

The Importance of Voters Lists!

A Key Tool for Successful Mobilization

July 31, 2018

Presenters



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Agenda



- Our Homes, Our Votes Overview
- The Importance of a Voter List
- Targeting Low Income Renters for Registration & Mobilization
- The California Case Study
 - Using Voter Lists to Pass Ballot Initiatives
 - Using Voter Lists to Mobilize Advocates
- Veterans and Affordable Housing Act

Our Homes, Our Votes



Our Homes, Our Votes is NLIHC's voter engagement effort focusing on increasing voter registration and turnout amongst low income housing renters and advocates.

REGISTRATION



EDUCATION

MOBILIZATION

Legal Considerations for Nonprofits



501(c)(3) nonprofit organizations ARE allowed to participate in voter registration efforts!

501(c)(3)s CAN

- Register voters
- Educate voters
- Engage candidates on issues
- Get voters to the polls

As long as all efforts and activities remain NON-PARTISAN!

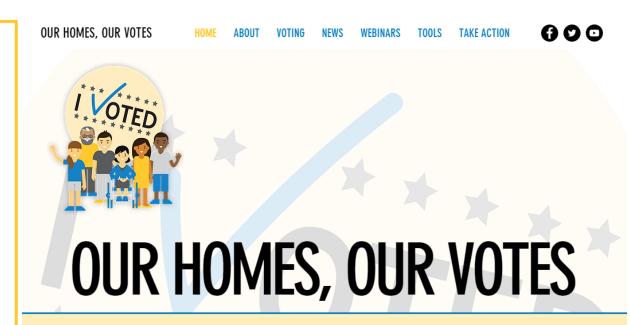
501(c)(3)s **CANNOT**

- Make endorsements of any political candidates.
- Donate money, resources, or time to any particular candidate.
- Any staff engaged in partisan political activities MUST do so without representing the organization, NEVER on staff time, and NEVER using 501(c)(3) resources.

New Resource! www.ourhomes-ourvotes.org



- Step-by-step voter engagement planning resources
- Infographics and images for use in your materials
- Articles and updates on efforts throughout the country
- Recordings of previous webinar presentations
- Helpful links to additional resources and information



Affordable homes are built with ballots every bit as much as they are built with bricks and drywall. Advocates for expanded housing affordability need to be a significant voting bloc in the 2018 election.

Start planning your Our Homes, Our Votes campaign today.

Today's Topic: Voter Lists!



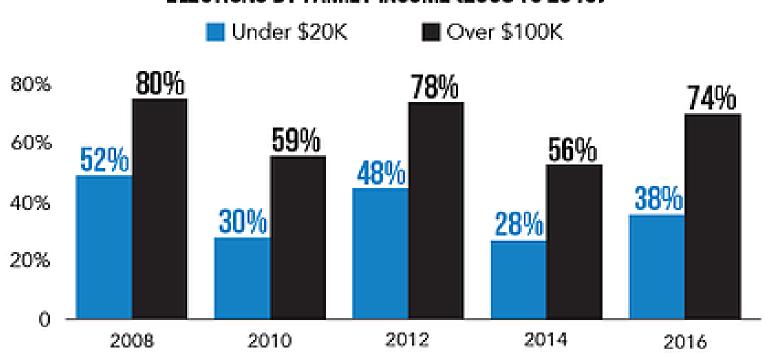
- The most effective voter engagement is ONGOING
- Registering voters only matters if they make it to the polls and cast a ballot
- Maximizing efficiency
- Several different levels of voter lists



Voter Turnout Rates by Income



U.S. CITIZENS WHO REPORTED VOTING IN NOVEMBER ELECTIONS BY FAMILY INCOME (2008 TO 2016)



Source: November 2006-2016 Current Population Survey data





Using the National Housing Preservation Database (NHPD) for Voter Engagement Efforts

Dan Emmanuel
Senior Research Analyst
National Low Income Housing Coalition



What is the NHPD?

- The National Housing Preservation Database (NHPD) is a research tool created by NLIHC and PAHRC for identifying federally subsidized housing.
 - Its most common use is for research and guiding preservation efforts.



How can we use the NHPD for voter engagement?

- NHPD can also serve as a starting point to guide voter engagement efforts and begin building a voter list for residents of assisted housing.
- We'll walkthrough how to identify assisted properties and share that data through a map.
 - Using tools that are free and accessible to people of all skill levels (NHPD and Google Maps).



Accessing Database

National Housing Preservation Database (NHPD)







View annual reports on the aggregate number of affordable housing properties and units by state and county.

Read more



Register

Access the database and customize your search of affordable housing properties by location, funding stream, or subsidy end date support affordable housing preservation efforts.

Register here



Locate

Access interactive maps to view where affordable housing is located in your community, identify new affordable properties, and locate properties that are at risk of loss.

