

**COUNTY OF SACRAMENTO
CALIFORNIA**

For the Agenda of:
February 6, 2018
Timed: 11:00 A.M.

To: Board of Supervisors

From: Department of Human Assistance

Subject: Authority To Enter Into An Agreement With Wind Youth Services For \$380,000 To Provide Prevention, Intervention and Diversion Services To Youth Who Are Homeless Or At Risk Of Homelessness; And \$160,000 To Sacramento Self-Help Housing To Provide Navigation And Rehousing Services In Unincorporated Areas Of Sacramento County For Unsheltered Homeless Populations From February 6, 2018, Through October 31, 2018

Supervisory
Districts: All

Contact: Mary Behnoud, Deputy Director, 916-875-3744
Eduardo Ameneiro, Division Manager, 916-875-3828

Overview

The Department of Human Assistance (DHA) requests authority to enter into an agreement with Wind Youth Services (WYS) for \$380,000 to provide prevention, intervention and diversion services to youth who are homeless or at risk of homelessness; and \$160,000 to Sacramento Self-Help Housing (SSHH) to provide navigation and rehousing services in unincorporated areas of Sacramento County for unsheltered homeless populations from February 6, 2018, through October 31, 2018.

Recommendations

Adopt the attached Resolution authorizing the Director of DHA, or her designee to:

1. Execute an agreement with Wind Youth Services in the amount of \$380,000, for the period of February 6, 2018, through October, 31, 2018, with the ability to extend funding for a partial year through June 30, 2019, and for an additional one year from July 1, 2019, through June 30, 2020; and
2. Execute an agreement with Sacramento Self-Help Housing in the amount of \$160,000 for the period of February 6, 2018, through October 31, 2018, with the ability to extend funding for a partial year through June 30, 2019, and for an additional one year from July 1, 2019, through June 30, 2020.
3. Amend the agreements for non-monetary changes, monetary decreases and to increase the agreements up to ten percent of the original agreement amounts or \$25,000, whichever is less; and when appropriate and necessary, to exercise the power to assign the agreements; and; exercise the power to terminate, with or without cause, the agreements if/when necessary.

Authority To Enter Into An Agreement With Wind Youth Services For \$380,000 To Provide Prevention, Intervention and Diversion Services To Youth Who Are Homeless Or At Risk Of Homelessness; And \$160,000 To Sacramento Self-Help Housing To Provide Navigation And Rehousing Services In Unincorporated Areas Of Sacramento County For Unsheltered Homeless Populations From February 6, 2018, Through October 31, 2018

Page 2

Measures/Evaluation

Wind Youth Services will provide prevention, diversion and intervention services to transition-age youth who are homeless or at risk of homelessness. Wind Youth Services will be expected to provide monthly reports to DHA that include information regarding the following outcomes:

1. Number of individuals served
2. Types of services provided to each individual
3. Number of individuals exiting into stable housing
4. Increase in stabilized income
5. Number of individuals diverted from homelessness
6. Number of individuals returning to homelessness within 12 months

Sacramento Self-Help Housing will provide navigation and rehousing services to unsheltered homeless populations in unincorporated areas of Sacramento County. Sacramento Self-Help Housing will be expected to provide monthly reports to DHA that include information regarding the following outcomes:

1. Number of individuals served
2. Types of services provided to each individual
3. Number of individuals exiting into stable housing
4. Increase in stabilized income
5. Number of individuals returning to homelessness within 12 months

Fiscal Impact

This recommendation is fully funded with County General Fund in the amount of \$540,000. The appropriations and General Fund allocation are included in the Department's FY 2017-18 Adopted Budget. The annual amount for this project is \$720,000 and will be included in DHA's FY 2018-19 Requested Budget.

BACKGROUND

On March 21, 2017, County staff provided detailed recommendations to the Board of Supervisors on four County homeless initiatives, including summary descriptions, initiative objectives, costs, financing options and timelines. Currently these initiatives are in varying stages of implementation:

1. Initiative #1 - Improves family crisis response by targeting low-barrier shelter and transitional housing for literally homeless families with children, helping them return to permanent housing as quickly as possible and diverting families from homelessness when appropriate. A new Department of Human Assistance entry and referral system has improved consumer access and the ability to reach the most vulnerable families.

