

## **Allegheny County Continuum of Care (PA-600) 2018 Reallocation Process**

This document describes the strategies and processes utilized by the [Allegheny County Continuum of Care \(CoC\), PA-600](#), to reallocate funds for the 2018 Notice of Funding Availability (NOFA) for the Fiscal Year (FY) 2018 Continuum of Care Program Competition (2018 NOFA). For more details on the review and ranking of projects, please see *2018 Rate, Rank, Review, and Selection Criteria Process*.

*The [Homeless Advisory Board \(HAB\)](#) is the working board that acts on the behalf of the CoC to ensure the fulfillment of the responsibilities of the CoC, and is the body responsible for finalizing the process decisions described in this document. Allegheny County Department of Human Services (DHS) has been designated as the Infrastructure Organization by the HAB. Within this designation, DHS has been delegated the day-to-day and operational responsibilities that fulfill the core duties of the CoC, including serving as the Collaborative Applicant and supporting the administrative duties required to complete the annual NOFA application.*

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### **2018 CoC Reallocation Process**

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#### ***Reallocation Strategy***

Analysis of service needs, service gaps, and project performance were used in consultation with CoC priorities to develop the 2018 strategy for reallocation. Building on the performance-based, data-driven processes instituted in 2017, the 2018 strategy involved the following action steps:

1. 2018 Renewal Project Performance Outcome Tools were completed, and the lowest performing projects were assessed for underspending;
2. The assessment resulted in one (1) Rapid Re-Housing (RRH) project not being included in the 2018 application and priority ranking, and two (2) RRH projects reducing in size;
3. The recouping of funds from the above described projects resulted in a total of \$283,598 identified for reallocation;
4. Reallocated funds were elected to be directed to Permanent Supportive Housing (PSH) and RRH projects based on the below described needs assessment, and through the below described Selection Process.

#### ***Reallocation Needs Assessment***

To inform planning and reallocation decision-making for the HAB, the HAB's CoC Analysis and Planning Committee and DHS assessed homeless housing needs and turnover for longer term (non-emergency shelter) homeless programs. Data from the Homeless Management Information System (HMIS) and Allegheny County's Coordinated Entry System (through the Allegheny Link, an office that connects people in need to available resources) were analyzed. Available data included information from homeless assessments; scores from the Vulnerability Index - Service Prioritization Decision Assistance Tool (VI-SPDAT); homeless unit capacity and turnover; and other relevant data. The study period covered 12 months from January 1, 2017 through December 31, 2017. The analysis examined the capacity and demand for units for single adults and families with children, as well as exploring the differing demands for units for people with different levels of service need. The analysis demonstrated the following key gaps in housing services:

- 37% of adults seeking housing services have high service needs, with PSH being the most appropriate housing option. Analysis indicates a shortage of 446 units between current demand and the capacity to house these individuals via normal unit turnover.<sup>1</sup>
- 61% of adults without children seeking housing services have moderate service needs, with RRH and Transitional Housing<sup>2</sup> being the housing options currently available in the CoC. Analysis indicates a shortage of 248 beds between current demand and the capacity to house these adults via normal unit turnover.
- 67% of families with children seeking housing services have moderate service needs, with RRH and Transitional Housing being the housing options currently available in the CoC. Analysis indicates a shortage of 200 units between current demand and the capacity to house these families via normal unit turnover.
- 33% of families with children seeking housing services have high service needs, with PSH being the most appropriate housing option. Analysis indicates a shortage of 158 units between current demand and the capacity to house these individuals via normal unit turnover.<sup>3</sup>

### ***Selection Process for Reallocated Funds***

The CoC uses a formal, open and competitive procurement process to identify new projects for both reallocation and bonus funds. Per the direction of the HAB, and based on the type of projects determined to be needed, DHS issued a public RFP on May 24, 2018 for 2018 Reallocation Funding for Permanent Supportive Housing and Rapid Re-Housing Programs. The deadline for questions was June 7, 2018 and the final submission deadline was June 14, 2018. The RFP (Appendix A) included detailed instructions for submission and evaluation criteria, including organizational capacity, ability to implement Housing First and plans to meet program standards including working with coordinated entry and HMIS.

Following the submission deadline, DHS convened a diverse evaluation committee of stakeholders, including HAB members, who reviewed proposals and issued a recommendation for award. Eight (8) proposals were received and one (1) agency was selected for expansion of their PSH project using the reallocated funds.

### ***Project Ranking***

The projects selected for the reallocated funds were then ranked per the 2017 Ranking Process. Details on this can be found in the *2017 Review, Ranking and Reallocation Process and Criteria* document.

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<sup>1</sup> A small percentage of this PSH demand could be met with the Veteran Administration's HUD-VASH (Veterans Affairs Supportive Housing) program for those that meet its eligibility criteria. Data from the HUD-VASH program is not included in this analysis.

