

# St. David's Foundation - Health Starts at Home - RFP Edited for Presentation in Training

Housing Wrap-Around Supports and Services for Low Income Residents of Affordable Rental Communities			
Goal	Target Population(s)	Sample Activities/Supports	Possible Outcomes
Improved Self-Sufficiency	<ul style="list-style-type: none"><li>• Families (adults and/or children)</li><li>• Transition-aged youth (age 16-26)</li></ul>	<ul style="list-style-type: none"><li>• Adults: employment and educational supports; healthy grocery shopping/cooking classes; exercise classes for mothers; financial coaching; efforts to enhance social connections; etc.</li><li>• Children: education supports; out of school time enrichment; promotion of healthy lifestyles and well-child visits; etc.</li></ul>	<ul style="list-style-type: none"><li>• Increased financial capability for adults (credit score, increased savings)</li><li>• Educational success for kids (report cards, test scores, attendance)</li><li>• Improved health behaviors (regular exercise, healthy eating habits)</li><li>• Enhanced social and community connections (involvement in regular social groups, volunteering)</li></ul>
Stabilized Health	<ul style="list-style-type: none"><li>• Adults with multiple chronic health conditions. Often single, formerly homeless.</li></ul>	Case management; on-site health services; efforts to promote social connections, community engagement, and individual purpose; etc.	<ul style="list-style-type: none"><li>• Reduction in avoidable hospital visits</li><li>• Reduction in EMS calls</li><li>• Improved health behaviors</li><li>• Enhanced social and community connections</li></ul>

While the expansion of services and supports is fundamental to this RFP, this solicitation is also intended to explore how services can be most effectively designed and implemented to achieve sustainable change. The Foundation is interested in exploring questions such as: What practices and conditions promote (or inadvertently inhibit) resident agency? How can spaces within affordable housing communities be designed and used to best promote health behaviors and/or greater social connections? What are best practices to collect resident input and bring resident voice into the design of services and supports?

The awardees of this RFP will become part of a community of practice developed to advance the learning of both the Foundation and the field in general regarding how to best design and implement housing services and supports that foster the following approaches:

- Empowering Resident Voices
- Increasing Social Connection
- Activating Physical Spaces
- Leveraging Existing Assets

Competitive proposals will propose expanding services and supports using these approaches, as appropriate, in their proposed work and show a commitment to working in a community of practice.

This RFP is open to 501(c)3 nonprofit organizations and public entities serving Central Texas (defined as Bastrop, Caldwell, Hays, Travis, or Williamson Counties). The Foundation plans to award up to \$2,500,000 for this RFP. Funds requested can be for projects lasting up to 24 months, but projects of a shorter duration are also eligible for

## Request for Proposals

### Health Starts at Home: Expanding Housing Wrap-Around Services and Supports

funding. There is not a minimum or maximum award size. However, to help guide the development of proposals, St. David's Foundation expects, given the size of the RFP budget and likely number of proposals, that the average award under this RFP will be in the range of \$100,000-\$300,000.

Requests will be reviewed on a competitive basis. Selection criteria includes:

1. Meeting the eligibility criteria for this RFP
2. Responsiveness to the goals and objectives of this RFP
3. Clearly defined theory of change for the proposed scope of work
4. Demonstrated commitment to the Foundation's priorities for the RFP, as described in this document
5. Potential for scale and sustainability of impact
6. Organizational capacity for success
7. Opportunities to better leverage other resources (financial or otherwise) or community assets
8. Other considerations, such as geographic distribution or target populations of awards

## **Definitions**

### **Affordable housing**

This RFP uses the same definition of affordable housing as is used by the U.S. Department of Housing and Urban Development, which defines affordable housing as "Housing in which the occupant(s) is/are paying no more than 30% of his or her income for gross housing costs, including utilities." For purposes of this RFP, affordable rental housing is not limited to subsidized units, but also includes housing complexes built using tax incentives or other vehicles that allow for below market rate rent, or naturally occurring affordable rental properties.

