

THE FLORIDA HOUSING COALITION



Homeless Webinar Series #3 Funding Sources, Grant Writing and RFPs

Sponsored by the Department of
Economic Opportunity



Overview

- The Florida Housing Coalition is Florida's statewide nonprofit provider of affordable housing and homeless training and technical assistance.
- In business for over 30 years
www.flhousing.org



5 WAYS TO GET TECHNICAL ASSISTANCE

- Phone- 844-280-2683
- Email- info@flhousing.org
- Site Visit- request via email
- Workshops - 3 workshops
- Webinars- Series of 6
- www.flhousing.org
- No charge!



Workshops

- System Design
 - April 21 Ft Lauderdale
 - April 22 Orlando
 - April 23 Jacksonville
- Rapid Rehousing
 - May 19 Ft Lauderdale
 - May 20 Orlando
 - May 21 Jacksonville
- Homelessness is a Housing Issue
 - June 10 Ft Lauderdale
 - June 11 Orlando
 - June 18 Tallahassee



Webinars

- HEARTH 101- on FHC website
- Core Strategies for an Effective Crisis Response- on FHC website
- Funding Sources, Grant Writing and Responding to RFAs- April 14
- Coordinated Assessment and System Change- May 5
- Bringing Rapid Re-housing to Scale in Florida- June 9
- Best Practices for Building Capacity- June 23



Logistics

- Webinar recording and PowerPoint-
www.flhousing.org
- Questions
- Survey

Lisa Hoffmeyer



Lisa is a Technical Advisor for the Florida Housing Coalition and has over 25 years experience in housing and community development. As the former Chief Operation Officer for Broward Housing Solutions, she developed and managed housing for homeless and at risk special needs clients. Lisa also has experience working for and with local governments evaluating and managing housing programs and building capacity for nonprofit organizations.



Susan Pourciau



Susan Pourciau is the Director of Homeless Training and Technical Assistance. She has served as Executive Director of several nonprofits working with people experiencing homelessness. Most recently, Susan was Executive Director of the Big Bend Homeless Coalition, a major provider of housing for homeless and formerly households, and the lead agency for the Big Bend Continuum of Care. Susan has a Ph.D. from Arizona State University and a J.D. from Duke Law School.



David Klimut



David is a Technical Advisor for the Florida Housing Coalition. His previous experience includes: Special Projects Developer for the Suncoast Partnership to End Homelessness, Executive Director for the Supportive Housing Coalition of New Mexico and the Director of Housing Development for the Colorado Coalition for the Homeless. He has a JD and MBA from the University of Illinois.



GOAL

To develop a toolkit for identifying and accessing resources, so that homelessness in Florida becomes:

1. Rare
2. Brief
3. Non-recurring

Quick Overview

Today, we will talk about –

- Homeless Housing Components
- Customary Federal Resources
- Less Commonly Used Federal Resources
- Private Resources
- State Resources
- Grant/RFP Writing Tips
- Challenge Grant Tips

For more details, plan to attend workshop

Homelessness is a Housing Issue



Homeless Housing Components

- Homelessness prevention
- Emergency shelter
- Supportive services only
- Safe havens
- Transitional housing
- Rapid rehousing into permanent housing
- Permanent supportive housing
- Others?



Customary Federal Resources

- HUD Continuum of Care
 - 24 CFR Part 578
- HUD Emergency Solutions Grants
 - 24 CFR Part 576 here
- HUD VASH Vouchers
 - 24 CFR Part 982
- Veterans Administration
 - 38 CFR Part 61 VA Homeless Providers Grant and Per Diem Program
 - 38 CFR Part 62 Supportive Services for Veteran Families Program



Customary Federal Resources

HUD Continuum of Care Funding

Renewals

Eligible components in prior NOFAs

- Emergency shelter
- Supportive services only
- Safe havens
- Transitional housing
- Rapid rehousing (into permanent housing)
- Permanent supportive housing



Customary Federal Resources

HUD Continuum of Care Funding

Reallocation Policies in 2014 NOFA

- ~~Homelessness prevention~~
- ~~Emergency shelter~~
- ~~Supportive services only~~
- ~~Safe Havens~~
- ~~Transitional housing~~
- Rapid rehousing (permanent housing) for families with children
- Permanent supportive housing for chronically homeless households



Customary Federal Resources

HUD Continuum of Care Funding

2015 NOFA

Renewals

- ~~Transitional housing?~~

Reallocations

- Rapid rehousing (permanent housing) for families with children?
- Permanent supportive housing for chronic households?



