CITY OF OAKLAND

December 13, 2023

January 24, 2024

Homekey 4 + R2H2

City of Oakland
Request for Proposals

AGENDA

1. Introduction of City and County Staff
2. RFP Presentation
3. Question & Answer Session

INTRODUCTION OF STAFF

- City of Oakland Department of Housing & Community Development
- City of Oakland Department of Planning & Building
- Alameda County Office of Homeless Care & Coordination

INTRODUCTION

With this Request for Proposals (RFP), the City of Oakland Department of Housing and Community Development is **seeking proposals for permanent, transitional, and/or interim affordable housing for individuals and households experiencing homelessness.**

INTRODUCTION

- **This RFP** will consider proposals for Homekey Round 4 (if the State releases a Round 4 NOFA) **and** for the new Rapid Response Homeless Housing (R2H2) Program.

- If there is no Homekey Round 4, then all applications will be considered through the R2H2 program.

- If a proposal is not suitable for Homekey, or can move forward quickly without Homekey funds, it will be considered through the R2H2 program.

- The R2H2 program will review applications throughout the year, creating a R2H2 pipeline.

`HOMEKEY

HOMEKEY

The State's Round 4 Homekey NOFA is expected to be released in Spring 2024.

Like the 2022-2023 round, we expect that CA HCD will accept applications on a continuous, over-the-counter basis until available funds are exhausted.

HOMEKEY

Through this RFP, the City will select projects and sponsors to co-apply to the State Homekey NOFA, once released.

Based on prior Homekey NOFAs, the City will be the lead applicant to the State Homekey program and the sponsor will be the co-applicant.

HOMEKEY

Until a Round 4 Homekey NOFA is released, interested sponsors should refer to the Round 3 NOFA Guidelines issued by the State of California on March 29, 2023.

https://www.hcd.ca.gov/sites/default/files/docs/grants-and-funding/homekey/Homekey-Round-3-Notice-of-Funding-Availability.pdf
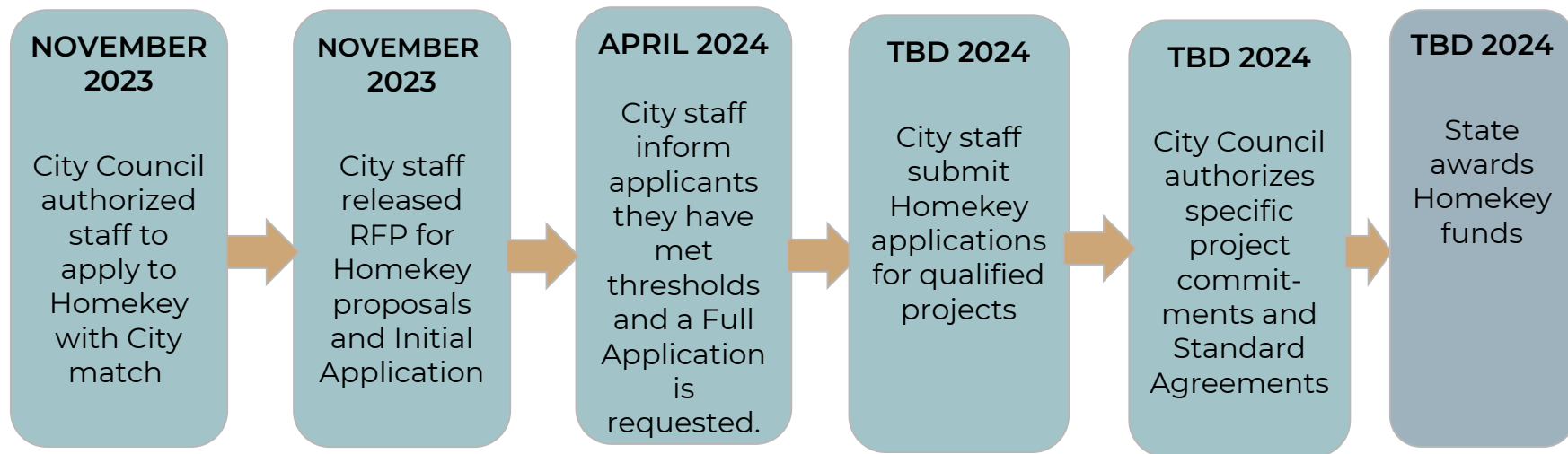
HOMEKEY

