

ACCESS TO HOME FOR MEDICAID

REQUEST FOR PROPOSALS 2016 PROGRAM YEAR



**Homes and
Community Renewal**

**Housing
Trust Fund
Corporation**

OFFICE OF COMMUNITY RENEWAL

ANDREW M. CUOMO, GOVERNOR
JAMES S. RUBIN, COMMISSIONER/CEO

I. INTRODUCTION	1
II. APPLICATION DEADLINES AND GENERAL REQUIREMENTS.....	2
A. Application Submission Deadlines	2
B. General Requirements	3
C. Other Application Reference Materials.....	6
III. EVALUATION AND SELECTION	6
A. General Goals and Objectives	6
B. Application Processing Steps	7
IV. ACCESS TO HOME FOR MEDICAID RATING CRITERIA	9
V. APPLICATION AND TECHNICAL ASSISTANCE	11

I. INTRODUCTION

In coordination with the NYS Department of Health (DOH), the Housing Trust Fund Corporation (HTFC) offers The NYS Access to Home for Medicaid Program; which provides financial assistance to make residential units accessible for low- and moderate-income persons participating in the Medicaid Program and living with a disability. Providing assistance with the cost of adapting homes to meet the needs of Medicaid recipients with disabilities will enable individuals to continue to safely and comfortably live in their residences and avoid institutional care. The eligible unit must be the primary residence of the Medicaid recipient with a documented disability. The Access to Home for Medicaid Program has a secondary goal of lowering health care costs over the long-term. Eligible applicants for the Access to Home for Medicaid Program are units of local government and organizations incorporated under the New York State Not-For-Profit Corporation Law, that have been providing relevant service to the community for at least one year prior to application date.

The Housing Trust Fund Corporation (HTFC), through its Office of Community Renewal (OCR), expects to make approximately \$1,000,000 available for the Access to Home for Medicaid Program under the 2016 Request for Proposals process.

For 2016, the following will apply for the Access to Home for Medicaid Program:

- The amount requested per applicant, per program, **may not** be less than \$75,000 and **may not** exceed \$150,000.
- Rehabilitation assistance is limited to a maximum of \$25,000 per unit to clients with 1) a documented disability **and** 2) who participate in the Medicaid Program.
- Rehabilitation assistance **may not** comprise any combination of Access to Home funds or Access to Home for Veterans funds with Access to Home for Medicaid funds.
- Awardees will be allowed a maximum of twenty-four (24) months from contract execution to fully expend all Access to Home Program funding.
- Awardees may use up to a maximum of 7.5 percent of each program award for eligible administrative costs.
- Awardees may use up to a maximum of 5 percent of each program award for eligible project delivery costs.

Preference will be given to applications that demonstrate a need for an accessibility modification program for Medicaid recipients in the proposed service areas **and** to applicants who demonstrate that they have the organizational capacity and resources to complete the proposed program in a timely, efficient and effective manner.

Furthermore, as New York State and NYS Homes and Community Renewal continue to focus on the needs of communities recovering from the effects of multiple natural disasters in 2011, 2012, and 2013, preference will be given to those applications with a focus on serving homeowners still evidencing need in service areas hardest hit by these storms. Applicants must demonstrate existing need as a direct result of the storms, **and** a lack of other Federal, State or other disaster recovery resources in order to receive preference in this category. Applicants will

still need to demonstrate the required organizational capacity and resources to complete the proposed program in a timely, efficient, and effective manner.

This Request for Proposals (RFP) describes the requirements for Access to Home for Medicaid applications and also explains the processes by which the HTFC and the OCR will evaluate applications requesting funding. Applicants may apply for Access to Home for Medicaid funding using HCR's Community Development On-Line System (CDOL), which is accessible online at <http://www.nyshcr.org/Apps/CDOnline/>. Potential applicants may request technical assistance from the OCR during the application process (see Section V). At the completion of this funding round, applicants that do not receive an award may request an exit conference to review their unfunded application.

