

# Partners in Preservation

**Organized Tenants, Stronger Communities** 

**April 5, 2023** 

# Pre-Proposal Conference

**EPIN:** 80623P0015



### **Conference Guidelines**

All attendees (i.e., those not appearing on behalf of a City office or Agency) must indicate their attendance by introducing themselves via chat. Access the chat by clicking the text bubble button in the function bar at the bottom of your screen.

#### Attendees – please sign in on the chat with the following information:

- First and last name (title optional)
- Organization
- Optional details:
  - Indicate if your organization is a NYC Certified M/WBE
  - E-mail address
  - Telephone number

#### Please mute your microphone during the presentation.

If you have questions during the presentation, please type them in the chat or email <a href="PIP@hpd.nyc.gov">PIP@hpd.nyc.gov</a>. We will hold a Q&A at the end of the presentation. Questions emailed during or after the presentation will be answered in a PASSPort addendum.





# **Conference Agenda**

- 1. Welcome and Introductions
- 2. Program Summary
  - Program Overview
  - Contracting Areas
  - Contracting Teams
  - Scope of Work
- 3. RFP Guidelines
  - RFP Timetable
  - Questionnaire and Scoring Guide
  - Documents and Item Grid Expectations
  - Submission Instructions
  - Evaluation and Award
- 4. How to Use the PASSPort System (MOCS)
- 5. Questions Reading (Q&A)
- 6. Closing Remarks





### **Welcome and Introductions**

Deputy Director of Tenant Engagement and Special Projects, Chris Servidio

 Members of the Partners in Preservation team: Maria Donado, Pablo Haake, and Robel Tekleab

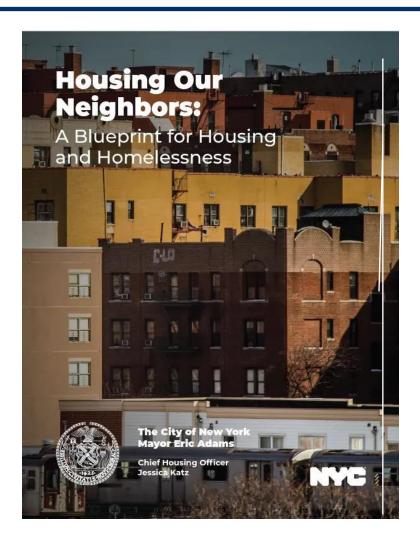
First Deputy Commissioner of HPD, Ahmed Tigani, to welcome attendees





# **Program Summary**

### **Overview**



Mayor's Housing Blueprint: Partners in Preservation was identified as a key priority for building local capacity to address tenant harassment and protect affordable housing

**Program Purpose:** Empowering tenants and tenant organizers with dedicated resources, funding, and support through close partnerships and cross-collaboration with City and State agencies can:

- 1. Improve tenant confidence and self-sufficiency
- 2. Create noticeable improvements in living conditions
- 3. Hold landlords accountable for their actions, or inaction
- 4. Preserve rent-stabilized housing for future generations of New Yorkers





# **Challenges**



Deregulation of rent regulated units and rent increases create greater housing insecurity



Ongoing harassment and displacement of rent-regulated tenants, particularly in low-income communities of color



While 2019 HSPTA laws introduced tenant protections against harassment and deregulation, loopholes still exist



Reactive interventions and lack of coordination across stakeholders





### Goals



are empowered to

act collectively



Informed tenants know their rights



Improved
living conditions
and displacement
prevention



Increased tenant organizing capacity and institutional support for partner organizations



More effective integration and coordination with City resources and responses





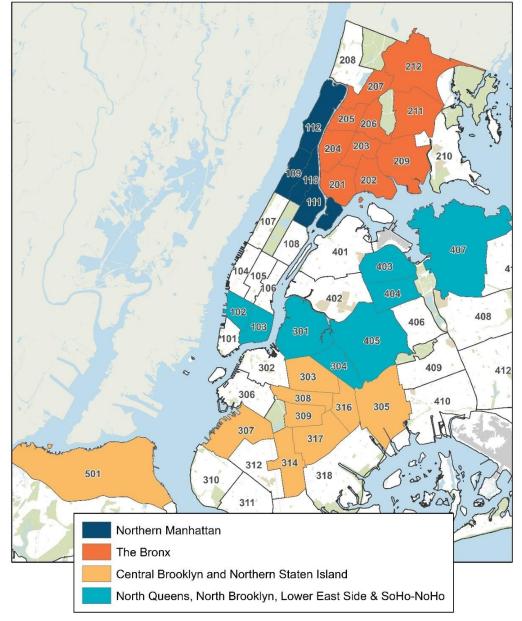
# **Contracting Areas**

### **Contract Areas**

- 1. Northern Manhattan: \$400K \$800K
- **2.** The Bronx: \$900K \$1.3M
- 3. Central Brooklyn and Northern Staten Island: \$600K \$1M
- 4. North Queens, North Brooklyn, Lower East & SoHo-NoHo: \$400K \$800K

Contract proposals <u>do not</u> have to cover the entirety of the chosen Contract Area

