

HOME FOR GOOD

ACCELERATING PERMANENT SUPPORTIVE HOUSING

Home For Good Funders Collaborative Request for Proposals



WEBINAR AGENDA

WHY ARE WE DOING THIS?

Background

Goals

WHAT ARE WE LOOKING FOR?

Concepts

Considerations

WHAT DO YOU NEED TO KNOW?

Awards Package

Application & Submission

WHAT DO YOU WANT TO KNOW?

How have we accelerated production?

We've proven and scaled tenant-based supportive housing

We've created a community-based delivery system for PSH

We've begun building the capacity of PSH developers

We've created a pre-development loan fund to triple the pipeline of PSH

We passed a bond measure to fund the pipeline with \$1B+

We've passed local and state legislation to streamline production

HOME FOR GOOD FUNDERS COLLABORATIVE

PRIVATE FUNDERS

Ahmanson Foundation
Aileen Getty Foundation
Annenberg Foundation
Anthony & Jeanne Pritzker Family Foundation
Ballmer Group
California Apartment Association
California Community Foundation
Cedars-Sinai
City National Bank
Conrad N. Hilton Foundation
CSH (Corporation for Supportive Housing)
Downtown Business Association
Enterprise Community Partners
Goldman Sachs
J.P. Morgan Chase
Jewish Community Foundation
John & Marilyn Wells Family Foundation
Kaiser Permanente
Mayor's Fund for Los Angeles
Pacific Western Bank
Penta Group
Real Change Movement
Rose Hills Foundation
Snak King Corporation
Southern California Edison
Southern California Gas Company
Susan & Eric Smidt/Harbor Freight Tools
Foundation
The California Endowment
The Carl and Roberta Deutsch Foundation
The Reissa Foundation
UniHealth Foundation
United Way of Greater Los Angeles
W.M. Keck Foundation
Watt Family Foundation
Weingart Foundation
Well Being Trust
Wells Fargo Foundation

PUBLIC FUNDERS

City of Bellflower
City of Burbank
City of Carson
City of Culver City
City of Long Beach
City of Los Angeles
City of Lynwood
City of Norwalk
City of Pasadena
City of Pomona
City of Redondo Beach
City of Santa Monica
City of West Hollywood
Corporation for National & Community Service
County of Los Angeles
First 5 Los Angeles
Housing Authority City of Los Angeles
Housing Authority County of Los Angeles
L.A. City Council, CD 14
L.A. City Council, CD 8
L.A. County Board of Supervisors, SD 2
L.A. County Board of Supervisors, SD 3
L.A. County Board of Supervisors, SD 4
L.A. County Board of Supervisors, SD 5
L.A. County Center for Strategic Partnerships
L.A. County Department of Health Services
L.A. County Department of Mental Health
L.A. County Department of Public Health
L.A. County Homeless Initiative
L.A. Homeless Services Authority
L.A. Housing and Community Investment Dept.
U.S. Department of Housing and Urban Development
U.S. Senator Dianne Feinstein
V.A. Greater Los Angeles Healthcare System

ACCELERATING PSH COMMITTEE

Alex Dawson (LISC)

Lynn Katano (LA CDC)

Ann Sewill (California Community Foundation)

Marc Tousignant (Enterprise Community Partners)

Chris Hubbard (California Community Foundation)

Maria Funk (LA County Department of Mental Health)

Chris Ko (United Way of Greater Los Angeles)

Myk'I Williams (LA County CDC/HACoLA)

Emily Bradley (United Way of Greater Los Angeles)

Nedda Ismaili (City National Bank)

Gary Painter (Homeless Policy Research Institute)

Neil Haltrecht (Business Leaders Task Force)

Iilir Lita (Mayor's Fund for Los Angeles)

Rosa Benitez (Weingart Foundation)

Jennifer Kim (LA County Homeless Initiative)

Tommy Newman (United Way of Greater Los Angeles)

Jim Ries (Craig Lawson & Co, LLC)

Tristina Sinopoli (CSH)

Kristin Aldana-Taday (Conrad N. Hilton Foundation)

Tunua Thrash-Ntuk (LISC)

FUNDING OPPORTUNITY GOALS

CREATIVE + MEANINGFUL: Invest in projects that are less expensive and built faster than conventional housing development, without sacrificing high-quality, sustainable property management and service delivery to meet the needs of high acuity tenants.

ACHIEVABLE: Support the success of promising supportive housing concept(s) that efficiently and effectively leverage public or private financing.

SCALABLE: Add a collective 500 units of supportive housing in LA County by supporting concepts which can be replicated and scaled to grow the housing pipeline.

