

## FLEX POOLS RFA APPLICANT WEBINAR

**Date:** May 12, 2025  
**Time:** 2:00 PM – 3:00PM PST  
**Number of Speakers:** Five  
**Duration:** One hour and forty-four seconds

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### Speakers:

- » Glenn Tsang
- » Alison Klurfeld
- » Whitney Lawrence
- » Marc Trotz
- » Ilana Rub

### TRANSCRIPT:

#### **00:00:12—Glenn Tsang—Slide 1**

Hi everyone. Thank you for joining us today. I'm going to give it one brief minute while we allow others to switch over and join the webinar. So please hold for one minute while we let folks in. Thank you.

#### **00:01:12—Glenn Tsang—Slide 1**

I'm just very excited to have our Flexible Housing Subsidies Request for Applications (RFA) webinar. My name is Glenn Singh, I'm the policy advisor for Homelessness and Housing at the Department of Health Care Services (DHCS). Can we go to the next slide please?

#### **00:01:29—Glenn Tsang—Slide 2**

So for today's agenda, you know, I'm just very excited to announce, you know a couple of things. First and foremost, we last Wednesday released our request for applications for the Flex Pools Technical Assistance (TA) Academy. This is, you know, free of charge, no cost or anything for the TA. And today's agenda is really meant to overview the RFA

process, instructions for completing the RFA, what TA might look like, and then just kind of going over through some of like the timelines associated with the RFA.

**00:02:06—Glenn Tsang—Slide 2**

We'll also be covering, you know, the core functions of a Flex Pool very briefly, but just, you know, since we've released the paper and did a prior webinar today, we'll be focused on, you know, the RFA instructions, but there will be a substantive Q&A time allotted at the end of this meeting.

**00:02:24—Glenn Tsang—Slide 2**

So, you know, all that is to say is that, you know, we released the RFA last week and then prior to that, many of you might be tracking that. We also rolled out the revised Community Supports Policy Guide, which is broken up into two volumes, Volume 1, and Volume 2. I'll talk a little bit more about that at the end, but volume two of that policy guide will really cover all of the housing related Community Supports. So that said, next slide please.

**00:02:54—Glenn Tsang—Slide 3**

So really today, I'm just very excited that we're joined by our esteem panelists. These are our subject matter experts and the faculty for our Flex Pools Academy. These are the folks whom selected applicants will be working closely with at your local level. So Allison Klurfeld, Whitney Lawrence, Mark Trotz, you know, many of you may have met them in other forums or in past webinars, but this is the faculty that will be, you know, conducting the technical assistance.

**00:03:25—Glenn Tsang—Slide 3**

You know, Allison has prior experience with LA Care health Plan, Whitney Lawrence and Mark Trotz prior experience working for LA County Housing for Health. This team is really adept at standing up the Flex Pool in LA County and also recognizes the different models in different ways. Flex Pools can be stood up or scaled in different types of models in different localities, whether it's large, medium, small counties, rural counties, et cetera. So just very excited to turn this over to them. So, with that said, next slide please.

**00:04:04—Glenn Tsang—Slide 4**

I'll go ahead and hand it over to Mark.

**00:04:08—Marc Trotz—Slide 4**

Hello everybody. Again, my name is Mark Trotz. And yeah, I think we've probably been, you've either seen as many of you on earlier webinars or we've been in conversation in small groups. But we're just going to spend one quick moment here just sort of grounding ourselves in the core functions of a Flex Pool. There may be, if some people on, you know, in the webinar who haven't, who haven't seen this before, but essentially, you know, we see these Flex Pools as a tool that local communities can come together and either expand something that they have or create a new one to help make it easier to house homeless people.

**00:04:55—Marc Trotz—Slide 4**

And with the launching of these new funding sources from the state, we, you know, I think the, the impetus here is to make sure that communities have an understanding of what these are and can receive some technical assistance to help stay on them up. So, you know, basically the main parts of the Flex Pool are it's a great vehicle to braid funding sources. It's easier to do a Flex Pool when you have multiple funding sources. So, for certain activities that one source can't cover down, there's another source that can and so forth. And I think, you know, that will be particularly important as we try to utilize these new state funding sources.

**00:05:40—Marc Trotz—Slide 4**

Another key feature is that when you when you have a Flex Pool, you generally contract with an intermediary and that entity is the one on the ground really helping getting it, getting it done, recognizing often that it is hard for the Lead Entity or other funders to perform this function. You have a, a housing intermediary that cuts all the checks that helps you find the units that represents the program in the community to the landlord community.

**00:06:11—Marc Trotz—Slide 4**

And another key feature is this intermediary also is, is able to develop a portfolio of housing units and ideally ahead of time or you know, concurrently when you're housing people, it's much easier to have a group of units in your hip pocket as you're trying to house folks who are eligible for the Flex Pool.

**00:06:37—Marc Trotz—Slide 4**

And also very importantly, is that the Flex Pool and the intermediary connect to the supportive services in the community to make sure that the folks that you're housing

through the Flex Pool and who are receiving this rent subsidy are also well supported by community providers. So those are the core functions.

**00:07:01—Marc Trotz—Slide 4**

You can also see the link on the DHCS website. We put out, the state put out, a while ago, the Flex Pool technical assistance guide and there's other resources there for you to check out. So, at this point, I think I'll turn it over to Allison, right? Let's be good on the next slide.

**00:07:19—Alison Klurfeld—Slide 6**

So I'm going to give a little bit of an overview of the RFA, right? What are we asking for? Why are we asking for it? Just to kind of give you a sense, please do as we go along. Feel free to put the questions into the chat as you have them. We're going to have at least 1/2 an hour for Q&A at the AT after we go through our presentation. So, what's coming up next is I'm going over kind of what is in the RFA, what's our goals, who's eligible. Then Whitney will take you deeper into the specific questions.

