

Monterey County

*Monterey County Government Center
Board of Supervisors Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901*



Meeting Agenda - Final

Tuesday, February 9, 2021

4:00 PM

**IMPORTANT COVID-19 NOTICE ON PAGE 2-4
AVISO IMPORTANTE SOBRE COVID-19 EN LA PAGINA 2-4**

<https://montereycty.zoom.us/j/224397747>

Special Joint Meeting of the County Board of Supervisors and Salinas City Council

*Chair Supervisor Wendy Root Askew - District 4
Vice Chair Supervisor Mary L. Adams - District 5
Supervisor Luis A. Alejo - District 1
Supervisor John M. Phillips - District 2
Supervisor Chris Lopez - District 3*

*Mayor Kimbley Craig
Councilmembers:
Carla Viviana González, District 1
Tony Barrera, District 2
Steve McShane, District 3
Orlando Osornio, District 4
Christie Cromeenes, District 5
Anthony Rocha, District 6*

Important Notice Regarding COVID 19

Based on guidance from the California Department of Public Health and the California Governor's Office, in order to minimize the spread of the COVID 19 virus, please do the following:

1. While the Board chambers remain open, you are strongly encouraged to observe the live stream of the Board of Supervisors meetings at http://monterey.granicus.com/ViewPublisher.php?view_id=19, <http://www.mgtvonline.com/>, www.youtube.com/c/MontereyCountyTV or <https://www.facebook.com/MontereyCoInfo/>

If you attend the Board of Supervisors meeting in person, you will be required to maintain appropriate social distancing, i.e., maintain a 6-foot distance between yourself and other individuals.

2. If you choose not to attend the Board of Supervisors meeting but desire to make public comment, or comment on a specific item on the agenda, you may do so as follows:

a. submit your comment via email by 5:00 p.m. on the Thursday prior to the Board's special meeting. Please submit your comment to the Clerk of the Board at cob@co.monterey.ca.us. In an effort to assist the Clerk in identifying the agenda item relating to your public comment please indicate in the Subject Line, the meeting body (i.e. Special Board of Supervisors Meeting Agenda) and item number (i.e. Item No. 7). Your comment will be placed into the record at the Board meeting.

b. if you are watching the live stream of the Board meeting, you may submit your comment, limited to 250 words or less, to the Clerk of the Board at publiccomment@co.monterey.ca.us. In an effort to assist the Clerk in identifying the agenda item relating to your public comment please indicate in the Subject Line, the meeting body (i.e. Special Board of Supervisors Meeting Agenda) and item number (i.e. Item No. 7). Every effort will be made to read your comment into the record, but some comments may not be read due to time limitations. Comments received after an agenda item will be made part of the record if received prior to the end of the special meeting.

c. you may participate through ZOOM. For ZOOM participation please join by computer audio at: <https://montereycty.zoom.us/j/224397747>

OR to participate by phone call any of these numbers below:

- +1 669 900 6833 US (San Jose)**
- +1 346 248 7799 US (Houston)**
- +1 312 626 6799 US (Chicago)**
- +1 929 205 6099 US (New York)**
- +1 253 215 8782 US**
- +1 301 715 8592 US**

Enter this Meeting ID number: 224397747 when prompted. Please note there is no Participant Code, you will just hit # again after the recording prompts you.

You will be placed in the meeting as an attendee; when you are ready to make a public comment if joined by computer audio please Raise your Hand; and by phone please push *9 on your keypad.

Aviso importante sobre COVID 19

Según la orientación del Departamento de Salud Pública de California y la Oficina del Gobernador de California, para minimizar la propagación del virus COVID 19, haga lo siguiente:

1. Mientras las cámaras de la Junta permanezcan abiertas, se le recomienda encarecidamente que observe la transmisión en vivo de las reuniones de la Junta de Supervisores en http://monterey.granicus.com/ViewPublisher.php?view_id=19, <http://www.mgtvonline.com/>, www.youtube.com/c/MontereyCountyTV o <https://www.facebook.com/MontereyCoInfo/>

Si asiste a la reunión de la Junta de Supervisores en persona, se le pedirá que mantenga un distanciamiento social apropiado, es decir, mantenga una distancia de 6 pies entre usted y otras personas.

