

ATTACHMENT D: BIDDER RESPONSE FORM		
This form is broken into Seven sections: Section 1. Administrative Response; Section 2. EO 18-03 Response; Section 3. Washington Small Business; Section 4. Certified Washington Veteran-owned Business; Section 5. Management Response; Section 6. Technical Response; and Section 7. Quotation/Cost Proposal. Bidders must respond to all questions in the order and in the expandable space provided. If a question requires Bidder to submit additional documents, please attach them to this document and label them clearly as part of your response to this Attachment D.		
1	BIDDER INFORMATION (ADMINISTRATIVE RESPONSE) Bidder’s response to the questions in this Section 1, combined with the information provided in Bidder’s Submittal Letter and Certifications and Assurances, comprise Bidder’s Administrative Response to this Solicitation. While the Administrative Response is not given a number score, the information provided as part of Bidder’s Administrative Response may cause the Bid to be disqualified and may be considered in evaluating Bidder’s qualifications and experience.	MAXIMUM TOTAL POINTS
a	Please indicate whether you employ or Contract with current or former state employees. If the answer is yes, provide the following information with respect to each individual: 1. name of employee or contractor; 2. the individual’s employment history with the State of Washington; 3. a description of the Individual’s involvement with the response to this Solicitation; and 4. the Individual’s proposed role in providing the services under this any Contract that may be awarded.	NOT SCORED
N/A		
b	Please list the names and contact information of three individuals you agree may serve as Bidder references and may freely provide information to DSHS regarding the reference’s experience and impressions of Bidder. In providing these names, Bidder represents that it shall hold both DSHS and the organizations and individuals providing a reference harmless from and against any and all liability for seeking and providing such reference.	NOT SCORED

	<p>Meagan Vincillo Empire Health Foundation 503-523-6902 meagan@empirehealthfoundation.org</p> <p>Dawn Miller Health Care Authority 360.522.3544 dawn.miller@hca.wa.gov</p> <p>Jennifer Pace WA Department of Corrections (509) 818-2598 jbp@doc1.wa.gov</p>	
c	<p>Please indicate whether your Response contains any variations from the requirements of the Solicitation Document. If the answer is yes, list each variation with specificity and include the pertinent page numbers containing the variation.</p>	NOT SCORED
	NO	
d	<p>Please indicate whether you are requesting that DSHS consider any exceptions and/or revisions to the sample contract language found in Attachment A. If so, state the page of Attachment A on which the text you request to change is found, and state the specific changes you are requesting. DSHS shall be under no obligation to agree to any requested changes, and will not consider changes to contract language or negotiate any new language not identified in response to this question.</p>	NOT SCORED
	NO	
e	<p>If Bidder considers any information that is submitted as part of its Response to be proprietary, please identify the numbered pages of Bidder's Response containing such information and place the word "Proprietary" in the lower right hand corner of each of these identified pages.</p>	NOT SCORED
	N/A	
f	<p>Please indicate whether you have had a contract terminated for cause or default within the past five (5) years. If so, please provide the terminating party's name, address and telephone number and provide a summary describing the alleged deficiencies in Bidder's performance, whether and how these alleged deficiencies were remedied and any other information pertinent to Bidder's position on the matter. "Termination for Cause" refers to any notice to Bidder to stop performance due to Bidder's asserted nonperformance or poor performance and the issue was either (a) not litigated; (b) litigated with a resulting determination in favor of the other party; or (c) is the subject of pending litigation.</p>	NOT SCORED