#### Partners in Preservation Contract Areas





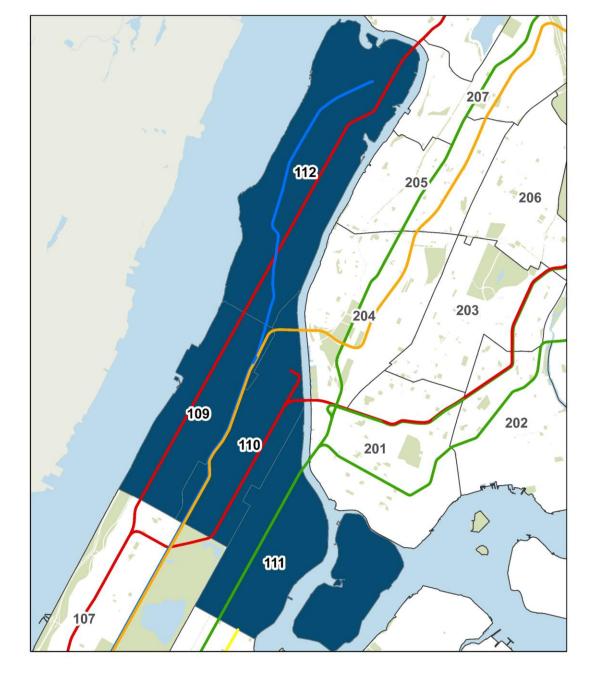


# Northern Manhattan (\$400k - \$800k)

**CD 109** 

West Harlem, Hamilton Heights, Manhattanville CD 110 Central Harlem

CD 111 East Harlem CD 112
Washington Heights
and Inwood







# The Bronx (\$900k - \$1.3M)

#### **CD 201**

Melrose South, Mott Haven, Port Morris

#### **CD 203**

Claremont, Crotona Park East, Morrisania-Melrose

#### **CD 205**

Morris Heights, Mount Hope, Fordham South

#### **CD 207**

Bedford Park, Fordham North, Norwood, Kingsbridge Heights

#### **CD 211**

Bronxdale, Pelham Parkway, Morris Park, Laconia

#### **CD 202**

Hunts Point and Longwood

#### **CD 204**

Concourse, Highbridge

#### **CD 206**

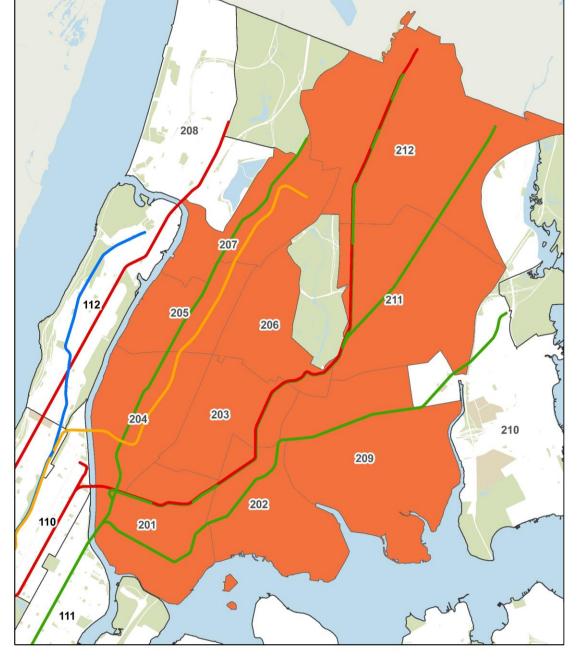
Belmont, East Tremont, Bronx Park South, Bathgate

#### **CD 209**

Bruckner, Parkchester, Castle Hill, Clason Point

#### **CD 212**

Woodlawn, Wakefield, Williamsbridge







# **Central Brooklyn and** Northern Staten Island (\$600k - \$1M)

**CD 303 CD 305 CD 307** Bedford-East New York Sunset Park Stuyvesant

**CD 309 CD 308** Crown Heights

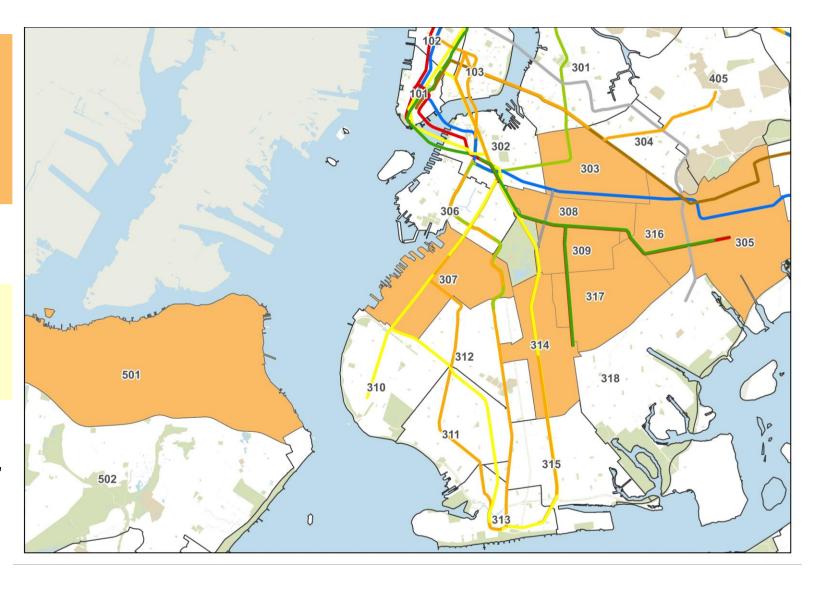
**Prospect** Lefferts Garden

**CD 314** Flatbush and Midwood

**CD 316** Brownsville and Ocean Hill

**CD 317** East Flatbush, Farragut, Rugby

**CD 501** Northern Staten Island (Stapleton, Port Richmond, Mariner's Harbor)

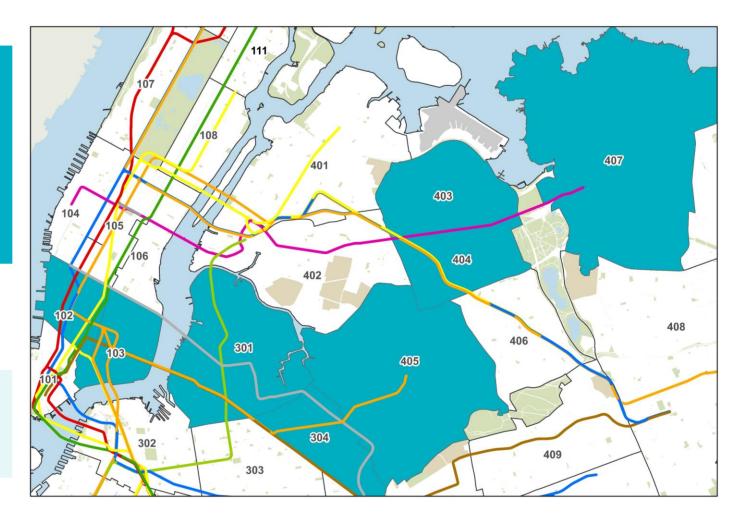






# North Queens, North Brooklyn, Lower East Side, and SoHo-NoHo (\$400k-\$800k)

**CD 102 CD 103 CD 301 CD 304** SoHo-NoHo Greenpoint Chinatown **Bushwick** and West and Lower and Village East Side Williamsburg **CD 403 CD 404 CD 405 CD 407 Jackson Elmhurst** Ridgewood, Flushing, Heights and and South Glendale Murray Hill North Corona Corona

