



Submission from Impact Southern California

**Request for Application No. OHS 23-01  
Homeless Housing, Assistance and  
Prevention Round 3 Program  
Continuum of Care**

**Addendum No. 2**

The following Application attachments are now available as fillable forms:

- Attachment A - Cover Page
- Attachment B - Statement of Certification
- Attachment C - Licenses, Permits, and/or Certifications
- Attachment G - Employment of Former County Officials
- Attachment H - Exceptions to RFA
- Attachment I - Public Records Act Exemption
- Attachment J - Indemnification and Insurance Requirements Affidavit
- Attachment K - HHAP-3 Project Applications

Submission of originally included attachments is acceptable.

**San Bernardino County  
Office of Homeless Services  
560 East Hospitality Lane, Suite 200  
San Bernardino, CA 92415-0044**

**ATTACHMENT A – COVER PAGE**

Use this checklist to ensure that all items requested have been included.

Items Completed		Page (s)
1.	Attachment A – Cover Page	2
2.	Attachment B – Statement of Certification	3
3.	Attachment C – Licenses, Permits, and/or Certifications	4
4.	Attachment D – Certification Regarding Debarment or Suspension; California Secretary of State Business Entity Registration	5
5.	Attachment E – Budget	6
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Applicant Name: Impact Southern California

Address: 10783 Edison Court, Rancho Cucamonga, CA 91730

Mailing Address (if different): same

Telephone No.: 909-353-1269 FAX No.: \_\_\_\_\_

Email Address: contact@impactsocal.com

Federal Tax ID: 46-2118365

RFA Contact (Name/Title): Don Smith, Program Manager

Name of Authorized Representative: Omar Ahmed

Title of Authorized Representative: President & CEO

**By signing below, the individual acknowledges that he/she has the authority to bind the Applicant to the terms of the Application. The individual further acknowledges that he/she has read and understands the RFA, the contents of the Application and the Attachments, and attests to the accuracy of the information submitted therein.**

Signature of Authorized Representative: *Omar Ahmed*

Date: 5/17/2023

**ATTACHMENT B  
STATEMENT OF CERTIFICATION**

The following statements are incorporated in our response to San Bernardino County.

	<b>Statement</b>	<b>Agree (initial)</b>	<b>Disagree with qualification (initial and attach explanation)</b>
1.	The offer made in the Application is firm and binding for nine (9) months from the Deadline for Applications.	OA	
2.	All declarations in the Application and attachments are true and that this shall constitute a warranty, the falsity of which will entitle the County to pursue any remedy by law.	OA	
3.	Applicant agrees that all aspects of the RFA and the Application submitted shall be binding if the Application is selected and a Contract awarded.	OA	
4.	Applicant agrees to provide the County with any other information the County determines is necessary for an accurate determination of the Applicant's ability to perform the Services as proposed.	OA	
5.	Applicant, if selected will comply with all applicable rules, laws and regulations.	OA	
6.	The RFA has been reviewed in its entirety and Applicant has no exceptions to any requirements, terms, or conditions, except as noted in Attachment H.	OA	



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**ATTACHMENT D**

**CERTIFICATION REGARDING DEBARMENT OR SUSPENSION; CALIFORNIA SECRETARY OF  
STATE BUSINESS ENTITY REGISTRATION**

In compliance with contracts and grants Contracts applicable under the U.S. Federal Awards Program, the following certification is required by all Applicants submitting a response to this RFA:

1. The Applicant certifies, to the best of its knowledge and belief, that neither the Applicant nor its Principals are suspended, debarred, proposed for debarment, or declared ineligible for the award of contracts from the United States federal government procurement or non-procurement programs, or are individually or collectively listed as such in the United States General Services Administration's System for Award Management (SAM) website ([www.sam.gov](http://www.sam.gov)).
2. The Applicant certifies, to the best of its knowledge and belief, that neither any subcontractor listed in its Application, nor subcontractor's Principals are suspended, debarred, proposed for debarment, or declared ineligible for the award of contracts from the United States federal government procurement or non-procurement programs, or are individually or collectively listed as such in the United States General Services Administration's System for Award Management (SAM) website ([www.sam.gov](http://www.sam.gov)).
3. "Principals," for the purposes of this certification, means officers, directors, owners, partners, and persons having primary management or supervisory responsibilities within a business entity (e.g., general manager, plant manager, head of a subsidiary, division, or business segment, and similar positions).
4. The Applicant shall provide immediate written notice to the Purchasing Agent if, at any time prior to award, the Applicant learns that this certification was erroneous when submitted or has become erroneous by reason of changes in circumstances.
5. This certification is a material representation of fact upon which reliance will be placed when making the award. If it is later determined that the Applicant rendered an erroneous certification, in addition to other remedies available to the San Bernardino County government, the County may terminate the Contract resulting from this RFA for default.
6. Applicant affirms that neither it, nor any subcontractor listed in the Application, has any recent unsatisfactory performance with the County during the past twenty-four (24) months at a minimum.
7. Applicant also certifies that if it or any of the subcontractors listed in the Application are business entities that must be registered with the California Secretary of State, they are registered and in good standing with the Secretary of State.

