



REQUEST FOR PROPOSALS

Homeless Response System and Affordable Housing Development Training and Technical Assistance

Posting Date: Friday, July 26th, 2024

Response Submission Deadline: 3:00 EST p.m. on Friday, August 30th, 2024

NOTE TO RESPONDENTS:

Please be advised that **all** submissions (including those not selected for engagement) may be made available to the public on request pursuant to the Rhode Island Access to Public Records Act, Chapter 2 of Title 38 of the Rhode Island General Laws (the "APRA") upon award of a contract(s). As a result, respondents are advised not to include information that they deem proprietary or confidential or that constitutes a trade secret.

INTRODUCTION

Through this Request for Proposals ("RFP"), the Rhode Island Housing and Mortgage Finance Corporation ("RIHousing") seeks proposals from qualified firms to increase capacity and provide technical expertise to stakeholders within the Homeless Response System and among affordable housing developer agencies in Rhode Island. Firms should submit a proposal to support one of the following activities:

- 1) Developing comprehensive training programs covering various aspects of the Homeless Response System and providing grant management training to organizations managing Federal and State grants within the system.
- 2) Enhance the delivery of services in the homeless response system by offering a variety of case management trainings to homeless service providers.
- 3) Provide technical assistance to support community and developer efforts to effectively plan, develop, and operate supportive housing projects.
- 4) Offer as-needed technical assistance to support affordable housing developers to effectively plan, develop, and operate affordable housing within Rhode Island.

Firms may submit multiple proposals.

INSTRUCTIONS

Proposals must be submitted via email to: **Ben Darby, CoC Coordinator** at **bdarby@rihousing.com** no later than the response submission deadline set forth above.

Proposals that are not received by the response submission deadline or that do not adhere to the submission instructions described herein shall not be accepted or considered by RIHousing.

Proposals should be concise and adhere to the word count applicable to each section of this Request for Proposals ("RFP"). Proposals should be presented on business letterhead and include all



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attachments, certifications (including the Submissions Certification at Attachment A), and work samples (as applicable). Please note that failure to provide any information, certification, or document requested in this RFP may cause your submission not to be reviewed or considered by RIHousing.

RIHousing may invite one or more finalists to make presentations, including demonstrations of requested products, if applicable.

Updates, amendments and Q&As related to this Request for Proposals may be posted from time to time at: [RFPs & RFQs | RIHousing](#).



SCOPE OF WORK

Please see the Scope of Work as provided in Attachment B.

ITEMS TO BE INCLUDED WITH YOUR PROPOSAL

Section A: General Firm Information (Total word limit: 500 words)

**SUBMISSION
CHECK LIST**

1. Provide a brief description of your firm, including but not limited to the following:
 - a. Name of the principal(s) of the firm.
 - b. Name, business telephone number and business email address of a representative of the firm authorized to discuss your proposal.
 - c. Locations of all offices of the firm.
 - d. Number of employees of the firm.

RIHousing requests that the contact information provided in response to this subsection (1) be strictly limited to business addresses, telephone numbers, and email addresses to protect any personal information from being made available to the public pursuant to APRA.

Section B: Experience and Resources (Total word limit: 3500 words)

1. Describe your firm and its capabilities. In particular, support your capacity to perform the Scope of Work included as Attachment B herein.

2. Indicate which principals and associates from your firm would be involved in providing services to RIHousing. Provide appropriate background information for each such person and identify their responsibilities.

3. If applicable, please indicate the name of any subcontractors that would be involved in providing services to your firm and to RIHousing. Provide appropriate background information for each person or entity, identify the person's responsibilities and outline their capabilities.

4. Provide a detailed list of references, including a contact name and business telephone number for organizations or businesses for whom you have performed similar work.

5. Identify individuals in your firm with multi-lingual skills, who are available to assist with communication in languages other than English. Please identify the language(s).



- 6. Describe your firm’s information security systems and the steps that your firm takes to safeguard client communication, confidential information, and client data. Include in your response whether your firm performs penetration testing, your firm’s encryption methods, and whether client data is stored onshore or offshore.

Section C: Fee Structure (Total word limit: 500 words)

The cost of services is one of the factors that will be considered in awarding this contract. The information requested in this section is required to support the reasonableness of your fees.

- 1. Please provide a cost proposal for providing the Scope of Work at Attachment B.
- 2. Provide an itemized breakdown of billing rates and hourly costs, list of key personnel and their hourly rates, reimbursable expenses, etc. for any services that may be requested in addition to the services previously described.
- 3. Please provide any other fee information applicable to the engagement that has not been previously covered that you wish to bring to the attention of RIHousing.