	N/A	
g	Please identify any prior contracts Bidder has entered into with the State of Washington within the past ten (10) years and identify the dates and nature of the contract and primary agency contact for each.	NOT SCORED
	<p>ANSWER:</p> <p>ROW Initiative Washington State Department of Commerce 09/2022-present</p> <p>Washington Department of Corrections Community Reentry Services 12/2022-present</p> <p>City of Spokane TRAC Shelter Service provider 10/2022-present</p> <p>Washington Health Care Authority 02/2024-present</p>	
h	Please indicate whether Bidder has been the subject of a lawsuit or administrative proceeding alleging a failure to comply with laws relating to the types of services Bidder proposes to provide pursuant to this Competitive Solicitation. If the answer is yes, please list the nature of the allegations, docket number, disposition and date (if applicable) and Bidder’s explanation of how it has changed its practices or operations relative to any alleged deficiencies since that proceeding was filed.	NOT SCORED
	N/A	
i	Please describe your proposed plans for the use of Subcontractors in performing this Contract, listing each Subcontractor, its proposed role, and the estimated percentage of the Contract that will be performed by each Subcontractor. Please indicate whether each Subcontractor self-identifies or is certified as a Washington small business, a minority-owned business, a woman-owned business, a disadvantaged business enterprise, or a veteran-owned business. If the answer is yes, please identify the type of organization(s) and provide details of any certifications. Note that all Subcontractors must be approved by DSHS.	NOT SCORED
	Revive Counseling Spokane, PLLC will not be utilizing subcontractors in performing this contract.	
J	Please describe any programs, policies or activities of your organization that support human health and environmental sustainability in your business practices. If a program, policy or activity is specifically applicable to this Contract, please indicate so.	NOT SCORED

	<p>Our organization prioritizes environmental sustainability and the promotion of human health through several initiatives and practices. For example, we have transitioned to electronic documentation systems to reduce paper usage and minimize our environmental footprint. This initiative aligns with our commitment to sustainability by reducing waste and conserving natural resources. While not directly related to this contract, our organization offers health and wellness programs for employees to promote physical and mental well-being. These programs include access to fitness facilities, mental health resources, and wellness workshops.</p> <p>Although these initiatives may not be specifically applicable to this contract, they reflect our organizational values of environmental responsibility and commitment to supporting human health and well-being. We are dedicated to implementing sustainable practices across all aspects of our operations to contribute positively to the community and the environment.</p>	
2	BIDDER EO 18-03 CERTIFICATION	MAXIMUM TOTAL POINTS
EO	<p>Are your employees required to sign, as a condition of employment, a mandatory individual arbitration clause and/or a class or collective action waiver?</p> <p>Please Note: Points for this question will be awarded to bidders who respond that they do not require these clauses and waivers. If you certify here that your employees are NOT required to sign these clauses and waivers as a condition of employment, and you are the successful Bidder, a term will be added to your Contract certifying this response and requiring notification to DSHS if you later require your employees to agree to these clauses or waivers during the term of the Contract.</p>	5
	No	
3	BIDDER CERTIFICATION –WASHINGTON SMALL BUSINESS	MAXIMUM TOTAL POINTS
	<p>Are you a Washington Small Business as defined under RCW 39.26.010?</p> <p>According to Chapter 39.26.010 RCW, to qualify as a Washington Small Business, Bidder must meet three requirements:</p> <ol style="list-style-type: none"> a. <i>Location.</i> Bidder’s principal office/place of business must be located in and identified as being in the State of Washington. A principal office or principal place of business is a firm’s headquarters where business decisions are made and the location for the firm’s books and records as well as the firm’s senior management personnel. b. <i>Size.</i> Bidder must be owned and operated independently from all other businesses and have 	5

