Home For Good

2017-2018 Request for Proposals FAQs
PLEASE CHECK EACH SECTION FOR UPDATES BY DATE

UPDATED AS OF 05/01/2017

GENERAL RFP QUESTIONS

1) **Where can I get attachment templates?**
Samples of required attachments are available at www.homeforgoodla.org/grantseekers. Templates for applicants are available within the online submission system for download and editing.

2) **How many applications do you anticipate receiving?**
The number of organizations applying changes each funding cycle. We are working to spread the word about this opportunity and encourage you to help spread the word to potentially eligible organizations and partners.

3) **Are current United Way grantees through Education, Income, or Housing eligible to apply?**
Yes. This year, if you are a current United Way funded partner in Rapid Rehousing or Systems Change or through our Education or Financial Stability pillars, you may apply to the current Home For Good funding opportunities.

4) **How do I get data about how many people have been housed in my region for the narrative portion of the proposal?**
Please utilize community-level data resources such as HMIS and the United Way data dashboard through the HAC website (www.homeforgoodla.org/hac). If you have additional questions about the details of the data, please reach out through the RFP email address or hotline.

5) **Why is there only a month to respond? Will you be giving any extensions?**
The deadline is part of a much larger RFP timeline which includes submissions, reviews, selection, contract, etc and takes into considerations many different funder calendars. The timeframe open for submissions is the same as in previous years, and will not be extended for any reason.

6) **Many funding areas mention requirements or priority for serving "high acuity" clients. How do you define "high acuity?"**
High acuity is a term used for clients identified through assessment tools as in need of a high level of services. Though many of our chronically homeless neighbors are high acuity, this is distinct as level of service need is not necessarily related to length of homelessness. Please see the OrgCode blog on this subject for more definitional distinctions.

7) **Our organization does not currently use CES for our housing and homelessness work, are we eligible to apply?**
Yes. Use of and participation in the Coordinated Entry System is a required element of all funding opportunities, but we encourage groups that are not yet connected or integrated into the system to apply with the intention of connecting and collaborating over the course of their project. We also encourage you to begin building those connections now to meet all requirements of the application process and to be better positioned for the start of any awarded project.

8) **What is the difference between Housing First and Permanent Supportive Housing?**
Housing First approach in which homeless individuals are not required to complete a program, participate in services, or demonstrate sobriety to enter or maintain housing. More can be found at: http://www.endhomelessness.org/pages/housing_first

Permanent housing with supportive services is a type of housing suited best for our homeless neighbors with high levels of need where intensive services will be required to ensure their housing stability. Paired with a housing first approach permanent supportive housing has been seen as an effective solution for our most vulnerable homeless neighbors.

RESPONSES BELOW ADDED AS OF 04.21.17

9) Can more than one region apply together?
Yes, collaborative proposals across organizations and regions are welcome.

RESPONSES BELOW ADDED AS OF 04.25.17

10) Do character counts include spaces?
Yes, character counts for narrative responses include spaces.

COMPETITIVE FUNDING AREA FAQs

Funding Opportunity 1: Solutions Showcase

1) I am not a nonprofit, but have an innovation I would like to propose. Am I eligible?
Yes! We are looking for big challenges and great teams to work with regardless of whether you are a nonprofit or not. Though we feel that majority of the applicants will be nonprofit providers in housing/homelessness or connecting systems, we welcome proposals from any private organization, with or without 501c3 status.

2) Besides nonprofits working in homelessness, who may apply for this opportunity?
We foresee lots of groups, including systems change and advocacy/engagement organizations, groups that work in other systems, and consulting companies all being prospective applicants, or at the very least valuable thought partners who could be part of teams identified in applications.

3) My organization/collaborative would like to participate but doesn't have a fully formed solution to propose to the challenge we are facing.
Great! This funding area is about raising challenges and proposing a team to work on this challenge over several months to develop an idea/solution. We don't want you to have all the answers.