**00:07:48—Alison Klurfeld—Slide 6**

What are we looking for? What, what do we want to see? I'll go over application instructions and then we'll go to Q&A. So, feel free to pop those in the chat as you have them and we will go through them. OK. So, the first thing you'll notice about the RFA is there are two pieces. This slide is about Part 1, the Flex Pools Academy, right? This is about helping TA recipient team.

**00:08:10—Alison Klurfeld—Slide 6**

So, groups of organizations working together to get support from me and Mark and Whitney and you know, both phone a friend is needed to bring in others as well as support from DHCS to try and do a mix of local and all team activities. So why are we doing this, right? One thing you might need help with and need TA support with is visioning, right? What do we want this flexible to be? Or how do we want to strengthen or formalize our existing Flex Pool so that it really works for Behavioral Health Services Act (BHSA), Transitional Rent, and all the other new opportunities in our very uncertain landscape?

**00:08:43—Alison Klurfeld—Slide 6**

Maybe it's actually about going deeper into your funding sources. How do you braid them together exactly? What should you buy with what? What's that sequencing look like? Maybe it's actually working on your funder and your partner relationships with the

Lead Entity. What does your Memorandum of Understanding (MOU) look like? How? How is that formal and informal? What's your governance structure?

**00:09:00—Alison Klurfeld—Slide 6**

And I saw Melanie's question in the chat, maybe it's about procurement. The TA can be about, you know, OK, how do I want to set up my RFA? Who can I potentially engage? What, what would make a really good applicant for my operator and what would make maybe not a strong, but applicant? And then another thing that we can do is to help support the development and the implementation of operational processes to launch services, right? Because it's not enough just to have a flexible operator. You have to make it work.

**00:09:30—Alison Klurfeld—Slide 6**

And you have to invest the time, the Lead Entity, the operator, the partners and funders and your continuum of care and public housing authorities. You all need to be coming together to make this thing work to house and retain housing for people experiencing homelessness. So that's kind of what you might be focusing on. There's a lot more detail on that you'll see in the RFA. So if you want to apply, what are you signing up for? That's the box in Gray. What does it mean to participate fully in the flexible activity Academy activities?

**00:09:58—Alison Klurfeld—Slide 6**

So they'll be a kick off like the in person with the flexible faculty, monthly coaching calls and about 3 all team meetings over the two years. And just you'll see this throughout, but we we'll say competitive applicants, you're going to meet the criteria, but there's also going to be an emphasis on how are you thinking about making B to say housing interventions and Transitional Rent really work well in your community. So next slide that was Part 1 Academy about learning and kind of coming together. Like that's the talking and thinking and doing work.

**00:10:32—Alison Klurfeld—Slide 7**

Planning Grants is a little bit of money available, which is great. So the idea is that the Planning Grants go towards the efforts of the whole Flex Pool TA recipient team. So both the applicant and we'll talk about who's eligible in a SEC and the other participating organization. So somebody applies on behalf of the whole team. And what could you buy with this money? It's of up to 150 K as what's planned. So they'll be costs for staff or consultants. Maybe it's the first year of your staff person for the flexible or consultant to really help you with the heavy lifting, while the Academy kind of helps you

with the more thinking and planning. Maybe it's supplies and materials, maybe it's meeting costs, maybe it's a community and provider engagement.

**00:11:09—Alison Klurfeld—Slide 7**

Because if you want people to show up to your meeting and be engaged, perhaps you should feed them some snacks. Just a thought, maybe it's travel because we, you know, we have our three events to come all together. It's, you know, getting your staff there, but also travel maybe to visit other parts of California or other regions to learn about things. Maybe it's technology, maybe it's retrofitting or buying a new system to track the different spending in a Flex Pool. There's a lot of Information Technology (IT) that goes into making that successful. Or maybe it's one time startup funds having a little bit of a reserve to pay out of so as your other reimbursements flow in.

**00:11:46—Alison Klurfeld—Slide 7**

So that's what the Planning Grants are again, 150K, the awardees will be expected to participate in activities and the grants will come out in two payments, 70% at your initial award and the last 30% in 2027 with your final progress report.

**00:12:00—Alison Klurfeld—Slide 8**

OK, so if we can go to the next one. Ok, so what's the timeline? So right now, the RFA is open. It was released last week on Wednesday, and it is due Friday, June 13th. So, we'll get your applications in in mid-June. Notices will go out probably at the very end of July to who was awarded for the Planning Grants and the TA Academy. And then we'll stagger the start, some folks, some folks starting in August, some in October and some in December. And then it'll be that monthly, sometimes a little more frequent, sometimes a little less frequent meetings until spring 2027.

**00:12:34—Alison Klurfeld—Slide 8**

So why is it so long? It's because we want to give you the time not just to vision your Flex Pool, but also to go through procurement, right? That's six to twelve months of your life kind of, you know, minimum in most places between when you start working on it to when you have your contractor set up and then you want a little time to build those operational processes together. So that's the idea behind the two-year time frame.

**00:12:55—Alison Klurfeld—Slide 9**

Next slide. All right, so this is a little more on who's who you're thinking about applying. Do you meet the criteria right? DHCS is going to select up to 10 teams for the Flex Pools

Academy and likely, you know, so and so up to 10 Flex Pools Planning Grants. There'll be a lot of overlap there. We imagine the blue on the left is who can apply for the Academy. And again, there's more detail on this in the RFA. The darker color on the on the right is who can apply for the grant.

**00:13:25—Alison Klurfeld—Slide 9**

So, let's start with the Academy first. That's where you should start. You should be at the applicant is the organization who is already or is planning to be the flexible Lead Entity, but they're going to apply with their team saying hey, I'm the team, it's my Lead Entity. If you have an operator or know who your operator is going to be, have them apply with you. They're part of your team. But if you don't know who they are yet, you're pre procurement, right? They're not under team. So that's optional, right? It's only if applicable.

