

## Selling IPM in Housing

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## Delivering IPM Training at Public Housing Authorities (PHAs)

### • HUD-USDA Interagency Agreement 2007-2011

#### • Objectives:

- Review and refine existing training materials on IPM;
- Develop, pilot and deliver 2 Train-the-Trainer Trainings;
- Pilot and deliver 8-12 on-site trainings to PHA IPM Teams;
- Develop and pilot a concise IPM briefing for delivery by PHA staff to residents;
- Support PHA developments piloting IPM; and
- Build the capacity of the USDA IPM network to support IPM in public housing.



## The Process for Each PHA

1. "Sell" the Executive Director or Director of Public Housing for the Housing Authority on IPM.
2. Have management pick a suitable development to receive training and pilot IPM for one year.
3. Describe the program to the chosen development's Property Manager, Maintenance Head, and Head of Pest Control (if in house).
4. Have Property Manager "officially" commit.
5. Complete a survey and checklist to determine current practices.
6. Collect pertinent documents: pest control contract or RFP (if any exist), Resident Lease, Housekeeping Standards, documents associated with pest control (48 hour notice, unit inspection report, service summary), any other policies or procedures having to do with pest control.

## The Process Continued

7. Bring outside support groups up to speed and set a training date.
8. Hold an IPM in Multifamily Housing Training.
9. Write a "Suggestions for IPM Implementation" report for the Property Manager.
10. Schedule monthly calls to check in and support the IPM effort as-needed.
11. Collect data as funding and time allows.

## Speaking the Language

- PHA: Public Housing Authority
- AMP: Asset Management Property
- REAC: Real Estate Assessment Center
- Resident Services
- Resident Association or Council
- Unit turnover
- Exterminator or contractor
- Work order

## Public Housing Considerations

- Public Housing vs. Section 8
- Elderly or Family Development
- High Rise or Townhouse
- Rent collection week
- Lease renewal
- Routine housekeeping inspections

## Common Issues

- Resident cooperation
  - Unit preparation for pest control
  - Trash handling
  - Over the counter pesticide use
- Local municipality's trash pick up
- Trash chutes and compactor rooms
- Pesticide application by unlicensed staff
- Communication with pest control contractor

## How to Describe IPM

- An approach to pest control that uses the most economical means with the least possible hazard to people, property, and the environment.
- A healthy approach to pest control because it
  - Takes measures to prevent infestations from growing;
  - Eliminates the source of the problem while utilizing reduced risk pesticides if appropriate; and
  - Involves routine monitoring and inspection (in place of applying pesticides regularly) so that pest problems are dealt with quickly and efficiently.

## Selling Points for IPM

- A system-wide approach to pest control that synergizes the efforts of maintenance, social workers, and pest control.
- Has potential for great PR: partnerships, happy residents, higher inspection scores, "healthy," "sustainable," and "green."
- There is a business case: reduced transfer requests, reduced pest work orders, increased satisfaction with housing, fewer asthma attacks, and cheaper in the long run.
- IPM is a healthy and sustainable approach to reducing asthma triggers.

## Selling Points for IPM

- Supported by HUD.
- It's not rocket science...it's cockroaches: take their food, water, shelter, and access points away.
- It makes homes good for people and bad for pests.
- NO ONE has to live with pests!

## A SAMPLE of Resources

- "What's Working for Bed Bug Control" report:  
[www.healthyhomestraining.org/IPM/NCHH\\_Bed\\_Bug\\_Control\\_2-12-10.pdf](http://www.healthyhomestraining.org/IPM/NCHH_Bed_Bug_Control_2-12-10.pdf)
- The National Center for Healthy Housing's IPM Training:  
[www.healthyhomestraining.org/IPM/training.htm](http://www.healthyhomestraining.org/IPM/training.htm)
- This project's training slides and resources:  
[www.stoppests.org](http://www.stoppests.org)

## Funding Opportunities

- **Foundations**
  - Pest Management Foundation (NPMA)
  - The Kellogg Foundation
- **HUD-OHHLHC**
  - Healthy Homes Technical Studies Program
  - HUD Healthy Homes Demonstration Grant Program
  - Healthy Homes Implementation Program
- **EPA**
  - Environmental Education Grants
  - Environmental Justice Small Grants Program
- **USDA-NIFA**
  - Regional IPM Centers' Partnerships Grants
  - Regional IPM Centers' Competitive Grant Programs

## Contact Information

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[www.stoppests.org](http://www.stoppests.org)

For bed bug-related queries:

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[www.healthyhomestraining.org/IPM/  
NCHH Bed Bug Control 2-12-10.pdf](http://www.healthyhomestraining.org/IPM/NCHH_Bed_Bug_Control_2-12-10.pdf)