See more

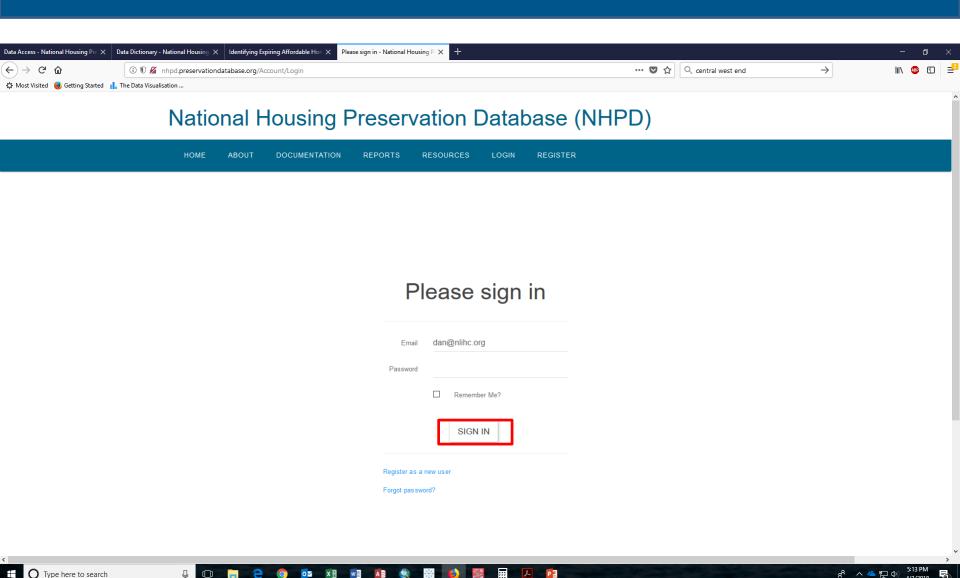


Support

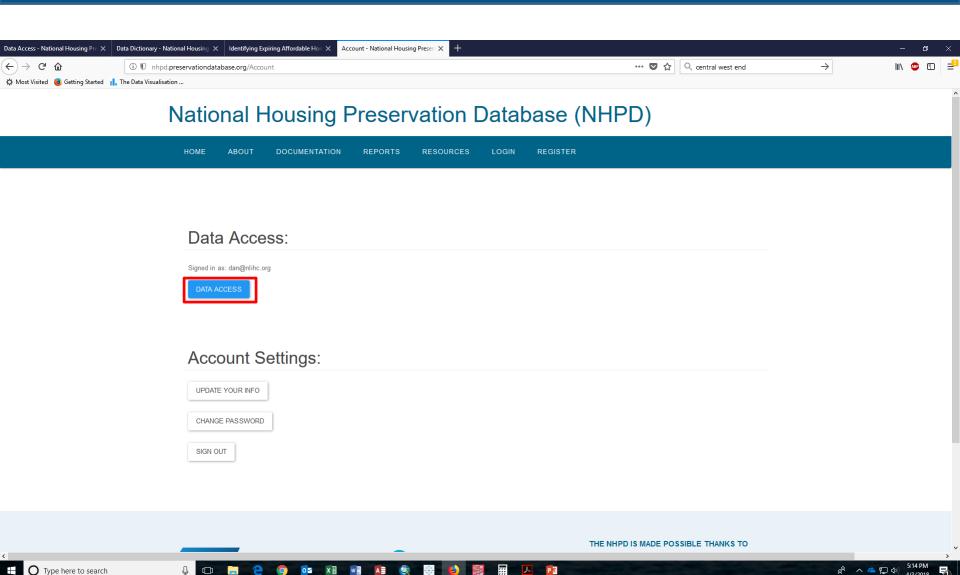
Increase the preservation of affordable housing by supporting this important resource for data-driven preservation strategies.