**00:13:52—Alison Klurfeld—Slide 9**

The third bullet is you have to have at least one team member who is from a local managed care plan or your local county behavioral health agency. The ideal is both, right? Especially with that focus on making Transitional Rent and BHSA housing interventions work. Let's say though, that you are that county behavioral health agency. OK, you crossed you've crossed it off the list yourself and maybe you can bring your MCP partner in. The last criterion is you have to have at least one team member who is a current or intended funder. So OK, let's say you yourself are the county behavioral health agency of the MCP, right?

**00:14:30—Alison Klurfeld—Slide 9**

Like you fulfill that because of Transitional Rent and BHSA housing interventions. But if you're not, you need at least one of them or somebody else who's going to be putting money in, right? Because flexibles need money. So, the first thing you're going to think about, right, is who's that flexible Academy and who's the team? And then the next thing is to think about who can apply for the Flex Pools Planning Grant, right? So, the applicants, because of our funding source, must be the behavioral health agency or a tribal entity, and they have to be intending to participate in the Academy.

**00:14:55—Alison Klurfeld—Slide 9**

So, the applicants, because of our funding source, must be the behavioral health agency or a tribal entity, and they have to be intending to participate in the Academy. They could do intent, show their intent in two ways. One is they're themselves a Lead Entity. That's easy to know, but it is perfectly fine and wonderful. It's also great if you're saying,

"hey, I'm not the right person to be the Lead Entity, but I'm on the team." I submitted a statement of support with name of lead agency. Who's, you know, the Lead Entity in your community, right?

**00:15:25—Alison Klurfeld—Slide 9**

And then the last thing to know is, right, you don't have to apply for the grant. If you feel like you only need the TA, you don't need the 150K or it's sort of, you know, it's not the right fit for you, your group, right? Maybe you apply only for the Academy, but you know, I think but to get the grant, you also have to apply for the Academy, right?

**00:15:44—Alison Klurfeld—Slide 9**

So, you can have just the light blue by itself, but you can't have the dark blue without the light blue, if that makes sense. And I've seen some questions. We'll answer those when we get to there in a second. Please do keep them coming in the chat. That's really helpful.

**00:15:56—Alison Klurfeld—Slide 10**

All right, next slide, last thing about kind of application overview. So, a little more on this Lead Entity, right? So, a little more on this Lead Entity, right? Who should be applying? The ideal is that the Lead Entity is going to really meet all of these criteria. You have to have every single one to be that Lead Entity. So, the first thing is you have to be planning to do a Flex Pool either you're launching a new one or expanding your existing flexible within the next 18 months. So, this is not theoretical. This is, you know, soon.

**00:16:24—Alison Klurfeld—Slide 10**

The next thing is to demonstrate your leadership support within your own organization. So maybe that's your agency director, your CEO, someone who's very high up in your organization saying, yes, I want this to be, you know, they're, they're a member of the team. I want this to be something my agency does and leads. The third thing is having an established role in the local homeless services, housing or rehousing system, right? And including not just that work in the homeless services system, but history of serving medical members and our individuals with serious behavioral health conditions, right? So, we don't want someone kind of parachuting in from somewhere to be the Lead Entity. We want someone who really understands and is embedded and is a part of the system, right? Becoming that local homeless services housing a rehousing system.



**00:17:10—Alison Klurfeld—Slide 10**

So maybe you're a county behavioral health agency, but you're a part of your Continuum of Care (CoC) board or you work in partnership because of your Mental Health Services Act (MHSA) housing interventions. You've got that experience. Maybe you're a county homeless service agency, or you are the CoC lead or a Public Housing Authority (PHA), or you're a managed care plan (MCP) during housing related Community Supports, right? There's lots of ways to be part of the system and we want you to tell us about it.

**00:17:33—Alison Klurfeld—Slide 10**

The next thing, and we'll go into this in more detail, is you got to demonstrate support from all intended members of your TA recipient teams. So, we want statements of support, right? We have an example, like they can be super short, but we want to show that they are really on board. They said, yes, I'm in. I want to work with you and you yourself as a Lead Entity. You got to demonstrate your commitment to championing the flexible, right? You are going to be the ambassador; you are going to be the cheerleader for this program. It takes a lot to get a Flex Pool up and running. So, we want to see that you're ready to do that.

**00:18:01—Alison Klurfeld—Slide 10**

One key thing is you're thinking about this application is that DHTS will review only one application for each actual or intended regional Flex Pool, right. So, you got to look around and talk to your partners probably as you're talking about statements of support to say, hey, I think my agency makes the most sense to be the Lead Entity. I wanted to check, were you thinking about that too? And if you find in your community two agencies wanted to be the Lead Entity, talk about it, right? That's a really good thing. That'll show that you're on the path of planning that out.

**00:18:31—Alison Klurfeld—Slide 10**

Since only one's going to be reviewed, you have to think about and decide who's really going to be able to lead the flexible in your community. Who's the best is the lead and who's the best is a partner, right? It's not, don't participate. It's which role is right for each of you. So that's a little bit of an overview of the RFA. Again, much more in the document. I see some questions coming in. We'll be replying to those in the Q&A section. But right now, I'm going to turn it over to Whitney, who's going to go through some of the questions and what we're looking for in each one.

**00:19:00—Whitney Lawrence—Slide 11**

Hey, everyone, good afternoon. Whitney Lawrence. I'm a consultant on the project. Ok, so I have like the great pleasure of just reading the slides off to you.

**00:19:13—Whitney Lawrence—Slide 12**

I will say that I did re review the RFA this morning. I do think I think it's clear once as you walk through it sort of what it is that we're asking of you. So, after you sit with us here today, you know, before you start to dive in and plan, I just encourage you to read through that full application, both sort of sides of it first and then kind of dive in. So, there are three sort of major sections to the Flex Pool Academy application. The 1st is the narrative and application questions. Again, this is the Lead Entity who is responding to these questions ideally after some level of conversation, some very light planning with some of the key partners at the table.

**00:20:00—Whitney Lawrence—Slide 12**

So, what we're really trying to learn in the narrative section is. Have you given this some thought in your community? Do you have a sense of what a Flex Pool is going to do for your community? Who are your key partners? What does your relationship with those key partners look like? Do you have any funding that you're looking at to bring into the Flex Pool?