### **Low-Income**

For purposes of this RFP, "low-income" means a family or individual living below 80% of area median family income (MFI). In Central Texas, 80 percent MFI is roughly \$65,000 for a family of four. For more information, please click [here](#) to see FY 2017 Area Median Family Income For Travis County, TX.

### **Central Texas**

Is defined in this RFP as the five counties in which St. David's Foundation makes investments: Bastrop, Caldwell, Hays, Travis, and Williamson.

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## **Request for Proposals**

## Priorities

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Where you live is a strong predictor of your health. Housing stability, quality, safety, and affordability all affect health outcomes, as do physical and social characteristics of neighborhoods.<sup>1</sup> People who live in places without easy access to outdoor exercise, positive social interactions, healthy food choices, and economic and educational resources face a disadvantage in accessing the opportunities that foster good health and self-sufficiency.

Central Texas offers many advantages to its residents. However, growing income inequality and the diminishing supply of affordable housing are reducing the opportunities available to many individuals and families. In Central Texas, much of the affordable housing supply for low-income individuals and families is in low opportunity areas<sup>2</sup>, meaning that people who rely on affordable housing often have limited access to the resources that promote health, wellbeing, and self-sufficiency. As a result, in many cases individuals and families must choose between affordability and opportunity. While larger market and social forces have created this issue and require system-level remedies, the Foundation believes that there is an immediate need to address this inequity of opportunity by bringing services and supports to low-income individuals living in affordable rental housing.

This RFP is designed to achieve two objectives:

1. **Expand opportunity (via services and supports) to low-income individuals** so that they can achieve self-sufficiency and/or stabilized health.
2. **Advance understanding of how to design and deliver services and supports** so that residents are engaged, space is used to its highest purpose, social connections are fostered, and the likelihood of sustainable change is increased.

This RFP intentionally allows for flexibility and varying approaches. By funding a range of projects designed to help low-income families achieve health and self-sufficiency, the Foundation expects to both refine our future funding approach in this area, as well as advance the collective understanding of the field.

In order to create sustainable change, this RFP seeks projects that are highly responsive to not just the needs of low-income residents, but also to their talents, dreams, and drive. Projects that build on what residents are already achieving for themselves and foster change already in the making will be most competitive. As such, proposals should demonstrate how the respondent will engage with residents to discover what they are already doing for themselves and others, and then explain how the project's activities will enhance and build on these efforts.

While the connection between safe, stable, and affordable housing and health is well established, there is also a growing recognition of the importance of other factors in making housing communities a platform for good health. Actively exploring these factors is a priority for the Foundation in this RFP. Successful respondents to the RFP will intentionally address the Foundation's priorities and beliefs, described below, as is appropriate for their proposed project.

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## Request for Proposals

### Health Starts at Home: Expanding Housing Wrap-Around Services and Supports

**Resident Voice, Choice, and Control are Critical.** Integrating resident voice and community engagement practices into program design and organizational culture increases the likelihood that projects will be embraced by and used by the very people that will dictate a projects' success – its users. This approach requires a sustained commitment to actively involve and learn from residents. Ultimately, this is a core feature of sustainability, since solutions that work in a cultural / environmental context are more likely to last.

**Social Connections and Mutual Support are the Foundation of Change.** Connectedness between people creates the foundation for sustainable change. Affordable housing works best as a vehicle to help people achieve self-sufficiency and success when it creates a community, not simply a collection of buildings and services. Communities are created and nurtured when everyone participates, both to accept and offer help and support, in ways that are both formal and informal.

**Place Matters.** The look, feel, cultural/environmental appropriateness, perceived and real safety of a space are important considerations in creating conditions for residents to engage with each other and with available services and supports.<sup>3</sup> Importantly, ensuring that residents have opportunities to create and care for their space fosters engagement and connection. Place can foster (or inhibit) engagement, and engagement can then foster more conducive spaces. Factors such as green space, local art, community gathering, or activity spaces are important. Having spaces to gather for play, shared work, and interests strengthens social cohesion among neighbors and residents and reduces stress.

