FUNDING AND PROPOSED BUDGETS

1. Question: How much funding will be available?
   Answer: Please see page 4 of the RFQ.

2. Question: Do the Emergency Solutions Grant (ESG) funding amounts change annually?
   Answer: Unlike U.S. Department of Housing and Urban Development (HUD) Continuum of Care (CoC) funding, which is a competitive application process, ESG allocations are formula awards, calculated in accordance to a jurisdiction’s Community Development Block Grant (CDBG) allocation from the previous year. Final HUD funding for ESC Services allocations will not be known until summer 2020. There is a possibility for annual fluctuation of the City and County of San Francisco’s ESG award; however the year over year amount generally remains stable.

3. Question: Will the ESG portfolio remain the same?
   Answer: The ESG portfolio composition will depend on the project component types and strength of the application submitted to HSH, available funds, and programming needs of the Homelessness Response System.

4. Question: Is there a cap on funding types? For example, will 50 percent of funds go to Rapid Rehousing (RRH), and 25 percent to Homelessness Prevention?
   Answer: There is a cap on the amount of the annual ESG funds to be used on Shelters, which is the only HUD restriction regarding portfolio attributes. Please also see the answers to questions #2 and #3.

5. Question: Can applicants receive a list of incumbents currently receiving ESG funds and their awards?
   Answer: Please see below.

<table>
<thead>
<tr>
<th>Provider</th>
<th>ESG Program Component</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>CATHOLIC CHARITIES CYO</td>
<td>Homelessness Prevention and Rapid Rehousing</td>
<td>$190,000</td>
</tr>
<tr>
<td>CENTRAL CITY HOSPITALITY HOUSE</td>
<td>Emergency Shelter - Essential Services and Operations</td>
<td>$65,000</td>
</tr>
<tr>
<td>COMMUNITY AWARENESS &amp; TREATMENT SVC'S INC</td>
<td>Emergency Shelter - Essential Services</td>
<td>$50,000</td>
</tr>
<tr>
<td>COMPASS FAMILY SERVICES</td>
<td>Homelessness Prevention and Rapid Rehousing</td>
<td>$40,000</td>
</tr>
<tr>
<td>COMPASS FAMILY SERVICES</td>
<td>Emergency Shelter - Essential Services and Operations</td>
<td>$87,000</td>
</tr>
<tr>
<td>DOLORES STREET COMMUNITY SERVICES</td>
<td>Emergency Shelter - Essential Services</td>
<td>$52,176</td>
</tr>
<tr>
<td>Provider</td>
<td>ESG Program Component</td>
<td>Amount</td>
</tr>
<tr>
<td>----------</td>
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<td>---------</td>
</tr>
<tr>
<td>EPISCOPAL COMMUNITY SVCS OF S F INC</td>
<td>Emergency Shelter - Essential Services and Operations</td>
<td>$81,116</td>
</tr>
<tr>
<td>HAMILTON FAMILIES</td>
<td>Rapid Rehousing</td>
<td>$170,607</td>
</tr>
<tr>
<td>HAMILTON FAMILIES</td>
<td>Emergency Shelter- Essential Services</td>
<td>$50,000</td>
</tr>
<tr>
<td>HELUNA HEALTH (FORMERLY PUBLIC HEALTH FOUNDATION ENTERPRISES)</td>
<td>Emergency Shelter - Essential Services</td>
<td>$50,000</td>
</tr>
<tr>
<td>HOMELESS CHILDREN'S NETWORK</td>
<td>Emergency Shelter - Essential Services and Operations</td>
<td>$50,000</td>
</tr>
<tr>
<td>LARKIN STREET YOUTH SERVICES</td>
<td>Emergency Shelter - Essential Services and Operations</td>
<td>$112,000</td>
</tr>
<tr>
<td>MISSION NEIGHBORHOOD HEALTH CENTER</td>
<td>Emergency Shelter- Essential Services</td>
<td>$46,873</td>
</tr>
<tr>
<td>PROVIDENCE FOUNDATION OF SAN FRANCISCO</td>
<td>Emergency Shelter- Essential Services</td>
<td>$45,000</td>
</tr>
<tr>
<td>Q FOUNDATION</td>
<td>Rapid Rehousing</td>
<td>$150,000</td>
</tr>
</tbody>
</table>

6. **Question** Which annual Fair Market Rent (FMR) rate should Applicants use to calculate the proposed budget amount?
   