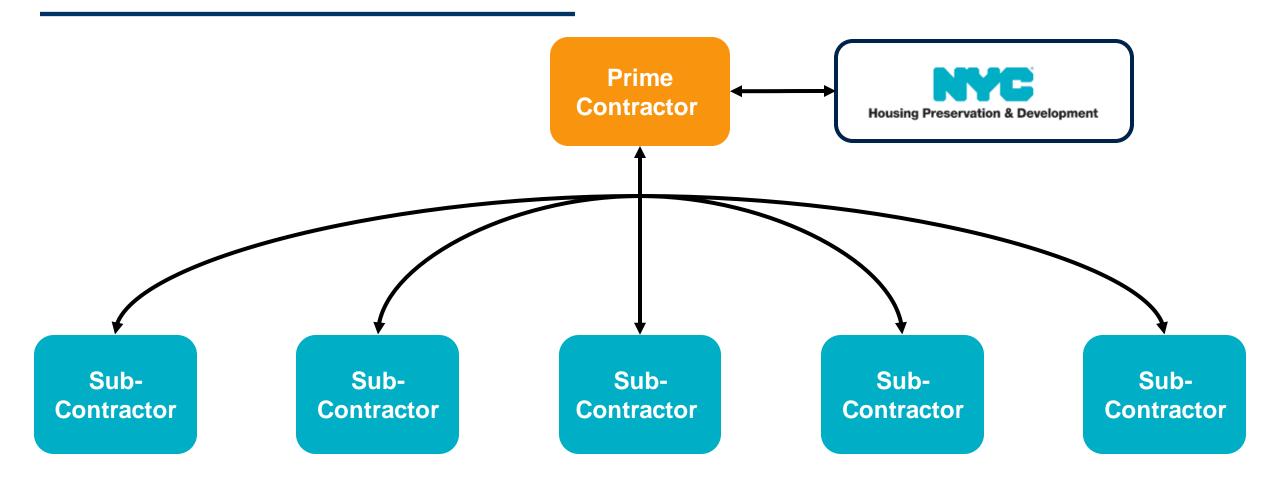






# **Contracting Teams**

# **Contracting Team**







# Prime Contractor – Ideal Characteristics



History of organizing rent-regulated tenants in Contract Area(s)



Experience managing large, long-term contracts



Commitment to collaboration with funding entity



Effective data collection and reporting structures



Successful subcontractor manag ement and collaboration





# **Sub-Contractors – Ideal Characteristics**



At least one Sub-Contractor per Contract Area



History organizing rent-regulated tenants in Contract Area(s)



Established relationship with the community and other CBOs



Effective data collection and reporting structures



"Emergent" groups with limited contract experience

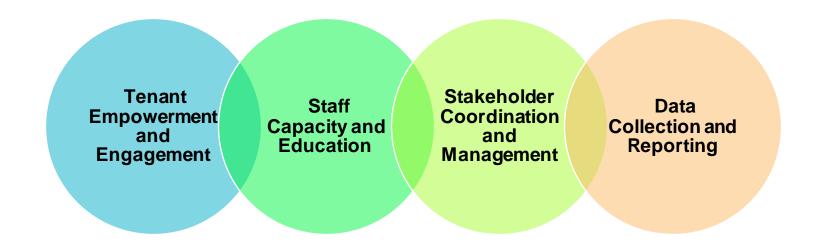




# Scope of Work

# **Scope of Work**

Partners in Preservation is centered on collaboration and flexibility to ensure that the City, CBOs, and other housing stakeholders have the capacity to respond to new needs and challenges that tenants face in their homes.







# **Tenant Empowerment and Engagement**

#### **Prime Contractor**





## **Contracting Team**









# **Staff Capacity and Education**

#### **Prime Contractor**



Create a tenant organizer hiring and retention plan



Facilitate knowledgesharing between tenant organizers and government partners

### **Contracting Team**



Hire or reallocate tenant organizing staff



Plan training exchanges between the Contracting Team and HPD





### **Stakeholder Coordination and Management**

#### **Prime Contractor**





## **Contracting Team**









# **Data Collection and Reporting**

#### **Prime Contractor**





### **Contracting Team**





Document and report organizing progress





# **RFP Guidelines**

### **RFP Details and Timeline**

RFP Release Date: Wed, March 15, 2023

Proposal Submission Deadline: Wed, May 3, 2023 at 4pm

Agency Contact Person: Christopher Servidio, PIP@hpd.nyc.gov

Contract Length: 3 years with a possible 3-year renewal

Total Number of Contracts: Up to four contracts

Funding Amount: \$3.15 million per year across the four contracts

Questions Deadline: Wed, April 19, 2023 at 2pm

Send questions to <a href="mailto:PIP@hpd.nyc.gov">PIP@hpd.nyc.gov</a>

HPD cannot guarantee a response to written questions regarding this RFP received after the deadline





# Questionnaire and Scoring Guide

# **Scoring Criteria**

#### **Questionnaire Sections**

- 1. Prime Contractor Experience and Qualifications (20%)
- 2. Composition of Contracting Team (20%)
- 3. Organizing Strategy and Approach (25%)
- 4. Management and Reporting (35%)

#### **General Guidelines:**

- You do not need to reach the maximum word limit for every question
- Some responses require attachments





# Prime Contractor Experience and Qualifications (20%)

- ✓ Describe experience working with rent-regulated tenants, undocumented tenants, and tenants with limited English proficiency in your area
- ✓ Describe at least two past projects with similar size and scope along with any noteworthy accomplishments in preventing displacement
- ✓ Clarify existing capacity if engaged in any current contracts





# **Composition of Contracting Team (20%)**

- ✓ List of Community Districts covered in the selected contract area and respective Sub-Contractors
- ✓ Team's history of serving rent-regulated tenants in the proposed contract area.
- ✓ "Emergent" organizations and how they will be supported.
- ✓ Any adjacent CDs with a description of tenants' housing challenges there





# **Organizing Strategy and Approach (25%)**

- ✓ Team's understanding of and alignment with the program
- ✓ Housing type breakdown and tenant challenges in your proposed Community Districts, along
  with any landlord portfolios that may be an organizing focus
- ✓ A description of the organizing approaches of the Prime Contractor and Sub-Contractor(s), and
  how they will work in tandem



# Management and Reporting (35%)

- ✓ Staffing plans and staffing chart
- ✓ Budget and timeline showing approach and expect outcomes, using PASSPort templates
- ✓ Plan for coordination and communication structure between HPD and Contracting Teams
- ✓ Data collection and reporting plans





# **Documents and Item Grid Expectations**

In addition to the narrative responses provided to the evaluation questions in PASSPort, proposals must contain the following documents:

- 1. Contracting Team Staffing Chart
- 2. Existing Staff Resumes (if applicable)
- 3. Program Budget
  - ✓ Total Price Proposal provided in the budget <u>must</u> match the amount provided in the <u>ltem Grid</u> on PASSPort
- 4. Program Timeline
- 5. Letters of Support from Sub-Contractor(s)
- 6. IRS Determination Letter 501(c)(3)





### **Submission Instructions**

- Responses must be submitted electronically utilizing the PASSPort system. If vendors have
  questions on how to respond to the RFP, please submit a ticket with the MOCS Service Desk
- Responses must be completed and submitted in PASSPort by 4:00 p.m. EST on May 3rd, 2023.
- Please allow sufficient time to complete and submit responses, which includes entering
  information, uploading documents and entering log-in credentials. The PASSPort system will only
  allow Proposers to submit proposals prior to the Proposal Due Date and Time.
- Unless the Agency issues a written addendum to the RFP that extends the Proposal Due Date and Time for all proposers, the Proposal Due Date and Time prescribed above shall remain in effect.





