

ST. PETERSBURG CITY COUNCIL
Report
Meeting of May 19, 2022

To: The Honorable Council Gina Driscoll, Chair, and Members of City Council

Subject: Accepting a proposal and approving the award of a subrecipient agreement with Boley Centers, Inc., for case management and wraparound services, permanent supportive housing at a not to exceed contract amount of \$1,000,000; approving a supplemental appropriation in the amount of \$1,000,000 from the unappropriated balance of the American Rescue Plan Act Fund (1018) to the Housing and Community Development Department, Administration Division (082-1089), ARPA Permanent Supportive Housing Project (19027); and approving an effective date.

Explanation: The Procurement and Supply Management Department received two proposals for case management and wraparound services, permanent supportive housing.

The proposals were received from:

Offerors

1. Boley Centers, Inc.
2. Volunteers of America of Florida, Inc.

The proposals were evaluated by a cross-functional team from Housing and Community Development, Veterans, Homeless and Social Services and Pinellas County Human Services Department. They include:

Joshua Johnson, Housing and Community Development Director
Theresa Jones, Veterans, Homeless and Social Services Manager
Stephanie Lampe, Senior Housing Development Coordinator
Dominique Randall, Homeless Section Manager, Pinellas County Human Services

The proposals were evaluated based on the following criteria:

- Experience of the firm
- Qualifications and Technical Competence
- Capacity to accomplish the work and service
- Past performance on similar contracts
- Ability to meet the schedule
- Cost or price

Boley Centers, Inc. will provide case management, wraparound services and support that homeless individuals and families need to live safely in permanent supportive housing. These services will increase health outcomes, reduce risks to health and safety and assist individual(s) with retaining permanent sustainable housing that is decent, safe, and sanitary in accordance with federal, state, and local guidelines. Additionally, individual(s) and families will receive client-centered case management services to include treatment plans, independent living skills coaching, employment training, transportation assistance, counseling and assistance in becoming self-sufficient to maintain permanent supportive housing. They will serve 50 residents at any given time, a minimum of 75 annually, with 3 case managers, a licensed practical nurse, a psychiatrist/ARNP, a peer specialist and the VP for homeless services to assist individual(s) and families with maintaining permanent supportive housing.

The Procurement and Supply Management Department, in cooperation with Neighborhood Affairs Administration (Housing and Community Development Division), recommends for award:

Boley Centers, Inc. (St. Petersburg, FL)..... \$1,000,000

The vendor has met the specifications and requirements of RFP No. 8323 dated March 1, 2022. This agreement will be effective through December 31, 2024. Boley Centers, Inc. currently provides similar services within Pinellas County.

City Code Sec 2-76. Living Wage Requirements for Major contracts requires every contractor that employs more than 50 persons and provides to the City pursuant to a major contract pay employees a living wage.

Cost/Funding/Assessment Information: Funds for Boley Centers, Inc. will be available after the approval of a supplemental appropriation in the amount of \$1,000,000 from the unappropriated balance of the American Rescue Plan Act Fund (1018) to the Housing and Community Development Department, Administration Division (082-1089), ARPA Permanent Supportive Housing Project (19027).

Attachments: Technical Evaluation (2 pages)
Resolution

Technical Evaluation
952-15 Case Management and Wraparound Services, Permanent Supportive Housing

Summary Work Statement

The City received two proposals for RFP No. 8323, Case Management and Wraparound Services, Permanent Supportive Housing. The successful offeror will assist with providing case management and wraparound services to expand, improve, enhance, and augment the local homeless response system. The proposals were received from:

1. Boley Centers, Inc.
2. Volunteers of America of Florida, Inc.

Evaluation Committee

Evaluation of the proposals were conducted by:

Joshua Johnson, Housing and Community Development Director
Theresa Jones, Veterans, Homeless and Social Services Manager
Stephanie Lampe, Senior Housing Development Coordinator
Dominique Randall, Pinellas County Human Services Homeless Section Manager

Evaluation Criteria

The proposals were evaluated based on the following criteria:

- Experience of the firm
- Qualifications and Technical Competence
- Capacity to accomplish the work and services
- Past performance on similar contracts
- Ability to meet the schedule
- Cost or price

Offerors' Profiles

Below is a profile of the offerors and a summary of the strengths and weaknesses as reported after the initial independent review.

Boley Centers, Inc. is headquartered in St. Petersburg, FL, and was incorporated July 1, 1970. The firm has been in business for fifty-two years and employs more than one hundred (100) people.

Strengths include: Their agency possess over 52 years of combined experience developing and operating permanent supportive housing and case management services, including 34 of years with homeless and mental health clients; they are the largest provider of permanent supportive housing in Pinellas County; they have an extensive understanding of the population to be served, community partners and service delivery; the agency currently owns and operates 1,000 units of affordable housing, including group homes, permanent supportive housing and tenant-based rentals; and their ability to share resources/connections based on current relationships established within the community.

Weaknesses include: There were no apparent weaknesses.

The proposal exceeds the City's requirements.

Volunteers of America of Florida, Inc. is headquartered in St. Petersburg, FL, and was incorporated in Florida in 1992. The firm has been in business for thirty years and employs more than one hundred (100) people.