Homekey Round 3 Application Process

JULY 2022

City Council authorized staff to apply to Homekey with City match commitments

→

OCTOBER 2022

City staff issue RFP for Homekey proposals

→

APRIL 2023

City staff submit Homekey applications for qualified projects

→

NOVEMBER 2023

City Council authorized specific project commitments and Standard Agreements

→

WINTER 2023 - 2024 (TBD)

State awards Homekey funds

HOMEKEY

Homekey Round 4 Application Process

NOVEMBER 2023	NOVEMBER 2023	APRIL 2024	TBD 2024	TBD 2024	TBD 2024
City Council authorized staff to apply to Homekey with City match	City staff released RFP for Homekey proposals and Initial Application	City staff inform applicants they have met thresholds and a Full Application is requested.	City staff submit Homekey applications for qualified projects	City Council authorizes specific project commit-ments and Standard Agreements	State awards Homekey funds

HOMEKEY Round 1 Awards

Clifton Hall

- Repurposed college dormitory for over 100 residents
- 20 units for family shelter and 40 units for homeless seniors
- Shared kitchens on each floor

Inn at Temescal

- Repurposed motel
- 21 units for homeless veterans
- Shared kitchen and common space in repurposed lobby

BACS Scattered Sites

- 15 single family homes
- 80+ rooms for individuals who are homeless
- Shared kitchens and bathrooms

HOMEKEY Round 2 Awards

Piedmont Place

- Repurposed motel
- 44 units for chronically homeless
- Shared common space

Inn by the Coliseum

- Repurposed motel
- 30 units for homeless and 6 for chronically homeless
- Kitchenettes in rooms
- Shared common space

Kingdom Builders Transitional Housing
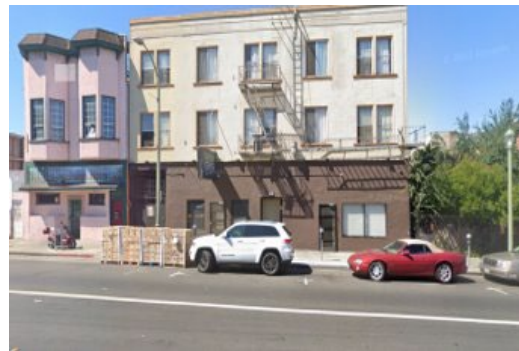
- Repurposed motel
- 34 transitional units for homeless youth & individuals who are formerly incarcerated
- Shared common space

CITY OF OAKLAND RAPID RESPONSE HOMELESS HOUSING PROGRAM "R2H2"

R2H2 Program

- The Rapid Response Homeless Housing Program, known as "R2H2," is a new City program designed to vet and support projects serving people experiencing homelessness in an expeditious manner, on a year-round basis.

- The R2H2 Program was adopted by the City Council at its November 7, 2023 meeting.

- The R2H2 program will create an ongoing pipeline of homeless housing projects. As new funding opportunities arise, staff will move quickly to advance new projects throughout the year.

R2H2 Program

- The R2H2 Program is being launched at the same time as the Homekey Round 4 RFP through a single application process.

- If proposals are ready to move forward without Homekey funding or are unsuitable for Homekey, they may be awarded City funds under the auspices of R2H2.

- If there is no Homekey Round 4 NOFA, the R2H2 Program will move forward independently.

R2H2 Program

- Applicants are vetted first to see if they meet threshold requirements; those that do will be invited to complete a full application.

