

Procurement Modernization and Redevelopment Update

February 2020

Agenda

- Procurement Overview
- Procurement Modernization and Redevelopment Project
- December 2019 Procurement Process Development Survey Results
- Timeline
- Q&A

What is Procurement?

The act of finding, acquiring, buying goods, services or work from an external source, often via a competitive bidding process.



How to Qualify for LAHSA Funding

Two-Phase Process

Phase I: Request for
Statement of Qualifications*

Phase II: Request for
Proposals

**Government agencies do not need to be RFSQ-certified to apply for LAHSA funding opportunities.*

Minimum RFSQ Requirements

1. Nonprofit organization - 501 (c)(3)
2. Good standing in the state of California
3. Financial stability and comply with employment laws
4. Generally Accepted Accounting Principles (GAAP) compliance
5. At least two years of experience providing services to people experiencing homelessness or housing services
6. LAHSA contract compliance (if applicable)

Potential Funding Sources Available Through LAHSA



County of Los Angeles General Funds



County of Los Angeles Measure H Special Fund



City of Los Angeles General Funds



City, County, and State Emergency Solutions Grant (ESG) Funds



City Community Development Block Grant (CDBG) Funds



Department of Public Social Services (DPSS) and Department of Children and Family Services (DCFS) Funds Received from the County



State of California Homeless Emergency Assistance Program (HEAP) Funds




U.S. Department of Housing and Urban Development (HUD) Continuum of Care (CoC) Funds

Procurement Modernization and Redevelopment Project

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LAHSA PROCUREMENT MODERNIZATION AND REDEVELOPMENT PROJECT

**Dates are subject to change.*



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BACKGROUND

Historically, the Los Angeles Homeless Services Authority (LAHSA) has re-procured homeless services funding every three years. At the end of the procurement cycle, contracts end, and agencies must reapply to continue providing services, sometimes resulting in critical changes in service providers across regions of the funded system. An abrupt change of service provider can disrupt the system and have a negative impact in the community, as current providers have established relationships in the community, employed staff, and often have entered into longterm leases on facilities. Simultaneously, LAHSA has a stated goal of broadening the provider base.

RELATED

-  2020 Safe Parking Program RFP
-  LAHSA Procurement Schedule*

<https://www.lahsa.org/news?article=649-lahsa-procurement-modernization-and-redevelopment-project&ref=funding>

Key Takeaways from Research

LAHSA had conversations with other Cities, Counties, CoCs and innovators to gather ideas for our redesign.

New York

- Longer Contract Terms
- Open RFP for Qualifications
- Larger Advance Payments

Orange County CoC

- Request for Applications process to select qualified providers
- RFPs do not have a funding amount
- Qualified providers receive a "master contract" and services are added to the contract

Multnomah County

- 2-Stage Request for Qualifications process
- Contract negotiations after qualification

City of Seattle

- 2-Stage Request for Qualifications process
- Qualified providers are invited to apply for funding for specific components

December 2019 Procurement Process Development Survey

- In recent years, the amount of funding and number of unique program components administered by LAHSA has grown exponentially but the procurement policy has remained largely the same.
- Currently, our process is to have all contracts of a particular program component expire at the same time and requires service providers to compete for new or continued funding.
- Recognizing that the current process may not be the most efficient for a variety of reasons, LAHSA now has the opportunity to re-imagine its methodology and is seeking feedback on the ways in which funds are distributed among service providers.