**00:20:27—Whitney Lawrence—Slide 12**

And then we also want to know a bit about the Lead Entity. Have you done housing work before? Do you have experience administering rental subsidies in your community? How sort of like plugged into the quote UN quote mainstream rehousing our homeless services system? Are you as the proposed Lead Entity? So successful applicants will demonstrate capacity and commitment to serving medical members and/or individuals with serious behavioral health conditions.

**00:20:56—Whitney Lawrence—Slide 12**

You'll have a strong vision for a Flex Pool that aligns with your local landscape. We are, I think as we're emphasizing throughout, very interested in how you're thinking about Transitional Rent, BHSA, housing interventions, and any other local sources that you might bring into the pool.

**00:20:56—Whitney Lawrence—Slide 12**

We're interested to know about sort of like what kind of support you need from us for TA. Some of that is about us being able to plan our efforts and make sure that we match

you to the right consultants. And then we also really very interested to see evidence of your existing partnerships or your intent to partner. We're particularly interested in county behavioral health agency. How are things looking with your MCPS? Are you guys in a relationship now? Are you in conversation?

**00:21:44—Whitney Lawrence—Slide 12**

And then also, we're very curious to know about what your relationship looks like with other lead organizations in this landscape. So that's going to be folks like your CoC, your public housing authorities, and every community is unique. So, you might, you might have another sort of like key partner who you are saying we also have this key partner at the table and they're very important to our landscape here locally because of XY and Z.

**00:22:11—Whitney Lawrence—Slide 12**

And that first section is worth 20 points. And in the application, you'll see we have some really specific sort of like word count maximums. Those are both to like standardized things across, but also to give you a sense of sort of like the length that we're looking for because we do want to understand what you're thinking and where you're at. But we also wanted to make this an accessible opportunity.

**00:22:36—Whitney Lawrence—Slide 13**

We can go next slide. So, we also want to know about your TA needs that we want to know. We'll ask you to identify kind of like your top two or three areas where you know you'll need support. Don't stress, it's not like you list those top two or three and we're not going to talk to you about anything else. That's again just to help us with some of our planning across the cohort. We also want to get a sense of when you might be ready to start TA and some of that is about our planning because we do think that we will likely need to stagger the starts of different communities and either the summer, fall or the winter of 2526 based on where you guys are at.

**00:23:15—Whitney Lawrence—Slide 14**

And we'll go next slide statements of support. So, we do ask for statements of support from the leadership table of each of the organizations who are going to participate in the team. These can be so simple. We, I'll be totally honest, we went back and forth on this and the planning of this RFA. So, we did even provide like a very simple two or three sentences template in the RFA. You don't have to follow that template. We provided it simply to show you, hey, we're not looking for like a full blown multi paragraph letter of

support here. We just need to see a short statement of support and a signature of leadership from each of the organizations on the team, and we'll go next side.

**00:24:00—Whitney Lawrence—Slide 15**

Ok, so that was all for the Academy. And there's sort of like 2 components to this RFA. For the Planning Grant, there is a separate set of application questions, and there's also a budget and a short budget narrative that needs to be completed. We can go to next side.

**00:24:18—Whitney Lawrence—Slide 16**

So, Planning Grants should describe how you intend to use the Planning Grant to achieve the desired outcomes. You should be able to clearly demonstrate sort of what is your use of the Planning Grant? How are you going to use that to overcome barriers to either create a new Flex Pool or to strengthen either a fully blown existing Flex Pool or to strengthen some of the components that you have of a Flex Pool in your community. I think one thing we're looking for in the Planning Grant is to see that you have clarity about sort of like the near-term goals and planned activities. And then also we just want to see if you how the Planning Grants will support the activities of the Academy.

**00:24:59—Whitney Lawrence—Slide 17**

We can go to the next slide. So, we are asking folks to submit a high-level budget and a brief narrative. I want to stress this budget is non-binding. We really just want to get a sense of where you think you might spend the planning money. You can see the template there and then you can see "brief." When we say brief narrative, we do mean brief. There's just that little box next to each item that you're going to spend money on where you will briefly justify sort of the cost and how it relates back to your objectives.

**00:25:32—Whitney Lawrence—Slide 18**

We'll go on to the next slide. And I think I passed it back to Allison for this.

**00:25:38—Alison Klurfeld—Slide 18**

Yes, I get to tell you. OK, you've done all your work, you've thought about it. How do you actually get this to us, right? We're really the DHCS team. So, the application and the attachments along with submission instructions, right? It's all in the RFA. So, the link to the Housing for Health website is there. It's also in the chat right now and we'll e-mail it out to everybody. Again, you can only apply it electronically, right? You can't hand deliver it, you can't mail it.

**00:26:07—Alison Klurfeld—Slide 18**

We hopefully made this pretty easy, right? You submit it as an e-mail to Flex Pools at [dhcs.ca.gov](mailto:dhcs.ca.gov) with the following, right? Like your subject line should be RFA submission. And are you submitting for Part 1, right? You're the Lead Entity. Maybe separately, your county behavioral health department or your tribal entity partner is submitting for Part 2 and by your name, right? So, we want to know it came from you and what are you applying for? And then the RFA actually in the attachments A&B, they just have the content. So, you can just copy those into a Word Document or you know your favorite word processing software, copy those into a document, put in the answers. It's got your name at the top, it's got your e-mail and just e-mail that those as attachments.

**00:26:54—Alison Klurfeld—Slide 18**

One thing to know, of course, is that the deadline, sorry, one thing to note just on the attachments, right, is there is an instruction, please provide your statements to support a separate attachment. So probably, right, if you're doing the Planning Grant, you have your application is like one Word document with your answers to all the questions. And then you have letter of support. You know, our agency letter of support, county behavioral health partner, letter of support, the local Coc, whoever it is, who's your partners, right? But hopefully that should be pretty easy where it's just emails, attachments, the deadline is the deadline, right?