*Omar Ahmed*

## **Impact Southern California Budget for HHAP-3 Grant**

No less than 68% of project funding will be expended on direct financial assistance to eligible participants

**Prevention and Shelter Diversion to Permanent Housing** **\$50,000**

*Eligible expenditures will include direct financial assistance and project operations costs including service delivery staff to implement the following activities: crisis resolution, creative problem-solving, tenant-landlord mediation, eviction prevention strategies, connection to mainstream resources, family reunification, housing stabilization case management, housing search assistance and light-touch flexible financial assistance that directly results in a housing solution including short-term rental assistance, payment of rental arrears, security deposits, outstanding utility bills, and relocation assistance and moving costs, as needed.*

**Delivery of Permanent Housing/Innovative Housing Solutions** **\$100,000**

*(Eligible expenditures will include direct financial assistance and project operations costs including service delivery staff to implement the following activities: housing identification, lease negotiations, landlord incentives, rent payments, security deposits, utility payments, rental subsidies, and housing stabilization case management services along with one-time costs related to supportive, RRH programs including utility deposits and the purchase of furnishings; or move in stipends that support food, household supplies, and hygiene products.)*

**Total** **\$150,000**



**ATTACHMENT H – EXCEPTIONS TO RFA**

APPLICANT NAME Impact Southern California

ADDRESS 10783 Edison Court, Rancho Cucamonga, CA 91730

TELEPHONE # 909-353-1269

FAX # \_\_\_\_\_

I have reviewed the RFA in its entirety and have the following exceptions: (Please identify and list your exceptions by indicating RFA, the Section or Paragraph number, and Page number, as applicable. Be specific about your objections to content, language, or omissions. Add as many pages as required.)

NONE

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**ATTACHMENT I – PUBLIC RECORDS ACT EXEMPTIONS**

APPLICANT NAME Impact Southern California

ADDRESS 10783 Edison Court, Rancho Cucamonga, CA 91730

TELEPHONE # 909-353-1269

FAX # \_\_\_\_\_

Applicant requests that specific portions of the contents of this Application be held confidential and not subject to public disclosure pursuant to the Public Records Act. The specific portions are detailed below: (Please identify and list your exemptions by indicating the Section or Paragraph number, and Page number, of the Application where the content is contained.) **Each stated exemption must include a citation to supporting legal authority, including statutory authority or case law, to support exemption from the Public Records Act. Requested exemptions that does not meet the requirements of this section will not be considered.**

NONE

**ATTACHMENT J - INDEMNIFICATION AND INSURANCE REQUIREMENTS AFFIDAVIT**

**THE APPLICANT'S INSURANCE COMPANY(S) OR INSURANCE AGENT MUST COMPLETE THIS FORM  
AND  
THE APPLICANT MUST SUBMIT THIS COMPLETED AFFIDAVIT WITH THE APPLICATION.**

I, the undersigned (Please check one box)  underwriter  agent/broker, certify that I and the Applicant listed below have jointly reviewed the "Insurance Requirements" in this Request for Application (RFA). If the County of San Bernardino ("County") awards the Applicant the Contract for this project, I will be able—within fourteen (14) calendar days after the Applicant is notified of the Contract's award—to furnish the County with all the required, insurance certificate(s) and endorsement(s) as specified in Section X, Paragraph B. Indemnification and Insurance Requirements.

Kessler Alair Insurance Svcs

5/15/2023

Insurance Broker / Agency Name

Date

Nicole Gonzalez

Nicole Gonzalez

Insurance Broker's / Agent's Name (Printed)

Insurance Broker's / Agent's Name (signature)

12487 Main St., Suite 240

91730

Address

City

State

Zip Code

909-931-1500

909-932-2133

gonzalez@kessleralair.com

Telephone Number

FAX Number

Email Address

Impact Southern California

RFA No. OHS-23-01

Applicant's Name

County RFA Name and Number

***Below State the Name of Insurance Company Providing Coverage:***

DO NOT write "Will Provide," "To Be Determined," "When required," or similar phrases.