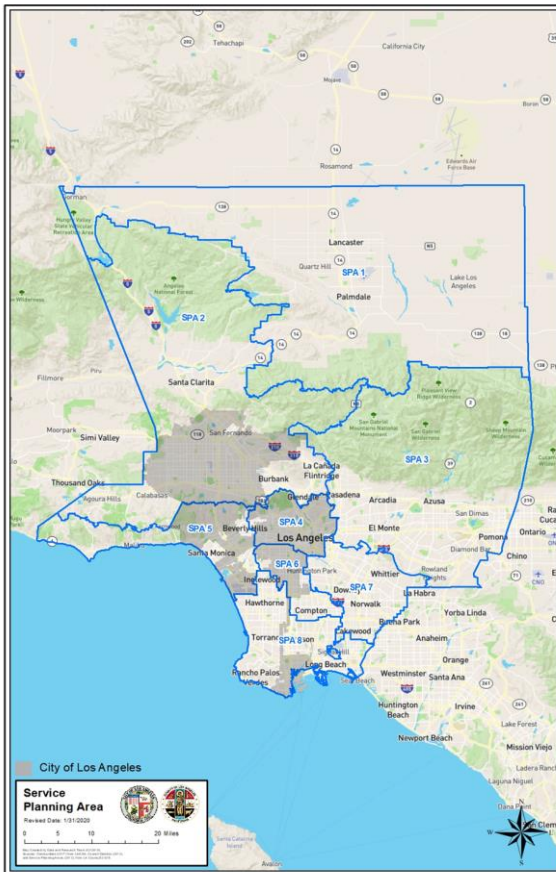
December 2019 Procurement Process Development Survey

- LAHSA is committed to infusing the use of equity* throughout all aspects of the LA CoC to be in alignment with the recommendations compiled in the final reports from the [Ad Hoc Committee on Black People Experiencing Homelessness](#) and the [Ad Hoc Committee on Women and Homelessness](#).
- The results of the survey will help LAHSA re-design its procurement process with the goal of strengthening CES.

****LAHSA is part of the Government Alliance on Race and Equity (GARE), a national network working to achieve racial equity and advance opportunities for all.***

Survey Results Demographics

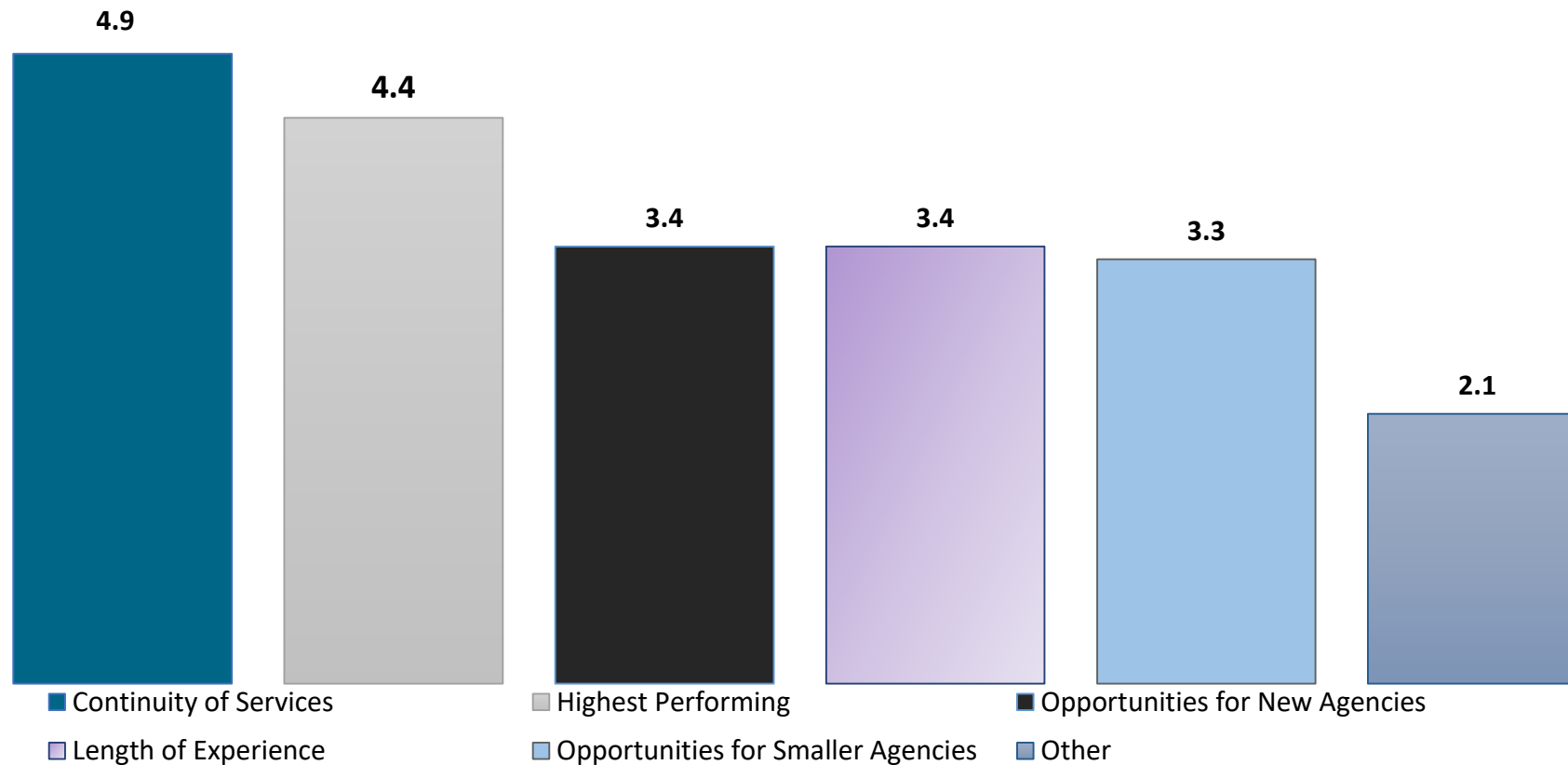
Percentage of Survey Respondents by Service Planning Area (SPA)



