

Deutsche Bank Community Development Finance Group



Deadline to Apply: Thursday, September 8, 2022, 5 PM ET

Deutsche Bank's Supportive Housing Acquisition and Rehabilitation Effort (SHARE) - Round 9

Request for Proposals (RFP)

Executive Summary

Homelessness continues to be a crisis in New York City. In recent months both New York City and State leaders finalized their budgets and plans to address this crisis. At the State level, the plan includes support for creating or preserving 10,000 homes with support services for vulnerable populations. The City's Blueprint, Housing Our Neighbors, includes commitments to accelerate the creation of supportive housing, completing 15,000 units for NYC 15/15 two years early. The City and the State continue to prioritize and fund their commitments to finance permanent housing for those experiencing homelessness and recognize that the private sector plays an important role in addressing homelessness in New York City. With the launch of Round 9 of the Supportive Housing Acquisition and Rehabilitation Effort (SHARE), Deutsche Bank seeks applications from permanent supportive housing providers in New York City who need predevelopment support for their brick-and-mortar projects.

Deutsche Bank first established DB SHARE in 1998 as a resource to expedite the production of new, permanent housing for the homeless with special needs within New York City. Through the first 8 rounds of the program, 72 organizations received awards, and their work has led to:

- the creation or rehabilitation of **over 9,700 units** of supportive housing,
- significantly **increased capacity** of New York's supportive housing providers to meet the needs of the most vulnerable among us, and
- savings to the city, state, and federal governments in excess of an estimated **\$100 million annually** due to reductions in time spent in homeless shelters, inpatient psychiatric hospitals, state prisons, and other health and criminal justice systems.¹

In recognition of the magnitude of the homelessness crisis in New York City, Deutsche Bank has continued to commit resources towards expanding services and developing long-term strategies to secure permanent housing for New Yorkers. In 2019 Deutsche Bank, co-founded a collaborative to address family and youth homelessness in New York

¹ CSH, "Supportive Housing Research FAQs: How Does Supportive Housing Affect Tenant Service Utilization?" <http://www.csh.org/wp-content/uploads/2011/11/ServiceUtilizationFAQFINAL.pdf>; based on estimated \$16,282 in annualized savings per tenant.



City, with the goal of making homelessness rare, brief, and non-recurring. In 2020 and 2021, amid the COVID-19 pandemic, Deutsche Bank continued its support by reaffirming its commitments to supportive housing and homeless services through its philanthropic and lending efforts. Deutsche Bank also continues to support efforts to incorporate the voices of those with lived expertise into decision-making and design of programs that serve those experiencing homelessness.

Building on Deutsche Bank's strength in supportive housing and the continuation of the City and State's commitments, Deutsche Bank is pleased to announce DB SHARE 9: a \$3.75 million commitment over the next three years to support both proven and new innovative efforts to provide permanent solutions to homelessness.

SHARE Program

We are now requesting the submission of Proposals from supportive housing developers seeking early stage, pre-development support for new, adaptive reuse, and rehabilitation brick-and-mortar projects that add units with services to the market. Possible uses of the funds include but are not limited to:

- project management,
- site options and acquisition,
- design and space programming to meet needs of population served (i.e. programming for staff space, community space, or universal design elements),
- environmental assessment,
- costs associated with adopting an energy efficiency design, and
- developing community support strategies and service program methodologies.

The DB SHARE award is a three-year award comprised of both grants and recoverable grants. Each awarded organization will receive \$125,000 a year for three years, consisting of an \$85,000 project specific grant and a \$40,000 recoverable grant. These amounts may vary at the discretion of the Deutsche Bank Americas Foundation. It is estimated that 10 awardees will receive a DB SHARE 9 award.

All recoverable grants are made general recourse to the awardee. Deutsche Bank expects the developers to manage the level of risk associated with using the recoverable grant proceeds and will expect developers to repay the recoverable grant amounts regardless of each particular project's outcome. Each recoverable grant disbursement will effectively have a three-year maturity date.

Note: As a condition of the award, awardees will be required to enter into a Recoverable Grant Agreement and Promissory Note governing the repayment of the recoverable grant portion of the award. DB requires a signed board resolution authorizing the awardee to enter into the agreement prior to disbursing funds.



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Eligibility

In order to compete for funding under DB SHARE 9, applicants must meet the following eligibility criteria:

- The organization must use funding for proposals to create permanent supportive housing.
- The organization must have a history of sound financial management.
- The organization must have proof of New York State not-for-profit and tax exempt (501c3) status.
- The organization and the proposed development must be located within the five boroughs of New York City.

Proposals will be most competitive if the applicant has obtained (or is very near to obtaining) site control. The proposed development must have a not-for-profit organization in the ownership structure. Proposals should evidence resources (e.g., land, funding, development partnerships, etc.) that have been committed or are very likely to be committed in support of achieving plan objectives.

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How to Apply

All proposals MUST be submitted electronically by **5:00 PM ET on Thursday, September 8, 2022** to lisa.talma@db.com. Please include in your subject line “SHARE 9 RFP response from [your organization name]”. All applications should be limited to 5-6 pages, excluding attachments. It is preferred for applications to be in a single PDF file.

Proposals must meet the following format to be accepted:

A) General Information

1. Name and address of organization
2. Executive Director/CEO (name, phone, email)
3. Project contact person (name, title, phone, email)

B) Organization and Program Information

1. Mission statement of the organization
2. Brief history of organization, populations served, total number of units developed and under management, and notable projects and successes (½ page)

C) Project Proposal Information

1. Project summary (maximum ½ page). Applicants should highlight the project's best practices, innovation, and design quality.
2. Project proposal, including details of site control, the status of any negotiations with private or public entities for financing or service contracts (1 ½ page)
3. SHARE 8 Project budget totaling \$375,000: uses of \$85,000 grant and \$40,000 recoverable grant per year for years 1-3, and sources of \$40,000 recoverable grant repayments each year for years 4-6 (1 page)
4. Total project development budget

D) Attachments

1. Organization's current operating budget
2. Organization's most recent audited financial statement
3. A list of members of organization's board of directors (including board titles, and professions or affiliations)
4. Equity and Inclusion Statement: Provide a description of how your organization advances racial equity in our society through its work. If there



are other intersectional equity issues that your organization prioritizes (class, gender and gender identity, sexual orientation, geography, immigration status, veteran status, disability, or others) please discuss those as well. In addition, please discuss how your organization advances equity internally within the organization, including how it represents the diversity and lived experiences of the people it ultimately serves at each of the three levels of the organization – **board**, **senior management**, and **staff**.

Proposals may include requests for support of more than one project, but the project-specific information requested above must be provided for each proposed project.

If you have any questions, please contact **Lisa Talma** at lisa.talma@db.com.

Deutsche Bank is proud to continue to support the work of supportive housing providers and to strive to meet the challenge of homelessness in New York. We look forward to reviewing your proposals.

