

**Request for Proposals  
For Supportive Housing Projects  
For High Cost Medicaid Populations**

**New York State Homes & Community Renewal**

**Housing Trust Fund Corporation**

**MRT Housing Capital Program**

[June 2013]

**I. Introduction And General Information**

The Medicaid Redesign Team (“MRT”) was formed by Gov. Andrew Cuomo upon taking office in 2011 to bring together stakeholders and experts from throughout the state to work cooperatively to reform the system and reduce the State’s Medicaid spending. The MRT, recognizing that significant savings could be generated by expanding opportunities for supportive housing, has recommended funding for various initiatives to be administered through multiple State agencies to expand access to supportive housing for high need and high cost Medicaid recipients in the 2013-2014 budget. The money is designed to create new supportive housing opportunities through leveraging other public and private investments to maximize potential Medicaid savings.

As part of the State’s commitment to increase the number of supportive housing opportunities for its residents, New York State Homes & Community Renewal (“HCR”), acting through the Housing Trust Fund Corporation (“HTFC”), is making available \$23,150,000 of capital for supportive rental housing developments emphasized by the MRT, that further the State’s commitment to develop supportive housing under the NY/NY III Agreement with the City of New York. (the “Agreement”). For purposes of this RFP, supportive housing is defined as the pairing of capital assistance, rental assistance and supportive services in either a building(s) constructed or renovated for this purpose.

HCR is seeking proposals from development teams that include service providers with NY/NY III awards from OMH, OTDA and other state agencies to develop multifamily supportive rental housing projects either through new construction, or the gut rehabilitation of vacant buildings. Applications which include service providers listed in Section II will receive priority consideration.

At least 30% of the revenue generating units within a proposed development must be set aside for NY/NY III populations as defined below in Section III. Evidence of the service funding is required as part of the submission. Successful applicants and their service providers will be expected to collect and submit relevant Medicaid patient data to the State Department of Health or another state agency to track Medicaid cost savings.

- Section II of this RFP, “List of Service Providers” provides a list of service providers who have already been awarded NY/NY III funding that have not yet been linked to a project.
- Section III of this RFP, is a detailed description of populations that qualify under NY/NY III.
- Section IV, “Application Submission and Deadline” provides additional information on application submission methods.
- Section V, “Evaluation and Selection Criteria” provides a more detailed description of the selection criteria.
- Section VI, “Contacts for Further Information,” provides contact information for relevant HCR staff so applicants can access technical assistance in preparing applications.

HCR reserves the right to award all, a portion of, or none of the funding, based on the feasibility of the project, the applicant’s ability to meet HCR criteria for funding, and the applicant’s ability to advance the State’s NY/NYIII goals.

HCR also reserves the right to: (i) amend, modify, or withdraw this RFP; (ii) revise any requirements of this RFP; (iii) require supplemental statements or information from any responding party; (iv) accept or reject any or all proposals/responses hereto; (v) extend the deadline for submission of proposals/responses hereto; (vi) negotiate or hold discussions with any proposed Respondent/Firm and to correct deficient proposals/responses which do not completely conform to the instructions contained herein; (vii) cancel or reissue this RFP, in whole or in part, if HCR deems it in its best interest to do so.

HCR expects to fully commit the funds made available through this RFP by March 31,2014, therefore priority will be given to projects that meet the General Review Criteria listed in Section V - A below.

Due to the limited resources available, HCR is imposing a \$125,000 per supportive housing unit cap on funding awards.