<sup>2</sup> Transitional Housing refers to a supportive but temporary type of accommodation that is meant to bridge the gap from homelessness to permanent housing.

<sup>3</sup> Most families with children that qualify for PSH are not chronically homeless. If the NOFA specifies that any new PSH projects must be 100% chronically homeless beds, family PSH may not be the best option.

**Appendix A**  
**RFP: 2018 Reallocation Funding for**  
**Permanent Supportive Housing and Rapid Re-Housing Programs**



# Request for Proposals

## U.S. Department of Housing and Urban Development (HUD) 2018 Reallocation Funding for Permanent Supportive Housing and Rapid Re-Housing Programs

**RFP Posting:** Thursday, May 24, 2018

**Deadline for Questions:** Thursday, June 7, 2018

**Submission Deadline:** 3 p.m. Eastern Time on Thursday, June 14, 2018

**Estimated Award Decision/Notification:** August 2018

Allegheny County Department of Human Services  
One Smithfield Street  
Pittsburgh, PA 15222

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## Definitions

Unless the context indicates otherwise, the following capitalized words are defined as follows for purposes of this RFP:

1. Agreement: A contract negotiated between Allegheny County and the Successful Proposer to provide the Contract Services.
2. Allegheny County: A home rule county and political subdivision of the Commonwealth of Pennsylvania.
3. Continuum of Care (CoC): A geographically-based group of representatives which carries out the planning responsibilities of the HUD Continuum of Care Program.
4. CoC Regulations: HUD's rules and regulations under the Homeless Emergency Assistance and Rapid Transition to Housing Act of 2009 (HEARTH Act). The rules and regulations are titled, "Homeless Emergency Assistance and Rapid Transition to Housing: Continuum of Care Program; Interim Final Rule," and can be found at 24 CFR Part 578.
5. Contract Services: The specific services which the Successful Proposer agrees to provide to the County in response to this RFP, as more particularly described in the Scope of Services in the Agreement.
6. Coordinated Entry: A standardized method for connecting individuals and families experiencing homelessness to the resources available in a given geographic area.
7. DHS: [Allegheny County] Department of Human Services.
8. HAB: [Allegheny County] Homeless Advisory Board, a public/private partnership formed to assist Allegheny County, the City of Pittsburgh, the City of McKeesport and the Municipality of Penn Hills in efforts that will eliminate homelessness and improve the well-being of homeless individuals and families
9. HEARTH Act: Homeless Emergency Assistance and Rapid Transition to Housing Act of 2009.
10. HMIS: Homeless Management Information System, an information technology system used to collect client-level data and data on the provision of housing and services to homeless individuals and families and people at risk of homelessness
11. Housing First: A model to address homelessness, based on the following principles: 1) the provision of safe and affordable housing; 2) all people experiencing homelessness can achieve housing stability in permanent housing; 3) everyone is "housing ready;" 4) many people experience improvements in quality of life as a result of achieving housing; 5) people experiencing homelessness have the right to self-determination and should be treated with dignity and respect; and 6) the exact configuration of housing and services depends upon the needs and preferences of the population served.
12. HUD: [United States Department of] Housing and Urban Development
13. NOFA: Notice of Funding Availability
14. Participant: An individual or family served by a proposed Permanent Supportive Housing or Rapid Re-Housing Program
15. PSH: Permanent Supportive Housing, which is long-term housing with supportive services for homeless individuals with disabilities.
16. Proposal: A completed Response Form, with specified attachments, submitted in response to this RFP.
17. Proposer: The individual, non-profit organization, or for-profit organization or business submitting a Proposal in response to this RFP.

18. Reallocation: A CoC shift of funds in whole or part from existing eligible renewal projects to create one or more new projects without decreasing the CoC's annual renewal amount. All CoCs may use the reallocation process based on local CoC needs and priorities.
19. Response Form: The Word document in which Proposers respond to requested information about this RFP.
20. RFP: Request for Proposals.
21. Rapid Re-Housing: Programs to assist individuals or families who are experiencing homelessness to move as quickly as possible into permanent housing and to achieve stability in that housing through a combination of rental assistance, housing search and supportive services.
22. Successful Proposer: The Proposer(s) selected by the County to provide the Contract Services.
23. Supportive Services: Services designed to prepare a Participant to make a successful transition from homelessness to independence.

## **The RFP at a Glance**

### ***Purpose***

As recommended by the Allegheny County Homeless Advisory Board (HAB), through the Allegheny County Department of Human Services (DHS) and on behalf of the Allegheny County Continuum of Care (CoC)<sup>1</sup>, Allegheny County is soliciting Proposals from one or more Proposers to provide housing, housing assistance and supportive services to individuals and/or families experiencing homelessness, through Permanent Supportive Housing (PSH) Programs and Rapid Re-Housing (RRH) Programs (hereinafter referred to separately as PSH Programs and RRH Programs and collectively as the Programs). Individuals receiving PSH Program and RRH Program services will hereinafter be referred to as Participants.

