

# Request for Proposals Informational Meeting

2018 COC COMPETITION

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UNITY OF GREATER NEW ORLEANS

7/20/2018

# Continuum of Care

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UNITY is recognized by the U.S. Department of Housing and Urban Development, City of New Orleans, Jefferson Parish Government, and City of Kenner as the lead agency responsible for applying for competitive federal grants for homeless housing and services for the entire community. In this role, UNITY is responsible for the application to HUD for CoC funding, performance of CoC projects, oversee the work to end homelessness, and distribute grants to CoC agencies.

A collaborative of 60 organizations, the UNITY coalition has permanently housed over 55,000 vulnerable people since 1992.

# HUD CoC trends



- Since 2012, HUD has encouraged permanent housing bonus and reallocated funds to be used for PSH for chronically homeless individuals and families to support CoC's in efforts to end chronic homelessness in their communities.\*
- HUD also encouraged permanent housing bonus and reallocated funds to be used for RRH for individuals and families, in particular to support CoC efforts to end family and youth homelessness.\*
- HUD continues to note ending Chronic, Family, Veteran, and Youth Homelessness as policy priorities.
- Recent additional focus on addressing unsheltered homelessness and, in 2018, racial disparities in homelessness.

\*Source: Colleti, J. (July 2017) ["The Realignment of HUD Continuum of Care Program Homeless Assistance Funding: What Are the Outcomes?"](#)

# CoC Funding Priorities

<p><b>End Chronic Homelessness by 2019</b></p>	<ul style="list-style-type: none"> <li>• Prioritize funding to increase PSH units.</li> <li>• Prioritize continued funding of PSH that serves largest numbers of chronically homeless people who are not stabilized.</li> <li>• Increase efficiency of PSH projects from low performing &amp; low efficiency to high performing &amp; highly efficient projects.</li> </ul>	<ul style="list-style-type: none"> <li>• CoC-Dedicated PLUS Bonus</li> <li>• CoC-Reallocation PSH</li> <li>• SAMHSA application</li> <li>• Partnership with HANO and LHA</li> </ul>
<p><b>Maintain Functional Zero on Veteran Homelessness and Continue to Reduce the Number of homeless Veterans</b></p>	<ul style="list-style-type: none"> <li>• Prioritize openings.</li> <li>• Develop strategies to motivate unsheltered veterans who have been resistant to housing.</li> <li>• Coordinate with VA and SSVF providers.</li> <li>• Improve access to Representative Payee services.</li> <li>• Improve PH retention.</li> </ul>	
<p><b>Families are homeless no more than an average of 30 days</b></p>	<ul style="list-style-type: none"> <li>• Increase RRH for families and victims of DV</li> <li>• Improve diversion for shelters</li> <li>• Increase PH vouchers through HA partnerships</li> <li>• Continue to ensure there are enough temporary beds for families, especially intact families.</li> </ul>	<ul style="list-style-type: none"> <li>• CoC- DV Bonus – RRH</li> <li>• CoC-TH-RRH Reallocation</li> <li>• SAMHSA - partnership with HANO</li> <li>• Strengthen partnerships with PHAs</li> </ul>
<p><b>End Youth Homelessness by 2019</b></p>	<ul style="list-style-type: none"> <li>• Expand options for youth in housing crisis.</li> <li>• Prioritize youth for RRH, ES, LBS for coordinated entry.</li> <li>• Train providers in effective practices for youth.</li> </ul>	<ul style="list-style-type: none"> <li>• Youth Demonstration Project Application</li> <li>• ESG - RRH</li> <li>• SAMHSA application for funding</li> <li>• RFP for RRH for unsheltered homeless.</li> </ul>
<p><b>Reduce unsheltered homelessness by 75% from 2017-2020.</b></p>	<ul style="list-style-type: none"> <li>• Strengthen street outreach.</li> <li>• Expand RRH for the unsheltered who are not chronically homeless.</li> <li>• Open low-barrier shelter for persons living significant periods on the street and encourage all shelters to prioritize those with longer stays on the street.</li> </ul>	<ul style="list-style-type: none"> <li>• City of New Orleans- Coordination with low-barrier shelter</li> <li>• ESG-RRH priorities</li> <li>• RFP for RRH for unsheltered homeless</li> </ul>
<p><b>Effectively meet the needs of survivors of domestic violence, dating violence, sexual assault, or stalking.</b></p>	<ul style="list-style-type: none"> <li>• Increase resources.</li> <li>• Improve trauma informed care throughout the system.</li> </ul>	<ul style="list-style-type: none"> <li>• CoC - DV Bonus – RRH</li> <li>• CoC – DV Bonus – Coordinated Entry</li> </ul>

# Current Requests for Proposals

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RFP 18-2 Dedicated PLUS Permanent Supportive Housing