**II. List of Service Providers - See Attachment A**

**III. NY/NY III Populations**

Listed below is a description of populations that qualify under NY/NY III:

- Chronically homeless single adults who suffer from a serious and persistent mental illness (SPMI) or who are diagnosed as mentally ill and chemically addicted (MICA);
- Single adults who are presently living in NYS-operated psychiatric centers or State-operated transitional residences and who could live independently in the community if provided with supportive housing and who would be at risk of street or sheltered homelessness if discharged without supportive housing;

- Young adults, ages 18-25, who have a serious mental illness being treated in NYS licensed residential treatment facilities, State psychiatric facilities or leaving or having recently left foster care and who could live independently in the community if provided with supportive housing and who would be at risk of street or sheltered homelessness if discharged without supportive housing;
- Chronically homeless families, or families at risk of becoming chronically homeless, in which the head of the household suffers from SPMI or a MICA disorder;
- Chronically homeless single adults who have a substance abuse disorder that is a primary barrier to independent living and who also have a disabling clinical condition (i.e. a medical or mental health (non-SPMI) condition that further impairs their ability to live independently);
- Homeless single adults who have completed a course of treatment for a substance abuse disorder and are at risk of street homelessness or sheltered homelessness and who need transitional supportive housing (that may include half-way houses) to sustain sobriety and achieve independent living;
- Chronically homeless families, or families at serious risk of becoming chronically homeless, in which the head of the household suffers from a substance abuse disorder, a disabling medical condition, or HIV/AIDS;
- Chronically homeless single adults who are persons living with HIV/AIDS (who are clients of HASA or who are clients with symptomatic HIV who are receiving cash assistance from the City) and who suffer from a co-occurring serious and persistent mental illness, a substance abuse disorder, or a MICA disorder; and
- Young adults (aged 25 years or younger leaving or having recently left foster care or who had been in foster care for more than a year after their 16th birthdays and who are at risk of street homelessness or sheltered homelessness.

#### **IV. Open Window Application Deadline and Additional Submission Information**

##### **A. Application:**

HCR will utilize its MRT Housing Capital Program application for these funds. Applications are available online at: <http://www.nyshcr.org/Forms/MultifamilyFinancing/>.

##### **B. Application Deadline:**

Applications may be submitted at any time between June 19, 2013 and January 31, 2014, or until all funds offered under this RFP are committed. Prior to application submission, please contact the appropriate HCR staff listed at the end of this RFP with any questions. Applications will be reviewed as received and funding determinations will be made throughout the year. HCR reserves the right to allocate the resources made available through this RFP to further the state's objectives memorialized in the NY/NY III agreement.

Any applications received after the stated deadline will not be considered for funding.

##### **C. Application Review:**

New York State Housing Finance Agency ("HFA"), in its capacity as HCR's tax-exempt bond issuing agency and allocator of 4% LIHTC, will retain lead role in all facets of project application review, design standards review, construction inspection and post completion compliance monitoring, unless otherwise specified.

## **V. Evaluation and Selection Criteria**

### **A. General Review Criteria:**

HCR will evaluate the investment of the resources made available through this RFP using the following three criteria: fundamentals, leverage, and outcomes.

Fundamentals consider the basic components of any real estate investment; feasibility, capital structure, and team experience. In this RFP, it also considers certain threshold requirements specific to each resource. HCR will evaluate, among other things: whether the investment is feasible but for our investment; whether all the necessary components are identified and committed, such as credit enhancement, site control, tax credit equity, and other sources of subsidy contemplated in the financing; and whether the applicant has the proven experience and team members to successfully complete the investment.

Leverage considers whether the investment leverages significant outside resources such as third party funds, local funds, and /or local support.

Outcomes consider the policy goals achieved by a particular investment such as: applications that propose well designed, quality housing that most efficiently provide the greatest number of units, a project that produces a transformative or priority outcome such as providing supportive housing in an area not previously served, and well-designed buildings that are consistent with their surroundings.

In general, HCR will consider the extent to which the application supplements or advances a coordinated investment by State agencies, federal government and local partners as well as the applicable Regional Economic Development Council strategic plan. HCR will also consider the proximity of a proposed project to locally undesirable land uses which expose residents to adverse physical, chemical, biological, social and/or cultural factors when making award decisions.

