



Request for Information

#YH24-0095 RFI for Housing Development Services

Procurement Officer:

ISSUE DATE: Friday, April 19, 2024

Toni Cota

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RFI NAME: AHCCCS SMI Housing Development YH24-0095

RESPONSE DUE DATE: May 15, 2024, no later than 3:00 pm AZ time

QUESTIONS CONCERNING THIS RFI SHALL BE SUBMITTED TO THE PROCUREMENT OFFICER VIA E-MAIL BY MAY 1, 2024, 3:00 PM ARIZONA TIME ON THE Q & A FORM PROVIDED WITH THIS RFI. ANSWERS TO QUESTIONS WILL BE POSTED ON THE AHCCCS WEBSITE FOR THE BENEFIT OF ALL POTENTIAL RESPONDENTS.

Responses to this RFI must be in the actual possession of AHCCCS on or prior to the time and date indicated above.

This is a Request for Information ("RFI") only and as such will NOT result in any award of contract.

AHCCCS is in the information gathering stage and no decisions have been made concerning the agency's intent to issue a formal Request for Proposal. Responding to this RFI is appreciated and will NOT prohibit the respondents from responding to any future procurements.

Persons with a disability may request a reasonable accommodation, such as a sign language interpreter, by contacting the appropriate Procurement Agency. Requests should be made as early as possible to allow time to arrange the accommodation. A person requiring special accommodations may contact the person responsible for this request as identified below.

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1. AHCCCS OVERVIEW

Founded in 1982, the Arizona Health Care Cost Containment System (written as AHCCCS and pronounced 'access') is Arizona's Medicaid program, a federal health care program jointly funded by the federal and state governments for individuals and families who qualify based on income level.

Built on a system of competition and choice, AHCCCS is a \$22 billion program that operates under an integrated managed care model, through a Research and Demonstration 1115 Waiver. Contracted health plans coordinate and pay for physical and behavioral health care services delivered by more than 93,000 health care providers to more than 2.2 million Arizonans.

Additional information may be found on the AHCCCS website reporting page:

<https://www.azahcccs.gov/Resources/Reports/federal.html>

For more information regarding AHCCCS see About Us:

<https://www.azahcccs.gov/AHCCCS/AboutUs/index.html>

2. PURPOSE of RFI and Background

The purpose of this RFI is to identify qualified private, public, and/or non-profit developers or other entities with housing projects in Mohave County that are in an advanced stage of planning and ready to begin building soon or are already under construction that may be willing to allocate a contingent of units to be dedicated to AHCCCS members with a Serious Mental Illness (SMI) designation.

The SMI Housing Trust Fund (HTF) receives a \$2 million annual appropriation from the State of Arizona to develop and maintain housing for AHCCCS members with a SMI designation. This mission is primarily accomplished through funding the acquisition and rehabilitation of existing Single-Family Residential (SFR) properties, funding the acquisition and rehabilitation of Multi-Family Residential (MFR) properties, or by providing a capital investment for the construction of new developments through partnerships with local community stakeholders. Projects approved for SMI HTF investments see the interests of the State secured through the combination of a Note, a Deed of Trust, and Covenants, Conditions, and Restrictions (CC&Rs) for a pre-determined amount of time (typically 20 years depending on the level of funding). At the end of the CC&Rs restriction period any property interests or restrictions by the State would be relinquished in favor of the property owner and the capital investment would be considered repaid. AHCCCS has successfully used this model to partner in the past with providers and developers in all three of Arizona's Geographic Services Areas (GSA's) throughout the State.