- Proposals that don't meet threshold requirements will remain in the City's R2H2 pipeline and City staff can assist Applicants in the following ways:

  - ✓ Assist in identifying ways that thresholds can be met
  - ✓ Guidance on partnerships that would help advance the proposal
  - ✓ Suggestions for how to build the organization's capacity

CITY OF OAKLAND HOMEKEY AND R2H2 REQUEST FOR PROPOSALS

2022 RFP VS. 2023 RFP

PHASED APPLICATION PROCESS	INITIAL APPLICATION – meet thresholds FULL APPLICATION – competitively scored
HOMEKEY & NO HOMEKEY OPTIONS	Projects not suitable for Homekey, or that can move forward quickly without it, will be considered.
CREATES AN ONGOING PIPELINE OF PROJECTS	Applications can be submitted throughout the year and will become part of the City's pipeline. *(However, to be eligible for Homekey Round 4, applications must be received by **Feb. 29th**.)*
ONLINE APPLICATION	Applications are submitted through a database system that is accessed through an online portal.

APPLICATION PROCESS

With Homekey 4 NOFA Release
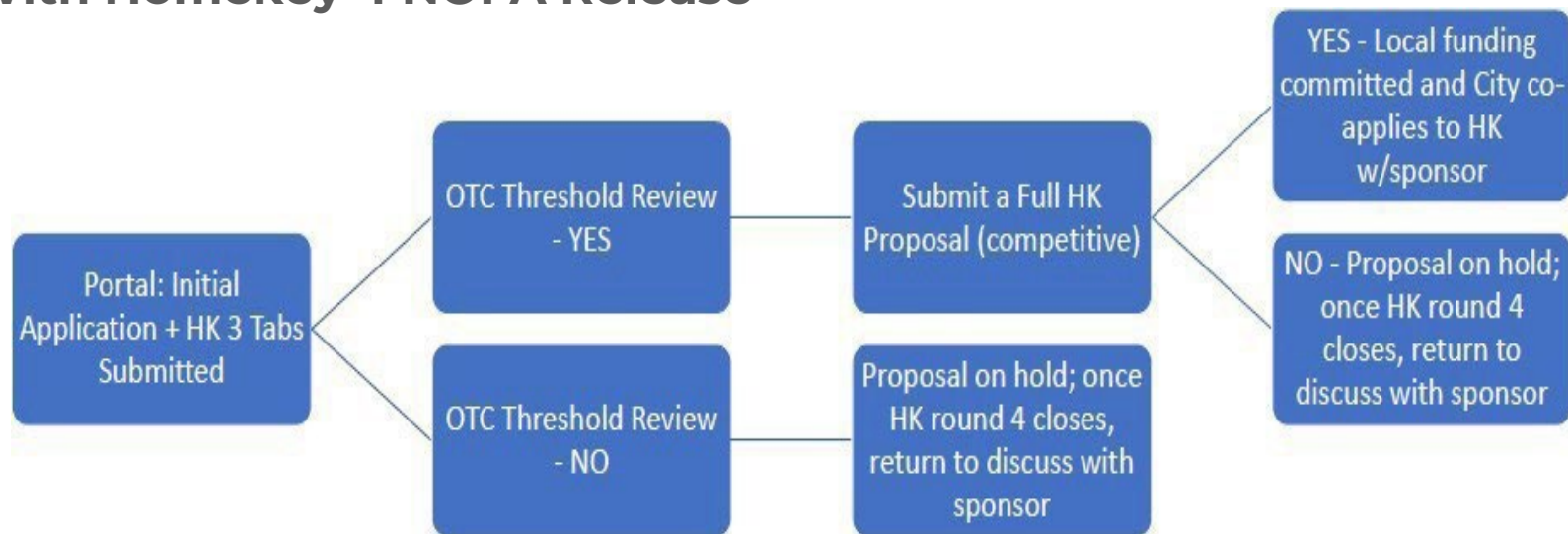
APPLICATION PROCESS

Without Homekey 4 NOFA Release

Portal: Initial Application & HK 3 Tabs* Submitted

OTC Threshold Review - YES → **Submit a Full Proposal (competitive)** → **YES - Local funding committed** / **NO - Project placed in pipeline; work on improving competitiveness**

