



A Tradition of Stewardship  
A Commitment to Service

Agenda Date: 5/9/2017  
Agenda Placement: 10D

## NAPA COUNTY BOARD OF SUPERVISORS Board Agenda Letter

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**TO:** Board of Supervisors

**FROM:** JoAnn Melgar for Howard Himes - Director  
Health & Human Services Operations

**REPORT BY:** JoAnn Melgar, Staff Services Analyst II - 707-253-4722

**SUBJECT:** Agreement with Abode Services, Inc.

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### **RECOMMENDATION**

Director of Health and Human Services requests approval of and authorization for the Chair to sign an agreement with Abode Services, Inc. for a maximum of \$177,669 for the term May 9, 2017 through June 30, 2017 and a maximum of \$3,033,481 for the term July 1, 2017 through June 30, 2018 and each automatic renewal thereof for operation of the Napa County Shelter system and provision of outreach engagement and housing support services for persons who are homeless or at risk of homelessness:

### **EXECUTIVE SUMMARY**

As part of an overall homelessness delivery services redesign, staff issued a Request for Proposals (RFP) in September 2016 for a Homeless and Housing System and Flex Housing Funding Pool Operator and Abode Services was selected. Abode Services, Inc has over 27 years of experience as a provider of homeless re-housing services in the Bay Area and has worked to end homelessness by assisting low-income, unhoused people to secure stable and supportive housing. Abode serves more than 4,800 vulnerable adults and children each year in Alameda, Santa Clara, Santa Cruz and San Mateo counties.

In October 2016, the County was awarded funding for a five year Whole Person Care Pilot in the amount of \$11.3 million. These funds as well as other State and Federal grants and HHSA funds will help to offset the costs for the services provided by Abode. The City of Napa and HHSA are currently developing a reimbursement agreement by which the City will share in the costs not covered by Whole Person Care or other grants.

Abode Services, Inc. is not a local vendor. No local vendors responded to the RFP.

**FISCAL IMPACT**

Is there a Fiscal Impact?	Yes
Is it currently budgeted?	Yes
Where is it budgeted?	HHSA Whole Person Care 20008-02
Is it Mandatory or Discretionary?	Discretionary
Discretionary Justification:	The selection of Abode to carryout the requirements of the Whole Person Care project is discretionary; however, under the terms of the Whole Person Care project, the County is required to provide outreach, engagement, and housing support services for persons who are homeless or at risk of homelessness.
Is the general fund affected?	No
Future fiscal impact:	This contract will automatically renew and will be budgeted accordingly in future years.
Consequences if not approved:	If this contract is not approved, Abode will be unable to operate the Napa County Shelter system and provide outreach, engagement, and housing support services for persons who are homeless or at risk of homelessness.
Additional Information:	

**ENVIRONMENTAL IMPACT**

ENVIRONMENTAL DETERMINATION: The proposed action is not a project as defined by 14 California Code of Regulations 15378 (State CEQA Guidelines) and therefore CEQA is not applicable.

**BACKGROUND AND DISCUSSION**

In October of 2015, the City and County of Napa formally began a process of transforming the way systems respond to and address homelessness throughout the county. These efforts began with the City and the County of Napa jointly hiring consultants from the Corporation for Supportive Housing (CSH) and the National Alliance to End Homelessness (NAEH) with the charge to examine and make recommendations for the improvement of both the “back door” systems that support housing and homeless services, as well as the “front door” operations of the shelter system in Napa County.

In March 2016, CSH and NAEH jointly issued a report on the state of the housing and homeless services delivery system in Napa County. The report found that Napa’s current ad hoc homeless response system, which requires vulnerable individuals to navigate a complex and restrictive continuum, is not effective in ending homelessness for the growing population of vulnerable individuals. It also concludes that it is possible for Napa to end chronic homelessness in less than five years.

The NAEH/CSH report recommends aligning the system with national best practices by redesigning community housing and homeless services systems to take a more strategic approach - one that coordinates entries into the homeless system, quickly connects the most vulnerable with housing opportunities, aligns resources to maintain housing stability, and uses the shelter system as a tool for quickly moving households out of homelessness. As part of the systems change process, Napa will more fully implement a Housing First philosophy and will align the City and County of Napa Continuum of Care programming, services and resources with this approach. The

NAEH/CSH report also recommended issuing a Request For Proposals (RFP) to select a Shelter Operator and a non-profit to manage the Flexible Housing Subsidy Pool and provide supportive housing services. In September 2016 staff released an RFP and selected Abode Services to bring those critical services online in Napa County.

For over 27 years, Abode Services, Inc. has been one of the leading providers of homeless re-housing services in the Bay Area, has worked to end homelessness by assisting low-income, unhoused people to secure stable and supportive housing. Abode serves more than 4,800 vulnerable adults and children each year in Alameda, Santa Clara, Santa Cruz and San Mateo counties. Experts in subsidy management, housing location and landlord engagement, Abode administers \$16 million annually in subsidies (multiple funding sources), holds over 1200 active leases and has a portfolio of 433 landlords with staff dedicated only to landlord engagement and housing placements. Abode has success in managing complicated, "first of their kind" community initiatives such as the Santa Clara Pay-for-Success program that coordinates care and provides housing for chronically homeless households. Abode helped launch this program, which requires sophisticated data sharing and tracking, collaboration with healthcare partners and accountability for delivering on a comprehensive set of primary and behavioral health, employment, criminal justice and housing metrics. Finally, Abode has operated shelter and drop-in services since its inception and has designed shelters to be housing crisis response centers that embrace the Housing First approach and place housing services directly on site.

In October 2016, the County was awarded funding for a five year Whole Person Care Pilot in the amount of \$11.3 million. These funds as well as other State and Federal grants and Health and Human Services Agency funds will help to offset the costs for the services provided by Abode. The City of Napa and HHSA are currently developing a reimbursement agreement through which the City will share in the costs not covered by Whole Person Care or other grants.

#### **SUPPORTING DOCUMENTS**

None

CEO Recommendation: Approve

Reviewed By: Bret Prebula