Mohave County is the second largest county in Arizona by land mass (13,332 sq. miles), has the second largest population count (over 200k) in the North GSA, and has the fifth largest population overall in Arizona. Yet, despite its enormous size and population count, past investments in the region have been limited in scope. The results of this limited investment strategy are born out through local housing statistics. The published Mohave County Housing Needs Assessment dated September 2023, projects Mohave County will grow by 34% or approximately 75,000 persons in the next 20 years while current vacancy rates are estimated at 1%. The current dashboard (March 9, 2024) of the Statewide Housing Administrator (ABC/HOM

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Inc.) shows that of 74 AHP units in the North GSA, only 8 of those are in Mohave County. The North GSA waitlist consists of 160 people waiting for housing (county specific numbers are unavailable at this time). According to the U.S. Census Bureau's latest available statistics (2022), approximately 16% (13,750) of the population in Mohave County under 65 years of age have a disability. Approximately 16% of the county also has income levels considered in the poverty range. Based on this information, AHCCCS believes there is a clear and compelling need to identify a stakeholder in the community to partner with to provide safe, decent, and stable housing for AHCCCS members who have an SMI designation.

Interested stakeholders are encouraged to answer the questions in Section 4. Respondents are asked to identify the housing model (scattered site, site based, Project-Based Vouchers, or self-funded) being utilized in their project, as well as whether wrap around services will be on-site. AHCCCS is open to alternative methods of construction as needed to meet the specific housing needs of members who have an SMI designation who reside in Mohave County. Special focus should be paid to ensure identified construction sites will meet the transportation needs of members, as well as the local availability of shopping and employment opportunities.

This RFI is not related to and has no relationship to the use of AHCCCS SMI Housing General Funds which are typically used for funding permanent supportive housing (PSH) vouchers.

3. DEFINITIONS

- 3.1. AHCCCS Complete Care (ACC) - A contracted Managed Care Organization (also known as a health plan) that, except in limited circumstances, is responsible for the provision of both physical and behavioral health services to eligible Title XIX/XXI persons enrolled by the administration.
- 3.2. Arizona Long Term Care System (ALTCS) - An AHCCCS program which delivers long-term, acute, behavioral health and case management services as authorized by A.R.S. §36- 2931 et seq., to eligible members who are either elderly and/or have physical disabilities, and to members with developmental disabilities, through contractual agreements and other arrangements.
- 3.3. General Mental Health/Substance Abuse Disorder GMH/SU(D) - Behavioral health services provided to adult members aged 18 and older who have not been determined to have a Serious Mental Illness.
- 3.4. Geographic Service Areas (GSA) – An area designated by AHCCCS within which a Contractor of record provides, directly or through subcontract, covered health care service to a member enrolled with that Contractor of record, as defined in 9 A.A.C. 22, Article 1.
- 3.5. Homeless – (Per ACOM 448) A person is considered homeless only when he/she resides in one of the places described below:
 - 3.5.1. In places not meant for human habitation, such as cars, parks, sidewalks, abandoned buildings (on the street).
 - 3.5.2. In an emergency shelter.
 - 3.5.3. In transitional or supportive housing for homeless persons who originally came from the streets or emergency shelters.

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- 3.5.4. In any of the above places but is spending a short time (up to 30 consecutive days) in a hospital or other institution.
 - 3.5.5. Is being evicted within a week from a private dwelling unit and no subsequent residence has been identified and lacks resources and support networks needed to obtain housing.
 - 3.5.6. Is being discharged within a week from an institution, such as a mental health or substance abuse treatment facility or a jail/prison, in which the person has been a resident for more than 30 consecutive days and no subsequent residence has been identified and the person lacks the resources and support networks needed to obtain housing.
- 3.6. Housing Administration – Management, fiscal and compliance functions related to operation of a publicly funded housing program. Key duties generally include eligibility determinations, rent reasonableness evaluations, performing housing quality inspections, verifying income, processing and approving housing applications, fair housing compliance, managing housing referrals and wait list processes, overseeing compliance with leases, disbursement of rent or housing subsidy payments, implementation of housing policies, fiscal and programmatic compliance, and lease terminations (if necessary).
- 3.7. Housing First – A Housing approach that works quickly and successfully to connect individuals and families experiencing homelessness to permanent housing without preconditions and barriers to entry, such as sobriety, treatment, or service participation requirements. Supportive services are offered to maximize housing stability and prevent returns to homelessness as opposed to addressing predetermined treatment goals prior to permanent housing entry.
- 3.8. Regional Behavioral Health Authority (RBHA) – A contracted MCO (also known as a health plan) responsible for the provision of comprehensive behavioral health services to all eligible individuals assigned by the administration and provision of comprehensive physical health services to eligible individuals with a Serious Mental Illness enrolled by the Administration.
- 3.9. Serious Mental Illness (SMI) – A designation as defined in A.R.S. §36-550 and determined in an individual 18 years of age or older.
- 3.10. Supportive Housing – Housing, as defined in 24 CFR Part 583, in conjunction with supportive services are provided for tenants if the housing is safe and sanitary and meets any applicable State and local housing codes and licensing requirements in the jurisdiction in which the housing is located and the requirements of this part; and the housing is transitional housing; safe haven; permanent housing for homeless persons with disabilities; or is a part of, a particularly innovative project for, or alternative method of, meeting the immediate and long-term needs of homeless persons and families.
- 3.11. Supportive Housing Services - Services, as defined in the AHCCCS Behavioral Health Services Guide, that are provided to assist individuals or families to obtain and maintain housing in an independent community setting including the person’s own home or apartments and homes that are owned or leased by a subcontracted provider. These