Specifically, the County is seeking the following: 1) Proposals for PSH and RRH Programs that will be supported by the funding available through reallocation of CoC funding and (2) PSH and RRH Programs that will be supported by bonus funding as made available by HUD.

### ***Award Details***

The PSH and RRH Programs which are the subject of this RFP are being developed in anticipation of the receipt of two sources of HUD funding: 1) the strategic reallocation of approximately \$300,000 in funds within the CoC; and 2) the availability of bonus funding, per the U.S. Department of Housing and Urban Development (HUD) Notice of Funding Availability (NOFA) for the CoC, expected in May 2018. The amount of bonus funding has not yet been made available. If the CoC is successful in the NOFA process, the PSH and RRH Programs for which this RFP is being issued would begin in 2019.

Successful Proposals will be included in DHS's annual response to HUD's NOFA. Dependent upon HUD's approval of DHS's response to the NOFA, DHS intends to enter into one or more Agreements in 2019 with one or more Successful Proposer(s) to provide PSH and RRH Programs for a term of one year. DHS expects there to be more than one Successful Proposer. Proposers may submit a Proposal for one PSH Program, one RRH Program or one of each type of Program.

### ***Who can apply***

All entities, including but not limited to, education organizations, non-profit organizations, for-profit organizations, small businesses and individuals, are eligible to submit a Proposal in response to this RFP. Entities do not need to have an existing contract with Allegheny County to submit a Proposal, but must meet all of Allegheny County's contractual requirements (see Section 6: Contract Requirements for Successful Proposers) and have the programmatic, financial and staffing capability to provide the Contract Services.

### ***What's important to us***

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<sup>1</sup> The Allegheny County Homeless Advisory Board has designated the Allegheny County Department of Human Services as the entity authorized to apply for and carry out activities on behalf of the CoC (the Collaborative Applicant).



Since the adoption of “Opening Doors,” the federal strategic plan to prevent and end homelessness, the federal government has emphasized the importance of understanding Housing First not just as a program model, but as an overall orientation in communities’ response to homelessness. Housing First strategies incorporate few programmatic prerequisites, utilize proactive outreach and engagement efforts, implement low-barrier admission policies, create rapid and streamlined entry into permanent housing, offer voluntary and engaging supportive services, and focus on housing stability.

As a Continuum of Care, the County is committed to these Housing First principles. This RFP aims to contribute to long-term efforts to more fully integrate Housing First models into the Allegheny County CoC. As supportive, low-barrier housing, RRH and PSH Programs help Allegheny County increase Housing First options in its network of housing supports.

***Timeline***

Deadline for Proposers to submit questions about this RFP is 3 p.m. Eastern Time on Thursday, June 7, 2018

Proposals must be submitted by 3 p.m. Eastern Time on Thursday, June 14, 2018

Proposers will be notified of the County’s decision to award an Agreement in August, 2018.

***Who we are***

On behalf of Allegheny County, DHS is the issuing office for this RFP.

DHS is the largest department of Allegheny County government and provides publicly-funded services to more than 200,000 people annually, in areas including child welfare, behavioral health, aging, intellectual disability, homelessness and community services.

More information about DHS is available at <http://www.alleghenycounty.us/human-services/index.aspx>

## Section 1: Why We Are Issuing this RFP

DHS administers a HUD grant of approximately \$18 million, approximately \$12 million of which is currently allocated to PSH Programs and approximately \$4 million of which is currently allocated to RRH Programs across Allegheny County.

PSH Programs provide long-term housing with supportive services for homeless individuals with physical and/or intellectual disabilities. This type of supportive housing enables these individuals to live as independently as possible in a permanent setting. RRH Programs assist individuals or families who are experiencing homelessness to move as quickly as possible into permanent housing and to achieve stability through a combination of rental assistance, housing search and supportive services.

To inform planning and reallocation decision-making for the Allegheny County Homeless Advisory Board (HAB), the Department of Human Services assessed homeless housing needs and turnover for longer term (non-emergency shelter) homeless programs. Data from the Homeless Management Information System (HMIS), an information technology system used to collect client-level data and data on the provision of housing and services to homeless individuals and families and people at risk of homelessness, and Allegheny County's coordinated intake (through the Allegheny Link, an office that connects people in need to available resources) were analyzed. Available data included information from homeless assessments; scores from the Vulnerability Index - Service Prioritization Decision Assistance Tool (VI-SPDAT), a pre-screening tool for assessing homeless individuals' needs and matching them with the most appropriate support; homeless unit capacity and turnover; and other relevant data. The study period covered 12 months from January 1, 2017 through December 31, 2017. The analysis examined the capacity and demand for units for single adults and families with children, as well as exploring the differing demands for units for people with different levels of service need.

