



CONTRA COSTA COUNTY

DEPARTMENT OF CONSERVATION AND DEVELOPMENT (DCD)
HEALTH, HOUSING, AND HOMELESS SERVICES (H3)
REQUEST FOR PROPOSALS (RFP)
CONSOLIDATED HOUSING AND HOMELESSNESS FUNDING:
MEASURE X AND ADDITIONAL FUND SOURCES

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RESPONSE DUE:

NOVEMBER 22, 2024, BY 5PM

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Consolidated Housing and Homelessness Funding Request for Proposals

I. Overview

A. Background

This Consolidated Housing and Homelessness Funding Request for Proposals (RFP), previously known as the Measure X Housing Fund Request for Proposals, seeks proposals for four funding sources, the Measure X Housing Fund, AB109 prevention/rapid exit funds, funding dedicated to coordinated entry for mobile access points, and funding dedicated for homelessness diversion, rapid rehousing, and shallow subsidy for participants experiencing unsheltered homelessness. As the majority of the funding available through this RFP is from the Measure X Housing Fund, this background section focuses on that fund source. However, the application process for all three funding sources is the same. Requirements for each funding source are detailed in Exhibit E.

Measure X is a Countywide, 20-year, half-cent sales tax adopted by Contra Costa County voters in November of 2020. It is intended to provide critical funding for a range of much needed community services. A portion of Measure X funding – known as the **Measure X Housing Fund** - is allocated to the development of affordable housing and housing-related services. These funds are administered by Contra Costa Department of Conservation and Development (DCD) and a portion is administered by Contra Costa Health - Health, Housing, and Homeless Services Division (H3).

DCD's share of the Measure X Housing Fund is targeted to keeping people who are housed in their homes, principally through investments in housing-related legal services. The Measure X Housing Fund resources administered by H3 are prioritized to address gaps in the homelessness response system through programming designed to reduce homelessness in Contra Costa County.

Over the past two years, DCD and H3 have released joint requests for proposals from community-based and governmental organizations to use Measure X Housing Fund resources, and other funds administered by H3, for programming aligned with the goals of the Measure X Housing Fund and the requirements of the other fund sources. The goals and priorities in these RFPs were developed after extensive community engagement seeking input into the specific gaps in housing-related services needed to help people maintain their housing and to help people experiencing homelessness return to housing.



These engagement efforts, coupled with ongoing analysis of gaps in the local homelessness response system, continue to guide the goals and priorities in this RFP.

This RFP also reflects more recent input received from both funded and unfunded past applicants and other stakeholders with an interest in addressing homelessness and housing insecurity in Contra Costa County. With this feedback in mind, the RFP has been simplified and reorganized with the goal of making it as clear as possible to prospective applicants what is needed to complete the application and what types of projects will be prioritized.

Similar to last year's RFP, the County anticipates that in the absence of significant new funding, the Measure X funds in this RFP will primarily be used to renew existing programs and to fund another round of one-time capacity building grants. Responding to the urgent need for sustainable funding, projects previously funded through the Measure X Housing Fund RFPs will be prioritized for renewal over expansion and new program applications. Provided that sufficient funding is available, these programs will be continued if they are meeting their contractual requirements, including proposed outcomes and administrative requirements, and they continue to meet a demonstrated community need. If current projects do not meet these requirements, their funding will be reallocated to new and expansion project proposals, as described in Section II.

Unlike the past two RFPs, this RFP does not set aside funding for "innovation." Instead, it offers small/emerging organizations the opportunity to apply for: (1) an organizational capacity building grant; (2) a homelessness response program grant; or (3) a homelessness response program grant that includes a capacity building funding request to help successfully deliver the proposed program.

As July 1, 2025 represents the beginning of a new two-year funding cycle for Measure X Housing Fund resources, all programs previously funded through the Measure X Housing Fund that wish to continue to receive funding after July 1, 2025 must respond to this RFP (this does not apply to past Innovation/Capacity Building grants, which are all one-year and non-renewable awards).

This RFP will also be used to award funding from three other fund sources for very specific project types: (1) AB109 prevention/rapid exit funding is prioritized to the reentry population; and (2) coordinated entry funding is prioritized to support mobile access point services; (3) new diversion, rapid rehousing, and shallow subsidy funding is prioritized to support services for participants experiencing unsheltered homelessness. The AB109, coordinated entry, and new diversion, rapid rehousing, and shallow subsidy funding are available for New Homelessness Response Programming proposals (as described in



Section II) through this RFP. While the coordinated entry funding is currently allocated to an existing program, procurement rules for this fund source require that any application to continue to use these funds for this program must be submitted as a proposal for New Homelessness Response Programming and will be evaluated against other proposals for new programs using this fund source.

B. Goals of RFP

Contra Costa County is seeking proposal submissions from local agencies, organizations, and collaboratives that provide critical services to people in the county experiencing or at risk of homelessness. In developing this RFP, the County set out to:

- Make the process of responding to this RFP as accessible as possible, so that
 organizations of all sizes and varying capacities that do significant work related to
 preventing and ending homelessness in Contra Costa County can seek funding for
 programs that support the overall strength of the county-wide housing and
 homelessness response system;
- Incorporate opportunities into this RFP specifically designed to further the County's goal of supporting small/emerging organizations that want to advance the work of preventing and ending homelessness by building their organizational capacity to offer effective programming; and
- Reduce the burden on providers of responding to multiple procurements by using this RFP to award resources from several funding streams.

The most competitive RFP applications will show organizational and project alignment with the following County priorities:

1. Demonstrated Housing Connection

Falling under Measure X Funding Goal Three, <u>"Healthy Communities,"</u> providing access to adequate housing is a critical funding priority. Accordingly, successful applications will demonstrate how the proposed program results in a pathway to permanent housing for those experiencing homelessness or acts as a critical support to retain housing for those at risk of homelessness.

2. Strengthening the Homelessness Response System



In light of the critical need to have a well-resourced and comprehensive homelessness response system, it is a priority to allocate funds in this RFP to projects that meaningfully impact the <u>clearly defined gaps in the homelessness response system</u>. Projects that bring needed homelessness response system services to areas of the County with high concentrations of need and limited resources and/or provide a service component that is missing from the local homelessness response system will receive additional points in the scoring process.

It is outside the scope of the limited Measure X funding allocated to the Housing Fund, and the other sources of funding included in this RFP, to address gaps in other systems that impact housing and homelessness, such as health care, employment, transportation and behavioral health. Therefore, proposals focused on expanding non-housing related programming in these other sectors are not prioritized for funding though this RFP.

3. Centering Equity

Because of the disproportionately high rates of homelessness among some Black, Indigenous, People of Color (BIPOC) communities and other historically underserved populations, it will be a priority to fund projects that address these disparities and advance equity. Applicants will receive additional points in the scoring process if they can demonstrate: (1) how equity principles are incorporated at both the organizational level and in the design and implementation of the proposed program, including by providing evidence of how people from communities overrepresented in homelessness and people who have lived experience of homelessness are integrated into the organization and program; and (2) past experience and commitment to successfully serving BIPOC populations and other historically underserved populations that experience disproportionately high rates of homelessness in the county.

While applications will be evaluated individually based upon the above priorities, the final selection of programs to fund will not be based exclusively on which proposals score the highest. The County will consider additional factors related to the overall composition of the projects to be funded with Measure X Housing Fund resources, including, for example, the geographic distribution of programs, the allocation to different high-need populations, and the need to maximize the impact of Measure X funds by using them to effectively leverage other homeless and housing funding sources.



C. Eligible Applicants

501(c)3 non-profits in good standing, registered non-profits in fiscal sponsorship relationship with a 501(c)3 non-profit in good standing, religious organizations, and governmental entities, including tribes, school districts, library districts, and other public and quasi-public entities, are eligible to apply for funding through this RFP, provided that the services must be delivered exclusively to residents in Contra Costa County.

II. Funding Details

A. Funding Categories

DCD and H3 will award funds for proposed programs in the categories of 1) Capacity Building and 2) Homeless Response Programming.

1. Capacity Building

A portion of available Measure X Housing Fund resources is set aside to fund new capacity building projects for smaller/emerging organizations (see definition below) that focus on providing services to those experiencing or at-risk of homelessness. The purpose of these Capacity Building grants is to help build organizational infrastructure and capacity; the grants are not tied to the delivery of any specific program or project.