**All Assets, Even Informal, Should be Used.** Assets show up in many forms. They can exist in the built environment – the availability of open space in school playgrounds, or they can exist in people - the innate talents and interests of residents that can be shared, or they can be found in the existing service infrastructure within city, county, school, and other services (formal and informal). Successful change efforts expect to find assets and thus actively look for them, leverage them, and where necessary, build on or improve them.

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## Request for Proposals

**Health Starts at Home:  
Expanding Housing Wrap-Around Services and Supports**

## Timeline

The expected timeline for issuing, reviewing, and awarding grants under this RFP is below.

### **RFP Issue Date**

By August 17, 2018  
August 30, 2018

### **RFP Information Session (*Attendance is Optional*):**

St. David's Foundation: 1303 San Antonio St./ Austin TX  
9:30am - 11:30am  
Register at [events@stdavidsfoundation.org](mailto:events@stdavidsfoundation.org) by August 27, 2018.  
Registration highly encouraged

<b>Proposals Due, by Electronic Submission</b>	September 28, 2018, 5 pm CST
<b>Review and Negotiations</b>	October 2018
<b>Awards Announced</b>	Week of November 5, 2018
<b>Contracts Finalized</b>	December 2018
<b>Grant Period Begins</b>	January 1, 2019
<b>Grant Term and Awardee Convenings</b>	January 2019 - December 2020

## Foundation Contacts for this RFP

**Programmatic Questions.** Questions regarding the intent of this RFP or applicant eligibility may be directed to XXXXXXXX, Senior Program Officer - email address

**Technical Submission Questions.** Technical questions related to the online application submission may be directed to XXXXXXXX, Grants Coordinator - email address

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## **Request for Proposals**

**Health Starts at Home:**  
Expanding Housing Wrap-Around Services and Supports

## To Apply

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Proposals must be submitted online by 5 p.m. Central Time on September 28, 2018. **Late proposals will not be accepted.**

### [Application Link](#)

To apply, click here.

### [Required Proposal Information](#)

The following outlines the required proposal information. Maximum word limits are provided, but concise answers, if sufficient, are encouraged.

**A. Applicant Organizational Information:**

- a. Lead organization name
- b. Executive Director/CEO name and contact information
- c. Project director name and contact information
- d. Mission

**B. Request:**

- a. Project title
- b. Requested amount
- c. Geographic focus
- d. Project duration (12 to 24 months)

**C. Summary statement (200 words maximum):** Summarize the proposed project, the target population(s), the proposed interventions (e.g. services, supports or built environment improvements) and the expected impact or learning by the end of the grant.

**D. The core problem (500 words maximum):** Describe the problem you are seeking to address. What is causing the problem? Are there indicators that this is a problem? Why is working on this issue a fit for your organization? What has led your organization to want to act on this problem now? If applicable, describe new opportunities or challenges that will impact your ability to do this work.

**E. Target population(s) (500 words maximum):** Describe the population(s) that will ultimately benefit from the work proposed in this RFP (their needs, desires, goals). Why have you prioritized this population and how will they benefit? Describe how the target population meets the eligibility criteria of this RFP (described previously in Proposal Submission Guidelines), specifically discussing the location(s) of housing communities, income range of the residents, and how rental affordability is determined.

**F. Proposed project/ activities (700 words maximum):** Describe the services and supports you propose to offer. Include why they are appropriate for your target population. Describe how your approach fosters social connections, is connected to physical space, and maximizes existing assets. Provide a rationale, including data and evidence, to support why your approach is likely to impact the self-sufficiency and/or health outcomes of your target population.