**00:27:20—Alison Klurfeld—Slide 18**

But hopefully that should be pretty easy where it's just emails, attachments, the deadline is the deadline, right? Please do not e-mail at 4:59 PM, right? Like you don't want to be sad if your computer freezes at 4:59. I believe in you. And I believe you can get this in sooner, right?

**00:27:35—Alison Klurfeld—Slide 18**

So that's the deadline. So it's a Friday, June 13th, about 5 1/2 weeks from now to submit this in and hopefully it'll be again pretty easy. That said, if you have disabilities or any questions, if you need alternate services, you can just e-mail to request. And if you have questions, right, we're going to try and cover all your questions right now to understand what would help you be really ready to apply for this application, but maybe we missed something. You can also e-mail the Flexibles at [dhsdot.ca.gov](mailto:dhsdot.ca.gov) with additional questions to respond to you. So, so that is what we want to see. Let me go now to Glenn to lead our Q&A section.

**00:28:22—Glenn Tsang—Slide 19**

Hi, everyone. Thank you, Allison, Whitney and Mark for the overview. So hope that this information has been valuable for everyone. We have 30 minutes left on this webinar. So encourage folks to come offline, ask questions. This is really your time to ask any of us questions about Flex Pool model, the RFA process, etcetera, Also recognizing there's some questions in the chat. So while folks are thinking of questions, I'll take the first one.

**00:28:58—Glenn Tsang—Slide 19**

This is from Megan. What funding streams can contribute to the pool besides BHSA in medical Transitional Rent? Great question.

**00:29:09—Glenn Tsang—Slide 19**

First, I'll say that, you know, DHCS, we have been rolling out some major initiatives to address the housing needs of our medical members and members with behavioral health conditions as well. So we do have a strong focus on wanting to see those initiatives really braided together to the extent that it's possible at local levels, but also recognizing that there may be other like state programs, local programs that have some kind of rental subsidy component. I would generally say that within those program guidelines, those could be potential options as well. We are also looking to put together a funding source chart or some kind of resource to provide out there for other programs as we are working across the board with our state partners identify what are other potential sources and what they can be spent on as well too. So hopefully more to come on that soon as well. We'll be looking to release that and we'll notify folks through our usual channels. So there there's a lot more potential for flexibles and the idea is it takes those other perhaps smaller rental subsidy programs and really make it go as far as it can vibrating it in with these other ones too.

**00:30:25—Alison Klurfeld—Slide 19**

And I'm just adding, I'm also going to drop a link in the chat to another state resource. The there's this document called putting the funding pieces together. It's a little bit out of date from 2023, but that's a state resource that's generally geared towards sort of housing in general, not flexible specific, just if you want something that's out now before those flexible specific resources come out later this summer. So I'll drop that link in it. It includes like a lot of different funding sources and what you could use them for and maybe then you could break them with Transitional Rent and BHSA.

**00:30:25—Marc Trotz—Slide 19**

And just to add to that, there may be other agencies in your community, they may not be thinking this is rental subsidy money, but they are looking at trying to house their participants, whether it's the healthcare system or the criminal justice system and so forth. And they're looking for a way to tap into a, a mechanism to do it. So I think, you know, look around broadly for people who are trying to house people and where housing isn't their specialty, but they have money.

**00:31:26—Glenn Tsang—Slide 19**

Great point, Mark. Allison, can I kick this question to you? It's a little bit more process question. It comes from Nicole.

**00:31:36—Glenn Tsang—Slide 19**

Hi, Nicole. And said are we allowed to submit a single letter of support signed by all partners? I think that would be fine as Whitney mentioned, right? Like the thing we most want to come out of the letter of support is to see, right?

**00:31:45—Alison Klurfeld—Slide 19**

Like the thing we most want to come out of the letter of support is to see, right? Like not so much like what words are they using to support, but like their signature and agency logo, right? So I don't care if that comes to me on five piece of paper. And I don't you know, what are we talking to you with Glenn and Elon and others? Like that's what we want to see, whether it comes on one piece, 1 electronic piece of paper or five. You know, I don't, I that's fine.

**00:32:08—Glenn Tsang—Slide 19**

And I think to piggyback off of that, you know, our goal, you know, we do have to have of course, some type of process around this, a selection process, but we are trying to also make this as low bar as possible too. So we don't want folks overthinking anything. But I think as long as it hits on the general themes of like partnership, you know, who's who's at the table, for example, Also understanding that, you know, we may not have it all figured out. And that's exactly what the TA is for. So that's said another question.

**00:32:44—Glenn Tsang—Slide 19**

I think this is from the tribal entity. If you want to come off mute and state your question, that'd be great.



**00:32:44—Alison Klurfeld—Slide 19**

There are two folks in the chat who have from tribal entities 1 from 1 about which tribal department should apply.

**00:33:10—Glenn Tsang—Slide 19**

But do you mean I saw Champagne had the hand up, I think, Sorry, I didn't want to try to pronounce the name.

**00:33:25—Nitumigaabow Champagne—Slide 19**

Thank you. Yeah, this is the Nitumigaabow Champagne representing Dry Creek Rancheria. Band of Pomo Indians. Our question really is kind of it seems like this was written more for our county, clever partners versus more for tribal entities. So I realize tribes are eligible, but understanding tribal government systems, I think going from the comments I've seen from another tribe, you know, is our systems may be a we're government. So we have multiple systems, right? We have behavioral health, health, we have social services, housing, and those would be our normal partners along with potentially, you know, if we're in consortiums or things of that nature. I guess just need more clarity on, you know, when you're, when you're looking at this for the region perspective, when you're looking at it for systems perspective, you know, are you, are you thinking about that you wanted to see tribes partnered with other tribes? Or if you're thinking about us forcing us to kind of sit more second chair to counties and asking permissions for them to be part of the Flex Pool on their lead. I think that's I, I guess it's not the latter.

