



City of Santa Ana
20 Civic Center Plaza, Santa Ana, CA 92701
Staff Report
May 20, 2025

TOPIC: Agreement with StandUp for Kids to Provide Homeless Youth Rapid Re-Housing Services

AGENDA TITLE

Agreement with StandUp for Kids to provide Rapid Re-Housing Services Paired With Services Coordination for Homeless Youth from the Age of Eighteen to Twenty-Four (Non-General Fund)

RECOMMENDED ACTION

Approve an agreement with Standup for Kids Orange County, in an amount not to exceed \$375,000, for Rapid Re-Housing and Services Coordination for a two-year period, beginning May 20, 2025, and ending May 19, 2027, with the option for the City to grant a one-year renewal in writing by the City Manager and the City Attorney (Agreement No. A-2025-XXX).

GOVERNMENT CODE §84308 APPLIES: Yes

DISCUSSION

City of Santa Ana (City) has received four rounds of Homeless Housing Assistance, and Prevention Program (HHAP) funding from the State of California. As part of this funding, a minimum of 10% must be allocated as a “youth set-aside” to address the needs of homeless youth. This requirement focuses on serving individuals ages 18 to 24 who are experiencing or at risk of experiencing homelessness. For HHAP Round 4 (HHAP-4), the City selected Rapid Re-Housing and Services Coordination as the funded activities to address this 10% youth-set aside requirement. Please see the chart below for how the City allocated the 10% youth set-aside:

| Activities Funded by HHAP 4 Funds | Percentage Allocated |
|--|-----------------------------|
| Shelter Operations | 45% |
| Street Outreach | 45% |
| <i>Rapid Rehousing – Youth Set-aside</i> | <i>5%</i> |
| <i>Services Coordination – Youth Set-aside</i> | <i>5%</i> |

Rapid Re-Housing and Services Coordination aim to help individuals who are either experiencing homelessness or at risk of becoming homeless to transition quickly into secure housing. They assist with move-in costs, short-term rental subsidies, and

support services designed to help individuals and families maintain stable housing once they have moved into a home or are at risk of losing their housing. These services aim to prevent homelessness or repeated episodes of homelessness by addressing the root causes that may lead to housing instability. Supportive services aimed at breaking the cycle include short- and medium-term rental assistance to help youth at risk of eviction or homelessness, along with security deposit assistance to reduce financial barriers to move-in. Housing Navigation services will support participants in locating and applying for safe, affordable housing, while staff will also engage landlords, resolve tenancy issues, and provide move-in essentials such as furniture and household items. Each youth will receive individualized case management to help set and achieve goals related to housing, employment, health, and education. In addition, participants will benefit from life skills training in budgeting, cooking, cleaning, time management, and conflict resolution to support independent living. Employment support includes resume-building workshops, job readiness training, access to paid internships, and referrals to employment programs, all aimed at promoting long-term stability and self-sufficiency.

Providing both rental subsidies and support services together in one program will place youth in a better position to address the challenges that may have contributed to their homelessness.

The City released a Request for Proposal (RFP #24-067A) on May 7, 2024, to secure these specific services only for homeless youth. The RFP was posted on the City's PlanetBids portal and 23 organizations were notified either because they had previously expressed interest or were identified by staff as potentially eligible. Several of these organizations are based in the City of Santa Ana. However, only one organization submitted a proposal in response to this RFP.

The City reviewed the submitted proposal and conducted a minimum threshold evaluation to ensure compliance with the RFP requirements. Following this evaluation, a Review Panel was formed consisting of staff from the Community Development Agency, and an in-person interview was conducted. The table below summarizes the results of the evaluation, providing the average score for the proposal.

| Proposal Submitted By | Average Score* |
|------------------------------------|-----------------------|
| StandUp for Up Kids, Orange County | 93.00 |

** Maximum score was 100 points*

StandUp for Kids was the sole respondent to the RFP and submitted a comprehensive proposal to provide rapid rehousing and service coordination for homeless Transition Age Youth (TAY) and those at imminent risk of homelessness. The organization demonstrated a strong track record of working with youth experiencing housing instability, and their proposal reflected a clear understanding of the unique challenges faced by this population. Their application outlined a well-structured service model, including housing navigation, case management, employment support, and life skills development, aligned with the goals of the City's homeless services strategy. Additionally, StandUp for Kids provided evidence of existing partnerships, a qualified

team, and the capacity to implement the program efficiently. Based on these strengths, their proposal was determined to be responsive to the RFP requirements and capable of meeting the intended outcomes.

