



OFFICE OF THE AGENCY DIRECTOR

1000 San Leandro Boulevard, Suite 300
San Leandro, CA 94577
TEL (510) 618-3452
FAX (510) 351-1367

January 26, 2021

The Honorable Board of Supervisors
County Administration Building
1221 Oak Street
Oakland, CA 94612

**SUBJECT: RECEIVE THE HOUSING SOLUTIONS FOR HEALTH VENDOR POOL FISCAL YEAR 2020-2021
QUARTER 1 REPORT FOR MASTER CONTRACT NO. 901811**

Dear Board Members:

RECOMMENDATION

Receive the Housing Solutions for Health Vendor Pool Quarterly Report (Master Contract No. 901811) to highlight the progress and accomplishments achieved in streamlining the procurement and contracting process to deliver services and resources to County residents experiencing homelessness for the period of 7/1/20 - 9/30/20

DISCUSSION/SUMMARY

The Health Care Services Agency (HCSA) requests that your Board receive the Housing Solutions for Health Vendor Pool Quarterly Report that highlights the progress and accomplishments achieved for the period of 7/1/20 - 9/30/20 for Master Contract No. 901811.

On May 21, 2019, your Board approved Master Contract No. 901811 (File No. 30310, Item No. 15) for the Housing Solutions for Health Vendor Pool (Vendor Pool) to provide: (1) outreach, engagement, benefits enrollment; (2) health and supportive services; and (3) housing and property-related services to Alameda County residents who are currently or formerly experiencing homelessness or who are living unstably. Established to maximize the County's resources by getting funding out quickly, efficiently, and effectively in support of the County's Vision 2026 10X goal of eliminating homelessness, the Vendor Pool was created for a three-year term of 7/1/19 - 6/30/22, in a not-to-exceed pooled amount of \$30,000,000 on behalf of various County agencies that will utilize the Master Contract.

As part of that action, your Board also adopted a Resolution authorizing HCSA to engage in a non-standard procurement that allows the HCSA Director to select qualified pool vendors as needed through a Request for Qualification (RFQ) process. Additionally, your Board authorized the HCSA Director to negotiate and execute Agreements and subsequent amendments as needed under the Master Contract, and to add qualified vendors to the Vendor Pool that successfully respond to future rounds of the RFQ process, with no changes to the total pooled amount or the contract term.

To accommodate continuing and emerging funding sources to address the ongoing homelessness crisis, including the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) for COVID-19 response, on August 4, 2020, the Board approved an amendment to the Vendor Pool (File No. 30518, Item No. 20) to

extend the term to 6/30/25 and increase the total pool amount to \$50,000,000 (an increase of \$20,000,000). On December 15, 2020, the Board approved a second amendment to the Vendor Pool (File No. 30553, Item No. 9.1) to increase the total pool amount to \$65,000,000 (an increase of \$15,000,000).

As outlined in the May 21, 2019 Board letter, HCSA serves as the administrator of the Vendor Pool and is committed to briefing your Board quarterly on the project's status, including utilization by County agencies; identification of contract projects as part of or augmentation to the Homelessness Action Plan (adopted by your Board on November 20, 2018, Item No. 40.1); addition of new vendors to the Vendor Pool; outcome measures as a result of service delivery; and other information as requested by your Board. The report (see Attachment B) provides detailed accomplishments for Fiscal Year (FY) 2020-21 Quarter 1 (7/1/20 - 9/30/20).

A summary of accomplishments include:

- 6 bid response applications received from vendors applying to qualify into the Vendor Pool;
- 4 new vendors qualified and added into the Vendor Pool, for a grand total of 70 approved vendors (66 vendors were added in previous quarters);
- 8 new project requests from County agencies approved to execute contracts through the Vendor Pool (1 project had a fully executed contract; 4 were in the vendor selection stage, and 3 in the contract development stage);
- 6 contracts and 5 amendments executed for a total of \$15,223,102.00, bringing the grand total to 30 contracts and 8 amendments for a total of \$25,564,289.47 (24 contracts and 3 amendments were executed in previous quarters). The remaining 12 active projects were in the vendor selection and contract development phases; and
- Successes in contract outcomes, including:
 - More than 600 people were served through Operation Comfort (isolation and quarantine for COVID + or exposed individuals, as part of Project Roomkey);
 - More than 1,000 individuals were sheltered in Project Roomkey hotels (contracted through the Vendor Pool); and
 - More than 450 clients were served through Vendor Pool Street Health Outreach contracts.

Future reports will be submitted to your Board approximately three to four months after the end of each quarter. This timeline reflects the time needed to collect service outcomes data from County agencies, analyze and summarize results, as well as prepare the quarterly report.

SELECTION CRITERIA/PROCESS

On March 11, 2019, HCSA released the Request for Qualification (RFQ), RFQ No. HCSA-900419, entitled "Housing Solutions for Health Vendor Pool." This RFQ is open continuously and ongoing responses will continue to be evaluated on a monthly basis throughout the duration of the Vendor Pool and Master Contract No. 901811; organizations whose responses meet the qualification criteria are added to the Master Contract. As of the end of FY 2020-21 Quarter One, 70 vendors are qualified into the Vendor Pool. Vendors added to the Master Contract are eligible for Agreements from agencies across the County of Alameda. Under the Master Contract, County agencies may select vendors from the Vendor Pool for projects without engaging in a standard competitive procurement, which significantly reduces the typical contract development timeline and expedites the delivery of critical services to work toward our common 10X goal of eliminating homelessness.

The Honorable Board of Supervisors

January 26, 2021

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Since 90% of the suppliers initially approved into the Pool were certified SLEBs or SLEB-exempt as they are non-profit, community-based organizations providing services to the community or are government entities, your Board waived the SLEB (Small, Local and Emerging Businesses) requirements for this Master Contract.

FINANCING

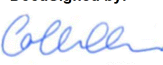
Funding for contracts comes from County agencies that hold executed contracts with approved vendors from the Housing Solutions for Health Vendor Pool, with a not-to-exceed pooled amount of \$65,000,000. The Vendor Pool is available to all County Agencies. In FY 2020-21 Quarter 1, County Administrator's Office/ALL IN Alameda County and Health Care Services Agency utilized the Vendor Pool to execute contracts. The process to request a vendor includes validation of available funding and approval from agency leadership prior to contract execution. Since County agencies utilize funding available in their budgets, these contracts have no impact upon Net County Cost.

In FY 2020-21 Quarter 1, \$15,223,102.00 in funding was awarded through the Vendor Pool, bringing the grand total to \$25,564,289.47 (\$10,341,187.47 was awarded in previous quarters). The remaining balance in the Master Contract is \$24,435,710.53 as of the end of FY 2020-21 Quarter 1. For the contracts executed in FY 2020-21 Quarter 1, \$425,000 in funding was included in the Homelessness Action Plan, and \$14,798,102 in funding was an augmentation to the Homelessness Action Plan.

VISION 2026 GOAL

Streamlining the procurement and contracting process to deliver services and resources to County residents experiencing homelessness meets the 10X goal pathways of **Healthcare for All**, **Eliminate Homelessness**, and **Accessible Infrastructure** in support of our shared vision of a **Thriving and Resilient Population**.

Sincerely,

DocuSigned by:

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Colleen Chawla, Director
Health Care Services Agency

Attachment A – CONTRACT SUMMARY

Housing Solutions for Health Vendor Pool

List of Contracts Executed in FY 20-21 Quarter 1 (7/1/20 - 9/30/20)

Master Contract No. 901811

- Abode Services (Principal: Louis Chicoine; Location: Fremont), for housing transition services for the term of 7/1/2020 – 12/31/2020 in the amount of \$2,520,000; Procurement Contract No. 18489, Line 5, SLEB Exempt – Non-Profit.
- Abode Services (Principal: Louis Chicoine; Location: Fremont), for shelter management services for the term of 5/1/2020 – 12/31/2020 in the amount of \$3,876,279 (second amendment to add \$2,899,540 and to extend the term by one month and third amendment to add \$976,739); Procurement Contract No. 18489, Line 4, SLEB Exempt – Non-Profit.
- Alameda Point Collaborative (Principal: Doug Biggs; Location: Alameda); for wellness center and respite startup funding services for the term of 7/1/2019 – 12/31/2020 in the amount of \$250,000 (first amendment to add funds and to extend the term by six months); Procurement Contract No. 18837, Line 1, SLEB Exempt – Non-Profit.
- Berkeley Food and Housing Project (Principal: Calleene Egan; Location: Berkeley), for shelter management services for the term of 7/20/2020 – 12/31/2020 in the amount of \$1,000,000; Procurement Contract No. 18492, Line 1, SLEB Exempt – Non-Profit.
- Burlington Associates (Principal: Devika Goetschius; Location: Burlington, VT), for supportive housing consulting services for the term of 5/1/2020 – 12/31/2021 in the amount of \$175,000; Procurement Contract No. 19807, Line 1, Not SLEB Exempt – SLEB Waived.
- Covenant House California (Principal: Bill Bedrossian; Location: Oakland), for fiscal management services for the term of 7/1/2020 – 6/30/2022, in the amount of \$190,000; Procurement Contract No. 18497, Line 2, SLEB Exempt – Non-Profit.
- Five Keys Schools and Programs (Principal: Steve Good; Location: Berkeley), for shelter management services for the term of 7/15/2020 – 12/31/2020 in the amount of \$1,756,239; Procurement Contract No. 20730, Line 1, SLEB Exempt – Non-Profit.
- LifeLong Medical Care (Principal: David B. Vliet; Location: Berkeley), for recuperative care services for the term of 9/1/2019 – 6/30/2021, in the amount of \$1,971,000 (first amendment to add funds and to extend the term by twelve months); Procurement Contract No. 18504, Line 3, SLEB Exempt – Non-Profit.
- LifeLong Medical Care (Principal: David B. Vliet; Location: Berkeley), for street health outreach services for the term of 7/1/2019 – 6/30/2021, in the amount of \$2,363,750 (second amendment to add funds and to extend the term by twelve months); Procurement Contract No. 18505, Line 2, SLEB Exempt – Non-Profit.
- Tiburcio Vasquez Health Center (Principal: Andrea Schwab-Galindo; Location: Union City), for street health outreach services for the term of 6/1/2020 – 6/30/2021, in the amount of \$1,120,834; Procurement Contract No. 19725, Line 1, SLEB Exempt – Non-Profit.