Read more

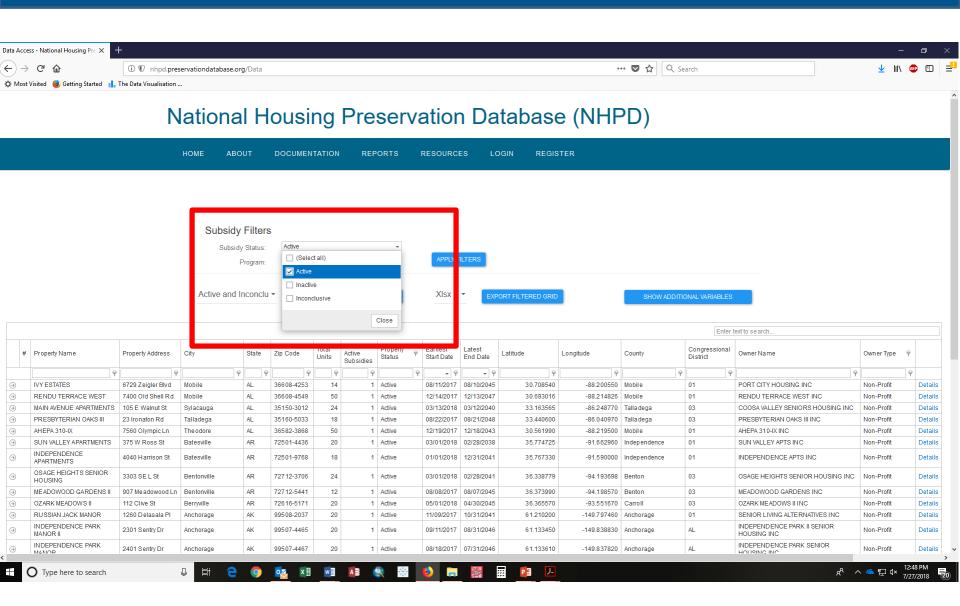
Accessing Database



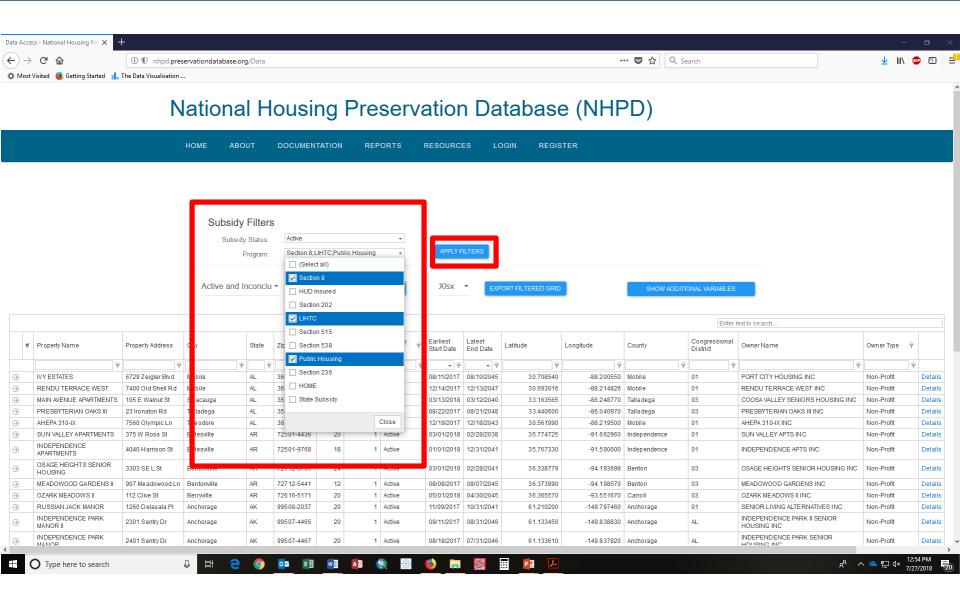
Accessing Database



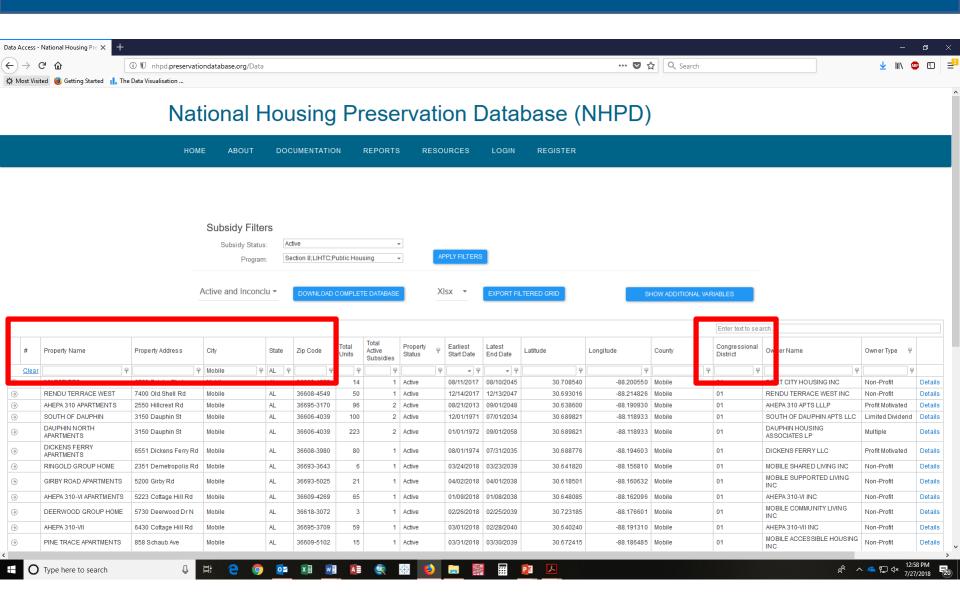
Applying Subsidy Filters



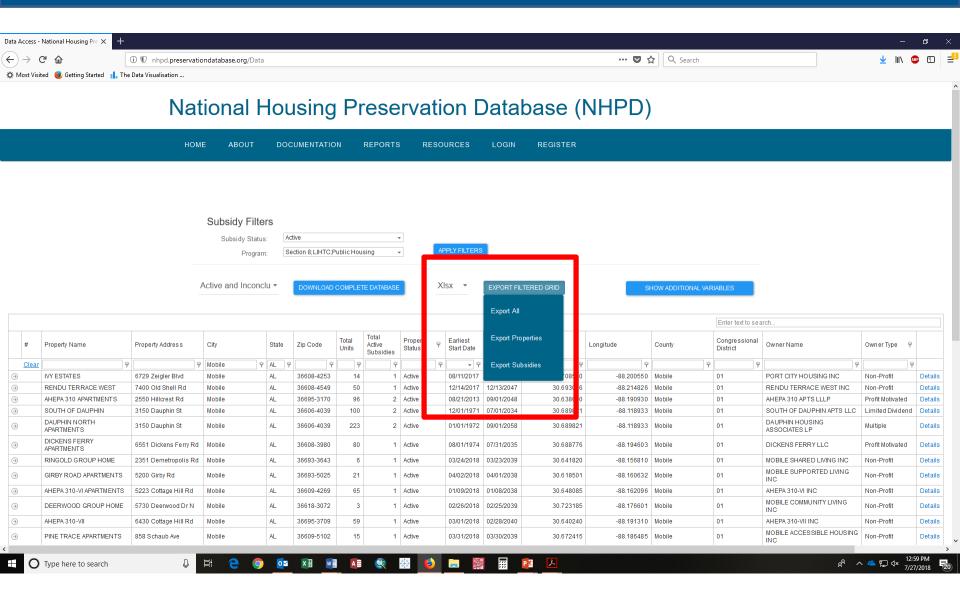
Applying Subsidy Filters



Applying Property Filters

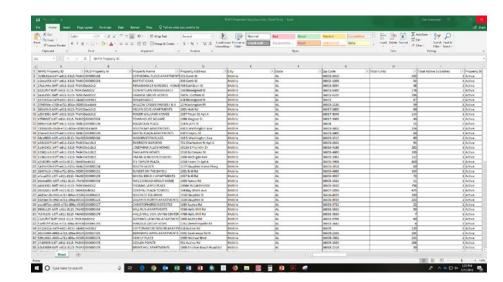


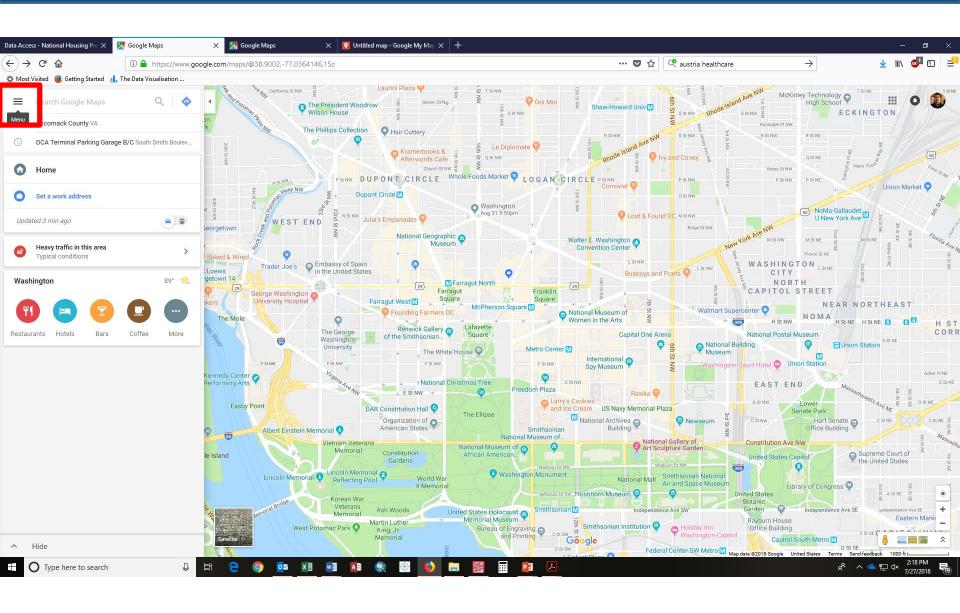