The analysis demonstrated the following key gaps in housing services.

1. 37% of adults seeking housing services have high service needs, with **PSH** being the most appropriate housing option. Analysis indicates a shortage of **446 units** between current demand and the capacity to house these individuals via normal unit turnover.<sup>2</sup>
2. 61% of adults without children seeking housing services have moderate service needs, with **RRH and Transitional Housing**<sup>3</sup> being the housing options currently available in the CoC. Analysis indicates a shortage of **248 beds** between current demand and the capacity to house these adults via normal unit turnover.
3. 67% of families with children seeking housing services have moderate service needs, with **RRH and Transitional Housing** being the housing options currently available in the CoC. Analysis indicates a shortage of **200 units** between current demand and the capacity to house these families via normal unit turnover.

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<sup>2</sup> A small percentage of this PSH demand could be met with the Veteran Administration's HUD-VASH (Veterans Affairs Supportive Housing) program for those that meet its eligibility criteria. Data from the HUD-VASH program is not included in this analysis.

<sup>3</sup> Transitional Housing refers to a supportive but temporary type of accommodation that is meant to bridge the gap from homelessness to permanent housing.

4. 37% of adults seeking housing services have high service needs, with **PSH** being the most appropriate housing option. Analysis indicates a shortage of **446 units** between current demand and the capacity to house these individuals via normal unit turnover.<sup>4</sup>
5. 33% of families with children seeking housing services have high service needs, with **PSH** being the most appropriate housing option. Analysis indicates a shortage of **158 units** between current demand and the capacity to house these individuals via normal unit turnover.<sup>5</sup>

## Section 2: What We Are Looking For

DHS is requesting Proposals for PSH and RRH Programs that will be supported by the funding available through reallocation of CoC funding and possible additional bonus funding. The Programs are intended to replace lower performing programs and must adhere to Housing First principles as well as all rules and regulations of: 1) the Homeless Emergency Assistance and Rapid Transition to Housing Act of 2009 (HEARTH Act),<sup>6</sup> HUD's Homeless Emergency Assistance, Rapid Transition to Housing: Continuum of Care Program (CoC) Rules and Regulations ("CoC Regulations"),<sup>7</sup> found at 24 CFR 578 and 2) the Fair Housing Act.<sup>8</sup>

When designing their Programs, Proposers should consider the system needs analysis described in Section 1 of this RFP. The 2018 fair market rate (FMR), as documented by HUD, will determine the number of units to be funded. If a HUD bonus project allocation is available, any funding received through a successful bonus project allocation will be added to the CoC's current funding level to support additional PSH and RRH Programs. Proposers may propose to develop one PSH Program, one RRH Program or one of each type of Program. Proposers are encouraged to consider expansions of existing high-performing Programs.

### A. Target Population

Proposed Programs must provide both housing and supportive services, as described under *Section 3.1, B: Service Description*. Programs may serve single or family households--with or without children—who are experiencing homelessness. In addition:

- New PSH Programs must serve chronically homeless individuals and/or families meeting HUD disability requirements.
- New RRH Programs must serve homeless individuals and/or families coming directly from the streets or emergency shelter or fleeing domestic violence situations.

Programs must follow a Housing First model<sup>9</sup> and serve Participants without regard to previous criminal history, clean time, employment, credit worthiness or other barriers.

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<sup>4</sup> A small percentage of this PSH demand could be met with the Veteran Administration's HUD-VASH (Veterans Affairs Supportive Housing) program for those that meet its eligibility criteria. Data from the HUD-VASH program is not included in this analysis.

<sup>5</sup> Most families with children that qualify for PSH are not chronically homeless. If the NOFA specifies that any new PSH projects must be 100% chronically homeless beds, family PSH may not be the best option.

<sup>6</sup> <https://www.hudexchange.info/resources/documents/HomelessAssistanceActAmendedbyHEARTH.pdf>

<sup>7</sup> <https://www.hudexchange.info/resources/documents/CoCProgramInterimRule.pdf>

<sup>8</sup> [http://portal.hud.gov/hudportal/HUD?src=/program\\_offices/fair\\_housing\\_equal\\_opp/FHLaws/yourrights](http://portal.hud.gov/hudportal/HUD?src=/program_offices/fair_housing_equal_opp/FHLaws/yourrights)

<sup>9</sup> [https://www.usich.gov/resources/uploads/asset\\_library/USICH\\_OpeningDoors\\_Amendment2015\\_FINAL.pdf](https://www.usich.gov/resources/uploads/asset_library/USICH_OpeningDoors_Amendment2015_FINAL.pdf)

## **B. Service Description**

### ***Housing for PSH Programs***

For a PSH Program, Successful Proposer(s) will be expected to offer facility-based and/or scattered site housing units in Allegheny County. The rent for all units must be reasonable for the area and units must meet all housing quality standards.