Housing Solutions for Health Vendor Pool Quarterly Report

FY 20-21 Quarter 1



Health Care Services Agency
Office of the Agency Director
Special Projects Office
January 26, 2021

Executive Summary

On May 21, 2019, the Board of Supervisors approved Master Contract No. 901811 with the Housing Solutions for Health Vendor Pool (Vendor Pool) to provide: (1) outreach, engagement, benefits enrollment; (2) health and supportive services; and (3) housing and property-related services to Alameda County residents who are currently or formerly experiencing homelessness or who are living unstably. Established to maximize the County's resources by getting funding out quickly, efficiently, and effectively in support of the County's Vision 2026 10X goal of eliminating homelessness, the Vendor Pool offers a streamlined procurement and contracting process. Each of the vendors included in the Vendor Pool provided their qualifications in response to the ongoing competitive procurement HCSA first released on March 11, 2019.

The purpose of this quarterly report, for Quarter 1 (Q1) of Fiscal Year (FY) 20-21 [7/1/20-9/30/20], is to brief the Board of Supervisors and public on Vendor Pool progress and accomplishments.

Accomplishments for FY20-21 Q1

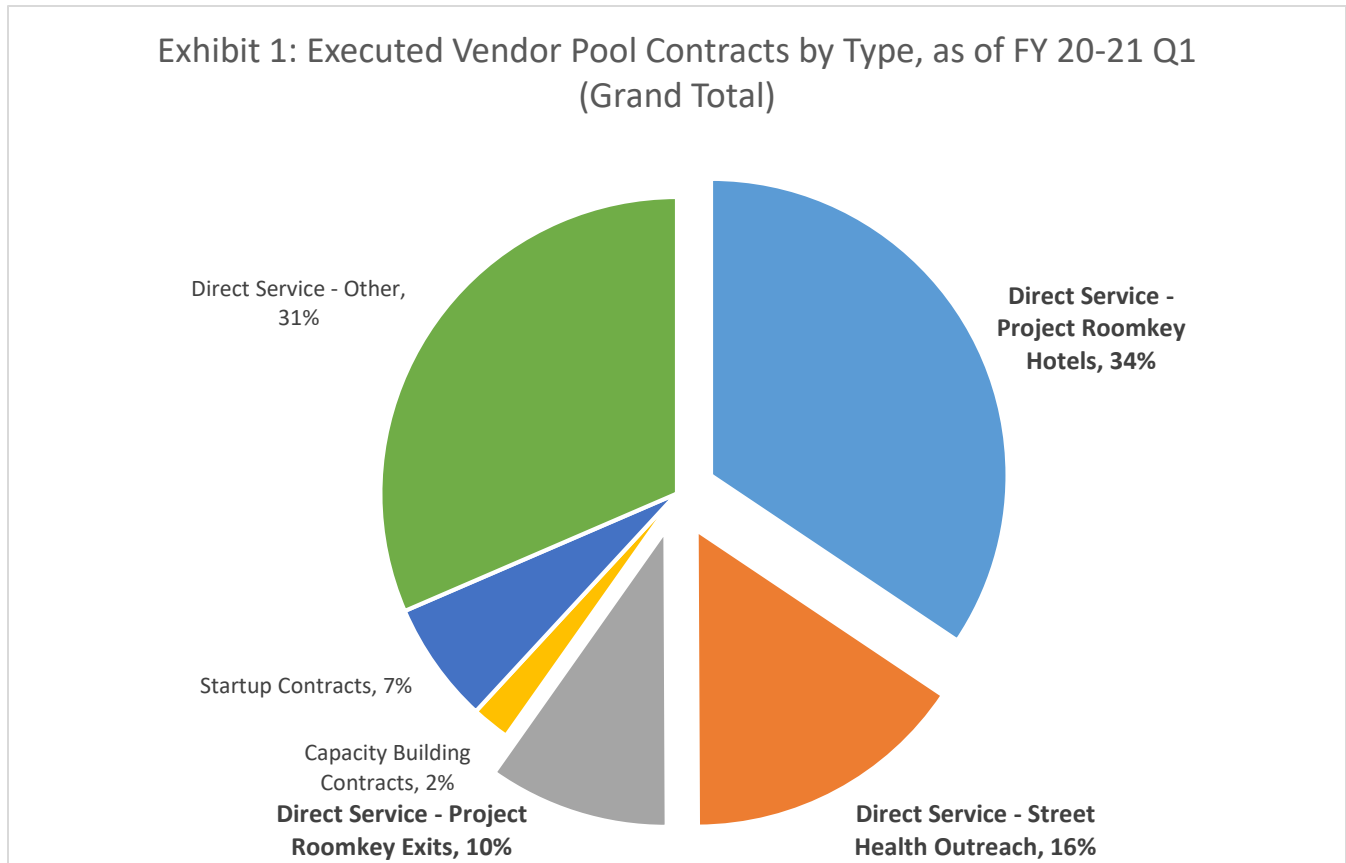
- 6 bid response applications received from vendors applying to qualify into the Vendor Pool;
- 4 new vendors qualified and added into the Vendor Pool, for a grand total of 70 approved vendors (66 vendors were added in previous quarters);
- 8 new project requests from County agencies approved to execute contracts through the Vendor Pool (1 project had a fully executed contract; 4 were in the vendor selection stage, and 3 in the contract development stage);
- 6 contracts and 5 amendments executed for a total of \$15,223,102.00, bringing the grand total to 30 contracts and 8 amendments for a total of \$25,564,289.47 (24 contracts and 3 amendments were executed in previous quarters). The remaining 12 active projects were in the vendor selection and contract development phases.

Contract Outcomes

While the standard procurement and contracting process can take six to twelve months, the Vendor Pool procurement process takes as little as one month, with three months on average, which allows the County to more effectively respond to urgent needs and utilize time-limited funding. While some programs were delayed or hindered due to COVID-19, the Vendor Pool process was critical to enabling the County's emergency response for the homeless population.

As of the end of FY 20-21 Q1, as illustrated in Exhibit 1, the majority of the pooled amount, \$15,284,112, or 60%, in the Vendor Pool Master Contract is allocated to services for Project Roomkey hotels, Street Health Outreach, and Project Roomkey Exits.

Exhibit 1. Executed Vendor Pool Contracts by Type, as of FY 20-21 Q1 (Grand Total)



For FY 20-21 Q1, a summary of contract accomplishments include:

- More than 600 people were served through Operation Comfort (isolation and quarantine for COVID + or exposed individuals, as part of Project Roomkey);
- More than 1,000 individuals were sheltered in Project Roomkey hotels (contracted through the Vendor Pool); and
- More than 450 clients were served through Vendor Pool Street Health Outreach contracts.

These services have been critical, for both slowing the spread of the virus and improving guests' health. Street Health Outreach Teams have played the critical role of referring clients into the hotels and providing health education and supplies to decrease the spread of COVID-19. Project Roomkey guests receive clinical assessments, flu vaccinations and services to improve their long term health and housing options, including help with completion of disability forms and benefits enrollment. The Vendor Pool is also used to increase longer-term services and housing opportunities for people, primarily supportive housing, rental subsidy assistance and an increase in interim housing options.¹

¹ Refer to the Outcomes section on pages 16-26 for more detailed information on contracts accomplishments.

Introduction

The number of people experiencing homelessness in Alameda County reflects a health and humanitarian crisis. Through [ACGOV Vision 2026](#), the Board of Supervisors set as one of the 10X goals eliminating homelessness in the County by the year 2026. To help achieve these ambitious goals, the Health Care Services Agency (HCSA) recognized the need for County agencies to act swiftly to address the homelessness crisis and proposed to the Board an innovative approach to streamline the procurement and contracting process to deliver services and resources to County residents as quickly as possible.

On May 21, 2019, the Board approved a Master Contract (File No. 30310, Item No. 15) for the Housing Solutions for Health Vendor Pool (Vendor Pool) for a three-year term from July 1, 2019 – June 30, 2022 to create a pool of qualified vendors available for County agencies to execute contracts quickly in response to the crisis. To accommodate continuing and emerging funding sources to address the ongoing homelessness crisis, on August 4, 2020, the Board approved an amendment to the Vendor Pool (File No. 30518, Item No. 20) to extend the term to July 30, 2025 and increase the total pool amount to \$50,000,000 (an increase of \$20,000,000). County agencies may select vendors from the Vendor Pool for projects without engaging in a standard competitive procurement, which significantly reduces the typical contract development timeline and expedites the delivery of critical services to the homeless population. The Board delegated authority to execute Vendor Pool contracts to the HCSA Director, Colleen Chawla. County agencies are responsible for contract oversight, monitoring and payment.