### **B. Funding Priorities**

Projects will be funded based on the following priorities:

- Fulfillment of New York State's obligation under the Agreement.
- Recipients awarded funding under the OMH NY/NY III Services only RFP. A list of recipients is listed in attachment A.
- Utilization of other State (in addition to HCR) funding sources including capital and rental Subsidies.
- Projects that utilize bond financing from HFA.
- Projects that are located in areas of New York City underserved by supportive housing.
- Utilization of New York City funding sources including capital and rental subsidies.
- Readiness to proceed.

### **C. Equal Employment Opportunity/Minority and Women Owned Business**

Under Article 15A of the New York State Executive Law, all award recipients and their contractors are required to comply with the equal employment opportunity provisions of Section 312 of that Article in any instance in which an award of funds includes state-funded construction costs in excess of \$100,000. Preference will be given to applicants that include a New York State certified Minority Women-Owned Business Enterprise as a member of the development team.

Also, all contractors and awardees are required to make affirmative efforts to ensure that New York State Certified Minority and Women-Owned Business Enterprises are afforded opportunities for meaningful participation in projects funded by HTFC pursuant to Section 313 of the Article.

#### **D. Applicant Past Performance**

An applicant's past and current performance in State programs and contracts, including their performance under Article 15A of the New York State Executive Law, will be considered in reviewing its application. HCR reserves the right to deny an award to any applicant if it has been determined that the applicant is not in compliance with existing State contracts and has not taken satisfactory steps to remedy such non-compliance.

Applications will be subject to HCR feasibility reviews including an assessment of architectural design features, underwriting of the project's development costs and operational feasibility and viability and the provision of units for persons with special needs.

#### **E. Board Approval**

All awards must be approved by the HTFC Board. Any project also seeking HFA bond financing will be subject to approval by the HFA Board.

#### **F. Award Letter**

HCR will issue Award Letters to notify the applicant that the project has been selected for funding, and sets forth the number of units and award amount(s) and closing deadline. Successful applicants will be required to assist HTFC in measuring cost savings resulting from the creation of housing funded under this RFP.

#### **G. Project Development Meeting**

Applicants are required to schedule a Project Development Meeting before submitting an application. This provides a forum for the applicant's development team and HCR to discuss the project's development timetable; the project budget and the roles and responsibilities of the development team members and HCR.

### **VI. Contacts for Further Information**

Gail Bressler, Vice President, Multifamily Finance  
(212) 872-0496, gbressler@nyshcr.org

Richard Brown, Multifamily Finance  
(212) 872-0389, rbrown2@nyshcr.org

David Simmons, Multifamily Finance

(212) 872-0481, dsimmons@nyshcr.org

-END OF REQUEST FOR PROPOSALS-

## Attachment A

### Agencies with Services and Operating Funding from the New York State Office of Mental Health (OMH)

This list is a final list of agencies who have received conditional operating awards from OMH for Population NY NY III units.

#### **ACMH**

(The Association for Rehabilitative Case Management and Housing, Inc.)

Daniel K. Johansson

Executive Vice President/CEO

254 W. 31<sup>st</sup> Street, 9<sup>th</sup> Floor

New York, NY 10001

Phone: (212) 274-8558, Ext. 214

Fax: (212) 925-7958

[www.acmhny.org](http://www.acmhny.org)

(All five boroughs in NYC)

#### **Church Avenue Merchants Association (CAMBA)**

Sharon R. Browne

Deputy Executive Director

1720 Church Avenue, 2<sup>nd</sup> Floor

Brooklyn, NY 11226

Phone: (718) 462-8654 Ext. 30304

Fax: (718) 703-8635

[SharonB@camba.org](mailto:SharonB@camba.org)

#### **Comunilife, Inc.**

Olga Jobe

Director of Housing Development

214 W. 29th St., 8th floor

New York, NY 10001

Phone: (212) 219-1618 Ext. 6144

Fax: (212) 643-0634

[ojobe@comunilife.org](mailto:ojobe@comunilife.org)

