

SHARE Center Operator Selection

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Community Affiliation Manager, DSS

MONTEREY COUNTY BOARD OF SUPERVISORS,
FEBRUARY 2ND, 2020

ITEM #18

NEW NAVIGATION CENTER

The SHARE Center



- Partnership between City of Salinas & County of Monterey, facility is located at 845 E. Laurel Drive in Salinas, CA.
- Will operate year-round and provide housing navigation, temporary shelter and supportive services for men, women, and families.
- Approximately 16,000 square feet and provide for up to 100-bed capacity.
- Navigation services typically up to a maximum of 6 months.
- Target opening date: April 30, 2021.

BACKGROUND

- The City and County have both declared shelter crises, in which there are a significant number of people experiencing homelessness, and these persons are without the ability to obtain shelter.
- On September 26, 2017, the City and County approved an MOU related to the establishment of a temporary warming shelter and commitment to the development of a shelter.
- The MOU with the City establishes roles and responsibilities including separation of duties for the County to lead to RFP and construction of the building and the City to lead the RFP for procurement of the operator.



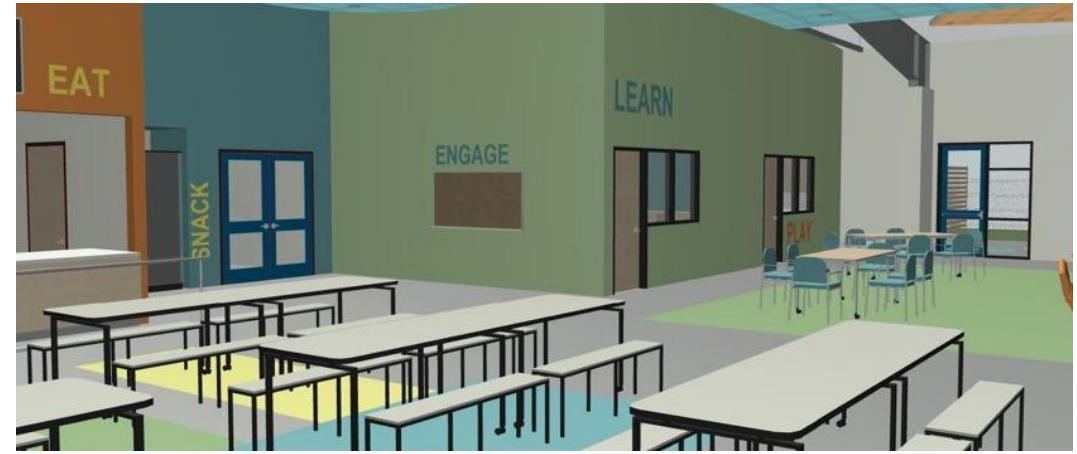
TIMELINE OF EVENTS

Following the MOU between the City and the County for the development of the SHARE Center and the issuance of the RFP to select an operator:

- The County hired Weston Miles Architects in December 2018.
- In late 2018, the City provided the County \$125,000 for predevelopment; soft costs.
- On February 8, 2019, the Monterey/San Benito County Continuum of Care (CoC) issued a Notification of Funding Availability (NOFA) for \$11,879,987 in HEAP funding.
- On May 29, 2019, The City and County were awarded \$6,018,100 in HEAP funding for construction of the navigation center.
- On November 19, 2019, the BOS awarded a contract to Avila Construction Company to build the navigation center.
- On September 15, 2020, the County Board of Supervisors and Salinas City Council adopted the name of the **Salinas Housing Advancement, Resource & Education Center (SHARE Center)** for the new facility at 845 E. Laurel.
- The target opening date of the SHARE Center is April 30, 2021.

REQUEST FOR PROPOSAL PROCESS

- Per MOU, City of Salinas led Request for Proposal process.
- Housing Tools hired for consulting support and prepare RFP scope of work
- Online survey created for community input (300+ responses)
- Survey input integral part of the RFP, which required applicants to address community concerns surrounding the shelter location, operations and security.



HousingTools

RFP PROCESS - CONTINUED

- Bidders Conference: October 19, 2020
- RFP published by City of Salinas: October 28, 2020.
- Two proposals received by deadline: November 25, 2020:
 - Community Homeless Solutions
 - Bay Area Community Services
- Housing Tools developed scoring criteria for proposals & interviews
- Operator interviews open to the public: December 15, 2020 via Zoom
- Six-member panel reviewed RFP proposals

**COMMUNITY INVITED TO ATTEND
VIRTUAL INTERVIEWS OF CANDIDATES
FOR SHARE CENTER OPERATIONS**



SHARE Center
855 E. Laurel Drive, Salinas

WE INVITE THE COMMUNITY TO ATTEND
VIRTUAL INTERVIEWS WITH PROSPECTIVE
OPERATORS AND LEARN ABOUT THEIR
ORGANIZATIONS.

**TUESDAY, DECEMBER 15, 2020
6:00 – 8:00 PM**
JOIN VIA WEB (RECOMMENDED):
JOIN VIA PHONE:
ZOOM MEETING ID:



For more information contact: Luis Ochoa,
luis.ochoa@ci.salinas.ca.us, 831-758-7338





OPERATOR SELECTION PROCESS

- RFP Written Proposal: 100 points possible
- Oral Interview: 60 points possible

160 Total points possible

Bay Area Community Services:

Written Proposal: 86.667

Oral Interview: 49

Total: 135.67



Community Homeless Solutions:

Written Proposal: 83.1667

Oral Interview: 42.833

Total: 126



BACKGROUND AND QUALIFICATIONS



- Per community input gathered during the survey process, a key attribute of the SHARE Center operator should be the ability to move residents to permanent housing.
 - At their Berkeley STAIR Center in 2017, BACS moved 82% of guests to permanent housing and maintained close to a 100% occupancy rate.
- BACS displayed the qualifications needed for the SHARE Center to truly act as a navigation center as opposed to a traditional shelter.
 - Strong Housing First philosophy and approach to securing permanent housing as quickly as possible are key elements to alleviating our region's challenges to housing our most vulnerable population.

BACKGROUND AND QUALIFICATIONS - CONTINUED

- In the last 67 years, BACS has provided supportive services to more than 100,000 people in the Bay Area and currently operates with a team of 360+ and serves more than 12,500 people every year.
- Bay Area Community Services (BACS) has extensive history working with the chronic homeless population. Experience and methods include:
 - facilitate permanent housing with dedicated housing navigators on staff
 - offering one-on-one counseling,
 - match individuals with outside opportunities,
 - build relationships with landlords,
 - implement trauma-informed principles.



RECOMMENDATION

- Approve Bay Area Community Services as the recommended operator for the SHARE Center identified through the City of Salinas led RFP process; and
- Approve and authorize the Director of the Department of Social Services to negotiate a service agreement with Bay Area Community Services (BACS) to serve as the operator of the SHARE Center pursuant to the Memorandum of Understanding between the City of Salinas and County of Monterey.

NEXT STEPS

- Per the MOU
 - After the approval of the selected operator by the BOS and Council, City and County staff will work together in drafting a contract for shelter operations.
 - The cost for construction and operation of the SHARE Center not covered by available regional funding sources will be shared by the City and County.
- The City and County will collaborate to identify appropriate regional funding sources that can be applied to this project including funding through City administered California Emergency Solutions and Housing (CESH) and County administered funding such as Homeless, Housing, Assistance and Prevention (HHAP) funding.
- The Department will return to this Board at a later date for approval of the negotiated operator's agreement and will outline the funding streams and commitments from both City and County at that time.



QUESTIONS & COMMENTS