The HCSA Special Projects Office (SPO) administers the [Request for Qualification \(RFQ\)](#) process for assembling and continuously adding vendors to the Vendor Pool, oversees the vendor selection and contracting process, and manages the Master Contract on behalf of various County agencies that use the Vendor Pool. Vendors who are qualified into the Vendor Pool are available for immediate contracting. Interested County agencies may use the Vendor Pool to fund direct services, start-up, capacity-building and technical assistance, and innovation for the following core service categories:

1. Outreach, Engagement, and Benefits Enrollment;
2. Health and Supportive Services; and/or
3. Housing and Property Related Services.

Through these quarterly reports, HCSA briefs the Board of Supervisors and public on Vendor Pool progress and accomplishments.

Vendors

Outreach

The [RFQ](#) is posted on the General Services Agency's Contracting Opportunities website, and is open on a continuous basis to allow vendors to become qualified as they become eligible.

In Q1, the SPO sent the RFQ weblink to 71 contacts via email, for an outreach effort to the Asian Community Collaborative (ACC) which is a collection of over 30 Asian and Asian Pacific Islander (API) community-based organizations that provide services to the Fifth Supervisorial District. Refer to Exhibit 2 for a summary of RFQ outreach conducted to date.

Exhibit 2. Outreach Summary

Outreach Date	Number of Individuals Contacted	Purpose
3/11/19	3,253	The RFQ issued on GSA’s Contracting Opportunities website and sent to subscribers of the GSA’s Goods and Services – Current Contracting Opportunities
3/11/19	1,150	Announce new RFQ as a follow up to GSA’s posting
8/19/19	1,817	Continued promotion of RFQ
2/14/20	1,700	Promotion of Vendor Pool Information Sessions
3/31/20	1,364	Given the Shelter in Place ordinance, the email announced: <ul style="list-style-type: none"> • Release of Addendum No. 1 to the RFQ to permit the temporary acceptance of electronic bid submissions, and • April 14th information session would be held virtually, in lieu of an in-person meeting
8/7/20	71	Outreach to the Asian Community Collaborative

The Special Projects Office will conduct additional outreach throughout the Vendor Pool Master Contract term.

Bid Responses

Vendor bid responses were first due on April 10, 2019, and are accepted monthly thereafter. Qualification of vendors is performed by content experts who have expertise or experience in the areas of health and housing-related services for persons experiencing homelessness. These experts evaluate bidder responses to verify that the vendor meets the qualification criteria (i.e., verify that the vendor has been engaged in the business of providing services to people currently experiencing homelessness, living unstably and/or formerly homeless for at least three of the last ten years for each of the core service categories for which the vendor is qualifying) and recommend vendors for inclusion in the Vendor Pool. The Special Projects Office notifies vendors of the qualification outcome.

As illustrated in Exhibit 3, six bid responses were received in FY 20-21 Q1. Four bids met the qualification criteria to be added to the Vendor Pool. Vendors who did not meet the qualification criteria at the time of bid submission or who submitted an incomplete response were encouraged to submit again at a later round, once the criteria had been met or upon completing the requested information.

Exhibit 3. Number of Vendor Responses Received by Month in FY 20-21 Q1

Month	Total Number of Responses Received	Number of Responses Received by Vendors New to the County	Number of Complete Submissions	Number of Incomplete Submissions	Number of Complete Responses That Met Qualification Criteria	Number of Complete Responses that Met Qualification Criteria from Vendors New to the County	Number of Complete Responses That Did NOT Meet Qualification Criteria
July	2	0	2	0	2	n/a	0
Aug.	2	1	1	1	1	0	0
Sept.	2	1	1	1	1	0	0
Total	6	2	4	2	4	0	0

Approved Vendors

During FY 20-21 Q1, four vendors newly qualified into the Vendor Pool. Since 67 vendors had previously qualified into the Vendor Pool, the new grand total of approved vendors in the Vendor Pool is 70. One vendor was removed from the Vendor Pool per the vendor’s request. Additional vendors who qualify into the Vendor Pool will be added on a monthly basis. Exhibit 4 provides a list of approved vendors as of September 30, 2020. Vendors with an asterisk next to their name qualified into the Vendor Pool in FY20-21 Q1.

Exhibit 4. Approved Vendor List, as of September 30, 2020

Vendors	Category 1: Outreach, Engagement, and Benefits Enrollment	Category 2: Health and Supportive Services	Category 3: Housing and Property Related Services
DIRECT SERVICE PROVIDERS			
Abode Services	✓	✓	✓
Alameda County Homeless Action Center	✓	✓	
Alameda Point Collaborative		✓	✓
Bay Area Community Services	✓	✓	✓
Bay Area Legal Aid	✓	✓	✓
Berkeley Community Health Project (dba Berkeley Free Clinic)		✓	
Berkeley Food and Housing Project	✓	✓	✓
Berkeley Youth Alternatives		✓	✓
Beyond Emancipation	✓	✓	✓
Bill Wilson Center			✓
Brilliant Corners	✓	✓	✓
Brothers and Ladies Leading for Enrichment, Righteousness and Success (B.A.L.L.E.R.S.)*		✓	

Vendors	Category 1: Outreach, Engagement, and Benefits Enrollment	Category 2: Health and Supportive Services	Category 3: Housing and Property Related Services
Building Opportunities for Self-Sufficiency	✓	✓	✓
Catholic Charities of the Diocese of Oakland (dba Catholic Charities of the East Bay)			✓
Center for Elders' Independence	✓	✓	
City of Alameda, Community Development Department	✓	✓	✓
City of Emeryville*	✓	✓	✓
City of Fremont Human Services Department	✓	✓	✓
City of Hayward	✓	✓	✓
City of Livermore	✓	✓	✓
City of San Leandro	✓	✓	
CityServe of the Tri-Valley*	✓	✓	✓
Cornerstone Community Development Corporation (dba Building Futures with Women and Children)	✓	✓	✓
Covenant House California	✓	✓	✓
East Bay Agency for Children	✓	✓	
East Bay Asian Local Development Corporation	✓	✓	✓
East Bay Innovations	✓	✓	✓
East Oakland Community Project	✓	✓	✓
Eden I & R, Inc.	✓		✓
Felton Institute	✓	✓	
Five Keys Schools and Programs		✓	✓
Fred Finch Youth Center		✓	
Gina McCrae-Moore			✓
God's Love Outreach Ministries (dba GLOM)	✓	✓	✓
Housing Consortium of the East Bay		✓	✓
Juana Care Facility			✓
La Familia Counseling Service		✓	✓
Leaders in Community Alternatives, Inc.		✓	
Legal Assistance for Seniors	✓	✓	✓
Life Skills Training and Educational Programs, Inc. (LifeSTEPS)		✓	
LifeLong Medical Care	✓	✓	✓
Love Never Fails		✓	
Mercy Housing California		✓	
The Multicultural Institute	✓	✓	

Vendors	Category 1: Outreach, Engagement, and Benefits Enrollment	Category 2: Health and Supportive Services	Category 3: Housing and Property Related Services
Open Heart Kitchen of Livermore, Inc.		✓	
Operation Dignity	✓	✓	✓
Options Recovery Services	✓	✓	✓
Roots Community Health Center	✓	✓	
Root & Rebound		✓	
The Salvation Army, Alameda County		✓	✓
Satellite Affordable Housing Associates		✓	✓
The Spanish Speaking Unity Council of Alameda County, Inc. (dba The Unity Council)	✓	✓	✓
St. Mary's Center	✓	✓	✓
Strategic EMS Consulting		✓	
Swords to Plowshares Veterans Rights Organization	✓	✓	✓
Telecare Corporation	✓	✓	✓
Tiburcio Vásquez Health Center, Inc.	✓	✓	
Tri-City Health Center	✓	✓	✓
Women's Daytime Drop-In Center	✓	✓	✓
Youth Spirit Artworks		✓	
CAPACITY BUILDING/TECHNICAL ASSISTANCE PROVIDERS			
Applied Survey Research*			✓
Aspire Consulting, LLC	✓	✓	
Burlington Associates in Community Development, Inc.			✓
The Center for Common Concerns DBA Homebase	✓	✓	✓
Corporation for Supportive Housing	✓	✓	✓
Daniel Matthieu Cohen, LCSW, Inc.		✓	
FUSE Corps	✓	✓	✓
Katharine Gale		✓	✓
Resource Development Associates	✓	✓	✓
Stacey Murphy (dba SHM Consulting)	✓	✓	✓

Small, Local & Emerging Business Program (SLEB)

Since 90% of the vendors that originally qualified into the Vendor Pool were certified SLEBs or SLEB-exempt as they are non-profit, community-based organizations providing services to the community or are government entities, and some of the projects that may result from the Vendor Pool are federally funded, the Board of

Supervisors waived SLEB requirements for this Master Contract. Of the 70 vendors qualified into the Vendor Pool as of September 30, 2020, 83% of are certified SLEBs or SLEB exempt.

County Agencies

Staff Training

The Vendor Pool offers County agencies a streamlined process for vendor selection, reducing the amount of time required to contract services by several months and with fewer steps. To appropriately and properly use the Vendor Pool, HCSA developed Contracting Guidelines to assist County agencies in understanding the Vendor Pool and workflow. Following the approval of the Master Contract, the SPO began training County staff on the Contracting Guidelines. As of September 30, 2020, the SPO has trained 108 staff members. Exhibit 5 illustrates the number of staff trained per quarter.