### **Evaluation and Award**

- Upon Proposal submission, HPD will complete a Responsiveness Check to ensure all requested information, materials and documents have been provided.
- Responses must meet the requirements and evaluation criteria set forth in the RFP.
- Award(s) will be made to the responsive and responsible vendor whose proposal is determined to
  be the highest technically rated and most advantageous to the City, taking into consideration overall
  proposal quality and budget as measured against the criteria set forth in the Scope of Work.
- HPD reserves the right to make an award to a Contractor whose proposal is determined to be the most beneficial to the City.
- The final award is contingent upon finalization of contract documents and compliance requirements.





# How to Respond to RFx: EPIN 80623P0015 -Partners in Preservation FY24-FY26

**Pre-Proposal Conference** 

**April 2023** 





Create an account in **PASSPort** 





CSB Released in **PASSPort** through PASSPort Public & Browse All RFx







Complete & submit your responses in **PASSPort** 



1.

#### Establish a NYC.ID

Note: If you use HHS Accelerator, you already have a NYC.ID

2

Submit an Account Request with your NYC.ID nyc.gov/passport

Note: It can take 1-2 business days for approval

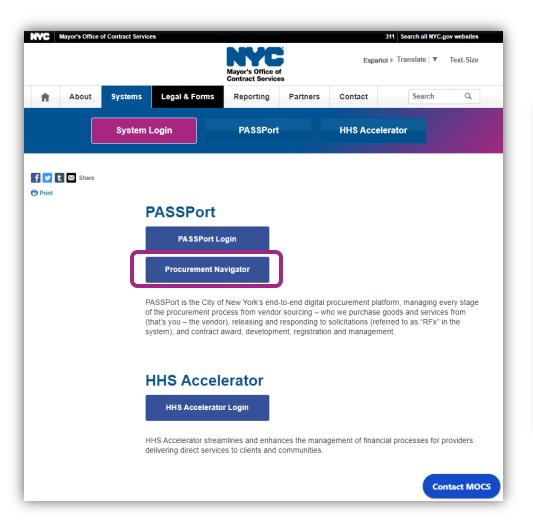
3.

Activate Your Account Once Your Request is Approved

# Find and Respond to the RFx in PASSPort



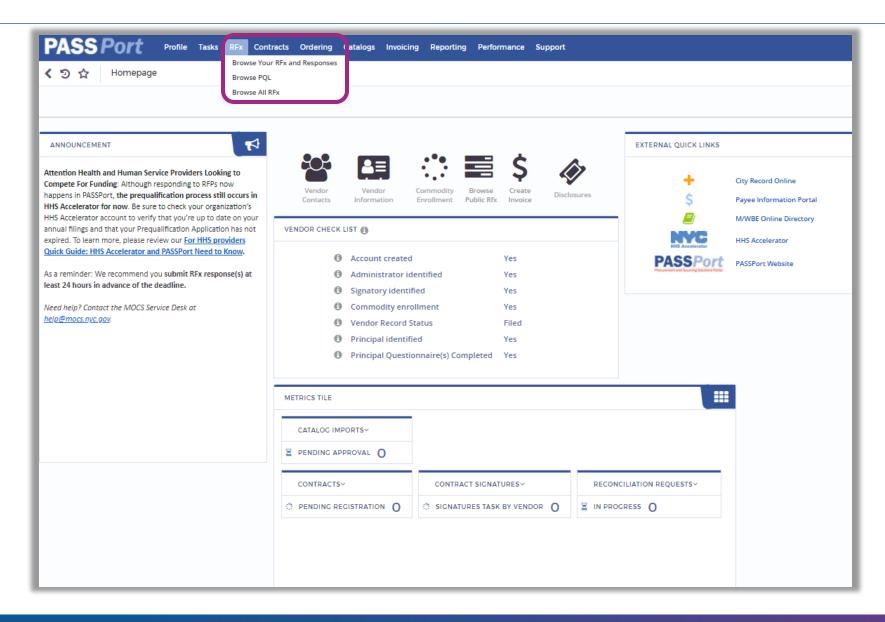
#### Search for Funding Opportunities







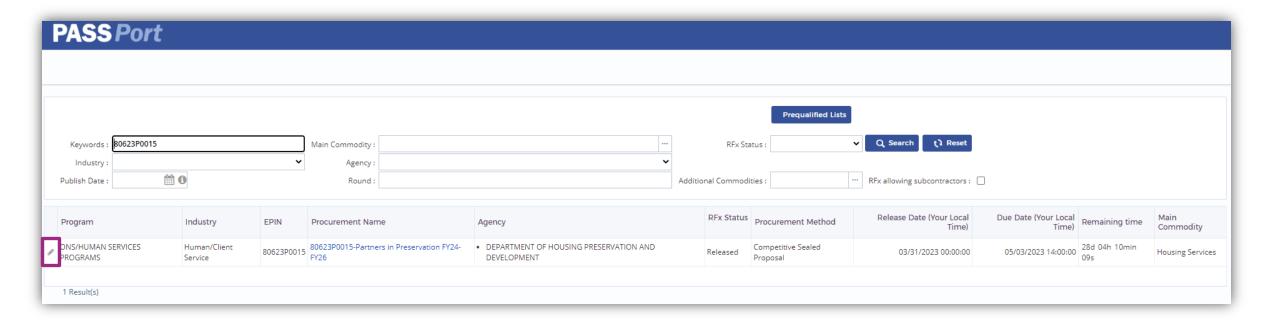
#### Find the RFx in PASSPort



On the PASSPort **Homepage**, you will find the "RFx" tab at the top and can click on "Browse All RFx" to find the Bid.

If you have already started working on an RFx, you can click on "Browse Your RFx and Responses" to find the RFx you are working on.