Authority To Enter Into An Agreement With Wind Youth Services For \$380,000 To Provide Prevention, Intervention and Diversion Services To Youth Who Are Homeless Or At Risk Of Homelessness; And \$160,000 To Sacramento Self-Help Housing To Provide Navigation And Rehousing Services In Unincorporated Areas Of Sacramento County For Unsheltered Homeless Populations From February 6, 2018, Through October 31, 2018

Page 3

2. Initiative #2 - Preserves transitional housing and supportive services, including employment and recovery support for individuals and families at Mather Community Campus (MCC), a County-owned facility.
3. Initiative #3 - Provides low-barrier sheltering and rehousing services for persons experiencing long-term unsheltered homelessness and typically includes those living in encampments on the streets with multiple barriers to housing stability.
4. Initiative #4 - Engages frequent users of County service systems who are experiencing long-term homelessness by providing long-term flexible intensive case management and ongoing housing stabilization services.

On September 26, 2017, the Board approved an additional \$540,000 in funding for homeless services and authorized DHA to seek proposals that further the objectives of the County Homeless Initiatives by serving the most vulnerable subpopulations. On December 15, 2017, DHA released a Request for Proposals (RFP) to Augment County Homeless Initiatives. The RFP outlined the following statement of need for eligible programs and services, with the option to fund one to three proposals that:

1. Expand capacity or enhance services of Initiative #1 for families identified by the County; or
2. Expand capacity or enhance services of Initiative #3 for persons identified by the County who are experiencing long-term unsheltered homelessness; or
3. Propose and develop an eligible program and services to address gaps in homeless services to either:
 - a. Strengthen services for transition-age youth ages 18-24 who are experiencing literal homelessness or facing homelessness; or
 - b. Expand engagement and rehousing services for identified unsheltered homeless populations in unincorporated areas of the County.

In creating a single RFP for diverse activities, it was necessary to frame the solicitation so that proposals could be uniformly evaluated. The gaps in homeless services identified in the RFP were determined by the Director of Homeless Initiatives in collaboration with DHA Staff from the Homeless Services Division. Consideration was given to feedback received during stakeholder meetings and Board hearings and during early implementation of the County Homeless Initiatives. Sheltering or transitional housing services provided under initiatives #1 (family crisis response) and #3 (low barrier shelter) were included because, while the initiatives addressed these populations and services, services could be further expanded.

Two additional areas not addressed in the initiatives were identified: youth homelessness (3.a.) and increasing needs in our unincorporated areas (3.b.). While youth homelessness clearly is recognized as a high need within the community, the County Homeless Initiatives did not provide for youth-specific strategies. Additionally, we need to create new strategies to address the growing need within the unincorporated neighborhoods (potentially impacted by increased Parkway enforcement) to provide housing for unsheltered homeless. Some of the County's small

Authority To Enter Into An Agreement With Wind Youth Services For \$380,000 To Provide Prevention, Intervention and Diversion Services To Youth Who Are Homeless Or At Risk Of Homelessness; And \$160,000 To Sacramento Self-Help Housing To Provide Navigation And Rehousing Services In Unincorporated Areas Of Sacramento County For Unsheltered Homeless Populations From February 6, 2018, Through October 31, 2018

Page 4

cities utilize cost-effective approaches to address this need through coordinated outreach and rehousing services.

On January 10, 2018, DHA received proposals from Saint John's Program for Real Change, Wind Youth Services, University Enterprises, Inc., Sacramento Steps Forward, and Sacramento Self-Help Housing. The proposal submitted by University Enterprises, Inc. did not pass technical review. All other proposals passed technical review and were moved to content evaluation by a three-person evaluation committee comprised of representatives from the Disability Advisory Commission, the Department of Health and Human Services, and the Division of Behavioral Health Services.

