

New Funding Opportunities

2023 Continuum of Care (CoC) Program Competition

RFP Information Meeting

August 11, 2023



Agenda

1. Overview

- Housing First Approach
- Outcome Goals
- Leveraging Resources and Match

2. New Permanent Supportive Housing RFP #23-5

- Overview and Eligible Participants
- Rental vs Leasing Assistance
- Expected Budget

3. New Rapid Rehousing RFP #23-6

- Overview and Eligible Participants
- Expected Budget

4. Expanding Safe Housing for Survivors RFP #23-7

- Overview and Eligible Participants
- Component Types
- Expected Budget

5. Resources, Questions, Contact Information

This presentation and the Request for Proposals are available on the UNITY website:

www.unitygno.org/providers/2023-coc-funding-competition/new-funding-opportunities-in-the-2023-coc-funding-competition/

Housing First Approach

- **Access is not based on housing “readiness”** – participants receive housing regardless of sobriety, substance use, treatment participation
- **Participants are quickly assisted** to obtain their own housing unit that reflects their housing preferences
- **Choice of Housing and Services** – service plans are consumer driven, flexible, and voluntary
- **Separation of Housing and Services** – participants who get evicted retain services and are re-housed

Housing First Implementation Resources from HUD

<https://www.hudexchange.info/programs/coc/toolkit/responsibilities-and-duties/housing-first-implementation-resources/#housing-first-implementation>

Outcome Goals

Examples of goals:

- At least 90% of participants maintain housing at least 6 months after program entry
- 95% of participants are in housing at the end of the program year or have exited to permanent housing
- 95% of participants have obtained health insurance and other mainstream benefits
- 80% of participants are connected to health care and behavioral health resources
- 75% of participants have increased income through SSI or Employment at the end of the program year
- At least 50% of participants obtained housing within 30 days of program enrollment
- Outcomes demonstrate no racial disparities

What can be included in the budget?

Supportive Services

Assessment of Housing
and Service Needs
Childcare
Case Management
Transportation
Moving Costs
Utility deposits

Operating (only for TH-RRH)

Utilities, insurance, security,
maintenance and repairs,
furniture.

Rental Assistance

Tenant based rental assistance with a
lease between the participant and the
landlord

OR

Sponsor based rental assistance where the
project sponsor has a masterlease with
occupancy agreements for participants.
Includes application fees, deposits, cost of
HQS inspections, and landlord relations.

Administrative

Project management, oversight and
administration. This is different than
indirect costs.

Leveraging:

New Projects Need to Demonstrate Coordination with Housing & Healthcare

Leveraging Housing Resources

PSH and RRH project uses housing subsidies or subsidized housing units not funded through CoC or ESG Programs with at least 25% of the units.

*Requires letter of commitment or formal document.

Leveraging Healthcare Resources

Written commitment from a health care organization of the value of assistance of 25% of funding requested.

*Direct contribution from public or private health insurance provider.

*Provision of services tailored for participants in the project.

*Eligibility of participants can not be restricted by health care provider.

Program Match

Program needs to identify the source of matching funds or resources and indicate how the matching funds will be used on eligible project activities. If the match is provided in-kind (services provided at no charge by another agency), an MOU must document the commitment for the project, project participants, and be consistent with eligible activities. Cash match requires the same level of documentation as CoC budget items.

Common Source of Match

- Private foundation
- Organization fundraiser
- Client Occupancy fees for Leasing programs
- Medicaid Funded Services
- Other government funding IF that funding allows use as match. (SAMHSA , TANF)

Common Uses of Match

- Medicaid funded services for CPST, PSR, substance use treatment
- Program costs that could otherwise be allocated to CoC Funding
- Office supplies, administrative costs, pro-rated office space

RFP #23-5

Permanent Supportive Housing

\$948,906 annual budget to provide services and housing assistance to 60 households over one year.
Respondents may apply to serve 20, 40 or 60 households at any moment in time.

Eligible Participants

- The UNITY Coordinated Entry System will screen and refer all participants for the program.
- Referrals will be based on those with the highest needs and are expected to include people with co-occurring mental health and substance use disorders.
- Referrals will include people who are experiencing unsheltered homelessness and people who are currently staying in an emergency shelter.

[RFP #23-5 Link](#)

Three Options for Housing Assistance

1) Tenant Based Rental Assistance

- Project sponsor assists participants to identify housing available in the community through private landlords.
- Agency provides rental assistance payments to the landlord.
- Participant is required to pay a portion of income on rent.
- Rent (plus utilities) may exceed FMR if it is rent reasonable.
- Amount of rental assistance must be matched (although could be spent on supportive service activities)

2) Tenant Based Leasing Assistance

- Project sponsor assists participants to identify housing available in the community.
- Agency enters leasing agreement with the landlord. Participant enters in an occupancy agreement with the agency. Agency provides leasing payments to the landlord.
- Participant is NOT required to pay a portion of income on rent. Any occupancy fees pad by the participant must be used for the program.
- Leasing amount (plus utilities) may NOT exceed FMR.
- Amount of leasing assistance is NOT matched.

