Financially Assisted Agencies FY 2022 – 2024 Bidder's Conference

March 24, 2021

Palm Beach County Community Services Department





WELCOME

Please put questions in the chat This meeting is being recorded



FAA Homelessness NOFO Bidders Conference March 24, 2021 10:00am – 12:00pm

AGENDA

- 1. Welcome Wendy Tippett, Director of Human Services
- 2. Timeline, Proposed Strategies & Priorities, Logic Model & Application Tips Meghan Parnell, Manager of Planning and Evaluation
- 3. Budget Thomas Eaton, Fiscal Manager I
- 4. WebAuthor Application Process Jade Green, Grants Contracts Coordinator
- 5. Questions & Answers



Overview of Homelessness Guidance

Meghan Parnell, Manager of Planning & Evaluation



FAA Funding Cycle

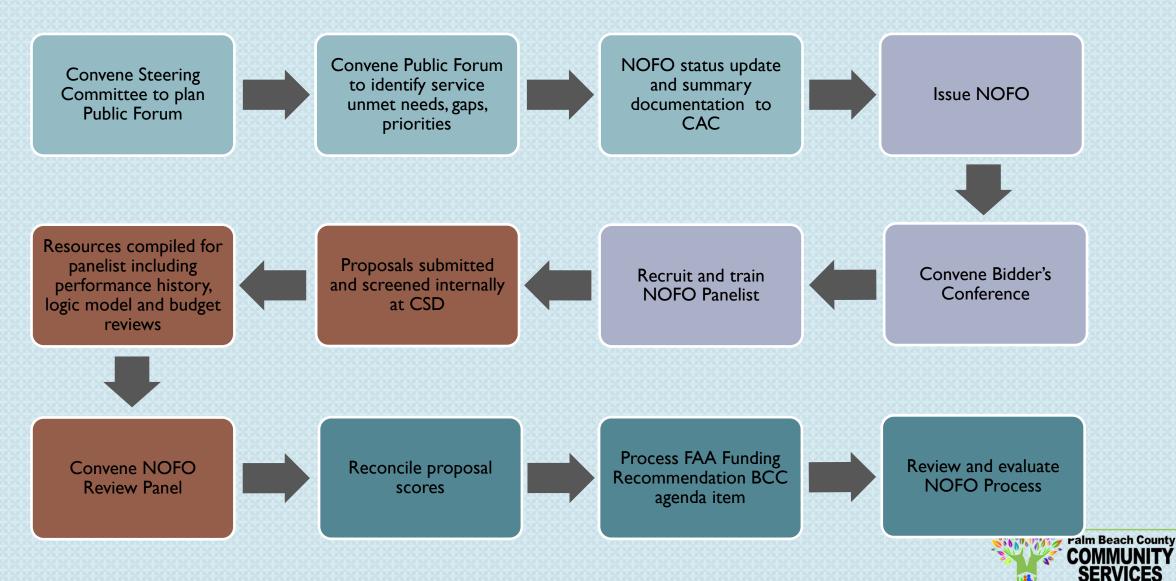
FY 2022 NOFO Category: Homelessness

<u>Subcategories</u>: Domestic Violence, Seniors, Special Needs

FY 2022 – 2024 Oct 1, 2021 – Sept 30, 2024



FAA NOFO Process



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CONE OF SILENCE

This NOFO includes a Cone of Silence. The Cone of Silence will apply from the date the NOFO is due, which is April 20, 2021, until the final FAA contracts are approved by the Board of County Commissioners.

Respondents are advised that the "Palm Beach County Lobbyist Registration Ordinance" (Ordinance), a copy of which can be accessed at: <u>http://www.pbcgov.com/legislativeaffairs/pdf/Lobbyist_Registration_Ordinance.pdf</u>

is in effect. The Respondent shall read and familiarize themselves with all of the provisions of said Ordinance, but for convenience, the provisions relating to the Cone of Silence have been summarized here. "Cone of Silence" means a prohibition on any non-written communication regarding this RFP between any Respondent or Respondent's representative and any County Commissioner or Commissioner's staff, any member of a local governing body or the member's staff, a mayor or chief executive officer that is not a member of a local governing body or the mayor or chief executive officer's staff, or any employee authorized to act on behalf of the commission or local governing body to award a contract. A Respondent's representative shall include but not be limited to the Respondent's employee, partner, officer, director or consultant, lobbyist, or any, actual or potential subcontractor or consultant of the Respondent.