OTC Threshold Review - NO → **Staff Works with Sponsor to meet thresholds** → **Once meet threshold, submit a Full Application** / **If infeasible must re-apply through portal once able to meet threshold**

* at present using HK 3 wkbook tabs, but eventually will have City's own additional application form for financial info

RFP TIMELINE

State makes award determinations for applications through NOFA process

City Homekey RFP responses due via City website application portal

City of Oakland Homekey & R2H2 RFP released

City selects Sponsors to submit Homekey applications to State.

RFP Pre-Application Sessions

State Homekey NOFA released

City requests Full Applications

NOV. 30, 2023	DEC. '23 & JAN. '24	FEB. 29, 2024	APRIL 2024	SPRING 2024	TBD SPRING 2024	SUMMER – FALL 2024

ROLLING INTAKE and REVIEW of Non-Homekey Proposals

INITIAL APPLICATION PHASE
(subject of this RFP)

- Initial applications will be assessed to determine if they meet **threshold requirements** (such as site control, sponsor experience, and identification of funding).

- Once an initial application is determined to meet threshold requirements, the applicant will be invited to submit a Full Application.

INITIAL APPLICATION PHASE

Initial Application Submission Components

- Application Form (accessed through CDS online portal)

- Homekey Round 3 application workbook tabs

- Timeline

- Signed City Certifications

INITIAL APPLICATION PHASE

THRESHOLD REQUIREMENTS

1. Site control
2. Sponsor experience
3. Project completion with 12 months of City award of funds
4. Project serves the target population
5. Financial plan submitted using Homekey 3 application workbook tabs
6. No permanent relocation
7. Signed City certifications

1. Site Control

Defined by Homekey Round 3 NOFA, Section 300.viii.a. - f.

a) Fee title
b) Leasehold interest
c) Leasehold estate held by a Tribal Entity
d) Executed disposition and development agreement
e) Sales contract
f) Letter of intent

Any of the above must not be contingent on the approval of another party.

2. Sponsor Experience

DEVELOPER/OWNER	Completed project similar in scope & size OR at least 2 affordable rental housing projects in the last 10 years with at least one unit housing target population.
PROPERTY MANAGER	Three of more years of property management experience serving the proposed target population.
SERVICE PROVIDER	Demonstrated experience providing services to proposed target population.

3. Timeline to Complete Project

- Must demonstrate that project can be completed within 12 months of award of city funds.

- In addition, all project must be fully occupied (with an average 10% vacancy rate at any given time) within 90 days of construction or rehabilitation completion.

4. Project Serves Target Population

Target Population is defined by Homekey Round 3 NOFA Article VII.xl

"Target Population" means individuals and families who are experiencing homelessness or are At Risk of Homelessness, as defined at HSC section 50675.1.3, subdivision (l), and who are inherently impacted by or at increased risk for medical diseases or conditions due to the COVID-19 pandemic or other communicable diseases."

5. Complete Financial Plan

The following tabs of the Homekey Round 3 application workbook must be filled out:

- Unit Mix
- Development Budget
- Development Sources
- Award, Match, and Revenue
- Operating
- Cash Flow

6. No Permanent Relocation

No permanent relocation can result from the project.

7. City Certifications

A signed and dated City Certification must be completed. These certification include, but are not limited to:

- Adherence to Housing First principles
- Agreement to select tenants through the County's Coordinated Entry System. An alternative system may be approved, as defined in Homekey Round 3 NOFA, Section 502.
- Agreement to meet measurable outcomes related to resident well-being.

FULL APPLICATION PHASE

- Until the Homekey Round 4 application workbook is released, a City Full Application Form will be used. This will be ready on February 12, 2024. (previously set for January 30, 2024)

- The Full Application will entail *adding information* and *additional documentation* to the Initial Application

- Once a Homekey Round 4 application is available, all applicants for Homekey funding must fill this out in order to be scored and ranked.

