



**CITY OF ST. LOUIS
DEPARTMENT OF HUMAN SERVICES
HOMELESS SERVICES DIVISION**

2017

**REQUEST FOR PROPOSALS
(RFP)**

**New Projects
2017 Continuum of Care
Competitive Grant Program**



CITY OF ST. LOUIS
DEPARTMENT OF HUMAN SERVICES
HOMELESS SERVICES DIVISION
2017 REQUEST FOR PROPOSALS

The City of St. Louis, Department of Human Services is issuing a Request for Proposals (RFP) for the U.S. Department of Housing and Urban Development (HUD) FY 2017 Continuum of Care (CoC) Program. The selection of projects is subject to the funding availability of HUD to the City of St. Louis. In keeping with HUD FY 2017 CoC Program NOFA, the City of St. Louis is soliciting proposals consistent with the proposed project priorities by both HUD and our local Continuum of Care (CoC).

Note: Current CoC funded sub-recipients are not required to complete an application for 2017 renewal funding.

All 2016 funded projects will be evaluated by the Rank and Review Committee for renewal under the process established by the City of St. Louis CoC. Projects will be scored and prioritized for renewal based on performance in reaching system targets and filling gaps identified by the CoC and the City of St. Louis Department of Human Services Homeless Services Division, subject to approval of the City of St. Louis Personal Service Agreement (PSA) Committee.

New project applications submitted in response to this RFP also will be evaluated by the Rank and Review Committee under the process established by the City of St. Louis CoC. The ranking, review and recommendations of new project proposals, and the criteria employed by the Rank and Review Committee are included among the evaluation criteria used by the PSA Committee hereunder.

CoC New Projects: The DHS Homeless Services Division, consistent with HUD's initiatives and the City of St. Louis' CoC needs, is seeking proposals for the following new programs:

- Permanent Supportive Housing (PSH) for chronically homeless households, including individuals, families and unaccompanied youth
- Rapid Re-Housing (RRH) for individuals and families, including unaccompanied youth who are residing on the streets or in emergency shelters or who are fleeing domestic violence

Beginning August 4, 2017, RFP packets will be available via pick-up at the Homeless Services Division or at the following website: <http://www.stlouis-mo.gov/human-services/>

Questions may be referred **by email only** and must be submitted on or before Friday, August 11th by 4:00 pm to:

Irene Agustin
Chief Program Manager – Homeless Services
Department of Human Services
agustini@stlouis-mo.gov

Each question should begin by referencing the RFP page number and section to which it applies. DHS will record any questions and provide written responses that will be posted on the website.

Contact with Selection Committee members is strictly prohibited.

To be considered by the Selection Committee, New Projects must be returned to the above address by 4:00 p.m., August 22, 2017. All applicants should provide six (6) copies of their proposal at the time of submission. Please do not staple copies or supporting documentation. Proposals received after the aforementioned date and time may be rejected. Incomplete proposals may be rejected. The City of St. Louis reserves the right to reject and/or negotiate any and all proposals. Funding for this program is subject to appropriations from federal agencies.

Summary

New projects may be created through reallocation or the Permanent Housing bonus (\$728,630) and the CoC is seeking new Permanent Supportive Housing and Rapid Rehousing projects.

PERMANENT SUPPORTIVE HOUSING

PSH is permanent housing, subject to review based on need, with indefinite leasing or rental assistance paired with supportive services to assist homeless persons with a disability or families with an adult or child member with a disability to achieve housing stability. Eligible categories for CoC funding include:

Leasing Costs

Leasing is an eligible cost category under the PSH program components. Funds may be used to lease individual units or all or part of structures. Rents must be reasonable and, in the case of individual units, the rent paid may not exceed HUD Fair Market Rents. Leasing funds may not be used for units or structures owned by the recipient, sub-recipient, their parent organization(s), any other related organization(s), or organizations that are members of a partnership where the partnership owns the structure without a HUD-authorized exception. When leasing funds are used to pay rent on units, the lease must be between the recipient or the sub-recipient and the landowner, with a sublease or occupancy agreement with the program participant. The recipient may, but is not required to, charge the program participant an occupancy charge, consistent with the parameters specified in the interim rule.