	<p>either: (a) fifty (50) or fewer employees; or (b) gross revenue of less than seven million dollars (\$7,000,000) annually as reported on Bidder’s federal income tax return or its return filed with the Washington State Department of Revenue over the previous three consecutive years.</p> <p>c. <i>WEBS Certification.</i> Bidder must have certified its Washington Small Business status in Washington’s Electronic Business Solution (WEBS).</p>	
	No	
4	BIDDER CERTIFICATION – CERTIFIED WASHINGTON VETERAN-OWNED BUSINESS	MAXIMUM TOTAL POINTS
	<p>Are you a Certified Washington Veteran-Owned Business as defined under RCW 43.60A.190?</p> <p>According to Chapter 43.60A.190 RCW, to qualify as a Certified Washington Veteran-Owned Business, Bidder must meet four requirements:</p> <p>a. <i>51% Ownership.</i> Bidder must be at least fifty-one percent (51%) owned and controlled by:</p> <ol style="list-style-type: none"> 1. A veteran is defined as every person who at the time he or she seeks certification has received a discharge with an honorable characterization or received a discharge for medical reasons with an honorable record, where applicable, and who has served in at least one of the capacities listed in RCW 41.04.007; 2. A person who is in receipt of disability compensation or pension from the Department of Veteran’s Affairs; or 3. An active or reserve member in any branch of the armed forces of the United States, including the national guard, coast guard, and armed forces reserves. <p>b. <i>Washington Incorporation/Location.</i> Bidder must be <u>either</u> an entity that is incorporated in the state of Washington as a Washington domestic corporation <u>or, if not incorporated,</u> an entity whose principal place of business is located within the State of Washington.</p> <p>c. <i>WEBS Certification.</i> Bidder must have certified its Veteran-Owned business status in Washington’s Electronic Business Solution (WEBS).</p> <p>d. <i>WDVA Certification.</i> Bidder must have provided certification documentation to the Washington Department of Veterans’ Affairs (WDVA) and be certified by WDVA and listed as such on WDVA’s website (WDVA – Veteran-Owned Businesses).</p>	5
	No	

5	BIDDER QUALIFICATIONS AND EXPERIENCE (MANAGEMENT RESPONSE)	MAXIMUM TOTAL POINTS
DESIRED EXPERIENCE AND QUALIFICATIONS		
A	If the units you will contract are not owned by your organization/business, please describe your outreach plan to lease/sublease units and/or if the units you will contract are owned by your organization/business, please describe your tenant selection plan for this population, and how it similar or different to other units you own. Include experience in housing retention for individuals with high housing barriers. Please include a timeline of when units would be in service, ready for referrals, and location (City and County) of units.	100
	<p>Background</p> <p>Since 2015, Revive Counseling Spokane, PLLC (Revive Counseling) has been dedicated to supporting individuals reentering society from the prison system to regain stability and access opportunities in our community. We specialize in supporting individuals with high barriers and co-occurring disorders in obtaining and maintaining permanent housing, particularly through our fidelity to SAMHSA’s Permanent Support Housing (PSH) intervention and the Housing First philosophy.</p> <p>Our experience includes working with individuals facing significant barriers, and we take pride in highlighting their successes despite societal marginalization. Our approach emphasizes consistent engagement, person-centered, culturally responsive and trauma-informed care, ongoing assessment of needs, housing retention planning, and tenancy-sustaining follow-along supports to facilitate full integration into the community for our clients.</p> <p>We advocate for individuals with barriers to be given chances to succeed by meeting their housing needs and focusing on holistic recovery grounded in Peer Support. As a licensed behavioral health agency, we are able to see an individual’s barriers through the lens of mental health, prioritizing mental well-being, connection, strengths, voice and choice, and skill building. Our expertise in both data-driven approaches and lived experience enables us to build rapport with and support individuals in a unique way.</p> <p>Our success can also be attributed to the relationships we have built with landlords and property managers over the past eight years, which has alleviated the fears many previously held about renting to individuals with difficult pasts. Our collaborative approach empowers landlords to offer individuals opportunities, overlooking barriers like low credit scores and criminal histories when tenants are actively engaged in services aimed at improving their futures. Landlords can trust that they have a reliable provider to turn to when navigating sensitive topics such as behavioral health.</p>	

Outreach Plan

Revive Counseling does not own the units we would utilize for this project; rather, the project's success hinges on our relationships with landlords already interested in partnering with us to house this population. Over the past eight years, we have developed strong relationships with property owners who are willing to rent to individuals with barriers to housing, including those with criminal history barriers and/or co-occurring disorders. Our ability to network and find suitable housing options for our participants has been a key factor in our success in supporting individuals with barriers to obtaining and sustaining permanent housing.