Ohio Security Insurance

Commercial General Liability

Automobile Liability

Ohio Security Insurance

Workers' Compensation Liability

Professional Liability

Cyber Liability

Pollution Liability

Sexual Abuse Liability

[NOTE TO APPLICANT: See Section X, Paragraph B. Indemnification and Insurance Requirements, for details on the basic requirements and types of insurance for this agreement.]

NOTE TO THE UNDERWRITER / AGENT-BROKER: If the insurance forms that the Applicant submits to the County do not fully comply with the Insurance Requirements, and/or if the Applicant fails to submit the forms within the 14-day time limit, the County may: (1) declare the Applicant's Application non-responsive, and (2) award the Contract to the next highest ranked Applicant.

If you have any questions about the Insurance Requirements, please contact Mr. Rafael Viteri, County of San Bernardino - Risk Management Department, at (909) 386-8730 or via e-mail [rviteri@rm.sbcounty.gov](mailto:rviteri@rm.sbcounty.gov) (Please provide name of RFA with your email question(s)).

<b>A. Applicant Information</b>	
1.	Name of Applicant: Impact Southern California
2.	Applicant's Legal Name: Impact Southern California
3.	Address: 10783 Edison Court City: Rancho Cucamonga                      State: CA                      Zip: 91730
4.	Mailing Address (if different than above): same City:                      State:                      Zip:
5.	Contact Person: Don Smith
6.	Title: Program Manager
7.	Contact Phone: 909-353-1269
8.	Contact Email: don.smith@impactsocal.com

<b>B. Applicant Statement of Experience and Qualifications</b>	
1.	<p>Business name of the Applicant and type of legal entity such as corporation, partnership, etc. If Applicant is a business entity that must be registered with the California Secretary of State, Applicant shall provide the County the entity number assigned to it by the Secretary of State</p> <p><b>Impact Southern California</b> is a nonprofit organization based in Rancho Cucamonga that incorporated as a public benefits corporation with the California Secretary of State in August of 2011, entity #C3405963, and received federal IRS designation as a 501(c)(3) public charity in March of 2014.</p>
2.	<p>Number of years the Applicant has been in business under the present business name, as well as related prior business names.</p> <p><b>Impact Southern California</b> (Impact SoCal) has been in business under the present business name for 12 years with a commitment to make a contribution to the solutions to end homelessness in San Bernardino County by implementing best practice, "Housing First" strategies to assist individuals and families experiencing homelessness or at-risk of becoming homeless.</p> <p>We began as a group of like-minded friends in 2009 who had a shared vision to do something to impact our local community. In 2011, we launched a weekly volunteer effort serving food, providing donated goods and other services to assist individuals and families experiencing homelessness on the west end of San Bernardino County. After receiving our nonprofit designation in 2014, Impact SoCal began raising funds through private contributions to develop new cost-efficient, evidence-based, solution-focused initiatives to assist households in west end communities experiencing homelessness or at-risk of becoming homeless with homeless prevention, diversion, and rapid rehousing activities.</p> <p>In 2013, Impact SoCal began working in collaboration with a variety of west end regional service partners to launch the Bridges to Home-Welcome Home initiative providing move-in assistance to households transitioning from homelessness to housing. Through the Bridges to Home initiative, Impact SoCal has engaged local businesses, faith organizations and other community volunteers to throw "Welcome Home Housewarming Parties" for over three dozen formerly homeless individuals and families in the West Valley Region delivering furnishings, appliances, food, and other household goods to help turn their new rental housing into a real home.</p>

	<p>In 2015, Impact SoCal launched our Homeless Prevention &amp; Rapid Re-Housing Program utilizing 100% private funding contributions over a four-year period to deliver homeless prevention, diversion, and light-touch rapid rehousing service interventions utilizing one-time limited financial assistance to assist 172 households (482 people) experiencing homelessness or at-risk of becoming homeless in the West Valley Region. In 2019, Impact SoCal joined with a cross jurisdictional, multi-agency partnership under the SBC Pathways to Housing Network banner utilizing state Homeless Emergency Aid Program (HEAP) funding to implement an innovative, cost-efficient, evidence-based, countywide collaborative service delivery initiative to help prevent individuals and families from becoming homeless and help divert households experiencing or at imminent risk of homelessness into stable housing through the delivery of homeless prevention, diversion and “light-touch” rapid rehousing service activities. Impact SoCal has received CDBG-funded grants from the City of Upland (2021/22) and City of Rancho Cucamonga (2022/23 &amp; 23/24) to deliver eviction prevention service activities for low-moderate income residents at-risk of becoming homeless.</p> <p>Since launching our Homeless Prevention/Rapid Rehousing Program, Impact SoCal has raised and expended over \$500,000 in public and private funding to deliver cost efficient, evidence-based, solution-focused service activities to help prevent individuals and families from becoming homeless and help divert households experiencing or at imminent risk of homelessness into stable housing. Over the last eight years, Impact SoCal has delivered homeless prevention, diversion, and light-touch rapid rehousing service activities for 301 unduplicated households (763 people), of which 95% (286) have been from communities in the West Valley Region. Of the 301 households served, 117 (39%) were literally homeless, 184 (61%) were at-risk of becoming homeless, 61% (184) were households with children under 18 years old and 39% (117) were from all adult households. The average amount of financial assistance received per household has been \$1,145, the total average project cost per household served has been \$1,678 and the average project expenditures per month has been \$6,011 (68% direct financial assistance and 32% service delivery costs).</p>
3.	<p>Do you have any commitments or potential commitments that may impact your ability to perform the Contract if awarded?</p> <p><input type="checkbox"/> Yes      <input checked="" type="checkbox"/> No</p> <p>If yes, explain.</p>