The Cone of Silence is in effect as of the submittal deadline. The provisions of this Ordinance shall not apply to oral communications at any public proceeding, including pre-bid conferences, oral presentations before selection committees, and contract negotiations during any public meeting. The Cone of Silence shall terminate at the time that the BCC awards or approves a contract, rejects all proposals or otherwise takes action which ends the solicitation process.

Ethics Commission

If anyone has a question regarding ethics they should not be addressed to our department, but should be addressed directly with the Ethics Commission – <u>http://www.palmbeachcountyethics.com/</u>



FINANCIALLY ASSISTED AGENCIES FY2022 – 2024 Notice of Funding Opportunity TIMELINE

Schedule of Events — 2021

February 11 / March 11: Citizens Advisory Committee on Health and Human Services (CAC/HHS) information update on NOFO process

March 22: NOFO available for the Public

April 20 – 12:00 PM NOON: PROPOSAL SUBMISSION DEADLINE

May 18 – 20: Review Panels meet to review and score proposals. Panelists in person; public can attend virtually. Homelessness – May 18th & 19th Subcategories – May 20th

- May 24 28: Staff reconciles review panel rankings and funding availability to develop recommended allocations
 - June 10: Funding recommendations posted on FAA website after CAC/HHS meeting
 - June 21: Final date to file a Funding Grievance

September 14, 2021: BCC Contract Approval



Funding Available

FY 2022 Allocation \$1,945,988 *

- Homelessness \$1,127,573
- Domestic Violence & Sheltering Subcategory \$421,234
- Seniors Subcategory \$144,047
- Special Needs Subcategory \$253,134

* Funding availability/recommendations are subject to BCC approval



Proposal Components

- Project Narrative: (25 points)
 Description of client/population served
 Description of Organization
 Specific questions related to priority areas
- 2. Evaluation Approach: (15 points) Complete Logic Model- New ROMA Logic Model Use of Program Evaluation
- 3. Prior Outcomes and Response to Community Data (10 points) Discussion of Prior outcomes Respond to Community Data
- Data Management (10 points)
 Quality data collection, data entry and reporting
 Use of data to inform program changes

- 5. Partnerships, Resources and Collaboration: (20 points) Relationship to larger system of care Formal partnerships Address need after funding ends
- Budget: (20 points)
 Follow directions in the budget template.
 Unit cost service description and Unit cost of service.
- 7. Scope of Work Target Population Overview Services



HOMELESSNESS

Strategy:

- a. Permanent Supportive Housing or Rapid-Re Housing with Housing-Focused Case Management
- b. Permanent Supportive Housing or Rapid-Re Housing in Western Communities Western communities are defined as communities west of 20-Mile Bend (Intersection of State Road 80 and State Road 880)
- c. Homeless Prevention programs that provide financial assistance

Required Outcomes:

- Rapid Rehousing 80% of clients exit to Permanent Housing locations and % of clients that do not return to homelessness
- Permanent Supportive Housing % of clients exit to Permanent Housing locations and % of clients that do not return to homelessness
- > Prevention % of individuals who maintain their housing after receiving financial assistance for 6 months or more



DOMESTIC VIOLENCE AND SHELTERING – SUBCATEGORY

a) Emergency Shelter to Rapid Re-Housing Programb) Emergency Shelter

Required Outcome:

Provide a transition from emergency shelter to housing resulting in 80% of clients exiting to safe violence free housing



SENIORS – SUBCATEGORY

a) Permanent Supportive Housing/Rapid Re-Housing for Homeless Seniorsb) Homeless Prevention that provides financial assistance for Seniors

Required Outcomes:

% of individuals who maintain their housing after receiving financial assistance for 6 months or more

% of individuals who move from homelessness into permanent housing and maintain housing for 6 months or more



SPECIAL NEEDS – SUBCATEGORY

a) Housing (Group Homes) for individuals or families with documented disabilities to prevent homelessness

Required Outcome:

% of residents that achieve at least one (1) goal from their plan during the program year.