- SPA 1 (Antelope Valley): 3.7%
- SPA 2 (San Fernando Valley): 18.5%
- SPA 3 (San Gabriel Valley): 7.4%
- SPA 4 (Metro Los Angeles): 33.3%
- SPA 5 (West Los Angeles): 7.4%
- SPA 6 (South Los Angeles): 14.8%
- SPA 7 (East Los Angeles County): 5.6%
- SPA 8 (South Bay/Harbor): 9.3%

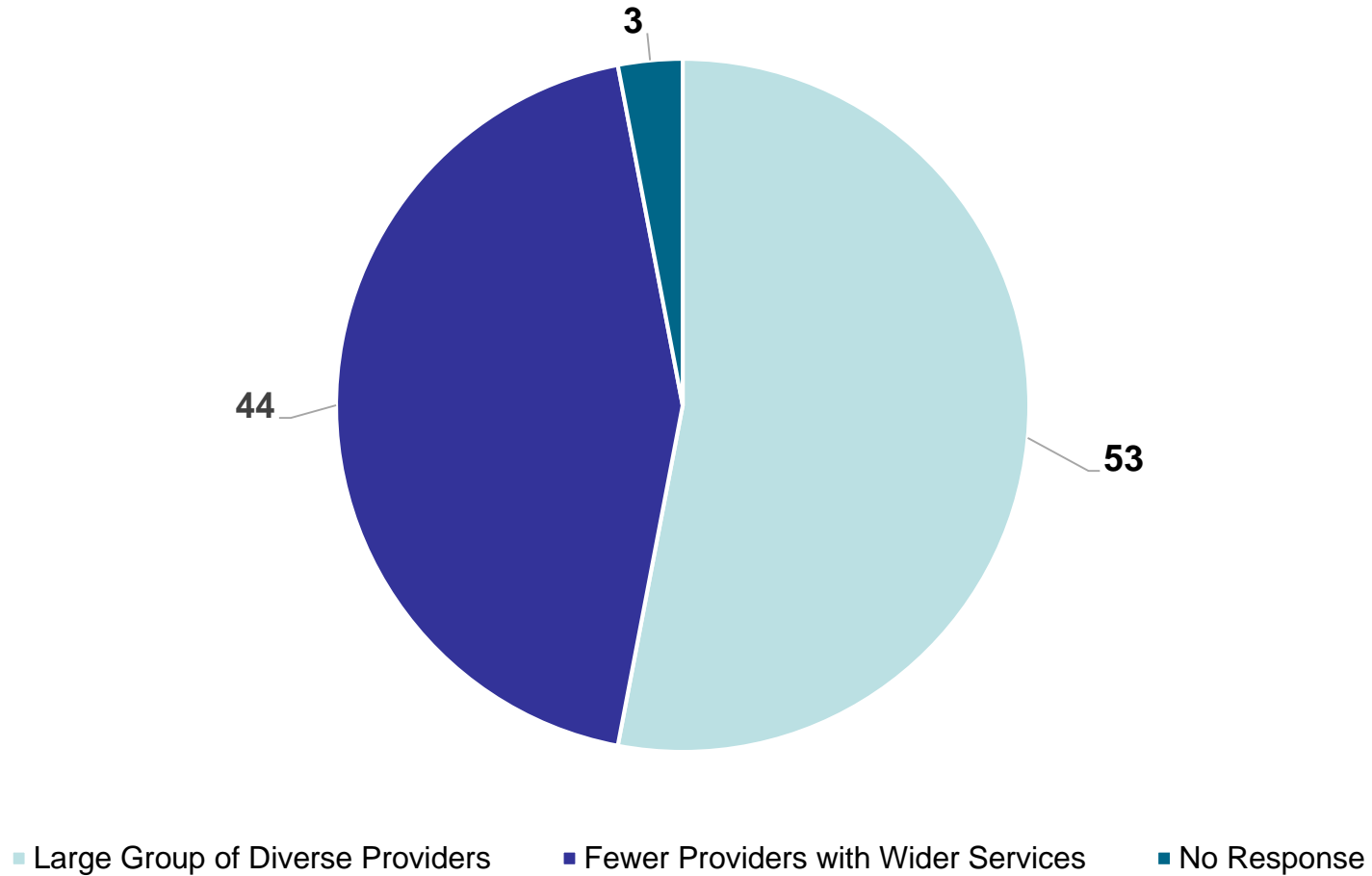
Survey Results

Q2: What should be the highest priorities for LAHSA's procurement process? Please rank in order of importance.



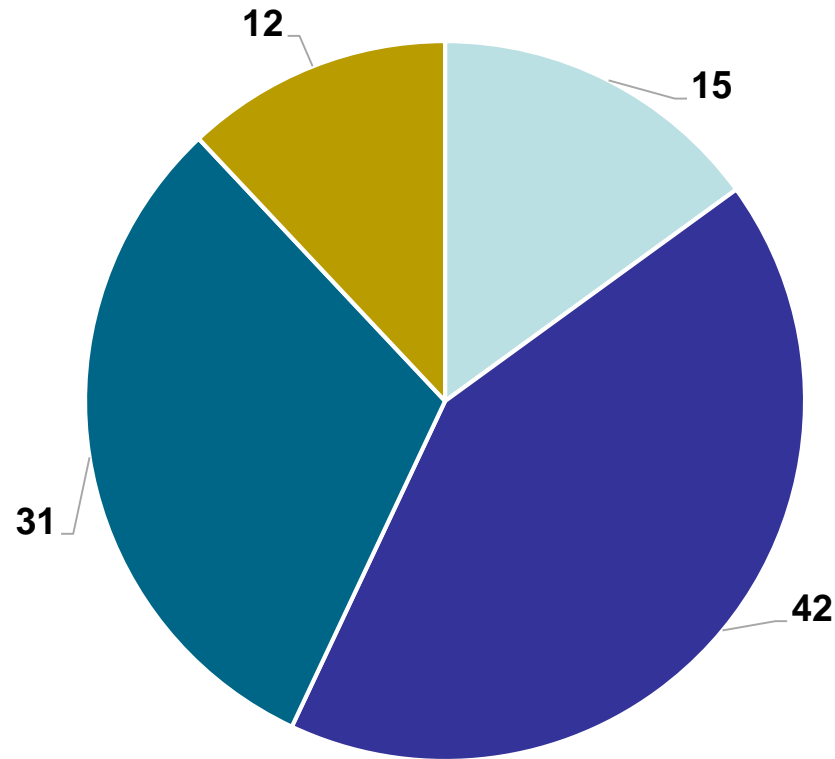
Survey Results

Q3: Which statement do you agree with more?



