV** Spot :30 TV Story Board







Click here to watch the TV Spot





#### FOR HOMES. FOR JOBS. FOR RHODE ISLAND.

# You can provide homes that people can afford.



Join us as we raise the roof to celebrate the Yes on 7 Campaign!

## VOTE 7 YESON 7

FOR HOMES, FOR JOBS.

FOR RHODE ISLAND.

#### Tuesday, November 6th 7:30 PM

United Way of Rhode Island 50 Valley Street Providence, RI

Please RSVP to Kerstin.klebbe@uwri.org or 444-0625

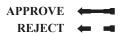


#### FOR HOMES. FOR JOBS. FOR RHODE ISLAND.

#### **QUESTION 7:**

#### **7. AFFORDABLE HOUSING BONDS** \$25,000,000 (Chapter 241 - Public Laws 2012)

Approval of this question will allow the State of Rhode Island to issue general obligation bonds, refunding bonds, and temporary notes in an amount not to exceed twenty-five million dollars (\$25,000,000) for affordable housing.



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Paid for by the Yes on 7 Campaign



Today you will have the opportunity to vote Yes on Question 7, a bond that will invest \$25 million in the construction of homes for:

- families struggling to make ends meet,
- seniors and veterans,
- unemployed or working Rhode Islanders who have had their hours cut.

"This place saved my life. My son and I feel safe and comfortable here. I really feel like I can call it home."

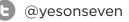
- Helena Godley, resident, Blackstone Valley Gateways

#### Build a stronger Rhode Island.

#### November 6th, vote Yes on Question 7.

Question 7 will invest **\$25 million** in the construction of affordable homes to help struggling families, create jobs, and bring new life to our communities.





facebook.com/yesonseven



# VOTE7

FOR HOMES. FOR JOBS. FOR RHODE ISLAND.

Paid for by the Yes on 7 committee.



"Question 7 is essential to the construction industry and our state's recovery."

-Jeff Lipshires, Behan Bros. Inc

#### www.yeson7.org



# We're about to build a stronger Rhode Island.

Thank you to Governor Chafee, Senate President Paiva Weed, Speaker Fox, and the members of the General Assembly for your hard work in getting Question 7 on the ballot; and to the voters of Rhode Island for giving the housing bond their strong support. This bond will invest in the construction of affordable homes, create jobs for the state's workforce and build a stronger Rhode Island for all of us. These goals could not have been accomplished without your support, and the hard work of our supporting organizations listed below.

# ΤΗΆΝΚ ΥΟυ

United Way of RI The Rhode Island Foundation Rhode Island Housing HousingWorks RI Housing Network of RI Rhode Island State Council of Churches Rhode Island Builders Association GrowSmart RI The Mayforth Group Washington County Regional Planning Council LISC RI Community Action Assoc. **FJS** Associates Newport County Chamber of Commerce Northern RI Chamber of Commerce Jewish Alliance of Greater RI Newport Homeless Coalition Community Provider Network of RI **Operation Stand Down** RI League of Cities and Towns AARP Youth In Action Women's Fund **RI** Coalition for the Homeless Senior Agenda Coalition **RI Kids Count** Stepup Center International RI Executive Directors Assoc. of Housing Authorities **RI Interfaith Coalition to Reduce Poverty RI** Conference United Church of Christ RI Ministers' Association of the United Church of Christ New England Construction Barton Street Neighborhood Association Community Works RI Newport County Citizens to End Homelessness **RI** Coalition Against Domestic Violence **RI** Family Shelter Childhood Lead Action Project **Opportunities Unlimited RI** Mental Health Association Bridges Inc. Church Community Housing Ocean State Action **Olneyville Housing Corporation OMNI** Development Corporation Pawtucket CDC Providence Revolving Fund NeighborWorks Blackstone River Valley East Bay CDC House of Hope CDC Habitat for Humanity of South County Habitat for Humanity of Providence Blackstone Valley Community Action Program Smith Hill CDC Urban League of RI SWAP, Inc. West Bay Community Action, Inc. REACH Washington County CDC West Broadway Neighborhood Association West Elmwood Housing Development Corporation Roman Catholic Diocese of Providence

<sup>the</sup> Rhode Island Foundation



#### RhodelslandHousing



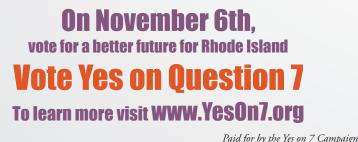
United Way of Rhode Island



# Approving Question 7 is a smart fiscal investment in Rhode Island's future

Providing long-term affordable housing opportunities for our state's workforce will help to ensure that Rhode Island remains a competitive place to live and work. By voting Yes on 7 and making this smart investment, we can bring to our state:

- Construction of more than 600 affordable homes, which will generate an estimated \$150 million in economic activity.
- The creation of over 1,000 jobs in a construction industry that has seen unemployment rates of 20-30% in recent years.
- The rehabilitation of foreclosed or abandoned properties, greatly improving distressed neighborhoods.





"This housing bond is a fiscally responsible and prudent investment that will move our state forward. ,,

- Gina Raimondo, General Treasurer



FOR HOMES. FOR JOBS. FOR RHODE ISLAND.



Vote Yes on 7 111 Wayland Avenue Providence, RI 02906 PRSRT STD. U.S. Postage PAID Providence, RI Permit No. 1899



# We hope WII join to support affordable housing

Jewish Alliance **Public Housing Association of RI** of Greater RI

**Barton Street Neighborhood Association RI Executive Directors' Association** - of Housing Authorities **Olneyville Housing Corporation Rhode Island** Bui Rhode Island Coalition for the South County Homeless Habitat for Humanity Housing Network of Rhode Island Association **Rhode Island New England Construction State Council** of Churches HousingNetwork Housing **RI Interfaith Coalition** Corporation **WORKS**RI to Reduce Poverty **Urban League of Ri Washington County Community Development Community Provider Network of Rhode Island Blackstone Valley Community Action** Corporation Habitat for Humanity Program **OMNI Development Corporation** ternational **Providence Grow Smart** tepup Centel **Newport County** AARP **RI KidsCount Chamber of Commerce Rhode Island RI Coalition Against United Way of Domestic Violence RI Conference Rhode Island** S **United Church** of Christ DC Ē +VOTE YES ON 7 **RI Family Shelter** FOR HOMES. FOR JOBS. FOR RHODE ISLAND.

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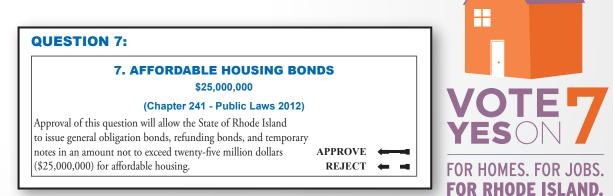
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# By approving Question 7, you can help build a stronger infrastructure and a brighter future for Rhode Island

Providing long-term affordable housing opportunities for our state's workforce will help to ensure that Rhode Island remains a competitive place to live and work. By voting Yes on 7 and making this smart investment, we can bring to our state:

- The construction of more than 600 affordable homes, which will generate an estimated \$150 million in economic activity.
- The creation of over 1,000 jobs in a construction industry that has seen unemployment rates of 20-30% in recent years.
- The rehabilitation of foreclosed or abandoned properties, greatly improving distressed neighborhoods.







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