II. APPLICATION DEADLINES AND GENERAL REQUIREMENTS

A. Application Submission Deadlines

RFP Open Date: Monday, June 27, 2016

RFP Close Date: Wednesday, September 28, 2016

Applications for Program Year 2016 Access to Home for Medicaid Program funding must be submitted through HCR's CDOL **no later than** 4:00 PM, EST, Wednesday, September 28, 2016. Any and all applications received after this deadline will be considered a late submission and will **not** be processed or considered for funding.

Applicants may make a request, based on demonstrated need, to submit a paper application in lieu of using HCR's CDOL. Requests for approval to submit a paper application must be sent to:

**NYS Homes and Community Renewal
Office of Community Renewal
The Hampton Plaza, 4th Floor South
38-40 State Street
Albany, NY 12207
ATTN: PY 2016 ACCESS TO HOME MEDICAID PROGRAM**

Only on time applications submitted electronically using HCR's CDOL or pre-approved paper applications will be accepted for review. **Incomplete and/or late applications will NOT be accepted either through the CDOL or paper submission.**

For those applicants with prior approval to submit a paper application, applications will be accepted only at the address stated above. Paper applications received or postmarked after 4:00 PM, EST, Wednesday, September 28, 2016, will be considered late and will not be accepted or reviewed. Use of delivery confirmation services is required by those pre-approved to submit paper applications, to ensure an on time and traceable delivery of an application(s).

Applicants should refer to the **Application Instructions** (see Section II, A Page 5) to identify the Exhibits and Attachments that are required to be submitted as part of the application.

B. General Requirements

Applicant Capacity & Prior Experience

Applicants for Access to Home for Medicaid Program funds, as with all competitive OCR Program funds, are subject to an evaluation of prior funding history, prior program administration performance and organizational capacity.

Interested parties are discouraged from applying for Access to Home for Medicaid Program funds if:

- The program activities cannot be completed within the required two-year grant agreement term; **OR**
- The amount of funding being requested cannot be expended within the same term. Please note: funds that are not expended at the end of the grant agreement term are subject to de-obligation and/or recapture.

Furthermore, applicants to the OCR must resolve any and all outstanding monitoring and/or non-compliance issues that involve a violation of Federal, State or local regulations, and/or program and OCR requirements **prior to the submission of an application for funding**. Applicants that do not resolve monitoring and/or non-compliance issues will be deemed ineligible and the application will not be accepted or reviewed.

Prior to submitting an application for funding, applicants to the OCR should evaluate the progress of their open grant portfolio to determine if additional funds are warranted at this time. For each open grant, applicants should evaluate the progress of the program(s) in terms of achieving the accomplishments set forth in the OCR-approved application and their HTFC grant agreement(s). Factors such as the rate of expenditure during the term of the HTFC grant agreement, the number of extensions requested and approved, and compliance with all HTFC grant agreement terms will be used to determine satisfactory performance in the review by the OCR of all applications. Applicants may be negatively impacted by unsatisfactory performance or may be determined to be ineligible for a grant when prior performance evidences significant lack of capacity to carry out the proposed project or program as required and according to the applicable laws, regulations, policies and procedures governing the program.

The HTFC and the OCR reserve the right to not fund any application if it has been determined that the applicant is not in compliance with existing State contracts and has not taken satisfactory steps to remedy such non-compliance.

New York State Grants Gateway Prequalification

The New York State Grants Gateway is a statewide effort to improve the way New York State administers grants by simplifying and streamlining the grants management process.

Effective August 1, 2013, not-for-profit organizations must be prequalified in order to do business with New York State. In order to prequalify, not-for-profit organizations must submit an online Prequalification Application through the Grants Gateway. The Prequalification Application is comprised of five components to gauge your organizational structure and the types of services you provide. The required forms and document uploads are all part of the Grants Gateway Document Vault. Resources to complete the application and associated document vault can be found in the Quick Links Section of the Grants Gateway page at <http://grantsreform.ny.gov/>.

Prequalification is designed as a way for not-for-profits to interact more directly with State agencies before they compete for State contracts, enabling them to make adjustments and answer concerns prior to entering a competitive bid process. Once they have been prequalified, multiple State agencies will have ready access to the prequalification materials, eliminating redundant submissions of such information by the vendor. Not-for-profits will only have to formally prequalify every 3 years, with the responsibility to keep their information current throughout the 3 year period.