Capacity Building applicants must demonstrate how the grant will enhance the organization's overall capacity to deliver needed homelessness and housing-related services in a manner consistent with the goals outlined in **Section I. B.**

Key facts about Capacity Building funding include:

- Awards range from \$25,000 \$100,000
- Capacity building grants are non-renewable. Organizations previously awarded
 a Measure X Housing Fund capacity building/innovation grant may re-apply for
 capacity building funds for another organizational capacity need if all activities
 funded by the previous award will be concluded and the funds successfully
 expended by June 30, 2024.
- Capacity building awards are only available to small/emerging organizations, as defined below.



For the purposes of this RFP, **small/emerging organizations** are **defined as** organizations that meet one or more of the following: have an annual budget of less than two million dollars, have few (generally less than 10) or no paid staff, or originate from and are led by members of historically marginalized populations and are specifically designed to serve that population.

To make the RFP application process more accessible to agencies applying for capacity building funding, the County has established the following modified process for these applicants:

- A shorter application to lessen the administrative burden of applying.
- Upon request, an interview to provide clarifying information on proposals. Interviews do not take the place of providing a complete written application and budget. For more information, see the <u>interview section</u> of this RFP.

Small/emerging organizations may also apply for Homelessness Response Programming projects, with or without a request for capacity building support, as described below.

2. Homelessness Response Programming

The significant majority of funding available through this RFP will be used to fund Homelessness Response Programming proposals (formerly known as "Crisis Response" proposals). This funding is inclusive of homelessness response services administered by H3 and homelessness prevention related legal services funded by DCD.

Homelessness Response Programming proposals seek funding for housing-related programs that preserve people in their housing or provide a pathway to permanent housing for those currently experiencing homelessness. With the exception of homelessness prevention-related legal services funded with Measure X funds administered by DCD, Homelessness Response Programs are expected to be designed and delivered in keeping with the Contra Costa County Continuum of Care's (CoC) Program Models. Information on program models and performance standards can be found here.

Homelessness Response Programming applications will fall into one of three categories: (1) Renewal; (2) Expansion; or (3) New (see below). Any program funded through a previous Measure X Housing Fund RFP that seeks only continuation funding will be a Renewal Application. Given the limited amount of funding available and the need to ensure continuity of high performing services, Measure X Housing Fund resources will be prioritized for Homelessness Response Programming renewal applications where the



applicant is able to demonstrate that the program is meeting its outcome goals and administrative requirements, meets the overall funding goals of this RFP, and continues to fill specific gaps in the overall homelessness response system.

Homelessness Response Programming Proposals with Capacity Building Requests:

Small/emerging organizations may submit a Homelessness Response Programming proposal that also includes a request for specific, one-time capacity building investments that would allow the proposed program to be delivered successfully. For example, small/emerging organizations that require staff training, technology, or stronger accounting/financial management systems could include one-time costs associated with these needs alongside their proposal for programming.

All Homelessness Response Program applicants will be asked whether they are willing to have their proposal funded by the fund source(s) that the County determines is most appropriate to the program. Applicants may decline this option and limit their application to Measure X Housing Fund resources only, but in light of the County's need to maximize the leverage and impact of all fund sources, this may reduce the likelihood that the proposal is funded.

B. Applicant Types

On November 7th, 2023, the Contra Costa County Board of Supervisors approved recommendations from the Family and Human Services Committee to establish a two-year funding cycle for the allocation of Measure X Housing funds for homelessness response projects (Capacity Building grants remain one-year grants). The AB109, Coordinated Entry, and new diversion, rapid rehousing, and shallow subsidy funds have different funding cycles, as set out in Exhibit E.

Because July 1, 2025, represents the beginning of a new two-year Measure X Housing Fund cycle, all programs previously funded through a Measure X RFP with Measure X Housing Fund resources that wish to continue to receive funding must submit applications to this RFP. Projects funded in previous Measure X RFPs with fund sources other than Measure X Housing Fund resources should consult their DCD or H3 contract manager to determine whether they should apply to continue those other types of funding through this RFP. Programs currently using the Coordinated Entry must apply through this RFP to continue that funding.

Throughout recent engagement efforts, the County has heard the need for both stable program funding to community-based organizations currently operating Measure X programming and the need to provide opportunities to small/emerging organizations to



strengthen their organizations in a way that uplifts the capacity of the overall homelessness response system. With these considerations in mind, applicant types have been defined and clarified below to balance these system needs. Application types include: Renewal Projects, Expansion Projects, New Projects, and Multiple Projects. Unlike in previous Measure X funding rounds, there is no category for "Innovation" projects in this RFP, although applications for New Homelessness Response Program Projects may designate their programs as innovative.

1. Renewal Project Applications

Renewal Applications are for funding to continue currently operating Homelessness Response projects funded by previous Measure X RFPs. Renewal projects will be evaluated to determine whether they continue to address a critical need in the homelessness response system, align with the current RFP priorities, and whether they are delivering the outcomes they committed to achieving and are meeting the administrative requirements of their current grants. If these criteria are met, and provided the applicant meets the other requirements set out in the RFP, the program will be prioritized for funding in this RFP. If Homelessness Response programs funded through a previous Measure X RFP do not meet these criteria, the funding currently allocated to those programs will be released to the pool of available funds to support Expansion and New Homelessness Response Program project proposals.

Renewal proposals must propose to continue the same program, with the same projected outcomes, **and the same funding level**. Renewal applications that include proposals to expand the number of people served and/or services offered, and seek additional funds to support these changes, should be submitted as Expansion Project Applications.

2. Expansion Project Applications

Proposals that seek to expand Homelessness Response Programming projects previously funded through a Measure X RFP will be treated as Expansion Project Applications. That portion of an Expansion Project Application that renews an existing program and the existing funding level for that program will be treated like a Renewal Project and receive the same priority for continued funding as other Renewal Project Applications. The portion of the Expansion Project Application that represents an increase in capacity and an increased level of funding will be scored and compete with New Homelessness Response Programming applications. In other words, that portion will not be prioritized for funding over other New Project Applications for Homelessness Response Programming.

3. New Project Applications

There are two types of new projects that will be awarded through this RFP.



a. New Proposals for Homelessness Response Programming

New proposals for Homelessness Response Programming will be evaluated for award from the available un-allocated Measure X Housing Fund resources, and other funds being procured through this RFP that are not awarded to renewal projects. Smaller/emerging organizations may include non-renewable one-time capacity building requests of up to \$100,000 in their applications for New Homelessness Response Programming in order assist them in building the organizational capacity to successfully deliver the proposed program.

b. New Proposals for Capacity Building Support

A portion of the available Measure X Housing Fund allocation is set aside for new capacity building projects for small/emerging organizations. Capacity building grants are one-time, non-renewable awards. For more details see **Section II.A.1** above.

4. Multiple Project Applications

Applicants may use a single application to apply for multiple projects. For example, an applicant may apply to renew a project and propose a new project, or propose two new projects, within the same application so long as all required materials and narrative are completed for each project. Additionally, a small/emerging organization may submit a new project proposal and a capacity building proposal in the same application. Although multiple projects may be submitted using the same application, all necessary information must be provided for each proposed project and each project will be scored and evaluated separately.

C. Funding Allotment, Allowed Uses, and Priorities

Allowable activities by funding type, estimated total funding available, and priority funding areas (if applicable) are detailed in the chart below. Note that non-Measure X fund sources with very specific funding requirements are listed separately in the New category. A complete list of fund sources included in this RFP can be found in Exhibit E.