Strengths include: Their agency possess over 30 years of combined experience with 83 programs that serve 2,500 plus Floridians, including individuals, families, veterans and older adults with mental illness, substance abuse or co-occurring disorders; currently managing supportive housing for the elderly, homeless persons or at risk of homelessness and persons with severe mental illness; they are working locally to increase services with new construction of affordable housing (Innovare) in downtown St. Pete, in partnership with the St. Petersburg Housing Authority providing housing choice vouchers.

Weaknesses include: Their agency does not have a past presence in Pinellas County operating permanent supportive housing; their proposal was vague, lacked specifics and understanding of the Pinellas Continuum of Care process as well as the intent of the partnerships with several agencies and individuals, ; they did not clarify if the wrap around services and case management will be actually provided to clients who really need permanent supportive housing, if the Innovare Housing Community actually meets the definition of permanent supportive housing; or is it intended to be affordable housing; provided inaccurate schedule for completion and certificate of occupancy of the Innovare Housing Community.

The proposal marginally meets the City's requirements.

Shortlisting and Oral Presentations

On March 29, 2022, the proposals were initially evaluated solely on the evaluation criteria established in the RFP. The offerors were asked to provide clarification and answer questions no later than April 5, 2022.

Recommendation for Award

On April 12, 2022, the evaluation committee recommended Boley Centers, Inc. to assist the City with providing case management and wraparound services to fund the necessary services to increase health outcomes, reduce risks to health and safety, and assist these individuals with retaining permanent sustainable housing utilizing funds made available through the American Recue Plan Act (ARPA). The agency has met the requirements of RFP No. 8323 and the offer was determined to be the most advantageous to the City, taking into consideration the evaluation criteria set forth in the RFP.

Boley Centers, Inc. was selected for the following reasons:

- Their extensive experience developing and operating permanent supportive housing
- Their strong local presence in Pinellas County
- They are currently providing services to residents of Pinellas County who are homeless and require case management and wraparound services
- Their understanding of the population, community partners and service delivery

RESOLUTION NO. 2022-____

A RESOLUTION APPROVING THE AWARD OF A SUBRECIPIENT AGREEMENT TO BOLEY CENTERS, INC. FOR CASE MANAGEMENT AND WRAPAROUND SERVICES TO ASSIST INDIVIDUALS AND FAMILIES WITH RETAINING PERMANENT SUPPORTIVE HOUSING AT A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$1,000,000 THROUGH DECEMBER 31, 2024; AUTHORIZING THE MAYOR OR HIS DESIGNEE TO EXECUTE ALL DOCUMENTS NECESSARY TO EFFECTUATE THIS TRANSACTION; APPROVING A SUPPLEMENTAL APPROPRIATION IN THE AMOUNT OF \$1,000,000 FROM THE UNAPPROPRIATED BALANCE OF THE AMERICAN RESCUE PLAN ACT FUND (1018) TO THE HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT, ADMINISTRATION DIVISION (082-1089), ARPA PERMANENT SUPPORTING HOUSING PROJECT (19027); AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, the Procurement & Supply Management Department issued RFP No. 8323 (“RFP”) for case management and wraparound services for individuals and families to retain permanent supportive housing dated December 31, 2024; and

WHEREAS, the Procurement & Supply Management Department received two (2) proposals in response to the RFP; and

WHEREAS, a cross-functional team from the Housing and Community Development, Veterans, Homeless and Social Services and Pinellas County Human Services Department evaluated the proposals based on the criteria set forth in the RFP and recommended Boley Centers, Inc. be awarded a subrecipient agreement for case management and wraparound services; and

WHEREAS, Boley Services, Inc. has met the specifications and requirements of RFP No. 8323; and

WHEREAS, funding for this agreement will be available after a supplemental appropriation in the amount of \$1,000,000 from the unappropriated balance of the American Rescue Plan Act Fund (1018) to the Housing and Community Development Department, Administration Division (082-1089), ARPA Permanent Supporting Housing Project (19027); and

WHEREAS, the Procurement and Supply Management Department, in cooperation with Neighborhood Affairs Administration (Housing and Community Development Division), recommends approval of this award.

NOW THEREFORE BE IT RESOLVED by the City Council of the City of St. Petersburg, Florida that the award of a subrecipient agreement to Boley Centers, Inc. for case management and wraparound services to assist individuals and families with retaining permanent supportive housing at a total contract amount not to exceed \$1,000,000 through December 31, 2024 is hereby approved.

BE IT FURTHER RESOLVED that the Mayor or his designee is authorized to execute all documents necessary to effectuate this transaction.

BE IT FURTHER RESOLVED that there is hereby approved from the unappropriated balance of the American Rescue Plan Act Fund (1018) the following supplemental appropriation for fiscal year 2022:

<u>American Rescue Plan Act Fund (1018)</u>	
Housing and Community Development Department,	
Administration Division (082-1089)	
ARPA Permanent Supporting Housing Project (19027)	\$1,000,000

This resolution shall become effective immediately upon its adoption.

LEGAL:

Christina Boussias
00620989

DEPARTMENT:

John A. Johnson

BUDGET:

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