**00:34:28—Glenn Tsang—Slide 19**

Yeah, No, it's a great question and we haven't gone as far as to prescribe that in great detail. You know, I think for our department, one of our priorities is administering Transitional Rents and BHSA housing interventions for those counties that are using it for like rental subsidies, for example, I think for the tribal considerations. And then I'll, you know, Whitney, Allison, Mark, please feel free to speak over me on this. I'll just say like, I think it'd be important for us to just chat offline about it, just to learn a little bit more about how the dynamics may work with your plans in your area, counties as well, too. Would just love to learn more about it. But we're not, you know, being overly prescriptive in that regard as of right now too.

**00:34:28—Whitney Lawrence—Slide 19**

Yeah, I, I don't have much to add, Glenn, just so I think yes, that's right. And I think we would be happy to talk offline if you and Dave want to get together sometime and just



talk some of this through. I think somebody else in the chat, Michael, also asked if other tribes are, if a tribe has done a Flex Pool, a flexible housing subsidy pool. And I think the short answer to that question is not that I know of. I do think that there are some tribes that have some components of a Flex Pool, Michael.

**00:35:55—Whitney Lawrence—Slide 19**

So actually, some of the stuff that Dry Creek is doing is very Flex Pool like. Some of the stuff that Northern Circle Indian Housing Authority is doing is very Flex Pool like. But we'd be happy to take those conversations offline too, and think through what this can look like in your landscape, knowing that that emphasis is admittedly on operationalizing Transitional Rent, operationalizing BHSA. But I think we're really open to the conversation.

**00:36:24—Glenn Tsang—Slide 19**

Thank you, Whitney. Next question I have is from Brian in the chat, comment was made including about including travel in the budget. Will TA recipients be required to travel the T to TA activities? Short answer is largely no, not a strong requirement. I think we are looking at ways where we can have certain convenings. I think it'd be great if there's some in person, but we haven't fully flushed all of that out. But this is not like we're not going to send Whitney, Allison and Mark all over California. So I think there will be, you know, strong virtual presence to this, too. As you know, many of us are still very much in a virtual work environment to generally speaking. Allison, did you want to add on to that?

**00:37:12—Alison Klurfeld—Slide 19**

Yeah, I think, you know, totally agree. One of the things you'll see though is that there is the plan to do probably like 2 to 3, all team convenings 'cause it can be nice, right? Like I think so many of the problems you're trying to solve with flexibles are local or like, OK, how do I get this County Board of Supervisors person and County Council to sign off of it? Or how do I work out my referral pathway, right? Like so, so much of this is local, but it also can be really helpful to just hear, right, like across communities, what are they doing over there? How could I, you know, learn from it and, and get support from my colleagues? So the idea is to have probably two to three one day, you know, in person events. And that would be the plan if you, if you want to include some of the funding in your budget for that.

**00:37:56—Alison Klurfeld—Slide 19**

You know, we, we don't know where we'll have them yet and we may do quite a virtual component as well, but wanting to just have you be aware in case that's helpful for your Planning Grant budget.

**00:38:11—Glenn Tsang—Slide 19**

Another question in the chat, it's already been answered, but I'll just voice it over. You know, just confirming that for the Planning Grant, yes, you do have to be part of the TA Academy.

**00:38:26—Glenn Tsang—Slide 19**

Another question, will we choose more than ten applicants to receive the TA only? We're kind of taking a wait and see approach from that right now. We're curious to see the number of applications that come in. I think if it starts getting to a certain number then we'll have internal discussions about, you know, potential expansion beyond the 10 that are selected.

**00:38:59—Glenn Tsang—Slide 19**

Great questions, everyone. Again, I would encourage folks to come off mute or pop more questions in the chat. This is, you know, again, really your time to ask us any questions. And of course, we're always happy to offline to talk more about the process or go over maybe some of your own local considerations as well too.

**00:39:33—Alison Klurfeld—Slide 19**

I see a follow up question from Brian on the convenings. So, there's kind of two different things. There's a local kick off where we come to you. The two or three though all team convenings, I don't know, probably at least one will be in Sacramento, right. Maybe we'll try and do 1 Southern California (SoCal) so that not everybody has to go both places, but that is a sort of you come to us or everybody comes together rather. So that those all team convenings will be probably travel within California and likely Sacramento is at least one if not two.

**00:39:56—Glenn Tsang—Slide 19**

One thing I would highlight too. As folks are preparing applications, you know, we really wanting to ensure that that the leaders of your communities are, you know, heavily involved in this effort. You know we. Want to make sure that this really goes towards actual, you know, standing up or scaling of flexibles too. So I'd put that out there as well.

**00:40:33—Glenn Tsang—Slide 19**

Another question is another question to address is for the Planning Grants. The RFA notes that the Planning Grants must be encumbered or expended no later than June 30th, 2027. What is the definition of spent and encumbered? Just plainly speaking, all funded activities must be completed by June 30th, 2027. I think a lot of folks are probably envisioning like using the funding, for example, to bring on a local consultant to help pull that work together too. That's just like one example.

**00:41:20—Glenn Tsang—Slide 19**

There's a question, did I hear correctly that we should already be providing Transitional Rent via behavioral health bridge housing to qualify to apply? The answer is no.

**00:41:33—Alison Klurfeld—Slide 19**

I think I saw one other question from Stephanie Rubio. Are there any additional points that an entity could earn outside of the points on the RFA? And I think the answer is no to that, right? What's in the RFA is in the RFA. That's the points, correct?

**00:41:56—Whitney Lawrence—Slide 19**

And then just to say out loud to Michael, we'll reach out in the next couple of business days. We have an internal meeting tomorrow. So, after that we'll reach out to some of the tribal folks on the call who who've expressed an interest to have a sidebar.

**00:42:19—Whitney Lawrence—Slide 19**

Did we answer the question about Stephanie Rubio's question? Ok, we did.