Funding Category	Estimated Total Funding Available	Expected Grant Term	Allowable Activities	Priority Activities
		Meas	ure X New and Expansion Projects	
New or Expansion Homelessness Response Programming	*Available funds will increase if currently funded programs do not apply for renewal or do not meet renewal criteria	2-Years, Renewable	 Case Management/ Service Navigation Basic Needs Assistance (e.g., showers/bathrooms, safe parking) Emergency Shelter Operations and Services Warming/ Drop-in Centers Operations and Services Legal Assistance Rental Assistance or Utility Assistance Supportive Services for Individuals in Housing Programs Landlord Recruitment and Engagement 	 Emergency Shelter Operations and Services Permanent Housing activities not sufficiently funded by HUD or other funding sources Expansion of existing priority programming
Capacity Building	\$280,000	One-time, Non- Renewable	Organizational Capacity Building Activities including:	Organizations seeking to build their capacity to deliver programming that offers housing-related services to people at risk or experiencing homelessness.
	Т.	ı	Measure X Renewal Projects	
Renewal Homelessness Response Programming	\$3,600,000	2-Years, Renewable		Currently funded activities continuing to fill a system need and meeting outcomes



Funding Category	Estimated Total Funding Available	Expected Grant Term	Allowable Activities	Priority Activities
			Other Funding Sources	
New AB109 Prevention and Diversion Funding	\$1,000,000	One-time, up to 3- Years, Renewable	 Eviction Prevention Homelessness Rapid Exit Financial Assistance For AB109 eligible reentry households 	
New Coordinated Entry Mobile Access Point Funding	\$100,000	1-Year, Renewable	Coordinated Entry Operations	Phone based referral and linkage services
New Rapid Exit, Rapid Rehousing, and Shallow Subsidy Funding targeting Encampment Resolution participants	\$1,500,000	One-time, up to 3- Years, Renewable	 Homelessness Rapid Exit Financial Assistance Rapid Rehousing services including case management and short to medium term rental assistance Shallow subsidy services to rapid rehousing participants requiring longer term subsidy support 	Reduces unsheltered homelessness and supports San Pablo encampment residents

D. Allowable Activities

1. Capacity Building

Applicants should be able to demonstrate how capacity building activities increase organizational infrastructure in a way that strengthens the organization's ability to provide services to those experiencing or at-risk of homelessness. Examples of allowable activities under the capacity building category include:



- Financial Management Supports (e.g. bookkeeping software/staffing)
- Training/Staff Development
- Technical Assistance
- Technology Upgrades
- Increase internal business operations and/or development expertise (e.g. hiring in-house grant writer)

2. Homelessness Response Programming

The following information applies to Measure X Housing Fund resources allocated to Homelessness Response Programming. Other fund sources procured through this RFP may have different allowable, prohibited, and prioritized uses. The County will take these into consideration when determining the best allocation of resources to a specific project.

Allowable activities under the homelessness response programming category include:

- Case Management/ Service Navigation
- Basic Needs Assistance (e.g., showers/bathrooms, safe parking)
- Emergency Shelter Operations and Services
- Warming/ Drop-in Centers Operations and Services
- Legal Assistance
- Rental Assistance or Utility Assistance
- Supportive Services for Individuals in Housing Programs
- Landlord Recruitment and Engagement

Prioritized activities for new homelessness response programming will be those activities that:

- Support emergency shelter/interim housing operations and services
- Address gaps in permanent housing programs left by inadequate funding from HUD or other federal, state, and local fund sources.
- Support programs serving transition aged youth

Ineligible activities for Homelessness Response Program funding through this RFP process include:

Fundraising activities



- Executive level staff salaries, unless staff is providing direct service to program
- Asset acquisition
- Capital improvements

E. Funding Requirements

Certain administrative requirements differ for Capacity Building and Homelessness Response Programming funding categories, as depicted in the chart below. Applicants should consider their willingness and capacity to meet these requirements when determining whether to apply and how to budget for their proposed projects.

Category	Criteria	Homelessness Response Programming Grant Requirements	Capacity Building Grant Requirements
Program Reporting	Quarterly or more frequent reporting will be required. The content and structure of required quarterly reports will be determined through the contracting process.	Yes	Yes
Administrative Compliance	Monthly invoicing will be required, and programs will be required to provide current W9 and certificates of insurance, including cyber liability if accessing HMIS	Yes	Yes
Equal Access/Fair Housing	Agency offers equal access, adheres to fair housing, and will not discriminate against a program participant or prospective program participant on the basis of race, color, citizenship, national origin, ancestry, religion, sex, age, familial status, disability, actual or perceived sexual orientation, gender identity or expression, marital status, source of income, genetic information, status as a survivor of domestic violence, or other reasons prohibited by law.	Yes	Yes
Financial Statements/Tax Return	Agency will provide audited financial statements from most recent fiscal year or the	Yes	Yes



Category	Criteria	Homelessness Response Programming Grant Requirements	Capacity Building Grant Requirements
	latest filed tax return if financial statements are unavailable.		
Coordinated Entry	Applicant will adhere to CoC Program Models and participate in Coordinated Entry.	Yes*	No
HMIS	Applicants will enter program into the Homeless Management Information System (HMIS), unless the program is serving survivors of domestic violence, in which case it will enter data into a comparable database. If the agency/program does not actively participate in HMIS the agency/program must demonstrate capacity to collect and manage data for their proposed program.	Yes*	No

^{*}Requirement does not apply to Homelessness Prevention-Related Legal Services funding administered by DCD.



III. Application Process

A. Timeline

The table below describes the critical dates for this RFP process. Applicants are strongly encouraged to utilize the available opportunities to learn more about the RFP and have their questions answered, including at the Applicant Information Session, Applicant Office Hours, and through the submission of written questions.

Date	Event	
October 4, 2024	RFP Released	
October 10, 2024	Applicant Information Session -	
From 9:30 – 11:00 am	<u>Registration Link</u>	
October 21, 2024	Applicant Office Hours	
From 12:00-2:00 pm	Registration Link	
November 4, 2024	Applicant Office Hours	
12:00-2:00 pm	<u>Registration Link</u>	
November 6, 2024	Deadline to Submit Questions	
by 5:00 pm		
November 12, 2024	Answers to Questions Posted	
November 22, 2024, by	Proposal Submission Deadline	
5:00 pm		
January 6-17, 2025	Interviews Conducted with Select Applicants	
February 2025	Announcement of Awards	
Within 5 business days of	Deadline for Submission of Appeals	
award notification		
By March 2025	Recommendations Considered by Family/Human Services	
	Committee and Council on Homelessness	
By April 2025	Recommendations Considered by Board of Supervisors	
By July 1, 2025	Anticipated Contract Start Date	

B. How to Apply

1. Application Template

The application template can be found in Exhibit A. The application consists of four (4) sections. Sections 1 – 3 must be completed by all applicants. Only applications for New and Expansion Homelessness Response Programming are required to complete Section 4. **Applicants must use the separate fillable Word template**



provided to answer all application questions. Applicants may not alter the default formatting, including margins, line spacing, font, and font size. It is recommended that applicants review the applicable scoring rubric (see Exhibit C and D) prior to answering questions. Applicants must also submit a budget for their proposed project(s) using the Budget Template or a detailed project budget using their own form/template. Where the application requests that applicants upload supporting documentation, applicants should upload the identified documents and may also upload any additional documents that they feel clarify or add relevant context to their application.

2. Budget Template

Applicants must complete the Budget Template included as Exhibit B. The Budget Template includes a Budget Narrative and a Budget Summary Table that all applicants are required to complete and submit with their applications. The Budget Template also includes a Worksheet. Applicants may either use this Worksheet to provide a detailed budget for their project(s) OR can submit a detailed project budget using their own form/template. Applicants should include all additional funding sources for each cost category on the Budget Summary tab.

The detailed project budget must include all project costs along with descriptions of how the costs were calculated. Additional information on project costs can be included in the Budget Narrative. The Budget Narrative should also explain how personnel expenses are determined and describe what fringe benefits are provided. If the project budget includes subcontractors, the detailed project budget and Budget Narrative should describe the services the subcontractors will provide. If the project will receive any additional funding beyond the amount applied for in this RFP, the Budget Narrative and Budget Summary Table should describe the additional sources of funding.

If the application is for an Expansion project, the budget should clearly delineate the project's current budget from the additional funding requested, and the Budget Narrative should specifically address the above questions as they apply to the new funding requested.

If the application is for multiple projects, a separate Budget Template and detailed project budget should be completed and submitted for each project.



If the application is for a Homelessness Response Programming project that includes a request for capacity building support, the detailed budget should clearly delineate capacity building funding and how it will be allocated. The Budget Narrative should also describe how the capacity building funds will be used and how the costs were determined.

Indirect costs may be included in the project budget. Examples of indirect costs include administrative functions that support multiple programs, costs of shared office space and utilities, and other expenses that benefit multiple program areas that cannot be readily identified with a particular activity. Indirect costs generally may not exceed 10% of the project budget, and **indirect costs may not be applied to the Direct Financial Assistance cost category**.