Our team actively engages with landlords and property managers to educate them about our programs and the benefits of partnering with us. We emphasize the wrap-around services and support we provide to ensure successful tenancies and promote housing stability, not just for our clients, but also for our landlords. We have built trust by consistently answering the call to ensure any risks to housing stability, such as behavioral health concerns, neighboring tenant concerns, unit damage, or past due rents, are tended to, remedied, and resolved. By fostering positive relationships with landlords, we have been able to secure housing opportunities for our participants and expand our housing options. For this service, we will emphasize the benefits of partnering with us, including guaranteed stable rental income, property management due to leasing directly to our company, unit maintenance, regular communication and support, and access to resources, including the Landlord Mitigation Fund, for both tenants and landlords.

Additionally, our staff members are trained in effective communication, property management, landlord/tenant laws, Housing Quality Standards, subsidy requirements, and negotiation skills to facilitate lease agreements and address any concerns or issues that may arise during the leasing process. We are committed to maintaining open lines of communication with landlords to address any challenges and ensure a positive housing experience for both our participants and property owners.

Tenant Selection Plan

Our tenant selection plan for individuals referred by AL TSA prioritizes a low-barrier model to assess eligibility. While we welcome information from AL TSA concerning an individual's psychiatric history or physical disabilities and will run background checks through a secure website such as myscreeningreport.com, the information will mostly be utilized to assess ways in which we can support the tenant in obtaining and sustaining long-term housing.

If barriers are enforced by landlords, such as those related to sexual offenses, we will diversify our search for units by partnering with landlords willing to accommodate individuals with specific barriers. Additionally, we are committed to advocating for tenants, seeking reasonable accommodations, and providing ongoing support as needed. While we strive to maintain positive relationships with landlords, we are prepared to seek legal support from organizations like the

Northwest Justice Project or The Way to Justice, or file orders of limited dissemination if tenants' rights and protections are unlawfully violated in the leasing process. We plan for our lease agreements with landlords to include our ability to sublease to individuals of our choice, referred by AL TSA.

Experience with Housing Retention

Revive has a strong track record in housing retention, particularly for individuals facing significant housing barriers. Our approach focuses on providing comprehensive wrap-around services, mainly through our FCS specialist, which include engagement, case management, peer support, and behavioral health services coordination, to address the unique needs of each tenant. We have a proven track record of supporting individuals in maintaining stable housing by addressing underlying issues, quickly responding to relapse or decompensation, providing ongoing support, and fostering a sense of community and belonging.

For this service, our team would begin with establishing a close partnership with AL TSA case managers to fully grasp available services and protocols for effectively addressing client needs. We place a high priority on crafting customized Housing Retention Plans in collaboration with clients and landlords, focusing on mutual agreements that respect the strengths, resilience, and rights of each individual. These plans are strategically designed to proactively address potential behaviors that could lead to lease violations or evictions, ensuring early intervention to prevent homelessness. Additionally, we develop Tenancy Sustaining Plans with clients, outlining goals for community integration, recovery, transportation, medical and behavioral health needs, employment, natural supports, hobbies, and access to essential resources.

To guarantee successful housing retention, our in-house property manager closely collaborates with identified landlords to establish Housing Retention Agreements before lease execution. These agreements detail procedures for disclosing escalating behaviors observed or reported by property management or neighboring tenants, enabling Revive to intervene promptly and offer necessary support services. We advocate for transparent communication between landlords and tenants, facilitating prompt resolutions to any issues that may arise during the tenancy.

Our property manager acts as a liaison between our tenants and our landlords, navigating challenges while ensuring equitable processes for all involved parties. In instances where conflicts of interest surface, our team of FCS Specialists provides additional support to the client.