RFP 18-3 Rapid Rehousing to End Unsheltered Homelessness Project

RFP 18-4 Expansion PSH Project

RFP 18-5 RRH and CE for Survivors

## **Applicants may include:**

Non-profit OR governmental agency

Does not need to be a member of the CoC/SPPA

Does not need to be a current recipient of CoC funding

# Eligible costs

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## **Supportive Services may include:**

Assessment of Service Needs  
Assistance with Moving Costs  
Case Management  
Child Care  
Education Services  
Employment Assistance  
Food (for clients- not meetings)  
Legal Services  
Life Skills

Mental Health Services

Outpatient Health Services

Transportation

Utility Deposits

## **Rental Assistance may include:**

Rental payments to landlords

Deposit

Staff costs to negotiate with landlords, identify housing units, conduct HQS inspections.

# RFP 18-2 Dedicated PLUS Permanent Supportive Housing

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Provide supportive services and rental assistance to 40 formerly chronically homeless and vulnerable homeless persons in Orleans or Jefferson Parish.

The persons eligible to be served in this PSH project are chronically homeless individuals/families with disabling conditions who are in need of ongoing supportive services in order to become and remain stably housed. Eligible clients will also include those eligible through the “Dedicated PLUS” criteria established by HUD in the 2018 CoC NOFA which includes:

- Those who are currently residing in a place not meant for human habitation, emergency shelter, or safe haven; but the individuals or families had been admitted and enrolled in a permanent housing project within the last year and were unable to maintain a housing placement. •
- Those who are residing and have resided in a place not meant for habitation, a safe haven, or emergency shelter for at least 12 months in the last three years, but has not done so on four separate occasions.

# Dedicated plus vs. chronically homeless

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## Dedicated Plus

- Those who are currently residing in a place not meant for human habitation, emergency shelter, or safe haven; but the individuals or families had been admitted and enrolled in a permanent housing project within the last year and were unable to maintain a housing placement.
- Those who are residing and have resided in a place not meant for habitation, a safe haven, or emergency shelter for at least 12 months in the last three years, but has not done so on four separate occasions.

## Chronically Homeless

Those who are currently residing in a place not meant for human habitation, emergency shelter, or safe haven.

Those who are residing and have resided in a place not meant for habitation, a safe haven, or emergency shelter for at least 12 months in the last three years, on four separate occasions or continuously for the past 12 months.

Have a disabling condition which requires supports to maintain housing.



# Anticipated Funding

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Anticipated funding amount:

Supportive Services

\$ 99,000

Rental Assistance

\$382,080

Admin

\$ 6,838

Total CoC Funding \$497,918

Match \$124,479

Can be provided with cash  
or in-kind resources

# RFP 18-3 Rapid Rehousing to End Unsheltered Homelessness Project

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Provide rapid re-housing case management and rental assistance to at least 35-40 unsheltered homeless individuals and families over the project year.

The target population for this project is homeless individuals and families who recently lived in unsheltered situations, although other homeless populations may also be served by this project as referred by the CoC Coordinated Entry System. The project will work in close collaboration with the new low-barrier shelter once it is in operation.

***This project is a key component to the CoC goal to reduce unsheltered homelessness.***

BUDGET	
Supportive Services	\$97,600
Rental Assistance	\$484,760
Admin	\$16,390
Total CoC Funding	\$484,760
Match	\$121,167

# RFP 18-4 Dedicated PLUS Expansion PSH Project

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Provide case management services and tenant-based rental assistance to formerly chronically homeless and vulnerable homeless persons residing in Orleans or Jefferson Parish.

It is anticipated that approximately \$124,200 will be available for this project to serve 10-15 households.

BUDGET	
Supportive Services	\$ 20,000
Rental Assistance	\$100,000
Admin	\$ 4,200
Total CoC Funding	\$124,200
Match	\$ 31,050

# RFP 18-5 RRH and CE for Survivors

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Rapid Rehousing (RRH) services must follow a Housing First approach and will be provided to the target population through the provision of up to six months of rental assistance and supportive services. In most cases, clients are expected to be able to “transition in place” and sustain rents on their own after the rental assistance has ended. This project is expected to fund one to four project sponsors. Each project sponsor will be expected to serve at least 15 households at any moment in time and 30 households during the project year.

Supportive Services Only-Coordinated Entry (SSO-CE) services will implement policies, procedures, and practices that better equip the CoC’s Coordinated Entry System to best meet the needs of survivors of domestic violence, dating violence, sexual assault, or stalking. It is expected that one project sponsor would be selected for this component.