<b>C. Regions/Strategies to Achieve Outcome Goals (must submit a separate Application for each region)</b>	
1.	<b>Regional or Countywide Youth Serving Project</b>
	<p>Indicate the SBC CoC Region in which the proposed project service activities will be provided:</p> <p><input type="checkbox"/> Central Valley Region  <input type="checkbox"/> Desert Region  <input type="checkbox"/> East Valley Region  <input type="checkbox"/> Mountain Region  <input checked="" type="checkbox"/> West Valley Region</p> <p><input type="checkbox"/> Services specifically for Homeless Youth</p>
2.	<b>Strategies to Achieve Outcome Goals</b>

Indicate which of the strategies to achieve outcome goals the proposed project service activities are designed to help meet (select as many as applicable for this project).

Applicants for the Central Valley, Desert, East Valley, and West Valley Regions may select from the following strategies:

- At least 300 new units of permanent supportive and/or service-enriched housing will be occupied by June 2024.
- At least 300 additional households will exit homelessness and achieve permanent housing stability through rapid rehousing activities
- At least 200 additional shelter/interim housing beds will be occupied by January 2024.
- At least 500 households living housing insecure and/or at-risk of homelessness will be prevented from becoming homeless through systemwide diversion and prevention strategies.
- At least 500 households at imminent risk of homelessness will be prevented from becoming homeless through eviction prevention strategies.
- At least 100 high utilizers of safety net services and experiencing chronic homelessness will achieve permanent housing stability by January 2024.

Applicants for the Mountain Region may select from the following strategies:

- At least 300 additional households will exit homelessness and achieve permanent housing stability through rapid rehousing activities
- At least 200 additional shelter/interim housing beds will be occupied by January 2024.
- At least 500 households at imminent risk of homelessness will be prevented from becoming homeless through eviction prevention strategies.

Complete the "Project Description" section, explaining in detail how the services for the proposed project, including number of units, beds and/or households served, will contribute to achieving the strategic outcome goals selected.

#### **D. Project Description**

Project Name: West Valley Region Homeless Prevention & Shared Permanent Housing Initiative

In this section provide a concise description of the proposed project, its purpose, and its beneficiaries. Provide details for each category(ies) selected above. Consider items addressed under Section V. Scope of Work in your project description.

**Impact SoCal** is proposing to utilize Homeless Housing, Assistance and Prevention Program, Round 3 (HHAP-3) funding to support a coordinated within the West Valley Region and to expand our local capacity within the San Bernardino City & County Continuum of Care to address homelessness challenges focused on moving individuals and families experiencing homelessness into permanent housing and supporting the efforts of households at-risk of homelessness to maintain their permanent housing.

Impact SoCal will use an award of regional HHAP-3 funding to help the SBC&C CoC achieve the Outcome Goals within the HHAP-3 Local Homelessness Action Plan including helping to increase the number of people exiting homelessness into permanent housing by 16% and reducing the number of persons who become homeless for the first time by 10% within San Bernardino County by June 2024.

Impact SoCal will help achieve these Outcome Goals by implementing some of the Strategies to Achieve the Outcome Goals identified in the Local Homelessness Action Plan including facilitating innovative housing solutions to create xx new units of permanent service-enriched housing for people experiencing homelessness in the West Valley Region and working in coordination and collaboration with our city and regional service partners to deliver comprehensive homeless and eviction prevention strategies to prevent people at-imminent risk from becoming homeless in the West Valley Region through systemwide diversion and prevention strategies.