Survey Results

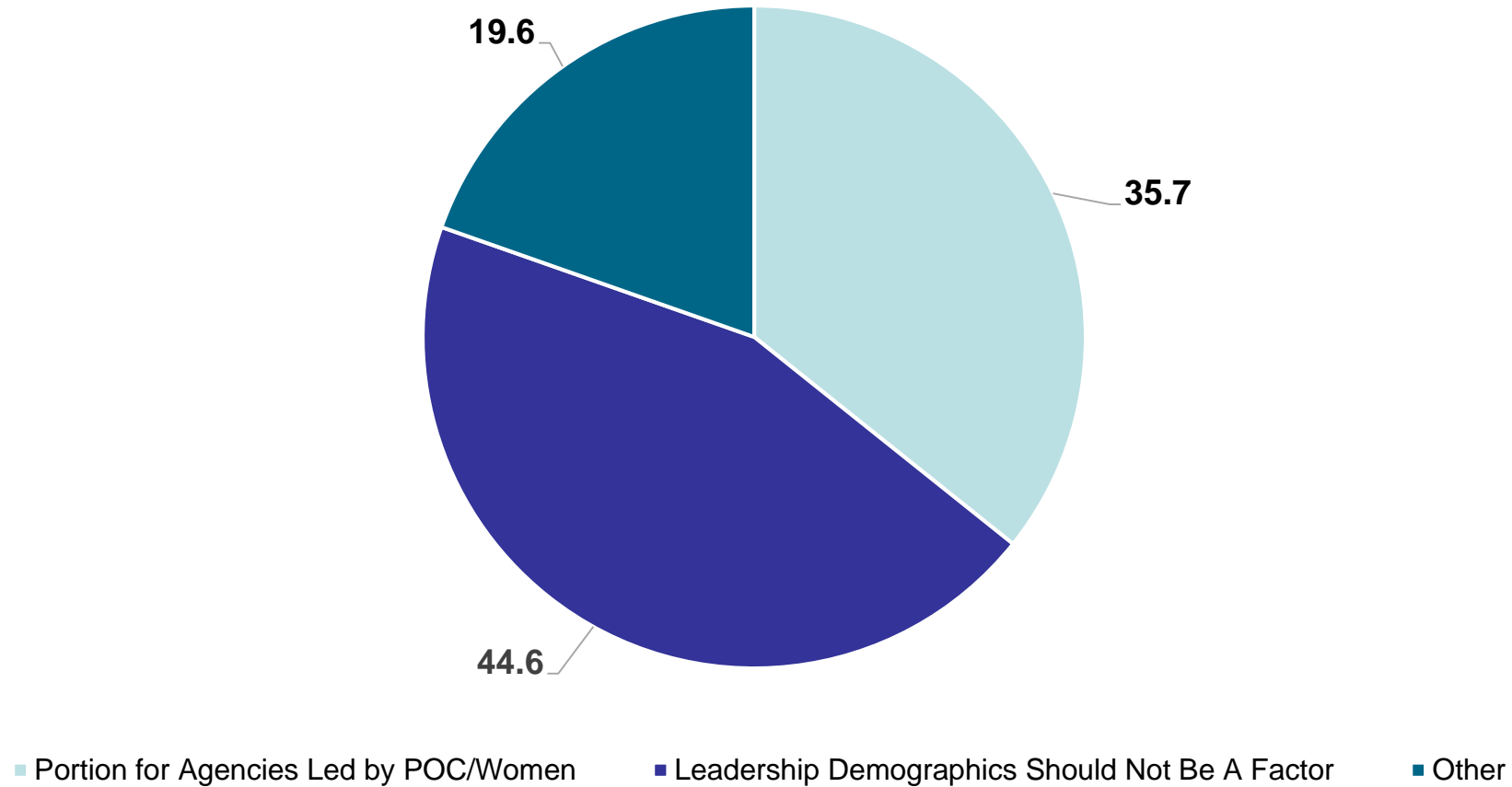
Q4: What additional opportunities should LAHSA provide for agencies with smaller operational budgets to help them be more competitive?