### ***Housing for RRH Programs***

For an RRH Program, Successful Proposer(s) will be responsible for offering short-term rental assistance (up to 3 months) or medium-term rental assistance (4-24 months) for Participants. All rental assistance will be for tenant-based scattered site units, meaning that Participants may locate the housing of their choice in the private rental market, with assistance from the Successful Proposer as needed. If a Participant later moves to another suitable unit, the rental assistance may be applied to the new unit.

All RRH Program units must: 1) pass a housing quality inspection; 2) meet all requirements identified in the HEARTH Act, CoC regulations and the Fair Housing Act, and; 3) meet reasonable rent standards. The Successful Proposer(s) also will be responsible for working with landlords and other service providers to ensure that Participants remain successfully housed and to facilitate their transition out of the RRH Program. Further, the Successful Proposer(s) must ensure timely and accurate payment to the landlord on behalf of the Participant. The Successful Proposer(s) must follow the rental assistance regulations for RRH,<sup>10</sup> including having all leases in the name of the Participant.

Per HUD requirements, to remain in an RRH Program, Participants must demonstrate that they continue to lack sufficient resources and support networks necessary to retain housing without assistance. If Participants no longer require assistance through an RRH Program, they must be permitted to remain in the housing unit (if they choose) and assume full responsibility for payment of rent and utilities.

### ***Supportive Services for PSH and RRH Programs***

In addition to appropriate housing for PSH and RRH Programs described above, the Successful Proposer(s) must provide supportive services designed to prepare Participants to make a successful transition from homelessness to independence. Supportive services are aimed at long-term recovery and may focus on social, vocational, educational, behavioral or cognitive skills. Services may be provided by the Successful Proposer(s) directly or by another agency under contract with the Successful Proposer(s). Supportive services include the following:

- Assessment of service needs
- Assistance with moving costs
- Case management
- Child Care
- Education services
- Employment assistance and job training
- Food assistance
- Housing search and counseling services
- Legal services related to securing/maintaining rental housing

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<sup>10</sup> <https://www.hudexchange.info/programs/coc/toolkit/program-components-and-eligible-costs/> and <https://www.hudexchange.info/resources/documents/HomelessAssistanceActAmendedbyHEARTH.pdf>

- Life skills training
- Mental health services
- Outpatient health services
- Outreach services
- Substance use disorder treatment
- Transportation
- Utility deposits

### **C. Referral and Outreach**

DHS expects that all referrals to the PSH and RRH Programs managed by Successful Proposer(s) will be made through DHS's Coordinated Entry Unit (Allegheny Link). Successful Proposer(s) will be responsible for accepting a referral and quickly securing the Participant's appropriate housing placement.

### **D. Performance Outcomes for Both Program Types**

Successful Proposer(s) will be responsible for tracking outcomes and meeting the following HUD performance standards for the PSH and RRH Programs within one year.

Performance standards for a PSH Program:

1. Program utilization rate of units will reach or surpass 95% (measured quarterly).
2. 85% of Participants will maintain or increase their income.
3. 20% of Participants will obtain or maintain employment (part-time or full-time).
4. 100% of Participants will maintain or increase non-cash benefits (e.g., Food Stamps).
5. 100% of Participants will maintain or secure Medicaid or private health insurance.
6. 85% of Participants will maintain permanent housing or exit to other permanent housing.
7. Fewer than 5% of Participants that exit from program to PH destination return to homeless system within 6 months.

Performance standards for an RRH Program:

1. Program utilization rate of units will reach or surpass 95% (measured quarterly).
2. Average length of time from program enrollment to move-in date is 30 days.
3. 85% of Participants will maintain or increase their income.
4. 20% of Participants will obtain or maintain employment (part-time or full-time).
5. 100% of Participants will maintain or increase non-cash benefits.
6. 100% of Participants will maintain or secure Medicaid or private health insurance.
7. 85% of participants will exit the program within nine months.
8. 85% of Participants will maintain permanent housing upon exit.
9. Fewer than 5% of Participants that exit from program to PH destination return to homeless system within 6 months.

Beyond HUD's performance outcomes, DHS expects that the Successful Proposer(s) will establish additional goals for the PSH and RRH Programs (e.g., Participants will secure health care through public or private sources, Participants will be linked to mental health outpatient services, Participants will enroll in life skills courses).

## **E. HMIS**

Successful Proposer(s) will be responsible for participating in the Allegheny Link process and for entering all data into HMIS in a timely manner. Victim services providers are not required to participate in HMIS, per HMIS regulations. However, victim services providers must have a comparable database to produce the required reports to HUD on an annual basis, per HUD 2016 and 2017 data specifications.

