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To: Real Estate Department Partners  
From: Real Estate Department  
Date: February 27, 2019  
Re: **IHCDA Leasing Academy and Training**

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**Notice: RED-19-09**

IHCDA invites you to join CSH in a three-day leasing academy workshop that will enhance your skills and understanding of supportive housing in a scattered site setting. The leasing academy will discuss quality supportive housing and how to recruit and engage landlords and property managers to successfully house and maintain housing for highly vulnerable individuals in a scattered-site setting.

The training takes place: **March 12-14, 2019 (9:00 am - 4:00 pm each day)**

Learning Objectives Cover:

- Successful Outcomes for Supportive Housing in Scattered Site Model
- Support Tenants to Thrive in Scattered Site Unit
- Coordinating Services and Managing Difficult Situations in Scattered Site Model
- Managing Difficult Situations and Role Clarification
- Recruiting and Building Rapport with Landlords and Property Managers
- Effective Communication with Landlords and Property Managers
- Landlord Engagement and Marketing

The training will be led by CSH Senior Program Manager Robyn Anderson and CSH Senior Program Manager Connor Johnson.

**The training is \$75 per person and snacks and lunch will be provided each day. If you have a current CoC award, this is eligible to be charged to your administrative funds as training costs.**

**Please RSVP to Kathie Vida by emailing your name, organization and e-mail address to [Kathie.vida@csn.org](mailto:Kathie.vida@csn.org) by March 8, 2019.**

**If you have any questions, please contact Kathie Vida at [Kathie.vida@csn.org](mailto:Kathie.vida@csn.org).**



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**Robyn Andrews**, CSH Senior Program Manager

Robyn Andrews is an analytical problem-solver with more than a decade of experience in community development and nonprofit organization management. Prior to joining CSH, Ms. Andrews served as Executive Director for the Florida Coalition for the Homeless, a statewide non-profit working collaboratively with Florida's 27 Continuum's of Care to prevent and end homelessness. She served five terms as President of the Nassau County Homeless Coalition, directing several programs as well as leading the Nassau Affordable Housing Task Force and the local initiative, Finally Home Nassau, to identify and house individuals and families experiencing chronic homelessness. She has extensive experience in the areas of supportive housing, relationship building, and issues surrounding homelessness, and has served on numerous boards and steering committees.

**Connor Johnson**, CSH Senior Program Manager Connor Johnson

Connor Johnson is on the Regional Consulting team and is based in the CSH Minneapolis office. Mr. Johnson has years of experience with supportive housing, both in on-the-ground management as well as providing technical assistance to assist partners in providing quality supportive housing. He has a strong knowledge of case management, working with service providers and property management/landlords and providing services. Prior to CSH, Mr. Johnson worked in Washington DC for Fortitude Housing DC Catholic Charities and with the Los Angeles County Department of Health Services-Housing for Health.