#### **Concern for Independent Living**

Ralph Fasano

Executive Director

Phone: (631) 758-0474 Ext. 201

[rfasano@concernhousing.org](mailto:rfasano@concernhousing.org)

(Brooklyn and Queens)

#### **Federation of Organizations**

Steve McCarthy

CFO

[www.steve.mccarthy@fedoforg.org](http://www.steve.mccarthy@fedoforg.org)

(Queens and Brooklyn)

**FEGS**

Peg Moran  
315 Hudson Street, 6<sup>th</sup> floor  
New York, NY 10013  
Phone: (212) 366-8310  
(All boroughs except Staten Island)

**Geel Community Services, Inc.**

Maria Matias  
Executive Director  
2516 Grand Avenue Bronx, NY 10468  
Phone: (718) 367-1900 Ext. 11  
Fax: (718) 365 - 0252  
Email: [geelcsinc@aol.com](mailto:geelcsinc@aol.com) (e-mail contact is preferred)  
(Bronx only)

**HOGAR**

Noris Colon  
Executive Director  
751 Dawson Street  
Bronx, NY 10455  
Phone: (718) 742-7669  
(Bronx only)

**Lantern Community Services**

Alissa Kampner Rudin  
Executive Director  
49 W. 37<sup>th</sup> Street  
New York, NY 10018

**Odyssey House**

Durga Vallabhaneni  
95 Pine Street  
New York, NY 10005  
[DValla@odysseyhouseinc.org](mailto:DValla@odysseyhouseinc.org)  
Phone: (212) 361-1600  
(Bronx only)

**Postgraduate Center for Mental Health**

Jacob Barak  
CEO  
158 East 35th Street  
NY, NY 10016  
Phone: (212) 889 5500 Ext. 205  
(Bronx and Brooklyn)

**PSCH**

Alan Weinstock  
Executive Director  
142-02 20<sup>th</sup> Avenue  
Flushing, NY 11351  
Phone: (718) 559-0516  
[Alan.Weinstock@psch.org](mailto:Alan.Weinstock@psch.org)  
(All boughs except Staten Island)

**Services for the Underserved**

Donna Colonna  
Executive Director  
305 7<sup>th</sup> Avenue  
New York, New York 10001  
Phone: (212) 633-6900

**The Bridge**

Dr. Peter D. Beitchman, DSW. LMSW  
Chief Executive Officer  
248 W. 108th Street  
New York, NY 10025  
Phone: (212) 663-3318  
Fax: (212) 663-3181  
[pbeitchman@thebridgeny.org](mailto:pbeitchman@thebridgeny.org)  
(Brooklyn or Queens)

**Unique People Services**

Yvette B. Andre  
Executive Director  
Admin Office  
4234 Vireo Ave. Bronx NY 10470  
Phone: (718) 231-7711  
Fax: (718) 231-7720  
E-Mail: [YvetteBA@UniquePeopleServices.org](mailto:YvetteBA@UniquePeopleServices.org)  
(Bronx and Brooklyn)

**Urban Pathways**

Fred Shack  
Executive Director  
575 Eighth Avenue  
New York, NY 10018  
Phone: (212) 736-7385  
(Any borough except Staten Island)

**Volunteers of America**

Tere Pettitt  
V.P. Chief Operations Officer  
340 West 85th Street

New York, New York 10024

Phone: (212) 496-4304

Fax: (212) 769-2629

[TPettitt@voa-gny.org](mailto:TPettitt@voa-gny.org)

(Bronx)

**Weston United**

Jean Newburg, LCSW

Chief Executive Officer

321 West 125th Street

New York, NY 10027

Phone: (646) 492-5353

Fax: (212) 866-9693

[jnewburg@westonunited.org](mailto:jnewburg@westonunited.org)

(Any borough)