

May 3, 2022

**R-20**

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

**RECOMMENDATION:**

Adopt Specifications No. RFP HE21-089 and award contracts to Aris Hospitality, Inc., dba the Pine Avenue Inn Motel, Shree Ganesh, Inc., dba the Colonial Motel, and the Coast Motel, all of Long Beach, CA, to provide temporary shelters for households experiencing homelessness and/or program participants who are homeless and in need of temporary motel lodging within Long Beach, in a total annual aggregate amount not to exceed \$2,912,000, for a period of one year, with the option to renew for one additional one-year period, at the discretion of the City Manager; and, authorize the City Manager, or designee, to execute all documents necessary to enter into contracts, including any necessary subsequent amendments. (Districts 1, 2, 6)

**DISCUSSION**

City Council approval is requested to enter into contracts with Aris Hospitality, Inc., dba the Pine Avenue Inn Motel, Shree Ganesh, Inc., dba the Colonial Motel, and the Coast Motel for the provision of temporary sheltering for households experiencing homelessness and/or program participants who are homeless and in need of temporary motel lodging services within Long Beach. Need will be determined based upon vulnerability, connecting to other sheltering, and respite from the impacts of experiencing unsheltered homelessness. Motel vouchers may also be utilized for the provision of Project Roomkey housing based on available funding.

The Request for Proposals (RFP) was advertised in the Long Beach Press-Telegram on October 21, 2021, and 23 potential proposers specializing in temporary lodging services were notified of the RFP opportunity. Of those proposers, 18 downloaded the RFP via the City's electronic bid system. The RFP document was made available from the Purchasing Division, located on the sixth floor of City Hall, and the Division's website at [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing). An RFP announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 39 local, minority-owned, and women-owned business groups. There were four proposals received on November 23, 2021. Of those four proposers, one was Minority-owned Business Enterprises (MBEs), none were Women-owned Business Enterprises (WBEs), one was certified Small Business Enterprises (SBEs), and three were Long Beach vendors (Local). The selection committee determined that Aris Hospitality Inc., dba the Pine Avenue Inn Motel of Long Beach, CA (Local); Shree Ganesh Inc., dba the Colonial Motel of Long Beach, CA (MBE, Local), and the Coast Motel of Long Beach, CA (Local), were the most qualified firms to provide the services.

Funding for these contracts will be derived through Federal, State, and County funding sources for an estimated aggregate amount not to exceed \$2,912,000, for all motels/hotels contracted with to provide temporary shelter services. The City of Long Beach (City) is currently utilizing the Federal Emergency Management Agency (FEMA) funds for costs related to emergency sheltering in non-congregate environments, including locations where each individual or household has living space that offers some level of privacy such as hotels and motels. The City's sheltering operations during the COVID-19 Public Health Emergency, align with FEMA's policy 104-009-18, and may require additional strategies to ensure that those who are unable to return to their pre-incident or new housing option are sheltered in a manner that provides a level of separation between individuals/households and does not increase the risk of exposure to, or further transmission of COVID-19.

### **Local Business Outreach**

To align with the City's outreach goal, Long Beach businesses are encouraged to submit proposals for City contracts. The Purchasing Division also assists businesses with registering on the PlanetBids database to download RFP specifications. Through outreach, 13 Long Beach vendors were notified to submit proposals, of which 8 downloaded and 3 submitted a proposal. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Deputy City Attorney Taylor M. Anderson on April 5, 2022, Business Services Bureau Manager Tara Mortensen on April 4, 2022, and by Budget Analysis Officer Greg Sorensen on April 7, 2022.

### **TIMING CONSIDERATIONS**

City Council action to adopt Specifications No. RFP HE21-089 and award contracts concurrently is requested on May 3, 2022, to ensure the contracts are in place expeditiously.

### **EQUITY LENS**

The City has incorporated the Equity Toolkit and strategies outlined in the Everyone Home Long Beach plan into this recommendation as requested by the City Council. This recommendation will assist people experiencing homelessness in Long Beach by providing critical resources and services to continue efforts to end and prevent homelessness in the Long Beach community.

### **FISCAL IMPACT**

The total annual aggregate amount of the contracts will not exceed \$2,912,000, for a period of one year, offset by grant revenue and emergency assistance grants, including from FEMA. Sufficient funds are currently appropriated in the Health Fund Group in the Health and Human Services Department. No match or in-kind service mandate is required. Multiple funding sources will be utilized including Federal, State and County

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funding opportunities. This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with existing City Council priorities. There is no local job impact associated with this recommendation.

**SUGGESTED ACTION:**

Approve recommendation.

Respectfully submitted,



KELLY COLOPY  
DIRECTOR OF HEALTH AND HUMAN SERVICES

**APPROVED:**



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THOMAS B. MODICA  
CITY MANAGER