Customary Federal Resources

HUD Continuum of Care Funding

Preparation for 2015 NOFA

1. GIW already completed (by Collaborative Applicant)
2. PPRN published April 9
3. Collaborative Applicants and Project Applicants have current registrants with access to esnaps.
4. DUNS registration current for all Applicants
5. Project evaluation and ranking system (and data to evaluate) ready to go

If any of these items don't seem familiar – email us!



Customary Federal Resources Emergency Solutions Grant

Eligible activities –

- street outreach
- emergency shelter
- homelessness prevention
- rapid re-housing assistance
- HMIS

Customary Federal Resources Emergency Solutions Grant

State Agency: Florida Department of Children
Families

Grant Application # LPZ16

**All applications must be received by the
Office on Homelessness at:**

1317 Winewood Boulevard
Building 3, Room 201
Tallahassee, FL 32399-0700

Before 3:00 p.m. on April 24, 2015



Customary Federal Resources

Emergency Solutions Grant

To determine the ESG grantees in your catchment area, go to HUD Info Exchange



The screenshot shows the HUD Exchange website interface. At the top, there is a blue header with the HUD logo and the text "HUD Exchange". Below the header is a navigation menu with links for "Home", "Manage a Program", "News", "Training & Events", "Get Assistance", and "A". The main content area is titled "About Grantees" and contains a search form with the following fields:

- Search For an Organization**: A text input field.
- Select a State or Territory**: A dropdown menu with "Florida" selected.
- Select a Program**: A dropdown menu with "ESG: Emergency Solutions Grants Program" selected.

Customary Federal Resources

HUD-Department of Veterans Affairs

HUD-Veterans Affairs Supportive Housing Program (HUD-VASH)

This program combines Housing Choice Voucher (HCV) rental assistance for homeless Veterans with case management and clinical services provided by the Department of Veterans Affairs (VA). VA provides these services for participating Veterans at VA medical centers (VAMCs) and community-based outreach clinics.



Customary Federal Resources Veterans Administration

Homeless Providers Grant and Per Diem Program

Purpose: to promote the development and provision of supportive housing and/or supportive services with the goal of helping homeless Veterans achieve residential stability, increase their skill levels and/or income, and obtain greater self-determination.



Customary Federal Resources

Veterans Administration

Supportive Services for Veteran Families Program

Purpose: to provide supportive services to very low-income Veteran families in or transitioning to permanent housing. Funds are granted to private non-profit organizations who will assist very low-income Veteran families by providing a range of supportive services designed to promote housing stability.

Less Commonly Used Federal Resources

- HOME Investment Partnerships Program
24 CFR Part 92
- Community Development Block Grant
24 CFR Part 570
- Consolidated Plan Agencies
24 CFR Part 91
- Public Housing Authorities
24 CFR Parts 902-990

Less Commonly Used Federal Resources

HOME Investment Partnerships Program

Eligible Activities

HOME provides grants to states and localities for building, buying, and/or rehabilitating affordable housing for rent or homeownership or providing direct rental assistance to low-income people

Less Commonly Used Federal Resources

Community Development Block Grant

Eligible Activities

CDBG provides grants to states and localities to provide decent housing and a suitable living environment, and to expand economic opportunities, principally for low- and moderate-income persons.

Less Commonly Used Federal Resources Consolidated Plan Agencies

Consolidated Plan Programs

- Community Development Block Grant (CDBG) including small cities CDBG
- Emergency Solutions Grant (ESG)
- HOME Investment Partnerships Program
- Housing Opportunities for Persons with Aids (HOPWA)
- Continuum of Care Programs

“Decent housing includes assisting homeless persons to obtain appropriate housing and assisting persons at risk of becoming homeless”



Less Commonly Used Federal Resources Consolidated Plan Agencies

To determine the Consolidated Plan Agencies in your catchment area, go to HUD Info Exchange



The screenshot shows the HUD Exchange website interface. At the top is a blue header with the HUD logo and the text "HUD Exchange". Below the header is a navigation menu with links for "Home", "Manage a Program", "News", "Training & Events", and "Get Assistance". Underneath the navigation menu is a section titled "About Grantees". This section contains three search filters: "Search For an Organization" with a text input field, "Select a State or Territory" with a dropdown menu showing "Florida", and "Select a Program" with a dropdown menu showing "All".