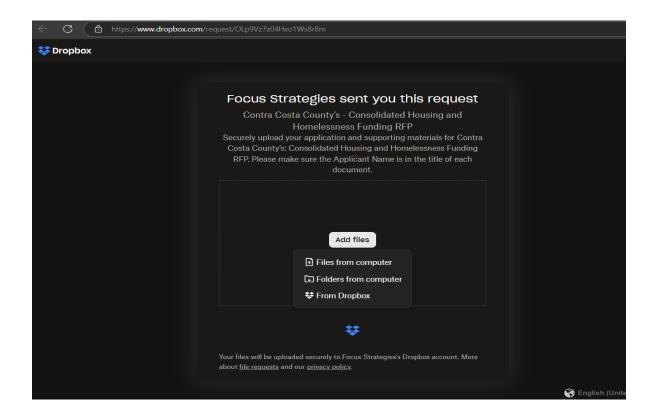
3. Application Submission

All documents must be completed and uploaded **prior to 5:00 pm on November 22nd, 2024** to the secure Dropbox site managed by technical assistance provider Focus Strategies:

Dropbox Link: https://www.dropbox.com/request/OLp9Vz7z04Hxo1Ws8r8m

After entering the above link into your browser, the screen below will appear. By clicking on the "Add Files" button you will be invited to either upload a folder or files from your computer.





Applicants should consolidate all application materials in a single folder with the applicant's organization name/acronym in the title and upload the folder to the Dropbox site. Alternatively, applicants may upload individual documents, but each document must include the applicant's organization name/acronym in the title. Applicants are strongly encouraged not to wait until just before the deadline to begin the upload process, as uploading may take time and only applications in the Dropbox site at 5:00 pm on November 22nd will be accepted. Applicants having technical issues with the upload may email: mandy@focusstrategies.net.

C. Scoring

All proposals will be evaluated by a scoring committee made up of county staff and persons with lived experience of homelessness. The scoring committee will review eligible proposals and evaluate the extent to which they meet the requirements and priorities set forth in the RFP, including the criteria for scoring as outlined in the Scoring Rubric (see Exhibits C and D).



In evaluating proposals, the scoring committee will also consider the need to ensure that the Measure X resources and programming reach people in need of housing and homeless services across the geography of the County and reach those populations that are most impacted by housing insecurity and homelessness. The awards will also reflect any priorities and requirements that are particular to the other funding sources included in this RFP.

D. Interviews

Interviews will be offered to all small/emerging organizations applying for capacity building funds. Organizations applying for capacity building funding may indicate in their applications that they decline the offer to interview. Interviews are not required and declining an interview will not negatively impact an applicant's score.

Interviews provide the County an opportunity to ask clarifying questions to better understand an applicant's proposal. Questions may be provided to applicants in advance. Interviews will be conducted in thirty-minute time slots and may occur in person or remotely by video conference or telephone. Applicants are not expected to give a presentation on their proposal during the interview.

During the interview period of the application review process, the County will reach out by email to the contact listed on the applications of each small/emerging organization that requested an interview. Applicants that do not respond to the County in a timely manner (within 5 business days) to schedule an interview will forfeit their interview.

Interviews are not offered to applicants who are applying solely for Homelessness Response Programming funding. However, Contra Costa County may find it necessary to seek clarifying information about any application submitted under this RFP. The County may, at its discretion, request that any applicant submit clarifying information in order to permit a more accurate evaluation of the application. This request may ask for additional information to be shared in a variety of ways including by video call, phone, or email.

E. Appeals

All applicants have the opportunity to appeal the award decision made by the County. Appeals must be on the grounds of technical errors related to the County's assessment of the applicant's proposal and associated materials (e.g., errors in scoring calculation) or in cases where the applicant believes the County did not follow the procedure outlined in this RFP.



Appeals will be reviewed by the Director of the Department of Conservation and Development and the Director of Health, Housing, and Homeless Services (as determined by the funding source of the submission). The designated appeal reviewers will not take part in the initial review and scoring of applications. Their decision on the appeal will be final.

Applicants must submit their request for an appeal within 5 business days after receipt of their award decision and scoring table. Further information on how to submit a written appeal will be provided with the award decision. Applicant scoring tables will be available after grant awards are announced.

F. Other Procedures and Instructions

1. Applicant Supports

a. Applicant Information Session

An *Applicant Information Session* will be held via zoom on **October 10, 2024**. All prospective applicants are <u>STRONGLY</u> encouraged to attend. During this session, applicants will have the benefit of a walk-through of this RFP, the application, and other required materials. Attendance at the Applicant Information Session is not required and failure to attend will not affect the scoring of an applicant's proposal.

b. Office Hours

Office hours are an opportunity for prospective applicants to meet with County staff and will be offered at two different opportunities throughout the application period, as noted in the timeline (Section III. A.).

c. Written Questions

Prospective applicants may submit written questions seeking clarification of any aspect of this RFP by email to HomelessProgram@cchealth.org at any time until 5 p.m. November 6, 2024. The County will respond to all questions in a consolidated Frequently Asked Question (FAQ) document that will be publicly available at Funding|Contra Costa Health(cchealth.org).



2. Modifications and Late Submittals

Applicants will not have the opportunity to modify their submittal at any time after **November 22, 2024, at 5:00 PM**, except in direct response to a request from the County for clarification.

Submissions made after the **November 22, 2024, 5:00 PM** deadline will not be reviewed. Applications must be submitted on the pre-formatted Application Form and Budget Template provided. As noted above, applicants may submit a detailed project budget using the provided Budget Template or on their own form.

IV. General Terms and Conditions

The County reserves the right not to fund any awards, re-release the RFP, or solicit applications if no viable applications are submitted.

Further, the County reserves the right to review all applications and make funding decisions according to the scoring rubrics included in this RFP and the overall service needs of Contra Costa County. Therefore, the County does not guarantee funding to a certain number of applicants in either the Capacity Building or Homelessness Response Programming categories.

Proposals submitted to this RFP are public records. California Government Code section 6250, the Public Records Act, defines a public record as any writing containing information relating to the conduct of the public's business prepared, owned, used or retained by any state or local agency regardless of physical form or characteristics. The Public Records Act provides that public records shall be disclosed upon request and that any resident has a right to inspect any public record unless the document is exempted from disclosure.



Unless otherwise compelled by a court order, the County will not disclose any proposal while the County conducts its deliberative process in accordance with the procedures identified in this RFP. However, after the County either awards to successful applicants, or rejects all proposals, the County shall consider each proposal subject to the public disclosure requirements of the California Public Records Act. Each applicant is hereby informed that, upon submittal of its proposal to the County in accordance with this RFP, the proposal becomes the property of Contra Costa County.

The County reserves the right to issue amendments to this Solicitation for clarification, substitution, addition, or deletion. Applicants are strongly advised to check **Funding | Contra Costa Health (cchealth.org)** periodically to see if amendments have been posted.

V. List of Exhibits

- A. Application Template
- B. Budget Template
- C. Scoring Rubric for Capacity Building Projects
- D. Scoring Rubric for Renewal, New, and Expansion Homelessness Response Programming Projects
- E. List of Funding Sources



Contra Costa County

Department of Conservation and Development (DCD) and Health, Housing, and Homeless Services (H3)

Request for Proposals for Consolidated Housing and Homelessness Funding REP COVER PAGE

RF	P COVER PAGE
Agency Name:	
Agency Address:	
Tax ID:	
Name and Title of Primary Contact	Person for this Application:
Phone # for Primary Contact:	Email Address for Primary Contact:
Is your agency led by a Black, Indigenous of	or other Person of Color (BIPOC)?
☐ Yes ☐ No	
What percent of staff (or volunteers, if no p	paid staff) identify as BIPOC?
Is your agency led by a person with lived e	xperience of homelessness?
☐ Yes ☐ No	
What percent of staff (or volunteers, if no phomelessness?	paid staff) are people with lived experience of
Brief Description of Proposed Activ	ities/Program:
Areas/Cities to Be Served in Contra	a Costa County:
How many people will the propose	d project(s) serve annually? Indicate N/A for
applications seeking only Capacity	Building funding:
Total Funding Amount Requested:	

ls th	is a collabo	orative application; awar	rded funding will be dis	tributed to multiple
orga	anizations?			
□Ye	es □No			
If ye	s, please lis	st all other agencies (oth	ner than the applicant a	gency) applying as
part	of this coll	aborative application:		
All a	agencies in	cluded in the collaborat	ive application must su	bmit documentation
con	firming the	ir participation in the co	llaborative project (for	example, an
МО	U/MOA or	letter of support) with th	ne application materials	
This propo	sal falls unc	der the following funding	g category (for applicar	nts submitting multiple
projects, ch	neck all that	: apply):		
□ Renewal		☐ Expansion	□ New	☐ Capacity
Homelessness		Homelessness	Homelessness	Building
Response F	Project	Response Project	Response Project	
Our organi	zation mee	ts the definition of a sma	ı all/emerging organizati	on, as outlined in the
RFP (see Se	ection II.A.1)		
□Y	os [l No		
SIGNATUR		110		Date
Name and	Title of Aut	thorized Signer:		
		J		
SEC	TION 1: A	pplicant Information a	nd Basic Questions	
				0.0
1A		r agency participate in t	•	y CoC or other
	_	d collaborative groups?		
		Yes, Contra Costa Coun		
		Yes, other collaborative	group (specify):	
		No		
1B	To make t	his process more acces	sible to organizations o	f different sizes,
	smaller/er	merging organizations t	hat are solely requestin	g capacity building
	funding, a	are <u>not</u> required to comp	plete " Section 4: Home	elessness Response
	Programi	ming ". Renewal Projects	s are also not required t	co complete Section 4.