Rental Assistance Costs

Rental assistance is an eligible cost category under the PSH program components and may be tenant-based (TBRA), sponsor-based (SBRA), or project-based (PBRA), depending upon the component type.

Rental assistance may be short-term for up to three (3) months; medium-term for three (3) to 24 months; or long-term for more than 24 months. The length of assistance depends upon the component type under which the cost is funded. Recipients must serve as many program participants as identified in their funding application to HUD. However, if the amount reserved for the term of the grant exceeds the amount needed to pay actual costs, the excess funds may be used to cover property damage, rent increases, or the rental needs of a greater number of program participants.

- **TBRA.** Program participants select any appropriately sized unit within the CoC's geographic area, although recipients or sub-recipients may restrict the location under certain circumstances to ensure the availability of the appropriate supportive services. Except for victims of domestic violence, program participants may not retain their rental assistance if they relocate to a unit outside of the CoC's geographic area without prior written permission by the City of St. Louis and HUD.
- **SBRA.** Program participants must reside in housing owned or leased by a sponsor organization and arranged through a contract between the recipient and the sponsor organization.
- **PBRA.** Program participants must reside in housing provided through a contract with the owner of an existing structure whereby the owner agrees to lease subsidized units to program participants. Program participants may not retain their rental assistance if they relocate to a unit outside the project.

When rental assistance funds are used to pay rent on units, the lease must be between the program participant and the landowner. Each program participant, on whose behalf rental assistance payments are made, must pay a contribution toward rent consistent with the requirements of the interim rule.

Supportive Services Costs

Supportive services are eligible costs under the PSH program component. The CoC Program interim rule specifies all eligible services and clarifies that any cost not listed in the rule is ineligible. Services must be offered to residents of PSH for the full period of their residence.

Recipients and sub-recipients are required to perform an annual assessment of the service needs of their program participants and to adjust services accordingly. Eligible costs include the cost of providing services, the salary and benefits of staff providing services, and materials and supplies used in providing services.

Operating Costs

Operating costs are eligible under the PSH program component. Funds may be used to pay the day-to-day operating costs in a single structure or individual housing units. Examples of eligible operating costs include maintenance (such as scheduled replacement of major systems), repair, building security (when CoC Program funds pay for more than 50 percent of the facility by unit or area), electricity, gas, water, furniture, equipment, property insurance, and taxes. These costs may not be combined with rental assistance costs within the same unit or structure.

Administration

Administration costs include expenses related to the overall administration of the grant such as management, coordination, monitoring, and evaluation activities and environmental review. Administration funds are shared equally with the applicant and the Department of Human Services.

Match Requirements

Excluding leasing funds, the total value of CoC funds applied for must be matched with an amount equal to 25% of funds from cash or in-kind sources.

RAPID RE-HOUSING

Rapid Re-Housing (RRH) assistance aims to help individuals or families who are homeless move as quickly as possible into permanent housing and achieve stability in that housing through a combination of rental assistance and supportive services. Communities have demonstrated and research has shown that RRH is a valuable strategy for quickly transitioning individuals and families directly from shelter into permanent housing with needed supports. CoC RRH grant funds may be used to provide short- and/or medium-term rental assistance and limited supportive services to help an individual or family that is homeless move as quickly as possible into permanent housing and achieve stability in that housing. Supportive services may be provided up to 6 months after rental assistance has stopped.

Supportive Services Costs

Supportive services are eligible costs under the RRH program component. The CoC Program interim rule specifies all eligible services and clarifies that any cost not listed in the rule is ineligible. Services must be offered to residents of RRH for the full period of their residence. Recipients and sub-recipients are required to perform an annual assessment of the service needs of their program participants and to adjust services accordingly. Eligible costs include the cost of providing services, the salary and benefits of staff providing services, and materials and supplies used in providing services.