Less Commonly Used Federal Resources Public Housing Authorities

HUD Notice PIH 2013-15

Issued 6/10/13

Title: Guidance on housing individuals and families experiencing homelessness through the Public Housing and Housing Choice Voucher programs

Purpose: to provide strategies that PHAs can pursue to expand housing opportunities for individuals and families experiencing homelessness



Less Commonly Used Federal Resources Public Housing Authorities

HUD Notice PIH 2013-15

- Encourages PHAs to allow homeless populations better access to wait lists through coordination with CoC stakeholders
- Allows PHA to establish a homeless preference
- Encourages PHA review of discretionary admissions policies regarding criminal activity and substance abuse and establishment of strong relationships with services providers to increase housing stability
- Encourages PHA to project base vouchers targeted to homeless population

State Resources

- Florida Housing Finance Corporation Requests for Applications
- Florida Housing Finance Corporation LINK Program
- State Housing Investments Partnership
- Florida Department of Children and Families Challenge Grant



State Resources

Florida Housing Finance Corporation

The Florida Housing Finance Corporation was created by the Florida Legislature to assist in providing a range of affordable housing opportunities for Floridians.

Strategies include:

- Multifamily Development
- Special Programs
- Workforce Housing
- Homeownership



State Resources

Florida Housing Finance Corporation

Competitive Application Process

2014 Request for Applications (RFAs)

- [RFA 2014-117 SAIL Financing Of Existing Farmworker And Commercial Fishing Worker Housing Developments Currently In The Corporation's Portfolio](#)
- [RFA 2014-116 Housing Credit Financing for Affordable Housing Developments Located in Miami-Dade County](#)
- [RFA 2014-115 Housing Credit Financing for Affordable Housing Developments Located in Broward, Duval, Hillsborough, Orange, Palm Beach, and Pinellas Counties](#)
- [RFA 2014-114 Housing Credit Financing for Affordable Housing Developments Located in Medium and Small Counties](#)
- [RFA 2014-113 Financing To Build Larger Permanent Supportive Housing Properties For Persons With Developmental Disabilities](#)
- [RFA 2014-112 Financing To Build Or Rehabilitate Smaller Permanent Supportive Housing Properties For Persons With Developmental Disabilities](#)

[RFA 2014-111 SAIL Financing Of Existing Farmworker And Commercial Fishing Worker Housing Developments Currently In The Corporation's Portfolio](#)

State Resources

Florida Housing Finance Corporation

How do you know timing of funding?

Florida Housing Finance Corporation - Tentative 2013-2014 Funding Time Lines
(All dates subject to change)

Competitive Solicitation Number	Subject of Competitive Solicitation	Estimated Funding Offered	Issue Date	Due Date	Scoring Period	Review Committee (Committee Discussion – if needed)	Review Committee (To Make Recommendation(s) to the Board)	Request Board Approval of Recommendations (At scheduled Board Meeting)
2014								
RFA 2014-101	Financing to Build Permanent Supportive Housing for Homeless Persons & Families	\$1,696,898 Grant funding (unallocated balance from RFA 2013-006)	1-8-14	2-12-14	2-13 – 3-10-14	2-21-14 @ 9:30 a.m.	3-10-14 @ 1:00 p.m.	3-14-14
RFA 2014-102	Financing to Develop Permanent Supportive Housing for High Needs/High Costs Persons with Special Needs Who are Chronically Homeless	\$10 million funding from 2012 Proviso plus SAIL ELI gap funding	1-17-14	2-14-14	2-15 – 3-11-14	2-24-14 @ 1:30 p.m.	3-11-14 @ 1:00 p.m.	3-14-14
RFA 2014-103	Financing for Affordable Multifamily Housing Developments with SAIL Funding to be used in conjunction with FHFC-Issued or Local Govt.-Issued Tax-Exempt Bonds & Non-Comp. HC	Estimated \$35 million of SAIL funding (\$25 million for Elderly * and \$10 million for Family) and SAIL ELI gap funding *less 10% which must be reserved for EHCL Program	1-10-14	2-6-14	2-7 – 3-13-14	None	3-13-14 @ 10:00 a.m.	3-14-14
RFA 2014-104	Preservation of Existing Affordable Housing Developments	2014 Housing Credits - estimated \$5,369,334	2-7-14	3-7-14	3-8 – 4-23-14	None	4-23-14 @ 1:00 p.m.	4-25-14
RFA 2014-105	Financing to Build or Rehab. Smaller Permanent Supportive Housing Properties for Persons with Developmental Disabilities	\$1,983,009 Grant funding (unallocated balance from RFA 2013-005)	2-28-14	3-28-14	3-29 – 4-22-14	4-9-14 @ 2:00 p.m.	4-23-14 @ 9:30 a.m.	4-25-14