Exporting Your Data

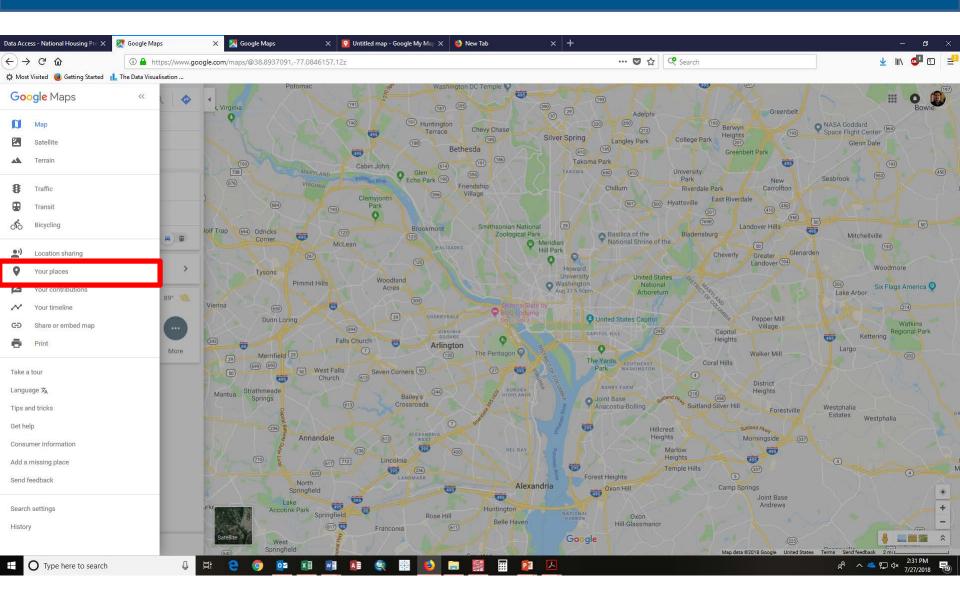


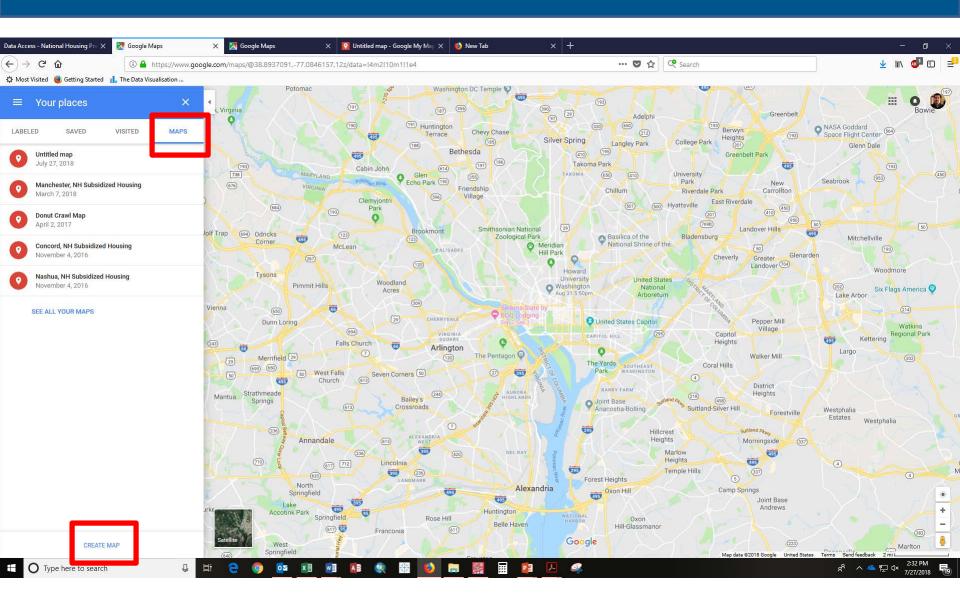
Your Excel Data

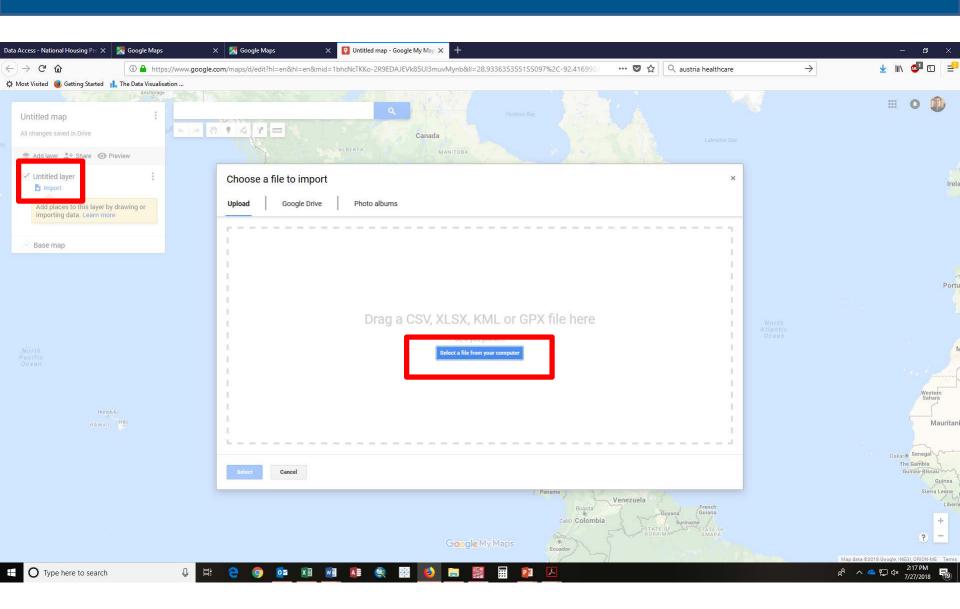
- Each row is a property
- Delete unnecessary columns (variables)
- Keep:
 - Property Name
 - Property Address
 - City
 - State
 - Zip
 - Total Units
 - Lat/Long (if no geocoder for addresses)
 - County
 - Congressional District
- Save