RESPONSES BELOW ADDED AS OF 04.21.17

4) Will I get outside help to design a solution?
The solution would be designed by the identified team from the submission, but with the guidance and support of outside coaching and technical assistance. Teams would need to have the interest and capacity to execute the pilot if selected though.

5) What is the process for selection? Is it a two round process?
We are soliciting ideas through the RFP and in other spaces as well. There is no selection for funding at this point. Those with potential and a good partner base will be supported through the design phase and pitch back their idea to the funders for investment at the Solutions Showcase event in the Fall.

RESPONSES BELOW ADDED AS OF 04.25.17

6) Do I need to provide documentation such as contracts/MOUs that showcases my partnership?
Through your proposal, please share much information as you can share about your partners, their expertise and connection to the challenge currently, and any specific role they would play in the design process. Currently there is no required documentation for that funding opportunity related to partnerships, but please feel free to note your level of commitment and send any documentation that you think would be important for the reviewers to gain the best possible understanding of your proposed challenge and potential design team.

RESPONSES BELOW ADDED AS OF 04.25.17

7) Can we seek continued funding for a previous pilot?
The most competitive proposals will not seek continued funding for a proven solution or tested project, but will focus on new projects or new elements to test. For any proposal that will support a pilot that has been previously funding, please make sure to outline what new element will be tested or how this will be an enhanced or continued pilot project. Also, area 1 is more around challenges without solutions yet while area 4 is proposing pilots that are already identified.

Funding Opportunity 2: Enhancing Regional Data Infrastructure

1) **Is this funding area just about the HMIS transition?**
No! Though we anticipate some request relating to the transition as an immediate need, this is about building data infrastructure, not about any one system. The strongest proposals will share about how the investments made will continue to support multiple systems, systems integration, and continuous data improvement as part of their narrative.

2) **Can I propose for items that are shared across organizations or within a regional/collaborative team?**
Yes. A competitive proposal will include investments that benefit more than a single program or organization but have a broader impact on the community and are collaborative in nature. For example, though both are eligible request, a proposal for tablets for an integrated, multidisciplinary team with partners from across several organizations will be more competitive than a request for tablets used by a single site, intake staff member.

3) **Are complementary software/hardware requests eligible even if they do not directly serve clients?**
Yes. Request do not only have to be for technology used for direct client assistance. If an investment in a software/hardware upgrade can impact your

4) **Why is training not allowable? Is there anything else that isn't allowable?**
Training related to HMIS is not allowable due to other training/technical assistance being provided through LAHSA and the Homelessness Analysis Collaborative. If training other types of training or consulting is supportive to the success of your project, applicants should include that in their request with further detail on the purpose of those investments.

5) **What else should I be thinking about when identifying are?**
Please think through not just what you have but how you are able to best implement the technology and how you can make sure you have the right safeguards and supports for the technology you eventually incorporate. This includes investment in security software and hardware and protective equipment and warranties.

RESPONSES BELOW ADDED AS OF 04.25.17

6) **Can funding be used to hire a consultant to support set up of the Clarity system for those new to HMIS?**
Clarity is a web-based system so it should not require set up in the same way a software system would be. That said proposers should consider what would best equip them to take on the transition and other work with systems. All expenses should be outlined and justified.

7) **What is meant by the question on percent of program slots reported to HMIS?**
This question is related to usage of HMIS to track client data and placements. The question should look familiar as one that is regularly asked in our proposals and in reporting. As programs will have different types of resources and programs they run (e.g., clients/programs, beds/units), we have left it purposefully broad. Please respond based on your own organization's work specifically and your use of HMIS as compared to your overall housing and homeless services work. This response should include ALL your work, not just programs or placements funded through public resources such as HUD or LA Homeless Services Authority. As it is helpful, you can also think about this question in reverse and consider how much of your work is not currently captured in HMIS, to identify the difference for this response.