State Resources

Florida Housing Finance Corporation

How do you get on FHFC Web List Serve?

Below is a list of the conferences on this board that have an associated mailing list. To subscribe to a r
Note: Make sure the Reply-To address in your email program matches your email address in your We

Forum	
AssetManagement (Read Only)	<input checked="" type="checkbox"/> AssetManagement
Communications (Read Only)	<input checked="" type="checkbox"/> Communications
CWHIP (Read Only)	<input checked="" type="checkbox"/> CWHIP
EHCL (Read Only)	<input checked="" type="checkbox"/> EHCL
eTIC (Read Only)	<input checked="" type="checkbox"/> eTIC
FHFC Multifamily Bonds (MMRB)(Read Only)	<input checked="" type="checkbox"/> FHFCMultifamilyBondsMMRB
FHFC Multifamily Programs (Read Only)	<input checked="" type="checkbox"/> FHFCMultifamilyPrograms
FHFC Test Conference	<input checked="" type="checkbox"/> FHFCTestConference
Foreclosure Counseling Program	<input checked="" type="checkbox"/> ForeclosureCounselingProgram
Homeownership Programs	<input checked="" type="checkbox"/> HomeownershipPrograms
SHIP (Read Only)	<input checked="" type="checkbox"/> SHIP
Special Needs Housing (Read Only)	<input checked="" type="checkbox"/> Special_Needs_Housing



State Resources

Florida Housing Finance Corporation

LINK Program

Linking households receiving supportive services with housing.

Applicants that are requesting tax credits are required to set aside for ELI households 10% of the total units for which they are applying. Florida Housing, through its Link Initiative, requires Applicants to commit to reserving 50% of those ELI units for special needs households, defined as households consisting of homeless families, survivors of domestic violence, persons with a disability, or youth aging out of foster care.



State Resources

Florida Housing Finance Corporation

State Housing Initiatives Partnership (SHIP) Program

Purpose: to provide funds to local governments as an incentive to create partnerships that produce and preserve affordable homeownership and rental housing. The program was designed to serve very low, low and moderate income families.

Funding for this program was established by the passage of the 1992 William E. Sadowski Affordable Housing Act.



State Resources

Florida Housing Finance Corporation

State Housing Initiatives Partnership (SHIP) Program

Eligible Activities for SHIP Allocations:

- emergency repairs
- new construction
- rehabilitation
- down payment and closing cost assistance
- construction and gap financing
- acquisition of property for affordable housing
- matching dollars for federal housing grants and programs