PLEASE NOTE: Applicants that are **not** prequalified through the New York State Grants Gateway by the Access to Home Program application deadline of Wednesday, September 28, 2016, will **not be eligible to receive** Access to Home for Medicaid funds, and any applications submitted to the OCR will be deemed ineligible for review and consideration.

Statutory Compliance

Applicants must ensure that modifications will be completed in compliance with all state and local codes and ordinances, and that all applicable health and safety standards are met. Installation of modifications in units with known health and safety hazards (such as observable lead paint hazards in units occupied by children) must not commence until other funding can be identified to address the hazards. Compliance with these standards will be monitored by the OCR Program Staff during a program's implementation. The Access to Home for Medicaid Program is administered by the OCR consistent with Article 25 of the Private Housing Finance Law. Applicants will be reviewed and award recipients will be monitored in accordance with Article 25 and other program requirements.

Applicants are encouraged to leverage Access to Home for Medicaid funding with other funding sources in order to address all health and safety hazards above what can be covered by the Access to Home for Medicaid Program resources. However, it is the applicant's responsibility to ensure that the project complies with any requirements including design requirements, codes, and ordinances of any other funding sources. *Please note:* Access to Home for Medicaid Program funds are not eligible as leverage with Access to Home Program funds and Access to Home for Veterans Program funds. Other OCR programs traditionally utilized (such as HOME, AHC, RESTORE, etc) may still be offered as a source of leverage funds.

Bonding and Insurance Requirements

Upon award of funds, Applicants are required to obtain and maintain proper insurance and bonds. At a minimum, copies of the following must be provided: a Certificate of General

Liability Insurance, Workers' Compensation and Disability Insurance, Fire and Casualty Insurance and a Fidelity Bond in the amount of the largest anticipated disbursement and naming the HTFC and New York State as loss payee in accordance with the program agreement requirements.

Administrative Plan

Implementation of each Access to Home for Medicaid Program will be governed by an Administrative Plan developed as part of the application process. Components of the Administrative Plan should include, but are not limited to, the following categories: Program Activities and Scope, Selection Process of the Assisted Units, Program Management, Construction Management and Timely Completion of the Program, Bid Solicitation and Procurement, Services and Program Linkages, Program Service Area Description and Public Outreach.

Administrative plans should be no more than 10 pages in length. Applicants should review the guidance in the Access to Home for Medicaid Application Instructions to ensure that the Administrative Plan that is developed meets all program requirements.

Property Maintenance Declaration

In order to secure the investment of Access to Home for Medicaid Program funds and to ensure that the HTFC and the OCR are notified of the transfer of property, Applicants will be required to file Property Maintenance Declarations with the County within which the unit is located for each unit receiving assistance.

Smart Growth

Please note that the Housing Trust Fund Corporation is subject to the New York State Smart Growth Public Infrastructure Act (Chapter 433 of the Laws of 2010) and must, to the extent applicable, make funding decisions consistent with the provisions of the Act.

Equal Employment Opportunity/Minority and Women Owned Business

Recipients of Access to Home for Medicaid Program awards of \$100,000 or more are subject to Article 15A of the New York State Executive Law, which requires that affirmative efforts are made to ensure that New York State Certified Minority and Women-Owned Business Enterprises are afforded the opportunities for meaningful participation in projects funded by the HTFC, pursuant to Section 313 of the Article. Recipients of awards of less than \$100,000 are not required to comply with Article 15A; however, they are strongly encouraged to make affirmative efforts towards compliance. Preference will be given to those Applicants who demonstrate at the point of application that their procurement goals and/or plans will meet the requirements of Article 15A of the New York State Executive Law. Applicants may obtain more information by visiting the MWBE Corner at <http://www.nyshcr.org/AboutUs/MWBECorner.htm>.

