



Pinellas County

Staff Report

File #: 20-1123A, **Version:** 1

Subject:

Ranking of firms and agreement with Directions for Mental Health, Inc. d/b/a Directions for Living for Homeless Street Outreach Services.

Recommended Action:

Approval of the ranking of firms and agreement with Directions for Mental Health, Inc. d/b/a Directions for Living (Directions) for homeless street outreach services.

- This Agreement provides intensive engagement, basic needs, and services to chronically homeless residents who are living in places not meant for habitation to transition to safe temporary or permanent placement while seeking referrals to community services under the Homeless Street Outreach Project HOPE program.
- Under this effort, Directions will continue partnering with law enforcement on outreach efforts and will implement expanded engagement and navigation for homeless residents.
- Two responsive proposals were received with Directions selected as the highest ranked firm and recommended for award by the Human Services Department.
- The Agreement has a term of thirty-six months with provision for a twenty-four-month extension. Estimated annual expenditure is \$400,000.00 for a thirty-six-month total of \$1,200,000.00 The service start date is October 1, 2020.

Contract No. 190-0588-P(LN) in an annual amount of \$400,000.00 for a thirty-six-month contract value of \$1,200,000.00. Authorize the Chairman to sign and the Clerk of Circuit Court to attest.

Strategic Plan:

Ensure Public Health, Safety, and Welfare

2.1 Provide planning, coordination, prevention, and protective services to ensure a safe and secure community.

2.2 Be a facilitator, convener, and purchaser of services for those in need.

2.4 Support programs that seek to prevent and remedy the causes of homelessness and move individuals and families from homelessness to permanent housing.

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

Summary:

The contract provides for administration of the Homeless Street Outreach Project HOPE Program. Funding supports salaries, operational costs, and related expenses for seven (7) full-time direct services employees and two (2) 0.25 of a full-time equivalent supervisory staff to engage and link

those hard to reach homeless citizens with needed housing placement and supportive programs.

Directions will provide a countywide approach that will continue to partner with law enforcement and targets expanded outreach and engagement for three distinct high need groups of people experiencing literal homelessness, including: 1) those living with Severe and Persistent Mental Illness and/or Substance Misuse Disorders, 2) aged adults who are 60 years of age and older, and 3) families with dependent children. In an effort to reduce chronic homelessness, Project HOPE is designed to focus on connecting homeless people to housing and supportive resources.

In Year 1 of this Agreement, Directions will facilitate meetings for development of an Outreach Plan in coordination with local law enforcement, the Homeless Leadership Alliance, Pinellas County, and other partners to define the long term model and operations for the community.

Background Information:

An RFP was released on May 12, 2020 and re-solicited due to insufficient competition on June 17, 2020 resulting in two (2) responsive submittals. Directions was selected as the highest ranked firm with negotiations centered around several factors, including approach and presentation. The contract has a term of thirty-six (36) months beginning October 1, 2020, with an option for one (1) 2-year renewal. The firms in order of ranking are attached on the ranking spreadsheet.

Homeless outreach is a critical part of the Homeless Continuum of Care (CoC) providing for engagement and connection to resources. Over the past several years, local CoC efforts have focused on expanding rapid rehousing, prevention and diversion efforts, and coordinating around system navigation. This new agreement for homeless outreach will seek to maintain the current infrastructure for ongoing outreach while working collaboratively with community partners to expand engagement, navigation to services and housing, and outreach planning. Under this agreement, Directions will continue partnering with law enforcement on outreach efforts and will seek to implement expanded engagement and navigation for homeless residents.

As an incentive process in Year 1 of this agreement, Directions will facilitate meetings for development of an Outreach Plan in coordination with local law enforcement, the Homeless Leadership Alliance, Pinellas County, and other partners to define the long-term model and operations for the community.

Fiscal Impact:

Total annual estimated expenditure not to exceed: \$ 400,000.00

Total estimated expenditure not to exceed: \$1,200,000.00

Funding for this Agreement is derived from the Human Services' FY21 Proposed Budget for homeless services.

Staff Member Responsible:

Daisy Rodriguez, Director, Human Services

Merry Celeste, Division Director, Purchasing and Risk Management, Administrative Services

Partners:

Directions for Mental Health, Inc.

Attachments:

Services Agreement
Ranking Spreadsheet