The agreement with StandUp for Kids Orange County (StandUp for Kids) is designed to support a minimum of 28 homeless or at-risk Santa Ana youth between the ages of 18 to 24, by providing rapid re-housing and services coordination to help them transition from crisis to self-sufficiency and remain stably housed. StandUp for Kids will also bring \$30,000 in leveraged funds and an additional \$37,002 in matching funds from work provided by mentors, tutors, administrative staff, and in-kind donations.

The following outlines the specific assistance and services that will be offered:

Rapid Rehousing (RRH) Program

- 1. Rental Assistance**
 - Provides short- to medium-term rental subsidies to stabilize housing for youth and youth-headed families at risk of or experiencing homelessness.
- 2. Security Deposit Assistance**
 - Covers move-in costs, reducing financial barriers for youth entering rental housing.
- 3. Application Fees**
 - Covers application fees for rental units, which often pose a barrier to housing access.
- 4. Housing Navigation and Management**
 - Includes assistance with locating safe, affordable housing; completing rental applications; engaging landlords; and providing move-in support (furniture, basic household items, etc.).
- 5. Program Management**
 - Supports staffing, coordination, and day-to-day management of the RRH program.
- 6. Overhead (De Minimis)**
 - Administrative overhead for program operations.
- 7. Leveraged Funds – \$30,000**
 - SUFK will contribute an additional \$30,000 in matching or supplemental funds to support housing stability and service delivery.

Service Coordination Component

- 1. Coordination and Case Management**
 - Staffed by a Case Manager, Mentoring Manager, and Director.
 - Provides one-on-one support to develop and monitor individualized service plans focused on housing retention, education, employment, and well-being.

2. Employment Navigation

- Offers job readiness training, resume workshops, and connections to employment opportunities and programs.

3. Participant Supports

- Provides essential needs such as food, hygiene items, transportation assistance, clothing, school supplies, and household goods.

4. Client Internships

- 14 paid internships (7 per year) help youth gain job experience, build professional skills, and earn income.

5. Overhead (De Minimis)

- Covers indirect administrative costs.

These combined services are designed to not only place youth in stable housing but also to support their long-term success and self-sufficiency through intensive case management, life skills development, and employment preparation.

StandUp for Kids is devoted to preventing youth homelessness before it reaches a critical point. They will conduct weekly street outreach throughout the City in areas where homeless youth gather (e.g., malls, theaters, parks, campuses, etc.). StandUp for Kids will work to ensure the early identification of at-risk and foster youth by maintaining a large referral network with law enforcement, foster care agencies, healthcare agencies, hotlines, and youth organizations. StandUp for Kids is a current contractor with the City and is funded through Community Development Block Grant (CDBG) funds. Their existing program supports homeless students by providing a personalized path to self-sufficiency. A trained case manager and mentor from StandUp for Kids meets with each youth on campus twice a week, offering basic services, consistent adult mentorship, and academic tutoring to support graduation and long-term stability. The program set an annual goal to serve 25 students and, as of the end of the third quarter, has already served 27—exceeding its performance target. Based on current performance and outcomes, StandUp for Kids has demonstrated effectiveness in delivering meaningful services to youth in need.

Although this organization does not have a physical location in the City, they are easily accessible by phone and through referrals and homeless referral networks.

StandUp for Kids will collaborate with county service agencies to efficiently source key services for clients and provide the City with additional options for serving homeless youth. Over the past 20 years, StandUp for Kids has established strong partnerships while serving homeless and at-risk youth in Orange County. They will partner with various county-wide agencies to identify Santa Ana at-risk youth in the City as early as possible, including OC 211, the OC TAY (Transition Aged Youth) Collaborative, the Orange County Human Trafficking Task Force, OC United to End Homelessness (through United Way), and CityNet. StandUp for Kids coordinates services through the Orange County Continuum of Care (CoC) and its Coordinated Entry System (CES), referring clients to CES's participating agencies, including emergency shelters, transitional living, rapid re-housing, and permanent supportive housing resources.

Based on the scope of work, proposed budget, score, and review process conducted by the City, the Review Panel recommends entering into a two-year agreement with StandUp for Kids, for a total amount not to exceed \$375,000 (Exhibit 1).

FISCAL IMPACT

Funding is available in the FY 2024-25 budget. Any remaining balances not expended at the end of the fiscal year will be presented to City Council for approval of carryovers to FY 2025-26.

| Fiscal Year | Accounting Unit-Account | Fund Description | Accounting Unit, Account Description | Amount |
|--------------------|--------------------------------|---|---|------------------|
| FY 24-25 | 12218718-69135 | Homeless Housing Assistance and Prevention Rnd. 4 | HHAP-4, Payment to Subagent | \$375,000 |
| Total: | | | | \$375,000 |

EXHIBIT(S)

1. Agreement with StandUp for Kids Orange County

Submitted By: Michael L. Garcia, Executive Director of Community Development

Approved By: Alvaro Nuñez, City Manager