Environmental Review

Awards made under the Access to Home for Medicaid Program are subject to the requirements of the State Environmental Quality Review Act (SEQR) at 6 NYCRR Part 617. Applicants will also need to obtain Environmental Clearance from the HTFC

Environmental Analysis Unit prior to beginning any construction work. Guidance on obtaining Environmental Clearance is provided on the HCR website at: <http://www.nyshcr.org/Programs/AccessToHome/>.

C. Other Application Reference Materials

This RFP provides only a portion of the information and materials needed by applicants. Other materials, available from the HCR website at www.nyshcr.org/Funding, include the following:

1. Access to Home for Medicaid Program Year 2016 Application Instructions
2. NYS Housing Trust Fund Corporation Rehabilitation Standards (rev. June 2006)
3. Access to Home for Medicaid Program Frequently Asked Questions (FAQ)

Applicants should also review Article 25 of the Private Housing Finance Law. The Access to Home for Medicaid Program is administered by the OCR in accordance with this article. Award recipients will be expected to adhere to Article 25 along with other program rules and requirements.

The HTFC reserves the right to award all, a portion of, or none of a program's funds based upon funding availability, feasibility of the applications received, the competitiveness of the applications, an applicant's ability to meet HTFC criteria for funding, and an applicant's ability to advance the State's housing goals. The HTFC also reserves the right to change or disallow aspects of the applications received and may make such changes as an expressed condition of its commitment to provide funding to a program. The HTFC reserves the right to award less than the requested amount. The HTFC reserves the right to provide a list of applicants to NYS Department of Health as a part of the evaluation and selection process and prior to making award determinations.

III. EVALUATION AND SELECTION

A. General Goals and Objectives

The OCR will evaluate the investment of the resources made available through this RFP using the following three criteria: **fundamentals, leverage, and outcomes**. This framework accommodates all scoring criteria currently utilized by the OCR. These decisions will also be made in the context of a competitive process. To the extent feasible, the OCR will allocate its resources to meet housing needs and achieve a geographic distribution of funding across the State, while promoting community development policies that emphasize the needs of underserved communities and which advance smart growth principals and healthy living environments.

Fundamentals: consider the basic components of any investment – feasibility, team experience, and program structure. Under this RFP, the OCR will also consider certain

threshold requirements specific to the Access to Home for Medicaid Program. The OCR will evaluate, among other things, whether the investment is feasible for our investment; whether all the necessary components are identified and committed and whether the applicant has the proven experience and team members to successfully complete the investment.

Leverage: consider whether the proposed investment leverages significant outside resources such as third party funds, local funds and/or local support. Preference will be given to those applicants that demonstrate a **commitment of leveraged funds** at the time of application. A commitment means written documentation that funds are awarded to the applicant from the outside resource(s). *Please note:* Access to Home for Medicaid Program funds are not eligible as leverage with Access to Home Program funds or Access to Home for Veterans Program funds. Other OCR programs traditionally utilized (such as HOME, AHC, RESTORE, etc) may still be offered as a source of leverage funds.

Outcomes: considers policy goals achieved by a particular investment. The OCR will evaluate whether the application proposes a quality program that efficiently responds to the needs of the community by producing a transformative effect or sustains a more livable community.

B. Application Processing Steps

- 1. Application Receipt** – Once an Access to Home for Medicaid application is submitted through the CDOL, or a pre-approved paper application is received through a delivery confirmation mail service, an identification number is assigned and the application is made available for review by the appropriate and assigned program staff.
- 2. Eligibility Review** – All Access to Home for Medicaid applications are reviewed according to eligibility criteria summarized below. **Applications that fail to meet all of the required criteria will not be reviewed further.**

Access to Home for Medicaid eligibility criteria:

- Eligible applicants for the Access to Home for Medicaid Program are units of local government and organizations incorporated under the New York State Not-For-Profit Corporation Law, that have been providing relevant service to the community for at least one year prior to application date.
- Only residential dwellings occupied by low- and moderate-income persons with disabilities **and** receiving Medicaid assistance may be assisted. Both **rental and owner-occupied residences are eligible** for assistance and may be improved with Access to Home for Medicaid Program funds. Applicants proposing to provide assistance for rental units must ensure that Access to Home for Medicaid funds are not used to replace other resources available to building owners. Owners of rental units who are obligated to provide accessibility improvements as a condition of receiving other governmental assistance may **not** use Access to Home for Medicaid funds to pay for those improvements.