Exhibit 5. Number of County Staff Trained on Vendor Pool Contracting Guidelines, by County Agency and Program

Agency	Program	FY 18-19 Q4	FY 19-20 Q1	FY 19-20 Q2	FY 19-20 Q3	FY 19-20 Q4	FY 20-21 Q1
County Administrator's Office	ALL IN				1		
Community Development Agency	Housing & Community Development	3	1	1			3
General Services Agency	Administration	1					
	Early Care and Education	1					
	Procurement	1					
Health Care Services Agency	Alameda County Behavioral Health	8		18		2	4
	Office of the Agency Director	22	2	18	1	2	3
	Public Health	1		16			
Social Services Agency	Adult Protective Services	2		1			
TOTAL		39	3	54	2	4	10

Note: Some staff members have attended more than one training.

Project Requests for the Vendor Pool

Under the Vendor Pool Contracting Guidelines, after County agencies and programs receive approval from HCSA to use the Vendor Pool, they review the vendor qualification responses for approved vendors and select a vendor to provide the services needed. If County agencies and programs need more information about vendors'

qualifications, they can request that the SPO contact approved vendors on their behalf to ask specific questions. Once County agencies and programs select their vendor, they document how their selected vendor is qualified to perform project services based on the required and applicable criteria. Next, the SPO contacts the vendor and verifies their interest in beginning contract negotiations, whereupon County agencies and programs begin direct contract negotiations. Subsequently, County Counsel reviews and signs approved as to form for each contract. Finally, the SPO obtains the HCSA Director’s signature to execute Vendor Pool contracts, which in addition to the streamlined vendor selection process, reduces the amount of time required to contract for services.

In FY 20-21 Q1, there were 8 new project requests from various County agencies and programs for the Vendor Pool totaling \$6,922,882. By the end of FY 20-21 Q1, one project had a fully executed contract; three projects were in the contract development stage, and four projects were in the vendor selection phase. For this quarter only, Exhibit 6 lists new project requests for the Vendor Pool by total amount requested by fiscal year and grand total; Exhibit 7 lists new project requests by core service category.

Exhibit 6. Funding Amounts Requested for New Vendor Pool Projects in FY 20-21 Q1, by County Agency and Program

Agency	Program	Total Amount Requested FY 20-21	Total Amount Requested FY 21-22	Grand Total Amount Requested Per Project
Health Care Services Agency	Office of Homeless Care and Coordination	\$176,132	n/a	\$176,132
		\$2,520,000	n/a	\$2,520,000
	Behavioral Health	\$1,400,000	n/a	\$1,400,000
		\$425,000	n/a	\$425,000
		\$112,500	\$37,500	\$150,000
	Care Connect	\$855,000	n/a	\$855,000
		\$420,000	n/a	\$420,000
		\$976,750	n/a	\$976,750
TOTAL	\$6,885,382	\$37,500	\$6,922,882	

Note: County agencies and programs continued to work on developing contracts for the five Vendor Pool projects initiated in previous fiscal quarter; 3 projects from previous fiscal quarters were cancelled.

Exhibit 7. Core Service Categories for New Vendor Pool Projects in FY 20-21 Q1, by County Agency and Program

Agency	Program	Grand Total Amount Requested Per Project	Category 1: Outreach, Engagement and Benefits Enrollment	Category 2: Health and Supportive Services	Category 3: Housing and Property Related Services
Health Care Services Agency	Office of Homeless Care and Coordination	\$176,132		✓	
		\$2,520,000			✓

Agency	Program	Grand Total Amount Requested Per Project	Category 1: Outreach, Engagement and Benefits Enrollment	Category 2: Health and Supportive Services	Category 3: Housing and Property Related Services
	Behavioral Health	\$1,400,000		✓	
		\$425,000			✓
		\$150,000			✓
	Care Connect	\$855,000		✓	
		\$420,000		✓	
		\$976,750		✓	
TOTAL	\$6,922,882				

Executed Contracts

On May 21, 2019, the Board authorized use of the Vendor Pool for contracts totaling up to \$30,000,000. This is the maximum, not to exceed total for all of the contracts in the County utilizing the Vendor Pool throughout the contract term, July 1, 2019 – June 30, 2022. To accommodate continuing and emerging funding sources to address the ongoing homelessness crisis, on August 4, 2020, the Board approved an amendment to the Vendor Pool (File No. 30518, Item No. 20) to extend the term to July 30, 2025 and increase the total pool amount to \$50,000,000 (an increase of \$20,000,000). While County agencies and programs provide funding for their contracts from their own budgets, contract amounts are subtracted from the authorized Master Contract Pool maximum approved by the Board. Health Care Services Agency manages Vendor Pool contracts by organizing them under Master Contract No. 901811.

Total Funding Awarded

In FY 20-21 Q1, six contracts and five amendments were executed under the Vendor Pool for a total of \$15,223,102. Across all fiscal years, the grand total awarded through the Vendor Pool is 30 contracts and 8 amendments totaling \$25,564,289.47 and \$24,435,710.53 remains available in the Master Contract. Health Care Services Agency will continuously monitor the balance of the Master Contract to ensure it does not exceed the maximum approved amount.

Exhibit 8. Total Funding Awarded, as of September 30, 2020

	Funding Amount
FY 19-20 Q1	\$ 450,000.00
FY 19-20 Q2	\$ 3,950,800.00
FY 19-20 Q3	\$ 2,099,102.47
FY 19-20 Q4	\$ 3,841,285.00
FY 20-21 Q1	\$ 15,223,102.00
Grand Total	\$ 25,564,289.47
Remaining Balance of Master Contract	\$ 24,435,710.53

Total Number of Contracts and Funding Amounts Allocated by County Agency and Program

Exhibit 9. Number of Contracts Executed under the Vendor Pool Master Contract, by County Agency and Program

Agency	Program	Number of Contracts Executed FY 20-21 Q1	Number of Amendments Executed FY 20-21 Q1	Grand Total Number of Contracts Executed (FY 19-20—FY 20-21 Q1)	Grand Total Number of Amendments Executed (FY 19-20—FY 20-21 Q1)
Community Development Agency	Housing & Community Development	0	0	1	0
County Administrator's Office	ALL IN	1	0	1	0
Health Care Services Agency	Alameda County Behavioral Health	1	0	3	0
	Alameda County Care Connect	0	0	8	1
	Center for Healthy Schools and Communities	0	0	1	0
	Health Care for the Homeless	1	3	3	4
	Office of Homeless Care and Coordination	3	2	9	3
	Health Care for the Homeless/ Alameda County Care Connect	0	0	2	0
Social Services Agency	Adult Protective Services	0	0	2	0
TOTAL		6	5	30	8

Exhibit 10. List of All Contracts Executed under the Vendor Pool Master Contract, by Quarter and County Agency/Program

Quarter by FY	Agency	Program	Category 1: Outreach, Engagement and Benefits Enrollment	Category 2: Health and Supportive Services	Category 3: Housing and Property Related Services	Vendor	Original Standard Services Agreement (SSA) or Amendment	Contract Amounts Allocated for FY 19-20	Contract Amounts Allocated for FY 20-21	Contract Amounts Allocated for FY 21-22	Grand Total Contract Amounts
FY 20-21											
Q1	HCSA	Health Care for the Homeless	✓	✓		Lifelong Medical Care	SSA	\$410,000	n/a	n/a	\$410,000
							1 st Amdt.	\$75,000	n/a	n/a	\$75,000
							2 nd Amdt.	\$663,750	\$1,700,000	n/a	\$2,363,750
GRAND TOTAL											\$2,848,750
Q1	HCSA	Health Care for the Homeless	✓	✓	✓	Lifelong Medical Care	SSA	\$1,642,500	n/a	n/a	\$1,642,500
							1 st Amdt.	n/a	\$1,971,000	n/a	\$1,971,000
GRAND TOTAL											\$3,613,500
Q1	HCSA	Health Care for the Homeless		✓	✓	Alameda Point Collaborative	SSA	\$999,800	n/a	n/a	\$999,800
							1 st Amdt.	n/a	\$250,000	n/a	\$250,000
GRAND TOTAL											\$1,249,800
Q1	HCSA	Health Care for the Homeless	✓			Tiburcio Vasquez Health Center	SSA	n/a	\$1,120,834	n/a	\$1,120,834
Q1	HCSA	Health Care for the Homeless			✓	Burlington Associates	SSA	\$17,500	\$105,000	\$52,500	\$175,000
Q1	CAO	ALL IN	✓	✓	✓	Covenant House California	SSA	n/a	\$95,000	\$95,000	\$190,000
Q1	HCSA	Office of Homeless Care and Coordination		✓	✓	Abode Services	SSA	\$447,100	\$447,100	n/a	\$894,200
							1 st Amdt.	\$406,310.50	\$406,310.50	n/a	\$812,621
							2 nd Amdt.	n/a	\$2,899,540	n/a	\$2,899,540
							3 rd Amdt.	n/a	\$976,739	n/a	\$976,739
GRAND TOTAL											\$5,583,100
Q1	HCSA	Office of Homeless Care and Coordination		✓	✓	Five Keys Schools and Programs	SSA	n/a	\$1,756,239	n/a	\$1,756,239
Q1	HCSA	Office of Homeless Care and Coordination		✓	✓	Berkeley Food and Housing Project	SSA	n/a	\$1,000,000	n/a	\$1,000,000

