**Homes for Families**

**EA Procurement Discussion Summary Document**

*Information has been compiled from input and activities and meetings and convenings from May 2017-May2018, and sorted into categories for discussion:*

**Opportunities that the Procurement Presents**

* Institutionalizing Strategic Housing Funds, and front door diversion, and prevention; building out coordinated entry systems and support for DHCD front line staff in local offices
* Refining Stabilization, including more standardization and clarifying of services and expectations
* Addressing workforce issues – options to buy into state health plans, trainings, shared staffing models; salaries
* More alignment between the scope of service and the actual work; evolved rate structures: built in cost of living increases; rates based on family size; building in clinicians – developing ratios for full time clinicians, building into rate, sharing between smaller programs; adequate payment structures and rates for stabilizations; placement goals acknowledging other exit types
* More flexibility to move families within and across program models
* Adjusting EA portfolio size, exploring different models and converting models to transitional or supportive housing
* Acknowledging need for system to be more focused on workforce/career development and economic mobility
* Better integration of HomeBASE, and shifting it to a 2 year program
* Contract stability
* More clarity around EOHHS/Shelter expectations, role and accountability
* Improving data reporting systems
* Maximizing resources within DHCD to have stronger access to housing resources
* Develop structures and guidelines to position the system to ensure more fairness, avoid lawsuits, minimize chaos, and clarify goals and roles
* Developing strategies for expansion, overflow, and capacity issues to minimize reliance on motels with system is in high demand
* More tools and resources for evaluation to track full scope of EA work and stabilization outcomes
* Having shared messaging and buy in about goals, philosophies, expectations, etc.

**Challenges and Concerns the Procurement Raises:**

* Barriers – such a federal immigration policies, other federal policies, wage/rent gap, and other macro issues that are out of the control of the system but have a tremendous impact
* Over reliance on short term housing resources; low FMR caps with subsidies, landlords reluctance to accept HomeBASE; policies that force families into eviction process, which then creates other barriers
* Increased acuity of family needs and the lack of accountability of other agencies
* Inadequate funding to build adequate programs and systems
* Balancing safety needs with individual family needs, legal implications
* Programs are pitted against each other by the nature of competing in the housing market and for fundraising

**Information Needed to Foster Productive Dialogue Relative to the Procurement**

* Definition of Terms: regionalization, regional coordination, regional collaboration, local control, EOHHS integration, EOHHS coordination/engagement, EOHHS accountability, EOHHS Service Teams, Lead Agency, Campus Model, blended rate,
* Data: motel use and cost accrued by EA providers; data on serious incidents; Strategic Re-housing Funds usage; housing availability information (area vacancy rates and rents; vacancies, turn over, and priority status info at LHA’s, new developments in the pipeline; availability of MRVPs, etc)
* More engagement with stakeholders: COC’s, schools, health care systems, housing entities, community partners

**Strengths of the System**

* Foundation of strong programs and a range of housing interventions (prevention, diversion, short term assistance, SRI/Flexible funding, permanent housing, stabilization)
* Leverages a lot of other resources (funders, donors, volunteers, partners, landlords, community support)
* Track record of strong outcomes when resources are available (placement rates with BHA vouchers, diversion rate increase when EA providers were contracted)

**Additional Areas to Explore:**

* Housing search/placement
* Stabilization
* Types of shelter models
* Programming for children
* Ways to address safety concerns and to best support families with significant barriers and challenges
* Role of scattered site