On January 17, 2018, DHA published the proposed award announcement, naming as the recommended awardees Wind Youth Services to provide prevention, intervention and diversion services to youth who are homeless or at risk of homelessness; and Sacramento Self-Help Housing to provide navigation and rehousing services in unincorporated areas of Sacramento County for unsheltered homeless populations for the period of February 6, 2018, through October 31, 2018.

On January 24, 2018, DHA received a written letter of protest from Saint John's Program for Real Change (Saint John's) in regards to the recommended award. Section III, Article D of the RFP states that protests shall be limited to the following grounds: procedural irregularities; conflict of interest; or, County is proposing to award the contract to a proposer other than the proposer judged to be qualified by the evaluation committee. Saint John's did not cite any of the above three grounds as reason for protest. Also, the Saint John's letter contained additional information and clarity relating to their submission, which cannot be considered once the RFP submission date has passed. The RFP submission deadline was January 10, 2018. DHA reviewed the protest letter and determined the information submitted in the letter was not grounds for protest and notified Saint John's of that decision on January 26, 2018.

CODE OF ETHICS STATEMENT

All decision makers, evaluation team members and the person signing the contract have read, understand and documented that they will comply with the County Procurement Code of Ethics and all required forms are in the RFP/contract file and/or personnel file.

DISCUSSION

The proposals were scored based on the ability of the submitting organization to articulate the following:

- Organizational Experience and Capacity
- Program Design and Services
- Core Program Principles
- Program Budget/Cost Efficiency

Authority To Enter Into An Agreement With Wind Youth Services For \$380,000 To Provide Prevention, Intervention and Diversion Services To Youth Who Are Homeless Or At Risk Of Homelessness; And \$160,000 To Sacramento Self-Help Housing To Provide Navigation And Rehousing Services In Unincorporated Areas Of Sacramento County For Unsheltered Homeless Populations From February 6, 2018, Through October 31, 2018

Page 5

- Bonus Points for Programs Addressing Staff Identified Service Gaps related to homeless unsheltered youth or individuals in unincorporated neighborhoods

The scoring criteria were provided to three independent evaluators who rated each proposal based on the ability to articulate the above criteria. Provided below are the average scores for each agency’s proposal based on the evaluators’ review. The recommended awardees were selected based on having the highest total average score out of 100 points possible.

Submitting Agency	Evaluator 1	Evaluator 2	Evaluator 3	Total Score	Average
Wind Youth Services	100	100	97	297	99
Sacramento Self-Help Housing	97	87	96	280	93.33
Saint John’s Program For Real Change	94	93	82	269	89.66
Sacramento Steps Forward	89	84	89	262	87.33

The evaluation committee determined that Wind Youth Services (WYS) addressed the gap in homeless services identified in the RFP by developing a program and services for transition-age youth ages 18-24 experiencing literal homelessness or facing homelessness. Based on the evaluators’ scoring, their proposal was consistent with the core program principles related to program entry, accessibility, housing-focused services, required competencies and collaboration as stated in the RFP. Their proposal identifies and targets youth for homeless services. This group was identified through previous stakeholder meetings as an underserved population.

Utilizing housing vouchers for youth through the Public-Private Partnership (P3) program established by Sacramento Housing and Redevelopment Agency (SHRA) and Mutual Housing of California, WYS proposes to work collaboratively with Waking the Village (WTV) and Lutheran Social Services (LSS) to fund the supportive services that will be paired with these newly available vouchers. In addition, WYS will appoint a Prevention and Intervention Coordinator and Case Manager to house youth, and to provide intensive management services, including outreach and engagement, prevention, early intervention and family reunification.

