



ALL HOME HOMELESS HOUSING TECHNICAL ASSISTANCE Letter of Interest Announcement

[All Home](#), the Homeless Continuum of Care for the Seattle/King County region is making **\$100,000 available to offer individualized technical assistance to local nonprofits providing housing and services to people experiencing homelessness**. All Home invites technical assistance providers, consulting firms and independent consultants to submit a Letter of Interest to be included in a local pool of technical assistance providers from which eligible nonprofits can select.

Background:

All Home's vision is to make homelessness rare, eliminate racial disparities in the homeless system, and if one becomes homeless, it is brief and a one-time occurrence. All Home's role is to lead the Seattle/King County Continuum of Care in realizing this vision by:

- Developing a common agenda and plan of action
- Building the capacity of funders and providers to implement effective strategies and best practices
- Measuring results, monitoring performance and holding funders/providers accountable
- Communicating transparently and continuously

All Home brings together local governments, religious institutions, non-profits, philanthropic organizations, shelter and housing providers, the private sector, and engaged citizens in a coordinated effort that both responds to the immediate crisis of people experiencing homelessness and addresses the root causes of the problem in our region.

The Seattle/King County region is half-way through the implementation of our four-year [Strategic Plan](#) which calls for a transformation of how homeless housing services are delivered and funded. Three primary examples of these shifts include: right-sizing¹ the system to more effectively respond to the needs of people experiencing homelessness, orienting the homeless housing system to Housing First² principles, and funding programs and organizations based on their performance and how they contribute to system goals.

These shifts require new tools and skills and in some cases will require significant cultural shifts among funding partners and homeless service and housing providers. In response to requests for training and technical assistance and to support providers in making these shifts, All Home is implementing a comprehensive package of training and technical assistance resources.

¹ Right-sizing, also known as realigning or converting, is a process of utilizing existing resources and programs differently. For example, across the country and including in King County, WA, transitional housing projects are shifting to permanent housing models to support Housing First principles.

² Housing First includes a set of principles and strategies that emphasize assisting people experiencing homelessness to access permanent housing more quickly and without pre-conditions.

Training and Technical Assistance:

All Home will be making classroom and web-based [training](#) available to local non-profits. Trainings are oriented in Housing First and Racial Equity principles and will elevate local experts and people of color to lead learning opportunities. Traditional learning settings will be enhanced by communities of practice and learning circles to improve learning outcomes and to support organizational change. Core concepts and topics include: Housing First and Harm Reduction, Trauma-Informed Care and Crisis Resolution, Motivational Interviewing, and Racial Equity and Social Justice. Additional organizational development seminars will be made available to equip local leadership to respond to the shifting environment of homeless service delivery.

Tailored technical assistance will also be offered to organizations as an additional layer of support and capacity building. All Home is working with local funding partners to identify and outreach to local nonprofits that may be struggling to meet [performance goals](#) to explore what additional assistance may be needed. Agencies who need or would like to work more intensively with a technical assistance provider will be able to select a provider from a pool (which this LOI will establish). All Home will not recommend or refer any particular provider over others. Provider information will be maintained on the All Home website from which nonprofits can review and select. The technical assistance provider and homeless housing agency will work collaboratively to develop a technical assistance scope of work and budget which will be submitted to All Home staff for review and approval. The Scope of Work must meet specific guidelines related to the system transformation efforts underway. Further directions and details will be provided to technical assistance providers once the selection process is complete.

At a minimum, technical assistance scopes of work must illustrate how assistance will lead to the following system performance targets:

- Increased rates of participant exits to permanent housing
- Reduced lengths of stay of program participants
- Reduced rates of returns to homelessness after program participants have exited the project
- Increased occupancy (as measured by the percentage of beds/units that are occupied in a reporting period)
- Increased proportion of people entering the project from homelessness (as opposed to other housed situations or institutions, for example)

Technical assistance should also address an analysis of program performance by racial groups to eliminate disparities and improve performance for all participants.

Technical assistance providers will need to be familiar with trends in homeless housing efforts (support materials and a 2-hour workshop will be made available after the selection process is complete); homeless housing operations; non-profit management strategies; and utilizing data to measure and track performance. All Home also asks that technical assistance providers have expertise in racial equity principles.

Letter of Interest:

Funds Available	\$100,000*	
Eligible Applicants	Technical Assistance Firms, Consulting Firms or Companies, Independent Consultants with expertise and experience in homeless housing.	
Further Considerations	All Home is actively seeking women, LGBTQ and minority-led businesses and consultants for this pool, and strongly encourages women, LGBTQ and minority-led businesses to apply.	
Project Timeline	Solicitation of technical assistance providers	7/5/17 – 7/31/17
	LOI review and selection process	8/1/17 – 8/11/17
	Activation of technical assistance pool	8/14/17 – 6/30/18**
Submission Requirements and Deadline	Letters of interest must include all items outlined in the Submission Instructions below and submitted electronically to Triina Van at triina.van@allhomekc.org by 5pm on July 31, 2017. Prior to accepting and reviewing any Letters of Interest, applicants must complete all King County contracting requirements. Please visit the King County Procurement website to register as a vendor: http://www.kingcounty.gov/depts/finance-business-operations/procurement/for-business/register.aspx	
Questions	Please contact Triina Van at triina.van@allhomekc.org or 206-263-9110.	

*All Home cannot pay any one entity more than \$49,999.99. Services will be awarded to multiple vendors. This request does not commit King County to pay any costs incurred in the preparation of the Letter of Interest or to award a purchase order.

**Technical assistance support may extend beyond 6/30/2018 pending availability of funds.

Submission Instructions:

Please use the following checklist to verify submission packet is complete:

- Completed Technical Assistance LOI Cover Page (found [here](#))

- Letter of Interest (limited to two pages), to include:
 - Brief description of your organization, firm or business
 - Your interest in participating in the system transformation efforts underway in Seattle/King County
 - Summary of relevant expertise: trends in homeless housing efforts, homeless housing operations, non-profit management, data analysis
 - Summary of expertise and experience in practices that promote racial equity

- Two letters of recommendation