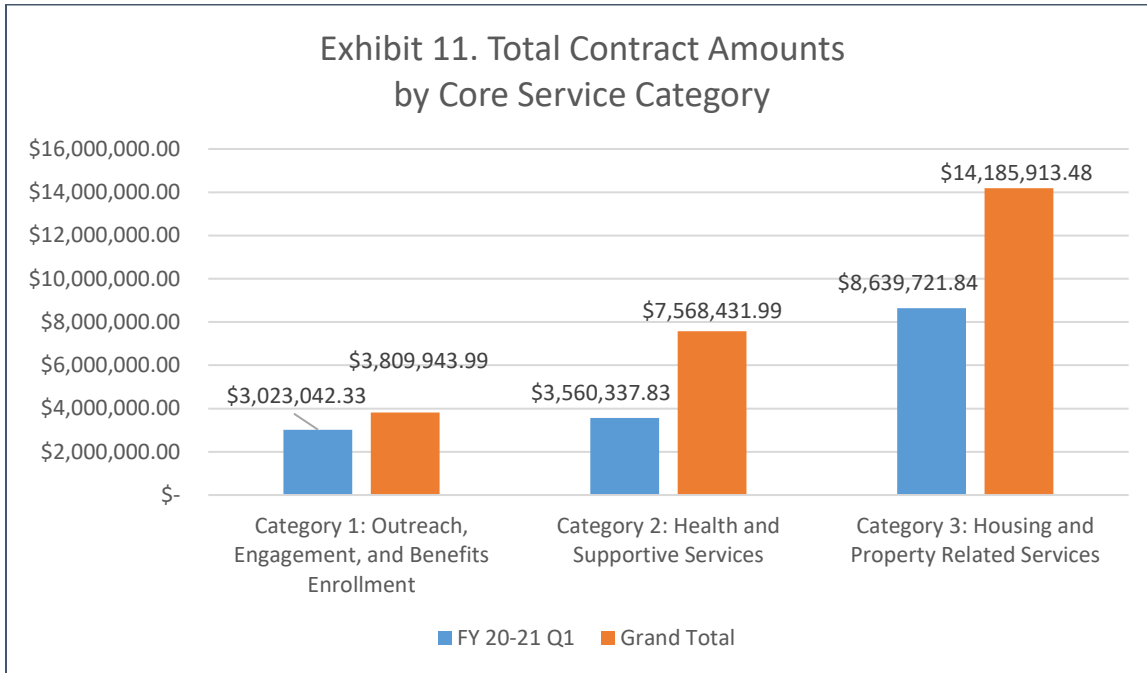
Quarter by FY	Agency	Program	Category 1: Outreach, Engagement and Benefits Enrollment	Category 2: Health and Supportive Services	Category 3: Housing and Property Related Services	Vendor	Original Standard Services Agreement (SSA) or Amendment	Contract Amounts Allocated for FY 19-20	Contract Amounts Allocated for FY 20-21	Contract Amounts Allocated for FY 21-22	Grand Total Contract Amounts
Q1	HCSA	Office of Homeless Care and Coordination			✓	Abode Services	SSA	n/a	\$2,520,000	n/a	\$2,520,000
FY 19-20											
Q4	CDA	Housing & Community Development	✓	✓	✓	Abode Services	SSA	\$27,801	\$111,202	\$111,202	\$250,205
Q4	HCSA	Alameda County Care Connect		✓		Housing Consortium of the East Bay	SSA	\$91,000	\$91,000	n/a	\$182,000
Q4	HCSA	Alameda County Care Connect		✓		Strategic EMS Consulting	SSA	\$79,630	n/a	n/a	\$79,630
Q4	HCSA	Office of Homeless Care and Coordination		✓		Katharine Gale	SSA	\$22,000	\$100,400	n/a	\$122,400
Q4	HCSA	Office of Homeless Care and Coordination			✓	Abode Services	SSA	\$250,000	\$250,000	n/a	\$500,000
Q4	HCSA	Office of Homeless Care and Coordination			✓	East Bay Innovations	SSA	\$270,000	\$270,000	n/a	\$540,000
Q4	HCSA	Office of Homeless Care and Coordination		✓	✓	SHM Consulting	SSA	\$5,040	n/a	n/a	\$5,040
Q4	HCSA	Office of Homeless Care and Coordination		✓	✓	Building Futures for Women and Children	SSA	\$227,594.50	\$227,594.50	n/a	\$455,189
Q3	HCSA	Alameda County Care Connect		✓		Fred Finch Youth Center	SSA	\$58,500	\$58,500	n/a	\$117,000
Q3	HCSA	Alameda County Behavioral Health			✓	Juana Care Facility	SSA	\$196,000	n/a	n/a	\$196,000

Quarter by FY	Agency	Program	Category 1: Outreach, Engagement and Benefits Enrollment	Category 2: Health and Supportive Services	Category 3: Housing and Property Related Services	Vendor	Original Standard Services Agreement (SSA) or Amendment	Contract Amounts Allocated for FY 19-20	Contract Amounts Allocated for FY 20-21	Contract Amounts Allocated for FY 21-22	Grand Total Contract Amounts
Q3	HCSA	Alameda County Care Connect		✓		Abode Services	SSA	\$240,000	\$240,000	n/a	\$480,000
Q3	HCSA	Center for Healthy Schools and Communities			✓	Covenant House California	SSA	\$269,867.49	\$539,734.98	n/a	\$809,602.47
Q3	HCSA	Alameda County Care Connect		✓		Life Skills Training and Educational Programs, Inc.	SSA	\$54,000	\$36,000	n/a	\$90,000
Q3	HCSA	Alameda County Care Connect		✓		Building Futures for Women and Children	SSA	\$88,500	\$168,000	n/a	\$256,500
Q3	HCSA	Alameda County Behavioral Health	✓	✓	✓	Corporation for Supportive Housing	SSA	\$125,000	\$25,000	n/a	\$150,000
Q2	SSA	Adult Protective Services			✓	Legal Assistance for Seniors	SSA	\$129,000	\$128,400	n/a	\$257,400
Q2	SSA	Adult Protective Services			✓	Legal Assistance for Seniors	SSA	\$193,050	\$193,050	n/a	\$386,100
Q2	HCSA	Alameda County Care Connect		✓		LifeLong Medical Care	SSA	\$60,000	n/a	n/a	\$60,000
Q2	HCSA	Alameda County Care Connect		✓		Building Opportunities for Self Sufficiency	SSA	\$120,000	n/a	n/a	\$120,000
Q1	HCSA	Health Care for the Homeless/ Alameda County Care Connect*	✓	✓	✓	LifeLong Medical Care	SSA & 1 st . Amdt (no cost extension only)	\$450,000	n/a	n/a	\$450,000
TOTAL								\$7,618,943.49	\$17,686,643.98	\$258,702.00	\$25,564,289.47

Note: Contracts executed within this reporting quarter (FY 20-21 Q1) are reflected with a blue background. The contracts reflected with a white background are from previous quarters.

Total Funding Amounts by Core Service Category

As illustrated in Exhibit 11, in FY 20-21 Q1 funding was awarded across all three core service categories: \$3,023,042.33 in Category 1, \$3,560,337.83 in Category 2, and \$8,639,721.84 in Category 3. **NOTE:** Some agreements contract for services across more than one category. In these cases, County agencies and programs delineated the funding amounts for each category.



Inclusion vs. Augmentation of Homelessness Action Plan

The [Homelessness Action Plan 2018-2021](#) sets forth a plan for Alameda County to invest \$340 million over the next three years toward addressing homelessness. The new initiatives detailed in the Homelessness Action Plan focus on County services and infrastructure and include \$90 million in one-time funding, which will result in over 3,000 individuals/households obtaining or maintaining housing over the next three years.

When utilizing the Vendor Pool, County programs note whether their contract is included in the Homelessness Action Plan or is an augmentation. Exhibit 12 illustrates this characteristic.

Exhibit 12. Total Funding Awarded by Homelessness Action Plan Inclusion vs. Augmentation

	FY 20-21 Q1	Grand Total (FY 19-20— FY 20-21 Q1)
Included in Homelessness Action Plan	\$425,000.00	\$2,664,607.47
Augmentation to Homelessness Action Plan	\$14,798,102.00	\$22,899,682.00
TOTAL	\$15,223,102.00	\$25,564,289.47

Outcomes

This section provides a summary of the outputs, outcomes, accomplishments and challenges resulting from all executed contracts. Refer to the Appendix for an overview of each contract executed in this quarter (FY 20-21 Q1).

Start-Up Contracts

“Start-up” projects provide seed money to a vendor to help launch a project, which may include construction, preparing a space, hiring staff, and setting up a program. As illustrated in Exhibit 13, to date, three start-up contracts were executed utilizing the Vendor Pool, two of which support the development of 77 additional recuperative care/medical respite beds² in Alameda County. The third start-up contract supports increasing the number of emergency shelter beds for Transition Aged Youth who reside south of Oakland. No new start-up contracts were executed in FY 19-20 Q4 or FY 20-21 Q1.