■ Portion of Funds for Agencies with Smaller Budgets ■ Develop Subcontractor Program ■ Budget Size Should Not Be a Factor ■ Other

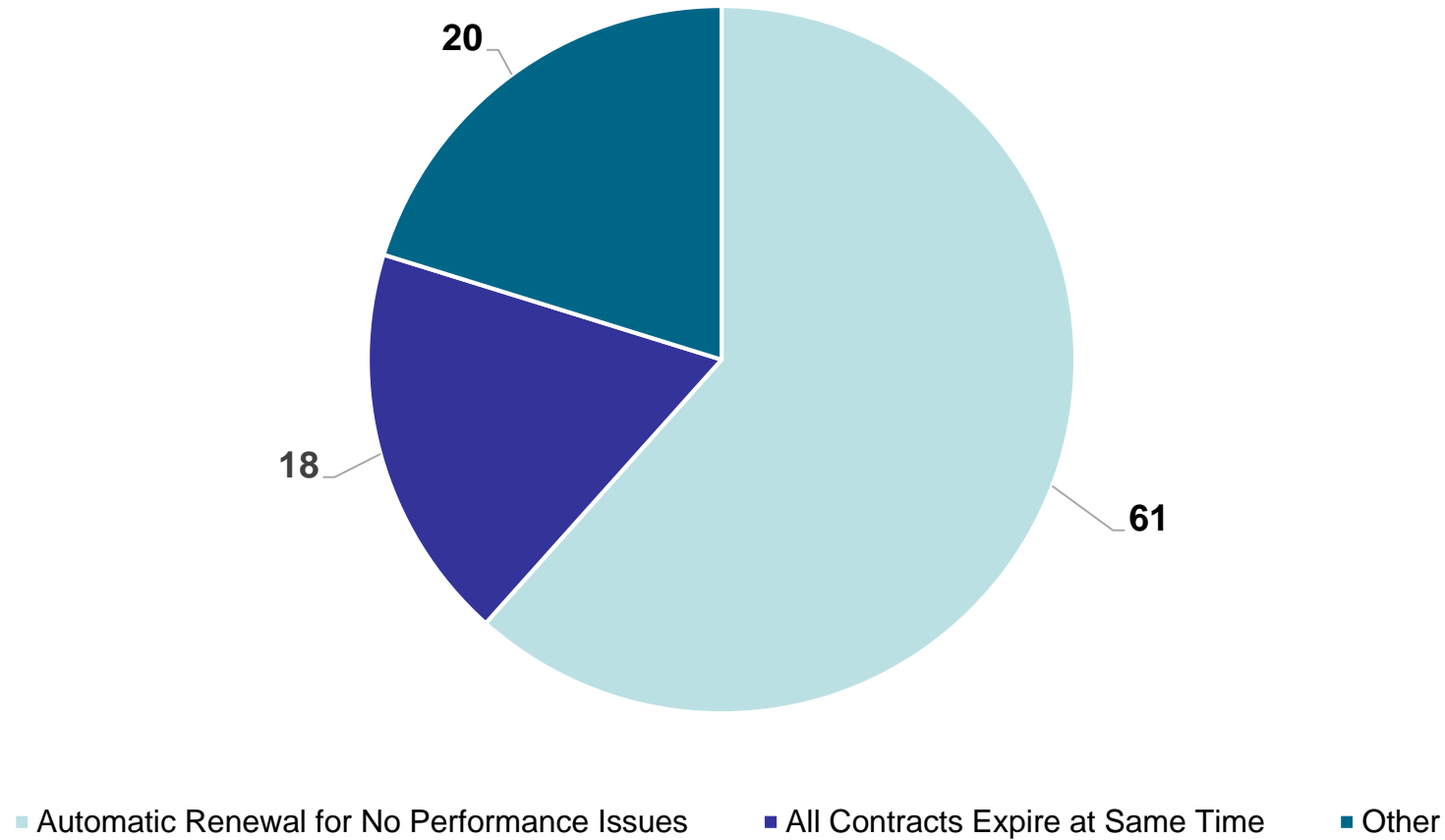
Survey Results

Q6: What additional opportunities should LAHSA provide for agencies led by minorities/women?



