


CITY OF  
**GAINESVILLE**  
every path starts with passion  
FLORIDA



## Budget Analysis and Recommendations GRACE Marketplace RFP for FY18

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Manager  
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160652D

## HUD Priorities

- 1. Creating a Systemic Response** by developing systemic supports that assure homeless assistance is well coordinated, well managed, inclusive, transparent, and achieves positive outcomes.
- 2. Strategic Resource Allocation** based on performance evaluation and data of all resources using costs, performance, and outcome data to improve how resources are utilized to end homelessness
- 3. Using a Housing First Approach** to move individuals and families quickly into permanent housing

## What Does Housing First Mean?

- Housing First is a paradigm shift from the traditional *housing ready* approach. It follows a basic principle—that *everyone* is ready for housing, regardless of the complexity or severity of their needs.
- Housing First is not a ‘program’ , it is a system-wide orientation and response.

Ann Oliva – SNAPS Weekly Focus



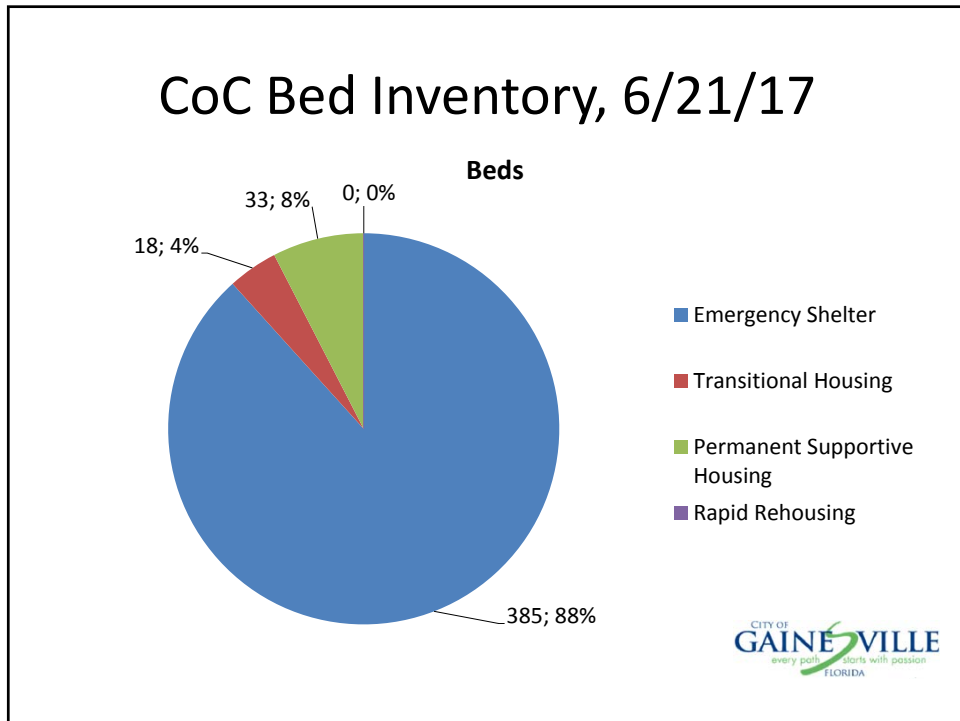
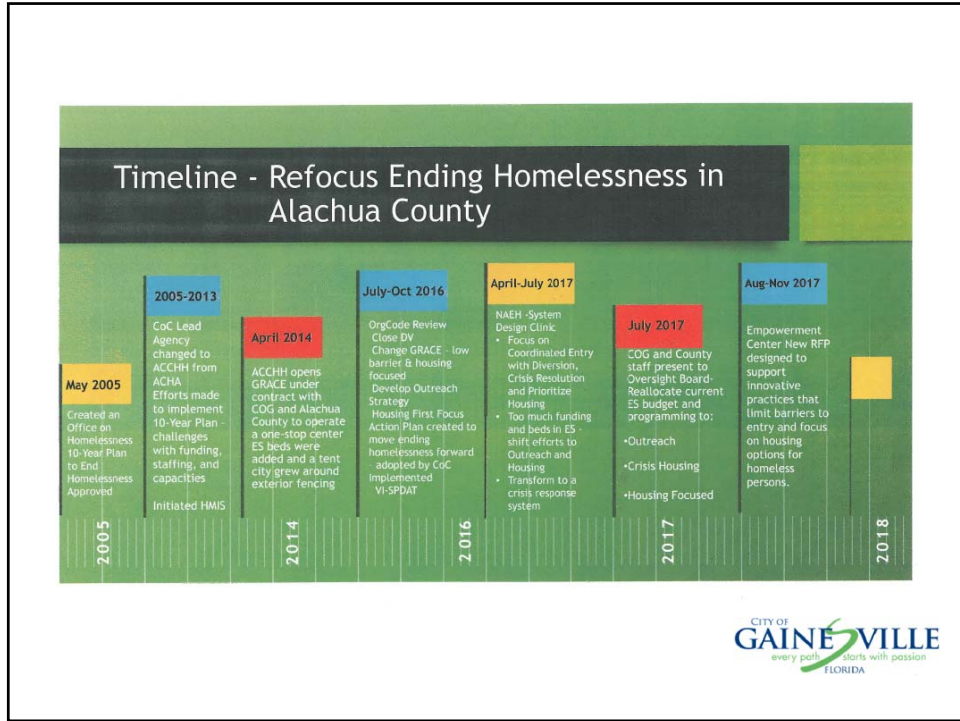
## Discussion and Action Planning