2. Si elige no asistir a la reunión de la Junta de Supervisores pero desea hacer comentarios públicos o comentar sobre un tema específico de la agenda, puede hacerlo de la siguiente manera:

a. envíe su comentario por correo electrónico antes de las 5:00 p.m. el jueves anterior a la reunión especial de la Junta. Envíe su comentario al Secretario de la Junta a cob@co.monterey.ca.us. En un esfuerzo por ayudar al Secretario a identificar el ítem de la agenda relacionado con su comentario público, por favor indique en la Línea de Asunto, el cuerpo de la reunión (es decir, la Agenda de la Reunión de la Junta Especial de Supervisores) y el número del ítem (es decir, el Ítem No. 7). Su comentario se colocará en el registro en la reunión de la Junta.

b. Si está viendo la transmisión en vivo de la reunión de la Junta, puede enviar su comentario, limitado a 250 palabras o menos, al Secretario de la Junta en publiccomment@co.monterey.ca.us. En un esfuerzo por ayudar al Secretario a identificar el ítem de la agenda relacionado con su comentario público, por favor indique en la Línea de Asunto, el cuerpo de la reunión (es decir, la Agenda de la Reunión de la Junta Especial de Supervisores) y el número del ítem (es decir, el Ítem No. 7). Se hará todo lo posible para leer su comentario en el registro, pero es posible que algunos comentarios no se lean debido a limitaciones de tiempo. Los comentarios recibidos después de un tema de la agenda se harán parte del registro si se reciben antes del final de la reunión especial.

c. puede participar a través de ZOOM. Para participar en ZOOM, únase por audio de computadora en: <https://montereycty.zoom.us/j/224397747>

O para participar por teléfono llame a cualquiera de los siguientes números:

- +1669900 6833 EE. UU. (San José)
- + 1346248 7799 Estados Unidos (Houston)
- + 1312626 6799 EE. UU. (Chicago)
- +1929205 6099 EE. UU. (Nueva York)
- +1 253215 8782 EE. UU.
- +1 301 715 8592 EE. UU.

Ingrese este número de identificación de reunión: 224397747 cuando se le solicite. Tenga en cuenta que no hay un código de participante, simplemente presionará # nuevamente después de que la grabación le indique.

Se le colocará en la reunión como asistente; cuando esté listo para hacer un comentario público si se le une el audio de la computadora, levante la mano; y por teléfono, presione * 9 en su teclado.

NOTE: All agenda titles related to numbered agenda items are live web links. Click on the title to be directed to the corresponding Board Report.

Pursuant to Governor Newsom's Executive Order No. N-29-20, some or all Supervisors may participate in the meeting by telephone or video conference.

Please note, because this is a special meeting, there will not be general public comment – public comment will be allowed only for items on the agenda.

4:00 P.M. - Call to Order - Board of Supervisors

Roll Call

Call to Order – City Council

Roll Call

Welcome

Pledge of Allegiance

Additions and Corrections by Clerk

The Clerk of the Board will announce agenda corrections and proposed additions, which may be acted on by the Board as provided in Sections 54954.2 of the California Government Code.

4:00 P.M. - Scheduled Matter

1.
 - a. Receive a presentation on the Request for Proposal process for the new homeless housing navigation facility, the SHARE Center; and
 - b. Approve Bay Area Community Services as the recommended operator for the SHARE Center identified through the RFP process; and
 - c. 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 approved on October 9, 2018.

Attachments: [Board Report](#)
[PowerPoint presentation](#)

Deliberation and vote by City Council and Board of Supervisors

Councilmembers' questions.

Board of Supervisors' questions.

Public comment.

Councilmembers' closing comments.

Board of Supervisors' closing comments.

Motion by City Council and final roll call vote.

Motion by Board of Supervisors and roll call vote.

Adjournment



Monterey County

Item No.1

Board Report

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: 21-124

February 09, 2021

Introduced: 2/4/2021

Current Status: Agenda Ready

Version: 1

Matter Type: General Agenda Item

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RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Receive a presentation on the Request for Proposal process for the new homeless housing navigation facility, the SHARE Center; and
- b. Approve Bay Area Community Services as the recommended operator for the SHARE Center identified through the RFP process; and
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SUMMARY/DISCUSSION:

The County and City of Salinas have partnered to build a new housing navigation center at 845 E. Laurel Drive in Salinas, expected to open in Spring 2021. The SHARE Center will serve up to 100 City and County residents experiencing homelessness and will provide services in a housing navigation center model, including emergency shelter and wraparound services with a Housing First approach. In late 2018, The City and the County entered into an MOU establishing roles and responsibilities on the development and operation of the SHARE Center. Under the MOU, the City was tasked with leading the Request for Proposal process of the SHARE Center operator. The RFP process, which included; a community and service provider survey, a Bidders Conference, and a public interview was concluded on December 15, 2020. Following the RFP evaluation criteria and interview scoring rubric, the Selection Panel, comprised of City, County, Monterey Bay Economic Partnership (MBEP) and Coalition staff, ranked Bay Area Community Services as the top candidate to serve as the operator of the new SHARE Center.