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services may include:

- 3.11.1. Utility subsidies,
 - 3.11.2. Relocation services to a person or family for the purpose of securing and maintaining housing,
 - 3.11.3. Employment services,
 - 3.11.4. Budget and finance counseling, and
 - 3.11.5. Eviction prevention.
- 3.12. Tribal Regional Behavioral Health Authority (TRBHA) - A tribal entity that has an intergovernmental agreement with the administration, the primary purpose of which is to coordinate the delivery of comprehensive behavioral health services to all eligible individuals assigned by the administration to the tribal entity. Tribal governments, through an agreement with the State, may operate a Tribal Regional Behavioral Health Authority for the provision of behavioral health services to American Indian members. Refer to A.R.S. §36-3401 and A.R.S. §36-3407.

4. INFORMATION REQUESTED:

AHCCCS is requesting the following detailed written response to any or all the areas identified:

4.1. Respondent Background:

4.1.1. Describe the role of the Respondent (Developer/RBHA/Behavioral Health Provider/etc.)

4.1.1.1. If subcontractors are utilized, include roles of subcontractors.

4.1.2. Describe the organization's experience in developing housing projects (past, present).

4.1.3. Describe where your organization is based and any ties you have in Mohave County.

4.1.4. Describe Respondent's operation and/or experience incorporating a "Housing First" philosophy in the administration of public or subsidized housing.

4.1.5. Describe Respondent's experience in coordinating with behavioral health and other service providers to promote housing stability and accommodate the needs of residents with behavioral or other special needs.

4.1.6. Describe Respondent's experience and understanding of administering housing as a Social Determinant of Health (SDoH) in promoting overall integrated behavioral and physical health and well-being of members.

4.1.7. Describe any pilots, evidence-based practices, collaborations or other innovative projects, policies, or activities Respondent has participated in to improve housing.

4.2. Project Information:

4.2.1. Describe the size of the buildings, number of units, project type, populations served, community areas and purposes, etc. and how you believe the project would address the needs of a community in Mohave County.

4.2.2. Identify any relevant stakeholders attached to this project or potentially attached, if known.

4.2.3. Describe the plans for ensuring members have access to supportive services including whether services will be offered on-site, any organizations who will co-locate at the property, or plans for service engagement in the nearby

