



SHARE Center Operator Selection

Presented by

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& Megan Hunter, Director, Community Development Department, City of Salinas

MONTEREY COUNTY BOARD OF SUPERVISORS,
FEBRUARY 9TH, 2020

ITEM #1

BACKGROUND

- September 2017 - City and County approve MOU to develop permanent shelter.
- October 2018 - City and County approve MOU to appoint City to lead RFP and County to lead construction
- May 2019 - City and County awarded \$6,018.100 in HEAP funding.



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.

TIMELINE OF EVENTS

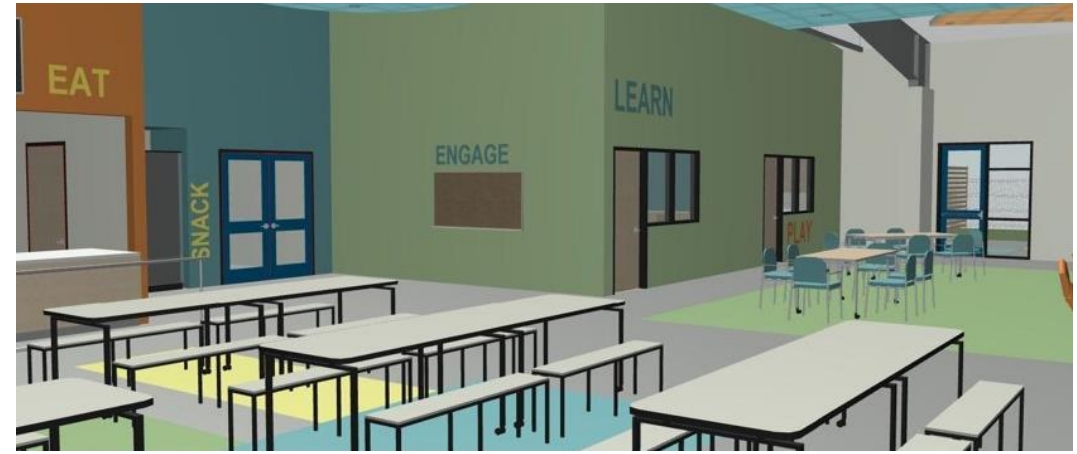
Following the MOU between the City and the County for the development of the SHARE Center and the issuance of the RFP to select an operator:

- **November 19, 2019:** County BOS awarded contract to Avila Construction Company to build the navigation center.
- **September 15, 2020:** County BOS and Salinas City Council adopted the name Salinas Housing Advancement, Resource & Education Center (SHARE Center) for the new facility at 845 E. Laurel Drive
- **October 9, 2020 – February 9, 2021:** RFP Process
 - **October 9 – October 23, 2020:** Community Engagement & Service Provider Survey open to public (300+ responses received)
 - **October 19, 2020:** Pre-Bidders Conference
 - **October 28, 2020:** RFP published by City of Salinas (distributed to over 1000 recipients)
 - **November 25, 2020:** Written Proposals Due
 - **December 15, 2020:** Public Interviews held via Zoom
 - **February 9, 2021:** Submit Recommended Operator to County BOS and City Council for approval
- **April 30, 2021:** Target opening date of the SHARE Center
- **June 30, 2021:** Deadline to complete HEAP Funding requirements



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.



RFP PROCESS - CONTINUED

- Two proposals received by deadline: November 25, 2020:
 - Community Homeless Solutions
 - Bay Area Community Services
- Housing Tools developed scoring criteria for proposals & interviews



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



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



 **HousingTools**

RFP PROCESS - CONTINUED

Six-member panel reviewed the RFP proposals and included County, City, and Community Based Organizations

- Lauren Suwansupa, Community Affiliation Manager (County of Monterey)
- Anastacia Wyatt, Housing Program Manager (County of Monterey)
- Megan Hunter, Community Development Director (City of Salinas)
- Monica Gurmilan, Associate Planner (City of Salinas)
- Emily Ham, Housing Associate (Monterey Bay Economic Partnership)
- Roxanne V. Wilson, Executive Officer (Coalition of Homeless Services Providers)



THE COALITION
OF HOMELESS SERVICES PROVIDERS



RFP PROCESS - CONTINUED

LOCAL PREFERENCE

- City's Local Preference Policy – **Not Applicable to Professional Services Agreement** (*Salinas Municipal Code Chapter 12, Art. 3, Sec 12-25*)
- **HUD Approved Rating and Rating System** - Not Based on Local Preference
- **Questions in RFP Focused on Community Knowledge and Engagement**
 - ***Written Proposal – 30 points out of 100 points***
 - Community Engagement and Outreach – 20 points
 - Incorporation of Community Member and Service Provider Input into Proposal – 10 points
 - ***Interview – 20 points out of 60 points***
 - Collaboration with City, County, Coalition and Other Service Providers – 10 points
 - Responsive to the Community and Integrate Community into SHARE Center – 10 points



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.



BACKGROUND AND QUALIFICATIONS - CONTINUED

HMIS Data 2019	
Permanent housing (other than RRH) for formerly homeless persons	43
Rental by client, with RRH or equivalent subsidy	310
Rental by client, with HCV voucher (tenant or project based)	9
Rental by client, no ongoing housing subsidy	149
Rental by client, with other ongoing housing subsidy	237
Staying or living with family, permanent tenure	46
Staying or living with friends, permanent tenure	27
Total Exits to Permanent Housing	821

Total Clients Served: 891

Total Permanent Housing Placements: 821



BACKGROUND AND QUALIFICATIONS - CONTINUED

HMIS Data 2020	
Permanent housing (other than RRH) for formerly homeless persons	74
Rental by client, with RRH or equivalent subsidy	115
Rental by client, with HCV voucher (tenant or project based)	8
Rental by client, no ongoing housing subsidy	90
Rental by client, with other ongoing housing subsidy	82
Staying or living with family, permanent tenure	34
Staying or living with friends, permanent tenure	12
Total Exits to Permanent Housing	415

Total Clients Served: 591

Total Permanent Housing Placements: 415



RECOMMENDATION TO CITY COUNCIL

- Approve Bay Area Community Services (BACs) as the recommended operator for the SHARE Center identified through the RFP process; and
- Authorize the City Manager or designee to negotiate a Professional Service Agreement with BACs as said operator pursuant to the Memorandum of Understanding between the City of Salinas and County of Monterey approved on October 9, 2018.

RECOMMENDATION TO COUNTY BOARD OF SUPERVISORS

- 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 HUD Emergency Solutions Grant (ESG) and County administered funding such as Homeless, Housing, Assistance and Prevention (HHAP) funding.
- County and City Departments will return to Board and Council 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.
- Begin operations and provide bed nights prior to June 30, 2021 to meet the funding requirements for HEAP



QUESTIONS & COMMENTS