	All other applicants proposing a Homelessness Response Programming
	project are expected to complete ALL four sections of the application.
	I understand that if I am submitting a proposal that includes a new or
	expanded Homelessness Response Programming project, I must complete
	"Section 4: Homelessness Response Programming" of this application.
	□Yes □No □N/A (I am only submitting a Capacity Building
	Application or a Renewal Application)
1C	In addition to Measure X Housing Fund resources, the County may utilize other
	funding sources to support an applicant's proposal.
	By marking "Yes" below, I agree that the County may utilize funds other than
	Measure X to support my project and I understand that these sources may
	require that I complete additional requirements beyond what is outlined in this
	RFP. By marking "No" I indicate that I only want Measure X funding for my
	project, and I understand that this may reduce the likelihood of my project
	being funded.
	□Yes □No
1D	As a means of supporting smaller/emerging organizations (defined in section
	II.A.1of the RFP) applicants requesting capacity building funding as a
	standalone grant or as part of a New Homelessness Response Programming
	project are offered an interview, but may opt-out of the opportunity without
	penalty. To be eligible for an interview applicants must 1) be a small/emerging
	organization and 2) be seeking capacity building funding through this RFP.
	The County is aware that some smaller organizations, applicants without
	experienced grant writers, or those that have not participated in an RFP
	process before may benefit from an interview regarding their application.
	Interviews provide the County an opportunity to ask clarifying questions to
	better understand an applicant's proposal.
	Does your organization wish to OPT OUT of the interview?

	☐Yes ☐No ☐ N/A we are not seeking capacity building funding
	and do not meet the definition of a
	smaller/emerging organization
	Reply "YES" above only if you do not wish to be interviewed
	See section III.D. in the RFP for more information about interviews.
1E	Does your agency have any outstanding financial audit findings? Indicate N/A if
	you organization does not currently have its financial statements audited by an
	independent third party.
	□ Yes □ No □ N/A
	If you answered 'yes' to question 1E, please provide a Statement of
	Explanation and relevant supporting documentation to describe the findings
	and how they are being addressed. This information should be uploaded as
	additional documentation with your application packet.
1F	I understand that the following activities are INELIGIBLE for funding through
	this RFP process:
	Fundraising Activities
	Executive Level Staff Salaries, except as part of the allowed admin
	allocation or if those staff directly provide program services
	Asset Acquisition
	Capital Improvements
	\square Yes, I understand, and this application does not request funding for
	any ineligible expenses.
1G	Please indicate what project type (new, renewal, expansion, capacity building,
	or multi-project) you are applying for. If applying for multiple projects through
	this application, please indicate the project type for each proposed program.
	☐ Renewal Homelessness Response Programming:
	(This project is currently funded by previous Measure X RFPs and is
	seeking only funding to continue at the same scope and budget.)
	☐ Expansion Homelessness Response Programming:
	(This project is currently funded by previous Measure X RFPs and is
	seeking funding to continue and also increase funding to expand
	service capacity/scope.)

☐ New Homelessness Response Programming:
(This is a new project that has not been funded by a past Measure
RFP. For small/emerging organizations, New Homelessness Respo
Programming projects may include a request for specific capacity
building support.)
☐ Capacity Building:
(This is a capacity building project (one-time, non-renewable funds
small/emerging organizations)).
☐ Multiple-Project (Indicate each project type e.g. Renewal,
Expansion, New, or Capacity Building).
Project #1 Type:
Project #2 Type:
Project #3 Type:

Please state your agency's mission: Briefly explain how your mission is aligned with the goals of this RFP to expand and sustain services that connect people at risk and experiencing homelessness to housing, strengthen the homelessness response system, and center equity for Contra Costa County residents experiencing homelessness or at risk of losing their housing. (maximum 250 words) 2B Please describe how your agency implements a commitment to the inclusion of people with lived experience of homelessness or housing insecurity at the

organizational level. Upload supporting documentation (e.g. a list of

	leadership and/or staff positions held by people with lived experience of homelessness, lived experience of homelessness advisory bodies, relevant policies/procedures etc.). (maximum 250 words)
2C	Please describe how your agency implements a commitment to equity and demonstrate how your agency ensures services are provided equitably. Upload supporting documentation (e.g. anti-racist and anti-discrimination hiring policies and procedures, racial equity position statements, a strategic plan excerpt, evaluation data or report). (maximum 250 words)

SECTION 3: Narrative and Program Design

The following narrative and program design questions are your opportunity to provide the County with a clear picture of the program, service, or activity that you are proposing. Some questions may require a longer or shorter response, depending on the proposal you are submitting. Overall, the County foresees that each question in this section can be answered successfully in half a page of written content. There are no minimum page requirements, however there is a 3-page maximum in this section per proposed project. If applying for multiple projects, the narrative must clearly answer the question for each project. Three pages of narrative are allowed for each project proposed in this application.

Renewal and Expansion projects may re-use narrative responses submitted for previous RFPs, but should use caution as some questions have changed and ensure they fully respond to each question. *Expansion projects should answer the renewal questions for the renewal portion of their project and the expansion questions for the expansion portion of their project.*

3A **New Homelessness Response Programming projects:** Describe your agency's experience serving Contra Costa County residents affected by homelessness or at-risk of losing their housing. Provide examples of positive outcomes achieved in past projects with the intended target population.

Describe the successful partnerships or collaborations your organization has built with partner agencies in the community. Please provide key examples.

New Capacity Building projects: Describe your agency's experience to date providing services to Contra residents affected by homelessness or at-risk of losing their housing. Include a description of relevant experience key project staff may bring from past roles and any examples of positive outcomes achieved in the agency's work to date. Describe the key partnerships you have built so far and your plan for expanding or solidifying collaboration with community partners. Please provide key examples.

Renewal/Expansion Homelessness Response Programming projects;

Describe your agency's experience serving Contra Costa County residents affected by homelessness or at-risk of losing their housing. Provide examples of positive outcomes achieved in past projects with the intended target population. Describe the successful partnerships or collaborations your organization has built with partner agencies in the community. Please provide key examples.

New Homelessness Response Programming projects: Describe your organization's proposed activity, service, or program to be funded through this RFP process including the total number of people served annually. In what ways does the proposed project provide a pathway to permanent housing for those experiencing homelessness, or act as a critical support to retain housing for those at risk of homelessness?

Capacity Building projects: Describe your organization's proposed capacity building activity, please also describe how this funding will help build organizational infrastructure and capacity to deliver needed homelessness and housing-related services.

Renewal/Expansion Homelessness Response Programming projects:

Describe your organization's progress toward implementation and achieving the projected outcomes of the currently funded project. Also include a discussion of your compliance with administrative requirements such as timely invoicing, financial reporting, and data reporting. Include data from HMIS or other County reporting demonstrating that the currently funded project is meeting its proposed outcome objectives, and any accompanying narrative needed to accurately understand the data provided. If your renewal project has not consistently met contract outcome or administrative requirements in the last year, you may include additional information describing new systems or organizational improvements that have been put in place and/or are planned to improve contract compliance. **For Expansion projects,** please also describe how the additional funding requested will support an increase in persons served or services offered in a manner that aligns with the goals of this RFP and your plan for meeting administrative requirements.

New Homelessness Response Programming projects: Explain how your activity, service, or program will fill a critical gap in service for people experiencing homelessness or at-risk of losing their housing in Contra Costa County. If applicable, please describe innovative aspects of your activity, service, or program.

Capacity Building: Describe how your capacity building activities will meet a critical need for your agency and help your agency advance the goals of this RFP.

Renewal/Expansion Homelessness Response Programming projects:

Explain how your currently funded project is addressing a critical gap in services for people experiencing or at risk of homelessness and advances the goals of this RFP. **For Expansion projects**, also clearly describe how the proposed expansion in numbers served or types of services offered will address a critical system need and advance the goals of this RFP.

