



**Accelerating PSH Request for Proposals
FREQUENTLY ASKED QUESTIONS**

Updated as of March 15, 2019

GENERAL RFP QUESTIONS

1) *Who is eligible to apply for this RFP?*

All nonprofit and for profit developers are eligible to apply. Refer to the table on page 3 of the RFP, for additional details on Eligibility + Competitive Criteria.

2) *Do I have to be a tax credit project to be eligible to apply?*

No, this funding opportunity will support two types of projects – public/private financing and private financing.

3) *Where can I access the application and required templates?*

Applications are available for download on the Grantseekers page of the Home For Good website at www.homeforgoodla.org/grantseekers. Applicants may submit their own budget proforma format assuming it includes predevelopment,

4) *How do I submit my application? What is the deadline?*

Applicants may submit applications for review between Tuesday, March 26 and Thursday, March 28 by email to rfp@unitedwayla.org. No applications will be accepted prior to this submission period. No hard copy proposals or proposals submitted after the close date will be accepted. All document should be submitted in their original format (i.e., Word, Excel) to support the review process.

5) *How many applications can I submit?*

Applicants should submit 1 (one) application per distinct housing concept being proposed (even if across multiple project sites). There are no restrictions on number of applications that will be accepted per organization. However, proposers are encouraged to limit their proposal submissions to 3 (three).

6) *How do I ask questions related to this RFP?*

Applicants are encouraged to ask questions at the informational webinar on Tuesday, March 12 at 10:30 am-12 pm PDT or the Applicant Open House planned for Tuesday March 26 from 2-4pm at United Way. RSVP to rfp@unitedwayla.org.

Additional questions will be accepted by email to rfp@unitedwayla.org until Wednesday, March 27 at 12 pm PDT by email. All questions submitted will be compiled into this Frequently Asked Questions list that will be regularly updated and uploaded to the Home For Good Grantseekers webpage at www.homeforgoodla.org/grantseekers so that all applicants can benefit.

7) *What is the time frame for receiving a response once an application has been submitted?*

Awardees will be notified mid-April to ensure the support can be included in City and County funding applications.

8) *How many applications will be awarded funding from this RFP?*

There is not a predetermined number of applicants who will receive funding from this RFP, but we anticipate that 5-10 will be selected for awards at this time.

Below updated as of March 12, 2019

9) *Can I apply if I am a for-profit developer? Can I apply if I am a city?*

Yes, any legal entity can apply to this open RFP whose project meets the minimum qualifications and is aligned to its goals. Non-profit, for-profit, and cities are eligible to apply for funding support. Individuals are not eligible to apply for support. Proposal type, submission process and review will not vary by entity type. While contract type may vary for legal reasons, the purpose, scope and use of funds will continue to be consistent with details outlined in the RFP across all contract types.

10) Do I have to be located in LA County? Does my project have to be located in LA County?

The project developer applying does not need to be headquartered in or currently working in LA County, but the intended project must be a supportive housing development located in LA County, inclusive of unincorporated LA County.

11) Can we apply if we are only in an early concept phase? Or if we are in a later stage of development currently?

This RFP welcomes projects at any stage of development. Early concept projects selected for support will showcase how this funding will be a spark and support in getting off the ground. These projects will be asked to focus on feasibility and present a viable financing model prior to unlocking the full award available. Later stage projects will need to demonstrate the need for this funding, in addition to showcasing a competitive housing concept that aligns with the outlined RFP goals. Funding in either case is not intended to replace other sources already secured or support provision of greater returns to any other funders or lenders.

PROJECT CONCEPTS & CRITERIA FOR SELECTION

1) What kinds of creative concepts are you looking for?

This RFP The goal of this RFP is to support high-quality supportive housing projects that showcase creative and scalable concepts to build faster and cheaper. A list of initial project concept areas brainstormed by the RFP Committee are provided on page 2. A category, "Surprise Us", captures any additional concepts not listed that will reduce the use of public funds while increasing the housing pipeline.

2) Do I choose just one housing concept on page 2 of the RFP? Or can we do multiple?

Applicants are welcome to layer as many concepts as are appropriate for their project.

3) There is a minimum of 50 units. Does that have to be all within one project/site?

This funding opportunity seeks concepts that can be replicated and scaled to significantly increase LA County's housing development pipeline, so the minimum eligible units do not need to be satisfied in a single project site. Applicants must propose a minimum of 50 supportive housing units (may be across multiple project sites) within 36 months from contract approval.