PROJECT CONCEPTS

OPERATIONS/DESIGN

- 🏠 Shared living spaces with a minimum of one bedroom/one bath per person

LAND USE/ENTITLEMENT

- 🏠 "By right," small lot sizes/infill sites
- 🏠 Adaptive reuse of unoccupied structures (not subject to Wiggins Settlement or Ellis Act)
- 🏠 Reduced parking

CONSTRUCTION

- 🏠 Manufactured, pre-fabricated, factory-built
- 🏠 Alternative construction materials

FINANCING

- 🏠 Purchased turnkey development in which housing development project developed by a private entity and acquired by a developer for supportive housing

SURPRISE US!

TWO TRACKS

Public/Private Financing

Private Financing

MINIMUM ELIGIBILITY

PUBLIC/PRIVATE FINANCING

Develop a minimum of 50 supportive housing units (may be across multiple project sites) within 36 months from contract approval.

All projects must utilize the Coordinated Entry System (CES) for tenant selection.

Requires no more than the maximum subsidy amount allowed per projected public financing sources (e.g., LA City Prop HHH Housing Challenge and LA County Alternative Housing Models & NPLH NOFAs).

Commit to affordability covenants required by project's public funding sources.

Must have sufficient experience to meet minimum requirements OR request assistance from the Funders Collaborative to be matched with a sufficiently experienced partner.

PRIVATE FINANCING

Develop a minimum of 50 supportive housing units (may be across multiple project sites) within 36 months from contract approval.

All projects must utilize the Coordinated Entry System (CES) for tenant selection

Projected total development cost lower than \$400,000/unit.

An affordability covenant is not required.

Proposers of all experience levels are eligible to apply.

COMPETITIVE CRITERIA & CONSIDERATIONS

EFFICIENCY

- 🏠 Propose a project or concept that goes beyond minimum unit production required. Outline a construction timeline that will be complete within 24 months, as required for LA City's \$120M Prop HHH Housing Challenge and LA County's Alternative Housing Models NOFA.

EFFECTIVENESS

- 🏠 Demonstrate a project design and operations that primarily supports homeless clients with serious mental illness, as required for LA County's Alternative Housing Models & NPLH NOFAs.
- 🏠 Commit to a 55-year affordable land covenant

FEASIBILITY & SCALABILITY

- 🏠 Showcase a creative concept that reduces per unit public subsidies well beyond maximum allowable levels and/or introduces sustainable/scalable uses of private financing and alternative equity.
- 🏠 Incorporate experienced supportive housing developer in design team.

AWARDS PACKAGE

In-Kind Support

Grant Funding Support

Private Loans Consideration

PHASED PRE-DEVELOPMENT FUNDS

Up to \$250,000

- 🏠 Project staffing/consulting (Up to \$150,000)
- 🏠 Financing Feasibility Modeling/Capital Formulation
- 🏠 Land Use/Acquisition Modeling

RECOVERABLE GRANTS

Up to \$250,000, and no more than 50% of unsecured deposit total

- 🏠 Site acquisition deposits
- 🏠 Deposits needed for pre-fabricated, modular, or factory-built housing orders, not covered through other sources such as the Mayor's revolving loan fund
- 🏠 Small loans that are unsecured by real estate or over loan to value lending

AND MORE...

LETTER OF SUPPORT

LENDER/LOAN COORDINATION

TECHNICAL ASSISTANCE

PARTNERSHIP MATCHMAKING

COMMUNITY ENGAGEMENT WITH EVERYONE IN

APPLICATION

Applicant Cover Sheet

Concept Narrative

Financial Template

Timeline Template

SUBMISSION

Applicants may submit applications for review between Tuesday, March 26 – Thursday, March 28 by email to rfp@unitedwayla.org. No applications will be accepted prior to this submission period.

No hard copy proposals or proposals submitted after the close date will be accepted.

All document should be submitted in their original format (i.e., Word, Excel) to support the review process.

APPLICATION SUPPORT

FREQUENTLY ASKED QUESTIONS UPDATED REGULARLY AT
GRANTSEEKERS PAGE

OPEN HOUSE ON MARCH 26

EMAIL QUESTIONS THROUGH MARCH 27

TIMELINE

03/04/2019 APSH RFP Released

03/12/2019 Home For Good RFP Webinar

03/26/2019 Applicant Open House @ 2-4 pm

03/27/2019 Last Day to Submit Questions

03/26-03/28 Proposal Submission Period

Mid-April Award Announcements

PUBLIC FUNDING

HHH Housing Challenge

County Alternative Housing Models

No Place Like Home

**WHAT DO YOU
WANT TO KNOW?**