State Resources

Florida Housing Finance Corporation

State Housing Initiatives Partnership (SHIP) Program

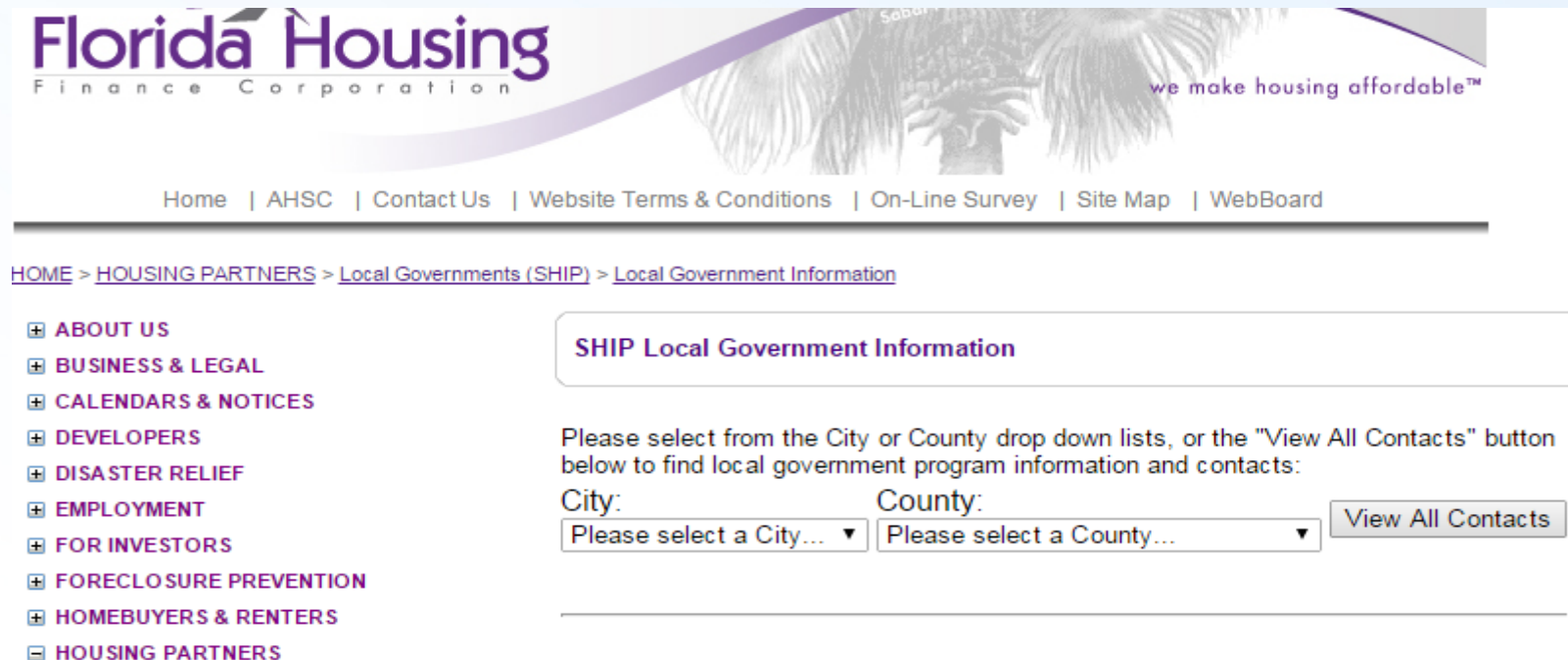
Eligible Activities for SHIP Program Income:

- Substantially fewer restrictions than for SHIP Allocations
- Subject to SHIP income limits
- Good potential for Rapid Rehousing, but must be included in Local Housing Assistance Plan

State Resources

Florida Housing Finance Corporation

How do you identify your SHIP administrator?



The screenshot shows the Florida Housing Finance Corporation website. The header includes the logo and the tagline "we make housing affordable™". The navigation menu contains links for Home, AHSC, Contact Us, Website Terms & Conditions, On-Line Survey, Site Map, and WebBoard. The breadcrumb trail is: HOME > HOUSING PARTNERS > Local Governments (SHIP) > Local Government Information. A sidebar on the left lists various categories with expand/collapse icons. The main content area is titled "SHIP Local Government Information" and contains instructions to use drop-down menus for City and County selection, along with a "View All Contacts" button.