Are we a housing first community?

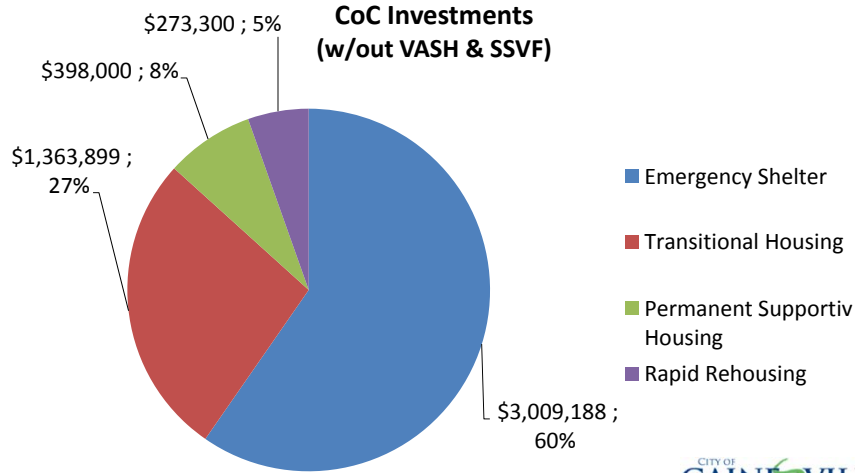
Where do we need to focus?

What are the next steps?





# CoC Investments



## THE FIVE KEYS TO EFFECTIVE EMERGENCY SHELTER

	<b>HOUSING FIRST APPROACH</b>	Align shelter eligibility criteria with best practice with a Housing First approach so that anyone experiencing homelessness can access shelter without intermediaries, make services voluntary and public, simplify access requirements, and no barriers as quickly as possible.
	<b>SAFE &amp; APPROPRIATE DIVERSION</b>	Provide diversion services to find safe and appropriate housing alternatives to entering shelter through problem-solving, counseling, case filing, community supports, and offering longer-term solutions.
	<b>IMMEDIATE &amp; LOW-BARRIER ACCESS</b>	Ensure immediate and easy access to shelter by lowering barriers to entry and staying open 24/7. Do not require housing and food requirements and other policies that make it difficult to enter shelter, stay in shelter, or access housing and income opportunities.
	<b>HOUSING-FOCUSED, RAPID EXIT SERVICES</b>	Focus services in shelter on exit as quickly as possible to allow people to access appropriate housing options as quickly as possible.
	<b>DATA TO MEASURE PERFORMANCE</b>	Make use of data on percentage of exits to housing, average length of stay in shelter, and factors for homelessness to evaluate the effectiveness of shelter and service outcomes.





