

## LISTING OF PROPOSERS

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FOR: REQUIREMENTS CONTRACT REQUEST FOR PROPOSALS FOR TRIAGE  
CENTER/ EMERGENCY SHELTER OPERATIONS

RFP No. 12301098

RFP Opening: 11/30/2022

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### PROPOSERS

(In alphabetical order)

### TOTAL PROPOSAL AMOUNT

- |   |                |
|---|----------------|
| 1. Elevate Community Services<br>2550 W. Clinton Ave. #142<br>Fresno, CA 93705            | \$5,203,299.00 |
| 2. Turning Point of Central<br>California, Inc.<br>615 S. Atwood St.<br>Visalia, CA 93277 | \$3,711,155.00 |
- 

Each proposer has agreed to allow the City one hundred twenty (120) days from date proposals were opened to accept or reject their proposal.

### DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

- ☒ Award a contract in the amount of \$ 5,203,299.00  
to Elevate Community Services  
in accordance with the Selection Committee recommendation.
- ☒ Award a contract in the amount of \$ 3,711,155.00  
to Turning Point of Central California, Inc.  
in accordance with the Selection Committee recommendation.

☐ Reject all proposals. Reason:

Remarks:

Department Head Approval

Philip Skesi

Title: Assistant Director

Date: 03/23/2023

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☒ Approve Dept. Recommendation

☒ Approve GSD/Purchasing

☐ Disapprove

Recommendation ☐ Disapprove


☐ See Attachment

GENERAL SERVICES DEPARTMENT

CITY MANAGER

  
\_\_\_\_\_  
Purchasing Manager                      03/23/2023  
Date

  
\_\_\_\_\_  
City Manager or Designee                      3/23/23  
Date

  
\_\_\_\_\_  
Brian Barr (Mar 23, 2023 07:44 PDT)  
General Services Director                      Mar 23, 2023  
Date

**REPORT FROM EVALUATION COMMITTEE**  
**REQUEST FOR PROSPOSALS FOR REQUIREMENTS CONTRACT TO PROVIDE**  
**TRIAGE CENTER/EMERGENCY SHELTER OPERATIONS**  
**RFP No. 12301098**

**COMMITTEE MEMBERS:**

DOREEN ELEY – Assistant Director, Fresno Housing Authority

JILLIAN GATYAN – Senior Management Analyst

GLORIA MEYERS – Executive Assistant, Planning and Development

STEVEN MONTEZ – Housing and Neighborhood Revitalization Manager, Planning and Development

JOE PASILLAS – Housing and Neighborhood Revitalization Manager, Planning Department

CINDY PIOMBINO – Homeless Advocate

**FACILITATOR:**

SHERRI CUADROS – Purchasing Specialist, General Services

**BACKGROUND**

The City of Fresno solicited proposals for an organization to operate five City of Fresno owned triage centers/emergency shelters to provide a continuum of services available to eligible homeless individuals and families in the City of Fresno. Triage Centers will provide low-barrier access to emergency shelter coupled with intensive housing-focused services to set households on the path to attaining permanent housing.

Services shall be offered in coordination with other complementary services, as part of the path from homelessness to permanent housing stability. Individuals and families selected for these services are to be prioritized through the FMCoC Coordinated Entry System (CES) in consultation with participating CES agencies. Triage Centers/Emergency Shelters will provide safe and secure, temporary housing used in the short term when individuals and families are unsheltered and/or awaiting a permanent housing intervention, to prepare for placement into permanent housing. Triage Centers/Emergency Shelters will work closely with permanent housing providers to ensure that households are quickly placed into permanent housing and are connected to community resources to enable them to achieve long-term housing stability.

The request was for an agreement with varying start dates and as early as December 2022. At the conclusion of bidding, two vendors bid on the Triage Center/Emergency Shelter RFP and are as follows:

1. Turning Point of Central California for operations at Valley Inn and Parkway Inn

2. Elevate Community Services for operations at Ambassador Inn, Villa Motel, and Travel Inn

The selection committee determined that the award for funding should be given to Turning Point of Central California and Elevate Community Services for the respective sites.

## **SIGNIFICANT EVENTS**

Bid Release – October 25, 2022

Bid Close – November 22, 2022

Final Committee Evaluation – November 30, 2022

## **EVALUATION FOR DETERMINATION OF COMPETITIVE RANGE**

In order to establish a competitive range, the following factors as identified in the solicitation were evaluated. For reference, the criteria are listed in order of importance below:

1. Cost as shown on the proposal form
2. Ability to meet the stated operation and service requirements
3. Past Performance and Experience based on References and experience shown on "Statement of Qualifications and Experience"
4. Conformance to the terms and conditions of the RFP
5. Financial Stability based on information provided in the Statement of Qualifications
6. Other related information as needed

## **COMPETITIVE RANGE DETERMINATION**

The committee determined that it would use a scale of "Unacceptable", "Marginal", "Acceptable", "Good", and "Outstanding" to evaluate proposals.

## **COMMITTEE NOTES**

The committee found both proposals "Acceptable", demonstrating their ability to execute the program requirements with experience in state funded programs, hiring staff with lived experience, and that staff have the skills to deliver the activities indicated in the application. The applicant also demonstrated experience working with the FMCoC Coordinated Entry System, Homeless Management Information System (HMIS), and with working with other homeless service providers in Fresno.

Additionally, the current operator of the Valley Inn and Parkway Inn is Turning Point of Central California, and the current operator for Villa Motel, Ambassador Inn, and Travel Inn is Elevate Community Services, the committee approves awarding funds to Turning Point and Elevate for continued triage center/emergency shelter operations at these sites.

The committee found Turing Point of Central California's proposed budgets excessive in comparison to the Elevate Community Services proposes budgets. Procurement inquired if Elevate was interested in a last, best and final offer to submit a proposal for Valley Inn and Parkway Inn, Elevate declined. Turning Point provided justification for an increased expenses related to transportation, in-person security, new program cots and replacement equipment.

## **SUMMARY RECOMMENDATION**

Based on the bid documents, the committee recommends the subrecipient agreement for triage center/emergency shelter operations and coordination of services be awarded to Turing Point for Central California for the Valley Inn and Parkway Inn locations and to Elevate Community Service for the Ambassador Inn, Villa Motel, and Travel Inn locations.