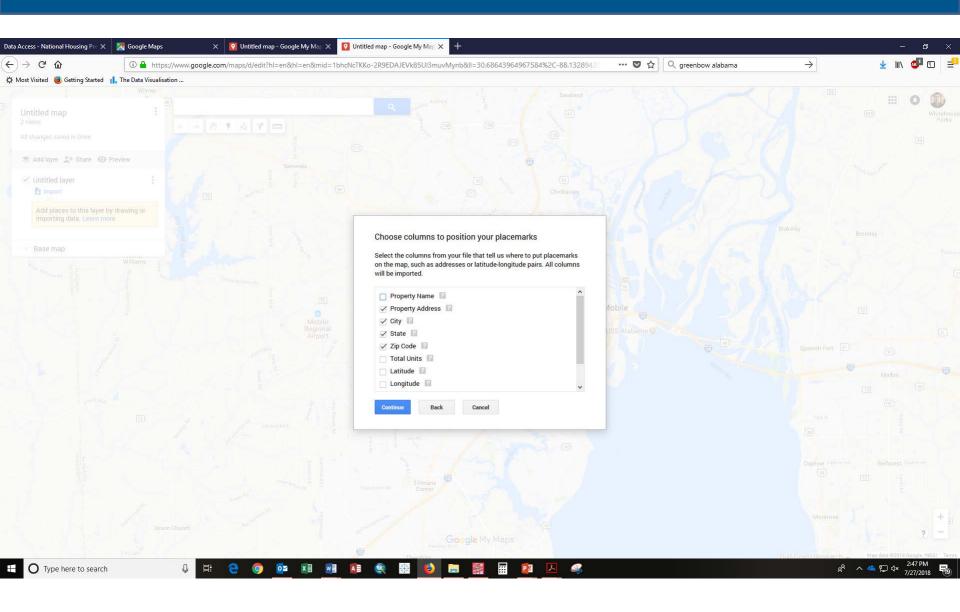


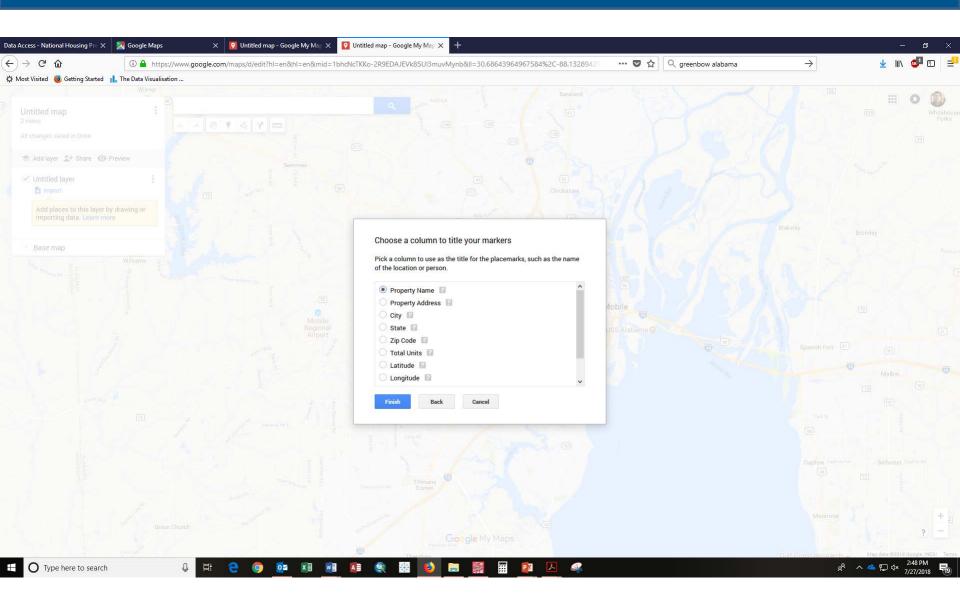


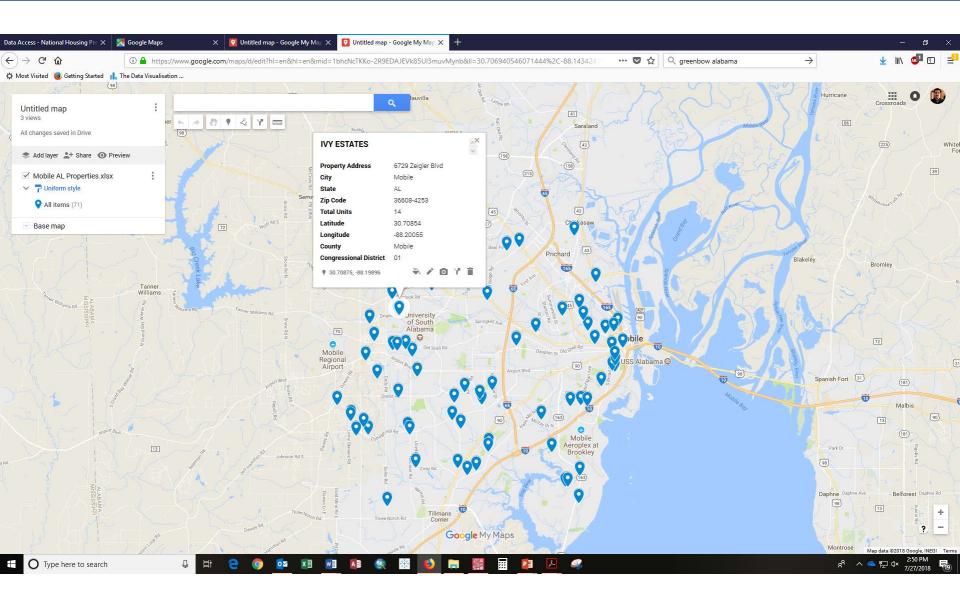


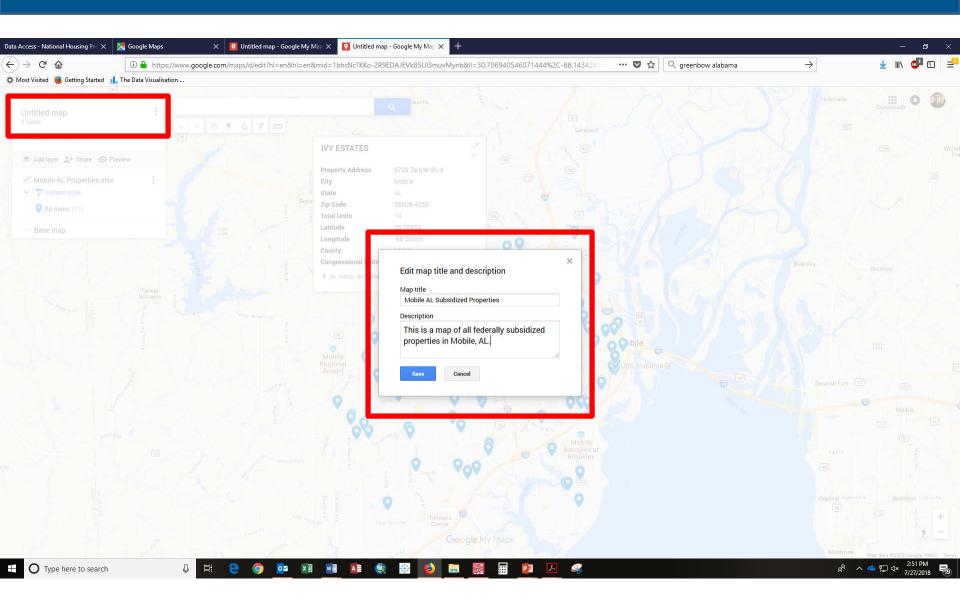


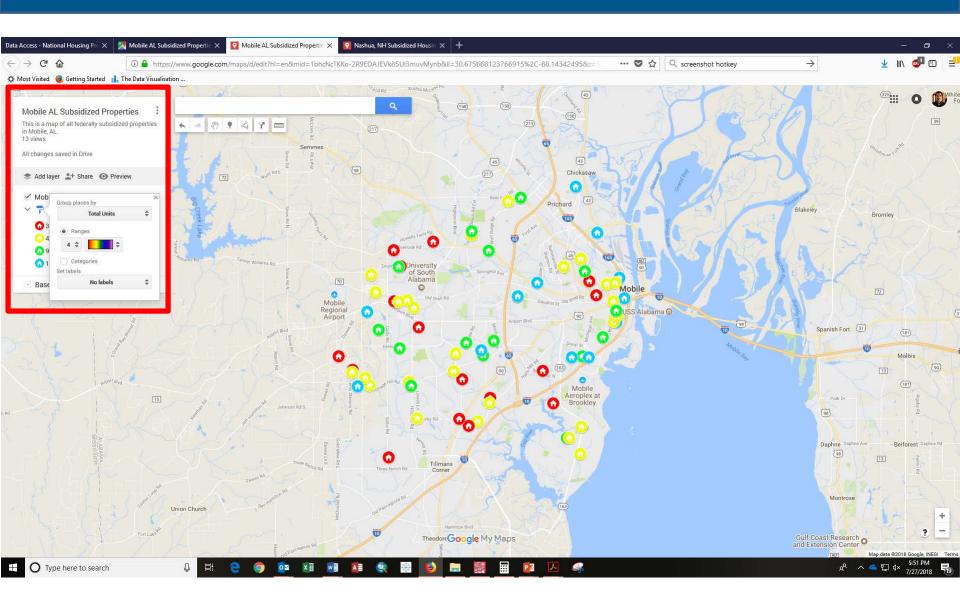




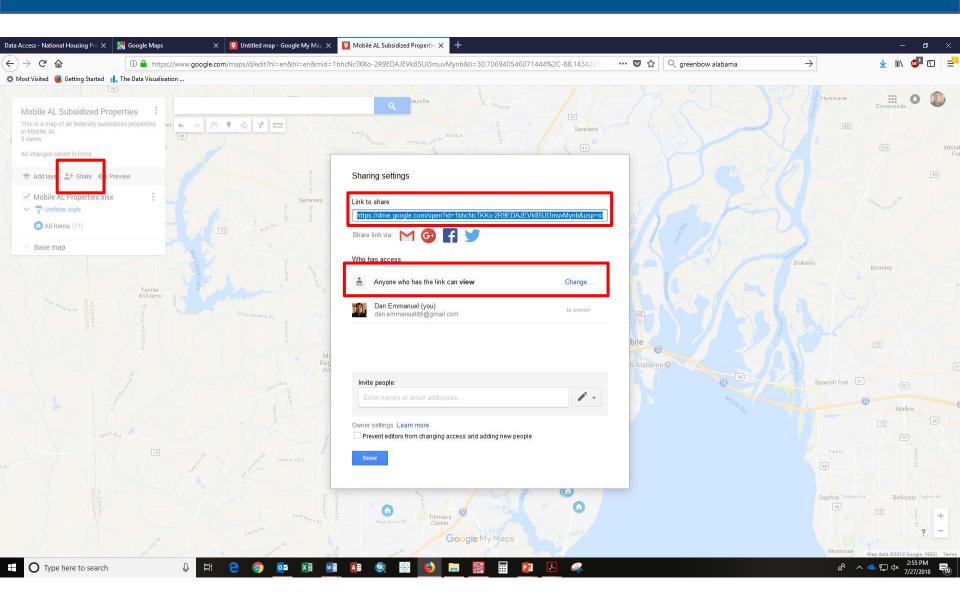




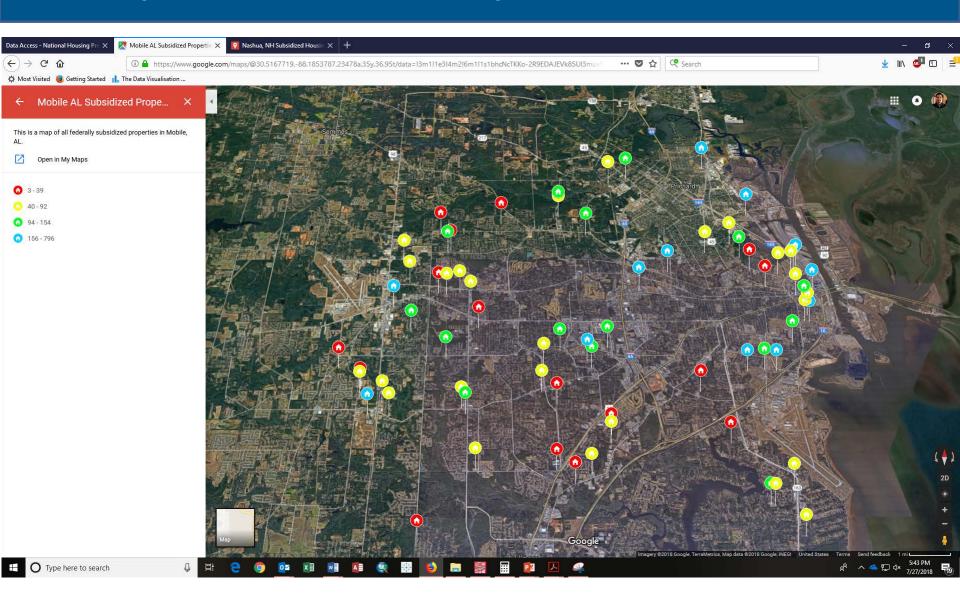




Share Your Map



Example of Final Map



Using Voter Lists Case Studies from California



Why Create a Voter Database?



New Technology to Propel Electoral and Legislative Action

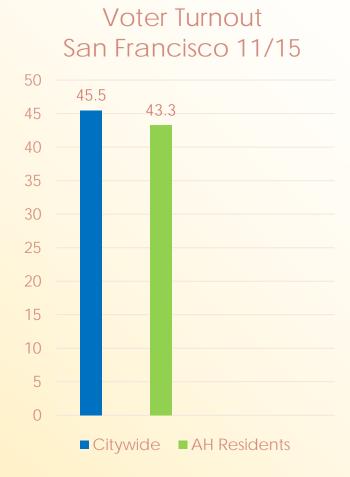
Sharon Cornu for National Low-Income Housing Coalition July 31, 2018

Lessons Learned

- The world of advocacy has changed!
- We need experts <u>and</u> authentic voices
- People directly impacted by issues are the most compelling advocates
- Voter databases can engage residents of affordable housing in wins
 - on the ballot and in the Legislature

Case Study #1: Electoral

- San Francisco, 2015
- Prop A \$310M
- 73% Yes
- 2004, 2008 measures failed
- Strong tradition of voter registration and mobilization by community development organizers
- Voter turnout of residents parallels general electorate



Courtesy Non-Profit Housing Assn