## **F. Budget**

Because DHS expects that there will be more than one Successful Proposer, funding will be divided among Successful Proposers according to Program size and needs. Successful Proposers' Programs will be included in the County's response to HUD's annual NOFA. Contingent on HUD approval, the County expects to award Agreements for a term of one year.

A 25% match from the Successful Proposer(s) is required to be documented for all line items except leasing. The match may be in-kind or additionally-raised funds. If in-kind services are secured from another organization for this match, the organization must have a memorandum of understanding in place prior to the executed contract.

No more than 3.5% of HUD funds may be used for a Successful Proposer's administrative expenses (e.g., staffing, computers, office supplies). Matching funds, cash and in-kind resources may be used for additional administrative costs.

## **Section 3: Proposal Requirements and Evaluation Criteria**

Proposers must meet the following evaluation criteria and must address their qualifications by responding to the specifically-requested items or questions in the Response Form. Proposers should download and type their responses directly into the Response Form available on the Active Solicitations webpage at [www.alleghenycounty.us/dhs/solicitations](http://www.alleghenycounty.us/dhs/solicitations). The maximum score a Proposal can receive is 100 points for each Program proposed, as outlined in the following sections.

### Organizational Experience for PSH and RRH Programs (40 points total)

All Proposers should demonstrate, in their responses to the items in the Response Form, that they have:

- Experience providing housing and supportive services with at least an 85% utilization rate. (10 points)
- Strong organizational and management structure including evidence of internal communication, external coordination and an adequate financial accounting system. (5 points)
- Absence of any unresolved monitoring or audit findings for any HUD grants. (5 points)
- A strong staffing plan including staff qualifications, recruitment, training and performance management. (5 points)
- Experience and demonstrated success in meeting standards for managing data with HMIS. (5 points)
- Clear understanding of and commitment to the Housing First model. (5 points)
- Strong financial health, as evidenced by audits or other supporting financial documentation. (5 points)

### PSH Program Standards (60 points total)

PSH Program Proposers should demonstrate, in their responses to the items in the Response Form, that they have:

- A well-defined strategy to serve PSH Program Participants. (10 points)
- An appropriate schedule for the proposed activities, a management plan, and a method for assuring effective and timely completion of all work for the PSH Program. (5 points)
- Experience serving the PSH target population, including any specified subpopulation. (5 points)
- An appropriate housing facility (including scattered site) that supports PSH Program goals. (10 points)
- A comprehensive plan for coordinating with outside partners to provide a variety of supportive services, with appropriate frequency, for PSH Program Participants. (5 points)
- Ability to manage referrals of individuals with a documented disability, who are experiencing homelessness. (5 points)
- A strategy to effectively use funds for performing the scope of services within funding and time specifications. (5 points)
- A budget narrative that reflects a realistic estimate of the costs associated with implementing the PSH Program. (5 points)
- HUD budget charts that demonstrate fiscal and management capacity to manage program funds in a fiscally responsible manner. (5 points)
- DHS Housing Analysts will perform a review of HMIS data to evaluate Proposers' data quality and performance outcomes using the five-point scale described in Section 5.1. Strong past performance and complete, accurate data entry are worth a total of five possible points. (5 points)

### RRH Program Standards (60 points total)

RRH Program Proposers should demonstrate, in their responses to the items in the Response Form, that they have:

- A well-defined strategy to serve RRH Program Participants. (10 points)
- An appropriate schedule for the proposed activities, a management plan, and a method for assuring effective and timely completion of all work for the RRH Program. (5 points)
- Experience serving the RRH target population, including any specified subpopulation. (5 points)
- An appropriate housing plan that supports RRH Program goals. (10 points)
- A comprehensive plan for coordinating with outside partners to provide a variety of supportive services, with appropriate frequency, for RRH Program Participants. (5 points)
- Ability to manage referrals for individuals experiencing homelessness. (5 points)
- A strategy to effectively use funds for performing the scope of services within funding and time specifications. (5 points)
- A budget narrative that reflects a realistic estimate of the costs associated with implementing the RRH Program. (5 points)
- HUD budget charts that demonstrate fiscal and management capacity to manage program funds in a fiscally responsible manner. (5 points)
- DHS Housing Analysts will perform a review of HMIS data to evaluate Proposers' data quality and performance outcomes using the five-point scale described in Section 5.1. Strong past

performance and complete, accurate data entry are worth a total of five possible points. (5 points)

