Connect to Home
Eastern Pennsylvania Continuum of Care

Eastern PA CoC Spring Meeting of the General Membership
May 15, 2023
10:00 am – 2:00 pm
You will need to register at the link below.

https://zoom.us/meeting/register/tJ0lcuuuqz8vGtOyd4m30EF43KBxd08GuvOl

AGENDA

TIME	AGENDA ITEM	PURPOSE
10:00 am	**Welcome!** *Alisa Baratta,* *Eastern PA CoC Board President*	
10:10 -11:00	**Improving RHAB Structure. An interactive discussion led by** *Jeff Rich,* *Eastern PA CoC Board*	To identify ways to add value to the RHAB membership
11:00 - 12:00	**Would becoming a 501c3 be beneficial to the Eastern PA CoC?** *Alisa Baratta*	To obtain CoC member feedback on the potential of the CoC becoming a non-profit entity.
12:00 -12:30	**Lunch** *We will break for 30 minutes.*	
12:30 – 1:30	**Overview of the new 2023 Gaps Analysis, upcoming NOFOs, and HOME ARP Funding.** *Jessica Sones and Leigh Howard, DMA*	How the Gaps Analysis can inform your work and be included in future funding opportunities
1:30 – 1:45	**Diversion Pilot Overview** *Jason Alexander,* Capacity for Change	Update on the status of the pilot program
1:45 -1:55	**Changes to Mainstream Benefits/ Medical Assistance, Post-COVID Expansion** *Stephanie Meyer,* Special Assistant to the Secretary PA Dept. of Human Services	Important reminders about updates
1:55-2:00	**Closing remarks** *Alisa Baratta*	
2:00 pm	**Meeting adjourned**	

General Membership Meeting
May 15, 2023

Welcome!! The Eastern PA CoC's Spring General Membership meeting will begin in a few minutes.

As you join, please type in the Chat to Everyone your Name, Pronouns, Organization, and your favorite summertime activity.

Record your attendance at the following link:
https://forms.office.com/g/muAF5y2cs1

Are you an official member of the CoC? If not, why wait… click here to register today!
The CoC is always looking to expand and diversify its membership, including among:

- Affordable Housing Developers and Public Housing Authorities
- CDBG/HOME/ESG Entitlement Jurisdiction
- Disability Advocates, Disability Service Organizations, and Organizations led by and serving people with disabilities
- Domestic Violence Advocates, Victim Service Providers, and Agencies serving survivors of human trafficking
- EMS/Crisis Response Team(s)
- Hospital(s)
- Law Enforcement and Local Jails
- LGBTQ+ Advocates, LGBTQ+ Service Organizations, and Organizations led by and serving LGBTQ+ persons
- Local Government Staff/Officials
- Mental Health Service Organizations and Mental Illness Advocates
- Organizations led by and serving Black, Brown, Indigenous and other People of Color
- Other homeless subpopulation advocates
- Persons who are currently and/or formerly homeless
- School Administrators/Homeless Liaisons
- Street Outreach Teams
- Substance Abuse Advocates and Substance Abuse Service Organizations
- Youth Advocates, Youth Homeless Organizations, Youth Service Providers

AGENDA

10:00	**Welcome**
10:10	**Improving RHAB Structure**
11:00	**Would becoming a 501c3 be beneficial to the Eastern PA CoC?**
12:00	**BREAK**
12:30	**Overview of the 2023 Gaps Analysis, upcoming NOFOs, & HOME-ARP**
1:30	**Diversion Pilot Overview**
1:45	**Changes to Mainstream Benefits/ Medical Assistance, Post-COVID**
1:55	**Closing Remarks**
2:00	**Meeting adjourned**

Welcome

Alisa Baratta,
Eastern PA CoC Board President
and Lehigh Valley RHAB Co-Chair

Improving RHAB Structure

Jeff Rich,

Eastern PA CoC Board Member and

Northern Tier RHAB Chair

Feedback from the 2022 RHAB Jamboard Session

What we heard you say:

- RHABs have room for improvement

- RHABs need more members with lived experience.

- There are groups that should be RHAB members but are not currently participating.

- Some had concerns about the size and geographic structure of their RHAB.

Realignment Possibilities

- Geographic

- Agency Alignment

- Participation Based

- Other options?
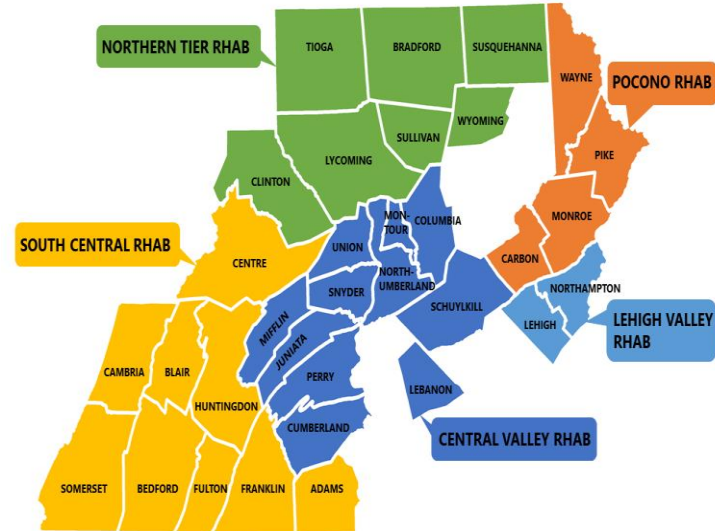
A different option

- Keep the current RHAB structure and focus on engagement

    - Provide additional support to RHAB Chairs.

    - Better communication between RHABs about successful practices.

    - Create added value to RHAB membership.

Ways RHABs Conduct Business

- Each RHAB can choose a structure that serves its membership best as long as it is aligned with the Governance Charter of the Eastern PA CoC.

- Lehigh Valley RHAB is unique because it has a governing board.

Tips for focusing on engagement

- Information flow: Top-down vs. Bottom-up.
- Create effective Mission and Vision Statements.
- Update RHAB Charter (CoC working on a template).
- Breakout Sessions during RHAB meetings to discuss difficult or successful cases.

Would becoming a 501c3 be beneficial to the Eastern PA CoC?

Alisa Baratta,
Eastern PA CoC Board President

Mission from CoC Charter

The purpose of the Continuum of Care program is to promote communitywide commitment to the goal of ending homelessness; provide funding for efforts by nonprofit providers, and State and local governments to quickly rehouse homeless individuals and families while minimizing the trauma and dislocation caused to homeless individuals, families, and communities by homelessness; promote access to and effective utilization of mainstream programs by homeless individuals and families; and optimize self-sufficiency among individuals and families experiencing homelessness.

The mission of the Eastern PA CoC is to end homelessness throughout the Continuum of Care. The CoC works toward ending homelessness by providing a framework for a comprehensive and well-coordinated regional and local planning process. This includes identifying needs, conducting a systemwide evaluation of existing resources and program activities, and building a system of housing and services that addresses those needs. This mission will be pursued through the development of long-range plans to prevent and end homelessness in the geographic area, as well as the coordination necessary for successful implementation.

Objectives from CoC Charter

The objectives of the CoC include the following:

- Promote development of adequate funding for efforts for preventing homelessness, rapidly rehousing homeless persons, and stabilizing their housing;

- Maximize potential for self-sufficiency among individuals and families experiencing homelessness;

- Promote full access to, and effective use of, mainstream programs.