**00:42:28—Glenn Tsang—Slide 19**

And again, just would like to emphasize, you know, for this application, we recognize that some partners maybe Flex Pool curious not you know. And I think that that that's part of the goal of the TA is to try to pull this together and part of a better of commitment or support. You know, we want to try to encourage parties who want to learn more about it as well too. So, we understand that different localities may be at different points in the planning for Flex Pools. So just don't let that be a complete deterrent. Of course we would love to have everybody at the table saying, yes, we got all this, we're doing Flex Pools, that'd be fantastic. But we also understand that, hey, this is, this is a new model for administering rent and you know, we're interested, not sure how have a lot of questions. We want to do it. We understand that those are all factors at play and would still encourage the TA and I would even venture out to say that's probably a, a strong point for TA that's needed.

**00:43:36—Glenn Tsang—Slide 19**

Another question we had is the, can the Planning Grant be used to pay rent? The answer is no. Planning Grants cannot be used to provide direct rental subsidies. Planning Grants are to support the efforts of the Flex Pool TA recipient team, including the applicant and other participating organizations.

**00:44:08—Glenn Tsang—Slide 19**

So the Planning Grants they're not meant to be used outside of more than just like for the planning of scaling the Flex Pools. So, it's not meant to like go towards landlords or other uses of that nature is really just to help, you know, stand up for localities like bringing partners together, for example, administrative functions. And again, these slides, this this will all be posted to our website shortly after this webinar is over.

**00:45:11—Glenn Tsang—Slide 19**

Another question is if we have a pre-existing flexible, are we eligible to participate? The answer is yes. Strong applicants with a pre-existing Flex Pool or elements of a Flex Pool should discuss why they need TA and or a how a Planning Grant would help them incorporate Transitional Rent in BHSA housing interventions to scale that existing Flex Pool or address other challenges.

**00:46:05—Glenn Tsang—Slide 19**

Any other questions folks might have?

**00:46:09—Alison Klurfeld—Slide 19**

I think there's one from Lisa from partnership and it's just saying that the funds could be used as part of the reserve for the flexible. Lisa are you asking maybe just like what does that look like, or since it's not paying rental subsidies...I'm just not sure we understand your question. Oh, just confirming. Yeah, part of the part of the financial reserve.

**00:46:09—Glenn Tsang—Slide 19**

You know, Alana, are you online still? You might be able to answer that one better. Hate to put you on the spot. Or we can take that back. It's about the use of the BB planning grants being used for like landlord mitigation or as a reserve. Alana, can I kick that one over to you? And yeah, sure, taking offline if need be.

**00:46:55—Ilana Rub—Slide 19**

No, it's fine. Yes, the Planning Grant funding would be intended to be for, for you know, state operative and administrative costs. So essentially it would be all aligned for the

administrative and Planning Grant work. But this funding would not be directly eligible to be used for rental assistance or other housing services.

**00:47:25—Glenn Tsang—Slide 19**

Thanks Alana. Another question about CalAIM Providing Access and Transforming Health Initiative (PATH) CITED. We, we would probably wait and see, you know, again that other stream of past sighted funding, we'd want to see what the applications come in and how the potential uses are to see how they line up. So, we don't have guidance on that as of yet.

**00:47:54—Alison Klurfeld—Slide 19**

But one thing I'll flag is we intentionally rate like the budget is non-binding. One of those reasons, right? Like the eligible and ineligible cost that's going to stay the same. But because of that path cited, right, you don't know yet what you're going to get funded for. There might be some overlap. So that's one of the reasons, for example, that the budget is non-binding even though the eligible and ineligible uses stay the same. So basically like you can change the budget depending on your path cited as long as it stays within that.

**00:48:23—Glenn Tsang—Slide 19**

The budget for here is really to give us a sense of how localities intend to use the BB dollars. All right, great questions folks. Again, these slides will be posted to the website shortly following this webinar. Again, just keeping it open. If other folks have questions, please feel free to come off mute. This is really your time to ask, you know myself, other DHCS colleagues, and our faculty here, any questions you have on flex poles, be it about the model, no bad questions here whatsoever, or the TA. I think there was a question about what if.

**00:48:23—Glenn Tsang—Slide 19**

I think there was a question about what if. What if our county behavioral health or Medical Managed Care Plans are interested in participating in the Flex Pool? You know, would that preclude us from receiving TA? I would say having both partners is preferred and makes you a stronger applicant, but only one of the two is required. I'll also just say an ad that, you know, we understand that perhaps those partners, again to my earlier point, might be curious about the Flex Pool, but unsure how they're how they would function in the Flex Pool, recognizing there's more than one type of model of Flex Pools. But if they're at the table and they're wanting to learn with the potential of participating, I would highly encourage that as well too.

**00:50:27—Glenn Tsang—Slide 19**

So, this is not, you know, a Flex Pool for the TA. This is not saying, like they all have to be participating in the Flex Pool and have committed dollars. But I think it's also saying, yeah, they're interested. They want to be at the table and understand how to, for example, administer Transitional Rent through it. They're just not sure how.

**00:51:04—Whitney Lawrence—Slide 19**

Jesse Ferguson, aren't you supposed to be on vacation right now? That's a good question, though. We still want, Allison/Glenn, that kind of like very specific letter of support from the maybe like the behavioral health arm of HHSA if they're a super agency.

**00:51:20—Alison Klurfeld—Slide 19**

I think I'd want, I mean, we'd want to see their, they don't have to be the lead, but they, you know, if it's showing that there's, you know, maybe it's showing, you know, maybe you have one team member who is from that part of, you know, from that part of the agency, or maybe it's the kind of sub director or you know, leader under that that team would be helpful. You want to show their support in some way, I think, but I don't know that you need a separate letter of support if it's from the same agency, as long as they're participating actively.

**00:52:03—Glenn Tsang—Slide 19**

Another question from Dylan, will applications be prioritized based on whether the applicant is standing up a new Flex Pool or expanding the existing Flex Pool? I'd say not necessarily. Allison, Mark, Whitney, please feel free to speak over me. I think we're going to look at like the TA needs mostly and who's at the table and you know what's the again as DHCS we're rolling out some major initiatives with Transitional Rent and then the BHC housing intervention. So, we do have a strong focus on the potential uses of those within a given Flex Pool. But again, I would probably go back to saying that it really would depend on the TA needs there and the commitment from partners perhaps too.

