



## **GRAND RAPIDS/WYOMING/KENT COUNTY MI-506 CONTINUUM OF CARE REQUEST FOR QUALIFICATIONS: STRATEGIC VISIONING AND PLANNING**

**Issue Date:** **October 19, 2020**  
**Proposal Deadline:** **November 2, 2020 at 5:00pm**  
**Type of Contract:** The contract resulting from this RFQ will be a fixed price contract

### **STATEMENT OF WORK**

The Grand Rapids Area Coalition to End Homelessness, also known as Grand Rapids/Wyoming/Kent County Continuum of Care (CoC), seeks statements of qualifications for professional services to facilitate a strategic visioning and planning process and establish a framework for implementation for the Continuum of Care.

#### **Background information of the Grand Rapids Area Coalition to End Homelessness:**

The Grand Rapids Area Coalition to End Homelessness, also known as Grand Rapids/Wyoming/Kent County Continuum of Care (CoC), is an independent, non-incorporated membership entity comprised of numerous organizations and individuals.

It was formed in response to federal requirements in the McKinney-Vento Homeless Assistance Act of 1987 Transition (HEARTH) Act of 2009 for administration of US Department of Housing and Urban Development (HUD) funding to address homelessness as described in 24 CFR Part 578.5. The CoC Governance Charter and subsequent amendments are approved, consistent with 24 CFR Part 578.5, by the CoC membership. Governance decisions on behalf of the CoC are made by a Steering Council elected from the membership, in accordance with the CoC Governance charter. Annually the Continuum of Care applies to the HUD Continuum of Care (CoC) Program for funding to address homelessness.

The HUD Continuum of Care (CoC) Program (24 CFR part 578) is designed to promote a community-wide commitment to the goal of ending homelessness,

- provide funding for efforts by nonprofit providers, States, and local governments to quickly re-house homeless individuals, families, persons fleeing domestic violence,
- promote access to and effective utilization of mainstream programs, and
- to optimize self-sufficiency among those experiencing homelessness.

The Coalition is a community collaborative that is actively working on systems change in the area of homelessness. The goal of the Coalition is to prevent and end systemic homelessness in Kent County, guided by the values and philosophy set forth in the original 10-year community developed plan, the Vision to End Homelessness, which was developed in 2004. However, the Coalition recognizes that significant changes have occurred in the community since the implementation of the Vision to End Homelessness and has identified the need for renewed strategic vision and plan to move forward on its efforts in ending homelessness.

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REQUEST FOR PROPOSALS: STRATEGIC VISIONING AND PLANNING**

## **PURPOSE**

Through this RFQ, the CoC Steering Council seeks a professionally qualified consultant to work with them and the CoC to create a strategic plan through a comprehensive, data-driven, and participatory planning process as defined in the RFQ below.

## **FOUNDATIONAL ELEMENTS**

- Consultant will include strategy and impact of systems change within the context of the CoC and grounded in the work of [Opening Doors: Federal Strategic Plan to Prevent and End Homelessness](#).
- Process informed by other community planning efforts regarding homelessness and housing needs
- Engagement of the following:
  - Persons with lived experience of homelessness and/or housing insecurity including CoC Action Board members
  - Members of Coalition
  - Committee members
  - Community stakeholders including but not limited to policymakers, community advocates, community-based organizations, local governments, and other relevant public and private entities
  - Other systems that intersect with the homelessness system including health care providers, employers, educational institutions, social service providers, and public safety
  - CoC staff
- Equity-focused process facilitation and plan

## **SCOPE OF WORK:**

- Design and execute a strategic visioning and planning process
- Development of shared values with clarifications of definitions
- Facilitate data review, input-gathering and design sessions with CoC stakeholders
- Synthesize input and create Strategic Plan documents
- Present Strategic Plan documents and incorporate feedback

## **DELIVERABLES:**

Working with CoC partners, the consultant will:

- Provide a clear outline of current services along with the present needs and gaps.
- Design and execute a strategic visioning and comprehensive planning process including development of shared values with clarifications of definitions
- Develop an actionable five-year strategic plan, including a projected budget for its implementation.
- Develop recommendations regarding the plan's implementation and support structure. Included within this phase should be recommendations regarding:
  - A detailed budget to implement the plan
  - Infrastructure integrations needed to support the CoC's implementation phase
  - CoC Board Committees structure needed to act on the plan
  - Data tracking