HUD 24 CFR part 578.7 of the CoC Program Interim Rule, Responsibilities of the Continuum of Care

- Conduct effective planning processes to develop and update a Plan to End Homelessness
- Coordinate with other entities and organizations in improving the effectiveness of homeless assistance in the Continuum
- Operate an effective performance management system through the Homeless Management Information System (HMIS) to ensure progress in meeting established project and continuum outcomes
- Maintain an effective CoC project monitoring and technical assistance effort to assist grantees with weak performance or management
- Establish a Coordinated Entry System

HUD 24 CFR part 578.7 of the CoC Program Interim Rule, Responsibilities of the Continuum of Care

- Encourage coordination among federal homeless programs through improved coordination with recipients and sub-recipients of the Emergency Solutions Grants
- Maximize resources by annually preparing competitive applications for the HUD CoC-funded programs and other funding resources
- Coordinate with the Collaborative Applicant of the Continuum of Care
- Conduct an annual assessment of needs and resources through Point In Time Counts, HMIS data, CES and Resources Inventory
- Written policies, procedures and standards
- Publish Applications and Plans
- Provide information needed for Consolidated Plan(s) within the Continuum's geographic area

Roles & Responsibilities: CoC Membership

- Representatives from relevant organizations within a geographic area shall establish a Continuum of Care for the geographic area to carry out the duties of this part. Relevant organizations include nonprofit homeless assistance providers, victim service providers, faith-based organizations, governments, businesses, advocates, public housing agencies, school districts, social service providers, mental health agencies, hospitals, universities, affordable housing developers, law enforcement, and organizations that serve Veterans and homeless and formerly homeless individuals.

  - CoC Program Interim Rule 578.5(a)

Challenges with Current CORPORATE Structure

- Lack the ability to enter into contract under our own legal entity – must use an agent
- State as Collaborative Applicant precludes full board participation in key decision-making and accountability measures
- Lack of consolidated Financial Statement
- Lack of access to Liability Insurance
- Lack of central oversight and accountability for positions hired under CE system
- Unincorporated structure precludes participation in certain grant opportunities
- Perception that funding is only focused on CoC award limits our ability to attract other entities and expand membership
- Significant burden placed upon Board members to coordinate all these activities while keeping pace with the daily operations

Challenges with Current Structure - Examples

- Lack of Participation in Key Decision: State as Collaborative Applicant prohibits Board members who are non-state employees from participating in ranking and negotiating consultant contracts and staff hires
- Lack of Access to Liability Insurance: As an unincorporated Board of Directors we lack the ability to purchase Directors and Officers liability Insurance - can have an impact of recruitment of nonconflicted board members
- CE Regional Managers hired under separate organizations with different compensation packages. Supervision and accountability rests with local organizations
- Lack of consolidated financial statement: We are currently working with multiple entities as fiscal agents: DCED, Housing Alliance, United Way of PA. Each represent us in separate funding initiatives & have separate reporting formats so we lack consolidated understanding of financial position

Question the Board is Wrestling With:

Have we outgrown our informal organizational structure?

Nonprofit Corporate Status - Benefits vs Disadvantages

Benefits

- Separate entity status – enter into own contracts
- Limited Liability Protection
- Tax-exempt status
- Access to grants
- Credibility

Disadvantages

- Fees related to filing corporate documentation
- Ongoing compliance obligations to state and federal laws governing nonprofit corporations
- Restrictions on lobbying and political activities

Major Functions of a Nonprofit Corporate Board

- Organizational Planning: mission, programs and services, staffing, financial projections and strategic plan
- Ensure adequate resources to support the work of the entity
- Fulfill legal obligations: Federal & State as well as contracted agreements
- Provide transparent financial oversight and reporting: cashflow, financial position (PL), statement of functional expenses and audit
- Hire chief staff
- Engage in public relations
- Ensure recruitment and orientation of future board members

Discussion Questions

- What do you see as the benefits of the CoC becoming a 501c3 non-profit organization?
- What concerns do you have?
- How might the CoC, as a non-profit org, support or hinder the CoC's ability to increase resources, to fulfill its mission, and meet the regulatory requirements?
- If the CoC was a non-profit org with a clear mission/ messaging, how might this benefit your organization/community's efforts to prevent homelessness?
- How would you define your membership with the CoC? What would like "membership" to represent?
- What questions about this potential change would you like to have answered by the Board?

501c3 Discussion: Breakout sessions

- There will be 8 breakout sessions, facilitated by:
  - Alisa Baratta, Executive Committee/ Governing Board member
  - Jeff Rich, Executive Committee/ Governing Board member
  - Tiffany Jones, Executive Committee/ Governing Board member
  - Andrea Herb, Executive Committee/ Governing Board member
  - Brendan Auman, Executive Committee/ Governing Board member
  - Christy Rubenstein, DMA
  - Helen Kelly, DMA
  - Leigh Howard, DMA

- We will be using Jamboards to record the ideas shared during each session

- Following this breakout session will be a lunchbreak from 12-12:30

BREAK FOR LUNCH UNTIL 12:30

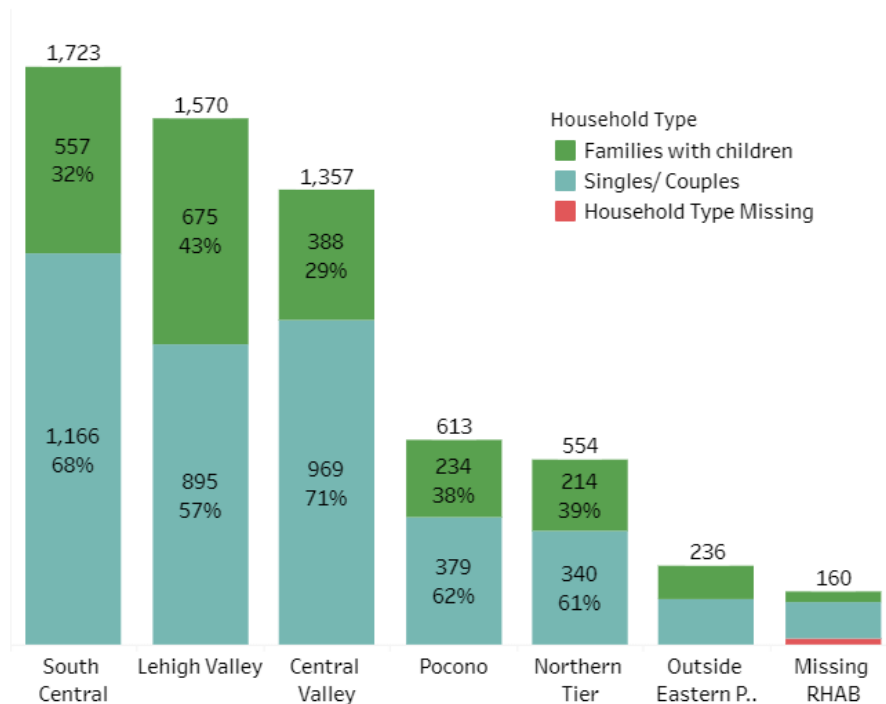# Overview of the 2023 Gaps Analysis & upcoming Funding Opportunities

Jessica Sones and Leigh Howard, DMA-Diana T. Myers & Associates, Inc.