- Eligible improvements include accessibility modifications to units especially when such modifications would allow a disabled person receiving Medicaid assistance to remain in, or return to, the unit, rather than being institutionalized.
 - Rehabilitation costs are limited to actual and necessary cost of accessibility improvements such as ramps, lifts, handrails, grab bars, relocation costs, testing for environmental, health and safety purposes and related soft costs. Assistance is limited to \$25,000 per unit.
 - Assisted units must be occupied as the permanent residence of a household 1) with income at or below 80 percent of area median income (120 percent of area median income for veterans who are certified by the U.S Department of Veterans Affairs or the Department of Defense as entitled to receive disability payments for a disability incurred in time of war), 2) include individuals who have a disability or have substantial difficulty with daily living activities due to aging; and 3) the person(s) with a disability must be a Medicaid recipient.
3. **Rating and Ranking** – All Access to Home for Medicaid Program applications are scored on criteria derived from the regulatory and policy considerations of the Access to Home for Medicaid Program. Application ratings are based only on the application materials received by the submission deadlines.
 4. **HTFC Board Approval** – The OCR must present all proposed Access to Home for Medicaid Program award recommendations to the HTFC Board of Directors, who must approve such awards, and provide the OCR with authorization to proceed, before notification of awards and the entering into of program agreements may commence.
 5. **Application Review Letter** - Access to Home for Medicaid Program applicants will be issued a formal letter to inform them of the final status of their application(s);
 - a. Selected for Funding
 - b. Not Selected for Funding
 6. **Program Agreement** – Access to Home for Medicaid applicants selected for funding may be asked to revise parts of their proposal prior to issuance of a Program Agreement. After required revisions are submitted and approved, a Program Agreement will be issued.

The HTFC expects to enter into a Program Agreement within 45 business days of the Access to Home for Medicaid applicant’s compliance with submission requirements.

Awardees are required to provide supplemental documentation with the Program Agreement. This documentation includes the following, at a minimum:

- Certificate of General Liability Insurance;
- Workers’ Compensation and Disability Insurance; and
- a Fidelity Bond in the amount of at least half of the award amount and naming The HTFC and New York State as loss payee in accordance with the Program Agreement requirements.

7. **Implementation Meeting** – Access to Home for Medicaid applicants may be required to participate in a program implementation meeting to discuss the overall grant administration and program requirements that must be met to ensure the successful implementation of an awarded program. Topics generally include, but are not limited to, file maintenance, financial management, statutory requirements, and programmatic compliance.

IV. ACCESS TO HOME FOR MEDICAID RATING CRITERIA

Each Access to Home for Medicaid application that is determined to be eligible will be scored on a 100 point scale, based on the criteria listed below.

1. **Community Needs (Up to 10 points)** Measures the extent of need and extent Medicaid recipients with disabilities may be diverted from institutional or nursing home care in the proposed service area if modifications are provided.
 - a. **Number of Medicaid recipients with Disabilities in Poverty in the Service Area – (Up to 5 points)** – Applicants must identify the number of eligible households and explain how households have been identified. Based on the number and percentage of Medicaid recipients with disabilities in the service area with income below the poverty level. Based on documented number of Medicaid recipients with disabilities in the service area that could be diverted from or transitioned out of institutional care with installation of accessibility modifications. Maximum points will be awarded to proposals that show the highest number of persons with disabilities in the service area.
 - b. **Need for Public Investment – (Up to 5 points)** – Explain the need for public investment, specifically Access to Home for Medicaid funds, to support an accessibility modification program. Describe how the proposed Access to Home for Medicaid Program meets the needs identified.
2. **Income Targeting – (Up to 5 points)** – Based on the average income level to be served by the proposed program. The maximum points will be awarded to applicants that will only serve households with incomes at or below 30 percent of the HUD median income for the area. Persons with a disability receiving Medicaid through the Medicaid Excess Income (“Spendedown” or “Surplus Income”) Program are eligible for assistance, however, points are awarded based on incomes at or below 80 percent of area median income (120 percent of area median income for veterans who are certified by the U.S Department of Veterans Affairs or the Department of Defense as entitled to receive disability payments for a disability incurred in time of war).
3. **Housing and Supportive Services – (Up to 10 points)** – Based on the experience of Applicants and identified partners in administering housing rehabilitation programs. Applicants that have administered at least two other housing rehabilitation, emergency repair, or environmental modification programs during the past three years, with funding amounts equal to the proposed program, and who demonstrate an adequate staffing plan,