Throughout the lease-up process, our property manager conducts thorough in-person orientations with tenants, covering topics such as Fair Housing laws, tenants' and landlords' rights and responsibilities, legal and community resources, and optional services available through Revive. We conduct regular bed bug inspections for prevention and remediation,

<p>establish unit inspection schedules, and provide detailed orientation packets for tenants' reference. Furthermore, we engage tenants in ongoing housing retention planning to empower them in addressing potential issues that could jeopardize their housing stability.</p> <p>Moreover, our providers develop Mutual Safety Plans and medical contacts booklets for tenants, ensuring they have access to vital information and support resources, including appointment calendars and crisis intervention procedures. We look forward to learning more about how our services can integrate with the services provided by AL TSA and DSHS.</p> <p>Units and Timeline</p> <p>Revive Counseling will engage in six-month lease agreements with landlords/property managers, intending to sublet the units to referred tenants promptly. The allocated budget for six months serves to mitigate risks associated with potential unit vacancies, aligning with the principle of "tenant choice" in case a unit is deemed undesirable by prospective tenants. Nevertheless, our strategy prioritizes securing units in preferred locations for our former clients, ensuring they are updated, welcoming, and conducive to a homey atmosphere. We will uphold stringent standards for unit conditions, ensuring compliance with Housing Quality Standards inspections while also emphasizing aesthetically pleasing environments and adequate appliances. With confidence in our team's ability to secure desirable units, we anticipate successful occupancy.</p> <p>Revive Counseling will target market rate units, with the intention of paying less than FMR when available. As market rate units are secured, tenants will lease from Revive Counseling, utilizing their subsidies at up to 120% of the Fair Market Rent (FMR) when needed, ensuring sufficient coverage for the rent Revive Counseling pays to landlords. Subsequently, Revive Counseling will release this program's funds from these units to reinvest in acquiring additional units under this contract. Our objective is to permanently house 20 AL TSA-referred clients within the scope of this contract by the end of FY 2025.</p> <p>Upon lease expiration with Revive, tenants will transition to direct leasing arrangements with landlords, ensuring full integration into our community. Revive will continue to offer the full scope of our services to tenants, including Peer Support, counseling, SUD services, and FCS Supportive Housing and/or Supported Employment services when eligible. We are also a contracted provider for the Governor's Opportunity for Supportive Housing (GOSH) program and offer those services to clients referred to us by GOSH.</p> <p>Revive's timeline for unit readiness and location specifics are summarized as follows:</p> <ul style="list-style-type: none">● Collaborate with landlords to lease up to 10 single-bedroom market-rate units within 90 days from contract execution/AL TSA onboarding.	
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	<ul style="list-style-type: none"> • Units will be ready for referrals and in service as soon as leases are secured and agreements with landlords are finalized, estimated 90-105 days from contract execution. • The units will be scattered across the Spokane community, ensuring accessibility and integration within different neighborhoods in the city and county. • Release funds from the initial 10 units as they are sub-leased by tenants to lease additional units, pending available or reserved funding to meet our goal of 20 units. 	
B	Please describe your experience in utilizing Landlord Mitigation fund for reimbursement of damages.	10
	<p>While Revive Counseling has not directly utilized the Landlord Mitigation Fund reimbursement process as a property manager, we are well-versed in submitting invoices for reimbursement to the State and have a Statewide Vendor ID.</p> <p>In addition, Revive consistently equips landlords with the necessary information packet when placing individuals in housing through FCS services and our other programs. Our FCS specialists have facilitated the process, supporting landlords to acquire bids from contractors and creating invoices.</p> <p>Our strategy for this program involves taking the lead as the master leaser, streamlining the application process for property owners, and highlighting the benefits of participating in our global leasing program. By assuming responsibility for the application process, we alleviate administrative burdens and showcase our commitment to smooth transactions and positive landlord relationships. This approach also allows us to emphasize the advantages of partnering with us, including guaranteed rental income, dedicated tenant support services, and ongoing collaboration to address any concerns promptly.</p>	
C	If you are awarded these funds, what are reasons you would deny tenancy?	50
	<p>We do not deny tenancy based on specific populations, such as individuals required to register sex offenses. If awarded these funds, Revive Counseling's approach prioritizes problem-solving and providing necessary support to ensure successful tenancies. We focus on addressing the needs of individuals by ensuring they have the appropriate support, tailored to their specific needs and goals. If barriers are enforced by landlords, we will diversify our search for units by partnering with landlords willing to accommodate individuals with specific barriers.</p> <p>Our commitment to being the most person-centered provider means we work with individuals whom many other agencies hesitate to house. We are equipped and experienced in working with populations facing barriers and are committed to finding solutions that promote housing stability for everyone. Therefore, if the goal is to house individuals with complex backgrounds and needs, we are the ideal partner for this contract. Our low-barrier and inclusive approach to housing ensures everyone has access to safe and stable housing, regardless of their past.</p>	