Section D: Affirmative Action Plan and Minority Owned Business/Women Owned Business

- 1. RIHousing encourages the participation of persons of color, women, persons with disabilities and members of other federally and State-protected classes. Describe your firm’s affirmative action program and activities. Include the number and percentage of members of federally and State-protected classes who are either principals or senior managers in your firm, the number and percentage of members of federally and State-protected classes in your firm who will work on RIHousing’s engagement and, if applicable, a copy of your Minority- or Women-Owned Business Enterprise state certification.

Section E: Miscellaneous (Total word limit: 1000 words)

- 1. Discuss any topics not covered in this RFP that you would like to bring to RIHousing’s attention.
- 2. Include any written agreements that you would like to bring to RIHousing’s attention, including but not limited to any memoranda of understanding and/or memoranda of agreement related to the Scope of Work identified in Attachment B, and any other written agreement related to said Scope of Work. Copies of said agreements may be submitted as part of the applicant’s proposal.



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Section F. Certifications

- All applicants must respond to and provide documentation as outlined in the Request for Proposals Submission Certifications at Attachment A.

EVALUATION AND SELECTION

A selection committee consisting of RIHousing employees will review all proposals that meet the requirements set forth in the “Instructions” section of this RFP and make a selection based on the following factors:

- Professional capacity to undertake the Scope of Work (as evaluated by reference in Section B: Experience and Resources);
- Proposed fee structure (as evaluated by reference in Section C: Fee Structure);
- Ability to perform within time and budget constraints (as evaluated by reference in Section B);
- Evaluation of proposed project approach (as contained in the Attachment B-Scope of Work. Section B);
- Previous work experience and performance with RIHousing and/or similar organizations (as provided in Section B: Experience and Resources, subsection 2 and 3);
- Recommendations by references (as provided in Section B: Experience and Resources, subsection 4);
- Firm minority status and affirmative action program or activities (as requested in Section D: Affirmative Action Plan and Minority Owned Business/Women Owned Business)
- Other pertinent information submitted.

By this RFP, RIHousing has not committed itself to undertake the work set forth herein. RIHousing reserves the right to reject any and all proposals, to rebid the original or amended scope of services and to enter into negotiations with one or more respondents. RIHousing reserves the right to make those decisions after its receipt of responses. RIHousing’s decision on these matters is final.

For additional information contact: Ben Darby, bdarby@rihousing.com



Attachment A

Requests for Proposals Submission Certifications

Please respond to **all** items below and include it in your response to this RFP. Be sure to include any additional information in the space provided or as an attachment as needed. Please ensure that any attachments refer to the appropriate item by name (i.e., “Conflict of Interest,” “Major State Decision Maker,” etc.)

Total word limit for Sections A and B: 500 words

Section A: Conflicts of Interest

1. Identify any conflict of interest that may arise as a result of business activities or ventures by your firm and associates of your firm, employees, or subcontractors as a result of any individual’s status as a member of the board of directors of any organization likely to interact with RIHousing. **If none, check below.**

None

2. Describe how your firm will handle actual and or potential conflicts of interest (*please include in your proposal or attach a sheet with this information*).

Section B: Litigation, Proceedings, Investigations

1. Identify any material litigation, administrative proceedings, or investigations in which your firm is currently involved. **If none, check below.**

None

2. Identify any material litigation, administrative proceedings, or investigations to which your firm or any of its principals, partners, associates, subcontractors, or support staff was a party, that has been finally adjudicated or settled within the past two (2) years. **If none, check below.**

None

Section C: Certifications

1. RIHousing insists upon full compliance with Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors. This law requires State Vendors entering into contracts to provide services to an agency such as RIHousing, for the aggregate sum of \$5,000 or more, to file an affidavit with the State Board of Elections concerning reportable political contributions. The affidavit must state whether the State



Vendor (and any related parties as defined in the law) has, within 24 months preceding the date of the contract, contributed an aggregate amount in excess of \$250 within a calendar year to any general officer, any candidate for general office, or any political party. **Please acknowledge your understanding below.**

I have read and understand the requirements of Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors.

2. Does any Rhode Island “Major State Decision-maker,” as defined below, or the spouse or dependent child of such person, hold (i) a ten percent or greater equity interest, or (ii) a Five Thousand Dollar or greater cash interest in this business?