With an award of HHAP-3 funding, Impact SoCal will build upon our current service activities and expand our capacity to help facilitate stable and sustainable housing solutions for people experiencing and at risk of homelessness in the West Valley Region communities in alignment with evidence-based solutions that address and prevent homelessness among eligible populations and informed by a best-practices framework focused on moving individuals and families experiencing homelessness into permanent housing in accordance with HHAP-3 eligible activities. Project funding will be expended on cost effective, evidence-based solutions that address and prevent homelessness among eligible populations in conformity with California's Housing First Policy.

Impact SoCal will deliver eligible HHAP-3 funded activities utilizing some of the Promising and Evidence-Based Practices compiled by the State to assist in determining how to most effectively and efficiently spend HHAP funding. This will include:

**Delivery of Permanent Housing and Innovative Housing Solutions:** Impact SoCal will utilize HHAP-3 funds to deliver innovative permanent housing solutions for eligible people experiencing or at imminent risk of homelessness in the West Valley Region by establishing new shared housing/cooperative living environments. Impact SoCal will collaborate with Team Heart Shared Housing and other SBC Pathways to Housing Network partners to implement evidence-based, best practice models to establish new affordable permanent housing opportunities within shared housing/cooperative living environments targeted to older adults (55+) and other people living on fixed incomes, affectionately referred to as the "Golden Girls model".

Impact SoCal and Team Heart will work with our Pathways to Housing Network partners to recruit property owners with single family homes for rent and establish a master leasing agreement with a sublease addendum allowing us to provide stable, independent, affordable rental opportunities to individuals living on fixed or limited incomes and challenged with persistent housing insecurity. Potential residents from eligible and target populations will be identified and come together to form a "single housekeeping unit" to cooperatively share living space and housing costs under a residential Housemate Agreement. Resident rent rates will be set to collect the minimum amount necessary to cover monthly rent, utilities, general maintenance, and property management expenses for the house. Residents will sign standard rental agreements with no "program requirements" and the houses will be structured to comply with all state and local land use and zoning regulations for single family residential use along with all state landlord-tenant regulations.

Eligible service activities will include but not be limited to: housing identification, lease negotiations, landlord incentives, rent payments, security deposits, utility payments, rental subsidies, and housing stabilization case management services along with one-time costs related to supportive, RRH programs including utility deposits and the purchase of furnishings; or move in stipends that support food, household supplies, and hygiene products.

**Prevention and Shelter Diversion to Permanent Housing:** Impact SoCal will work in coordination and collaboration with our regional city and service partners to utilize homeless prevention, shelter diversion and housing problem-solving techniques to deliver service activities designed to prevent

people in the West Valley Region who are at imminent risk of homelessness, including those facing eviction action, to identify available solutions to quickly regain stability in their current housing situation or get connected to other stable housing options to prevent them from becoming literally homeless. Service activities to be delivered to eligible participants will include but are not limited to: crisis resolution, creative problem-solving, tenant-landlord mediation, connection to mainstream resources, family reunification, housing stabilization case management, and light-touch flexible financial assistance that directly results in a housing solution including short-term rental assistance, payment of rental arrears and outstanding utility bills, and relocation assistance and moving costs, as needed.

**E. Work Plan and Schedule/Project Readiness**

Provide a summary of the work plan for this project and the project schedule.

Impact SoCal will utilize HHAP-3 funds to build upon our current service activities and expand our capacity to facilitate stable permanent housing solutions for people experiencing or at risk of homelessness in West Valley Region communities in collaboration with our regional city and service provider partners and the SBC Pathways to Housing Network.

With a projected contract start date of September 1, 2023, Impact SoCal will be prepared to immediately incorporate, and leverage HHAP-3 funding to continue and expand upon our current efforts to deliver the Prevention and Diversion and Delivery of Permanent Housing activities outlined in this proposal upon contract execution.

**F. Long Term Results**

Specify the long-term results and how they will be produced through implementation of the project.

Based on the 2023 SBC&C CoC Point-in-Time Count, there were 440 individuals identified as homeless (128 sheltered, 312 unsheltered) in the West Valley Region on the day of the count (10.5% of the countywide total).

The anticipated long-term result that will be achieved through implementation of the Impact SoCal Homeless Prevention and Shared Permanent Housing Initiative will include:

- An increase in the number of people exiting homelessness into permanent housing in the West Valley Region by at least 10%
- A reduction in the number of persons who become homeless for the first time in the West Valley Region by at least 10%
- An increase in the number of people accessing services who are experiencing or at imminent risk of homelessness in the West Valley Region and achieving housing stability through the SBC&C CoC homeless response system by at least 10%
- A reduction in the rate of returns to homelessness for all households assisted with achieving permanent housing stability through the SBC CoC homeless response system.
- A continuing expansion of “innovative, flexible funding” resources available in cities and local communities to assist households with resolving temporary housing challenges or long-term housing instability in the West Valley Region and throughout San Bernardino County.
- An expansion in regional partnerships involving city government and community-based service providers engaged in strategic resource alignment and coordinated service delivery within the West Valley Region to deliver comprehensive stable housing solutions for individuals and families experiencing and at-risk of homelessness in the West Valley Region.