To facilitate the selection of a service provider, the City and County brought on Housing Tools, a community development consulting group, to provide project management support for the Request for Proposal (RFP) process. Housing Tools worked collaboratively with the City, County and the

Continuum of Care led by the Coalition of Homeless Services Providers (Coalition) to prepare the RFP scope of work. Before the RFP release, the project team created an online survey (open from October 9 to October 23, 2020) for community members to provide input on the shelter operations. A total of 265 community members and 46 service providers participated. Survey input was an integral part of the RFP document, which required applicants to address community concerns surrounding the shelter location, operations and security. A Bidders Conference for the organizations that submitted a Letter of Interest was held on October 19, 2020 and the RFP was published on October 28, 2020. Two proposals from the following organizations were received by the submittal deadline of November 4, 2020:

- Community Homeless Solutions
- Bay Area Community Services

Interviews took place on December 15, 2020 with Housing Tools serving as the meeting facilitator and had 28 community members in attendance. Attendees had the opportunity to provide input throughout the interview process through a series of interactive polls. The Selection Panel was impressed with both RFP responses. Both applicants provided detailed histories of their experience and clear insight into their potential role as SHARE Center operator. Though Community Homeless Solutions offers the local knowledge and has been a trusted partner with the China Town Navigation Center and the Warming Shelter, Bay Area Community Services' extensive experience and history securing permanent housing ultimately gave them the higher ranking. With higher scores in both the RFP narrative and interview process, panelists determined Bay Area Community Services as the most qualified applicant to serve as the SHARE Center operator.

With our need for comprehensive wraparound services, BACS extensive experience in housing navigation would be the perfect fit for the SHARE Center operations. Panelists agree that a key attribute of our SHARE Center operator should be the ability to move residents to permanent housing. At their Berkeley STAIR Center in 2017, BACS moved 82% to permanent housing and maintained close to a 100% occupancy rate. Beyond their experience with facilitating the entry to permanent housing, BACS has also explored additional strategies to expedite this process, like purchasing housing units to increase the affordable housing stock. BACS experience with rapidly housing people and providing the skills and resources to remain housed would be a great asset in our region.

OTHER AGENCY INVOLVEMENT:

The City of Salinas continues to work collaboratively with the County per the MOU. Public Works provided the contract monitoring and oversight regarding the facility under construction.

FINANCING:

This venture is a joint partnership with the City of Salinas where both parties will use multiple funding streams to support the operational agreement. Approval of this recommendation does not have any current financial impacts. The Department will return at a later date for the Board to approve the operator's agreement and will outline the funding streams and commitments from both City and County.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This action correlates to the Health & Human Services Strategic Initiative adopted by the Board of Supervisors by promoting access to safe shelter and housing navigation services to reduce risk for physical and mental health issues, and other chronic illness to those individuals experiencing homelessness and allows the County to work collaboratively with the City of Salinas in this shared operation.

Mark a check to the related Board of Supervisors Strategic Initiatives

- ☐ Economic Development
- ☐ Administration
- ☒ Health & Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by Lauren Suwansupa, Community Affiliation Manager x8492

Lori Medina, Director of Social Services, x4430

Attachments: Presentation



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- ☐ Infrastructure
- ☐ Public Safety

Prepared by Lauren Suwansupa, Community Affiliation Manager x8492

Betty Cronin for Lori A. Medina

Lori A. Medina, MSW, Director of Social Services, x4430

Attachments: Presentation

SHARE Center Operator Selection

Presented by Lauren Suwansupa
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.





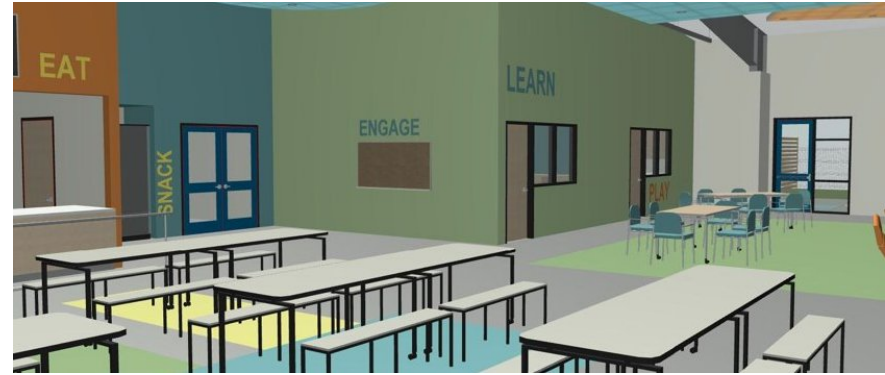
TIMELINE OF EVENTS

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.



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