   **Answer** Please see page 5 of the RFQ, which contains a link to the FMR website. Awarded grants will begin July 1, 2020, and Applicants should use the HUD fiscal year (FY) 2020 FMR. [https://www.huduser.gov/portal/datasets/fmr/fmrs/FY2020_code/2020summary.odn](https://www.huduser.gov/portal/datasets/fmr/fmrs/FY2020_code/2020summary.odn)

7. **Question** Are Applicants required to submit a budget with their RFQ application?
   
   **Answer** There is no budget template required for HSH’s RFQ #127 application. Applicants who are qualified may then be awarded with a grant. Those qualified providers will then be asked to complete a proposed budget as part of the grant agreement process.

8. **Question** Should the amount of funding requested in this RFQ application be the same as the amount an incumbent currently receives?
   
   **Answer** Applicants should request the amount required to fulfil the program requirements.

9. **Question** Is there a suggested range for the requested annual budget for a new applicant?
   
   **Answer** Please see the answer to question #8.

10. **Question** Can Applicants use these funds to hold internal trainings, so that staff can complete Housing Quality Standards (HQS) inspections?
    
    **Answer** HUD does not require formal certification or trainings in order to complete HQS inspections. As such, HSH does not see training as a necessary stand alone cost. Please also note that ESG requires compliance with Habitability Standards, but Grantees may comply with HQS.

11. **Question** What is the maximum amount of indirect cost Applicants may request?
    
    **Answer** Awarded Grantees are allowed to allocate 10 percent for indirect costs, unless proof is provided of a higher federally negotiated indirect rate. Applicants with higher indirect
rates will need to submit proof of a federally negotiated rate upon grant agreement negotiation.

12. **Question**  Will qualifications from this RFQ be used for ESG awards, or does HSH intend to draw on this pool for other funding opportunities going forward?

   **Answer**  The qualified pool developed from RFQ# 127 may be used for other opportunities for similar services, as funds become available.

13. **Question**  Can Applicant-generated revenues be included in match contributions? For example, investment income, rent and property management.

   **Answer**  Please see page 16 of the RFQ and refer to 24 CFR 576.201, which covers program income.

**SCOPE OF WORK**

14. **Question**  Page 12 of the RFQ says that Grantee shall provide Short-term and Medium-Term Rental Assistance; is that true?

   **Answer**  Providers of a specific program component (e.g. Homelessness Prevention, Rapid Rehousing, Shelter) must provide the entire menu of services, based on participant need.

15. **Question**  Will participants receiving short-term rental assistance under Rapid Rehousing go through the same referral process as clients receiving medium-term rental assistance?

   **Answer**  Please see page 10 of the RFQ. All participants receiving rental assistance under Rapid Rehousing will be required to go through Coordinated Entry for referral, regardless of the length of assistance.

16. **Question**  If an Applicant applies for Homelessness Prevention, do they need to offer both one-time assistance and short-term assistance?

   **Answer**  Please see the answer to question #14.

17. **Question**  Are grantees for Homeless Prevention required to offer both short-term and medium-term rental assistance, as appropriate for each participant’s needs?

   **Answer**  Please see the answer to question #14.

18. **Question**  What is the difference between Essential Services and Shelter Operations under the Shelter Component?

   **Answer**  Please see page 14 of the RFQ and refer to 24 CFR 576.102:

   - Essential Services (Shelter) include:
     - Case Management
     - Child Care
     - Education Services
     - Employment Assistance and Job Training
     - Outpatient Health Services
     - Legal Services
     - Life Skills Training
- Mental Health Services
- Substance Abuse Treatment Services
- Transportation

- Shelter Operations include:
  - Maintenance
  - Rent of Shelter location
  - Security
  - Utilities
  - Equipment
  - Insurance
  - Food
  - Furnishings at Shelter
  - Supplies necessary for the operation of the shelter

**PROPOSAL SUBMISSION REQUIREMENTS**

19. **Question**
   Is there a page limit for the application?

   **Answer**
   No, there is not a page limit. Please consider the evaluation panel and make responses clear, concise, and complete

20. **Question**
   The application says the Director must sign; which Director, Program or Board?

   **Answer**
   Each organization has designated signatories per each organization’s internal policies. HSH cannot make that determination on behalf of nonprofit organizations.

21. **Question**
   May other third party recommendations/recommenders – not explicitly “funders” be included; for example, program implementation partner organizations?

   **Answer**
   The goal is to validate whether an Applicant has sufficient experience to meet the Minimum Qualifications. Applicants should provide responses per the Appendix 1 Application Template that demonstrate that the Applicant meets the Minimum Qualifications.