**G. Project Sustainability**

Explain how will the project be sustained after this one-time funding is exhausted. If project is not sustainable after these one-time funds are exhausted, explain how these one-time funds result in immediate homelessness resolution without the need for long-term funding.

Impact SoCal will use an award of HHAP-3 funding to build upon our current service activities and expand our capacity to help facilitate stable and sustainable housing solutions for people experiencing and at risk of homelessness in the West Valley Region communities and throughout San Bernardino County. Over the last eight years, Impact SoCal has raised over \$500,000 in public and private funding to deliver cost efficient, evidence-based, solution-focused service activities to help prevent individuals and families from becoming homeless and help divert households experiencing or at imminent risk of homelessness into stable housing. The vast majority of our service and financial assistance activities are provided on a time-limited basis and do not require a source of long-term funding to meet program service objectives. Impact SoCal will actively continue with our efforts to raise public and private funding in order to continue to deliver our service activities to households in need after these one-time funds are exhausted.

Under our Shared Housing Initiative, we will use one-time HHAP-3 funds to secure and support the operations of at least 3 new shared housing/cooperative living homes (at least 12 affordable housing units) for up to 12-months under a master leasing arrangement. These homes will be structured and developed to ultimately function as self-sustaining affordable rental housing environments to be maintained primarily through the collection of rental income and other supportive housing resources as needed.

Impact SoCal will also utilize an award of HHAP-3 funding as leverage funding to support the continuation and expansion of our successful homeless prevention and diversion service activities that we have been delivering for individuals and families experiencing or at-risk of homelessness in the West Valley Region over the last 8 years. All of our current service activities that involve the provision of financial assistance to program participants are provided on a limited, one-time, or short-term basis (generally up to 3 months) and thus will not require a source of funding to support the assisted households on an on-going basis. Of course, Impact SoCal will continue to actively raise public and private funding in order to continue delivering our homeless prevention and diversion service activities to households in need in the West Valley Region after these one-time funds are exhausted.

**H. Collaboration**

Provide the names of the service providers and/or municipalities with which there will be collaboration. Include details of the collaboration efforts; such as, what role(s) does each partner have in implementing the proposed project?

Impact SoCal actively collaborates with a broad range of community service partners, faith-based organizations, and other stakeholders to promote and implement best practice housing-focused solutions for people experiencing or at-risk of homelessness throughout San Bernardino County and will continue to do so through our HHAP-3 funded initiative.

Since 2013, Impact SoCal has continuously worked in collaboration with a variety of regional service partners, including Catholic Charities, Inland Valley Hope Partners, Foothill Family Shelter, Mercy House, Pacific Lifeline, Christian Development Center and Team Heart Shared Housing, along with a number of regional faith-based institutions, to engage in cross-referrals and coordinated service strategies to help facilitate housing solutions for individuals and families seeking help with a housing

crisis in the West Valley Region. One of the initiatives that these regional partners established together is the Bridges to Home-Welcome Home project which connected our regional clients transitioning from homelessness to permanent housing with furnishing, appliances and other household goods needed to turn their new rental unit into a real home.

In addition, for the last eight-years Impact SoCal has partnered with the cities of Rancho Cucamonga and Upland to deliver homeless prevention and rapid rehousing service activities with over 70% of the households served being low-and-moderate income residents at risk of becoming homeless within the two cities.

Impact SoCal is also an active participant in the SBC Pathways to Housing Network, which is a county-wide, service provider-driven, *collective impact initiative* involving over four-dozen community-based organizations, government services agencies, housing providers, faith-based organizations and other stakeholders working together to strengthen coordination among housing and homeless service providers in order to facilitate innovative, evidence-based, solution-focused, collaborative service delivery strategies to help address the broad spectrum of housing insecurity challenges faced by individuals and families experiencing or at-risk of homelessness in San Bernardino County. The Pathways Network utilizes national best practice models and innovative locally designed approaches to leverage a wide variety of community stakeholders and resources, deliver capacity building technical assistance activities and develop pilot project initiatives to help facilitate multi-agency collaborative service delivery models among SBC&C CoC stakeholder partners.