RESPONSES BELOW ADDED AS OF 05.01.17

8) **What if there are outcomes questions that do not apply to our request/project?**
For the outcomes on the Enhancing Regional Data Infrastructure area, please complete all of the goals lists. For those that do not apply, please put a "0" or a N/A. That being said, though some of the questions may not relate to your specific request, all of them have been selected as a means to see movement in data infrastructure and ultimate impact of data on the system function and client experience. We encourage all organizations applying to answer as many of the outcomes as possible, especially those related to client services and outcomes, and to add additional project specific outcomes are helpful to most directly define your intended project impact. Outcomes noted in the proposal are a starting place for Scopes of Work for those ultimately selected for funding, but may be refined as we work with selected grantees to best represent individual projects.

Funding Opportunity 3: Piloting/Scaling Systems Integration

1) **Can we submit multiple proposals if the projects are for different purposes?**
   Yes, for this funding opportunity only we will accept multiple proposals from the same organization. Proposals should reflect distinct projects, not different versions of the same type of pilot/scaling project.

2) **Do the priority areas mean I can only propose a solution that connects to those priorities?**
   No, the Funders Collaborative is interested in all ideas that improve integration between the homelessness system and other intersecting systems. The priority areas listed are examples of systems where there is a particular interest by members of the Collaborative in seeing innovations proposed.

   ### RESPONSES BELOW ADDED AS OF 04.25.17

3) **Can we include funds directly for clients in our request?**
   For the piloting/scaling systems integration there are no current restrictions on types of expenses a project may propose. Depending on the project design, client-level funds may be a component of that project. Through your proposal please justify all proposed expenses. For any continued or more traditional funding categories, please outline their use as part of your overall project plan and any innovations you are incorporating to test these funds in a new way. Additionally, the most competitive proposals will consider sources of support that may be leveraged through public funding streams or other private supporters that may fulfill the same or complementary purposes.

Funding Opportunity 4: Improving CES/City Integration

GENERAL
RESPONSES BELOW ADDED AS OF 04.18.17

1) **Can you share more about what you mean by "new" and how the private match breaks down?**
   The main element of this funding area is that the resources need to be "new," meaning that a City would need to either: 1) Identify a new funding source that could be used for housing/homeless services but currently is not; 2) Commit at a higher level for a current resource for match consideration on the increased amount.

   The private match is a 40% match on newly allocated, local funds for housing and homeless services. Any new resource allocated towards staffing (e.g., outreach/navigation/case management), housing, or homeless services that are aligned with the Coordinated Entry System would be eligible for a match of up to 40%, meaning a City commitment of $100,000 would unlock $40,000 in private funding support. The 40% private match is also broken out in the following way:
   > Up to $50,000 in private funds to match a City commitment of up to $125,000 in any single new funding source dedicated to ending homelessness **AND** Up to $100,000 in private funding is available per City to match all newly committed local resources up to $250,000 across all funding streams

2) **Are City's able to directly apply for funds?**
   Yes, City's able to receive direct funds from a nonprofit agency are able to apply. The applicant will be responsible for all contracting, communications, and reporting. We encourage all applicants to consider these requirements when discussing who would be the best coordinating organization/city for the application.

3) **What are some examples of resources that have been used to unlock the match?**
   Local resources are those that are locally collected or locally controlled. This includes, but is not limited to, Housing Successor Agency Funds, Community Development Block Grants, Federal/State Emergency Solutions Grants, City Departmental Funds (e.g. Police Department, Health Services), and City General Funds.

   New this year, we have also opened the opportunity to additionally add other locally controlled funding including private investment through Business Improvement Districts, Neighborhood Councils, and private consortiums be considered for match as well.

NEW REQUESTS
1) **Can neighborhoods within cities apply for this opportunity?**

New this year is the opportunity to collect multiple types of local funds, not just City funds to connect to this match opportunity. All locally controlled funding that can be newly assigned to housing/homeless services are eligible for the match.