FULL APPLICATION PHASE

Full Applications will be scored and ranked.
The scoring point system will be available on February 12, 2024.
(previously set for January 30, 2024)
Scoring categories are:

Readiness	Cost efficiency
Completion in less than 12 months	**Proximity to amenities**
Sponsor experience exceeds thresholds	**Quality of supportive services plan**
Project serves transitional age youth	**Quality of approach to property management**
Project serves domestic violence survivors	**Written commitment of project partners**

FULL APPLICATION PHASE

- Additional scoring criteria may be added based on the content of the Homekey Round 4 NOFA

- For projects with expedited timelines, an alternative review process will be used.

- Applicants seeking an expedited review must meet additional thresholds that reflect project readiness to proceed in a rapid manner and minimum points.

FUNDING AVAILABILITY

BOOMERANG	LOW AND MODERATE INCOME HOUSING ASSET FUNDS	The City expects approximately $10.4 million in City funds to serve as capital match comprised of these sources.
	PERMANENT LOCAL HOUSING ALLOCATION	The City expects approximately $19.6 million in City funds for operating subsidies from this source.

CITY FUNDING LIMITS

CAPITAL	OPERATING SUBSIDY	PRIORITIZATION
$200,000 per unit	**$200,000** per unit for a period of 10 – 15 years	*The City will prioritize projects that request less than the City funding limits.*

ADDITIONAL CITY GUIDELINES

- City will not directly acquire any new Homekey properties.

- Maximum Developer Fee guidelines:
  ○ Flat developer fee of $100,000 **PLUS**
  ○ $22,000 per unit
  ○ Maximum developer fee of 5% of total development costs

- To the extent that there is a Homekey Round 4, City encourages teams to use any CEQA and land use streamlining tools provided by the State NOFA

- City expects teams to seek legal counsel on applying CEQA exemptions and obligations for their project

CONTRACT COMPLIANCE

Teams must comply with the following City of Oakland employment and contracting programs:

- Payment of State prevailing wages (Homekey & City requirement)
- City of Oakland Living Wage Ordinance
- City of Oakland Equal Benefits Ordinance
- Electronic Certified Payroll Submittals
- If awarded funding, teams must meet with Contract Compliance

The City has waived City Requirements for Local and Small Local Business Enterprise/(SLBE) Program, Local Employment Program, and the Oakland Apprenticeship Program due to strict timelines imposed by State HCD.

PROJECT TIMELINES

Expected project timelines based on Homekey Round 3 NOFA

- Projects must complete all applicable construction and/or rehabilitation within 12 months of the date of State Homekey award.
- All Homekey capital funds must be expended within 8 months of the State Homekey award (or up to 15 months if an extension is granted).
- All projects shall achieve a full occupancy (fully occupied with consideration for an average of 10% vacancy rate at any given time) within 90 days of construction/rehabilitation completion.

HOMEKEY & R2H2 APPLICATION PROCESS

RFP APPLICATION PROCESS

Applications for Homekey Round 4 must be submitted into the City Data Service (CDS) application portal by **Thursday, February 29th, 2024 at 4:00PM.**

We encourage application submissions before the deadline.