In partnership with our Pathways Network Partners, Impact SoCal participated in a two-year Shared Housing/Cooperative Living Capacity Building Pilot Project to promote evidence-based, best practice models to establish new shared housing/cooperative living homes and to recruit provider partners to help create new, alternative, affordable, non-program based, permanent housing solutions for people living on fixed incomes and other limited income households, affectionately referred to as the "Golden Girls model". The Pathways Network expended \$108,000 on the pilot project establishing 5 new cooperative living homes (22 rooms for rent) and assisted 51 households (65 people) with shared housing placement and stabilization.

As it relates specifically to the implementation of the proposed West Valley Region Homeless Prevention and Shared Housing Initiative, Impact SoCal will specifically partner with Team Heart Shared Housing and The Chance Project-Landlord Link collaborative to secure, operate, maintain, and support shared housing/cooperative living homes within the West Valley Region. Team Heart will take the lead on recruiting property owners with single family homes for rent and establish master leasing agreements with sublease addendums and will provide property management services for each of the homes as well as light-touch case management services for the residents. In addition, Impact SoCal will collaborate with all of the above identified regional service partners to identify prospective residents for the shared housing units developed through this project and to provide move-in assistance and housing stabilization case management as needed for the cooperative living residents.

In addition, as called within the Strategies to Achieve Outcome Goals in the CoC Local Homelessness Action Plan, Impact SoCal will work with all of our regional city and service partners to establish a regional-based coordinated, collaborative, multi-funding source approach to deliver targeted homeless prevention and diversion strategies to at-risk households in order to reduce the number of households that become homeless for the first-time within the West Valley Region.

**I. California's Housing First Policy**

Check box to indicate the proposed project will conform with California's Housing First Policy.

**J. Coordinated Entry System (CES)**

HHAP-3 funded projects are to be integrated within the local CES. Describe the project's prioritization criteria.

Impact SoCal will integrate all HHAP-3 funded activities within the SBC&C CoC Coordinated Entry System (CES), as administered by United Way 211, through a combination of direct system referrals and coordinated cross-referral communications.

Impact SoCal currently receives regular referrals from 211 and the CES, both directly and through the SBC Pathways to Housing Network, seeking assistance with light-touch service activities for literally homeless and at-risk households not prioritized for permanent housing interventions through the CES. Impact SoCal service activities are accessed by consumers through a web-based virtual application system hosted on our website from which we do cross-referrals with 211/CES as appropriate.

Impact SoCal will work with the CES to prioritize access to HHAP-3 funded service activities as per the applicable CoC CES policies, procedures, and practices. Impact SoCal will appropriately prioritize referrals for older adults currently experiencing homelessness and screened through the CES to identify prospective residents for the permanent shared housing units established through the HHAP-3 funded project. Households identified as at-risk of homelessness are not currently screened and prioritized through the CES, however, Impact SoCal will give priority consideration to eligible households from the West Valley Region referred through the CES for homeless prevention and diversion service activities.

All referrals from the CES for assistance with homeless prevention, diversion, and rapid rehousing assistance from households in the West Valley Region that are received by Impact SoCal are screened and responded to within 72 hours (Impact SoCal does not offer emergency or crisis response service activities at this time). Households preliminarily identified as eligible for funded activities available at the time of referral are contacted for additional information and further evaluation of the housing challenge at hand. Those households determined to be eligible for service activities currently funded and available from Impact SoCal receive guidance on the next steps in the process which includes the collection of supporting documentation and other verification information required to receive light-touch case management and potential financial assistance through the program. Households in need of assistance beyond what is available from Impact SoCal at a given point-in-time are assisted with referrals to other system partners that may be in a better position to help with the consumers unique situation.

**K. Homeless Management Information System (HMIS)**

All projects participating with CES will need to apply to participate with the local HMIS.

Currently participate in HMIS?       Agrees to participate in HMIS?

**L. Measurable Outcomes**

What will be the indicators that the proposed project is successful at resolving homelessness? How will these be measured? Please include the projected number of unduplicated homeless clients/persons to be served during the program administration. If you are proposing a housing related project, provide the projected retention rate.

Impact SoCal is projected to serve at least 42 unduplicated households (approximately 87 unduplicated

persons) with an award of HHAP funding with a projected retention rate of at least 90% over a 12-month period. The measurable outcomes that will be achieved through our HHAP-3 funded project will include:

**Outcome 1:**

- At least 12 new units of permanent service-enriched housing within shared housing/cooperative living homes located in the West Valley Region will be occupied within 12 months of the project start date.

**Measurement 1:**

- The number of new affordable rental units established within single family homes located in the West Valley Region and occupied by eligible households within 12 months of the project start date.