Operating Costs

Operating costs are eligible under the RRH program component. Funds may be used to pay the day-to-day operating costs in a single structure or individual housing units. Examples of eligible operating costs include:

maintenance (such as scheduled replacement of major systems), repair, building security (when CoC Program funds pay for more than 50 percent of the facility by unit or area), electricity, gas, water, furniture, equipment, property insurance, and taxes. These costs may not be combined with rental assistance costs within the same unit or structure.

Administration

Administration costs include expenses related to the overall administration of the grant such as management, coordination, monitoring, and evaluation activities and environmental review. Administration funds are shared equally with the applicant and the DHS.

Match Requirements

Excluding leasing funds, the total value of CoC funds applied for must be matched with an amount equal to 25% of funds from cash or in-kind sources.

EVALUATION CRITERIA

- **Preference may be** given to applicants that are active members of the St. Louis City CoC. Active membership is determined by the member's attendance at general, committee, and board meetings. To be considered an active member, members must be in attendance at 50% of general meetings, 50% of at least one committee's meetings, and 50% of board meetings.
- The applicant's ability to supplement/match the proposal with funding other than CoC, Emergency Solutions Grants, Supportive Housing Programs, Shelter Plus Care Programs.
- Applicant is a non-profit organization in good standing.
- The applicant's experience in providing similar services, the length and type of experience it has working with the homeless, the quality of programs/services it provides, and the experience level of key staff.
- The applicant's commitment to adhere to HUD and CoC priorities and processes, including (a) CoC Approved Front Door Manual, (b) CoC Program Best Practices, and (c) CoC Performance Measures.
- The applicant's commitment to being a good neighbor that protects the safety and the privacy of program participants and neighbors.
- The applicant's ability to adequately describe and address those requirements set out in the RFP.
- The applicant's commitment and participation in the Coordinated Entry System developed by the CoC.
- The applicant's ability and commitment to fully participate in the City of St. Louis HMIS in accordance to CoC policies and procedures and report program performance and outcomes.
- The extent to which the proposed project fills a gap in the community's CoC and addresses a priority issue.
- The efforts by the applicant to address the needs of the homeless through community collaborations and partnerships.
- The ability to track clients through the progression of services being provided.
- The degree to which performance measures are consistent with the CoC's annual goals.
- The extent to which applicant leverages resources.
- The applicant's ability to provide solid fiscal accountability to the project.
- Past performances of programs and agencies previously funded by the DHS.
- The applicant's plans to involve and empower homeless populations to participate in decision-making and project operations.
- Availability of financial and operating resources as required to perform the work.
- The ability of the applicant to meet statutory, regulatory and ordinance requirements.
- The rank, review and recommendations of each new project proposals, under criteria employed by, the Rank and Review Committee of the St. Louis City CoC.
- M/WBE and/or DBE participation.

City of St. Louis
2016 REQUEST FOR PROPOSALS (RFP)
Application

1. Name of Applicant: _____

2. Name of Program: _____

3. Program Address: _____

4. Phone: _____ Fax: _____ E-mail: _____

5. Contact Person & Title: _____

6. **SELECT ONLY ONE CATEGORY.** An agency may request funds from multiple funding sources and from multiple categories. The agency **MUST** complete a separate application for each category. To select a category, double click on the box **and** under the default value select "checked".

2016 Continuum of Care (CoC): NEW PROJECTS ONLY

Permanent Supportive Housing (PSH) for chronically homeless households, including individuals and families, and unaccompanied youth

Rapid Re-Housing (RRH) for individuals and families, including unaccompanied youth who are residing on the streets or in emergency shelters or who are fleeing domestic violence