## Section 4: How to Submit a Proposal

### 4.1 Submission Process

- a. Proposers should take time to review and understand the RFP in its entirety including:
  - The background (see Section 1: Why We Are Issuing this RFP)
  - The narrative (see Section 2: What We Are Looking For)
  - The requirements (see Section 3: Proposal Requirements and Evaluation Criteria)
  - The evaluation process (see Section 5: How We Will Evaluate Your Proposal)
- b. Proposers must use the Response Form to develop your Proposal. Type your responses to each requested item directly into the Response Form. It is available at our Active Solicitations website with the RFP announcement at [www.alleghenycounty.us/dhs/solicitations](http://www.alleghenycounty.us/dhs/solicitations).
- c. Proposers must submit a complete Proposal, which includes the following attachments that are available on our Active Solicitations website:
  - Response Form
  - MWDBE documents
  - Allegheny County Vendor Creation Form
  - Audited financial reports for the last three years
  - W-9
- d. Proposer should not send any attachments other than those listed above and on the Response Form.
- e. If you do not have audited financial reports for the last three years, you may submit other financial documentation that attest to the financial health of your organization. Tax returns are the preferred alternative. Please note that providing financial documentation is a requirement of contracting through Allegheny County.
- f. Make sure to complete each section of the Response Form and to stay within any word counts or page limits that may be specified in the Response Form.
- g. Proposals must be submitted electronically to [DHSProposals@alleghenycounty.us](mailto:DHSProposals@alleghenycounty.us) no later than 3:00 p.m. Eastern Time on Thursday, June 14, 2018 to be considered for review.**
- h. Please make sure to get your Proposal in before the deadline! If your Proposal is late, it will be rejected and will not be presented to the evaluation committee for review and scoring as described in Section 5 below.
- i. You will receive an email when your Proposal is received. If you do not receive this notification within 48 hours of submitting your Proposal, please contact [DHSProposals@alleghenycounty.us](mailto:DHSProposals@alleghenycounty.us)

### 4.2 How to Contact DHS about this RFP

- a. All inquiries and questions must be submitted via email to [DHSProposals@alleghenycounty.us](mailto:DHSProposals@alleghenycounty.us)
- b. All information about the RFP, including answers to questions, changes and clarifications will be posted at our Active Solicitations website at [www.alleghenycounty.us/dhs/solicitations](http://www.alleghenycounty.us/dhs/solicitations)



- c. Please be sure to check this website regularly for answers to questions, additional information or changes to the RFP or the RFP process.

#### **4.3 Other Information**

- a. The issuance of this RFP does not obligate the County to enter into an Agreement with any Proposers. The County reserves the right to reject any and all Proposals.
- b. Any Agreement originating from this RFP is subject to all of the Terms and Conditions specified in Section 6: Contract Requirements for Successful Proposers.
- c. Proposers are responsible for all costs related to the preparation and submission of a Proposal.
- d. Proposals become the property of the County and may become part of any subsequent Agreement between the Proposer and the County.
- e. The Successful Proposal will be posted online in the DHS Solicitations Archive after an Agreement has been fully executed by the County and the Successful Proposer(s).
- f. Proposers also should be aware that all documents and materials submitted in response to this RFP are subject to requests made pursuant to Pennsylvania's Right-To-Know Law and that the County may have to make submitted documents and materials available to a requestor after an award of an Agreement is made.

## **Section 5: How We Will Evaluate Your Proposal**

Proposals will be evaluated by an evaluation committee convened by DHS. The evaluation committee will assign scores based on the evaluation criteria in Section 3: Proposal Requirements and Evaluation Criteria using the scale listed in Section 5.1 b.

### **5.1 Evaluation Model**

The evaluation process will consist of the following steps:

- a. An Evaluation Committee will be formed by DHS and may consist of some or all of the following:
  - Content experts from within DHS, selected for their expertise and/or experience
  - Representatives of foundations, educational institutions, community and civic organizations, businesses and/or non-profit agencies
- b. All Evaluation Committee members will individually review and score each Proposal. Each Evaluation Committee member will award points for each response on a Proposer's Response Form according to their expertise and best judgment of how the Proposal submitted by that Proposer meets the evaluation criteria in Section 3 using the following scale:
  - 0 – Not addressed in Proposal
  - 1 – Poor
  - 2 – Below expectations
  - 3 – Meets expectations
  - 4 – Exceeds expectations
  - 5 – Outstanding