will receive the most points.

- 4. Organizational Experience – (Up to 10 points)** – Measures the organization’s experience with programs similar to Access to the Home for Medicaid Program (for example, the traditional Access to Home Program).
 - a. Experience** – Applicants must demonstrate the organization’s experience (for the last 3 to 5 contract years) with programs similar to Access to Home for Medicaid. Applicants listing experience in home repair and rehabilitation grant administration will receive the most points.
 - b. Program Penalty Deductions – (-1 to -5 points)** – Points will be deducted for Applicants with incomplete contracts or documented grant administration issues including related to other OCR programs, but not limited to, multiple amendments to complete contracts, fiscal concerns, or building owner complaints. Points may be deducted for applicants in poor standing with other HCR programs or contracts.
- 5. Leveraged Funds – (Up to 10 points)** – Applicants must demonstrate **committed** and eligible sources of funds that will be leveraged by the requested Access to Home for Medicaid Program funds. Applicants presenting high percentages of private sources of committed leveraged funds will receive the most points. Formal documentation of financial commitments must be attached to the CDOL application at the time of submission to be considered. Sources of funds that are not relevant or feasible sources to contribute to the proposed Access to Home for Medicaid project will not be considered as leveraged funds for the purposes of this scoring criterion. **Please note:** Access to Home Program funds and Access to Home for Veterans Program funds are not eligible as leverage with Access to Home with Medicaid Program funds. Other OCR programs traditionally utilized (such as HOME, AHC, RESTORE, etc) may still be offered as a source of leverage funds.

Note: Applicants should only identify committed leverage that will be used with the Access to Home for Medicaid program. If the applicant indicates the full award amount of other leveraged funds the OCR will require the full amount of these funds to be used with the Access to Home program. For example, an applicant receives \$100,000 in HOME funds. The applicant will utilize \$75,000 in HOME funds in conjunction with the Access to Home for Medicaid program. In the leverage section of the Access to Home for Medicaid application, the applicant must indicate \$75,000 as committed leverage. If the applicant were to indicate \$100,000 of leverage from the HOME program, the OCR would require that the full amount be used with Access to Home for Medicaid.

- 6. Program Design & Implementation Capacity – (Up to 55 points)** – Applicants must show the readiness of the organization and that they have organized the proposed project having assembled sufficient resources to complete the project in a timely and effective manner to reach the goals and objectives of the program. Primarily considers information provided in the administrative plan provided by the applicant along with other pertinent

questions from the application. Maximum points will be awarded to applicants that fully comply with the program requirements. Applicants should show that technical assistance will not be necessary in order to implement a timely and efficient program.

V. APPLICATION AND TECHNICAL ASSISTANCE

Applicants are encouraged to review the Access to Home for Medicaid Program application instructions prior to beginning the application process as these instructions provide guidance for completing the application as well as troubleshooting issues with the CDOL system. The OCR will offer a technical assistance webinar to provide a program overview, provide a demonstration of the CDOL application system and answer application FAQs on **Wednesday, July 27, 2016, at 1:30 pm**. Potential applicants interested in participating in the webinar may register at <http://www.nyshcr.org/AboutUs/Offices/CommunityRenewal/HousingResourcesFundingOpportunities.htm>. Potential applicants may also submit an e-mail with questions about the webinar, CDOL, or general application questions to OCRinfo@nyshcr.org.

Additional assistance may be available upon request. Please contact the OCR staff at (518) 474-2057 with any questions related to program eligibility.