Exhibit 13. Start-Up Contracts as of FY 20-21 Q1

Project Name	Vendor	Service Category	Unit Count	Launch Date	FY 20-21 Q1 Status
Contracts Started in FY 19-20					
Adeline Recuperative Care Start Up	LifeLong Medical Care	Medical Respite Bed	27	September 2019	Contract ended 6/30/20 Respite site open
Alameda Point Collaborative Wellness Center and Respite Start Up	Alameda Point Collaborative	Medical Respite Bed	50	November 2022	Contractor completed budget and cost estimates and engaged with managed care plans for future partnerships. Alameda County Housing and Community Development (HCD) is reviewing the plans for project feasibility.

² Recuperative care, also known as medical respite, is a 7 day a week, 24-hour shelter for individuals who have an acute medical need. Recuperative care generally provides: 1) an immediate placement option for persons who are homeless or marginally housed that are being discharged from an in-patient hospital setting, and 2) shelter and care that prevents admission to emergency and acute care settings for people who are: i) experiencing homelessness AND, ii) have an acute medical need with an identifiable end point (estimated at less than six weeks).

Project Name	Vendor	Service Category	Unit Count	Launch Date	FY 20-21 Q1 Status
South or Mid-County Youth Shelter Start-Up	Covenant House California	Shelter Beds-Transition Aged Youth	25	June 2021 ³	Contractor worked on a proposed site plan for property that belongs to the Hayward Unified School District. The contractor is meeting weekly with HCD staff to complete a detailed project plan and budget.
FY 19-20 Subtotal			102		
No Investments Started in FY 20-21 Q1					
Investments Grand Total			102		

Capacity Building Contracts

Funding for “capacity-building” projects provide resources to a vendor to provide capacity or technical assistance to other services providers to help establish, expand or improve performance. Five capacity-building contracts have been executed utilizing the Vendor Pool. Exhibit 14 provides a status update on each capacity building contract.

Exhibit 14. Capacity-Building Contracts as of FY 20-21 Q1

Project Name	Vendor	Purpose/Deliverable	Status
Contracts Started in FY 19-20			
TA: Operations Safer Ground & Comfort	Stacey Murphy dba SHM Consulting	SHM Consulting provided technical assistance to support the launch and operation of Project Roomkey Safer Ground and Operation Comfort hotels. Deliverable: Program workflows and policies and procedures.	Ended 6/30/20
Coordinated Entry Capacity Building	Katharine Gale	Support the revisions to the prioritization and matching policies that exist as part of Coordinated Entry (the process that matches people experiencing	Active

³ June 2021 is an estimate; there are unknown variables including, but not limited to, construction and permit timelines. The goal is to serve 25-30 youth at a time; however, the final number will be dependent upon the location identified and approved occupancy permits.

Project Name	Vendor	Purpose/Deliverable	Status
		homelessness to available housing). As HCSA will function as the Management Entity for Coordinated Entry in the future, the consultant’s assistance in tailoring the system and helping HCSA to plan its implementation is particularly pertinent. Coordinated Entry modifications are focused on integrating data, implementing systems modeling, and centering racial equity.	
Supportive Housing Capacity Building	Corporation for Supportive Housing	Provide capacity-building assistance to HCSA and Alameda County supportive housing operators, funders, and policy makers related to enhancing the quality of supportive housing throughout the County. A survey of supportive housing operators completed in FY 19-20 Q4 found gaps in communication between property management and supportive service providers and a need for more engagement of tenants in program planning and evaluation. Deliverable: Three trainings in this reporting quarter.	Active
Contracts Started in FY 20-21			
Youth Action Board	Covenant House California	The Alameda County Youth Action Board (YAB) is a leadership body comprised of youth experiencing or at-risk of homelessness. Deliverable: YAB program policies and procedures, implement peer support program, facilitate connections to services and supports.	Active
Consulting Services for Supportive Housing	Burlington Associates	Vendor is a subject matter expert for MHSA’s innovation project Supportive Housing Community Land Alliance. Deliverable: Training project grantee on development of homeownership programs for the target population.	Active

Direct Service Contracts

“Direct service” contracts include funding to provide services to the target population. Eighteen direct service contracts have been executed through the Vendor Pool (excluding Project Roomkey), two of which were new in FY 20-21 Q1 and four which ended in FY 19-20 Q4. Exhibit 15 illustrates the number of unduplicated clients served this quarter. The remaining direct services contracts were specific to Project Roomkey, and are reflected in its own subsection beginning on page 23.

Exhibit 15. Number of Unduplicated Clients Served

Project Name	Vendor	Service Category	Contract Start Date	Annual Unduplicated Contract Target	Number of Unduplicated Clients Served in FY 19-20	Number of Unduplicated Clients Served in FY 20-21 Q1
Contracts that Ended in FY 19-20						
Safe Parking Transition	Strategic EMS Consulting	Interim Housing	2/1/20	15	26	N/A
Amistad House Permanent Supportive Housing	LifeLong Medical Care	Supportive Housing	7/1/2019	5	3	N/A
San Leandro Permanent Supportive Housing	Building Opportunities for Self Sufficiency	Supportive Housing	7/1/2019	20	1	N/A
Housing Support Program	Juana Care Facility	Supportive Housing	12/1/19	15	19	N/A
Contracts Active (New and Existing) in FY 20-21						
Home Safe Pilot 1	Legal Assistance for Seniors	Legal Services	7/1/2019	96	5	5

Project Name	Vendor	Service Category	Contract Start Date	Annual Unduplicated Contract Target	Number of Unduplicated Clients Served in FY 19-20	Number of Unduplicated Clients Served in FY 20-21 Q1
Home Safe Pilot 2	Legal Assistance for Seniors	Housing Case Management	7/1/2019	100	14	12
Street Health Outreach (Zones 9,12,13,14)	LifeLong Medical Care	Street Health Outreach*	7/1/2019	300	1,000	362
Adeline Recuperative Care Operations	LifeLong Medical Care	Interim Housing/ Medical Respite	9/1/2019	90	71	32
AMCAL Supportive Services	LifeSTEPS	Supportive Housing/ Housing Case Management	1/1/20	10	11	11
Coolidge Court Supportive Housing Services	Fred Finch Youth Center	Supportive Housing/ Housing Case Management	12/1/19	10	15	15
Scattered Site Permanent Supportive Housing Services #1	Abode Services	Supportive Housing/ Housing Case Management	1/1/20	50	0	0
Permanent Supportive Housing	Building Futures with	Supportive Housing/ Housing	4/1/20	10	0	48

Project Name	Vendor	Service Category	Contract Start Date	Annual Unduplicated Contract Target	Number of Unduplicated Clients Served in FY 19-20	Number of Unduplicated Clients Served in FY 20-21 Q1
Services Domestic Violence Focus	Women and Children	Case Management				
Tiny Homes	Abode Services	Interim Housing	3/1/20	44	19	21
PSH Services-Ashland	Housing Consortium of the East Bay	Supportive Housing/ Housing Case Management	1/1/20	10	11	15
60 Exits from Respite	Abode Services	Supportive Housing	4/1/20	20	0	0
Enriched Supportive Housing-Respite Exits⁴	East Bay Innovations	Supportive Housing	4/1/20	20	2	8
Project Roomkey Bridge Housing Exits	Abode Services	Supportive Housing	7/1/20 ⁵	250 ⁶	N/A	0
Street Health Outreach Expansion (Zones 4 & 5)	Tiburcio Vasquez Health Center	Street Health Outreach ⁷	7/1/20	500	N/A	190

⁴ While this contract was originally intended to support exits from medical respite, it is now supporting both exits from medical respite and exits from Project Roomkey for clients with significant medical needs.

⁵ Although the contract date is 7/1/20, this contract was not executed until September, 2020.

⁶ The initial contract goal is to house 200-250 people exiting Project Roomkey by December 31, 2020.

⁷ A Street Health Outreach “client served” is defined as the number of individuals who have consented to receive Street Health Outreach services and has a minimum of one face-to-face encounter with a team member within the past 60 days.

As demonstrated in Exhibit 16, the majority of contracts are on track to meet their contract objectives, despite contract delays and start-up problems primarily driven by COVID-19. The Vendor Pool has been critical in the County’s ability to respond quickly to COVID-19 through new programming. The two largest efforts in FY 2020-21 Q1 were implementation of the Project Roomkey hotels (see COVID-19 response subsection, pages 23-26) and the rollout of the LifeLong Medical and Tiburcio Vasquez Health Center Street Health Outreach Teams. Street Health Outreach Teams provide assessment, education, testing, and referrals to Project Roomkey hotels and supply distribution to encampments. These teams referred 83 clients to Project Roomkey hotels this quarter and administered 73 COVID-19 tests to homeless individuals.

Exhibit 16. FY20-21 Q1 Contracts Status

Service Type	Meeting or Exceeding Target	On Track to Meet Target	Under Target	Start Date Delayed
Legal Services			Home Safe Pilot 1	
Street Health		Street Health Outreach (Zones 9, 12, 13, 14); Street Health Outreach Expansion (Zones 4, 5)		
Interim Housing		Adeline Recuperative Care Operations; Tiny Homes		
Supportive Housing/ Housing Case Management	Permanent Supportive Housing Services Domestic Violence Focus; AMCAL Supportive Housing Services; Coolidge Court Supportive Housing Services; PSH Services- Ashland		Home Safe Pilot 2	Scattered Site PSH Services #1
Supportive Housing			Enriched Supportive Housing-Respite Exits	60 Exits from Respite; Project Roomkey Bridge Housing Exits

COVID-19 Response: Project Roomkey Contracts & Outcomes

Part of the County’s response to the COVID-19 public health emergency has included targeted services for people experiencing homelessness. The Vendor Pool has been an asset in the County’s ability to respond quickly; as of September 30, 2020, through the Vendor Pool, HCSA has executed 4 contracts and 3 amendments with vendors to provide shelter management services at Project Roomkey Hotels. HCSA has also executed one contract to help homeless guests obtain permanent housing upon exit. This housing subsidy program includes housing subsidy management, property search and partnership management, and coordination with supportive services providers.