3) Master Leasing Assistance

- UNITY enters master leasing contract for housing units that will be available for project participants.
- Participants have occupancy agreement with UNITY.
- Participant is NOT required to pay a portion of income on rent. Any occupancy fees pad by the participant can be used as match.
- Rent (plus utilities) may NOT exceed FMR.
- Amount of leasing assistance is NOT matched.

Expected Annual Budget – 60 Households

Budget Category	Tenant Based Leasing Assistance	Tenant Based Rental Assistance	Master Leasing – Provider Budget	Master Leasing – UNITY Leasing Budget
Supportive Services	\$208,000	\$210,000	\$210,000	
Operating (of leasing units)	\$ 12,000			\$12,000
Leasing Assistance	\$683,720			683,720
Rental Assistance		\$693,720		
Administrative	\$45,186	\$45,186	\$ 10,400	\$35,186
Total CoC Funding	\$948,906	\$948,106	\$ 220,400	\$730,906
Match	\$ 63,797	\$237,227	\$ 54,615	\$11,797

RFP #23-6 New Rapid Re-Housing Project

Expected annual budget of \$948,108 to serve 60 households each month with supportive services and rental assistance.

Eligible Participants

- The UNITY Coordinated Entry System will screen and refer all participants for the program.
- Referrals will include people who are experiencing unsheltered homelessness and people who are currently staying in an emergency shelter.
- Programs are expected to assist participants to be self-sufficient upon program exit through increased income and connections to mainstream services.

[RFP #23-6 Link](#)

Anticipated Funding Amount

Expected Funding Amount	Caseload of 60 Households
Supportive Services	\$200,000
Rental Assistance	\$702,960
Administrative	\$ 45,145
Total CoC Funding	\$ 948,108
Match	\$ 237,027

Must provide Rental Assistance where the participant has a lease with the landlord. Respondents may choose to provide the rental assistance to landlords and submit to reimbursement through the project. It may take up to 30 days to receive reimbursement from UNITY.

Respondents may choose for UNITY to be the rental assistance administrator for UNITY to provide the rental assistance to the landlord. Project sponsor would provide UNITY with the rental assistance packet and UNITY would pay the rental assistance to the landlords for participants in the program. Respondent would retain responsibility for match related to the rental assistance but would receive a decreased amount for administrative costs.

RFP #23-7 Expanding Safe Housing for Survivors

Projects to serve people who are experiencing trauma or lack of safety, including life threatening conditions related to violence in the current housing situation, including those where the health and safety of children are jeopardized.

Transitional Housing – Rapid Re-Housing Joint Component (TH-RRH)

Expected to serve 10-12 households at any moment through short-term crisis housing (TH) and 45 households with rental assistance and supportive services through RRH.

Rapid Re-Housing Component (RRH)

Expected to serve at least 15 households at any moment in time with rental assistance and supportive services.

[RFP #23-7 Link](#)

Anticipated Funding

Anticipated TH/RRH Joint Component Project Budget	TH-RRH Joint Component (10-12 in TH and 45 in RRH)	RRH Only (15 households at any moment)
Supportive Services	\$424,000	\$80,000
Operating Costs (for TH)	\$65,000	
Leasing (for TH component)	\$72,000	
Rental Assistance	\$600,624	\$201,960
Administrative	\$58,081	\$14,098
Total CoC Request	\$1,260,362	\$305,927
Match	\$286,926	\$74,015

Expected Timeline for New Projects

RFPs Released for New Funding Opportunities	Wed., August 9, 2023
Information Session about RFPs	Friday, Aug. 11, 2023
Deadline for submitting proposal to UNITY	Noon - Aug. 30, 2023
CoC Evaluation and Project Selection Committee reviews and scores proposals	Sept. 6, 2023
UNITY informs applicants whether they were selected by the CoC Evaluation and Project Selection Committee	Sept. 7, 2023
Selected agencies submit any additional information needed by UNITY for HUD application	Sept. 15, 2023
Anticipated Notification of Project Funding from HUD	Spring 2024
Anticipated Project Start for New Projects*	Summer or Fall 2024
* Expansion projects will utilizing existing start date	

Links to Additional Resources

Housing First

HUD Exchange: [Housing First Implementation](#)

Center for Evidence-based Solutions to Homelessness: [Housing First Factsheet](#)

HUD Exchange: [CoC Program Components](#)

HUD: [Training about Joint TH-RRH Component Projects](#)

National Alliance to End Homelessness: [Joint Component Project for Survivors](#)

HUD Exchange: [Joint Component Virtual Binder](#)

UNITY Trainings

[Match for CoC Programs](#)

[CoC Budgets 101](#)

This presentation and the Request for Proposals are available on the UNITY website:
www.unitygno.org/providers/2023-coc-funding-competition/new-funding-opportunities-in-the-2023-coc-funding-competition/

THANKS

Information and materials about the 2023 CoC Competition available at <https://unitygno.org/providers/2023-coc-funding-competition/>

Please also check the [Frequently Asked Questions \(FAQ\)](#)

Do you have any questions?

Martha J. Kegel, Executive Director
mkegel@unitygno.org

Valerie Coffin, Director of CoC Programs
vcoffin@unitygno.org
504-821-4496 x1012