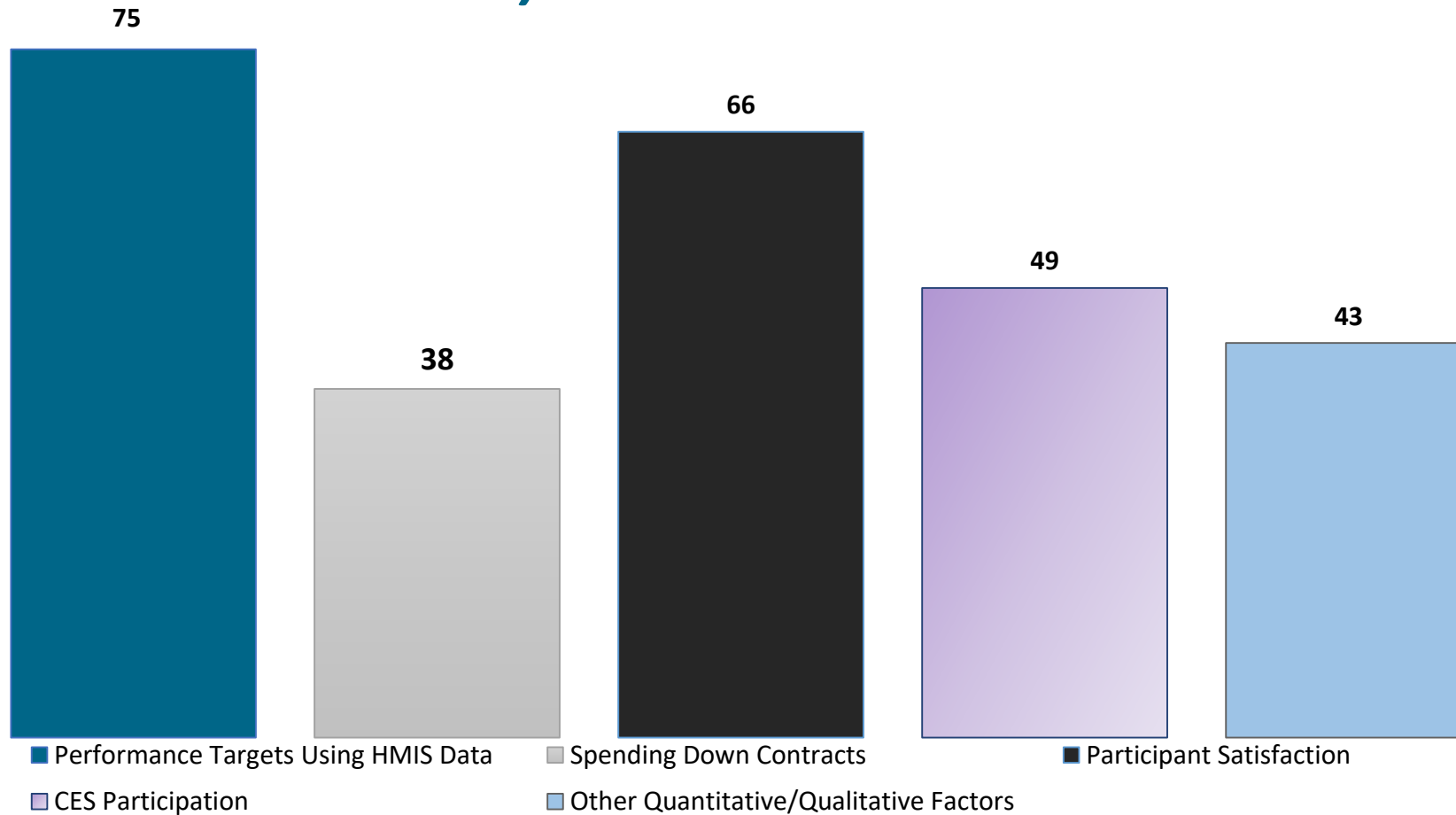
Survey Results

Q7: Which scenario best explains how you think providers should re compete for existing contracts?



