Welcome and Introductions
1. Welcome and Introductions
2. Funding Opportunities and Process
   • Request For Statement Qualification (RFSQ) Process
   • Upcoming Funding Opportunities
3. LAHSA Capacity Building Technical Assistance Update
4. Policy and Legislative Updates
5. 2019 Homeless Count Update
LAHSA Funding Opportunities and Process
All agencies (except government agencies) must be certified through LAHSA’s RFSQ process to be eligible to apply for funding.

More info: [https://www.lahsa.org/funding](https://www.lahsa.org/funding)

Contact LAHSA with questions: [fundingopportunities@lahsa.org](mailto:fundingopportunities@lahsa.org)
Benefits of the RFSQ Process

- RFSQ is an open, ongoing solicitation process with a rolling deadline (1st of each month by 2 p.m.)
- Offers technical assistance during the entire RFSQ application process
- Certifies agencies as qualified bidders for LAHSA funding opportunities
- Conducting a threshold review during the RFSQ process reduces an Requests for Proposals (RFP’s) timeline by 4 to 6 weeks
- Agency failures are not announced at a public meeting
Potential Funding Sources Available

- 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
- U.S. Department of Housing and Urban Development (HUD) Continuum of Care (CoC) funds
Funding Page on LAHSA site
Funding Page on LAHSA site
Upcoming Procurement Opportunities

Interim Housing, Access Centers, Rapid Re-housing and Prevention RFPs*

• Anticipated RFPs Release Date: December 2018
• Anticipated Mandatory In-Person Proposers Conference for Rapid Re-housing and Prevention RFP: January 29, 2019 (10 a.m. - 12 p.m.)
• Anticipated Mandatory In-Person Proposers Conference for Interim Housing RFP: January 30, 2019 (10 a.m. - 12 p.m.)
• Anticipated Mandatory In-Person Proposers Conference for Access Centers RFP: January 31, 2019 (10 a.m. - 12 p.m.)

*dates subject to change
LAHSA Capacity Building Technical Assistance
Capacity Building Technical Assistance

Overview
1. Capacity Building RFP
2. After RFSQ Submission
3. Helpful Hints and Tips
Capacity Building Technical Assistance

1. Capacity Building RFP
   a) Access public and private funding
   b) Request a capacity needs assessment or funds to implement an existing plan
Capacity Building RFP

https://www.lahsa.org/capacity-building
# Capacity Building RFP

## Capacity Building RFP - Updated Application!

**United Way Greater Los Angeles**

**HOME4GOOD**

**Los Angeles Homeless Services Authority**

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**Are You a Homeless Service Provider or Developer in LA County?**

**Experiencing Rapid Growth?**

*Keep reading to learn more about an exciting funding opportunity!*

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**FIND YOUR FIT!**

Determine the best place to start growing your organization’s capacity!

<table>
<thead>
<tr>
<th>Assessment:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outside vendor/consultant will conduct a capacity needs assessment</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Implementation &amp; One-Time Infrastructure:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outside vendor/consultant will help put assessment findings into action; identify related one-time infrastructure needs</td>
</tr>
</tbody>
</table>

**MY ORGANIZATION:**

- Experienced rapid growth through public funding
- Has NOT completed a formal capacity needs assessment related to project within the past 3 years
- Engaged leadership/staff in capacity conversations around homelessness work but needs help figuring out where to start
- Informally identified a capacity need related to homelessness work with leadership/staff

**AWARD AMOUNT**

- Assessment: $8,000 max of LAHSA funding that your organization will provide to an outside vendor/consultant to conduct a capacity needs assessment

**REQUEST EXAMPLES**

- Has experienced rapid growth and talked with leadership/staff about needs but does not know where to start
- Has identified a need to improve HR functioning but has not completed a formal assessment

**NEXT STEPS!**

- For more information, please contact the LAHSA capacity building team at capacitybuilding@lahsa.org
- To view applications for Assessment and Implementation & Infrastructure, please visit www.Home4Good.org/grantsfinder
Capacity Building RFP

HOW DO I APPLY?

After determining the best starting point, complete the appropriate application by clicking on the links below!