## Emergency/Crisis Housing

**System Perspective:**

- Safe and appropriate
- Immediate and low barrier
- Housing focused
- Only used when no other viable alternative
- Serves as a first step to being quickly and permanent re-housed
- System-wide policies and procedures

A simple icon of a house with a yellow roof, a brown door, and a yellow glow around its base.

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## Request for Proposal (RFP)

- RFP Issued on August 1<sup>st</sup>
- Proposals Due on August 29<sup>th</sup>
- The RFP provided Respondents the flexibility to address Rapid Rehousing and Low Barrier Emergency Shelter Services
- Requested a plan to close the Camping Area/Dignity Village
- The Purchasing Dept. notified about 200 vendors about the RFP
- Only one Vendor replied before the deadline—  
ACCHH



## Evaluation Committee

- The Evaluation Committee recommends that the City negotiate with the Vendor for Low Barrier Emergency Shelter Services.
- The Evaluation Committee consisted of representatives from City and County Government



## Background Information

- City Commission granted staff the authorization to extend the existing agreement w/ACCHH
- The County also agreed to extend the agreement
- The City and ACCHH agreed to extend the agreement for 3 months—the extension expires on December 31<sup>st</sup>
- The City's agreement with ACCHH can be extended beyond December 31<sup>st</sup>



## Current City/County Budget for GRACE Marketplace

- \$874,000 had been budgeted for the FY2018 Agreement, and funds above the budgeted amount must be identified by the City and the County
- The City of Gainesville has spent approximately \$5,000,000 for homeless services since 2013 (not including in-kind services)



## History of Funding Homeless Services

Empowerment Center			
Homeless Services			
Fiscal Year	City	County	Total Funding
2014	\$ 154,000	\$ 154,000	\$ 308,000
2015	\$ 279,840	\$ 279,840	\$ 559,680
2016	\$ 390,397	\$ 390,397	\$ 780,794
2017	\$ 437,000	\$ 437,000	\$ 874,000
2018	\$ 437,000	\$ 437,000	\$ 874,000
<b>Total</b>	<b>\$ 1,698,237</b>	<b>\$ 1,698,237</b>	<b>\$ 3,396,474</b>

The City of Gainesville and Alachua County participate in the funding of Homeless Services at the Empowerment Center:

•NOTE: The City and the County have allocated \$437,000 for FY17/18 for Homeless Services. However, the first amendment to the contract is for three months as a cost of \$72,833.33 per month.

•NOTE: It is anticipated that \$ 655, 550 will be available for a nine month contract for the new or existing providers of services for FY 2017/ 2018.

•NOTE: The New RFP includes management Services for camping services which was not included in the previous contract for Services for Homeless. The City and the County may need to come back to their respective Commission depending on the RFP and the proposed pricing for services.

## Empowerment Center Funding History (Other City Expenditures to Date)

The City of Gainesville purchased the Empowerment Center site in November 2013; and provides ongoing property improvements, operation and maintenance of the property, including the Dignity Village campsite:

Description	Expenditures to Date
Property Acquisition	\$1,120,153
Property Improvements	\$952,710
Operations & Maintenance	\$678,731
<b>Total</b>	<b>\$2,751,594</b>



### Other Annual City Homeless Services

Homeless Services	Total Funding
	(annual appropriation)
Home Away	\$10,000
Cold Night Shelter	\$25,000
Rental Assistance-Rapid Rehousing*	\$120,000
Dignity Village Camping	\$220,000
Bus Passes	\$15,000
Homeless Assistance Programs**	\$60,000
<b>Total</b>	<b>\$450,000</b>