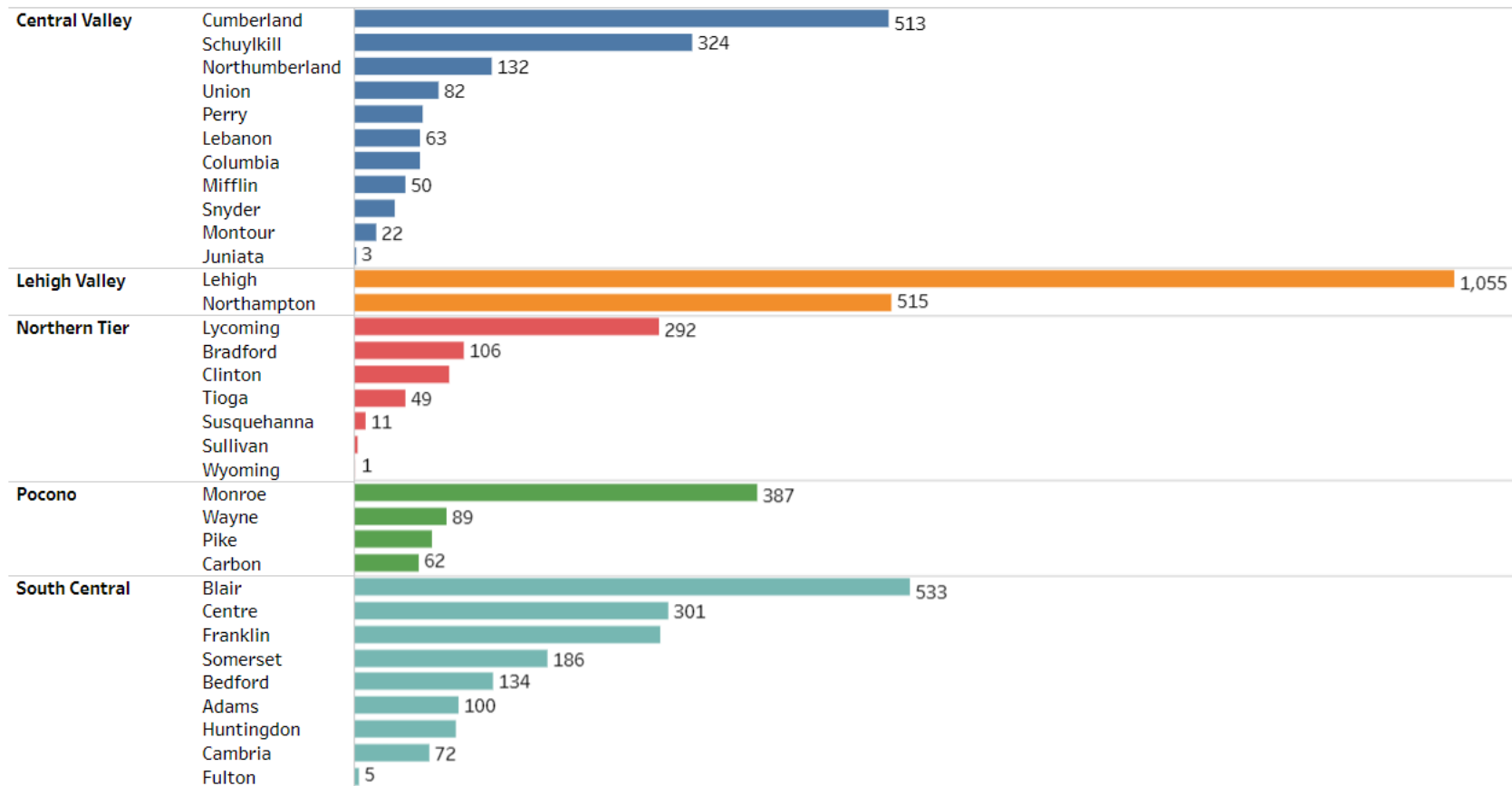# Click here to access the 2023 Gaps Analysis
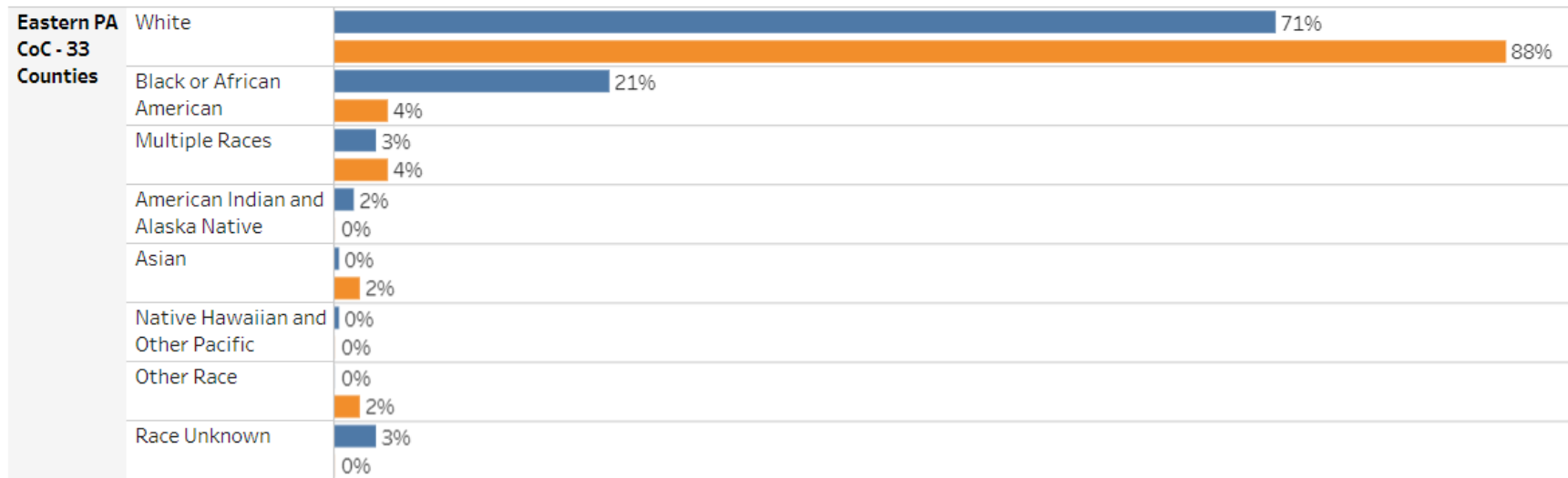