REQUIREMENTS

Homeless and Housing Alliance (HHA) Agencies that are awarded funding will be expected to participate in coordinated entry in collaboration with the Continuum of Care Homeless and Housing Alliance. Any agency receiving FAA funding will be expected to adhere to the Standards of Care for their component as adopted by the Palm Beach County Homeless and Housing Alliance. Funded agencies must also become a member in good standing of the Homeless and Housing Alliance within the first year of their project. To qualify as a member in good standing organizations must meet the HHA attendance requirements - 60% attendance at the general HHA meetings and 70% attendance at sub-committee meetings as defined in the HHA Bylaws, Article 3, Section 2 found at www.hhapbc.org.

Homeless Management Information System (HMIS) All agencies awarded FAA funds must participate in HMIS. All clients served with FAA funds must be entered into HMIS. Funding requires that all clients served be entered and exited in HMIS during the applicable fiscal year. Agencies must execute the required partner and user agreements with Palm Beach County and must participate in the data sharing of HMIS on an ongoing basis throughout the term of their FAA contract in order to maintain eligibility for reimbursement. Provisions are in place within HMIS to protect client confidentiality, yet still report statistical data. Domestic Violence Agencies are exempt from this requirement and will be required to enter into SAMIS.

Participate in Annual Point in Time Count (PIT) and Housing Inventory Chart (HIC) The point in Time Count is an annual count of those experiencing homelessness on the streets and in shelters. The PIT is a community wide undertaking that requires a large amount of volunteers and coordination to accomplish the goal of accurately counting all unsheltered homeless in Palm Beach County.

Non Profits First Certification-County recognizes the certification process for nonprofit agencies through Nonprofits First: www.nonprofitsfirst.com. Non-Profits First Certification may be exempt for agencies that provide documentation of certification from another funding or oversight body recognized by their industry or if their agency has received two (2) consecutive monitoring reports from FAA with no findings. Exemptions must be requested and approved by the Department of Community Services each contract year. **Requests for exemption must be indicated in the proposal Cover Page- Non Profits First section.** All non-exempted agencies contracting with the County will be required to maintain certification or be certified within 18 months of their initial contract date.



Priority Area Score

The Review Panel will rank all proposals based on how critical they deem the program is for the system of care.

The <u>SCORE</u> awarded to a proposal is reflective of how competitive the proposal is.

The <u>RANKING</u> of the proposals is reflective of how imperative and critical the services are to ensure availability and access.

Please review the ranking guide in the NOFO



Ranking Guide and Process

- Please review the ranking guides in the NOFO for each of the categories.
- There is a separate guide for Homelessness, Domestic Violence and Sheltering, Seniors and Special Needs
- Each application will be scored and ranked.
- The proposals considered the most critical to the system of care will be ranked #1. All proposals will be ranked.
- No two proposals will be ranked the same, as a tie.
- If there are 10 proposals, then the ranking should ultimately have 10 proposals ranked 1 through 10, with 1 being deemed the most critical.



Logic Model

ROMA Logic Model – Please use format found in WebAuthor

Identified Problem, Need or Situation	Service or Activity	Outcome General statement of results expected	Projected Indicator # to achieve/# to be served; %; time frame	Actual Indicator # achieved/# served; %; time frame	Measurement Tool	Data Procedures	Frequency Data Collection and Reporting
• Clients experiencing homelessness need a safe, affordable place to live	 Rapid Rehousing including housing location, Case Management and Financial Assistance 	 Clients will exit to Permanent Housing locations 	• 80 clients of 100 clients or 80% of clients will exit to a permanent housing location	DO NOT FILL OUT FOR APPLICATION	Output Tool: Outcome Tool:	Who does it? What is the process? Where is data stored?	

Mission: Your Agency Mission



Keys to Creating A Good Logic Model/Evaluation Plan



Read The Description For Each Section



Use Specific & Concise Bullet Points



Provide Only What Is Asked For In Each Section



Tips for a Successful Application

- Read the NOFO 4 times
 - For understanding
 - For requirements
 - For writing response
 - For review
- Make sure to review all of the resource documents that have been posted online
- Make sure that your Partner Letters / MOUs:
 - ✓ Are well-written
 - ✓ Outline the partnership(s) between community agencies as detailed as possible
 - \checkmark Are as updated as possible



Tips for a Successful Application

- Use the total work time allotted to complete your grant application. Do not wait until the last minute to submit.
- Answers should be simple, concise, and to the point, while still informing the reviewer of what your program does.
- While going through your grant application, please keep in mind that this is a highly competitive grant and we often receive more applications than we can fund.



