

Questions and Answers for ITN 2020-05 Needs Assessment for Homeless/Special Needs Households

Q: Section Four, Item C, Goals and Deliverables, states there are “four” areas of need, but only lists three (3) areas of need to be included in the cost estimates; please confirm the deliverable is for only the three (3) areas listed.

A: There are only three (3) areas of need.

Q: There are a number of references to breaking out the needs assessment ‘by region.’ To better understand potential stakeholders and data stewards, has Florida Housing completed similar activities where specific regions in the state were defined? If so, what are the designated or anticipated regions?

A: If regions are used, Florida Housing believes it would be most useful to set regions according to section 420.5087(1), Florida Statutes, which calls for funding to be split into small, medium and large counties based on population:

- (a) Counties with a population of 825,000 or more;
- (b) Counties with a population of more than 100,000 but less than 825,000; and
- (c) Counties with a population of 100,000 or less.

Q: Based on the details within Section Four, Scope of Services, there is an indication that HUD HMIS/PIT data could be used for parts of the assessment; what other data besides HUD/PIT is available, and what is FHFC’s role in facilitating access to data outside homeless system that would provide a more granular description of housing need?

A: Florida Housing expects Respondents to provide a plan for the project, but anticipates working in a partnership with the Contractor chosen for this project. In the ITN, Section Six, Item E.2. specifies what Respondents must provide to Florida Housing:

Submit a detailed and specific work plan for this project. Define phases, milestones, activities, tasks, task duration, deliverables, task dependencies, and proposed timeline. Detail the key sources of data to be used for the needs assessment and financial modeling described in Section Four, Scope of Services, of this ITN. Any requirements for implementation by Florida Housing staff shall be clearly stated in the project plan. List any data sharing agreements that will be needed; whether the Respondent already has any of these agreements in place; and/or how the Respondent plans to expedite the creation of such agreements.

Q: In Section Four, under Item D.2, Projection of Need, please define what is meant by “total number of households that need funding support to assist in overcoming cost barriers into housing.” Is this a unique population or does it represent households in need of supportive housing as well as move in assistance?

A: Neither. Stringent rental qualifications and background checks, as well as application fees and security deposits, are typically used by landlords to allow them to choose only those individuals who will be model tenants. This is true for both market rate

and affordable rental properties and may also occur in Permanent Supportive Housing. Due to their low incomes, special needs or disabilities, many homeless and lower income renters, have less than ideal qualifications that prevent them from passing strict leasing qualifications set by landlords. For this particular projection of need, Florida Housing is looking for an assessment of how many households out of the populations being studied in this project will likely need monetary assistance with the various costs associated with moving in to both Affordable Housing and Permanent Supportive Housing.

Q: Does the modeling require only 100% development based supportive and affordable housing or should the analysis also include rental assistance only models?

A: The modeling will not include rental assistance only models.

Q: Should it be determined the needs assessment can be optimized via subcontracting an external partner, what is the required process and related time frame to negotiate an agreement with FHFC?

A: Florida Housing expects the Respondent contracted with for this project to carry out the majority of the project work; however, we are willing to consider the Respondent's engagement of a subcontractor. Respondents expecting to need the services of a subcontractor should provide as part of their SQSOs what they will use a subcontractor to do and their proposed process and timing for bringing on a subcontractor. Florida Housing will have final approval of any subcontractors proposed by a Respondent. Respondents will have full responsibility for all deliverables and timeframes associated with this project.

Q: Will FHFC hold a pre-proposal webinar or additional information session prior to the deadline for the SQSO submissions?

A: No.