2) **Can cities directly apply for funding or are nonprofits the only eligible applicants?**
In most cases proposals will come from a nonprofit organization that is partnering with the City/community, that already has a 501c3 status and can execute the work. If the City/Community would like to contract directly and has a 501c3 branch, they may also serve as the applicant/contracted agency if selected for funding..

3) **We don't have approval from our City for use of funding yet? Can we still apply?**
Yes. Please apply in anticipation of your project starting in July 1. Include as much information as you have available and base projections on past performance as well as anticipated outcomes.

4) **We have not finalized our partner yet, can we still apply?**
Please apply with as much information as you currently have. If a partnership is in the works but not formally contracted yet, please include them in the proposal and state your timeline for contracting completion.

5) **What are examples of previous uses of funding?**
Match funds have been used for various types of projects including dedicated local outreach, coordinator/liaison staff, move-in assistance, local landlord incentive programs, etc.

6) **Does this have to be "new" funding?**
This opportunity is for additional, reallocated, or actually new resources dedicated to homeless services. Funds may be identified from existing revenue sources, but must be additionally dedicated funds, not supplanting previous or current commitments.

7) **Will this match then offset part of the proposal budget?**
Applicants should submit a total budget reflecting the total cost of the project. The City contributions identified and the match request should add up to no more than the total proposal budget.

CONTINEUD FUNDING REQUESTS
4) **Am I required to apply to be eligible for renewal funding?**
Yes, you have to apply to be considered for continued funding.

5) **Can I make changes to my project? Can I add/reduce the funding level for the match?**
Yes, you can make changes to your project. Please outline the proposed changes to your project in the narrative. If you will be changing the funding level proposed for the match, please note that in your narrative and budget. Any increase proposed (above previously approved project budget total) will be considered for support, as funding is available.

RESPONSES BELOW ADDED AS OF 04.21.17
6) **What if we are partnering with a City that was funded last year, but with a different stream of funding/resources that has been identified?**
If you have identified a new resource through a continuing City, you may apply under the new funding category. Match consideration is based on the resources, not the partners involved. The most competitive proposals for cities that would be continuing partners but with a new resource should also identify program design changes/improvements that will maximize the new funding source.

7) **What if a City that was matched last year wants to partner with a different nonprofit organization to execute the project?**
Changes to the partnership are able to be made through the renewal area. If the City and the resources submitted for the match are the same as the previous year, please apply under the renewal area. When outlining the project description portion, please make sure to add details on the transition, the new project design and the staff that will now be working on it going forward.

Funding Opportunity 5: Reintegrating Resident Into Community
1) **What does it mean that there is priority for proposals that incorporate clients across regions or nonprofit providers?**

The Collaborative is not only interested in supporting reintegration but also exploring the ways in which we approach reintegration, especially in a system where we are addressing homelessness regionally. The most competitive request will be those that explore ways to build community between clients that may be scattered across regions, or were placed in the same community/housing by different organizations.

2) **Is this the Moving On funding area you had before?**
This funding area retains the intention and purpose of Moving On funds which worked to move on clients when ready to lower service intensive housing. Like that funding, this opportunity is about supporting clients in finding stability and connecting to community. Additionally, in review of applications a priority will be placed on those applications that incorporate Moving On clients.

3) **Are clients at any acuity level or any type of housing eligible?**
The most competitive proposals will focus on permanent housing and high acuity clients in line with the focus of the Collaborative. Support for additional populations and lower acuity clients will also be considered as proposals offer a compelling opportunity for investment and funding is available.

CONTINUED FUNDING AREA FAQs

Accelerating PSH – Year 2

1) **Am I required to apply to be eligible for renewal funding?**
Yes, you have to apply to be considered for continued funding.

2) **What is the renewal level for the second year?**
Continued grants will be up to $100,000 for the second year.

3) **Do I need to turn in an updated project plan?**
A document will be emailed to partners outlining your current project plan and outcomes. You will be asked to make any proposed updates/modifications through this document for consideration.