CE Enrollments by RHAB
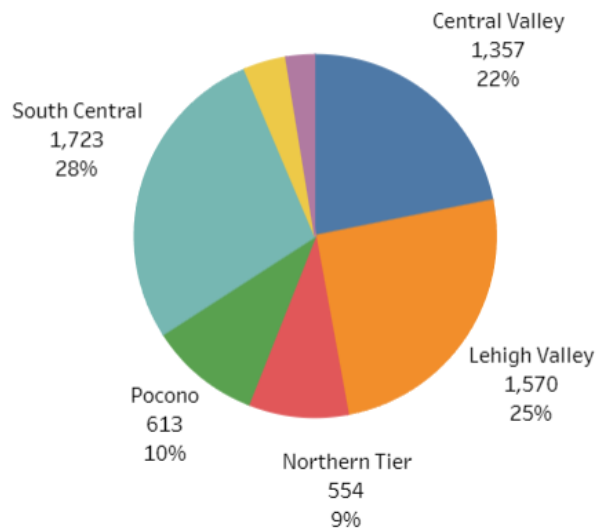
CE Enrollments by RHAB and Household Type
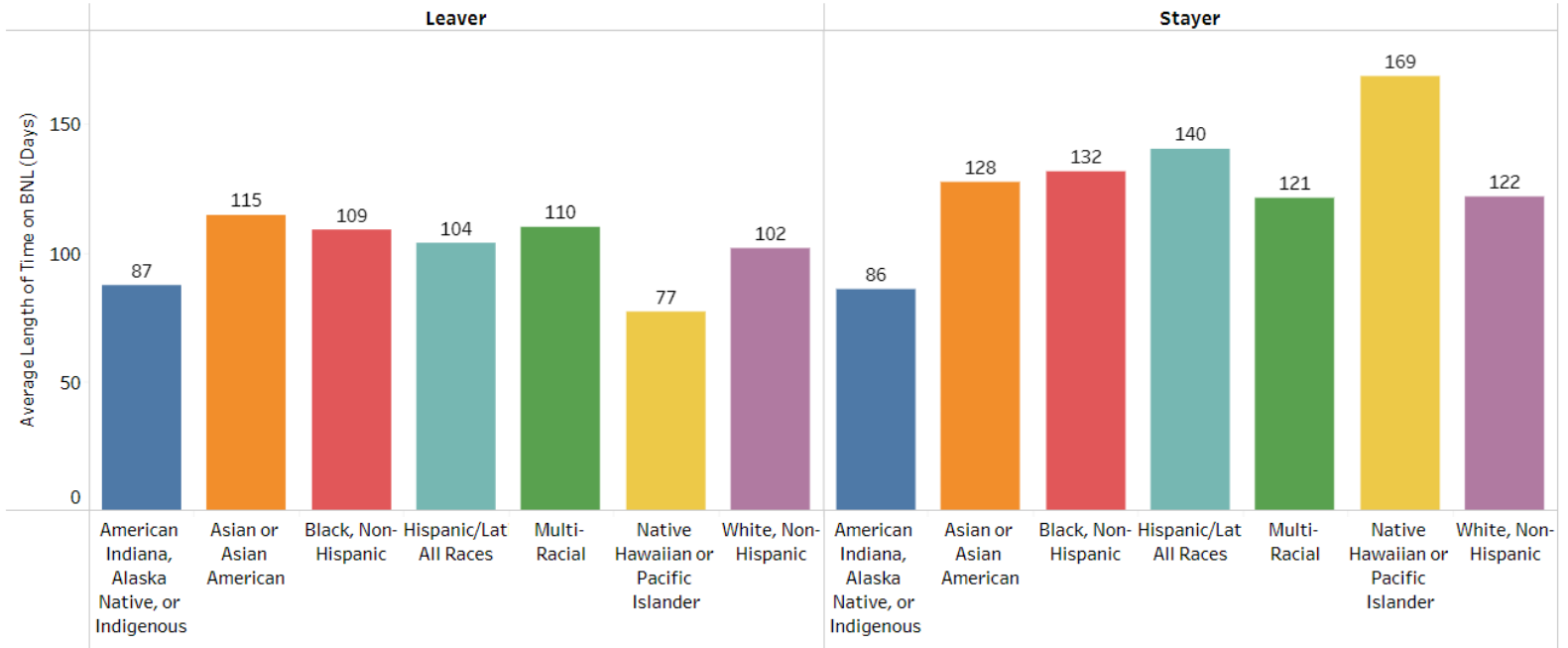
CE Enrollments by County
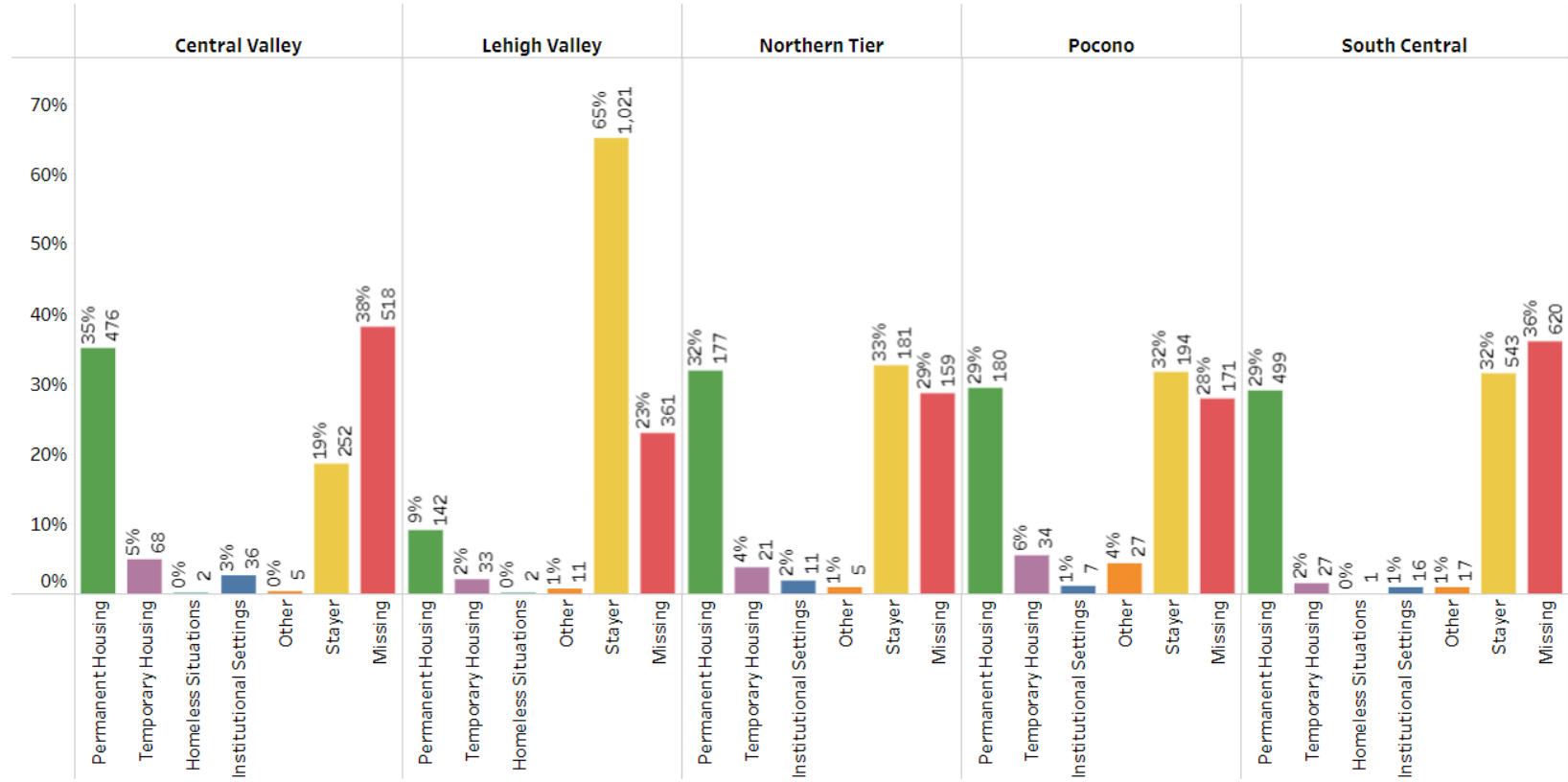
Central Valley
- Cumberland: 513
- Schuylkill: 324
- Northumberland: 132
- Union: 82
- Perry
- Lebanon: 63
- Columbia
- Mifflin: 50
- Snyder
- Montour: 22
- Juniata: 3

Lehigh Valley
- Lehigh: 1,055
- Northampton: 515

Northern Tier
- Lycoming: 292
- Bradford: 106
- Clinton
- Tioga: 49
- Susquehanna: 11
- Sullivan
- Wyoming: 1

Pocono
- Monroe: 387
- Wayne: 89
- Pike
- Carbon: 62

South Central
- Blair: 533
- Centre: 301
- Franklin
- Somerset: 186
- Bedford: 134
- Adams: 100
- Huntingdon
- Cambria: 72
- Fulton: 5

Category 1 Households Accessing CE by Race vs. Census Demographics

Eastern PA CoC - 33 Counties	White	71% / 88%
	Black or African American	21% / 4%
	Multiple Races	3% / 4%
	American Indian and Alaska Native	2% / 0%
	Asian	0% / 2%
	Native Hawaiian and Other Pacific	0% / 0%
	Other Race	0% / 2%
	Race Unknown	3% / 0%

Average Length of Time on BNL by RHAB in Days

Outcomes from BNL by RHAB

Exits from BNL by RHAB chart excludes households with missing RHAB or with counties outside Eastern PA CoC.

Outcomes from BNL by Race/Ethnicity

White, Non-Hispanic
- Permanent Housing: 28%
- Temporary Housing: 4%
- Homeless Situations: 0%
- Institutional Settings: 2%
- Other
- Missing: 31%
- Stayer: 34%

Black, Non-Hispanic
- Permanent Housing: 20%
- Temporary Housing: 3%
- Homeless Situations: 0%
- Institutional Settings
- Other: 1%
- Missing: 29%
- Stayer: 46%

Hispanic/Latino, All Races
- Permanent Housing: 18%
- Temporary Housing: 4%
- Homeless Situations: 0%
- Institutional Settings
- Other: 1%
- Missing: 26%
- Stayer: 50%

American Indiana, Alaska Native, or Indigenous
- Permanent Housing: 30%
- Temporary Housing: 10%
- Institutional Settings: 3%
- Missing: 28%
- Stayer: 30%

Multi-Racial
- Permanent Housing: 22%
- Temporary Housing: 5%
- Institutional Settings: 2%
- Other
- Missing: 39%
- Stayer: 32%

Native Hawaiian or Pacific Islander
- Permanent Housing: 38%
- Missing: 31%
- Stayer

Asian or Asian American
- Permanent Housing: 30%
- Temporary Housing: 4%
- Other
- Missing: 9%
- Stayer: 52%