- ASSESSMENT APPLICATION
- IMPLEMENTATION & INFRASTRUCTURE APPLICATION
- IMPLEMENTATION & INFRASTRUCTURE BUDGET TEMPLATE

WEBINAR

An informational webinar on the Capacity Building Application was held on September 20, 2018.

- Download the power point presentation by clicking here
- Listen to the webinar by clicking here

Click HERE for a detailed list of consultants pre-qualified through the LAHSA Capacity Building/Technical Assistance Request for Bids!

QUESTIONS? Email capacitybuilding@lahsa.org
Capacity Building Technical Assistance

2. Technical Assistance Available after RFSQ Certification
Core Capacity Assessment Tool

Online Self-Assessment
• Measures Organization Capacity in 4 Areas

**Adaptive Capacity**
• Decision Making | Environmental Learning | Organizational Learning | Program Resource Adaptability | Programmatic Learning | Organizational Resource Sustainability

**Leadership Capacity**
• Board Leadership | Internal Leadership | Leader Influence | Leader Vision | Leadership Sustainability

**Management Capacity**
• Assessing Staff Performance | Staff Performance Evaluations | Staff Value | Communication | Financial Management | Program Staff Development | Problem Solving | Resource Management

**Technical Capacity**
• Facilities & Facilities Management | Fundraising, Legal, & Marketing Skills | Outreach & Service Delivery Skills | Program Evaluation Skills | Technology & Technology Skills
Two Ways to Play!!

1. Apply for RFSQ
2. Apply for the Capacity Building RFP
Helpful Hints and Tips

- There is someone to help you.
- Read! Read! Read!
- Take advantage of the videos and webinars that go in-depth.
- Allow adequate time for planning.
- If at first you don’t succeed...
Questions?
LAHSA Policy & Legislative Updates
2019 Homeless Count Update
<table>
<thead>
<tr>
<th>Date</th>
<th>Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuesday, January 22</td>
<td>SPA 2 San Fernando Valley/Santa Clarita Valley, SPA 3 San Gabriel Valley</td>
</tr>
<tr>
<td>Wednesday, January 23</td>
<td>SPA 5 West Los Angeles, SPA 7 East Los Angeles County, SPA 8 South Bay</td>
</tr>
<tr>
<td>Thursday, January 24</td>
<td>SPA 1 Antelope Valley, SPA 4 Metro Los Angeles County, SPA 6 South Los Angeles County</td>
</tr>
</tbody>
</table>
Homeless Count Overview

- Why we count
- Who we count
- Where we count
Volunteer Recruitment

- Over 8,000 volunteers are needed for next year's count!
- 7 Deployment Sites needed - If you know of or have a site, contact your Community Engagement Coordinator.
- Please provide community events to talk about the 2019 Homeless Count and sign up volunteers.
- Visit Theycountwillyou.org for more information
Website Launch

- The First draft of the site is completed and currently being tested.
- We've made modifications to the sign-up process which is now only 2 steps:
  1. Choose your location
  2. Sign up
Timeline

October
- Opt-in Program Continuation
- General Hotspot planning 10/15-11/16
- Volunteer Recruitment begins 10/18/18-11/22/19
- Finalize Promo Materials 10/18
- Website Launch 11/15
- Special teams planning 11/22 thru 12/13
- Youth Hotspot planning 11/1-11/15
- Finalize Deployment Sites 11/23

November
- Materials Assembly 12/10-12/17
- Finalize all trainings
- Materials 12/28
- Secure Training Facilities 12/20
- Demo Surveys begin 12/3/18-2/28/19

December
- Street Count 1/22-1/24
- Youth Count Survey 1/22-1/31
- Deployment Site Coordinator Trainings 1/7-1/16

January

February
- Demo Survey's End 2/28
- Shelter Count 2/1-28
- HIC Inventory Count 2/1-3/31

May
- 2019 Homeless Count Results Press Conference May 2019

*Dates subject to change
Questions?
Thank you for participating
Community Engagement Coordinators

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Saba Tekle, Supervisor, Community Engagement
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Clementina Verjan, Associate Director, Community Engagement, cverjan@lahsa.org  (213) 683-3338 work