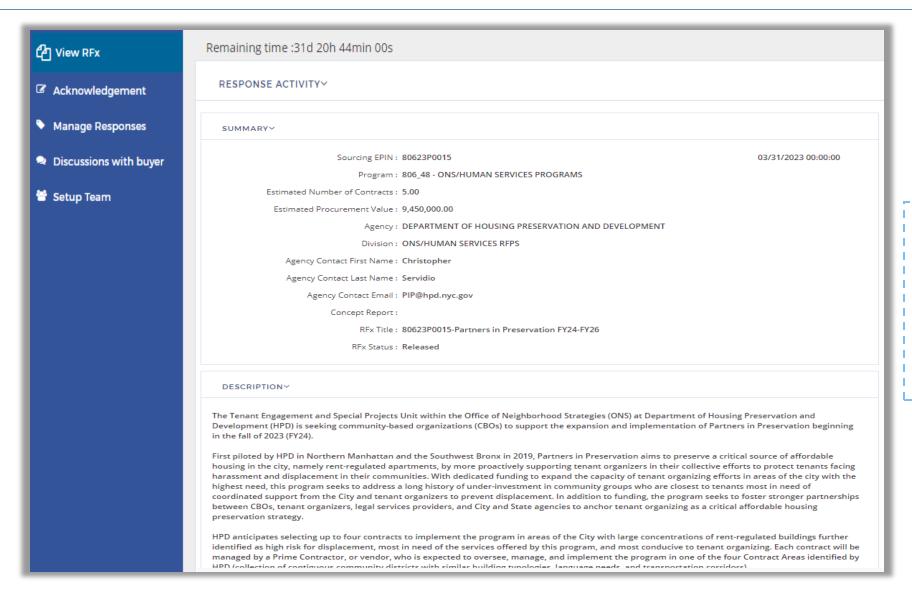
#### Find the RFx through "Browse All RFx"



The **Browse All RFx** page is where you will be able to quickly locate solicitations open in PASSPort. You can use the search criteria at the top to find your solicitation of choice.

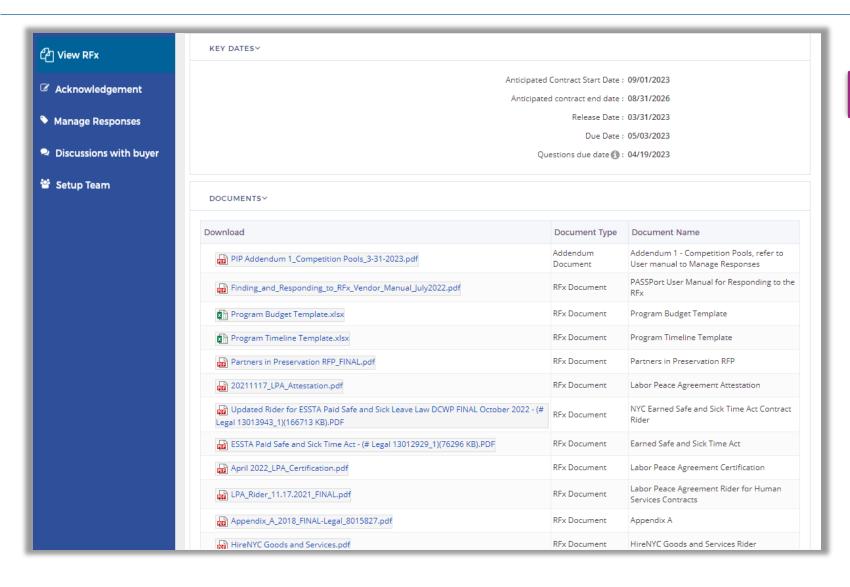


#### Respond in PASSPort – View RFx (1 of 2)



The **View RFx** screen displays an overview of the bid, including a Summary, Description, Key Dates, and associated Documents.

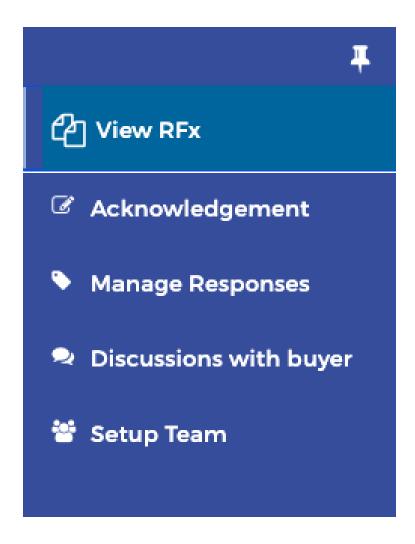
#### Respond in PASSPort – View RFx (2 of 2)



Participate in RFx

Once you have determined your intent to respond, you may click on the "Participate in RFx" button located in this View RFx tab, which will only be available if you are logged into your PASSPort account.

#### **RFx Tabs Overview**



The **Acknowledgement** tab is where providers acknowledge receipt and intent to respond.

The **Manage Responses** tab is where providers complete the RFP questionnaire and responses, and upload required documentation.

The **Discussion with buyer** tab is a forum to communicate directly in PASSPort with HPD after you have decided to respond to the RFP.

The **Setup Team** tab provides the ability to add team members to assist in the response process.

#### **User Roles**



- Vendor Procurement
  Level 1, Level 2
- Contributor, Vendor Financials Level 1, Level 2



#### Vendor Admin

- ✓ Receive direct invite to participate in RFx
- Manage and add contacts in Vendor Profile
- ✓ Create responses
- ✓ Set up team for responses

#### Vendor Procurement Level 1 & Level 2

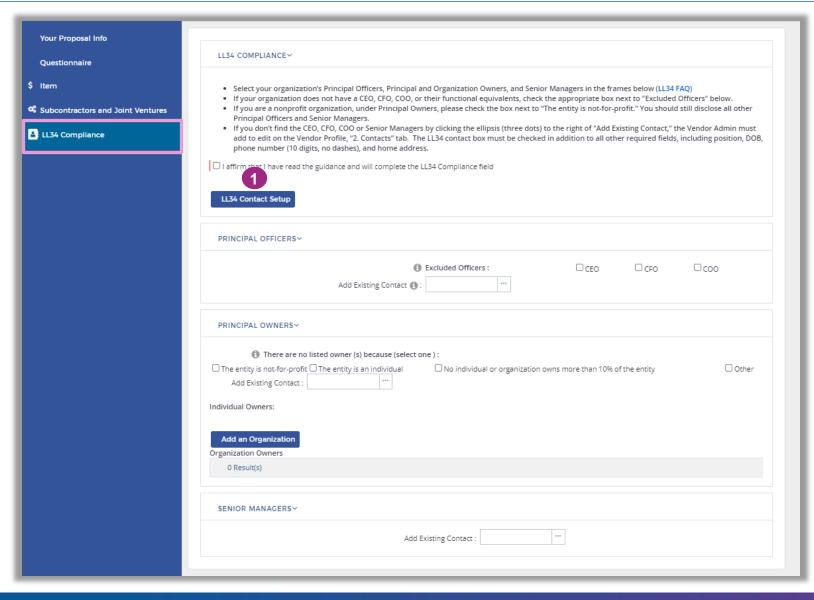
- ✓ Receive direct invite to participate in RFx
- Manage and add contacts in Vendor Profile
- ✓ Create responses