**Outcome 2:**

- At least 12 older adults (55+) who are experiencing homelessness in the West Valley Region will exit homelessness into permanent housing within a shared housing environment and not return to homelessness for a minimum of 12-months after placement.

**Measurement 2:**

- The number of people who exit homelessness into permanent housing within a shared housing/cooperative living home established in the West Valley Region and remain stably housed for at least 12 months.

**Outcome 3:**

- At least 30 households (approx. 75 people) who are at imminent risk of homelessness within the West Valley Region will be prevented from becoming homeless and will maintain housing stability for at-least 12-months through diversion and/or eviction prevention activities.

**Measurement 3:**

- The number of persons/households at-imminent risk of homelessness assisted with homeless prevention and diversion activities and maintain occupancy in stable housing for at least 12 months following initial service engagement.

**M. Administrative Capacity**

Describe your agency's/organization's administrative capacity that will allow effective implementation of the proposed project and capacity to submit timely documentation and reports.

**Impact Southern California** is a 501(c)(3) nonprofit organization based in Rancho Cucamonga that is committed to making a contribution to the solutions to end homelessness in San Bernardino County by implementing best practice, "Housing First" strategies to assist individuals and families experiencing homelessness or at-risk of becoming homeless. Impact SoCal has been providing services to address the needs of and help facilitate stable housing solutions for individuals and families experiencing homelessness or at-risk of becoming homeless in the West Valley Region for over 12 years.

Since launching our Homeless Prevention/Rapid Rehousing Program in 2015, Impact SoCal has raised and expended over \$500,000 in public and private funding to deliver cost efficient, evidence-based, solution-focused service activities to help prevent individuals and families from becoming homeless and help divert households experiencing or at imminent risk of homelessness into stable housing. Over the last eight years, Impact SoCal has delivered homeless prevention, diversion, and light-touch rapid rehousing service activities for 301 unduplicated households (763 people), of which 95% (286) have been from communities in the West Valley Region. Of the 301 households served, 117 (39%) were literally homeless, 184 (61%) were at-risk of becoming homeless, 61% (184) were households with children under 18 years old and 39% (117) were from all adult households. The average amount of

financial assistance received per household has been \$1,145, the total average project cost per household served has been \$1,678 and the average project expenditures per month has been \$6,011 (68% direct financial assistance and 32% service delivery costs).

Impact SoCal is currently governed by a Board of Directors with seven individuals who live and/or work in communities on the west end of San Bernardino County and offer a broad range of professional and civic experiences to help achieve our mission. Impact SoCal fiscal and administrative operations are managed by one of our founding members and current Board President who owns and operates a computer software development company in Rancho Cucamonga.

Since 2015, Impact SoCal has contracted for professional services with Don Smith to serve as Project Manager for our homeless prevention, diversion, and rapid rehousing service activities. Don designed and developed our Homeless Prevention & Rapid Rehousing and Welcome Home projects and currently manages our daily consumer service delivery operations as well as all contract compliance and reporting functions.

Don has worked for over 25 years to respond to the needs of people experiencing homelessness and housing insecurity, as well as the people that serve them, in communities throughout the Inland Empire and Los Angeles County. Don's professional work on housing and homelessness issues has included working with local governments and nonprofit agencies to develop and implement service programs at all levels of the homeless-housing continuum of care including diversion and prevention, street outreach, service access centers, emergency shelter, transitional housing, rapid rehousing, and permanent supportive housing.

Don currently serves as an independent contractor/consultant working with nonprofit agencies, community-based organizations, and local government entities to develop and implement innovative, solution-oriented, best practice initiatives in support of community-based efforts to prevent and end homelessness. Along with creating and managing the Impact SoCal HPRP project, Don's most recent project activity has included creating and managing the SBC Pathways to Housing Network initiative, including administering the \$1.4 million seven-agency collaborative HEAP-funded project, developing, and coordinating the SBC&C CoC CES Housing Search and Stabilization component and creating and coordinating the West Valley Region Bridges to Home-Welcome Home initiative. He also drafted the SBCHP Rapid Re-Housing Program Standards, Practices and Model Guidelines recently adopted by the SBC&C CoC Interagency Council on Homelessness which serves as a guide for service providers, system leaders, local funders, and other stakeholders. His prior professional experience has included administering all of the HUD entitlement programs (CoC, ESG, CDBG, and HOPWA) while serving as a Program Manager for the City of Riverside Housing and Neighborhoods Division for 5-years and implementing HUD CoC and entitlement funded projects as a nonprofit program director in the cities of Pasadena, Glendale, El Monte, Pomona, and Riverside and the counties of San Bernardino and Riverside