7. Target Population(s):

- | | | | |
|--|---|---|--|
| <input type="checkbox"/> Single Men | <input type="checkbox"/> Women w/ children | <input type="checkbox"/> Veterans | <input type="checkbox"/> Youth |
| <input type="checkbox"/> Single Women | <input type="checkbox"/> Battered Spouse | <input type="checkbox"/> Persons with Physical Disabilities | <input type="checkbox"/> Drug Dependent |
| <input type="checkbox"/> Families | <input type="checkbox"/> Alcohol Dependent | | <input type="checkbox"/> Persons with HIV/AIDS |
| <input type="checkbox"/> Teenage Mothers | <input type="checkbox"/> Chronically Mentally Ill | <input type="checkbox"/> Elderly | <input type="checkbox"/> Other |

8. Housing:

- | | | | |
|--|--|--|---|
| <input type="checkbox"/> Barracks | <input type="checkbox"/> Scattered Site Apartments | <input type="checkbox"/> Single Room Occupancy | <input type="checkbox"/> Detached House |
| <input type="checkbox"/> Group/Large House | | <input type="checkbox"/> On-site Apartments | <input type="checkbox"/> Other |

9. Requested CoC amount reflects: _____% of the program/project budget of \$ _____
Requested amount reflects: _____% of the total agency's budget of \$ _____
Is this program/project currently in existence? Yes How many years? _____ No
Annual amounts of funds received from other City Department/Agencies?

Name of Department

Amount

ALL DOCUMENTS MUST BE INCLUDED TO ENSURE CONSIDERATION FOR FUNDING

All proposals submitted to the Department of Human Services must include the following items:

<p><u>Project Proposal</u></p> <ul style="list-style-type: none">• Narrative• Client Population• Organizational Capacity and Experience• Service Plan• Participant Tracking & Reporting	<p><u>Attachments (not included in page limit):</u></p> <ul style="list-style-type: none">• Evidence of 501 (c) 3 status• Copy of System for Award Management (SAM) Report• HMIS Participation Letter• Organizational Chart• Current List of the Board of Directors• Federal Form 990• Job Descriptions• Detailed Project/Program Budget• Agency Budget• In the event of a new facility, a letter of support from the relevant Alderperson
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Narrative:

The narrative provides an overview of the proposed project. It provides sufficient information to understand the scope of the project, the clients to be served, the cost of the proposed activities, and the System Performance Targets and Priorities that have been adopted by the St. Louis CoC.

Client Population:

The proposal should clearly identify and describe the characteristics and needs of the clients to be served by the project.

Organizational Capacity and Experience:

The applicant should demonstrate a history of providing services to low-income individuals who are homeless, formerly homeless, or at risk of becoming homeless. The applicant should provide outcomes data from similar programs operated by the organization that shows the impact of the services provided. The applicant should describe already established relationships with other organizations in the community to show that the agency works with a broad network of providers to provide wrap around services to meet the needs of participants. The applicant should demonstrate the fiscal capacity to manage the project within the proposed budget.

Service Plan:

The applicant should show how the project will interact with the Coordinated Entry System and serve the priority populations established by the St. Louis City CoC Planning Committee. The applicant must provide a detailed plan of service delivery for each program participant. The service plan should include services that meet the ability and needs of the participants. It should include housing focused case management that matches client’s needs, tracks client’s progress, and maintains program data for reporting. The applicant should explain how services will be identified, how individual plans will be developed and implemented, and how the case management will assist clients in accessing housing.

Participant Tracking and Reporting:

The applicant should describe how the project will fully utilize the City of St. Louis HMIS, Service Point, and will provide data to: track participants through the progression of services being provided and referrals to mainstream resources, assess individual progress toward personal goals, evaluate the effectiveness of the services delivered and the effectiveness of the project toward achieving programs goals, report data on client characteristics, use of services, and expenditures to the funding agency.

Job Descriptions/ Resume:

Job descriptions are required for positions for which an applicant is requesting funding. All applicants must include the resume of key personnel (Executive Director, Program Director, Case Manager, etc.).

Detailed Budget

The budget should be explained and justified in the proposal. Costs should be reasonable for the services provided and the number of persons to be served. The services budgeted should reflect the needs of clients. New CoC Project budgets should be 1 year budgets.