D	<p>Please provide the names of the key team members you will assign to this Contract, if you are the Successful Bidder, and provide their proposed roles and copies of resumes describing the relevant experience they possess. Bidder should note that if awarded a contract, it may not reassign its key personnel from the Project without prior approval of DSHS.</p>	10
	<p>If awarded this grant, we are committed to assembling a highly skilled and dedicated team to ensure the successful implementation of this contract. The key team members we will assign to this project if selected as the Successful Bidder, include the following positions:</p> <ul style="list-style-type: none"> ● Leasing Department Manager - TBD Oversee all leasing operations, including securing units, negotiating leases with landlords, managing tenant placements, and ensuring compliance with all contractual obligations. ● Maintenance Staff - TDB, Supervised by Richard Hoffman, Director of Maintenance & Security Field tenant maintenance requests, perform repairs and upgrades as needed for ADA compliance, conduct routine maintenance checks, and ensure that properties are in optimal condition for tenants. <p>The Leasing Department Manager and maintenance staff are critical roles directly involved in property management and maintenance, and their responsibilities are included within the proposed budget. Four members of Revive’s maintenance and security team are certified in HQS inspections. In addition to these positions, tenants will have access to the full cadre of Revive team members including peer support specialists, FCS Specialists, and administrative support staff. These support staff members will provide comprehensive case management services, specialized support services for clients with complex needs, and administrative assistance. Tenants will have access to these services to facilitate their housing stability and well-being.</p>	
E	<p>Are the units proposed for this contract one bedroom or studio apartments and able to pass an HQS/NSPIRE inspection prior to each episode of tenancy?</p>	25
	<p>The units proposed for this contract are one-bedroom apartments, which are capable of passing Housing Quality Standards (HQS) inspections prior to each episode of tenancy. Revive has extensive experience in conducting HQS inspections and facilitating subsidy acquisition, as we do this regularly for our clients who receive Housing Choice Vouchers, Emergency Housing Vouchers, CBRA and TBRA subsidies, and other forms of funding requiring inspections, such as our client assistance fund provided to guests of the TRAC shelter.</p> <p>The Leasing Department Manager and maintenance team will play a crucial role in ensuring that these inspections are carried out effectively and that any necessary repairs or upgrades are addressed in collaboration with the landlord. Our hiring process will ensure that the Leasing Department Manager hired for this contract will have prior experience in this area to ensure smooth and compliant operations throughout the tenancy process. Additionally, once a tenant is utilizing a</p>	

	<p>long-term subsidy from the Spokane Housing Authority, the unit will once again be inspected and brought up to standard to meet all requirements.</p>	
<p>F</p>	<p>Please include all projects costs including personnel costs, administrative costs, property management, repairs, onsite management, general liability insurance etc. Maximized scoring for this section will include a flexible design for fund utilization to cover as many clients as possible while accommodating flexibility and allowing for sustainable agency growth.</p>	<p>50</p>
	<p>The budget breakdown for the proposed project includes various components essential for its successful implementation:</p> <p>Rental Costs The total rental costs are estimated at \$80,960. This is based on 10 units at Fair Market Rent (FMR) under 6-month leases, totaling \$60,720 in addition to double deposits, which we could offer as non-refundable to incentivize landlords when needed, amounting to \$20,240 (\$2,024 per unit multiplied by 10 units). If additional funds from this project would allow us to open 10 more units, we would then request additional funds for the double deposit and unrecovered costs of additional lease opportunities.</p> <p>Much of the rental budget will depend on how DSHS chooses to release this project’s funds. Whether the contract is reimbursement-based or delivered via a work plan or lump sums, Revive Counseling is flexible in how we can approach this project, keeping everyone’s interests in mind.</p> <p>Personnel Expenses & Property Management The projected personnel expenses include the salary for 1 FTE Leasing Department Manager with a budget of \$60,000 plus \$8,000 in fringe benefits, and maintenance staff at 0.5 FTE with an estimated cost of \$30,000 to help round out our already existing maintenance team. Additional property management costs include property management software, staff mileage reimbursement, company cell phone, laptop and software, maintenance coordination, and moving costs. We are requesting an additional \$15,000 for these expenses.</p> <p>Repairs/Mitigation/Incentives A budget of \$20,000 is allocated for repairs, mitigation of unforeseen issues, and potential incentives. This fund may also be used for updates to ensure units meet ADA standards, such as adding LVP flooring for wheelchair accessibility or bathroom updates.</p> <p>General Liability Insurance A budget of \$10,000 is set aside for general liability insurance and/or landlord policies, necessary to protect against unforeseen liabilities associated with the project.</p>	