For purposes of this question, “Major State Decision-maker” means:

(i) All general officers; and all executive or administrative head or heads of any state executive agency enumerated in § 42-6-1 as well as the executive or administrative head or heads of state quasi-public corporations, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, or chief of staff;

(ii) All members of the general assembly and the executive or administrative head or heads of a state legislative agency, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, or chief of staff;

(iii) All members of the state judiciary and all state magistrates and the executive or administrative head or heads of a state judicial agency, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, chief of staff or state court administrator.

Please indicate your response below.

Yes

If your answer is “Yes,” please identify the Major State Decision-maker, specify the nature of their ownership interest, and provide a copy of the annual financial disclosure required to be filed with the Rhode Island Ethics Commission pursuant to R.I.G.L. §§36-14-16, 17 and 18.

No



3. In the course of providing goods or services to RIHousing, the selected respondent may receive certain personal information specific to RIHousing customer(s) including, without limitation, customer names and addresses, telephone numbers, email addresses, dates of birth, loan numbers, account numbers, social security numbers, driver’s license or identification card numbers, employment and income information, photographic likenesses, tax returns, or other personal or financial information (hereinafter collectively referred to as the “Personal Information”). The maintenance of the Personal Information in strict confidence and the confinement of its use to RIHousing are of vital importance to RIHousing.

Please certify below that in the event your firm is selected:

- (i) any Personal Information disclosed to your firm by RIHousing or which your firm acquires as a result of its services hereunder will be regarded by your firm as confidential, and shall not be copied or disclosed to any third party, unless RIHousing has given its prior written consent thereto; and
- (ii) your firm agrees to take all reasonable measures to (a) ensure the security and confidentiality of the Personal Information, (b) protect against any anticipated threats or hazards to the security or integrity of the Personal Information, and (c) maintain reasonable security procedures and practices appropriate to your firm’s size, the nature of the Personal Information, and the purpose for which the Personal Information was collected in order to protect the Personal Information from unauthorized access, use, modification, destruction or disclosure; and
- (iii) when discarding the Personal Information, destroying it in a commercially reasonable manner such that no third party can view or recreate the information, electronically or otherwise.

These provisions, which implement the requirements of the Rhode Island Identity Theft Protection Act, R.I.G.L. § 11-49.2 et seq., will also be incorporated into the final contract with the selected respondent(s). In addition, if selected, your firm may be requested to provide a copy of its information security plan.

I certify that in the event our firm is selected, we will comply with the Personal Information and Security guidelines noted above.

4. Your firm’s president, chairman or CEO must certify below that (i) no member of your firm has made inquiries or contacts with respect to this RFP other than in an email or written communication to **Ben Darby at bdarby@rihousing.com** seeking clarification on the Scope of Work set forth in this proposal, from the date of this RFP through the date of your proposal, (ii) no member of your firm will make any such inquiry or contact until after August 30, 2024, (iii) all information in the proposal is true and correct to the best of your knowledge, (iv) no member of your firm gave anything of monetary value or promise of future



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employment to a RIHousing employee or Commissioner, or a relative of the same, based on any understanding that such person's action or judgment will be influenced, (v) your firm did not consult with RIHousing in connection with the development of this RFP, and (vi) your firm is in full compliance with Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors.

I certify that no member of our firm has made or will make any such inquiries or contacts; all information supplied is true and correct; no member of our firm has provided anything of value to influence RIHousing; and our firm is in compliance with applicable political contribution reporting.

President, Chairman or CEO (*print*): _____

Signature: _____

Firm Name: _____



Attachment B

Scope of Work

I. Services to be Provided

RIHousing is requesting proposals from qualified firms to provide services that will enhance the capacity and technical expertise of providers and stakeholders within the Homeless Response System in Rhode Island. Specifically, RIHousing aims to fund multiple capacity and technical assistance activities to improve the effectiveness of the Homeless Response System.

In addition, RIHousing is seeking proposals to engage a firm to provide technical assistance and one-on-one training to affordable housing developers with the goal of building additional expertise within the sector.

Firms interested in applying to more than one activity should submit separate proposals for each of the activities listed below.