Tips for a Successful Application

- Start as soon as possible and assemble a team
- Review all the questions
- Review the Ranking Guide
- Submit the Application in advance of the deadline in case of technology challenges

If you have questions use the email <u>CSD-FAARFP@pbcgov.org</u> and review the FAQ often on the FAA Website!



Community Services Department Fiscal NOFO Review

Thomas Eaton, Fiscal Manager



Budgets

- Initial Submission with NOFO
 - Project program expenses to the best of your knowledge
 - Include proposed funding for this program and any other proposed or confirmed funding sources that may share the program's expenses
- Update with final award amount at contracting
- Examples on next slide



Budget Template – Program Expenses

Budget Items	Program Name	F	Palm Beach County	Pr	rogram Funder #2	Pro	ogram Funder #3	Tot	tal Program Funding (All Sources)
Program Period: FY 2021			Proposed		Confirmed		Pending		Pending
	TOTAL PROGRAM FUNDING AMOUNT =	\$	129,500.00	\$	45,000.00	\$	17,500.00	\$	199,500.00
Program Expenses	Narrative		<u>Amount</u>		<u>Amount</u>		<u>Amount</u>		<u>Amount</u>
Personnel		\$	89,900.00	\$	25,000.00	\$	10,000.00	\$	124,900.00
Program Manager	Program manager position for community support service. Salary expense is 100% funded by PBC award and includes fringe benefits.	\$	60,000.00	\$	-			\$	60,000.00
Program Assistant`	Program Assistant role is to support the program manager and community educator with daily tasks. This salary expense is 50% funded by PBC award. Total salary expense is \$15,000, with 50% allocated to PBC (\$7,500). (Salary expense does not include fringe benefits)	\$	25,000.00	\$	25,000.00	\$	-	\$	50,000.00
Fringe Benefits - Program Assistant	Fringe benefits expense for Program Assistant. Fringe benefits for this position total (\$1,800), with 50% allocated to Palm Beach County in the amount of \$900.	\$	900.00					\$	110,000.00
Community Educator	Community Educator position is the primary interface with local schools, charities and support groups. Total Salary (including fringe benefits) billed to Palm Beach County = \$39,045. pays .8 FTE	\$	4,000.00			\$	10,000.00	\$	14,000.00

- Simplified and easier to use
- No macros
- Includes clearly defined sections for programmatic and admin expenses
- Will allow for better transparency and understanding of each program



Budget Template – Program Expenses

Program Expenses	Narrative	<u>Amount</u>	<u>Amount</u>	<u>Amount</u>		Amount
Personnel		\$ 89,900.00	\$ 25,000.00	\$	10,000.00	\$ 124,900.00
Program Manager	Program manager position for community support service. Salary expense is 100% funded by PBC award and includes fringe benefits.	\$ 60,000.00	\$ -			\$ 60,000.00
Program Assistant`	Program Assistant role is to support the program manager and community educator with daily tasks. This salary expense is 50% funded by PBC award. Total salary expense is \$15,000, with 50% allocated to PBC (\$7,500). (Salary expense does not include fringe benefits)	\$ 25,000.00	\$ 25,000.00	\$	-	\$ 50,000.00
Building /Occupancy		\$ 27,050.00	\$ -	\$	-	\$ 27,050.00
Programmatic Rent/Lease	*Note: Rent for areas that house admin staff should be listed seperately under admin seciton* Rent expense for Lake Worth facility. Total rental expense for FY16 = \$35,000. Allocation to Palm Beach County award= \$20,000. Remaining \$15,000 will be paid by other operating income.	\$ 20,000.00				\$ 20,000.00
Building Maintenance	Maintenance expense for building XYZ	\$ 3,800.00				\$ 3,800.00
Utilities		\$ 2,400.00	\$ -	\$	1,500.00	\$ 3,900.00
Electric	Electric Utility Services expense for location X	\$ 1,200.00		\$	1,000.00	\$ 2,200.00
Telephone	Telephone expense for landline at location X	\$ 350.00				\$ 350.00
Project Supplies/Equipment		\$ 4,900.00	\$ -	\$	-	\$ 4,900.00
Office Supplies	Office supplies for program staff	\$ 500.00				\$ 500.00
Postage/Shipping	Postage expense for client related mailing	\$ 750.00				\$ 750.00
Equipment Rental	Monthly Equipment rental fee for use of X = \$500 (\$6000 per year). Palm Beach County to cover 50% of this expense (\$3000).	\$ 3,000.00				\$ 3,000.00
Professional Fees		\$ 2,950.00	\$ -	\$	-	\$ 2,950.00
Training	Staff training expense for program/medical/intervention training for client support	\$ 1,500.00				\$ 1,500.00
Travel/Mileage	Program staff mileage reimbursement for client and training related meetings	\$ 1,100.00				\$ 1,100.00
	TOTAL PROGRAM EXPENSES =	\$ 122,300.00	\$ 25,000.00	\$	11,500.00	\$ 158,800.00