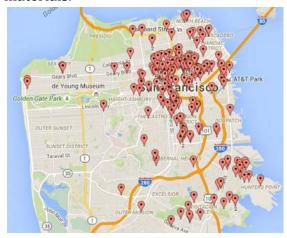


The Voice of Affordable Housing

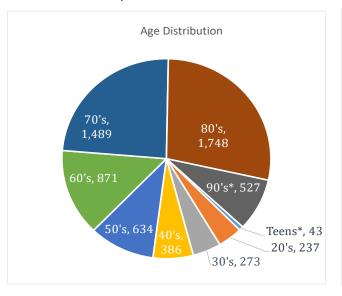
Demographics of Registered Voters in Non-Profit Housing's San Francisco Voter Match

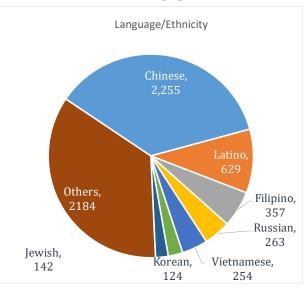
In September, 2015 NPH created a voter file by matching a roster of properties under members' management to a voter file at Political Data, Inc. More than 6,000 registered voters were identified, and will be contacted with voter education and civic engagement

materials.



AGE is recorded at time of first registration, and those flagged below 20 years of age, or at 99 years, may reflect recording or transcription errors. LANGUAGE and ethnicity are estimated through ballot access materials requested, nation of birth or surname filter.







Case Study #2: Electoral

- Alameda County Measure A1 \$580M Bond. 73% Yes
- San Mateo County,
 Measure K Sales
 Tax, \$44M first year.
 70% Yes
- Santa Clara County, Measure A \$ 950 M Bond. 67.8% Yes – narrow win

GENERAL PUBLIC

 Strong external campaign with mail, TV, social media, voter outreach

HOUSING RESIDENTS

 Strong internal campaign with registration, outreach, fun stuff!