Annual Housing and Service Demand by RHAB
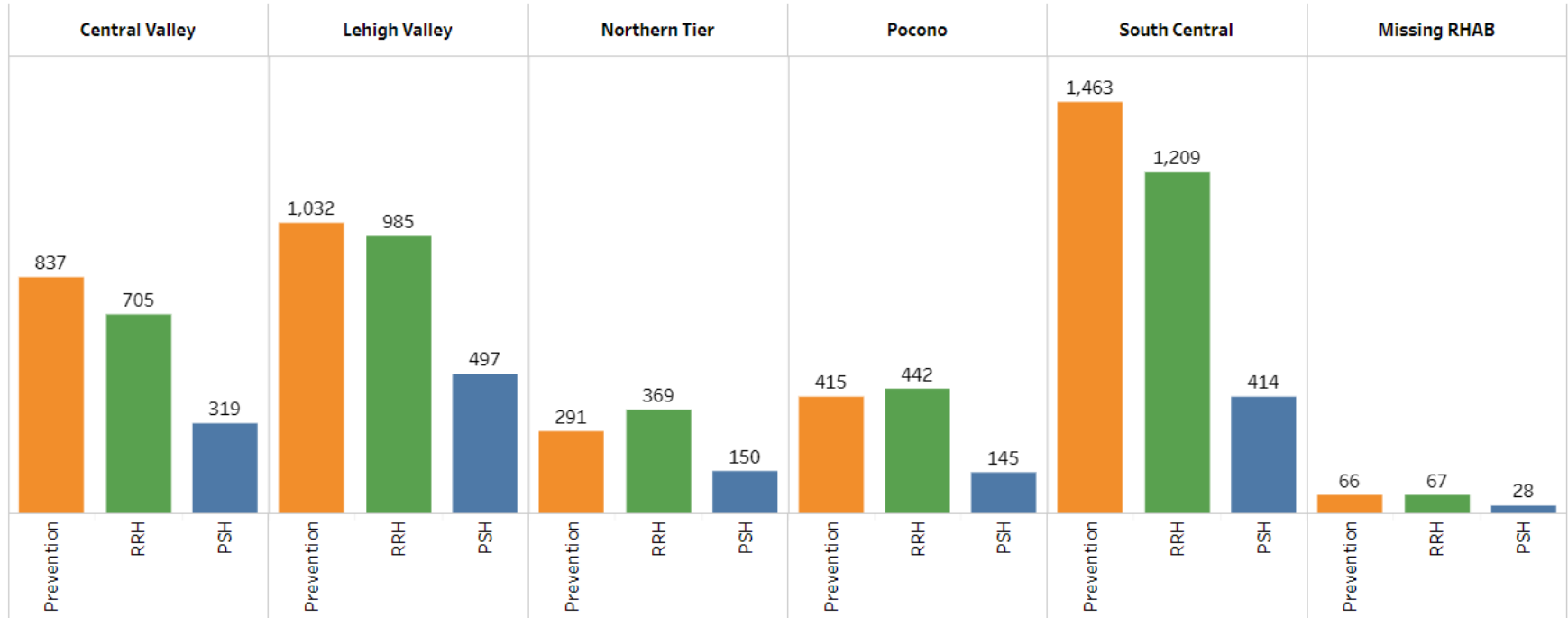
Upcoming funding opportunities

- **CoC NOFO:** Annual HUD competition where CoC's apply for funding to support new and existing (renewal) projects.
  - Project types funded: HMIS, Coordinated Entry, Rapid Re-Housing (RRH), Permanent Supportive Housing (PSH), Joint Component (Transitional Housing/ Rapid Re-Housing)
  - Expected release in June.

- **Emergency Solutions Grant (ESG):** Annual application through PA DCED.
  - Project types funded: HMIS, Street Outreach, Prevention, Emergency Shelter, RRH
  - Expected release in June.

- **Youth Systems Coordination:** New funding opportunity through HUD.
  - $25,000,000 will be available (nationally) for youth homelessness system improvement grants to support communities in establishing and implementing a response system for youth homelessness, or for improving their existing system.
  - Expected release in May or June.

Upcoming funding opportunities

- **Youth Homelessness Demonstration Program (YHDP): Provides funding to implement a Coordinated Community Plan to prevent/reduce/end youth homelessness (under age 24).**
  - Current NOFO, CoC may consider applying Spring 2024.

- **PHARE (PA's Housing Trust Fund): In 2022, the CoC applied for funding to develop a Landlord engagement/ incentive process.**
  - Next funding round likely due in the Fall.

- **Home4Good: In 2022, the CoC's award was about half the size of prior years. The CoC allocated all funds to support diversion efforts.**
  - CoC typically notified of funding availability during each Summer.

Upcoming funding opportunities

- **Permanent Supportive Housing (PSH) NOFO: New funding through HUD.**
  - $75,000,000 to be available (nationally) for new construction, acquisition, or rehabilitation of new PSH units. Projects funded will be eligible to renew operations through annual HUD CoC NOFO process. Applications can request up to 20 percent of budget for non-housing costs (e.g. supportive services) and up to 10% of budget for administration. Projects will need to coordinate with housing providers, healthcare organizations and social service providers
  - Expected release in Fall, after CoC NOFO due date.

- **HOME-ARP: COVID funding available through PA DCED.**
  - Eligible costs will include: Non-Congregate Shelter, Supportive Services, development of affordable rental housing.
  - Local governments to apply.
  - Expected release during third quarter of 2023.

PA

pennsylvania
DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT

HOME ARP UPDATES

May 15, 2023

Kimberly Polm, HOME & HOME ARP Program Manager

Alyssa Feher, HOME ARP Grant Manager

Brandon Durbin, HOME ARP Grant Manager

- DCED will partner with Pennsylvania Housing Finance Agency (PHFA) for the development of affordable rental housing activity

- DCED will oversee the administration of HOME-ARP rental housing funds

- Interested applicants will apply with Pennsylvania Housing Finance Authority (PHFA)

- To determine which Supportive Services activities DCED would fund, we:
  - Conducted an online survey in late February
  - Held six RHAB meetings
  - Participated in one Statewide CoC meeting
  - DCED led two listening sessions

- After reviewing all feedback, we determined greatest needs are:
  - Housing search and counseling services
  - Mental health services
  - Transportation
  - Case Management
  - Financial Assistance Costs
  - Short-term and medium-term financial assistance for rent

HOME ARP: SUPPORTIVE SERVICES APPLICATION

- Eligible applicants include:
  - Units of local government
  - Non-profits

- Application will be submitted via:
  https://www.esa.dced.state.pa.us

- Project completion for Supportive Services is when:
  - Projects have a 2 year contract
  - The final drawdown of HOME-ARP funds is complete
  - All required information is entered into the Integrated Disbursement and Information System (IDIS)

- ## HOME-ARP Eligible Activities:
    - Acquisition of structures
    - New construction, with or without land acquisition
    - Rehabilitation of existing structures (examples – nursing homes, motels, etc.)

- ## Application will be submitted via: https://www.esa.dced.state.pa.us

- Only units of local government are eligible to apply for these funds
    - Units of local government may submit applications on behalf of other agencies such as non-profit organizations, Community Housing Development Organizations (CHDOs), and private developers

- Project completion for Non-Congregate Shelters is when
  - Titles are transferred and the project complies with all requirements in CPD Notice 21-10, evidenced by a final inspection
  - The project is actively operating as a Non-Congregate Shelter
  - Final drawdown of HOME-ARP funds is completed
  - Project completion information is entered into IDIS

- All projects must be complete within 4 years of the date of commitment

- After completion, the Non-Congregate Shelter must adhere to the notice for the full restricted use period

HOME ARP: CONSIDERATIONS FOR APPLICATIONS

- Please read the Application Guidelines before starting your application
  - Applicants must have a pre-application meeting with a grant manager prior to applying for HOME-ARP funding
- How well does the application fulfill the requirements of HOME-ARP?
- Is the project located in an existing participating jurisdiction or within a non-participating jurisdiction?
- Does the project incorporate its waitlist into Coordinated Entry?
  - Applicants are <u>strongly encouraged</u> to incorporate their local Coordinated Entry Waitlist
  - If you are unable to do so, you must explain why in your application and work with DCED to develop a waitlist that adheres to all HOME-ARP requirements.
- Supportive Services: Considering minimum request: $25,000
- Non-Congregate Services: Considering minimum request: $50,000

HOME ARP: CONSIDERATIONS FOR APPLICATIONS

- Will the applicant use any Minority-Owned Business Enterprises or Woman-owned Business Enterprises in the project?

- Will the applicant prioritize victims of domestic violence and/or homeless individuals and families?