4) **Do I need to turn in a revised budget?**
If you do not anticipate any line item changes to your current budget, a revised budget will not be required. The reduced grant amount will be applied to your larger project budget proposal and in alignment with the original projections you shared. If you would like to revise this budget, please email us directly with your request.

RESPONSES BELOW ADDED AS OF 04.20.17

5) **For renewal question #2 on County Coordination, how should we respond given that the Measure H funding has not yet been decided?**
Though the revenue planning process is currently under way, Measure H funds will be directed towards priority strategies already identified. We are asking for a response to this question in anticipation of funding aligned with these critical strategies being both allocated and starting implementation by the time the grant goes into place on July 1. More information about the planning process, and the preliminary proposals for funding allocations/strategies are located on the County site: http://homeless.lacounty.gov/measure-h

Responses should draw on the currently available information about key strategies and anticipated supports through Measure H. Be as specific as available information allows, but also provide a broader understanding of how your organization will generally maximize this opportunity and coordinate with the new resources for your project.

RESPONSES BELOW ADDED AS OF 05.01.17

6) **Does this count as our final report for Year 1?**
No. The information collect through the RFP will inform your renewal and contracting for the new year if approved. All organizations current funded will be required to submit a year-end report in July that is similar to your mid-year report to close out the current grant term.

CES Regional Grants – Year 2

1) Am I required to apply to be eligible for renewal funding?
Yes, you have to apply to be considered for continued funding.

2) Are we only able to include partners that were previously funded?
No. You may change your subcontractors, including add new partners, to your project/budget as needed and within the allowable renewal level.

3) Last year because of the two round cycle, the contract ended up being for 9-months total. What will the term of the renewal be?
The continued funding support from the Funders Collaborative will return to a fiscal year for the next cycle. All contracts with teams will be July 1, 2017-June 30, 2018 for a total of 12 months.

4) Is this funding only for CES Leads?
No. Though the Funders Collaborative funds through a CES Regional Lead, the funding it distributes is intended for the region more broadly. We encourage inclusion of subcontractors and locally distributed flex funds that are accessible to sub-regional partners more readily.

5) Why are there some "required" components/uses of the funds this year?
The Collaborative works to coordinate across private and public investments and identify areas where resources may be best leveraged for the greatest impact. This year several continued categories of funding and a couple of new positions were identified as critical to the success of these grants.

The new positions identified (Regional Systems Director and Regional CES Data Coordinator) will be required components of a successful regional application, but are NOT required to be requested for funding through the Collaborative. As teams are able to identify public funding streams, aligned private investment and opportunities for leverage to satisfy this requirement, those resources may be used for other allowable community and client purposes.

6) What are the major activities/role of the Regional Systems Director and Regional CES Data Coordinator?
Regional Systems Director – This position is intended to sit above all 3 current population systems (CES for Individuals/Families/Youth) to serve the region and support integration of the system. They will work with regional and county-level leadership to stitch together all systems while supporting strengthening of interconnected policies, practices, and platforms.
Regional CES Data Coordinator – This position will manage regional data collection and management to support planning and reporting. The will support their community in creating a data-centered approach, and will serve as a key liaison and participant in countywide conversations around data including but not limited to HMIS transition and the Homelessness Analysis Collaborative.

RESPONSES BELOW ADDED AS OF 04.25.17

7) Last year, we had a category for community flex funds. Is this still a category of funding or an eligible use of funding we can request?
This year the budget has been reshaped around the central theme of Preparing for Scale and the key categories of investment. Where a project or investment from a previous budget is needed and unfunded through other sources, you can insert it into the budget in the most appropriate section of the budget template. The types of investments that were made in community flex funds across regions last year may be eligible for funding, if effectively justified and connected to the Funders Collaborative's current objectives.

Additionally, there are several categories of the RFP that may be a fit for another funding area of the RFP. We encourage teams to look at the full RFP for opportunities and consider which area(s) may best fit their project and goals.

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