**G. Resident voice (500 words maximum):** Describe how the project makes resident voice a central component of service

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## Request for Proposals

### **Health Starts at Home:**

### **Expanding Housing Wrap-Around Services and Supports**

design. Include a description of how resident input is collected, how that information translates to the proposed work, and the ongoing involvement of residents in refining the approach and assessing impact. Describe how that process seeks to ensure all resident voices have equal weight. If the proposal involves direct services or engagement, how will you reach and involve residents? Describe what strategies have worked, not worked, and why.

- H.** Measuring effectiveness (400 words maximum): Describe what will be different at the end of the grant (e.g. what does success look like)? Describe how you will know if the proposed scope of work is effective and how will you plan to assess and modify your approach if necessary. Please ensure that this section of your application is consistent with the metrics you select for reporting using the Foundation's Metrics Web Tool.

Note on Metrics:

The metrics you select for reporting will be submitted using the Foundation's Metrics Web Tool, which allows for streamlining of data reporting during the grant term. On the metrics tool, each applicant can submit up to three outputs and up to three outcomes, developed by your organization, that best describes the intended impact of the project. Additionally, the Foundation has developed a list of Common Measures. We ask that you report on any and all common measures if you collect data concerning those measures. Common Measures are not specific to this request and therefore, it is not required for applicants to report on a common measure if your organization does not collect data concerning that measure or if it is not relevant to the proposal. Please review this document to learn more about common outcome formats, what should be included in the description of a numerator and denominator, and other tips concerning metrics.

Link to Metrics Web Tool: ([click here](#))

This link is only used to begin a new, blank metrics sheet. Please select Housing Wrap-Around Services as the Focus Area. Upon saving, a link specific to your proposal will be sent to the Grantee Portal Email entered. You can use that link to return to the metrics sheet to continue. Upon approval of the request, this link will be provided to you again during your grant term to be used for reporting. Be sure to complete the metrics tool BEFORE submission of this application.

- I.** Collaboration (200 words maximum): If the project includes a collaboration of multiple organizations, list the collaborating entities and their roles in the project. Do these organizations have a history of collaborating with each other? If so, what outcomes have been achieved? Additionally, as applicable, describe any community or regional collaborative efforts your organization is involved with that seeks to improve the condition of low income residents of affordable housing.
- J.** High level work plan (No word limit): Describe your strategies and assumptions for how you will achieve desired results. Bullet out key activities and deliverables for grant term by quarter (starting January 2019). Applicants are encouraged to provide greater detail around activities during the first 90 days of the grant term to indicate their state of readiness to engage in the proposed work, specifically noting if needed staff are in place, baseline metrics have been developed, etc. Applicants may submit a Gantt chart or other format to illustrate their workplan, in lieu of a narrative description.
- K.** Funding (100 words maximum): Who are the other funders and/or sources of revenue for this project, if any? (Please note amounts in the budget template.)
- L.** Future planning (200 words maximum): How do you plan to advance next steps or unfinished business after

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## Request for Proposals

St. David's Foundation funding ends? How will you sustain impact? If staff will be hired under the grant, how will you sustain or sunset the position(s)?

**M.** Technical assistance needs (Responses are optional, 400 words maximum): If applicable, describe any technical assistance your organization could benefit from in implementing your proposed project. Examples might include better understanding of achieving change in human behavior, using design principles to encourage social connection, accessing local resources, creating on-site child care, effectively connecting with local schools, etc. St. David's Foundation will evaluate these needs to determine if there are common technical assistance needs that may inform the learning collaborative design.

**N.** Attachments:

- a. Project budget (use template provided; include subcontract budget if applicable)
- b. Current profit & loss and balance sheet for lead organization
- c. Most recent audit or financial review of lead organization
- d. Board list for lead organization
- e. Key staff list for this project (from lead and collaborating organizations as applicable)
- f. Signatures from all collaborating entities, as applicable (use template provided)
- g. Organizational diversity chart (use template provided)
- h. Optional attachments if applicable and desired (e.g. photos, schematic, program brochures)

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## Request for Proposals