- How well does the applicant leverage other sources of funding?
    - All applicants are strongly encouraged to leverage additional funds for projects from other sources
    - PJs will be required to provide a contribution of their local HOME ARP allocation to the proposed project, minimum threshold to be determined

- Regional projects could lead to a stronger application

- DCED encourages applicants to leverage supportive services funds with rental housing development funds or non-congregate shelter funds

- Final scoring parameters will be outlined in the guidelines

HOME ARP: INVOICING

- Invoices will be processed internally by DCED and Comptroller's office
- Support documentation will be required for all invoices submitted to DCED for review and processing
- Approximately 60 days for payment to be received by grantee

- To sign up for CD&H Alerts & Updates or for general inquiries please email dcedhome-arp@pa.gov

HOME ARP: RESOURCES

- [CPD Notice 21-10](#)
- [CPD Notice 21-10 Appendix](#)
- [Pennsylvania Allocation Plan](#)
- [Pennsylvania Housing Finance Agency](#)

Discussion Questions

- How do you use the data provided in the gaps analysis?
  - When applying for funding opportunities?

- What data points are you using?
  - What data isn't necessary to include?
  - What other data points would you like to see incorporated into the analysis?
  - Are there areas where you can't draw conclusions?

- The data shows racial disparities within the system. How can the CoC/ individual programs use the data to further address these disparities?

- Data points such as Length of Time (LOT) on the By Name List (BNL) show that households are remaining homeless for significant lengths of time, how might this timeline be reduced?
  - Also impacts outcomes reported to HUD (System Performance Measures)

Discussion Questions (cont.)

- Which upcoming funding opportunities would benefit the CoC? Which are needed in your community?

- What help might you need to develop new partnerships in preparation for these funding opportunities?

Gaps Analysis Discussion: Breakout sessions

- **There will be 8 breakout sessions, facilitated by:**
  - ➢ **Alisa Baratta, Executive Committee/ Governing Board member**
  - ➢ **Jeff Rich, Executive Committee/ Governing Board member**
  - ➢ **Tiffany Jones, Executive Committee/ Governing Board member**
  - ➢ **Andrea Herb, Executive Committee/ Governing Board member**
  - ➢ **Brendan Auman, Executive Committee/ Governing Board member**
  - ➢ **Christy Rubenstein, DMA**
  - ➢ **Helen Kelly, DMA**
  - ➢ **Leigh Howard, DMA**

- **We will again be using Jamboards to record the ideas shared during each session**

- **You will be returned automatically to this "main room" by 1:30pm**

Diversion Pilot Overview

Jason Alexander,
Capacity for Change

PA-509 Eastern Pennsylvania Continuum of Care

Diversion Strategy Demonstration Project Request for Proposals (RFP)

Proposals Due: Monday April 3, 2023 at 5:00 PM EST

Made possible through a grant from the United Way of Pennsylvania

Proposals must be submitted via email on or before the deadline to:

Jason D. Alexander, Eastern PA CoC Coordinated Entry Consultant

jason@capacityforchange.com

Eastern PA Continuum of Care Diversion Strategy Demonstration Project Request for Proposals

CONTENTS

Eastern PA Continuum of Care Diversion Strategy Demonstration Project Request for Proposals

PROJECT TIMELINE

Request for Proposals (RFP) Released	March 17, 2023
Question & Answer Period*	March 17 - 24, 2023
Proposals Due	April 3, 2023
Proposal Review and Scoring	April 4 - 17, 2023
Awards Announced	April 21, 2023 (tentative)
Project Start Date	May 1, 2023
Project End Date (funds expended by)	September 31, 2023
Awardee Final Reports/Presentations	October 2 - 31, 2023

*Please submit all questions in writing by 5:00 PM Eastern Standard Time on March 24, 2023 to jason@capacityforchange.com. Questions submitted by the deadline will be responded to directly, in writing, and will also be posted on the Eastern PA CoC website as a FAQ.

PROJECT OVERVIEW

FHLBank and its three Home4Good state housing finance agency partners awarded $3.525 million in Home4Good funds to projects in Delaware, Pennsylvania and West Virginia in 2022. The United Way of Pennsylvania received an award in the amount of $193,800 to demonstrate effective strategies for diverting households experiencing literal homelessness in the Eastern Pennsylvania Continuum of Care (CoC) service area from sleeping in an unsheltered location or entering emergency housing/shelter when other less traumatic options are available to them.

The purpose of the PA-509 Eastern Pennsylvania Continuum of Care Diversion Strategy Demonstration project is to identify the most promising, impactful, and equitable strategies to assist people in resolving their immediate housing crisis by accessing alternatives to entering emergency shelter or the experience of unsheltered living.

Eastern PA Continuum of Care Diversion Strategy Demonstration Project Request for Proposals

Diversion occurs at a "front door" of the homelessness service system (e.g., coordinated entry access point, services center, emergency shelter) but before the person spends a night at a shelter, in a motel with a voucher, in a place not meant for human habitation, or unsheltered. In diversion, there is a focused conversation aimed at helping the person identify an immediate housing arrangement that is a safe alternative to shelter or sleeping unsheltered.[1]

This housing arrangement may be temporary, allowing time to identify a permanent housing option while avoiding the immediate trauma of homelessness, or it may allow those involved to explore the possibility of extending a temporary arrangement into a permanent one.

In practice, most successful diversion programs and services include the following core components:

1. Creative problem-solving conversations to identify housing options outside of conventional housing supports;
2. Light case management to help address barriers to housing; and
3. One-time, flexible financial assistance (if needed) to help families obtain housing.

Value-driven elements of a successful diversion program or service include:

- **Strengths-Based:** Help clients identify strengths, successes and resources they've used in the past to help them overcome this episode of homelessness.
- **Client-Centered:** Don't assume what people need, help clients articulate their OWN needs.
- **Empathic Listening:** Listen and validate the clients' experience. Be non-judgemental.
- **Support and Trust:** Support and trust that people WANT to succeed. Help clients identify their own strengths and successes that can help them overcome this crisis.
- **Transparency:** Conduct yourself with the goal of transparency and of building and maintaining trust - make tasks and decision-making processes clear, and maintain appropriate boundaries.
- **Empowerment:** Assist clients in identifying safe and appropriate housing

---

[1] https://www.usich.gov/tools-for-action/prevention-diversion-and-rapid-exit

options and with regaining control over their situation and lives.[2]

PROJECT DESCRIPTION

In October 2022, the CoC Governing Board directed the Coordinated Entry Committee to provide recommendations for the creation of a systemwide diversion strategy that begins at Coordinated Entry intake. Under the leadership of Committee Chair Leslie Perryman, Director, Crossroads Community Services/Street 2 Feet Outreach Center, Resources for Human Development, Inc., the Committee established an ad hoc Diversion Workgroup composed of a diverse and inclusive set of CoC members with experience or expertise in diversion to guide this effort.

The Diversion Workgroup identified the following critical success factors for the diversion demonstration project:

- Strategies should be equitable and inclusive.
- Strategies must be flexible and adaptable to different community resources, geographies, and populations throughout the 33-county region.
- Strategies should build on what is working in the Eastern PA CoC already and what can be adapted (from other communities), scaled, and funded long-term.
- Strategies should be measurable in terms of process, outputs, and outcomes.
- Existing Coordinated Entry Access Sites are ideal locations to engage clients in diversion.

Projects selected by the Diversion Workgroup under this competitive RFP will demonstrate how some or all components of their organizations' current diversion programs or services can be successfully replicated throughout the CoC as part of a new systemwide diversion strategy. The project is not designed to fund the start-up of new diversion programs or services, nor the hiring of new staff. Instead, grant funds will support existing diversion programs or services for a short period of time in exchange for qualitative and quantitative data and information from awardees.

In the proposal review and selection process, the Diversion Workgroup will prioritize

---

[2] Adapted from: Cleveland Mediation Center, Diversion: A Conflict Resolution Approach to Keeping People Housed.

current diversion programs or services that fit the definition, core components, and values described above.