(1) Homeless Response System Training and Grants Management:

The applicant will work closely with the Continuum of Care (CoC) Coordinator and CoC Planner to create a comprehensive set of training programs aimed at educating stakeholders within the Homeless Response System. This will include, but is not limited to the following:

- Training on foundational components of the Homeless Response System such as the Continuum of Care (CoC) grant and eligible project types, the Emergency Solutions Grant (ESG) and eligible project types, the Continuum of Care Governance Structure and responsibilities, the Coordinated Entry System (CES), and the Homeless Management Information System (HMIS). The foundational series will be geared toward a broad audience of Homeless Response System stakeholders.
- Additional in-depth training in the form of short 2–5-minute videos on more complex topics related to the foundational trainings. These trainings will supplement and answer more specific questions regarding the foundational topics. For example, within the foundational training on Permanent Supportive Housing, there may be a follow up video explaining Chronic Homelessness, and the documentation requirements needed to show chronicity.
- Developing strategies, trainings, and toolkits aimed at assisting stakeholders in connecting individuals within the Homeless Response System to housing solutions. This could include creating a comprehensive Housing Resource Toolkit, containing a list of housing opportunities and resources specific to Rhode Island.
- Grant Management training focused on the basics of effectively managing Federal and State homeless grants. Examples of topics to review include reporting (e.g: APRs, CAPER), federal management systems (e.g: ELOCCS), adhering to match requirements, the CoC amendment process, time and effort tracking, client assistance tracking, preparing invoices, and creating program policies and procedures. These training programs will be tailored to



organizations managing various Federal and State grants within the Homeless Response System.

(2) Homeless Response System Case Management Training:

The applicant will work with the Continuum of Care (CoC) Coordinator and CoC Planner to develop a series of best practices and trauma-informed case management training courses. The primary objective of these training courses is to enhance the delivery of services by homeless service providers. These trainings are also intended to advance the implementation of the Housing First Practices within the Homeless Response System, offering content beyond what is currently being offered. The trainings will be provided through in-person sessions and interactive virtual trainings, covering a range of topics, which include but are not limited to the following:

- Meaningful client engagement
- Effective housing problem solving conversations - how to have effective conversations with clients who are entering the system
- Housing focused case management
- Strategies for housing retention
- Addressing the intersection of mental health, substance use disorders, and homelessness
- Navigating the healthcare system in Rhode Island
- Housing stabilization services
- Leveraging community resources to help clients gain housing stability
- Eviction prevention
- Engaging with stakeholders (Examples of stakeholders include those who are criminally involved or have a criminal background, domestic violence survivors, survivors of trafficking, those with a history of substance use, LGBTQ+, families in the welfare system, youth, and those with lived homeless experience).

(3) Supportive Housing Development Technical Assistance:

The applicant will work with Rhode Island Housing staff to provide technical assistance to support community and developer efforts to effectively plan, develop, and operate supportive housing projects. This assistance will focus on community trainings and one-on-one assistance to aid housing partners in navigating the process of developing affordable housing with access to supportive services to prevent and end homelessness. The goal of this assistance will be to reduce the time it takes to obtain funding for supportive housing by improving the planning and development process.

Deliverables may include, but are not limited to:

- Assist developers in navigating diverse funding streams and their requirements
- Assistance with individualized supportive housing plans that include supportive service delivery strategies that can be used to apply for funding from multiple sources
- Assistance improving skills to operate existing supportive housing and developing new projects serving people who experience multiple barriers to housing



- Ensuring developers have clearly defined roles and responsibilities among their development, property management, and service delivery teams
- Assist developers to ensure they have a detailed supportive services plan for each project
- Assist developers to ensure their Tenant Selection Plan is optimized to best serve households who face multiple barriers to housing
- Assist developers to ensure they have an Eviction Prevention plan
- Assist developers to ensure effective operating policies and protocols between service providers and property management
- Assist developers on implementation plans for Housing First service delivery, which includes eviction prevention and harm reduction strategies

(4) Affordable Housing Developer Technical Assistance:

The applicant will work with affordable housing developers in Rhode Island to build capacity and expertise through one-on-one coaching. The applicant will work with affordable housing developers to put together high-quality proposals and development deals and will provide technical assistance to train staff and support developers efforts to effectively plan, develop, and operate affordable housing. The goal of this will be to add capacity to the system by offering additional training and coaching to ensure high-quality proposals, proformas, and development deals, improving the time it takes to get affordable housing projects funded and built.

If the applicant is proposing hiring a consultant to complete this activity, please list the potential consultant(s) in response to this RFP.

II. Project Schedule

Applicants should propose a training timeline, to include benchmarks/deliverables, in their proposal that corresponds to the term of the budget submitted. The earliest possible start date could be November 1, 2024, and all proposal timelines should end by December 31, 2025.

III. Budget and Payment Terms

Contractor may bill RI Housing for services completed on a monthly basis. At a minimum, invoices may be submitted on a quarterly basis. Payment shall be made to contractor no more than thirty (30) days from receipt of proper invoice.