#### Contributor, Vendor Financials Level 1 & Level 2

✓ Create/edit responses when added to the RFx team in the Setup Team Tab



#### LL34 Compliance



The **LL34 Compliance** tab allows you to complete Doing Business Data information in PASSPort.

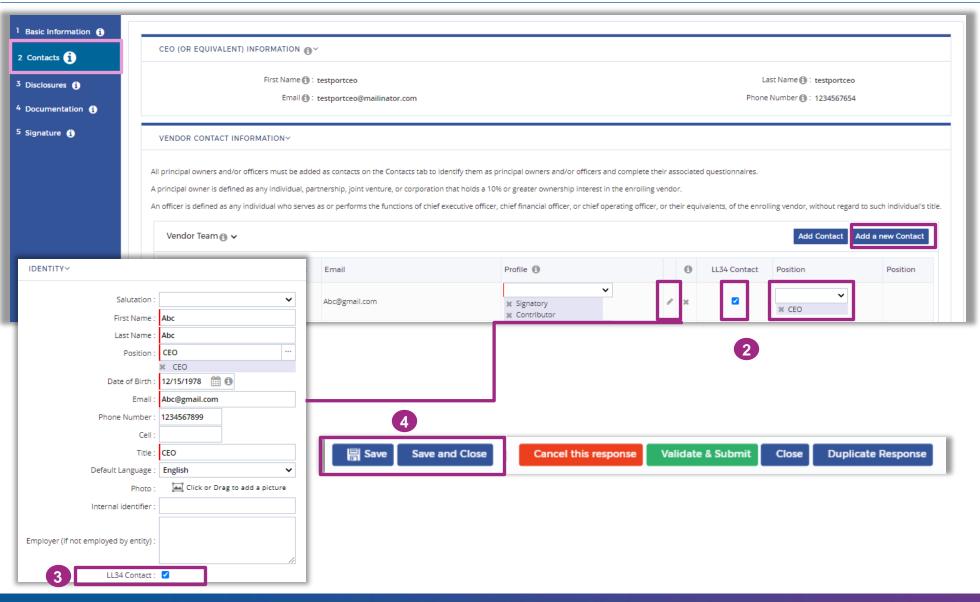
To populate information within the **LL34 Compliance** tab of a bid, you must first make sure your contacts are updated within the Vendor Profile to include the positions of the Principal Owners, Principal Officers, and Senior Managers and indicate that they are LL34 Contacts.

To Complete the LL34 Compliance Tab and Add Contacts:

Click the "LL34 Contact Setup" button in the **LL34 Compliance** tab to navigate directly to the Vendor Profile to add contacts for selection.



#### LL34 Compliance



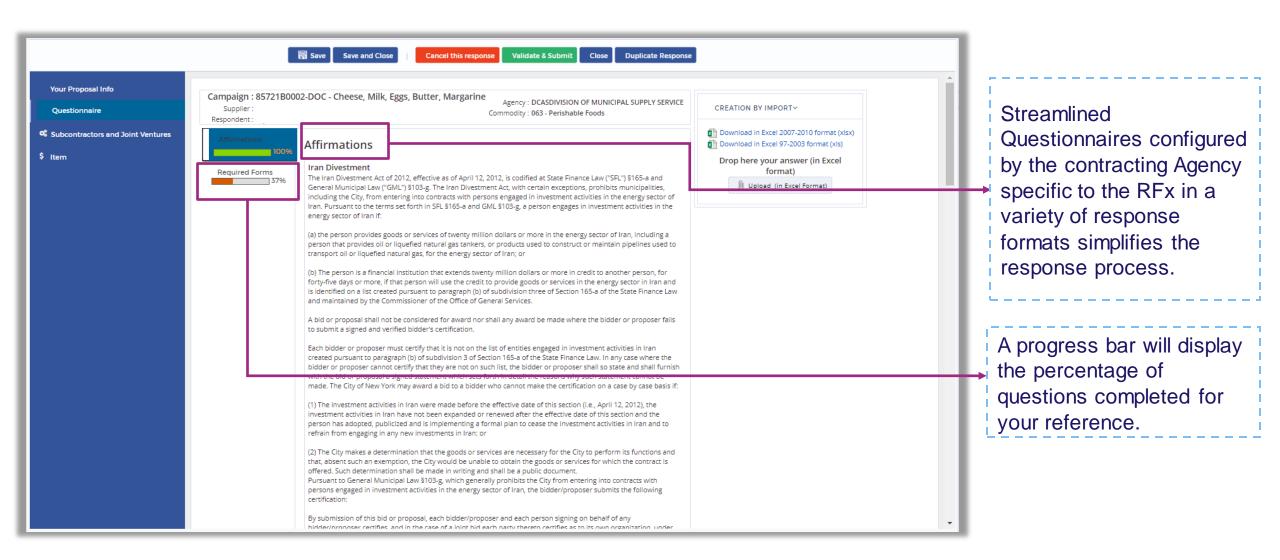
- In the Vendor Profile, click the "2. Contacts" tab.
  Check the "LL34 Contact" checkbox next to the appropriate contact and select their position from the dropdown.
  To add a new Contact, click the "Add a new Contact" button.
  To finish assigning, click the pencil icon.
- A pop-up window will appear.
  Check the "LL34 Contact"
  checkbox and select any
  applicable positions from the
  Position drop-down. Users' dates
  of birth and phone numbers are
  also required (enter the 10-digit
  phone number without dashes).
  Click "Save."

Navigate back to the **LL34 Compliance** tab and fill out the LL34 Contact information.
When done, save your updates,

d click the "Save" and then the "Save and Close" button.