In addition, the Diversion Workgroup will strive to ensure that among the entire roster of grantees, at least one grant recipient:

- Represents each Regional Homeless Advisory Board (RHAB) region;
- Represents rural, suburban, and urban communities;
- Works directly with Veterans;
- Works directly with People Fleeing Intimate Partner Violence;
- Works directly with Families;
- Works directly with Single Adults;
- Works directly with Seniors;
- Works directly with Transitional Age Youth; and,
- Works directly with People with Disabilities.

All grantees will be required to report monthly data reports in a standardized format to the Diversion Workgroup and meet with the Workgroup via videoconference for a final one-hour project interview.

ORGANIZATIONS ELIGIBLE TO APPLY

In order to be considered eligible for this proposal, agencies must either be a 501(c)(3) nonprofit organization, a unit of local government, or a housing/redevelopment authority currently operating as an official Eastern PA CoC Coordinated Entry Access Site in good standing since at least December 31, 2022.

Victim Services Providers (VSPs) working directly with a Coordinated Entry Regional Manager to conduct Coordinated Entry intakes manually <u>are</u> eligible if they meet the other criteria described above.

GRANT AWARD TERMS

The grant term will be five (5) months, starting May 1, 2023 through September 31, 2023.

Eastern PA Continuum of Care Diversion Strategy Demonstration Project Request for Proposals

The maximum grant award is $20,000. The CoC anticipates awarding up to ten (10) proposals to ensure a diverse and inclusive set of organizations.

Grants will be awarded to grantees by the United Way of Pennsylvania.

ELIGIBLE COSTS

The following costs are eligible for the Demonstration Project through these grant funds:

Staffing	At least 60% of total project costs must be allocated to current staffing. Staff costs related to project reporting may also be billed to this budget line.
Flexible Financial Assistance	Flexible financial assistance costs are limited to 40% or less of the total project costs.
Administrative Costs	Administrative costs are limited to 5% or less of the total project costs.

PERFORMANCE MEASURES

Awardees will be required to submit monthly data reports related to their current diversion programs or services for the entire five-month duration of the project regardless of when the grants funds are expended via an online survey form.

Survey form questions will include but may not be limited to the following:

- Number of households who have a diversion interaction.
- Percent of households successfully diverted from spending the current evening in an unsheltered living situation as defined by HUD.
- Percent of households successfully diverted from being referred to or placed in an emergency shelter by identifying an alternative sleeping arrangement in temporary or permanent housing (e.g., with friends, family, or in a hotel/motel).
- Percent of households successfully able to maintain their current housing

situation instead of spending the evening unsheltered or in an emergency shelter.

- Number of households who have more than one diversion interaction during the project duration.
- Demographic characteristics (i.e., adult-only households, families with children, veterans, people fleeing intimate partner violence, and age, gender, race/ethnicity, and sex of Heads of Household, etc.) of all households who have a diversion interaction.
- Demographic characteristics (i.e., adult-only households, families with children, veterans, people fleeing intimate partner violence, and age, gender, and race/ethnicity of Heads of Household, etc.) of households who have a successful diversion interaction.
- Average amount of flexible funding assistance per household diverted and nature of assistance provided.
- Average number of hours or days diversion case management services provided to all households.
- Average number of hours or days diversion case management services provided to all households.
- Area Median Income (AMI) of households who have had a diversion interaction.

In addition to these metrics, the survey form will allow awardees to share other metrics of success in addition to anecdotal success stories.

During the final project interview with the Diversion Workgroup, awardees will be asked to share lessons learned from their diversion work as well as insights and ideas for a new system wide diversion strategy.

PROPOSAL INSTRUCTIONS AND REQUIREMENTS

All communication regarding this RFP must be in email and addressed to Jason D. Alexander, Eastern PA CoC Coordinated Entry Consultant, at jason@capacityforchange.com. The subject line of all communications must include: Diversion Project RFP.

The Project Narrative must not exceed ten (10) pages, double-spaced, 12-point font

Eastern PA Continuum of Care Diversion Strategy Demonstration Project Request for Proposals

with 1-inch margins on all sides of 8 ½ by 11 size (letter size) paper. All proposal content, exhibits, and attachments must be received in PDF or MS Excel (budget only).

The following information must be provided in the Project Narrative.

A.   Summary of Organization's Current Diversion Programs or Services

Describe your organization's approach to diversion. Provide a brief narrative that describes your current diversion programs and services. Describe the job positions, roles, responsibilities, and training of staff responsible for providing diversion, including their relationship with Coordinated Entry Specialists delivering Access Site services in your organization and their supervisory model. Describe how diversion outputs and outcomes are currently being measured and tracked within your organization. Finally, describe any partner organizations you work with to divert households.

B.   Populations and Communities Served

If your organization focuses on a specific population other than general (e.g., veterans, people fleeing domestic violence, transition age youth, etc.), please describe the characteristics and specific needs of the populations you serve.

In addition, please identify the RHAB(s) in which you deliver diversion. Specify which counties in which you provide diversion programs and services.

Finally, describe the distribution and percentage of rural, suburban, and urban communities in your service area using census or other related data.

C.   Commitment to Diversity, Equity, and Inclusion

The CoC is committed to advancing equitable access to diversion and other homeless services for all, especially historically underserved or marginalized populations. Please describe your organization's commitment to Diversity, Equity, and Inclusion in your policies, hiring practices, program and service delivery models, and approach to diversion.

D.   Organizational Experience and Capacity

Provide a brief description of your organization's mission, programs, location, size, and operating budget. Describe all of the homeless services currently provided by your

organization. List major funding sources for homeless services. Finally, describe the financial management capacity to manage the legal and financial aspects of this grant award.

E.   Funding Request

Submit a project budget in PDF or Spreadsheet format (Excel, Sheets, Numbers, etc.) with your narrative proposal as a separate attached document that includes:

- Annual organizational program budget for homeless diversion services, including line items for Diversion Staffing, Flexible Financial Assistance, and Administrative Costs.
- Total organizational program budget for homeless diversion services during the five-month duration of the demonstration project, including line items for Diversion Staffing, Flexible Financial Assistance, and Administrative Costs.
- Amount of funding requested from the United Way of Pennsylvania for this grant request, including line items for Diversion Staffing, Flexible Financial Assistance, and Administrative Costs.

If awarded a grant, you may be asked to provide the United Way of Pennsylvania with other documentation (e.g., documentation of legal status, recent financial statements, etc.).

F.   Attachments (Optional)

The following proposal attachments are optional but encouraged:

- Letters of Support
- Existing Diversion Program Descriptions, Marketing Materials, Data Reports, etc.
- Organizational DEI Policies, Procedures, Reports, etc.
- Diversion Staff Resumes or Bios

Eastern PA Continuum of Care Diversion Strategy Demonstration Project Request for Proposals

PROPOSAL SCORING CRITERIA

Proposals containing all required information and submitted via email to Jason Alexander, Coordinated Entry Consultant, at jason@capacityforchange.com by the deadline of Monday, April 3, 2023 at 5:00 PM Eastern Standard Time.

- **Quality and Replicability of Diversion Program or Service Model,** including diversion activities, staffing, data collection, partnerships, and relationship with agency's Coordinated Entry Access Site operations – 40 points.
- **Populations and Communities Served,** including locations, communities, and specific populations served that will contribute to a systemwide diversion strategy relevant to the entire CoC – 20 points.
- **Commitment to Diversity, Equity, and Inclusion**, as demonstrated through the project narrative and/or optional attachments - 15 points.
- **Organizational Experience and Capacity,** for grant management and reporting – 10 points.
- **Funding Request,** including use of grant funds, overall diversion budget in respect to services provided – 15 points.

Late proposals will not be considered. The CoC Diversion Workgroup reserves the right to accept or reject any proposal.

Post-COVID Changes to Mainstream Benefits and Medical Assistance

Stephanie Meyer, PA Department of Human Services

Public Health Emergency

Unwinding 2023

Public Health Emergency Unwinding – Key Questions

❑ What does this mean?

❑ How will this impact Pennsylvanians receiving public assistance benefits?