Florida Housing
Finance Corporation

we make housing affordable™

Home | AHSC | Contact Us | Website Terms & Conditions | On-Line Survey | Site Map | WebBoard

HOME > [HOUSING PARTNERS](#) > [Local Governments \(SHIP\)](#) > [Local Government Information](#)

- ⊕ ABOUT US
- ⊕ BUSINESS & LEGAL
- ⊕ CALENDARS & NOTICES
- ⊕ DEVELOPERS
- ⊕ DISASTER RELIEF
- ⊕ EMPLOYMENT
- ⊕ FOR INVESTORS
- ⊕ FORECLOSURE PREVENTION
- ⊕ HOMEBUYERS & RENTERS
- ⊖ HOUSING PARTNERS

SHIP Local Government Information

Please select from the City or County drop down lists, or the "View All Contacts" button below to find local government program information and contacts:

City: County:

State Resources

Florida Department of Children and Families

Challenge Grant

Purpose: to assist the local homeless CoC lead agencies and local providers to implement a written plan for addressing the needs of the homeless populations.

The lead agencies may allocate the grant funds to programs, services, or housing providers that support the implementation of the local CoC plan.



State Resources

Florida Department of Children and Families

Homelessness Prevention Grant

Purpose: to provide emergency financial assistance to families with children facing the loss of their housing due to a financial or other crisis.

The intent of the program is to provide case management and financial assistance for overdue rent or mortgage payments and overdue utility bills to enable the family to remain stably housed after receiving the assistance



Private Resources

- Federal Home Loan Bank
- Local Foundations
- Others?

Private Resources

Federal Home Loan Bank of Atlanta

FHLB Affordable Housing Program (AHP)

Purpose: to support the acquisition, construction, rehabilitation, and development of affordable rental and ownership housing.

Applications will be available beginning June 1, 2015. The deadline for submitting applications is July 2, 2015.



Private Resources

Federal Home Loan Bank of Atlanta

- Pathway HOME Lawrenceville, GA
- Grant: \$100,000 for 8 rental units
- Total Development Cost: \$1,006,310
- Description: AHP funds will be used for the rehabilitation of blighted properties to bring them up to code and provide affordable housing to low-income families. Pathway HOME provides a safe and secure home following the Housing First model, where families are housed and then provided supportive services to address the underlying causes of their homelessness

Private Resources

Local Foundations

[Home](#)[About the Network](#)[Membership](#)[Programs](#)[Research](#)[Advocacy](#)

FPN Research

Top 50 Florida Grantmakers by Grants Paid

Largest foundations and corporate grantmakers based in Florida ranked by grants paid circa 2012. Last Updated 5/21/14.*

> [Top 50 Florida Grantmakers by Assets](#)



[Download PDF Version of This Information](#)

	Grants Paid	FY End*
1. John S. and James L. Knight Foundation (Miami)	\$99,205,159	12/31/12



Questions



Grant/RFP Writing Tips

- RFP/RFA/NOFA- application
- Grants
 - Check with funder
 - Letter of Interest (LOI), Proposal
 - Application / timeframe

Grant/RFP tips

- Read the proposal carefully
- Appearance matters
- Timeliness
- Write succinctly
- Explain Acronyms
- Create electronic file – DUNS #, Tax ID #, 501 c3 letter, Board list, Organizational Chart, Key personnel Bios, Organizational background
- Review
- Include attachments
- Seek help



Challenge Grant Tips

- Add the following to all the general grant writing tips
- Begin with the end in mind – and the “end” is how your proposal is scored
 - This is true for all grants but especially for Challenge because the scoring criteria are not directly related to the proposed projects

Challenge Scoring Criteria

Scoring Criteria (equally weighted)

1. “Quality of Service”
2. Leverage
3. Need

Scoring Criteria Measurements

1. Quality of Service

- Based on HUD CoC application exclusively

2. Leverage

- Spend time on this
- The only scoring criteria you have any control over at this point

3. Need

- Math



Challenge Grant Exhibits

- The exhibits are especially important because they provide the info scored
- The Completeness Checklist is your friend



Other Challenge Considerations

The Lead Agency applies on behalf of the CoC provider agencies

- Create a transparent, time-specific, and structured process to solicit local proposals
- Start immediately
- Use a specified format for local proposals
- Use a local independent review team
- Use pre-established criteria for selection of proposals to be included in application, including a “capacity” measure



Questions



Questions & Announcement

- You may phone us on the Homeless Hotline immediately after the Webinar or at anytime that is more convenient for you:
- 844-280-2683
- Please Save the Date:
 - August 31st -September 2nd - Orlando

Statewide conference *Home Matters:
Opening Doors 2015.*

You may be able to attend at no cost.

