



Requests for Proposals for Support to Other Agencies Funding (FY 2019-20)

CITY COUNCIL MEETING
JUNE 4, 2019

Staff:
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Support to Other Agencies Funding - Background

- Grant funding awarded to governmental and nonprofit agencies
- Allocated from General Fund and will be managed within departmental budgets starting in FY 2019-20
- Categories determined on March 14, 2019 workshop:
 - 1) Homelessness Initiatives - RFP
 - 2) Economic Development/Marketing and Promotions - RFP
 - 3) Government/ Interagency Agreements
 - COAST Safe Routes to School, SBUSD After-School Sports, GUSD Crossing Guards
 - 4) City Facilities/ Recreation Facilities
 - Goleta Valley Community Center (TBD), South Coast Railroad Museum, Goleta Valley Historical Society, Girsh Park, Fairview Gardens

Homelessness Initiatives RFP

- RFP for “Services to Homeless Individuals and Homelessness Prevention”
 - Broad scope of services in the following areas:
 - Homeless outreach programming/ efforts
 - Substance abuse programs and services directed at homeless individuals
 - Medical and/ or mental health services directed at homeless individuals
 - Homeless shelters, emergency shelters and housing, and rapid re-housing assistance
 - Warming centers and day centers serving homeless individuals from Goleta
 - Homeless prevention services and programs including those serving survivors of domestic violence
 - Coordinated Entry System services or Continuum of Care programming/ efforts, including the establishment of a Coordinated Entry Point in Goleta
 - Case management services for homeless individuals
 - Services to the vehicular homeless
 - Other miscellaneous services to homeless individuals or related to the prevention of homelessness

Economic Development/ Marketing and Promotions RFP

- RFP for “Economic Development Programs, Services, and Activities”
- Scope of services aligned with current 2017-2019 Strategic Plan:
 - Support business start-up, retention, and expansion, as well as events that attract vendors and tourists
 - Continue to support the Goleta Entrepreneurial Magnet (GEM) program
 - Enhance awareness of the importance of shopping locally to support businesses in Goleta

RFP Components

- 1. Deliverables
- 2. Budget Projections
- 3. Selection Criteria

1. Deliverables

- Detailing of the program/ service/ activity
- Past performance and trends/ best practices
- Relation of program/ service/ activity to the organization's mission
- Operational details (days and hours of operation, number of service hours projected, management and monitoring details)
- Description of priority population served and the estimated number of persons served
- Measuring program performance and success
- Leveraging of other resources
- Other funding details (one-time or ongoing funding; other funding sources the organization may be pursuing)

2. Budget (Projected Revenues)

Revenues

	FY 18/19 (Current Year)	FY 19/20 (Next Year - Projected)
City of Goleta Funds*		
Federal		
State		
County		
Municipal (Other Cities)		
School District		
Foundations/Trusts		
Donations/Fundraising		
Fees		
Other Sources/Revenues**		
TOTAL REVENUE		

*In the first column titled "FY 18/19 (Current Year)", please note the amount of City of Goleta Funds received by your agency for the current fiscal year, if any. In the second column titled "FY 19/20 (Next Year - Projected)", please include the amount of City of Goleta funds your agency is requesting under this solicitation.

**Please specify the Other Sources/Revenues:

2. Budget (Projected Expenditures)

Expenditures

	FY 18/19 (Current Year)	FY 19/20 (Next Year - Projected)	City of Goleta Funds Requested for FY 19/20 (Next Year - Projected)*
Salaries, Benefits, Payroll Taxes			
Consultants and Contracts			
Facility, Utilities, Maintenance			
Supplies			
Marketing (Printing, Advertising)			
Travel, Mileage, Training			
Equipment Rental/Maintenance			
Insurance			
Other Expenditures**			
TOTAL EXPENDITURES			

***NOTE: THIS SECTION IS REQUIRED:** In the far-right column titled "City of Goleta Funds Requested for FY 19/20 (Next Year - Projected)", please specify the proposed uses for the requested funds by including amounts in the associated rows. For example, if your agency is requesting that a portion of City of Goleta funds be dedicated to facility maintenance, specify the amount in the corresponding row (Facilities, Utilities, Maintenance).

****Please specify Other Expenditures:**

3. Selection Criteria

- Extent to which the Goleta community is served
- Completeness of proposal
- Effectiveness of services to be provided
- Cost
- Percentage of City funds proposed to be spent on direct programmatic costs (vs. indirect costs such as facility maintenance, office supplies, rent, etc.)
- Extent to which the requested City funds are necessary/ vital
- Extent to which the requested City funds will leverage other funding/ resources
- Ability to perform the work within FY 2019/2020
- Compliance with applicable laws, regulations, policies, guidelines, etc.

Performance Management – Current Practice and Committee Discussion

- How should the City assess performance of the funded organizations?
 - Current practice: Agencies are required to submit an end-of-year report detailing program accomplishments, any deviations from the budget proposal, and an itemized budget report detailing how the funds were expended.
- To what extent should the City fund indirect costs associated with a program, service, or activity?
 - Current practice: The City provides funding support for indirect costs associated with Support to Other Agencies Program grants.

Council Discussion

Provide feedback to staff on two Requests for Proposals in the areas of homelessness and economic development, for services to be provided in Fiscal Year 2019-20 under the Support to Other Agencies Program

FY 2018/19 Funding Awards by Category

Support to Other Agencies Funding Categories	FY 2018-19 Funding Received	FY 2018-19 Funding Received (%)	Process for 2019-20 Funding (Per Council Direction at 3-14-19 Workshop)
1. Homelessness Initiatives	\$35,240	6.28%	Competitive – Issue RFP
2. Economic Development/Marketing and Promotions	\$166,500	29.69%	Competitive – Issue RFP
3. Government/Interagency Agreements	\$39,000	6.96%	Noncompetitive – Negotiate agreements with the agencies
4. City Facilities/Recreation Facilities	\$275,000	49.04%	Noncompetitive – Negotiate agreements with the agencies
5. Miscellaneous Community Programming	\$45,000	8.03%	N/A
TOTALS	\$560,740	100%	