WYS, WTV and LSS have an extensive history of collaboration that will continue with a new Wind Center that will centralize services for youth. WYS has provided uninterrupted services to trafficked, exploited, at-risk, runaway homeless and street youth since 1969. LSS provides

Authority To Enter Into An Agreement With Wind Youth Services For \$380,000 To Provide Prevention, Intervention and Diversion Services To Youth Who Are Homeless Or At Risk Of Homelessness; And \$160,000 To Sacramento Self-Help Housing To Provide Navigation And Rehousing Services In Unincorporated Areas Of Sacramento County For Unsheltered Homeless Populations From February 6, 2018, Through October 31, 2018

Page 6

supportive housing services that lead to self-sufficiency and has experience in providing services to homeless singles, families and youth. LSS's programs for unsheltered youth have been active since 2007. WTV has provided housing and support to homeless, pregnant or parenting youth and their children since 1999.

The evaluators determined that the WYS program integrated a spectrum of services, had a strong connection among agencies in partnership, and had concrete financial aid. WYS did not request the full funding amount as listed in the RFP, which allowed consideration for funding an additional submission.

Sacramento Self-Help Housing (SSHH) had the second highest average amongst submissions and evaluators determined their proposal addressed a gap in homeless services by developing an eligible program and services to expand engagement and rehousing services for identified unsheltered homeless populations in unincorporated areas of the County, including the creation of new interim housing. SSHH proposes to fund navigation services in collaboration with the Carmichael Homeless Assistance Resource Team (HART) or other unincorporated areas with the greatest need, such as Rio Linda or South Sacramento. SSHH is a non-profit agency based in the City of Sacramento that assists individuals who are homeless or at risk of homelessness to find and retain stable and affordable housing.

Sacramento Self-Help Housing did not request the full amount of the funding listed in the RFP and are recommended for an award amount less than their request. However the proposed program allows for flexibility to operate at a reduced funding amount and will cover the costs associated with their proposed navigation and rehousing services.

Based on the ratings of the top two proposals and the funding amounts associated with the programs, the Department recommends awarding Wind Youth Services the full amount of \$380,000 in funding as requested in their proposal; and recommends awarding the remaining \$160,000 in funding to Sacramento Self-Help Housing. The combination of these two programs equals the total amount stated in the RFP.

MEASURES/EVALUATION

Wind Youth Services will provide prevention, diversion and intervention services to transition-age youth who are homeless or at risk of homelessness. Wind Youth Services will be expected to provide monthly reports to DHA that include information regarding the following outcomes:

1. Number of individuals served
2. Types of services provided to each individual
3. Number of individuals exiting into stable housing
4. Increase in stabilized income
5. Number of individuals diverted from homelessness
6. Number of individuals returning to homelessness within 12 months

Authority To Enter Into An Agreement With Wind Youth Services For \$380,000 To Provide Prevention, Intervention and Diversion Services To Youth Who Are Homeless Or At Risk Of Homelessness; And \$160,000 To Sacramento Self-Help Housing To Provide Navigation And Rehousing Services In Unincorporated Areas Of Sacramento County For Unsheltered Homeless Populations From February 6, 2018, Through October 31, 2018

Page 7

Sacramento Self-Help housing will provide navigation and re-housing services to unsheltered homeless populations in unincorporated areas of Sacramento County. Sacramento Self Help Housing will be expected to provide monthly reports to DHA that include information regarding the following outcomes:

1. Number of individuals served
2. Types of services provided to each individual
3. Number of individuals exiting into stable housing
4. Increase in stabilized income
5. Number of individuals returning to homelessness within 12 months

71-J ANALYSIS

County Counsel has reviewed the requests in this letter and has determined that the positions identified in the Sacramento Self-Help Housing and Wind Youth Services responses to RFP No. DHA 2018-018 are not subject to 71-J requirements.

FINANCIAL ANALYSIS

This recommendation is fully funded with County General Fund in the amount of \$540,000. The appropriations and General Fund allocation are included in the Department's FY 2017-18 Adopted Budget. The annual amount for this project is \$720,000 and will be included in DHA's FY 2018-19 Requested Budget.

Respectfully submitted,

APPROVED:
NAVDEEP S. GILL
County Executive

ANN EDWARDS, Director
Department of Human Assistance

By: _____
PAUL G. LAKE,
Deputy County Executive

Attachment:
Resolution