New Homelessness Response Programming projects: What will success look like for your agency's proposed activity, service, or program, and how will it be measured? What are your equity related goals for the project? Please also describe how you will: 1) track the number of people/households served; 2) collect data on the program activities provided; 3) evaluate data to ensure your project is serving populations overrepresented in homelessness and

meeting your equity goals; and 4) monitor your organization's contract performance?

Capacity Building: What will success look like for your agency's proposed capacity building activities and how will success be measured? What are your equity related goals for the project?

Renewal/Expansion Homelessness Response Programming projects: What does success look like for your agency's currently funded activity, service, or program, and how is it measured? What are your equity related goals for the project? How do you: 1) track the number of people/households served; 2) collect data on the program activities provided; 3) evaluate data to ensure your project is serving populations overrepresented in homelessness and meeting your equity goals; and 4) monitor your organization's contract performance? For Expansion projects, please also answer the above questions applied specifically to the expanded capacity/services proposed.

All Projects: Please describe in what ways have people with lived experience of homelessness or housing insecurity have been included in the planning, design, or implementation of your proposed project? How do you seek (or propose to seek) ongoing feedback from current and former participants to improve the program?

Upload any supporting documentation that demonstrates the inclusion of people with lived expertise in the project (e.g., feedback data, findings from stakeholder interviews, minutes from a lived experience committee meeting).

SECTION 4: Homelessness Response Programming Applicants

The following section should be completed by all applicants seeking a New or Expanded Homelessness Response Programming project.

If you are <u>only</u> applying for Capacity Building or Renewal Project funding, stop here. You do not need to complete Section 4.

This section asks you to complete additional narrative questions regarding the program, activity, or service in your proposal. Depending on the proposal you are submitting, some of these questions may require a lengthier or more concise response. Overall, the County

foresees that each question in this section can be answered successfully in half a page of written content. There are no minimum page requirements, however there is a 3-page maximum in this section per proposed project. If applying for multiple projects, the narrative must clearly speak to each proposed project. Three pages of narrative are allowed for each project proposed in this application.

SECTION 4: Homelessness Response Project Applications - PART 1		
4A	Homelessness Response Programming projects, with the exception of those	
	seeking only funding from the Prevention-Related Legal Services allocation,	
	are expected to deliver programs in accordance with Contra Costa County	
	Continuum of Care's (CoC) Program Models and Performance Standards:	
	A. Permanent Supportive Housing	
	B. Rapid Rehousing	
	C. Rapid Exit	
	D. Emergency Shelter	
	E. CARE Centers	
	F. Outreach	
	G. Prevention/Diversion	
	Extensive information and Performance Standards for Contra Costa CoC's Program Models can be found	

4B	My agency currently participates in the Homeless Management Information System (HMIS) or a comparable system. If you are only applying for funding from the prevention-related legal services Measure X allocation, please indicate N/A for this question.
	□ Yes □ No □ N/A
4C	My agency currently participates in the Contra Costa County Coordinated Entry System (CES). If you are only applying for funding from the prevention-related legal services Measure X allocation, please indicate N/A for this question. Yes No N/A Will your agency ensure that the proposed project(s) participates in CES, if
	applicable? If you are <u>only</u> applying for funding from the prevention-related legal services Measure X allocation, please indicate N/A for this question.
	□ Yes □ No □ N/A
4D	Select target population(s) your agency will seek to serve through the proposed project(s). Select all that apply: Single Adults experiencing or at risk of homelessness Single Adults with disabling conditions Transition Aged Youth (18-24) Seniors (62+) Veterans Families with minor children Foster Youth Households with Criminal Legal System involvement Other target population:

4E	Describe your agency's staffing structure and training protocol. In what ways are your staff supported in providing services to the target population(s) of your proposed project? What policies or procedures are in place, or are planned for implementation with this project(s), that allow for continuous quality improvement of the project(s)?
4F	 Approach to engaging your target population. What perspectives, methods, or interventions will your project utilize to ensure that people affected by homelessness or at-risk of homelessness are aware of and connected to your program? Approach to serving your target population in your proposed project(s). What perspectives, methods, or interventions will your project use to provide services effectively and equitably once persons are enrolled in the project, including how participants are supported through project exit and (if applicable) what ongoing supports exited participants receive.
4G	How will your agency center Housing First Principles and Racial Equity in the delivery, implementation, and evaluation of your proposed project(s)?
4H	Please describe your agency's financial and administrative management structure, including history of managing government grants. Describe your agency's protocol for monitoring spending, documenting use of grant funds, and fulfilling all reporting requirements, including documentation and file keeping of client records. If you are a small/emerging organization and are including a capacity building request in your Homelessness Response Programming project proposal, please describe how the capacity building support will strengthen your organization's ability to successfully deliver the proposed project.

EXHIBIT B: Project Budget Template (Required)

Instructions

Each project is required to complete the Project Budget Template and submit it with the other competition documents.

This Budget Template includes two tabs: the Budget Summary and the Worksheet. All applicants must submit the Budget Summary, including the Budget Narrative and Budget Summary Table. Applicants must also submit a detailed budget, with all line items and descriptions of costs. Applicants can either use the Worksheet tab to develop their detailed project budget for this RFP or can use their own budget form to complete and submit their detailed project budget. The detailed project budget only needs to include information on the funding requested through this RFP.

Once applicants have developed their detailed project budget (either using the Worksheet or their own budget form), applicants must complete the Budget Summary. Please ensure the detailed project budget matches the line item totals provided in the Budget Summary Table. The Budget Summary should include all costs requested through this RFP as well as any additional funding from other sources contributing to this project. The column "RFP Funding Percent" will automatically populate.

Budget Narrative (Required)

Please provide a written description of the project budget, including how requested grant funds will be used. If the funds requested through this RFP do not cover all o
the project expenses, please describe the source(s) of the additional funds. Please note that additional sources of funding are not required.

Budget Summary Table (Required)

Please summarize the one year project budget below, with an estimated contract start date of 7/1/2025, including the total budget for the project and the amount of funding requested through this RFP (note: these amounts will be the same if the project does not have other sources of funding). Please note that Indirect Costs are typically no more than 10% of the project budget and funding request amounts.

Eligible Cost Categories		Total Project Budget Amount (if applicable; includes amount requested through RFP and other funding sources)	RFP Funding Request Percent
Capacity Building			
Personnel Costs			
Supportive Services			
Direct Financial Assistance*			
Technology, Data, & HMIS			
Transportation			
Other Operating Costs			
Indirect Costs			
Total	\$ -	\$ -	

^{*}Direct Financial Assistance costs are not eligible for Indirect Costs. Please refer to the Worksheet for guidance on calculating Indirect Costs.

Additional Guidance

Eligible Cost Categories

Only the cost categories listed are eligible for funding through this RFP. Capital costs are not eligible. You may additional lines to the budget worksheet if the project has multiple costs in the same category.

RFP Funding Request Amount

Ensure the amount represents annual costs for each line item, with an estimated contract start date of 7/1/2025. When listing your RFP Funding Request Amount, please list only the funds that would come directly from the grant you are applying for.

Total Project Budget Amount

Please report the Total Project Budget, including expenses funded by other sources. The total project budget will help reviewers understand how the RFP Funding Request fits into the broader project. Please note that other sources of funding are not required. If the project does not have other sources of the funding, the Total Project Budget and the RFP Funding Request will be the same.

RFP Funding Request Percent

This field automatically calculates the percent of the total project budget requested from RFP funds, and it is intended to help catch data entry errors. If this field exceeds 100%, please update the Budget Summary Table to ensure the RFP Funding Request Amount is less than or equal to the Total Project Budget Amount.

Budget Worksheet (Optional)

Instructions and Guidance

This budget worksheet can be used to build your detailed project budget. Replace the examples below with activities and estimated costs for your project. We recommend beginning with personnel costs and then adding other costs. When describing project costs, please include only the portion requested through this RFP. You may insert additional lines as needed if the project has multiple costs within a cost category.

Indirect Costs: Indirect Costs are typically no more than 10% of applicable expenses. **Please note that indirect costs** cannot be applied to the Direct Financial Assistance cost category but can be applied to all other cost categories. The percentages used to calculate fringe benefits and indirect costs should be updated for your project.

After completing this worksheet, please transfer the costs to the Budget Summary page.

Capacity Building Applicants: Please use the "Capacity Building" cost category and describe the costs in detail. You may insert additional lines as needed if you have multiple capacity building costs (e.g., consulting fees, training costs, technology costs).

