

2026 Dane County Overflow and Outreach RFP

Health and Human Needs Committee Update

DCDHS - HAA



The 2026 Appropriation

- The 2026 operating budget includes \$440,000 for homeless outreach and potential shelter overflow operations.
- Operating amendment included requirement to review RFP with Health and Human Needs Committee (HHN) and bring final agency contract forward for County Board approval.



RFP Considerations and Process

- ▶ Community need
- ▶ Funding limitations
- ▶ RFP Proposal
- ▶ Expected Challenges
- ▶ Timeline
- ▶ Questions?



The Community Need

The new Bartillon men's shelter brings great opportunity but also new challenges

- Bartillon has a capacity limit of 250 individuals
- Zeier Rd temporary men's shelter nightly average of 333 guests in 2025
 - The December 2025 average was 340, with a high of 369 on 12/29

We expect Bartillon will change how shelter is used, but we also assume demand will exceed the new supply

- This gap creates a need for “overflow” shelter capacity
- Without overflow shelter, we may see increased unsheltered homelessness creating a need for greater street outreach capacity



Available Funding

The County allocated \$440,000 in 2026 to help meet this expected need.

Funding is critical, however, total is not enough to fully fund overflow shelter AND street outreach.

- The County is contributing \$1,433,980 to Bartillon shelter, helping support an overall operating budget of at least \$3.5 million
- In 2024 the County used American Rescue Plan (ARP) funding to contract for Street Outreach Services (including 3.45 FTEs) for \$353,479



The Proposed RFP

DCDHS – HAA staff recommends emphasizing overflow shelter for funding in the RFP.

- ▶ The most essential need is a safe and warm place to sleep during cold weather months for health and safety
- ▶ Street outreach is most appropriate for folks who are unaware of, do not want, or are barred from shelter
- ▶ The best way to reduce the demand on street outreach in 2026 is to increase shelter capacity

The proposed RFP therefore prioritizes:

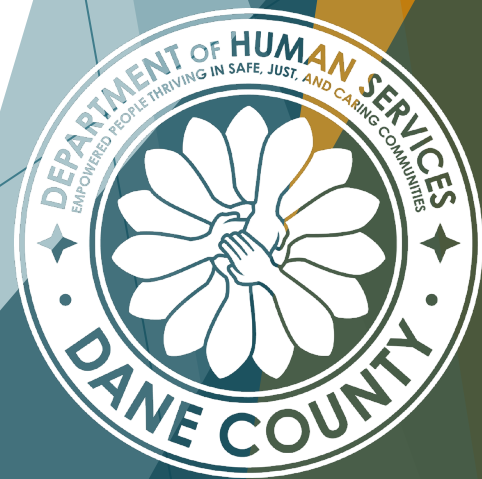
- ▶ Cold-weather men's nighttime overflow emergency shelter(s)



Cold-weather men's nighttime overflow emergency shelter

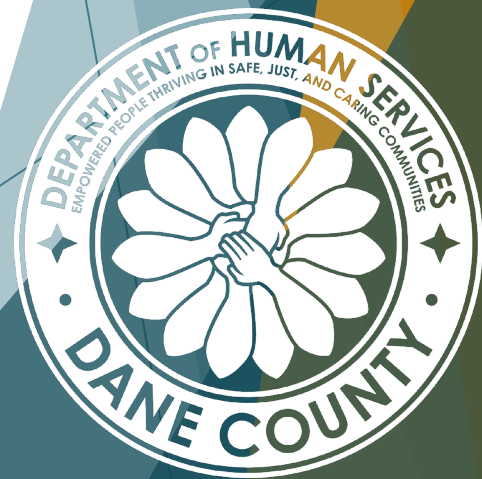
Acceptable RFP responses are not limited to shelter but must meet minimum shelter expectations

- ▶ “Cold weather” – The shelter(s) will operate minimally from November – March
- ▶ “Overflow” - Goal is to maximize availability (beds and nights)
 - ▶ Minimum of 80 nightly beds during operating season
- ▶ Applicants must secure the shelter location(s) using available funds
- ▶ We are seeking applicants who can bring additional resources (eg agency fundraising, grants, volunteers, etc)
- ▶ Strong applicants extend the period of available nighttime shelter beyond the minimum and/or also provide street outreach services