- Work with UNITY to develop and implement policies, procedures, and practices that better equip the CoC’s Coordinated Entry System (CES) and CoC providers to best meet the needs of survivors of domestic violence, dating violence, sexual assault, or stalking.
- Work with UNITY to provide appropriate training to Coordinated Entry and CoC providers to ensure all CoC projects are equipped to serve survivors with cultural competence, sensitivity, and in a manner that will increase the clients’ safety.
- Act as a CES point of entry for clients identifying themselves as survivors of domestic violence, dating violence, sexual assault, and stalking who are in need of emergency shelter, crisis services, and/or permanent housing services.
- Input data into an HMIS-comparable system within 24-hours of referral and continually update data.

# Client eligibility

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Any individual or family who:

Is fleeing, or is attempting to flee, domestic violence, dating violence, sexual assault, stalking, or other dangerous or life-threatening conditions that relate to violence against the individual or a family member, including a child, that has either taken place within the individual's or family's primary nighttime residence or has made the individual or family afraid to return to their primary nighttime residence;

Has no other residence; and

Lacks the resources or support networks, e.g., family, friends, and faith-based or other social networks, to obtain other permanent housing.

***Within this target population, applicants may choose to provide additional focus on specific sub-populations (i.e. youth, families with children, etc.) who may be survivors of domestic violence, dating violence, sexual assault, and/or stalking.***

# 18-5 Budget

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<b>Rapid Rehousing Budget</b>	<b>60-80 Households at any moment</b>
<b>Supportive Services</b>	\$ 214,370
<b>Rental Assistance</b>	\$ 759,600
<b>Administrative</b>	\$ 34,089
<b>Total CoC Request</b>	\$ 1,008,059
<b>Match (25% of Total Award)</b>	\$ 252,014

<b>Coordinated Entry Budget</b>	<b>Budget Amount</b>
<b>Supportive Services</b>	\$ 70,000
<b>Administrative</b>	\$ 2,450
<b>Total CoC Request</b>	\$ 72,450
<b>Match (25%)</b>	\$ 18,113

# Application

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Narrative no more than 6 pages. (RRH and CE for Survivors page limit is 8 pages)

## Attachments

- Non-profit documentation (or other documentation if a government agency)
- Copies of the two most recent financial audits
- Resume of supervisor
- Job description(s) of project staff proposed for the project
- Letter indicating match commitment
  - Type of source: government or private funds
  - Method: Cash or in-kind
  - Date of commitment
  - Source of Match: Funder name, fundraising event, individual donors, etc.
  - Use of Match: Indicate the eligible expense that the match would be used for. (counseling, case management, food donations, administrative costs, etc.)

Agencies with no prior experience working with the CoC may submit two reference letters from agencies or funders familiar with agency performance.

# Selection Process

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The Project Selection and Evaluation Committee scores respondents.	18-2 / 18-4 / 18-5
Organizational Experience	10
Housing First/Low Barrier Approach	20
Plan for Effective Case Management and Supportive Services	20
Staff Experience	10
Implementation Timeline	5
Financial Capacity	15
Cultural Competence	5
Program Enhancement	5
Other: Contract compliance, performance, consumer feedback, references	10



# Scoring for DV Bonus Projects

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Question	Points: RRH	Points SSO-CE
<b>Organizational Experience:</b>	10 Points	5 Points
<b>Need for Housing and Services:</b>	20 Points	25 Points
<b>Meeting Unmet Need:</b>	20 Points	25 Points
<b>Plan for Effective Case Management and Supportive Services:</b>	8 Points	5 Points
<b>Addressing Safety Needs:</b>	10 Points	10 Points
<b>Housing First/Low Barrier Approach:</b>	2 Points	2 Points
<b>Staff Experience and Training</b>	5 points	5 Points
<b>Implementation/Timeline</b>	2 Points	2 Points
<b>Financial Capacity</b>	5 Points	5 Points
<b>Cultural Competence</b>	8 Points	8 Points
<b>Program Enhancement</b>	5 Points	3 Points
<b>Outcome Performance, Contract Compliance:</b>	5 points	5 points
<b>Bonus – Building Community Capacity for applicants that are not currently receiving CoC funds.</b>	5 Points	5 Points

# Timeline

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Noon August 13, 2018	Proposals due to <a href="mailto:proposals@unitygno.org">proposals@unitygno.org</a>
August 15, 2018	Project Evaluation and Selection Committee Reviews and Scores Proposals
August 16, 2018	Notification to respondents regarding funding decision.
August 23, 2018	Selected agencies submit additional information as needed to UNITY for funding proposal.
August 23, 2018	Appeals due from any agency not selected for funding.
January 2019	Anticipated notification of funding from HUD
Summer or Fall 2019	Anticipated Project Start Date*

*\*Expansion projects will begin at the renewal of the existing project.*

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Additional questions:

[vcoffin@unitygno.org](mailto:vcoffin@unitygno.org)

504-821-4496x112

Keep updated through postings on UNITY's webpage for the 2018 CoC funding competition:

<http://unitygno.org/2018-coc-application-information-and-updates/>

Questions received about the RFPs will be posted with responses on this webpage.