Budget Worksheet		
	otal Budget quest for this RFP	Description
Capacity Building		
Example: Grant writing workshop	\$ 2,000.00	Two-day workshop for two staff @ \$500 per person
Example: Human Resources consultant	\$ 20,000.00	100 hours at \$200 per hour
Activity 3	\$ -	Description of Activity 3
Activity 4	\$ -	Description of Activity 4
TOTAL CAPACITY BUILDING COSTS	\$ 22,000.00	
Personnel Costs		
Salaries		
Example: Senior Case Manager \$68,000 @ 1.0 FTE	\$ 68,000.00	Provides supervision to case management team (5 - 6 case managers)
Example: Case Manager \$60,000 @ 1.0 FTE	\$ 60,000.00	Provides case management to approximately 35 - 50 households per year
Staff 3 Title (annual salary @ FTE)	\$ -	Description of Staff 3
Staff 4 Title (annual salary @ FTE)	\$ -	Description of Staff 4
Total Salaries	\$ 128,000.00	
Fringe benefits	\$ 38,400.00	Example: 30% fringe rate applicable to all staff salaries
TOTAL PERSONNEL COSTS	\$ 166,400.00	
Supportive Services	 	
Example: Housing counseling services	\$ 15,000.00	Contracted services to provide housing search and housing counseling assistance with XYZ Organization
Example: Life skills training	\$ 2,500.00	Project supplies for life skills training courses
Example: Bus passes	\$ 2,500.00	Bus passes for clients to access appointments
Supportive Services Activity 4		Description of Activity 4
Supportive Services Activity 5		Description of Activity 5

TOTAL SUPPORTIVE SERVICES COSTS	\$ 20,000.00	
Direct Financial Assistance		
Example: Rental assistance	\$ 100,000.00	Rental assistance payments to landlords; estimated \$2000 per household for 50 households
Example: Utility arrears	\$ 12,500.00	Utility arrears payments; estimated \$500 for 25 households
Direct Financial Assistance Activity 3		Description of Activity 3
Direct Financial Assistance Activity 4		Description of Activity 4
TOTAL DIRECT FINANCIAL ASSISTANCE COSTS	\$ 112,500.00	
Technology, Data, & HMIS		
Example: HMIS User Licenses	\$ 1,500.00	HMIS user licenses; estimated at \$300 per user for 5 users
Example: Telephones	\$ 1,800.00	Cell phones for Sr. Case Manager and Case Manager; \$75 per phone per month for 12 months
Technology, Data, & HMIS Activity 3		Description of Activity 3
Technology, Data, & HMIS Activity 4		Description of Activity 4
TOTAL TECHNOLOGY, DATA, & HMIS COSTS	\$ 3,300.00	
Transportation	 	
Example: Staff mileage reimbursement	\$ 3,400.00	Mileage reimbursement at \$0.655 per mile for Sr. Case Manager and Case Manager; approx. 50 miles per staff per week
Transportation and Travel Activity 2	•	Description of Activity 2
Transportation and Travel Activity 3		Description of Activity 3
TOTAL TRANSPORTATION COSTS	\$ 3,400.00	
Other Operating Expenses		
Example: Program/office supplies	\$ 2,000.00	Miscellaneous program/office supplies including paper, pens, etc.
Example: Office rental space	\$ 12,000.00	Rental costs for office space at \$1000 per month (approx. 1/4 of all office rental costs)
Other Operating Activity 3		Description of Activity 3
Other Operating Activity 4		Description of Activity 4
TOTAL OTHER OPERATING EXPENSES	\$ 14,000.00	
Indirect Costs		
		·

This section of the worksheet calculates your eligible indirect costs. Direct Financial Assistance costs are not eligible for indirect costs. Typically, indirect costs are limited to 10% of eligible expenses.

Total Costs for each cost category should automatically populate below. Please double check to ensure cost category totals have transferred accurately.

		Co	

Total Capacity Building Costs	\$ 22,000.00
Total Personnel Costs	\$ 166,400.00
Total Supportive Services Costs	\$ 20,000.00
Total Technology, Data, & HMIS Costs	\$ 3,300.00
Total Transportation Costs	\$ 3,400.00
Total Other Operating Expenses	\$ 14,000.00

Total Eligible Costs \$ 229,100.00

Indirect Cost Rate (enter in Column D)

10% Please provide explanation in this cell if claiming an indirect cost rate higher than 10%

TOTAL INDIRECT COSTS \$ 22,910.00

TOTAL PROJECT COSTS REQUESTED \$

364,510.00

Capacity Building Scoring Rubric

Category	Criteria	Related Questions*	Points	
			Available	
Agency	Experience delivering services to people at risk/experiencing	3A	15	
Experience	homelessness			
	Experience working in partnerships and collaborations	3A		
	Evidence of delivering positive program outcomes	3A		
	Project budget indicates familiarity with developing project budgets	Budget		
	well aligned with project scope			
Agency	Mission aligned with advancing the priorities of the RFP	2A	25	
Commitments	People with lived experience of homelessness/housing insecurity play	2B,		
	an important role in the organization and its programming	Uploaded supporting		
		documents		
	Demonstrated connection to and understanding of the	2A, 2B, Uploaded		
	community/people served by the organization	supporting documents, 3A		
	Organization has a commitment to equity and is actively implementing	2C, Uploaded supporting		
	that commitment through its organizational structure, staffing, and	documents		
	programming			
Project Design	Completeness of project description/design	3B	25	
	Project is appropriately designed and scaled to meet the identified	3B		
	organizational need			
	With additional capacity, applicant will be able to help address gaps in	3B, 3C		
	the homeless response system and address gaps in homeless and			
	housing-related services			

Capacity Building Scoring Rubric

Category	Criteria	Related Questions*	Points
			Available
Program	Success of the project is clearly defined	3D	20
Outcomes	Measurable outcome metrics are identified and applicant has good plan for tracking progress on those metrics	3D	
	Equity-related goals are clearly identified and applicant has a good plan to measure progress toward those goals	3D	
Administrative &	Applicant demonstrated administrative infrastructure to implement the capacity building project	3D, 1E, If applicable, Statement of Explanation	15
Implementation Capacity		and Uploaded supporting documents, 3A	
	 Feedback mechanisms in place, including for service recipients and people with lived expertise, to ensure continuous quality improvement of project 	3E	
	No outstanding audit findings, or audit findings appropriately addressed	1E, If applicable, Statement of Explanation and Uploaded supporting documents	
	Budget is consistent with and identifies all costs given the project scope, narrative addresses all requested elements	Budget	
TOTAL			100

^{*} The related questions are provided for applicant's reference, but reviewers will be instructed to consider information provided in the entire application and any clarifying information shared during an applicant interview when scoring each of the criteria.

	Criteria	Related	Applicable	Points
Category		Questions*	Project Type	Available
Agency	To what extent does the applying agency demonstrate critical	3A	Renewal	15
Experience and	expertise in serving the community/target population?		Expansion	
Capacity			New	
	To the extent applicable, does the organization demonstrate a	3C,	New	
	commitment and capacity to (1) align with established	3B, 4A, 4B, 4C, 4E,		
	program models, and (2) adhere to grant administration	4H		
	requirements. Are there innovations proposed that could			
	improve the overall performance of the homelessness			
	response system.			
	To what extent is the renewal applicant in compliance with	3B	Renewal	
	administrative grant requirements?			
-	To what extent is the renewal portion of the expansion project	3B,	Expansion	_
	in compliance with administrative grant requirements?	4A, 4B, 4C, 4E, 4H		
	 Does the organization demonstrate a commitment and 			
	capacity to aligning expanded services/activities with			
	established program models?			
	Has the applicant demonstrated that it has strong	3A, 1A	Renewal	
	relationships with community members and partner agencies?		Expansion	
	 Does the applicant participate in the Contra Costa County 		New	
	CoC or other County-led collaborative groups?			