- c. The Evaluation Committee members then will meet collectively to discuss the individual scores and evaluations of each committee member.
- d. DHS, on behalf of the County, shall have exclusive discretion to shortlist a reduced number of Proposals for more extensive review. In this case, DHS may request that shortlisted Proposers make a formal oral presentation to the Evaluation Committee. The Evaluation Committee will score the oral presentation and add it to the Proposer's Proposal score. The oral presentation will be scored using the following criteria and the scale outlined in 5.1b. The maximum score that an oral presentation can receive is 15 points:
  - Presentation demonstrates Proposer's ability to implement the proposed program effectively (5 points)
  - Proposer's answers to Evaluation Committee's questions (5 points)
  - Proposer's presentation is thoughtful and professional (5 points)
- e. At any time during the review process, DHS may contact a Proposer to discuss any areas of the Proposal needing clarification or further explanation.
- f. As part of determining Proposers' eligibility to enter into a contract with Allegheny County, all Proposers' financial audits or other documentation will be reviewed by DHS fiscal analysts to ensure Proposers' financial stability.
- g. The Evaluation Committee will submit their recommendation for award of an Agreement to the Director of DHS for his approval, who in turn will submit a request to the County Manager for approval for the County to enter into an Agreement with the Successful Proposer(s).
- h. The County is under no obligation to award or enter into an Agreement with a Proposer as a result of this RFP. The County reserves the right to reject any and all Proposals.**
- i. All Proposers will be notified of their status following the final determination of which Proposer(s) will be awarded Agreements.
- j. Proposers not awarded an Agreement who are interested in receiving feedback regarding their submission may request a phone call at [DHSProposals@alleghenycounty.us](mailto:DHSProposals@alleghenycounty.us).

## 5.2 Other Requirements

For a Proposal to be eligible for evaluation, it must be:

- Received by the due date/time
- Properly formatted and include responses to all requested information
- Complete with all required forms and attachments

Proposals which do not meet the above requirements will be automatically rejected and will not be presented to the evaluation committee.

## Section 6: Contract Requirements for Successful Proposers

In order to enter into an Agreement with the County, Proposers must be willing to comply with all contract requirements listed below and all standard terms and conditions contained in a County contract for provision of services to DHS and its offices. Additional details about contracting with Allegheny County are provided in the [DHS Contract Specifications Manual](http://www.alleghenycounty.us/dhs/solicitations), available at [www.alleghenycounty.us/dhs/solicitations](http://www.alleghenycounty.us/dhs/solicitations).

## 6.1 Minority, Women or Disadvantaged Business Enterprise (MWDBE) Requirements

Allegheny County has MWDBE goals of 13% participation for Minority Business Enterprises and 2% participation for Women Enterprises, and expects that Successful Proposers will make a “good faith effort” in assisting the County in meeting these goals.

- a. All Proposals must include either of the following:
  - If your organization is able to meet the MWDBE contract goals, a completed MWDBE Participation Statement and MWDBE Contact Information form is required. You must also attach the MWDBE certifications of the firms you intend to use with the Participation Statement.
  - If your organization will request a waiver from participating in the MWDBE contract goals, a completed MWDBE Participation Statement, MWDBE Contact Information form and MWDBE Waiver Request are required.
- b. MWDBE forms and resources can be found at [www.alleghenycounty.us/dhs/solicitations](http://www.alleghenycounty.us/dhs/solicitations):
  - MWDBE Forms
    - [MWDBE Participation Statement](#)
    - [MWDBE Waiver Request](#)
    - [MWDBE Contact Information form](#)
  - MWDBE Resources
    - [MWDBE Contract Specifications Manual](#)
    - [MWDBE Response Checklist](#)
    - [Guide for completing the MWDBE Participation Statement](#)
    - [Sample Diversity Policy](#)
- c. For more information about MWDBEs, visit the [Allegheny County MWDBE website](#).

## 6.2 HIPAA Compliance

DHS is a covered entity under the Health Information Portability and Accountability Act (HIPAA). Therefore, a Successful Proposer must comply with all HIPAA requirements.

## 6.3 Cyber Security

- a. Successful Proposers must meet the minimum computer specifications which begin on page 14 of the [DHS Contract Specifications Manual](#), available at [www.alleghenycounty.us/dhs/solicitations](http://www.alleghenycounty.us/dhs/solicitations).
- b. All electronic devices must have sufficient security software and settings to minimize the risk of an information breach.
- c. Successful Proposers must also have policies in place to ensure that electronic devices are physically secure when not in use (e.g., locked in a vehicle trunk, password protected).

## 6.4 Equal Employment Opportunity and Non-Discrimination Requirements

By submitting a Proposal, a Proposer agrees to not discriminate against any employee, applicant for employment, independent contractor, client or any other person on the basis of race, color, religion, national origin or ancestry, sex, gender identity or expression, sexual orientation, disability, marital status, familial status, age (40 or over), or use of a guide or support animal because of blindness, deafness or physical disability.

## 6.5 New Provider Requirements

If awarded an Agreement, Successful Proposers who do not have current Allegheny County contracts will be required to complete the [DHS New Provider Application](http://www.alleghenycounty.us/Human-Services/Resources/Doing-Business/Prospective-Providers.aspx), available at <http://www.alleghenycounty.us/Human-Services/Resources/Doing-Business/Prospective-Providers.aspx>. While not required as part of your Proposal, Proposers may wish to review the requirements of this application.