Palm Beach County COMMUNITY SERVICES

Budget Template

Administrative Expenses	Narrative								
Personnel		\$ 4,2	50.00	\$-	\$	- \$	4,250.00		
Executive Position #1 (JL)	A 5% allocation of the Executive Director salary expense (including fringe benefits) will be billed to Palm Beach County . Executive Director total salary expense = \$85,000. 5% allocation to Palm beach County = % \$4,250	\$ 4,250.00				\$	4,250.00		
Consulting Fees		\$ 2,9	50.00	\$-	\$	- \$	2,950.00		
XYZ Consultants	Accounting and audit expenses for program. Annual Accounting fee = \$950, Annual Audit fee = \$2,000. Total expense = \$2,950	\$ 2,9	50.00			\$	2,950.00		
	TOTAL ADMINISTRATIVE EXPENSES =	\$7,2	00.00	\$-	\$	- \$	7,200.00		
Administrative % of PBC Award			6%						
UNIT RATE	Insert Unit Rate Amount: \$350/night								
ease Describe Proposed Unit Rate or ed Night Rate Below. Include Detailed alculations of How Rate Was etermined									

- Sheet will tally your program and admin expenses and show what your budgeted % is at
- Will allow us to review and discuss with you any items that may be questionable before approving contracts
- Narratives should be completed for each item with details about the cost to clarify
- Unit Rate/Bed Rate Descriptions



Completing the FAA Homelessness NOFO In WebAuthor

Jade Green, Grants Contracts Coordinator



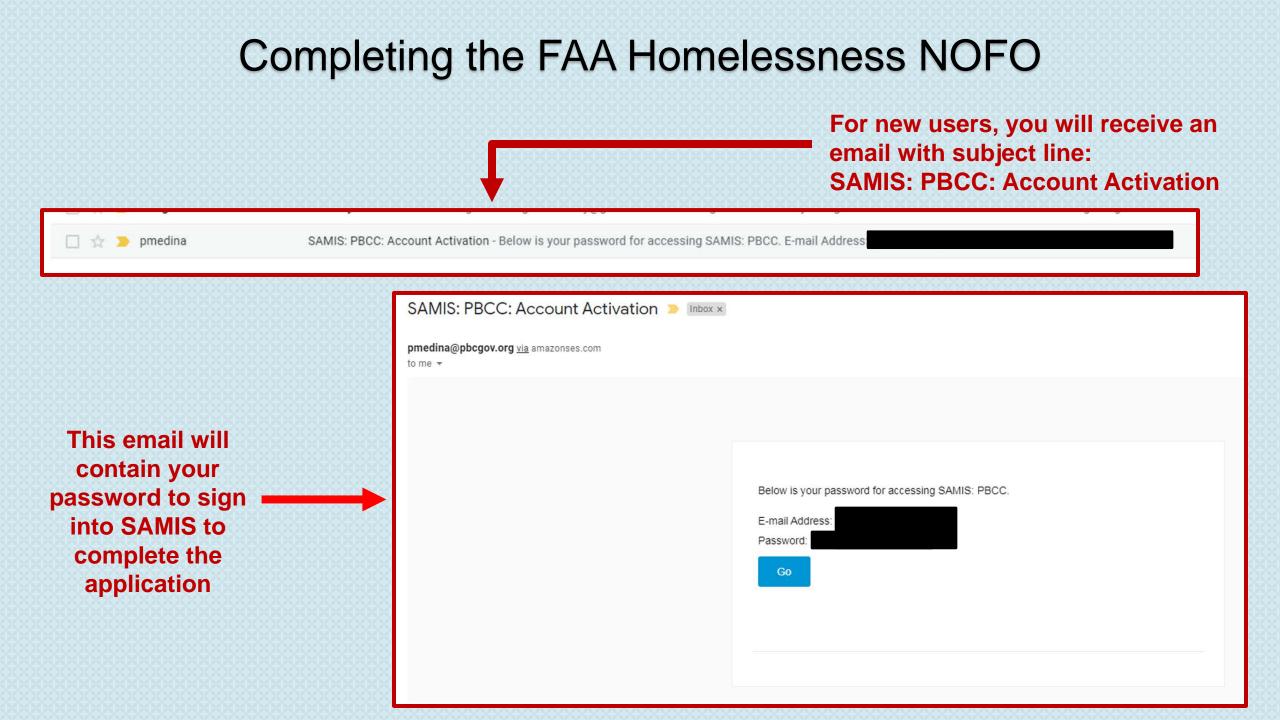
Enter link (https://pbcc.samis.io/go/nofo/) to access NOFO proposal page