REGISTERED VOTERS AT NPH MEMBER ADDRESSES By County and Age Group Courtesy Non-Profit Housing Assn

	65 yrs+	55-64	45-54	35-44	25-34	18-24	Total
	C 4 2 0	4 500	4.000	4 405	4.075	740 /	10.450
ALAMEDA	6,120	1,508	1,236	1,195	1,675	718 (12,452
CONTRA COSTA	2,394	661	654	586	732	396	5,423
MARIN	843	169	105	78	80	61	1,336
NAPA	295	69	40	41	54	57	556
SAN FRANCISCO	6,851	2,161	1,688	1,315	1,530	703	14,248
SAN MATEO	1,519	314	238	238	331	193 (2,833
SANTA CLARA	5,661	1,585	1,289	1,197	1,634	1,104	12,470
SOLANO	1,173	415	265	324	530	219	2,926
SONOMA							2,639
Total	24,856	6,882	5,515	4,974	6,566	3,451	54,833

Sample Report to Developers/Providers

Property	TOTAL	Age 18-29	Age 30-44	Age 45-64	Age 65+	Female	Male	Turnout 11/16
Camellia Place	65	21	23	12	9	39	14	59.1%
Cathedral Gardens	63	12	26	22	3	21	25	66.2%
Lorin Station Plaza	17	3	7	3	4	11	2	49.2%
Los Robles Apts	216	59	53	61	43	120	67	58.8%
Rosewood Manor	35	11	12	11	1	18	12	47.2%
Casa Adobe	26	0	1	0	25	20	5	71.4%
Golden Oak Manor	14	1	0	1	12	9	4	47.7%
Golden Oaks	21	0	0	3	18	14	6	71.4%
Oaks	15	2	2	8	3	6	6	61.9%
Rodeo Gateway	19	0	0	4	15	13	6	53.3%
Silver Oak	6	0	1	3	2	3	3	72.7%
The Oaks	17	6	3	5	3	8	6	66.7%

SANTA CLARA COUNTY MEASURE A \$950 MILLION HOMELESS & HOUSING BOND

Affordable Housing Residents a Key Voting Bloc

Database of registered affordable housing residents assists



Ms. Irma Ortiz
Credit: LifeSTEPS 2016
Courtesy Non-Profit Housing Assn.

Resident Registration - June	12,470
Resident Registration – Nov.	15,511
Resident Turnout – Nov.	10,346
Yes - 67.88 %	454,284
No	214,968
Margin of Victory	8,060

Case Study #3: Legislative



Take Action for Housing Today! Contact Your Assemblymember Marc Levine

Mon, Jul 29, 2017 at 9:05 AM

Non-Profit Housing Assn <info@nonprofithousing.org>
To: Resident Emails <YourNameHere@yahoo.com>

Dear Assembly District 10 Resident:

Are you concerned about affordable housing, about friends, family and co-workers having a roof over their heads? Join our movement to make sure everyone has a place to call home.

Visit the Non-Profit Housing Association Housing Action Center and email your State Assemblymember Marc Levine to make sure he know hows important housing affordability is.

Emails to Registered
Voters in Targeted
Districts



Gov. Jerry Brown signs a package of bills putting a \$4 billion housing bond on the November 2018 ballot and adding teeth to state housing laws Friday, Sept. 29 in San Francisco. Fifteen bills make up the package. (AP Photo/Eric Risberg)

- 15 bills include funding, policy:
- \$4B Bond
- Permanent source: \$125M+
- Inclusionary Zoning fix
- More!

Voter & Email Counts through Database

Courtesy Non-Profit Housing Assn. Jan. 2017	Assemblymember	Voters	Emails
AD 02 - 2ND ASSEMBLY DISTRICT	Jim Wood	1,013	325
AD 04 - 4TH ASSEMBLY DISTRICT	Cecilia Aguiar-Curry	1,487	462
AD 10 - 10TH ASSEMBLY DISTRICT	Marc Levine	3,131	870
AD 11 - 11TH ASSEMBLY DISTRICT	Jim Frazier	3,585	1,172
AD 14 - 14TH ASSEMBLY DISTRICT	Tim Grayson	3,462	1,113
AD 15 - 15TH ASSEMBLY DISTRICT	Tony Thurmond	3,656	1,126
AD 16 - 16TH ASSEMBLY DISTRICT	Catharine Baker	2,059	748
AD 17 - 17TH ASSEMBLY DISTRICT	David Chiu	14,691	3,487
AD 18 - 18TH ASSEMBLY DISTRICT	Rob Bonta	8,105	2,086
AD 19 - 19TH ASSEMBLY DISTRICT	Phil Ting	1,749	443
AD 20 - 20TH ASSEMBLY DISTRICT	Bill Quirk	2,342	744
AD 22 - 22ND ASSEMBLY DISTRICT	Kevin Mullin	2,146	668
AD 24 - 24TH ASSEMBLY DISTRICT	Marc Berman	3,174	886
AD 25 - 25TH ASSEMBLY DISTRICT	Kansen Chu	3,054	910
AD 27 - 27TH ASSEMBLY DISTRICT	Ash Kalra	5,704	1,677
AD 28 - 28TH ASSEMBLY DISTRICT	Evan Low	3,501	1,023
AD 29 - 29TH ASSEMBLY DISTRICT	Mark Stone	79	21
AD 30 - 30TH ASSEMBLY DISTRICT	Ana Caballero	1,144	410
Total		64,082	18,171

How the Database was Created

- Power of collaboration and partnership
- NLIHC Preservation Database
- Non-Profit Housing Assn & Housing CA
- California's premiere online subscription (courtesy of foundation funding)
- "Keep It Simple, Smartie" methodology
 - Less may not be more, but it is faster
- Skills required to do your own match
- State-specific vendor choices
- Next you'll hear from Jazmin Posas on what we learned about addresses!

OPPORTUNITY PARTNERS

For more information:

- Shelterforce, May 2017 article
- Non-Profit Housing Association, nonprofithousing.org
- Housing CA and Residents United Network, housingca.org/run

Sharon Cornu www.sharoncornu.net sc@sharoncornu.net

Organize!

How to Get \$2 Billion for Affordable Homes

San Francisco Bay Area voters approve bold new investments after housing advocates ignite successful electoral strategy. By Sharon Cornu

> HE SAN FRANCISCO Bay Area is known for innovation, political action, and extreme housing costs. In 2016, voters and nonprofits were able to put the three together to win \$2 billion in new investment at a critical time Bay Area job growth and global

capital have intensified housing pressure in the nine-county region Tech companies flood the real estate market with dollars that long-term residents simply cannot

> 50,000 new jobs in five years while

3,000 new homes Teachers, first

responders, and

essential workers

building just

This model - strategy, data, and resident engagement - offers a powerful opportunity for the future.

can't live near their jobs, which puts additional stress on transportation systems. Voters saw this problem clearly

in 2016. They told pollsters that the No. 1 issue they wanted leaders to address-above schools, safety. health care, and even traffic-was affordable housing. But where could investment come from? California's governor and legislature had taken away \$1 billion in annual funding for housing for low-wage workers. seniors, people with disabilities, and veterans by eliminating redevelopment agencies. Coupled with federal cuts, some counties had an 89 percent reduction in affordable housing investment.