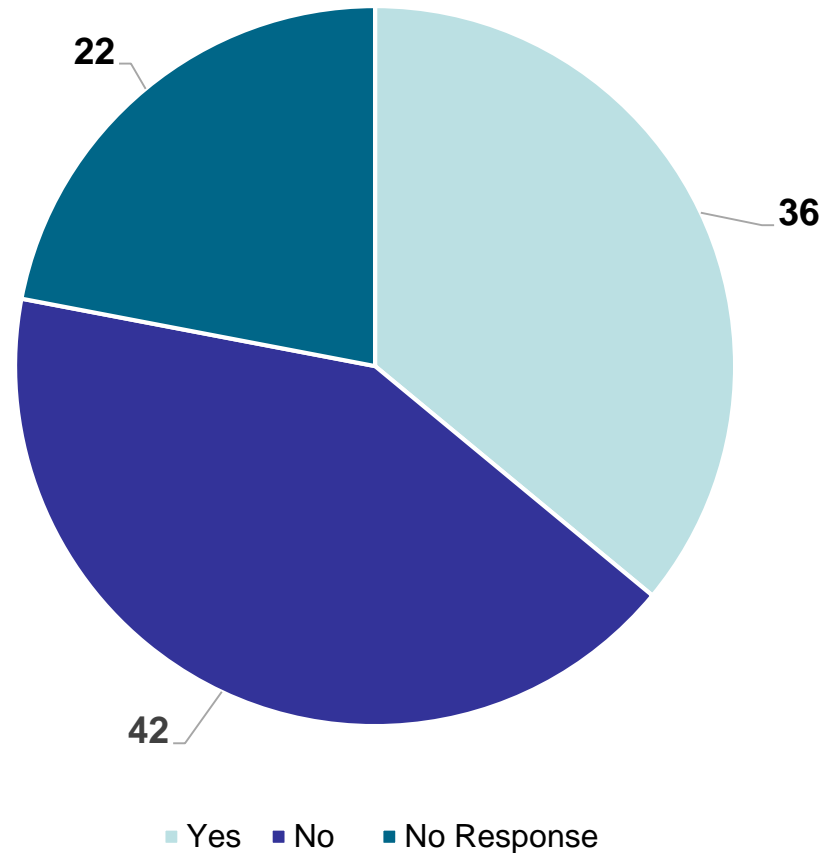
Survey Results

***Q8: What methods should LAHSA use to determine performance?
(You may select more than one)***



Survey Results

Q11: Are there parts of LAHSA's current process that act as barriers to nonprofits that are led by women and people of color?



Survey Results

Q12: What else should LAHSA keep in mind when designing the procurement method?

- RFPs should contain more details about program requirements
- Encourage collaborative proposals
- Investigate “fee for service” model
- Keep client satisfaction in mind
- Utilize a separate method for smaller agencies
- Consider longer timeline for proposers’ conferences and RFP application deadlines
- Economies of scale, professionalism of agency’s management staff and previous history of getting people housed for one year or more

Timeline*

- Phase 1: Exploration and Feedback (December 2019 – March 2020)
- Phase 2: Finalize Methodology (April – May 2020)
- Phase 3: Prepare Stakeholders and LAHSA Infrastructure (August – December 2020)
- Phase 4: Initial Implementation (January – July 2021)
- Phase 5: Optimization and Iterative Enhancements (August – November 2021)

**Dates are subject to change.*

Questions



Connect with LAHSA Procurement

Email the LAHSA Procurement Unit:
fundingopportunities@lahsa.org

Visit the LAHSA Funding Center:
<https://www.lahsa.org/funding>