Please note there may be other applications on the page so be sure to select the correct application: **FAA Homelessness FY 2022-2024 NOFO**

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If previously submitted an application through SAMIS, you will use the email and password you created to log in under "Existing User." If you are a brand new SAMIS user, you will type in your first name, last name and email under "New User" to begin the process for creating an account. By creating an account, you will be able to return to an application you have started and apply for future grants using your previously created account.



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Definitions

"Affiliate" means, with respect to a party, any entity which directly or indirectly controls, is controlled by, or is under common control with such party.

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asked to

Your password has either expired or is a temporary one. Please enter a new password below to access the system.

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This NOFO requires the displayed password: home2022

Please insert this password at beginning of the application.

This allows the user to return to the application until completion.

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Doing Business As (DBA) *	Please indicate name(s) by which agency is known or does business.	×	II. Evaluation Approach (15 Points)
		×	III. Prior Outcomes and Response to Community Data
Address		×	IV. Data Management (10 Points)
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			×	III. Prior Outcomes and Response to Community Data
	Address		×	IV. Data Management (10 Points)
	Address		×	V. Partnerships, Resources and Collaboration
	City		×	VI. Budget (20 pts)
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Throughout the application, an "*" (asterisk) next to an item indicates that the field is required.

To add another reviewer/editor to the application, go to the "Additional Editors" field in the first section of the application (first page)

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You can select up to two (2) additional editors. Each additional editor must have already registered on the SAMIS system.

Click on the dropdown box to type in the name of the additional reviewer/editor

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		×	III. Prior Outcomes and Response to Community Data
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State	Select State ~		
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Program Name *	No results found		
FAA Required FY 2022 Cover Sheet *	Click <i>HERE</i> to download the REQUIRED FY 2022 Cover Sheet Template. Please upload once you have completely filled it out.		

♥ Proposals + Net		Home / Proposals / Records				
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Throughout the application, there will be several documents that you will be required to download, complete, and re-upload to the application.

Click on the link to preview and download the document. Re-upload the document in the suggested document formats and with the naming convention indicated.

	FAA Required FY 2022 Cover Sheet *	Click <i>HERE</i> to download the REQUIRED FY 2022 Cover Sheet Template. Please upload once you have completely filled it out.	00000
	Homelessness NOFO Information Document	 Please upload your document in the same format as the template: .doc OR .docx OR .pdf Please name your document as such: (Agency Name or Initials)Coversheet_FY22 Choose File 	000000000
****		Click <i>HERE</i> to download a copy of the FY 2022-2024 FAA HOMELESSNESS NOFO Guidance document for reference throughout the application.	00000000

Download the FY 2022-2024 FAA Homelessness NOFO Guidance Document for details on the program and reference throughout the application.