Project Roomkey provides temporary housing to individuals who are experiencing homelessness and are at high-risk for complications from COVID-19 in hotels and trailers in order to mitigate transmission, reduce hospital surge, and protect lives. Guests receive support in applying for public benefits, establishing health homes, and seeking permanent housing.

There are two types of Project Roomkey sites:

- 1) Operation Safer Ground sites serve individuals that are experiencing homelessness and are medically fragile due to their age being over 65, and/or health conditions such as certain heart, lung, blood, neurologic disorders, and other conditions;
- 2) Operation Comfort sites serve individuals that are experiencing homelessness (or living in congregate or severely overcrowded housing), and who have either tested positive for COVID-19 or have symptoms and signs consistent with possible COVID-19 infection, or who have had verified contact with a person with a known COVID-19 infection.

As of September 30, 2020, HCSA has spent \$11,314,528 on Project Roomkey contracts, of which \$9,152,518 was funded by the CARES Act (see Exhibit 17). The remaining amount was funded by state Homeless Housing, Assistance and Prevention grant funds specifically available for COVID response (COVID HHAP Funds).

As of September 30, 2020, 609 clients were served through Operation Comfort and 1,031 clients were served through Safer Ground hotel sites.⁸

Exhibit 17: Contracts Funded by the CARES Act for COVID-19 Response

Hotel	Vendor	City	Type of Site	Monthly Capacity	Total Award	Contract Term	Funding Source
Quality Inn	Abode Services	Oakland	Comfort	105 clients/month	\$894,200	5/1/20 – 9/30/20	COVID HHAP Funds
SpringHill Suites	Abode Services (1 st amendment)	Newark	Safer Ground	119 households/month	\$812,621	6/1/20 – 11/30/20	COVID HHAP Funds

⁸ These numbers do not include the scattered site voucher program, which is not part of the Vendor Pool.

Hotel	Vendor	City	Type of Site	Monthly Capacity	Total Award	Contract Term	Funding Source
Comfort Inn and Suites	Abode Services (2 nd amendment)	Oakland	Comfort	100 clients/100 households per month	\$1,366,440	7/1/20 – 12/31/20	CARES Act
Radisson Hotel	Abode Services (2 nd amendment)	Oakland	Safer Ground	280 households/200 clients per month	\$1,533,100	7/1/20 – 12/31/20	CARES Act
Residence Inn	Abode Services (3 rd amendment)	Livermore	Safer Ground	112 clients/month	\$976,739	8/13/20 – 12/31/20	CARES Act
Marina Village Inn	Building Futures with Women and Children	Alameda	Safer Ground	55 clients/month	\$455,189	5/1/20 – 9/30/20	COVID HHAP Funds
Days Hotel	Five Keys Schools and Programs	Oakland	Safer Ground	140 clients/month	\$1,756,239	7/15/20 – 12/31/20	CARES Act
Quality Inn	Berkeley Food and Housing Project	Berkeley	Safer Ground	29 clients/month	\$1,000,000	7/20/20 – 12/31/20	CARES Act
Rodeway Inn				41 clients/month			
Various	Abode Services	Various	Housing transition support & subsidies	250 households/month	\$2,520,000	7/1/20 – 12/31/20	CARES Act
Grand Total:					\$11,314,528		
Total Funded by CARES Act:					\$9,152,518		

Hotel Occupancy Rates & Number of Clients Served

Exhibit 18 demonstrates the occupancy average of each hotel by month, and Exhibit 19 illustrates the number of unduplicated clients served at each hotel.

Exhibit 18. Hotel Occupancy Rates at Project Roomkey Hotels by Month in FY 20-21Q1

Project Roomkey Hotel	Type of Hotel	City	Hotel Start Date	Target Population	% Occupancy Average by Month		
					Jul	Aug	Sep
Comfort	Operation Comfort	Oakland	3/20	COVID+/PUI	39%	39%	34%
Quality Inn	Operation Comfort	Oakland	5/20	COVID+/PUI	28%	35%	13%
Days Hotel	Safer Ground	Oakland	7/20	Homeless/High-risk	0%	31%	84%
Marina Village Inn	Safer Ground	Alameda	5/20	Homeless/High-risk	97%	94%	97%
Quality Inn	Safer Ground	Berkeley	7/20	Homeless/High-risk	0%	18%	95%
Radisson	Safer Ground	Oakland	4/20	Homeless/High-risk	90%	93%	94%
Residence Inn	Safer Ground	Livermore	8/20	Homeless/High-risk	0%	6%	64%
Rodeway Inn	Safer Ground	Berkeley	7/20	Homeless/High-risk	2%	56%	99%
SpringHill Suites	Safer Ground	Newark	6/20	Homeless/High-risk	99%	100%	100%

Exhibit 19: Number of Unduplicated Clients Served at Project Roomkey Hotels in FY 20-21 Q1

Project Roomkey Hotel	Type of Hotel	City	Hotel Rooms	Target Population	Number of Unduplicated Clients Served in FY 2020-21 Q1
Comfort	Operation Comfort	Oakland	104	COVID+/PUI	306
Quality Inn	Operation Comfort	Oakland	98	COVID+/PUI	303
Days Hotel	Safer Ground	Oakland	140	Homeless/High-risk	169
Marina Village Inn	Safer Ground	Alameda	50	Homeless/High-risk	43
Quality Inn	Safer Ground	Berkeley	29	Homeless/High-risk	35
Radisson	Safer Ground	Oakland	289	Homeless/High-risk	379

Project Roomkey Hotel	Type of Hotel	City	Hotel Rooms	Target Population	Number of Unduplicated Clients Served in FY 2020-21 Q1
Residence Inn	Safer Ground	Livermore	112	Homeless/High-risk	149
Rodeway Inn	Safer Ground	Berkeley	41	Homeless/High-risk	51
SpringHill Suites	Safer Ground	Newark	119	Homeless/High-risk	205

Pathways to Housing After Temporary Stays at Project Roomkey Safer Ground Hotels

The on-site services staff at Project Roomkey Safer Ground hotels assist guests with exit planning, in addition to coordinating with other service providers that are assigned to guests. Guests receive housing assessments and are matched to housing if they are eligible and housing is available

Exhibit 18 provides information about exit destinations through September 30, 2020 for Project Roomkey Safer Ground Hotels. During the current reporting period, hotels remained open, and guests did not have to leave. Hotel closure planning started mid-November, with the goal of transitioning guests into permanent housing; however, in some cases guests will be offered shelter while they are waiting for additional housing opportunities to become available. Hotels will begin closing on December 30, 2020.

Exhibit 18: Project Roomkey Safer Ground Hotel Exits by Type

Type of Exit	FY 19-20	FY 20-21 Q1	Total
Permanent Housing	16	43	59
Temporary (shelter or transitional programs)	47	41	88
Institutional (treatment, hospital, program-based placement)	14	6	20
Other	13	13	26
Total	90	103	193

In conclusion, there are emerging efforts at the State and County level to increase the number of pathways to permanent housing available through acquisition and additional rental subsidies within the next few months. The State of California recently announced a new grant to be available to purchase and rehabilitate housing to convert them into interim or permanent, long-term housing. With Federal, State and local funding, 800-900 new housing opportunities will be available over the next three to five months, some of which will be contracted through the Vendor Pool in upcoming months, and will be included in subsequent quarterly reports.

Contact Information

For questions regarding the Vendor Pool, please contact:

Maria Smith, MPA

Vendor Pool Administrator

510.667.3033

VendorPoolAdmin@acgov.org

Appendix

This appendix includes a summary of each contract and amendment executed within FY 20-21 Q1. For information on the contracts executed in previous quarters, contact VendorPoolAdmin@acgov.org.

Direct Service Contracts:

Street Health Outreach (2nd Amendment)

Department:	Health Care Services Agency	Program:	Health Care for the Homeless
Contract Term:	7/1/2019 – 6/30/2021 (contract amended to extend contract term by one year)		
Total Funding Amount:	\$2,848,750 (contract amended to add \$2,363,750 to expand street health services in three additional zones in northern Alameda County)		
Funding Source:	Mental Health Services Act / Measure A		
Vendor:	LifeLong Medical Care		
Service Area(s):	<input checked="" type="checkbox"/> Category 1: Outreach, Engagement, and Benefits Enrollment <input checked="" type="checkbox"/> Category 2: Health and Supportive Services <input type="checkbox"/> Category 3: Housing and Property Related Services		
Description of Scope of Work:	Provide street and encampment-based outreach and engagement, health care services and triage, housing and benefits collaboration with other community organizations, enabling services, short-term case management, laboratory and diagnostic tests, medication and pharmacy assistance, health care navigation services, and supportive services/referrals in Zones 9, 12, 13, and 14.		