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- community.
- 4.2.4. Does this project fit with the existing neighborhood's current aesthetics, zoning and/or use restrictions?
- 4.3. Project Funding:
- 4.3.1. Identify the number of funding sources for the project, if known.
 - 4.3.2. Describe any known restrictions on current or proposed funding.
 - 4.3.3. How will you ensure the units are maintained operationally over the life of the CC&Rs?
 - 4.3.4. Describe the plans for ongoing operational expenses, including information on project-based vouchers allocated to the site.
- 4.4. Project Timeline:
- 4.4.1. Describe the current status of the project (concept, designed, permitted, under construction, complete but vacant, complete but requires rehabilitation, etc.)
 - 4.4.2. Detail a proposed timeline until move-in is possible.
- 4.5. Project Challenges, Concerns, or Implications:
- 4.5.1. Based on Respondent's experience, what challenges would be anticipated in bringing the project into operation?
 - 4.5.2. Identify any concerns for providing services to the target populations, and any concerns related to the Arizona market? What strategies might be used to address these challenges?
 - 4.5.3. Is there any additional information from Respondent that was not incorporated into the above responses that is relevant to project design in Mohave County?

5. CONTENTS OF YOUR RESPONSE

If you are interested in responding to any or all the areas identified above, AHCCCS is requesting the following:

- 5.1. Detailed Written Response to any/all areas listed above. Response to questions should be limited to five (5) pages. Respondent may include attachments or documentation in support of their response including drawings, feasibility studies, etc. Attachments will not count toward the page limit.
- 5.2. A completed Attachment A, Respondent's Information, which includes contact information, including name, title, mailing address, email address, authorized signature, and phone number of the contact person for questions relating to the RFI.

6. HOW TO RESPOND

- 6.1. Submit one (1) electronic copy of the RFI response via e-mail attachment to the procurement officer listed on the first page of this RFI. Please indicate the RFI number, YH24-0095, and your company name in the subject line of your email.
- 6.2. Submit your response no later than the time indicated on the first page of the RFI. Please take into consideration the Arizona time zone.

7. CONFIDENTIAL/PROPRIETARY INFORMATION

- 7.1. To the extent allowed by law, the information contained in a response to a request for information shall be considered confidential until a formal procurement process is concluded or for two (2) years, whichever occurs first. This RFI and responses to the RFI are subject to the Arizona Public Records law and as such, are open to public inspection after this time.

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- 7.2. Detailed Legal Analysis: If a Respondent believes that a specific portion of its response contains information that should be withheld from public inspection due to confidentiality, the Respondent shall submit to the Procurement officer a detailed legal analysis, prepared by legal counsel, which sets forth the bases for the requested nondisclosure and the specific harm or prejudice which may arise if disclosed. The analysis shall be presented to the Procurement Officer at the same time as the bid, proposal, offer, specification, or protest.
- 7.3. Redacted Version of Response: If any pieces of your response are being requested to be kept confidential, and withheld from public viewing, please submit an additional redacted copy of the proposal. This will ensure that our office is crystal clear on which version of your response is acceptable for public viewing as opposed to the version that contains confidential information for AHCCCS viewing only.
 - 7.3.1. An entire response shall not be identified as confidential; only those very limited and distinct portions which are considered by the Offeror as confidential may be identified as such.
 - 7.3.2. In the event that AHCCCS receives a request for disclosure of the information, AHCCCS shall disclose the information in accordance with law. Prior to disclosure, AHCCCS will inform the Respondent of such request and provide the Respondent a period of time to take action it deems appropriate to support nondisclosure. The Respondent shall be responsible for any and all costs associated with the nondisclosure of the information.

8. REIMBURSEMENT

AHCCCS will not reimburse any respondent for the cost of preparing and submitting a response to the RFI.

9. DISCLAIMER/NO AWARD OF CONTRACT

This is a Request for Information ("RFI") only and as such will NOT result in any award of contract. AHCCCS is in the information gathering stage and no decisions have been made concerning the agency's intent to issue a formal Request for Proposal. Responding to this RFI is appreciated and will NOT prohibit the respondents from responding to any future procurements. Acceptance of responses to this RFI imposes no obligations of any kind upon AHCCCS. AHCCCS will not be liable for any costs incurred by respondents in the preparation and submission of information in response to this RFI.

Attachment A: Respondent's Contact Information

Company Name
Address
Federal Employer ID Number

For Clarification of this Response Contact:

Name
Title
Phone
Email

Signature of Authorized Person
Name
Title
Date

END OF DOCUMENT

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