FY2022_REQUIRED_COVER_SHEET.DOC Posted 3/16/21 by Gillian Moxey

Download File

Back

Click here to download the previewed document, then click 'Back' to return to the application

REQUIRED COVER SHEET

1

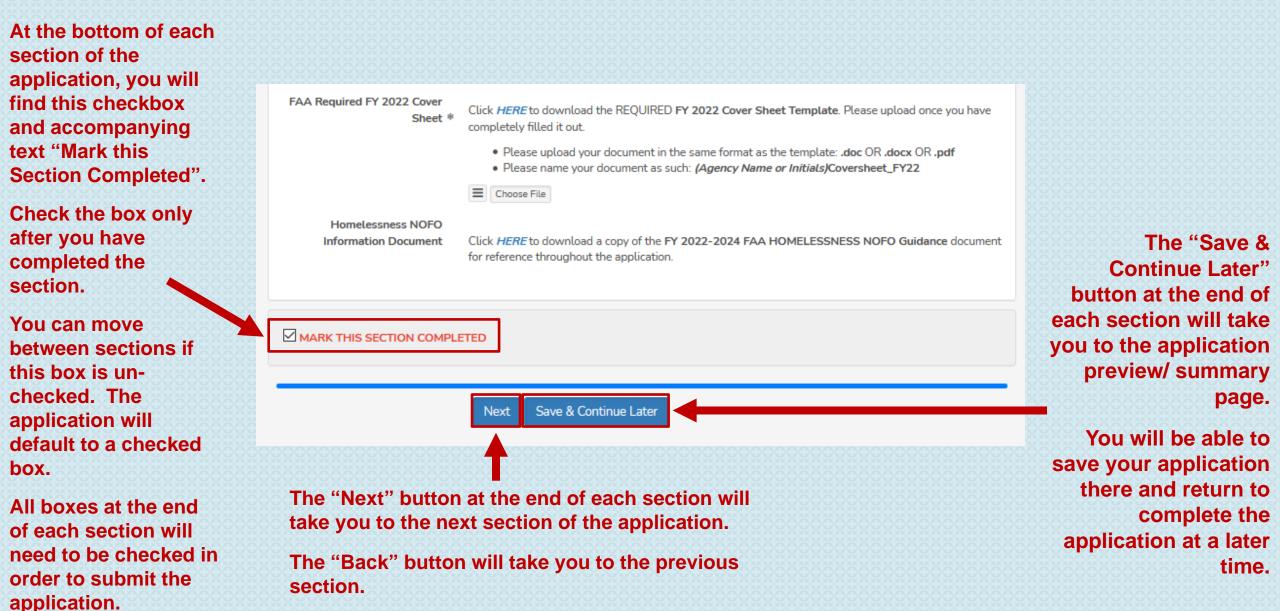


PALM BEACH COUNTY DEPARTMENT OF COMMUNITY SERVICES **FINANCIALLY ASSISTED AGENCIES FY 2022**

PLEASE RESPOND TO ALL QUESTIONS LISTED BELOW: (NOTE: This form is formatted using MS Word, Cambria, and 10pt font)

QUESTIONS:	AGENCY RESPONSES:
ENCY:	
EGORY (identify the service category for posal is being submitted):	
TLE:	
PULATION (include the unduplicated served annually):	

NAME OF AGENCY:	
SERVICE CATEGORY (identify the service category for which the proposal is being submitted):	
PROGRAM TITLE:	
PRIORITY POPULATION (include the unduplicated number to be served annually):	
GEOGRAPHIC AREA TO BE SERVED:	
COMMISSION DISTRICT(S) TO BE SERVED:	
PROGRAM STATUS (existing or new program):	
PROGRAM START DATE (if new program):	
TOTAL PROGRAM BUDGET:	\$
AMOUNT OF FUNDING REQUEST (how much you are requesting in the proposal):	S
UNIT COST SERVICE DESCRIPTION:	
UNIT COST OF SERVICE:	
IDENTIFY IF AGENCY IS CURRENTLY CERTIFIED BY NONPROFITS FIRST: (Yes or No)	