Adeline Recuperative Care Operations (1st Amendment)

Department:	Health Care Services Agency	Program:	Health Care for the Homeless
Contract Term:	9/1/2019 – 6/30/2021 (contract amended to extend contract term by one year)		
Total Funding Amount:	\$3,613,500 (contract amended to add funds in the amount of \$1,971,000 to continue recuperative care operations)		
Funding Source:	Whole Person Care / Boomerang		
Vendor:	LifeLong Medical Care		
Service Area(s):	<input checked="" type="checkbox"/> Category 1: Outreach, Engagement, and Benefits Enrollment <input checked="" type="checkbox"/> Category 2: Health and Supportive Services <input checked="" type="checkbox"/> Category 3: Housing and Property Related Services		
Description of Scope of Work:	Contract covers the operating expenses for a new recuperative care effort at 2712, 2714, and 2716 Adeline Street. This contract will use previously allocated whole person care dollars to pay a daily rate per patient to provide an array of services including assistance with ADLs, medical care and housing coordination.		

Street Health Outreach Expansion - Zones 4 & 5

Department:	Health Care Services Agency	Program:	Health Care for the Homeless
Contract Term:	6/1/2020 – 6/30/2021		
Total Funding Amount:	\$1,120,834		
Funding Source:	Whole Person Care / Boomerang		
Vendor:	Tiburcio Vasquez Health Center		
Service Area(s):	<input checked="" type="checkbox"/> Category 1: Outreach, Engagement, and Benefits Enrollment <input type="checkbox"/> Category 2: Health and Supportive Services <input type="checkbox"/> Category 3: Housing and Property Related Services		
Description of Scope of Work:	Street health outreach team for unsheltered individuals experiencing homelessness in San Leandro/Alameda. This team will work with approx. 400 clients/yr. The team will attend to basic needs, provide housing problem solving support, street health services (e.g. medical + psychosocial assessments, diagnosis and treatment of conditions vaccinations, crisis assistance, harm reduction for STI and SUD, etc.) as well as income, education, employment and benefits advocacy and get clients into a clinic.		

Project Roomkey Hotels (2nd and 3rd Amendments)

Department:	Health Care Services Agency	Program:	Office of Homeless Care and Coordination
Contract Term:	5/1/2020 – 12/31/2020 (3 rd amendment extended term by one month)		
Total Funding Amount:	\$5,583,100 (2 nd amendment added \$2,899,540 and 3 rd amendment added \$976,739) to provide shelter management services at Comfort Inn (Oakland) and Radisson Hotel (Oakland) from 7/1/20-12/31/20, and shelter management services at Residence Inn (Livermore) from 8/13/20-12/31/20		
Funding Source:	Homeless Housing, Assistance and Prevention (HHAP) for COVID Response / Coronavirus Aid, Relief, and Economic Security (CARES) Act		
Vendor:	Abode Services		
Service Area(s):	<input type="checkbox"/> Category 1: Outreach, Engagement, and Benefits Enrollment <input checked="" type="checkbox"/> Category 2: Health and Supportive Services <input checked="" type="checkbox"/> Category 3: Housing and Property Related Services		
Description of Scope of Work:	<p>This contract and all amendments provide shelter management services, as well as social support, and connection to medical services for hotel guests participating in Project Roomkey:</p> <ul style="list-style-type: none"> • Quality Inn Hotel Oakland, an Operation Comfort site, for the term 5/1/20-9/30/20 • SpringHill Suites Newark, an Operation Safer Ground site, for the term 6/1/20-11/30/20 • Radisson Hotel Oakland, an Operation Safer Ground site, for the term 7/1/20-12/31/20 • Comfort Inn Oakland, an Operation Comfort site, for the term 7/1/20-12/31/20 • Residence Inn Livermore, an Operation Safer Ground site, for the term 8/13/20-12/31/20 <p>Social Services Agency also supported shelter management services at the SpringHill Suites with a separate contract for \$419,558.</p>		

Project Roomkey - Days Hotel

Department:	Health Care Services Agency	Program:	Office of Homeless Care and Coordination
Contract Term:	7/15/2020 – 12/31/2020		
Total Funding Amount:	\$1,756,239		

Funding Source:	Coronavirus Aid, Relief, and Economic Security (CARES) Act
Vendor:	Five Keys Schools and Programs
Service Area(s):	<input type="checkbox"/> Category 1: Outreach, Engagement, and Benefits Enrollment <input checked="" type="checkbox"/> Category 2: Health and Supportive Services <input checked="" type="checkbox"/> Category 3: Housing and Property Related Services
Description of Scope of Work:	Provide shelter management for all functions at Days Hotel in Berkeley, including security services as well as social support, and connection to medical services for hotel guests participating in Operation Safer Ground, a program serving asymptomatic high-risk individuals and families needing physical distancing as a precautionary measure, such as people over 65 or with certain underlying health conditions as well as survivors of domestic violence.

Project Roomkey Berkeley

Department:	Health Care Services Agency	Program:	Office of Homeless Care and Coordination
Contract Term:	7/20/2020 – 12/31/2020		
Total Funding Amount:	\$1,000,000		
Funding Source:	Coronavirus Aid, Relief, and Economic Security (CARES) Act		
Vendor:	Berkeley Food and Housing Project		
Service Area(s):	<input type="checkbox"/> Category 1: Outreach, Engagement, and Benefits Enrollment <input checked="" type="checkbox"/> Category 2: Health and Supportive Services <input checked="" type="checkbox"/> Category 3: Housing and Property Related Services		
Description of Scope of Work:	Perform work related to providing shelter management for all functions at Quality Inn and Rodeway Inn Hotels in Berkeley, as well as social support, and physical and mental health services for hotel guests participating in Operation Safer Ground. This program focuses on serving asymptomatic high-risk individuals and families needing physical distancing as a precautionary measure, people over 65 or with certain underlying health conditions as well as survivors of domestic violence.		

Project Roomkey Bridge Housing Exits

Department:	Health Care Services Agency	Program:	Office of Homeless Care and Coordination
Contract Term:	7/1/2020 – 12/31/2020		
Total Funding Amount:	\$2,520,000		

Funding Source:	Coronavirus Aid, Relief, and Economic Security (CARES) Act
Vendor:	Abode Services
Service Area(s):	<input type="checkbox"/> Category 1: Outreach, Engagement, and Benefits Enrollment <input type="checkbox"/> Category 2: Health and Supportive Services <input checked="" type="checkbox"/> Category 3: Housing and Property Related Services
Description of Scope of Work:	Project Roomkey Housing Transitions will safely and stably house people as they exit the PRK temporary housing. HCSA and contracting partners seek to establish a program to secure safe and stable housing with appropriate supports for people exiting PRK. This agreement is to provide housing search, subsidy management, and other property owner liaison services for up to 250 households.

Capacity Building Contracts:

Consulting Services for Supportive Housing

Department:	Health Care Services Agency	Program:	Behavioral Health
Contract Term:	5/1/2020 – 12/31/2021		
Total Funding Amount:	\$175,000		
Funding Source:	Mental Health Services Act		
Vendor:	Burlington Associates		
Service Area(s):	<input type="checkbox"/> Category 1: Outreach, Engagement, and Benefits Enrollment <input type="checkbox"/> Category 2: Health and Supportive Services <input checked="" type="checkbox"/> Category 3: Housing and Property Related Services		
Description of Scope of Work:	Burlington Associates is a subject matter expert in developing and evaluating community land trusts (CLT) and other shared equity homeownership strategies. The Supportive Housing Community Land Alliance project is to be developed using a CLT model to bring affordability to help ease County's housing crisis for SMI consumers whose income is 200% of federal poverty level. Burlington is to provide technical assistance, and counseling to achieve the development of an affordable CLT model.		

Youth Action Board

Department:	County Administrator's Office	Program:	ALL IN
Contract Term:	7/1/2020 – 6/30/2022		
Total Funding Amount:	\$190,000		
Funding Source:	Blue Shield of California Grant		
Vendor:	Covenant House California		
Service Area(s):	<input checked="" type="checkbox"/> Category 1: Outreach, Engagement, and Benefits Enrollment <input checked="" type="checkbox"/> Category 2: Health and Supportive Services <input checked="" type="checkbox"/> Category 3: Housing and Property Related Services		
Description of Scope of Work:	Perform work related to the operations and financial management of the Alameda County Youth Action Board (YAB), a leadership body comprised of youth experiencing or at-risk of homelessness. SOW includes: Co-develop YAB program and procedures, fiscal management for YAB (stipend management, transportation, and meeting/program expenditures), develop and implement Peer Support program, and facilitating connections to related services and supports.		

Start-Up Contract:

Alameda Point Collaborative Wellness Center and Respite Startup (1st Amendment)

Department:	Health Care Services Agency	Program:	Health Care for the Homeless
Contract Term:	7/1/2019 – 12/31/2020 (contract amended to extend contract term by six months)		
Total Funding Amount:	\$1,249,800 (contract amended to add \$250,000 to continue wellness center development)		
Funding Source:	Mental Health Services Act / Capital Facilities & Technology Needs		
Vendor:	Alameda Point Collaborative		
Service Area(s):	<input type="checkbox"/> Category 1: Outreach, Engagement, and Benefits Enrollment <input checked="" type="checkbox"/> Category 2: Health and Supportive Services <input checked="" type="checkbox"/> Category 3: Housing and Property Related Services		

Description of Scope of Work:	A final conveyance of federal property to be developed into a wellness center, which will include approximately 90 beds of Permanent Supportive Housing for seniors, a 50 bed medical respite, a primary care center, and a resource center for persons experiencing homelessness The SOW includes project and facilities management, as well as finance, business, and architect consultations.
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