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**To:** HSH Grantees and Contractors

**From:** Marion Sanders, Chief Deputy Director  
Gigi Whitley, Chief of Finance and Administration

**Date:** December 4, 2024

**Subject:** HSH's Multiyear Procurement Plan

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### Background

The Department of Homelessness & Supportive Housing (HSH) is releasing its multiyear procurement plan that outlines the formal competitive bidding processes and timelines that the Department plans to conduct for each service area. Since 2019, HSH has contracted for many new and continuing services using a competitive bidding waiver under Administrative Code Chapter 21B<sup>1</sup>, to award funding to grantees in response to San Francisco's homelessness emergency. This waiver has allowed HSH to expedite the delivery of new services and the expansion of thousands of permanent supportive housing units and shelter beds, and other critical services during the last five years. However, this waiver will sunset on May 5, 2029 (or earlier, if the Point-In-Time Count falls below 2,199 people experiencing unsheltered homelessness). Once the waiver sunsets, the Department will need to have procured all of its service areas competitively or followed the City's standard procurement waiver rules.

In 2023, HSH released *Home by the Bay*, detailing the City's equity-driven plan to prevent and end homelessness in San Francisco. As part of this five-year strategic plan, HSH is developing a performance measure plan to track system outcomes and results. HSH plans to integrate both program-specific and systemwide performance measures from its Performance Measurement Plan and implement its systemwide equity goals through the procurement of its service areas as detailed in the multiyear procurement plan.

The plan represents an exciting opportunity for thoughtful planning of HSH's funded services and alignment with its equity and performance goals.

### Multiyear Procurement Plan

The Multiyear Procurement Plan (MPP) designates the timeline and fiscal year release dates, service areas to be procured, and assigned HSH teams serving as subject matter experts during the pre-planning phase. Procurements for specific age groups or populations are designated as well. Procurements will be staggered throughout the fiscal year with new grant agreements or contracts starting the following fiscal year.

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<sup>1</sup> [https://codelibrary.amlegal.com/codes/san\\_francisco/latest/sf\\_admin/0-0-0-13640](https://codelibrary.amlegal.com/codes/san_francisco/latest/sf_admin/0-0-0-13640)

### Next Steps and Timeline

HSH is committed to ensuring community voices are reflected in the design and development of these procurements. Prior to the release of each procurement, HSH will conduct a robust, three-phase program design process that aims to engage the community, incorporate best practices, and utilize existing data to ensure each procurement reflects the ideas and needs of those closest to the program.

The design process will be informed by the overarching goals of HSH's *Home by the Bay* plan. In the planning phase, HSH plans to engage service providers and people who are currently or have previously accessed HSH programs, to understand the strengths and weaknesses of existing programs. The Department plans to utilize these findings to specify the intended goals and outcomes that will inform the procurement process. **In the final "design" phase, a team led by HSH staff will devise a program model that specifies the core service components.**

When HSH releases new bidding opportunities, all current HSH contracted providers and any interested parties will be notified via email. To receive these email notifications directly, completing the short [HSH Procurement Interest Form](#). All HSH procurements will be posted on the Department's [website](#).

HSH will be updating the timeline for future fiscal years on an ongoing basis. Each procurement will include a specific timeline and date for bidders' conferences, submittal of questions, and final proposals.



Planned Release		Services to be Procured	HSH team/s
FY 2024/2025	Dec 2024	<b>Support Services for seniors at 1633 Valencia Permanent Supportive Housing Site</b>	Supportive Housing
	Jan/Feb 2025	<b>Point-in-Time Count Consultant</b>	Data & Performance
	April 2025	<b>Scattered Sites:</b> Flexible Housing Subsidy Pool, Housing Ladder for Families, Rapid Rehousing, Emergency Housing Vouchers, and Mainstream Vouchers	Scattered Sites
	April/May 2025	<b>HSH Consultants</b> Strategic Planning, Stakeholder & Community Engagement, CalAIM Implementation	Planning and Care Coordination
	May 2025	<b>Transitional Age Youth (TAY) Transitional Housing Services:</b> TAY Transitional Housing and THP + services	Shelter and Navigation Centers
FY 2025/2026	TBD	<b>Permanent Supportive Housing Portfolio:</b> Property Management, Master Lease, and Support Services	Supportive Housing
	TBD	<b>Coordinated Entry, Prevention and Problem Solving:</b> Access Points, Problem Solving, and Drop-In/ Resource Centers, Housing Placement Services	Coordinated Entry, Prevention and Problem Solving
	TBD	<b>Temporary Shelter and Transitional Housing:</b> Navigation Centers, Emergency Shelters, Family Transitional Housing, HUD Emergency Solution Grant funded services, Hotel/ Urgent Accommodation Vouchers, Shelter Storage, and other related services.	Shelter and Navigation Centers
	TBD	<b>Homelessness Prevention:</b> SF Emergency Rental Assistance (ERAP) and homelessness prevention services	Prevention and Problem Solving
FY 2026/2027	TBD	<b>Money Management</b>	Supportive Housing
	TBD	<b>Site-Based Housing Ladder for Adults</b>	Scattered Sites

For more information on the active procurements, please see [HSH's Procurement Opportunities page](#).