4) Is my project more competitive if it is completed sooner than the 36 months outlined?

Yes. Projects utilizing LA City's \$120M Prop HHH Housing Challenge and LA County's Alternative Housing Models must be completed within 24 months. Reducing production time is key focus of the RFP and shorter productions times will make the project more competitive.

5) I am housing developer that is interested in applying but I do not have an established service partner yet?

Developers are eligible to apply without an established service partnership to provide services onsite. But, if an applicant is applying under the public-private financing lane they must have sufficient experience to meet minimum requirements OR request assistance from the Funders Collaborative to be matched with a sufficiently experienced partner. If you are pursuing private financing only you must have a demonstrated partnership or be willing to work with the Funders Collaborative to identify an appropriate partner.

6) What if I don't have site control yet?

Not a problem. This funding opportunity accepts applications from projects at all phases of the development.

7) We want to look at designing a project with shared living. Would that be allowable?

Yes. As noted on the Project Concept list on page 2 of the RFP, creative operations and design concepts are welcome to apply.

8) In the application you ask about client-centered design, what do you mean?

We understand that design plays a key role in the success of service delivery, programs and client retention. As you consider the design of your project site, not just your operational plans, tell us how the particular population you plan to house and their specific needs are being considered in the site and building design.

9) I am in the early stages of my project concept and do not have a completed pro forma.

We welcome proposals for projects in all stages of the development process. Please complete the budget template with as much information as you currently have available and provide additional context and considerations related to your financial modeling in Question 6 on the Project Concept Narrative. Awardees will have the opportunity as part of technical assistance to receive

project and budget development via Funders Collaborative partners. A viable pro forma will be required at a later stage for all projects selected.

10) I am in the early stages of my project concept and do not have a completed pro forma.

We welcome proposals for projects in all stages of the development process. Please complete the budget template with as much information as you currently

11) Under Scalability, what do you mean by advancing broader implementation of the concept(s)?

The Funders Collaborative is looking to support concept(s) that can be replicated and scaled. We ask you to share how your project supports replication by you or others, but also how your concept may inform broader supportive housing efforts in LA County. For example, if you are proposing a shared living concept, describe how your shared living project will inform other shared living projects in LA County.

Below updated as of March 12, 2019

12) What do you mean by a minimum of 50 units?

For the purposes of this RFP, a unit is a distinct dwelling, not an individual door or bedroom. So a total of 50 supportive housing units planned or projected to be developed across one or multiple projects or sites must be demonstrated. Though shared living is allowable as a concept under this RFP, units will be counted regardless of number of occupants planned within each dwelling. For example, if you have a 6 unit complex with 2 individuals sharing a bedroom or living space, that counts as 6 units, not 12.

13) Is shared housing allowed under this RFP? If so, is there a certain configuration like 1 bedroom to 1 bathroom required? Can individuals share kitchen areas?

Shared housing could be a concept that you include into the design of your application. For many shared housing opportunities it has been shown that private bathrooms, no matter the number of residents can support success for clients in housing. That being said, we will consider any concept that is creative, meaningful, achievable and scalable, no matter the configuration of shared living with different combinations of shared facilities (kitchen, bath, etc.).

14) Is prevailing wage required?

This RFP does not outline labor requirements like prevailing wage. That being said, any applicant that intends on applying for public funding must meet their minimum requirements, which may, like in the case of City of LA HHH funds, require prevailing wage as part of that agreement.

15) Are ADU (Accessory Dwelling Units) allowable?

Yes, ADUs are an accepted housing concept under this RFP. As a reminder there is a minimum of 50 units of supportive housing required so your project would have to demonstrate the ability to reach production of 50 ADUs total (multiple ADUs on a single site is allowable).

16) Would you consider projects that convert current housing to supportive housing as long as it doesn't violate any eviction/displacement laws?

No. Adaptive reuse of existing structures are allowable, but only if unoccupied. Our goal is to grow the housing stock of our community overall.

17) Is site control required? Do I have to have a piece of land acquired? If the land I have needs rezoning is that okay?

Early concept projects are welcome to apply regardless of whether they have identified/acquired a piece of land or demonstrated site control. Awarded projects will be required to demonstrate project viability, inclusive of site control, as part of the phased funding process. If you already have or plan to acquire a property in need of rezoning for residential development of this kind, you are still welcome to apply and as part of your application should describe how you intend to accomplish this change to showcase the achievability of your project.