Applications for projects not suitable for, or not needing Homekey funding, will be accepted after February 29th, on a rolling basis.
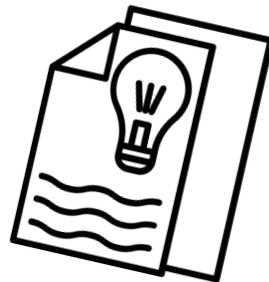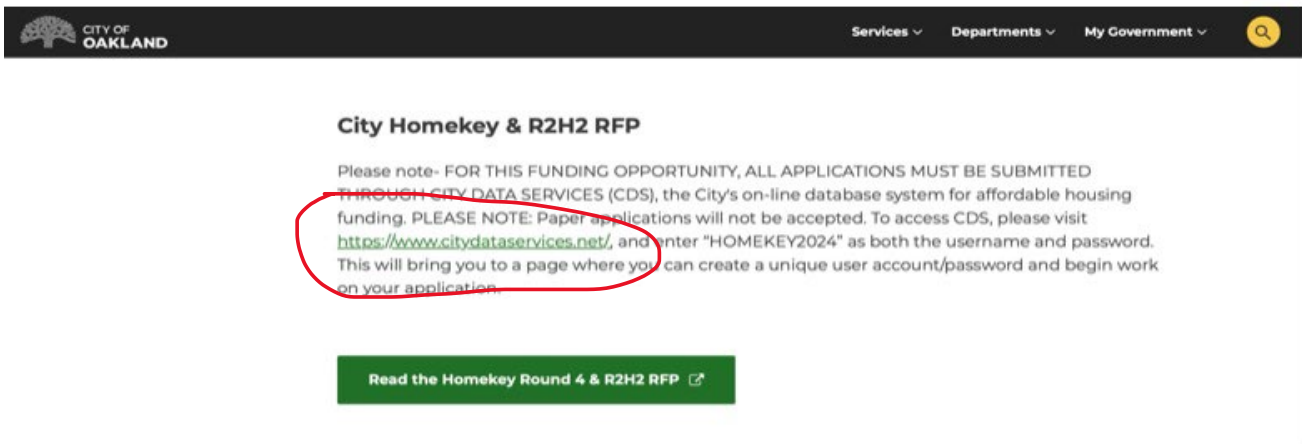
RFP APPLICATION PROCESS
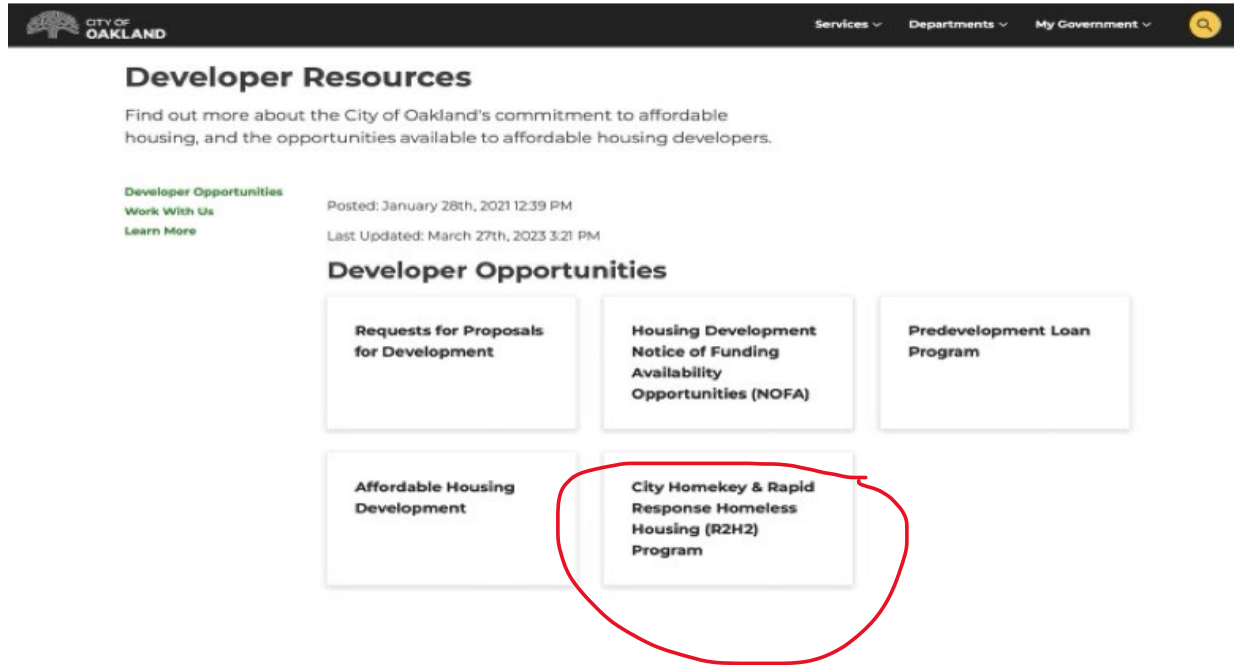
On City's website, go to:

- Housing and Community Development

- DEVELOPERS

- Developer Opportunities

RFP APPLICATION PROCESS

Click on
www.citydataservices.net

RFP APPLICATION PROCESS
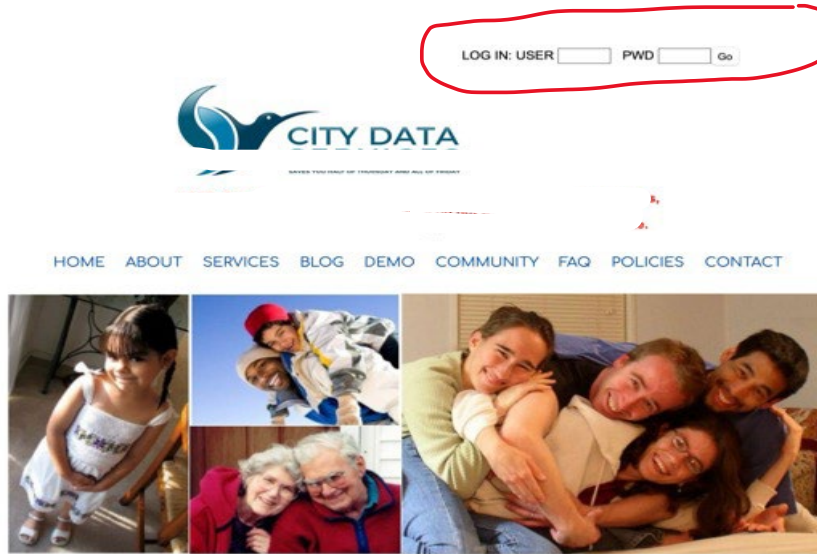
To get your account:

Use Name: HOMEKEY2024

Password: HOMEKEY2024

RFP APPLICATION PROCESS

City of Oakland
Housing & Community Development Dept.
250 Frank Ogawa Plaza, 5th Floor
Oakland, CA 94612
(510) 238-6182

Help with this page

Logout

If you want to apply for FY2024/25 HOMEKEY funding from the City of Oakland, use the form below to create an account.

Agency Name:		
Agency Address:		
Agency City:	Agency Zip:	
Agency Contact:	Contact Telephone:	
Contact Email:	NOTE: Email correspondence about this application will be sent to this address	
☐ Copy Agency Information to Project		
Project Name:		
Project Address:		
Project City:	Project Zip:	
Project Contact:	Contact Telephone:	
Project Email:		

After completing this form, click the submit button below. The subsequent screen will display your login information. Follow the link shown to log in and begin your application. Please record your login information. Login information will also be emailed to the email address given.

Request an Account

0 total Programs

Fill in this page to get your CDS account

Click: Request an Account

City Data Services - San Mateo, CA
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RFP APPLICATION PROCESS

You'll then see a screen with your get a User Name and Password

RFP APPLICATION PROCESS

This is the start of the application form.

INTERESTED SELLERS & SPONSORS

CITY OF
OAKLAND

Services ⌄   Departments ⌄   My Government ⌄   🔍

Seller and Sponsor Lists

In order to share information on potential properties and sponsors, the City is accepting Seller and Sponsor Expression of Interest forms. Please submit your interest forms below.

Seller Expression of Interest Form

I am a property owner interested in selling or leasing my property to Homekey.

Sponsor Partnership Expression of Interest Form

I am a project sponsor interested in partnering with other sponsors on a Homekey project.

2022 Seller Expression of Interest Form Responses

2022 Sponsor Expression of Interest Form Responses

2021 Seller Expression of Interest Form Responses

THANK YOU!
QUESTIONS?