**00:52:41—Glenn Tsang—Slide 19**

Another question, is there a minimum number of partners under the Flex Pool regional approach besides behavioral health? No, the answer is no on that. Again, just going back to the application, we just want at least one of the county behavioral health or the medical managed care plan as part of it. That would be the minimum there and assuming for regional approach that might be smaller rural counties, for example.

Please, please highlight that for us. And you know, we're very interested in like how a model would work in those kinds of localities too. Hence, a great opportunity for TA.

**00:52:41—Glenn Tsang—Slide 19**

Are DSS agencies being operators of Flex Pools? Allison, Whitney, Mark, I kicked that one over to you.

**00:53:42—Alison Klurfeld—Slide 19**

I think they could be. Most of the examples we've seen are county behavioral health, y either like homeless or housing departments. There are some CoCs that do it. There was one MCP one that's they sort of changed format. So, I haven't seen it yet, but that doesn't mean they couldn't. It's more about right. It's not so much who can as sort of who, who will and who brings that in their homeless services and that capability and expertise.

**00:53:42—Marc Trotz—Slide 19**

Yeah, I would just add if there's energy within that department and you know a leadership capability, there's certainly nothing wrong with it. And there may be, they may, there may be some flexible funds that they can add in and then reach out to the behavioral health entity as well as the MCPS.

**00:53:42—Glenn Tsang—Slide 19**

And for operators, that could also be a great point of emphasis for TA too. I think the main thing is like how quickly the operator can push dollars out some landlords, for example, that would be a key driver. And who's the most functional operator for your area too?

**00:55:03—Glenn Tsang—Slide 19**

Another question, with Transitional Rent being for up to six months per demonstration. Could housing assistance funds be used to cover rental subsidy for a longer period of time, both being managed through the Flex Pool? Not sure if I'm totally following that question about housing assistance funds. Allison, do you have a, a sense on that?

**00:55:03—Alison Klurfeld—Slide 19**

I wonder Eugene, if you're asking about like what can I do with this planning agreement versus what can I do with other money? So as Alana said with this Planning Grant, we can't pay rent with it in this funding. It's it's for kind of more of those like startup and operating costs and technology and consultants or staff, right. This money through this



RFA is not designed to be housing assistance. It could also be reserve, but not housing assistance.

**00:55:53—Alison Klurfeld—Slide 19**

However, I think the idea you might be asking about is that the Transitional Rent, the goal of the department as I've heard it is to, to have many folks move from Transitional Rent to BHSA housing assistance for rental subsidy for a longer period. And then a Flex Pool could be one way to write like to operationalize that, but it's not the only way. So that's what I think maybe clarifies that. So, it's a great question, maybe not specific to this money, but more general money.

**00:56:22—Whitney Lawrence—Slide 19**

Yeah, sorry, just to say that again, like in another way Eugene, if that is what you're asking- a Flex Pool is a great sort of like vehicle to sit and do that little trick where you're turning off 1 funding string faucet and turning on another funding string faucet. It's sort of like one of the beautiful use cases of a Flex Pool. And that could be Transitional Rent into BHSA money. If you have both of those monies playing in the Flex Pool, it could be Transitional Rent to beautiful other funding source that you have in your Flex Pool. But that's sort of like exactly the problem, one of the problems it's meant to solve.

**00:57:11—Glenn Tsang—Slide 19**

There's one last question. Did I hear correctly that it was only 10 applicants in the state? Does that mean one would cover more than one county? Potentially. You know, there could be, you know, like it's like the regional approach, for example, that covers, you know, multiple counties. Again, you know, I, I'd say work with your local partners, identify who would be the Lead Entity to submit the application. Once we start in taking the applications, we will assess the volume of applications we have. If there's strong interest, you know, hey, yeah, that's great. And we will, we will talk about that when the time comes, when the applications come in.

**00:57:55—Alison Klurfeld—Slide 19**

And just to clarify, like these Flex Pools, who's selected it, it won't cover all of California, right? here's sort of, you know, I think, and you don't need to have like you don't need us. You, if you, let's say, you know, you apply, you don't get selected like that's too bad. But you can still do a Flex Pool, right? It's, it's, this is just sort of one opportunity to help advance this, this concept that the state is doing. And there may well be other Flex Pools both during and after that that people are able to do.



**00:58:28—Glenn Tsang—Slide 20**

All right, one minute left. Can we go to the next slide, please? So just a quick plug for folks here that thank you for staying on. I, I realize some folks dropped off on Wednesday. We will be having a webinar on Volume 2 of the Community Sports Policy Guide that'll cover, you know, all of the refinements we've made and that including the new Transitional Rent as well. And then on Friday that'll cover the other Community Supports for Volume 1. So, two webinars there, you know, please look at the links. Encourage you all to join.

**00:59:04—Glenn Tsang—Slide 21**

Next slide, understanding there might be more questions, please feel free to reach out at flexibles at dhcs.ca.gov and please visit our Housing for Health website for more information. That said, I think we're right at time. Mark, Allison, Whitney, thank you so much. Do you have any parting words for folks?

**00:59:28—Alison Klurfeld—Slide 21**

It's exciting to see you here, right? We, I mean, we can do this! This is this is my one plug. We can do this together and you can do this! You can do this with us! You can do this without us! There's a lot of different ways to do it, right? Because you have a big task ahead setting up Transitional Rent and BHSA, but like we're going to house some people and we're very excited about that.

**00:59:28—Glenn Tsang—Slide 21**

Sounds great. Thank you everybody. Thank you for your time.

**00:59:53—Alison Klurfeld—Slide 21**

Looking forward to seeing your applications and if you stay on, I'll put the links in the webinar in the chat for the next one super quickly for the for those webinars, give me one second. Well, I'll try and do it. We'll see if that works. Ok, those webinars are in.