



**Request For Qualifications (RFQ) #HSH2019-127 - Emergency Solutions Grant (ESG) Services
Answers and Clarifications
Issued December 19, 2019**

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.

Provider	ESG Program Component	Amount
CATHOLIC CHARITIES CYO	Homelessness Prevention and Rapid Rehousing	\$190,000
CENTRAL CITY HOSPITALITY HOUSE	Emergency Shelter - Essential Services and Operations	\$65,000
COMMUNITY AWARENESS & TREATMENT SVCS INC	Emergency Shelter - Essential Services	\$50,000
COMPASS FAMILY SERVICES	Homelessness Prevention and Rapid Rehousing	\$40,000
COMPASS FAMILY SERVICES	Emergency Shelter - Essential Services and Operations	\$87,000
DOLORES STREET COMMUNITY SERVICES	Emergency Shelter - Essential Services and Operations	\$52,176

Provider	ESG Program Component	Amount
EPISCOPAL COMMUNITY SVCS OF S F INC	Emergency Shelter - Essential Services and Operations	\$81,116
HAMILTON FAMILIES	Rapid Rehousing	\$170,607
HAMILTON FAMILIES	Emergency Shelter- Essential Services	\$50,000
HELUNA HEALTH (FORMERLY PUBLIC HEALTH FOUNDATION ENTERPRISES)	Emergency Shelter - Essential Services	\$50,000
HOMELESS CHILDREN'S NETWORK	Emergency Shelter - Essential Services and Operations	\$50,000
LARKIN STREET YOUTH SERVICES	Emergency Shelter - Essential Services and Operations	\$112,000
MISSION NEIGHBORHOOD HEALTH CENTER	Emergency Shelter- Essential Services	\$46,873
PROVIDENCE FOUNDATION OF SAN FRANCISCO	Emergency Shelter- Essential Services	\$45,000
Q FOUNDATION	Rapid Rehousing	\$150,000

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

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

PROPSOAL SUBMISSION REQUIREMENTS

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| 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. |