18) I am interested in being matched to a partner, how do I go about that?

Reach out to us at rfp@unitedwayla.org to let us know what kind of project you are planning and what type of partnership you may need help in creating.

19) Can my tenant selection be localized through the Coordinated Entry System? How do I connect to CES to fill my units?

The Coordinated Entry System is our countywide system to match available housing resources to clients that fit the building profile and are the most vulnerable individuals or families in need of the housing available. We encourage you to consider the population you intend to house in the design of your building and connect with a local provider working within the CES network in the area your building will be located as they will support filling of your building through CES, in accordance to the policies and procedures outlined by that system. Learn more about CES and connect to regional leaders at <https://www.lahsa.org/ces>.

AWARDS PACKAGE & CONDITIONS

1) If I am applying with a concept under the public-private financing lane, do I have to apply to the upcoming City and County funding opportunities?

Public-Private financing projects will be required to apply for public funding, but not specifically the upcoming City/County NOFAs. That being said, the City HHH Housing Challenge and County's Alternative Housing Models and No Place Like Home NOFAs, offer an immense infusion of funds for housing development that should not be ignored. We encourage all applications to review the City and County funding opportunities when they are released at the end of March and consider applying to support the success of their project.

2) What if I am not selected for an award through any public agency opportunity?

Funding through the Funders Collaborative for public-private financing projects will be contingent on approval of public funding support.

3) What is the total funding available?

Applicants may receive multiple supports including in-kind support, grant funding support, and/or private loan consideration. Grant funding will not exceed \$500,000 per applicant, which includes pre-development funds and recoverable grants.

4) I was excited to see loan and lender support as part of the Awards Package. Can you share more about what that will look like?

The Funders Collaborative convenes public and private funders to coordinate resources. We are expanding that opportunity from just grant dollars to additional types of resources. Loan conversations will be coordinated with the nonprofit, private and philanthropic partners at our table to strengthen and streamline loan requests.

5) If we are selected by the Funders Collaborative for an award, how will the funding be distributed?

The Funders Collaborative intends to be a partner throughout the development process. Upon approval all selected projects will receive a Letter of Support to be used in public funding applications, followed by a contract with all award details. In-kind and technical support will be managed at strategic moments, while grant funds will be distributed as a series as various stages are reached in the approval and construction process.

6) How will this project be evaluated?

With our partners at the Homelessness Policy Research Institute, a table of leading researchers from local private and academic institutions, we will provide evaluation support across all selected projects. Data on cost and effectiveness of creative housing concepts will be shared with policymakers, philanthropic leaders and development partners to inform our collective housing efforts.

Below updated as of March 12, 2019

7) Will we have to repay the funding? If so, what is the timeline?

Part of the funding available is for phased development costs, which are traditional grants that do not require repayment. The other part of the funding available is for "Recoverable Grants," which are for things like deposits where the funding will be returned to the developer. The Funders Collaborative may elect to recollect or to repurpose the funds to support your project or organization in another way aligned to the goals of this RFP. As this repayment timeline will vary based on each project's specific development timeline, we cannot share an exact schedule. For any organization selected for an award, we will work in partnership with that organization during the contracting and development process to ensure that the timing of repayment is appropriate and does not interfere with planned development timelines.

8) Will the Funders Collaborative be providing land as part of this award?

No. We do not own any land or have any partnerships to help you acquire land to use. Site acquisition and control is not required to apply, but have a process or plan to identify a useable site will be required to showcase achievability of your project. Additionally, part of the phased development funds awarded will be held until project viability is demonstrated which would require site control.

9) What happens if I apply under the Public-Private Financing track but decide not to pursue public funding? Or am not awarded public funding?

We have staged the submission window to allow all applicants access to consider the upcoming public funding opportunities that may be applicable to this process including LA City HHH Housing Challenge, No Place Like Home NOFA and County Alternative Housing Models NOFA, which will all have final drafts or release by end of March. So, by the time you submit to the Collaborative you should know if you are intending to apply for public funds. If your concept is selected by the Funders Collaborative, but your project is not ultimately awarded a public contract, we will ask for your help in showcasing whether your project is still feasible with private financing or other resources to support your project in advancing regardless.