	<p>Administrative Costs Administrative costs are estimated at 10% of the total budget.</p>	
<p>G</p>	<p>Please describe the experiences, skills and qualifications your organization possesses that are relevant to an evaluation of your ability to perform the Contract that is the subject of this Solicitation. Please include: 1. Describe your experience leasing units in Washington State. 2. Describe your experience in successfully housing individuals with high housing barriers. 3. Describe your experience helping individuals with disabilities integrate into the community. Please ensure that your answer to this question includes all information that you wish DSHS to consider in determining whether you meet the minimum Bidder qualifications set forth in the Solicitation Document. Please include any relevant experience that distinguishes your organization or makes it uniquely qualified for the Contract.</p>	<p>100</p>
	<p>Background The Revive Family of organizations began as the premier reentry service provider in Spokane and has been serving individuals since 2015. The founders of the Revive Family of organizations began organizing justice-involved populations in 2014 as a grassroots policy advocacy group called “I Did the Time.” After working hand in hand with the justice-involved community, members of this group began to identify the common struggles among individuals who were returning to society from jails, institutions, and prisons. One of the largest barriers to successful reentry and integration was obtaining and sustaining stable, affordable housing. Between 2015 and 2016, this group founded three organizations to meet the unique needs of their peers as identified by this earlier advocacy work. These became the Revive Family of organizations:</p> <ul style="list-style-type: none"> ● <i>Revive Counseling Spokane, PLLC</i>, a licensed behavioral health agency ● <i>Revive Reentry Services, LLC</i>, a transitional housing program ● <i>The Revive Center for Returning Citizens</i>, a nonprofit organization <p>The Revive Family of organizations (Revive Family) is purposefully structured to meet the needs of individuals and families facing barriers, experiencing structural poverty, racism and sexism, co-occurring disorders and homelessness, with an emphasis on housing stability, recovery and system navigation. Over the past seven years, the Revive Family has gained invaluable knowledge about the housing continuum of care across Spokane County, as well as created numerous relationships with property managers and landlords who are willing to rent to the populations we serve. Oftentimes, the missing link is the promise of stable and consistent rental income.</p> <p>Experience Since 2015, we have successfully leased both single and multi-family homes, providing transitional or shared housing opportunities for our clients in search of permanent housing. Over the years, we have developed strong relationships with property managers and landlords in the community who are willing to rent to individuals facing housing challenges. Our</p>	