A Political Program with Data The Non-Profit Housing Association of Northern California (NPH)



managers. In an off-year municipal election, low-income, senior, veteran, and disabled affordable housing residents voted at nearly the same rate (43.3 percent) as the general electorate (45.5 percent). This turnout was a testament to the strong community organizing history and capacity of San Francisco community development organizations. It was also a roadmap for victory in other counties.

Armed with confirmation that affordable housing residents can affect elections, NPH worked to build a regional voter database for 2016. Funding from the San Francisco Foundation allowed development of special algorithms best practices and recommend programming, including how to adapt voter registration and voter education programs in order to preserve resident privacy and trust. Subsequent meetings included message training, legal considerations, and success stories from practitioners

Many organizations had ongoing voter registration efforts, but reviewing hard data about the number of registered voters by property revealed opportunities to broaden our electoral base, expand to new locations, and improve existing programs with low rates of registration. Measuring is the first step in identifying how to improve, and NPH members

46 Spring 2017 shelterforce.org



2018 Efforts







Jazmin Posas joined Housing California in January 2018. Prior to Housing California, she worked as a Program Coordinator for Student Action with Farmworkers, as a Program Associate at California Volunteers, and as an application counselor for the Marketplace Exchange.



- Dedicates \$1 billion to helping veterans have stable, affordable homes.
- Builds affordable homes and provides supportive housing for struggling families and children, people experiencing homelessness and individuals with disabilities.
- Helps people live in the communities where they work, while still having money for basics like groceries, gas and child care.
- Creates 137,000 jobs and pumps \$23.4 billion into California's economy.
- Tackles top priorities for Californians building homes, creating jobs and boosting the economy.

https://www.housingca.org







Questions?





Additional Resources



Voter Engagement Tools



Our Homes, Our Votes:

A Guide to Voter Engagement **Activities for Nonprofit Housing Providers and Resident Organizations**



ur Homes. Our Votes is NLIHC's effort to expand voter engagement work conducted by community organizations dedicated to expending affordable housing. This guide is designed to help you through the steps of planning your agency's voter engagement work. These materials offer resources for organizations seeking to engage traditionally underrepresented people in the civic process. Beyond this guide, NLHC will offer trainings and additional tools through the 2018 election. Be sure to visit nilhc.org/library/voterengagement for the most updated materials and

This voter engagement plan provides all of the steps you need to implement a campaign to integrate registration, education, mobilization, and voter protection without overtaxing your staff or resources, while staying within legal guidelines for nonprofits. Our plan presents a menu of activities for your group to consider. Your organization may or may not be able to undertake all of the suggested activities; plan according to evallable resources. If this is your first voter engagement project, remember to think long-term. It is usually best to start small and build your project over several election

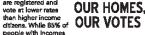
Please let us know if you are conducting a voter engagement effort so that we can provide assistance, connect you with helpful resources, and spotlight your election-related work on our blog or in other NLIHC publications such as Tenant Talk, Call NUHC's Field Team at 202-662-1530, or email us at outreach@nlihc.org.

WHY ENGAGE IN ELECTION WORK?

Raising housing on the national agenda will happen only when candidates for elected office understand that the issue of affordable housing is important to voters. At the same time, it is vital that low income voters: understand how the decisions made by federal elected officials

directly affect their lives: know how to register to vote; and, know how to get to the polls on Election

Census data confirm that low income voters are registered and vote at lower rates people with incomes



over \$100,000 were registered to vote in 2016 and 74% voted, just 60% of people with incomes below \$20,000 were registered, and only 38% actually voted. (U.S. Census Bureau. Voting and Registration in the Election of November 2016. May 2017.)

People in low income communities face several challenges to voting such as less-flexible work schedules that may not allow time off to vote; more difficulty obtaining legal identification; transportation impediments that may make getting to the polls more difficult; and, a greater likelihood of misinformation about their rights as voters. People experiencing homelessness, ex-offenders, and survivors of a natural disaster may face especially tough barriers to voting.

Nonprofit organizations, which benefit from close ties with their members, are a natural fit in helping people overcome these challenges. Nonprofits that have implemented voter engagement projects have identified several benefits of doing so:

- Residents engage in civic life and learn how decisions of elected officials affect their
- The Issue of homelessness and housing scarcity is elevated in public debate.
- · Elected officials become educated on low

2018 Our Homes, Our Votes **Engagement Plan**

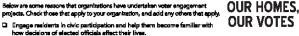


ompleting a voter engagement plan for your agency will help you assess how best to incorporate voter registration, education, and mobilization into your agency's work. This plan template presents a menu of activities that your organization may want to consider.

Please let NLIHC know you are participating! Contact NLIHC's Held Team at 202-662-1530 or outreach@nlihc.org with a description of your project.

WHY BECOME VOTERIZED?

Below are some reasons that organizations have undertaken voter engagement projects. Check those that apply to your organization, and add any others that apply.



- Elevate the issue of homelessness and housing scarcity in public debate.
- Educate elected officials on low income housing issues and on how their decisions affect residents.
- Build influential relationships with elected officials. Help develop residents' leadership skills.
- Assist residents in meeting community service requirements, if applicable. Earn positive press for your program or project.
- □ Other: _

LEGALLY SPEAKING

501(cl(3) organizations can, and should, engage in nonpartisan election-related activity, including voter registration, education, and mobilization, 501(c)(3)s cannot in any way support or oppose particular candidates. For detailed information on these issues:

- Contact the Office of the Secretary of State or Board of Elections in your state to learn your state's rules for voter registration drives.
- Take a look at the Permissible Activities Checklist put together by Nonprofit VOTE at: www.nonprofitvote. org/documents/2017/04/nonpartisan-election-activities-501c3-nonprofits.pdf.
- Q Visit the League of Women Voters at www.vote411.org for the latest information on voting in your state.
- Read and review Nonprofits, Voting & Elections produced by Nonprofit VOTE at: http://www.nonprofitvote. org/nonprofits-voting-elections-onlinedocuments/2010/11/nonprofits-voting-and-elections.pdf.

REGISTERING VOTERS

Setting Goals for Registering Voters

- A. What percentage of your clients will you register? What number? 8. Will your agency also register other low income members of the community, beyond those served by your
- C. How many weeks do you have until the deadline to register voters?
- D. How many people must you register on average per week to meet your goal? _

Upcoming Webinars



Tuesday, August 7	An Informed Debate: Effectively Engaging Candidates while Remaining Non-Partisan
Tuesday, August 14	"I Vote for More Affordable Homes!" Educating Voters Before Election Day
Tuesday, August 21	Voter Mobilization: Getting Out the Vote

All Webinars begin at 3:00pm ET For more information, please visit https://bit.ly/2KooyTi

It's never been easy. Our commitment is unwavering. Join us and amplify the voices of the poorest families in need. OUR MEMBERS ARE OUR STRENGTH.



JOIN TODAY WWW.NLIHC.ORG/MEMBERSHIP

Contact Us



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