Category	Criteria	Related Questions*	Applicable Project Type	Points Available
Community Commitment	 Does the applicant have a demonstrated connection to and understanding of the community/people it seeks to serve through this RFP? To what extent have people with lived experience of homelessness been involved in agency staffing, leadership, and program design, and/or will they be involved in the proposed program's administration? 	3A, 2B, 3E, Uploaded supporting documents	Renewal Expansion New	15
	 In what ways has the applicant demonstrated a strong plan to 1) successfully engage and 2) successfully serve the community/people it seeks to serve through the proposed project? 	4F	Expansion New	
Project Impact and Responsiveness to Local Need	 To what extent does the applicant's mission align with the goals of this RFP? 	2A	Renewal Expansion New	15
	 Does the applicant's proposed project meet the goal of this RFP to demonstrate pathways to permanent housing for those experiencing homelessness or act as a critical support to retain housing for those at risk of homelessness? 	3B	New	

Category	Criteria	Related	Applicable	Points
		Questions	Project Type	Available
Project Impact	 To what extent is the renewal project achieving projected 	3B	Renewal	
and	project outcomes?			
Responsiveness	 Does outcome data support the applicant's narrative? 			
to Local Need				
(cont.)	 To what extent is the renewal portion of the expansion project achieving projected project outcomes? Does outcome data for the renewal portion of the project support the applicant's narrative? In what ways do the additional funds requested & expanded services align with the goals of this RFP? 	3B	Expansion	
	Does the applicant's proposed program meet the goal of this RFP to strengthen the homelessness response system by bringing services to areas of the County with high concentrations of need and limited resources and/or provide a service component that is missing from the local homelessness response system?	3C	New	

Category	Criteria	Related	Applicable	Points
		Questions	Project Type	Available
Project Impact	Does the applicant's proposed renewal project continue to	3C	Renewal	
and	address a critical gap in services and strengthen the overall			
Responsiveness	homelessness services system?			
to Local Need				
(cont.)	Does the applicant's proposed expansion of services or	3C	Expansion	
	activities address a critical gap in services and strengthen the			
	overall homelessness services system?			
	 Will the proposed new project meet the priorities for new projects identified in this RFP including Emergency Shelter Operations/Services or Permanent Housing not fully funded by other funding sources? 	3B	New	
Equity	Has the agency implemented policies, practices, procedures,	2C,	Renewal	15
Commitment	and infrastructure that advances racial equity at the	Uploaded	Expansion	
	organizational level?	supporting	New	
		documents		

Catagony	Criteria	Related	Applicable	Points
Category	Criteria	Questions	Project Type	Available
Equity	To what extent does the applicant implement a commitment to	2B,	Renewal	
Commitment	the inclusion of people with lived experience of homelessness	Uploaded	Expansion	
(cont.)	or housing insecurity at the organizational level?	supporting	New	
		documents		
	Has the applicant identified equity related goals for the project	3D,	Renewal	
	and developed a method for tracking those goals?	4G	Expansion	
	 To what extent has the applicant included racial equity in the 		New	
	delivery, implementation, and evaluation of the proposed	4G is N/A for		
	project?	Renewals		
Program Design	Does the applicant's project design adequately describe	3B,	Renewal	20
	program feasibility, and can it be executed as described with	Budget	Expansion	
	the funding available to the project?		New	
_	How well does the proposed program align with H3 program	4A, 4F	Expansion	
	models (if applicable)?		New	
	Does applicant's program description and the outcomes	3B, 3C, 3D	Expansion	
	proposed to be achieved indicate that the project will have a		New	
	substantial impact on the specific gap to be addressed, in light			

Catagoni	Criteria	Related	Applicable	Points
Category	Criteria	Questions	Project Type	Available
Program Design	of the nature of the gap, the funding requested, and other			
(cont.)	leveraged investments.?			
	Has the applicant demonstrated an understanding of and		Expansion	
	commitment to a program design that follows Housing First		New	
	principles?			
Administrative	Does the proposal outline a clear plan for how project data will	3D	Expansion	10
Structure and	be tracked, and performance related to project outcomes will	4B	New	
Capacity for	be monitored?	4C		
Quality	 Does the agency have the procedural and administrative 	4H		
Assurance	structure needed to meet all grant audit, administrative, and			
	reporting requirements?			
	Does the proposal outline a clear plan for how the continued	3D	Renewal	
	project will track data and how performance related to project			
	outcomes and administrative compliance will be monitored?			
	 If applicable, does the agency have any outstanding financial 	1E	Renewal	1
	audit findings that are not adequately explained?	If applicable,	Expansion	
		Statement of	New	
		Explanation and		
		Uploaded		

Category	Criteria	Related	Applicable	Points
3 ,		Questions	Project Type	Available
Administrative		supporting		
Structure and		documents		
Capacity for				
Quality				
Assurance	Has the agency demonstrated the ability to deliver positive	3A	Renewal	
(cont.)	outcomes for the population they have proposed to serve and		Expansion	
	deliver services comparable to those proposed?		New	
	Does the agency and/or project maintain or commit to maintain	3E, 4E	Expansion	
	policies, procedures, and actions to ensure continuous quality		New	
	improvement? (e.g., Does the agency train its staff to ensure			
	high quality of service delivery?)			
	 How does the agency plan to seek feedback from current and 			
	former participants?			
	How does the agency seek feedback from current and former	3E	Renewal	
	participants to continuously improve the project?			
	participante to continuously improve the project.			

Catagony	Criteria	Related	Applicable	Points
Category	Criteria	Questions	Project Type	Available
Budget and Financial Management	Financial proposal (e.g., presenting a reasonable cost for the proposed		Renewal Expansion New Expansion	10
	Mas the applicant demonstrated the capacity to effectively manage the financial aspects of the currently funded project	Budget 3B, Uploaded supporting documents,	Renewal	
		,		100

^{*} The related questions are provided for applicant's reference, but reviewers will be instructed to consider information provided in the entire application

Exhibit E

Capacity-Building Grant requets: \$25,000 - \$100,000, non-renewable						
Projec	Project Type Funding Threshold Requirements					
			Coordinated			
	Housing status of target		Entry			
Project Type	population	Funding agency	HMIS participation	participation	Additional requirements	
Capacity Building	Currently experiencing homelessness or at risk of homelessness	Н3	Not required	Not required	Quarterly reporting TBD	

Homelessness Response Programming								
Grant requests: Can be over \$100,000, eligible for renewal								
Projec	т Туре	Funding	Threshold Requirements					
				Coordinated				
	Housing status of target			Entry				
Project Type	population	Funding agency	HMIS participation	participation	Additional requirements			
Support services for people in housing	At risk of homelessness	DCD	Not required	Not required	Quarterly reporting TBD			
Eviction prevention: legal assistance	At risk of homelessness	DCD	Not required	Not required	Quarterly reporting TBD			
	At risk of homelessness in 15 days or longer	DCD	Not required	Not required	Quarterly reporting TBD			
Eviction prevention: back	At imminent risk of homelessness in 14 days or less	Н3	Required	Required	Adherence to program model Quarterly reporting			
rent or utility assistance	Households with legal system involvement who are eligible for AB109 services and are at risk of homelessness	Н3	Required	Required	Adherence to program model Quarterly reporting			

	Homelessness Response Programming Grant requests: Can be over \$100,000, eligible for renewal							
Homelessness Rapid Exit financial assistance	Households with legal system involvement who are eligible for AB109 services and are at risk of homelessness	Н3	Required	Required	Adherence to program model Quarterly reporting			
Homelessness Rapid Exit financial assistance	Participants exiting the San Pablo encampment through the Encampment Resolution Funding program	Н3	Required	Required	Adherence to program model Quarterly reporting			
Case management/service	At risk of homelessness	DCD	Not required	Not required	Quarterly reporting TBD			
navigation	Currently experiencing homelessness	Н3	Required	Required	Quarterly reporting TBD			
Coordinated Entry Access Point - phone based services	Currently experiencing homelessness or at risk of homelessness	Н3	Required	Required	Adherence to program model Quarterly reporting			
Outreach	Currently experiencing homelessness	Н3	Required	Required	Adherence to program model Quarterly reporting			
Basic needs assistance	Currently experiencing homelessness	Н3	Required	Required	Quarterly reporting TBD			
	Currently experiencing homelessness	Н3	Required	Required	Adherence to program model Quarterly reporting			
Emergency shelter*	Families currently experiencing homelessness	Н3	Required	Required	Adherence to program model Quarterly reporting			
Permenant supportive housing*	Currently experiencing homelessness	Н3	Required	Required	Adherence to program model Quarterly reporting			
Rapid rehousing	Currently experiencing homelessness	Н3	Required	Required	Adherence to program model Quarterly reporting			

Homelessness Response Programming Grant requests: Can be over \$100,000, eligible for renewal						
Shallow Subsidy	Participants from the San Pablo encampment exiting RRH through the Encampment Resolution funding program	Н3	Required	IRequired	Adherence to program model Quarterly reporting	

^{*} Capital costs are not eligible for funding