## **PROPOSAL SHOULD INCLUDE:**

- **Consultant Qualifications and Roles:** The proposal must describe the consultant's qualifications to conduct the scope of work activities, including their expertise, knowledge, and experience. Experience should include examples of conducting similar or related work (i.e., working with other collaborative or collective impact initiatives to create a strategic vision and strategic plan). If a consultant group or partnership of consultants is proposed to conduct the scope of work, the proposal must indicate which activities each consultant will conduct as well as information about their level of expertise, knowledge and experience to conduct those specific activities.
- **Demonstrated ability to use process-facilitated approach to strategic planning** - include description of methodology (process, roles, and activity timeline) in response.
- **Description of how an equity focus will be used in consultant's process.**
- **Work plan detailing:**
  - specific activities with detailed descriptions,
  - a timeline for the activities, and
  - milestones and deliverables tied to those activities.
- **At least 3 references** who can speak to their experience with the consultant in conducting projects of similar scope.
- **Examples of past work similar in scope.**
- **Proposed Budget and timelines**
- **Signed Conflict of Interest Statement**
- **Additional considerations:** The CoC is required to follow HUD requirements for contracting per 2 CFR 200. Responses shall include, if appropriate, a description of efforts to subcontract, joint venture, or otherwise enter into business arrangements with Minority Business Enterprises (MBEs) and Women Business Enterprises (WBEs). Affirmative steps will be taken to assure that MBE/WBE firms are utilized to the extent possible.

## **CONSULTANT QUALIFICATIONS**

To accomplish the scope requested, the consultant will need to possess the following qualifications:

- Experience at successfully developing consensus-based strategic plans
- Knowledgeable of collective impact or collaborative strategic initiatives
- Strong facilitation skills
- Knowledgeable of homeless systems and issues, highly preferred
- Proven ability to appropriately engage vital stakeholders
- Demonstrated focus on systemic change and equitable outcomes and opportunities

## **PROCESS FOR PROPOSAL SELECTION**

*Proposals are due no later than November 2, 2020 by 5pm and should be e-mailed as a pdf to Courtney Myers-Keaton at [cmyers-keaton@hwmuw.org](mailto:cmyers-keaton@hwmuw.org). All questions and/or inquiries regarding the Request for Qualifications should be made no later than Thursday, October 29<sup>th</sup> by 5pm to ensure a timely reply.*

While cost is a consideration, the CoC is not limited to selecting the lowest bid, as this is a qualifications-based decision. The CoC will score all qualified proposals using the following criteria:

Factor	Points
Experience and qualification of consultant in providing facilitation of strategic visioning and/or planning services with a demonstrated focus on systems change and equitable outcomes or other similar planning processes or initiatives.	40
Consultant's qualification and experience in providing the requested services as demonstrated by consultant's references.	15
Proposed project approach	35
Total project cost	10
<b>Total Possible Points</b>	<b>100</b>

## ADDITIONAL INFORMATION

1. All legal rights and obligations between the successful consultant and the CoC will come into existence only when a contract or agreement is fully executed by the parties.
2. Each consulting firm preparing or submitting a response to this RFQ agrees that any costs incurred resulting from the preparation of the response to this RFQ are at the consultant's sole cost and expense. Each consultant agrees that proposals and all documentation and supporting materials submitted with a proposal shall remain the property of the CoC.
3. The proposed activity will be partially or completely funded with HUD funds in accordance with federal laws and regulations which require that all contracts with consultants for activities utilizing HUD funds adhere to all applicable requirements, including but not limited to a drug-free workplace, non-discrimination, equal employment opportunity, and training and business opportunity. The selected consultant shall certify that they meet all applicable federal requirements.
4. The CoC seeks responses to this RFQ from small businesses, including but not limited to, micro local business enterprises (Micro-LBE), veteran owned small business (VOSB), minority owned business enterprises (MBE), and women owned business enterprises (WBE). The selected consultant will be expected to utilize small businesses, micro-LBE, VOSB, MBE, and WBE whenever possible.
5. The CoC collectively reserves the right to accept or reject any and all of the responses, in whole or in part; to alter the selection process in any way; to postpone or cancel the selection process for its own convenience at any time; to waive any defects/informalities; to disregard all non-conforming, non-responsive or conditional responses; and/or to issue a new RFQ at any time.

## INQUIRIES AND POINT OF CONTACT

Courtney Myers-Keaton, CoC Coordinator at the Grand Rapids Area Coalition to End Homelessness, will serve as the point of contact for inquiries related to the RFQ. All questions may be sent to [cmyers-keaton@hwmuw.org](mailto:cmyers-keaton@hwmuw.org) or call 616.752.8624.