*\*NOTE: Alachua County Community Supports Services Department provides the management and coordination of the Rental Assistance Program for the homeless through an Interlocal Agreement between the City and the County. Annual funding for Rental Programs based on 15% maximum of the State Housing Initiative Partnership (SHIP) Program allocation, as appropriated by the State of Florida.*

*\*\*NOTE: Various homeless organizations are awarded funding on an annual basis to provide public services programs within the city limits of the City of Gainesville. Annual funding for Public Services based on 15% maximum of the Community Development Block Grant (CDBG) Program allocation, as appropriated by the U.S. Department of Housing and Urban Development (HUD). Homeless services funding is included in the 15% cap for public services.*

*NOTE: There are other costs associated with the management and coordination of Homeless Services that are being provided through in kind services by the City.*

### Unresolved Issues

- FY2017 City/County Funding Allocation: **\$874,000**
- ACCHH Proposes FY2018 City/County Funding Allocation: **\$1,563,811**
  - 44% increase
- ACCHH Proposes 33.9 FTE in FY2018



## Unresolved Issues (continued)

- Issues raised during the budget discussion
  - Staff leveling
  - Food management
  - Office/Administrative Staff
  - Volunteer Coordination
  - Housing Services
  - Housing Placement
  - Staff Ratio to Clients
  - Staff Development and training funds
  - Expansion of the Emergency Services



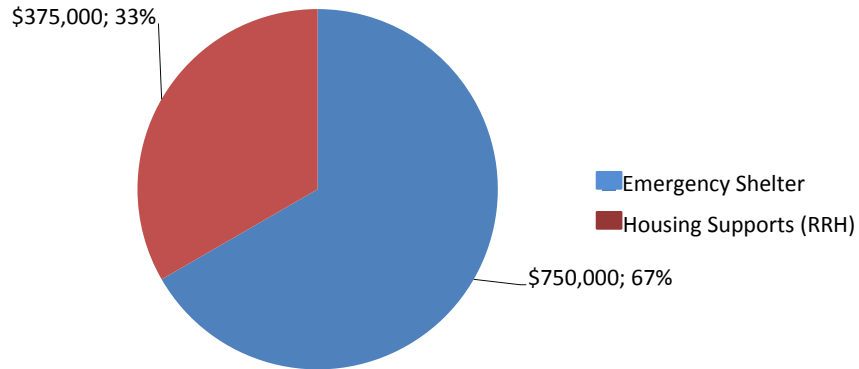
## Proposed Agreement for Homeless Services

- Based on Existing Budget & FY17 level-of-service
- Nine Month Agreement
- Current Budgeted Amount for City/County Contribution: \$874,000
- 3 Month Extension: \$218,000
- Available Budget for City/County Contribution: \$656,000
- 9 monthly payments (on average): \$72,888.88



## City/County Compromise Proposal

Original 12 month amount - \$1,500,000  
 9 Month City/County Contribution—\$1,125,000



## Recommendations

The City Commission: 1) enter into a month-to-month contract with ACCHH in the amount of \$656,000 for FY 2017/2018; 2) direct the City Manager or designee to negotiate or make minor changes to the draft contract for the provision of homeless services, subject to approval by the City Attorney as to form and legality; and 3) direct the City Manager to discuss with the County the feasibility of taking over homeless services for the City and bring this item back to the City Commission by Spring 2018; 4) discuss homeless services at the Empowerment Center at the Joint City-County Commission meeting on December 12, 2017; and 5) staff come back to City Commission to discuss Dignity Village and Rapid Rehousing.

### Alternative Recommendation A

The City Commission: 1) Declare an impasse and authorize staff to engage in Emergency Services for Homeless Services; 2) direct the City Manager to discuss with the County the feasibility of taking over homeless services for the City and bring this item back to the City Commission by Spring 2018.

### Alternative Recommendation B

The City Commission: 1) Declare an impasse and authorize staff to engage in Emergency Services for Homeless Services; 2) rebid the Homeless Services RFP for 2017/2018; and 3) direct the City Manager to discuss with the County the feasibility of taking over homeless services for the City and bring this item back to the City Commission by Spring 2018.