1368 Pending	FAA FY 2022-24 Homelessn	ess Application NOFO	4/20/2021 12:00 PM	27 days 20:13:38
🖸 ID Status Ag	ency Name NOFO/R	₽	Due Date	Time Remaining
— Proposals		•	SECTION	
NOFO Invitation Code	home2022		78%	
Federal ID			V Proposals	
Agency Name			General Contac	ct Information ss Project Narrative (25 Points)
Doing Business As (DBA)	Please indicate name(s) by which agency is known or do	es usiness.	-	pproach (15 Points)
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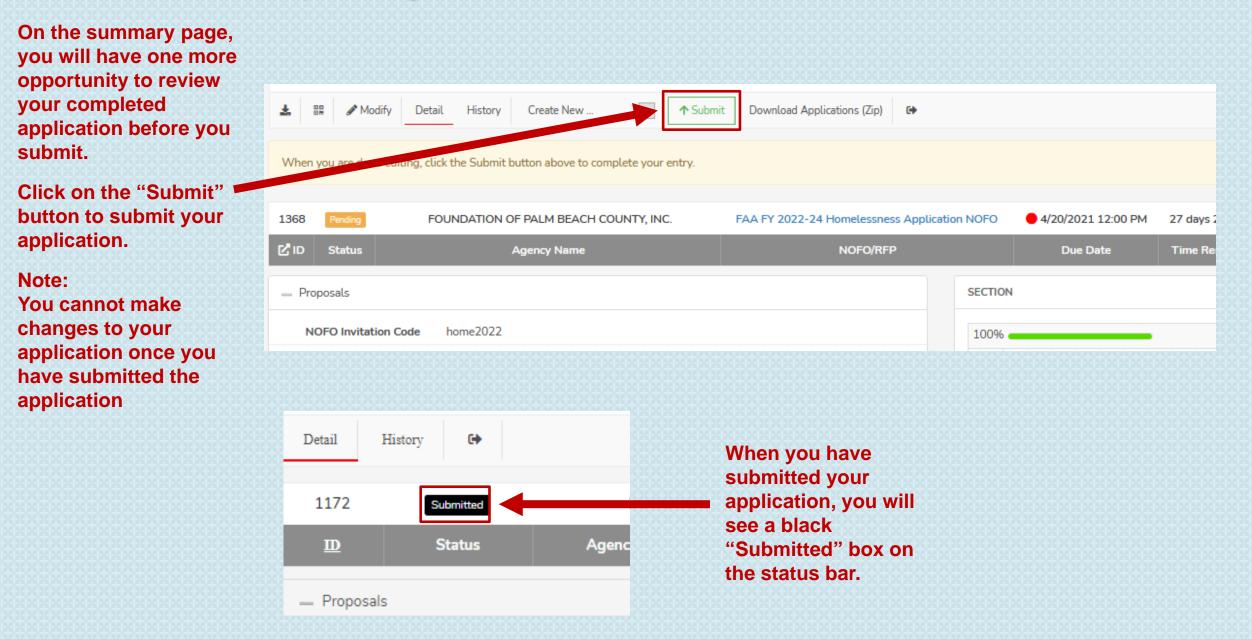
After you have completed the first section of the application, you will see this status bar at the top of each application section which will include your agency name, the name of the proposal, and a countdown to the application deadline date.

Once you have pressed "Save and Continue Later," you will be taken to the summary page, which will show all the sections of the application, as well as the status panel and all the documents you have uploaded.

If you forget to mark a section completed, you will have the opportunity to return to the application by clicking the "Modify" button, then press "Next" until you reach the section you need to mark completed.

Click on the "Save and Continue Later" button to return to the summary page.

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Doing Business As (DBA) Please indicate name(s) by which agency is known or does business.		×	🗙 II. Evaluation Approach (15 Points)			
Address		×	X III. Prior Outcomes and Response to Community Data			
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State		×	X VII. Scope of Work (No Points)			
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FAA Required FY 2022 Click HERE to download the REQUIRED FY 2022 Cover Sheet Template. Please upload once you have completely filled it out.		FY2022RequiredCoverSheet.doc Uploaded On 3/23/2021 03:50 PM By Stessy Cocerez		et.doc		



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you are done	editing, click the Submit button a	above to complete your entry.	
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You can print your application for your record by using your browser's system options or by right-clicking your computer mouse and selecting "Print".

QUESTIONS?



Information

NOFO INVITATION CODE: home2022

All questions must be emailed to: <u>CSD-FAARFP@pbcgov.org</u>

All questions and answers will be posted on the FAA website: <u>http://discover.pbcgov.org/communityservices/financiallyassisted/</u> <u>Pages/default.aspx</u>

All proposals must be submitted electronically to: https://pbcc.samis.io/go/nofo by

Tuesday, April 20, 2021 before 12:00PM – NOON