<p>experience in navigating the housing market in Washington State enables us to secure suitable housing options for our clients efficiently and effectively.</p> <p>Our FCS program, established in 2018, has provided us with invaluable experience in market rate leasing and various subsidy and voucher program options. The Revive family has collaborated closely with SHA, Spokane Housing Ventures, Spokane Neighborhood Action Partners (SNAP), Transitions, Westcare, Goodwill, and other CMIS-enrolled PSA providers such as Volunteers of America and Catholic Charities, for the past seven years to coordinate the acquisition of any available housing supports for our shared participants. We have facilitated rent-related applications through Spokane County HARPS subsidies, SNAP's Rapid Re-housing, and other options through Coordinated Entry, Goodwill's Housing and Essential Needs (HEN) vouchers, and WADOC's reentry vouchers. Since May 2022, we have maintained an MOU with Spokane Housing Authority for two Housing Choice Vouchers (HVCs) monthly, successfully housing all but one applicant. We facilitate an additional 4 HCV applications monthly for our clients of the ROW Initiative program. We finally gained access to City of Spokane's CMIS system and became trained to facilitate Coordinated Entry referrals for individuals and families in 2022. We are proficient in data entry and care coordination between agencies.</p> <p>Our proficiency in the PSH intervention is well-established. The shared goal of the Revive Family is to support our participants with transitioning from institution or homelessness to long-term, stable housing. Our housing services are founded on peer support for engagement and trust building, holistic assessment to identify historical data and unique needs, evidence-based practices, and participants' strengths and resources. We know that connection to permanent housing is a process, and often it is not linear. We utilize the 5-step social work process of engagement, assessment, planning, intervention (facilitate, educate, advocate), and evaluation to ground our work and support participants to stay on track with their goals. This process is centered on mutuality and partnership with participants, honoring their voice and choice through each step of the housing process, a fundamental element of the PSH model.</p> <p>The Revive Family specializes in housing individuals with high barriers, including those with criminal histories, substance abuse issues, and mental health challenges. Through our transitional housing program, Revive Reentry Services, LLC, we have provided safe and supportive housing solutions for individuals facing significant obstacles to permanent housing. Our unique hybrid housing model combines best practices from Housing First and recovery-based housing philosophies, ensuring that our participants receive comprehensive support tailored to their individual needs.</p> <p>At Revive Counseling, as a licensed behavioral health agency, we have extensive experience in assisting individuals with disabilities, including mental health conditions, in integrating into the community. Led by a Licensed Independent Clinical Social Worker (LICSW), our organization utilizes trauma-informed, person-centered, and evidence-based practices to support individuals in stabilizing and improving their recovery. We offer a range of services, including therapy, peer</p>	
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	<p>support, and skills groups, to help individuals with disabilities build prosocial connections, develop coping strategies, and enhance their overall well-being.</p> <p>We established the Behavioral Health Agency (BHA) in 2020, expanding our FCS and therapy services to include Peer Support, to better serve individuals with behavioral health needs and co-occurring disorders. In 2023, we implemented our co-occurring outpatient services, making us a trusted resource for housing agencies and the WA Department of Corrections (DOC) when they refer clients with behavioral health needs.</p> <p>Our experience and success with housing the justice-involved population allowed us to develop our network of partner landlords who became willing to rent to our community’s Encampment Resolution Program (ERP) (formerly the Right of Way Initiative) population, and houseless population we engaged through our contract at Spokane’s Trent Resource and Assistance Center (TRAC) shelter. In 2023, Revive permanently housed 263 individuals across our programs, proving committed partnerships with landlords, housing first philosophies, and PSH are the gold standard for supporting populations with high barriers to fully integrate into the community.</p> <p>In summary, the Revive Family brings a wealth of experience, expertise, and dedication to the table when it comes to leasing units, housing individuals with high barriers, and assisting individuals with disabilities in community integration. Our holistic approach, collaborative partnerships, and person-centered care make us uniquely qualified to meet the diverse needs of our clients and ensure successful outcomes in housing and community support initiatives. We are committed to serving and advocating for any individuals referred to us by AL TSA, no matter their barriers or backgrounds.</p>	
H	What is your experience in renting market rate housing?	Not scored
	<p>Our experience in renting market rate housing is extensive, as it constitutes a significant portion of our housing services. While some of our clients are eligible for subsidies or subsidized housing, the majority of them, approximately 70% over the past 8 years, secure market rate units through our programs. Since 2018, we have been actively providing FCS Supportive Housing services with a scatter site and housing system navigation approach, as we do not own or operate project-based housing. Our ability to seek out opportunities for our clients across the region, in places they most desire, has allowed us to facilitate successful placements in market rate housing for a large portion of our housed clients.</p>	