SNAP (Food Stamp) Recipients

- During the PHE, SNAP recipients had been receiving a second supplemental SNAP payment at the end of each month

- As of March 1, 2023, Pennsylvanians receiving SNAP benefits are only receiving one monthly SNAP payment

- This has resulted in households losing a minimum of $95 per month with a statewide average of $181 monthly per household

Medicaid Recipients

Beginning April 1ˢᵗ, 2023, all Pennsylvanians receiving Medicaid or CHIP must once again complete their annual renewal when it is due to maintain health coverage

No one will lose Medicaid or CHIP coverage without an opportunity to renew their coverage
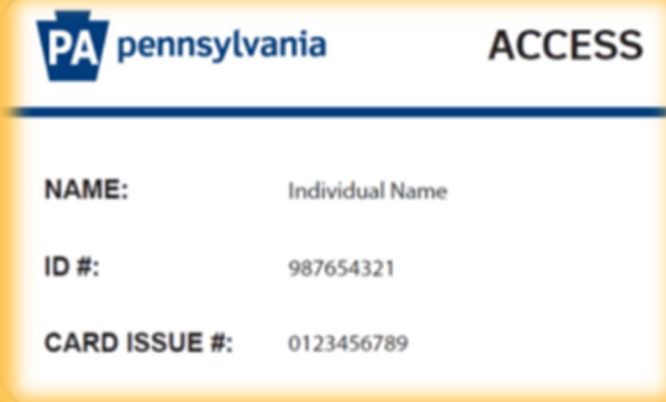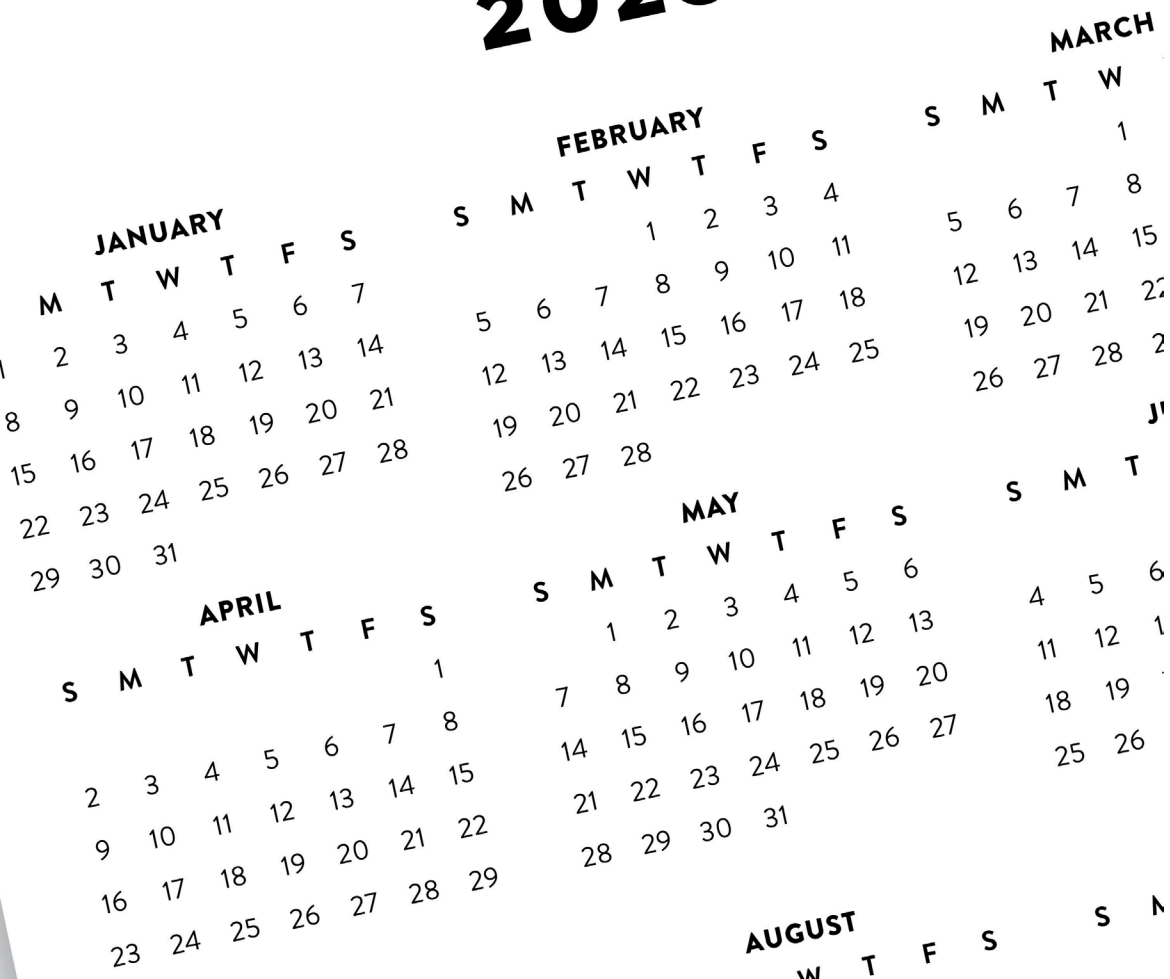
Medicaid Recipients

- Medicaid recipients must return their completed renewal packets along with any required verifications

- This renewal process must be completed timely as required prior to the PHE in order for the DHS to redetermine eligibility for Medicaid

- MA benefits will no longer automatically stay open, like they did during PHE

Help for Those No Longer Eligible for Medicaid

□ **What is PENNIE®?**

- ■ Pennsylvania's official health insurance marketplace and the only place to get financial assistance to help lower the cost of high-quality coverage and care

- ■ Those who are no longer eligible for Medicaid coverage can apply for coverage through pennie.com

- ■ Some individuals will have their information securely transferred from Medicaid or CHIP for an easier enrollment process

Importance of Completing Renewals

- Medical Assistance renewals will be completed over a 12-month period, with renewals due in April 2023 the first to be affected by the end of continuous coverage

- If a person is found ineligible for coverage or does not complete their renewal on time, their Medicaid coverage will end

- Pennsylvanians who are no longer eligible for Medicaid will be referred to other sources of affordable medical coverage, like CHIP and Pennie®, so they have no lapse in quality, affordable health care

Tips

Pennsylvanians can update their contact information, report changes in their personal circumstances, or check their renewal date:

- Online at www.dhs.pa.gov/COMPASS

- By calling the Statewide Customer Service Center at 1-877-395-8930

- Via the free myCOMPASS PA Mobile App

- By calling 1-877-395-8930 (215-560-7226 if they live in Philadelphia)

- By calling 1-800-986-KIDS (5437) if they are currently enrolled in CHIP

Resources

- [SNAP Cares Act](#)

- [MA and CHIP Renewals Website](#)

- [FAQs](#)

- All can be found at WWW.DHS.PA.GOV

PA DHS: Unwinding the Public Health Emergency – SNAP and Medical Assistance/CHIP Resources

- **Additional Links**
  - SNAP Cares Act - Changes and Food Assistance Resources
  - SNAP Income Limits
  - MA and CHIP Renewals Website
  - DHS Communications & Outreach Toolkit
  - Helpers
  - FAQs

- All can be found at dhs.pa.gov

Connect to Home
Eastern Pennsylvania Continuum of Care

Closing Remarks

Alisa Baratta

Don't forget to record your attendance at the following link:

https://forms.office.com/g/muAF5y2cs1

Apply to Join a CoC Committee https://forms.office.com/g/u0GQBMBeR5

CoC Committees/ Highlighting indicates looking for new members	Consultant/Staff Support
● Coordinated Entry - Diversion Workgroup	Jason Alexander, CfC & Mary Penny, DMA
● Diversity, Equity and Inclusion (DEI)	Leigh Howard & Mary Penny, DMA
● Domestic Violence	PCADV & Amanda Riehl, DCED
● Funding Committee - Vacancies for Central Valley and Pocono RHABs only	Jessica Sones & Leigh Howard, DMA
● Governance & Membership	Brendan Auman, DCED Mary Penny, DMA
● HMIS Governance	Brendan Auman, DCED
● Written Standards	Jason Alexander, CfC & Mary Penny, DMA
● Veterans Leadership Engagement Committee (VLEC)	Amanda Riehl, DCED
● (Coming Soon...) Committee of People with Lived Experiences of Homelessness	Leigh Howard, DMA

Connect to Home
Eastern Pennsylvania Continuum of Care