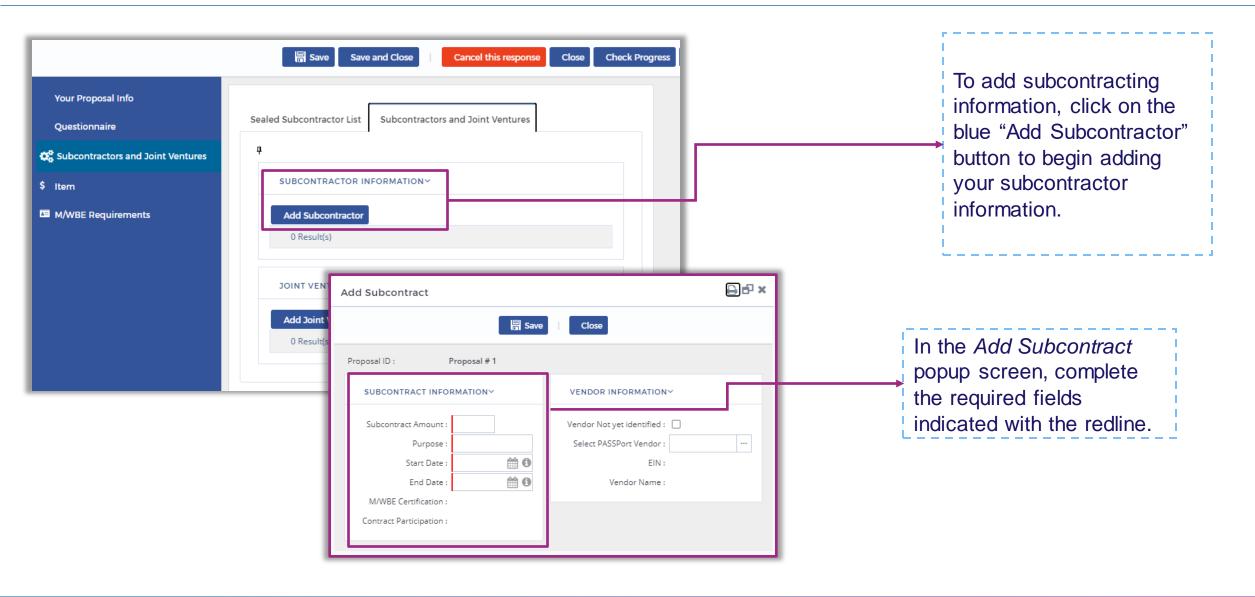


#### Questionnaire



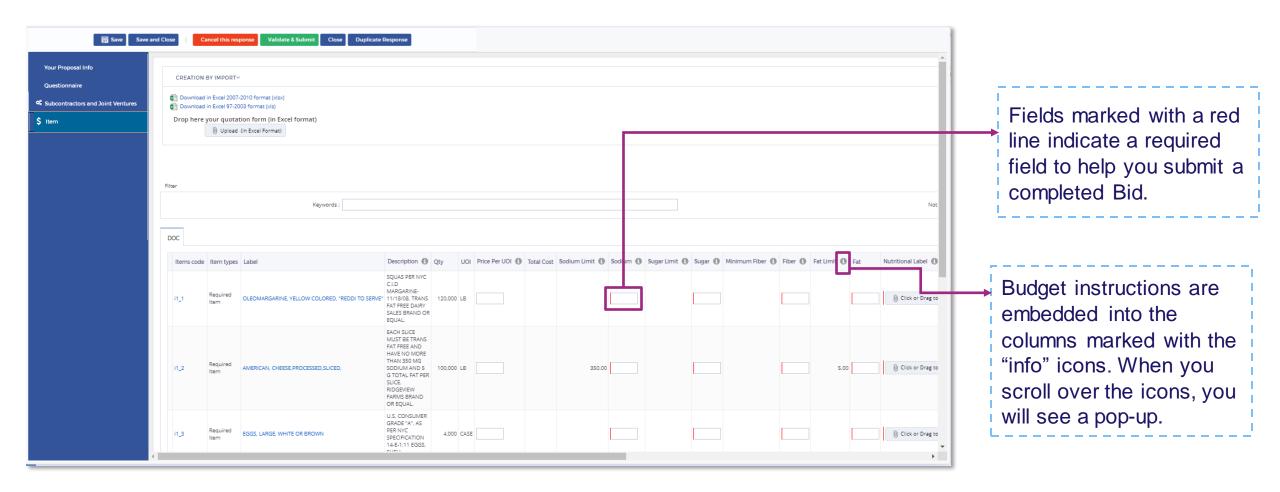


#### Subcontractors and Joint Ventures

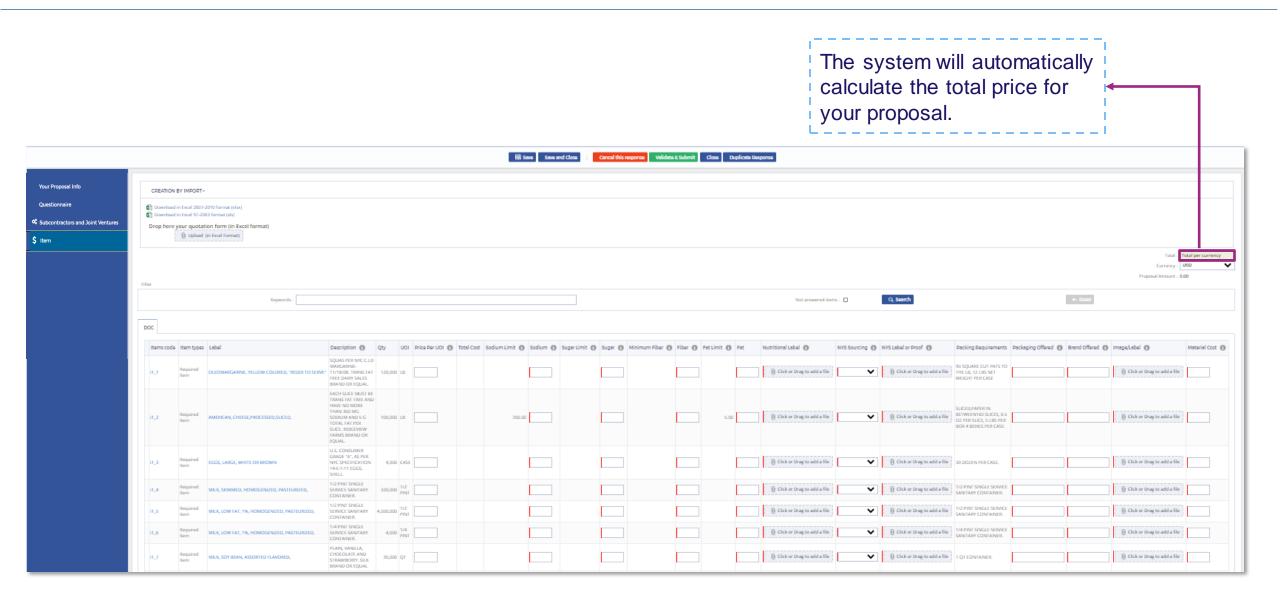




#### Items / Price Proposal (1 of 2)



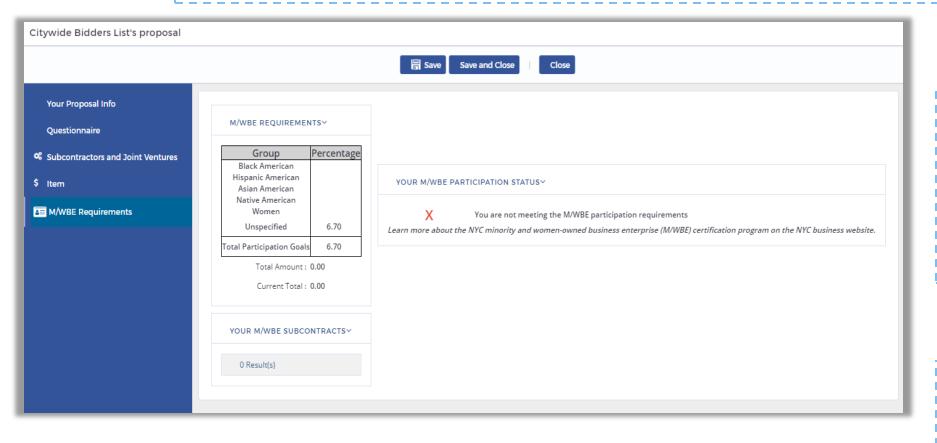
#### Items / Price Proposal (2 of 2)





#### M/WBE Requirements

The M/WBE Participation Goals will be found in the M/WBE Requirements tab of your response to a solicitation (RFx) in PASSPort.



A summary of M/WBE compliance and all the subcontracting work you identified in the Subcontractors and Joint Ventures tab will be shown here.

For more information, please download the Schedule B document located in the Documents section of the RFx.



### Resources

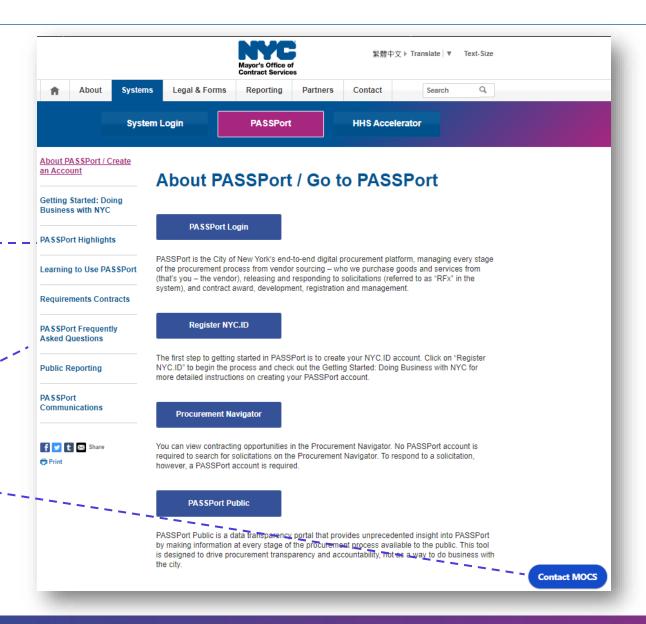


#### PASSPort Resources

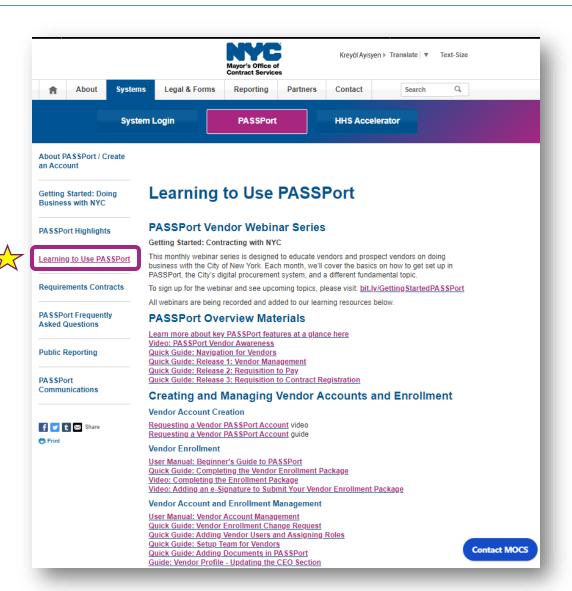


Create accounts to view and respond to opportunities in the system. Search Funding Opportunities through the Public Portal located in PASSPort Highlights.

You can also find answers to common questions and submit messages directly to our support team through the MOCS Service Desk 'Contact MOCS' button on the corner of your screen.



#### Learning to Use PASSPort



#### Finding and Responding to RFx (Solicitations)

User Manual: Finding and Responding to RFx
User Manual: HHS Accelerator Prequalification
E-Course: Finding and Responding to RFx

Quick Guide: RFx Vendor Response Authorizations

Quick Guide: Discussion Forum for Vendors
Quick Guide: Subcontractors and Joint Ventures

Quick Guide: LL34 Compliance

Video: Finding RFx

New Training! Getting Started: Finding Contracting Opportunities

For HHS Providers - Webinar: Finding and Responding to RFx for HHS Providers
For HHS Providers - Quick Guide: HHS Accelerator and PASSPort Need to Know

For M/WBEs - Quick Guide: M/WBE Noncompetitive Small Purchase

For HHS Providers - PASSPort HHS Prequalification Recorded Webinar

For HHS Providers - HHS Prequalification in PASSPort Provider Information Sheet





# Q&A Reading and Closing Remarks

The answers provided during this conference are preliminary. Official answers will be published in an addendum to the RFP.



#### **Pre-Submitted Questions**

 Are there outreach methods that must be used or are the orgs free to implement their own methods?

What is the reporting model?

• Given the large area represented in the Bronx, can there be multiple grants awarded to organizations working with partners?

• Is this for non profits organizations or for profit organizations? This work is expected to be done by community-based organizations that are non-profits.







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