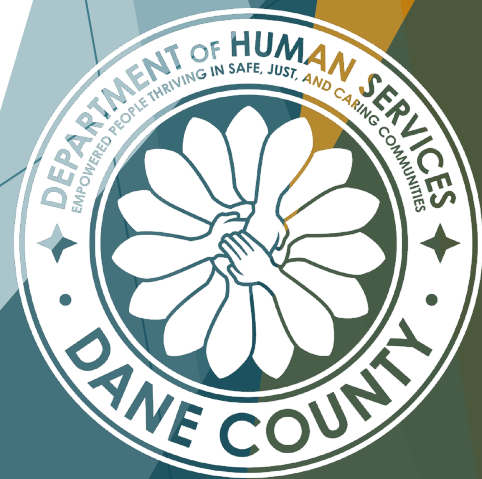
Additional Needs and Expectations

- ▶ Offer ADA accessible space.
- ▶ Offer space that accommodates service and companion animals.
- ▶ Manage shelter availability and intake process.
- ▶ Coordinate with other shelters (especially the Bartillon Men's shelter), street outreach providers, and other community partners to facilitate overflow shelter referral and access, improve general system flow, and support positive exits from homelessness.
- ▶ Provide for basic needs resource navigation and connection as provider capacity allows (E.g. referrals to daytime community resources such as The Beacon Day Resource Center and other community supports for showers, laundry, meals, housing navigation, health care, etc.).
- ▶ Inform clients of PROVIDER shelter and grievance policies pursuant to section 30.04 of the Dane County Ordinances (<https://danedocs.countyofdane.com/pdf/ordinances/ord030.pdf>), and process to file a general complaint with Dane County.



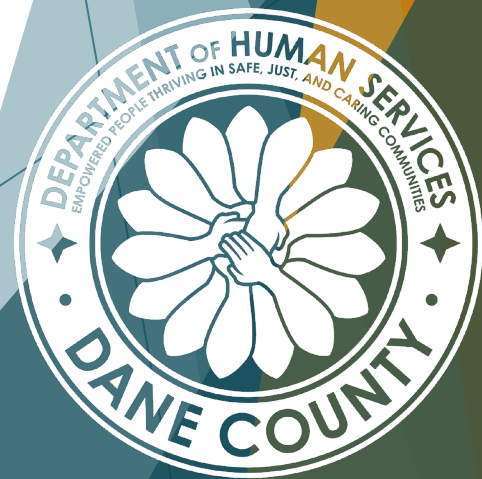
Additional Needs and Expectations, Con't

- ▶ Develop policies and procedures for the provision of services
- ▶ Adhere to Homeless Services Consortium (Dane County/Madison Continuum of Care) Written Standards where applicable and to the greatest extent possible.
- ▶ Participate in relevant Dane County Homeless Services Consortium meetings including the Shelter Services, Outreach, and PIT Committees.
- ▶ Participate in relevant case conferencing meetings. For example Outreach Case Conferencing, Homeless/Housing Services and Behavioral Health Consult, etc.
- ▶ Maintain service records utilizing the Homeless Management Information System (HMIS) and maintain a data quality rating of 95% for overflow shelter and 90% for outreach services with a timeliness standard of 6 days for program entry and 60 days for program exits.
- ▶ Ensure adequate training and onboarding of all staff providing client services, including training trauma-informed care, low-barrier shelter best practices, best practices for serving underserved populations, mental health first aid, harm reduction, motivational interviewing, de-escalation and conflict resolution.



Additional Needs and Expectations, Con't

- ▶ Adhere to all reporting requirements requested by the Dane County contract manager during the course of the contract.
- ▶ Participate in regular meetings and contract monitoring as requested by the program's Dane County contract manager.
- ▶ Make arrangements for the client to receive services in their primary language and/or to accommodate any visual or auditory impairment a client may have.
- ▶ DCDHS HAA anticipates that the amount of funding available for these services from Dane County is not enough to meet the operational need in our community. Agency partnerships are encouraged when applying, and agencies are encouraged to pursue additional sources of funding and support to augment their program budgets.



Expected Challenges

These include:

- ▶ Limited funding
- ▶ Seasonal operations
- ▶ Securing a location
- ▶ Short implementation timeline



Additional Needs and Expectations, Con't

The priority for budgeted funds is the successful funding and operation of a seasonal overflow shelter operation.

In the event that program is fully funded and operational, funds awarded to the successful applicant(s) from this RFP may also be used to support outreach services provided by the applicant, if applicable.

Outreach services are defined as services to support households living unsheltered in Dane County (i.e. not in shelter, typically in cars or in other places not meant for human habitation.)

If outreach services are contracted for, successful applicants will:

- ▶ Connect with unsheltered households in Dane County to assist with accessing shelter and/or permanent housing, as well as critical supports to assist households with meeting basic and emergency needs.
- ▶ Examples of services include, but are not limited to:
 - ▶ Basic needs support
 - ▶ Resource connection
 - ▶ Housing case management
 - ▶ Behavioral health supports
 - ▶ Peer Services



Timeline for a November Start

- ▶ February release RFP
 - ▶ Possible Vendor Conference
- ▶ March review responses
 - ▶ Possible Vendor Interviews
- ▶ End of April notify recipient
- ▶ May contract negotiations
- ▶ June route and execute the contract
- ▶ August contract starts
- ▶ November shelter operations begin



Questions?

