



2027 Indiana Supportive Housing Institute

Request for Proposals (RFP)

CSH (Corporation for Supportive Housing) is excited to announce its eighteenth Indiana Supportive Housing Institute ("The Institute"). The 2027 Institute will address issues of homelessness with a focus on serving people with high needs who are in the Coordinated Entry System as defined in this RFP. The Institute will help supportive housing partners learn how to navigate the complex process of developing housing with supportive services to prevent and end homelessness. Participation in the Institute is expected to reduce the time it takes to obtain funding for supportive housing by improving the planning and development process.

The 2027 Institute will provide targeted training, technical assistance, and the opportunity to apply for pre-development financing for both new and experienced development teams. Teams will receive over 80 hours of training including individualized technical assistance and resources to assist in completing their project. In addition, industry experts, including staff from CSH and the Indiana Housing and Community Development Authority (IHCDCA), will provide insight on property management, financing, and building design.

The 2027 Institute is made possible by the Indiana Housing and Community Development Authority (IHCDCA)



CSH: Who We Are

CSH (Corporation for Supportive Housing) promotes affordable housing with supportive services to ensure everyone has a safe home. We do this by collaborating with communities for innovative, cost-effective solutions to homelessness. Since our founding in 1991, CSH has been the only national nonprofit intermediary focused solely on increasing the availability of supportive housing. Over the course of our work, we have created more than 468,000 units of affordable and supportive housing and distributed over \$1.5 billion in loans and grants. Our workforce is central to accomplishing this work. We employ approximately 170 people across 30 states and U.S. Territories. As an intermediary, we do not directly develop or operate housing but center our approach on collaboration with a wide range of people, partners, and sectors. For more information, visit www.csh.org.

Institute Overview

I: Institute Benefits

Upon completion, participants in the Institute will have:

- A detailed, individualized supportive housing plan that includes supportive service and delivery strategies that can be used to apply for funding from multiple sources;
- The opportunity to apply for early pre-development financing through CSH Project Initiation Loans to use on supportive housing projects planned through the Institute;
- Improved skills to operate existing supportive housing and develop new projects serving people who experience multiple barriers to housing;
- An effective development, property management, and service team that leverages the strengths of each team member and has clearly defined roles and responsibilities;
- A powerful network of peers and experts to assist in project development and to troubleshoot problems;
- Post-Institute technical assistance from CSH to be defined through a shared Memorandum of Understanding (MOU); and
- Access to capital funding and rental assistance from IHCD, as explained in this RFP.

II: Institute Deliverables

Over the course of the Institute, teams will work to develop individual supportive housing project plans. Teams will be expected to work together during and between sessions to

develop the required deliverables. Due dates will be provided during the Institute. The expected team deliverables include:

- Approved project concept, including site selection and minimum development design characteristics;
- Memorandum of Understanding among members of the supportive housing development team outlining the roles and responsibilities of each partner;
- Team vision and mission statements;
- Community Support plan;
- Supportive Services plan;
- Tenant Selection plan;
- Tenant Involvement plan that includes commitment to and plans for implementing a tenant council;
- Property Management plan;
- Eviction Prevention plan;
- Operating policies and protocols between services provider and property manager; and
- Preliminary project proposal and budgets.

III. Institute Calendar and Curriculum

Exact dates, order, and topics may change based on final team selection and availability of trainers. Selected teams will be notified of the final agenda and dates. Sessions will be held in Indianapolis, Indiana.

February 9-11	Session 1: Overview of the Institute; Introduction to Supportive Housing; Coordinated Entry; Team Roles & Responsibilities; Supportive Housing Quality Standards (NOTE: Day 1 is only required for individuals new to the Institute or supportive housing)
March 15-17	Session 2: Development and Funding: Site Selection; Design; Safety & Security; Capital Funding; Project-Based Rental Assistance; Community Support
April 20-22	Session 3: Supportive Services: Service Philosophy; Peer Support; Tenant Involvement; Assertive Engagement; Service Planning; Service Budgets
May 25-26	Session 4: Property Management: Management & Service

Coordination; Tenant Selection Plans and Low-Barrier Screening; Fair Housing; Eviction Prevention; Tenant-Focused Legal Services; Common Issues in Operations

**May
27**

Finale & Team Presentations: Teams present final project concepts

Eligibility & Selection

I: Eligible Teams

Teams are invited to have in attendance up to six members at each Institute session. Eligible teams must be comprised of, at a minimum, the following partners: a designated team leader, a developer with affordable housing experience, an owner (if different than the developer), a supportive service provider, and a property management company. At least one representative from each partner must hold a management or leadership position within their organization and have decision-making authority on matters pertaining to the Institute project. Persons listed on the accompanying *Cover Sheet* are expected to be the same representatives who will be attending the Institute sessions, since part of the selection process is based on the strength of your team members and their role in the organization. Adjustments to team composition after selection may result in ineligibility for continued participation in the Institute.

The designated team leader may be the developer, owner, service provider, or property management partner. Additional team members may include, but are not limited to, consultants and/or award administrators, local city development staff, Federally Qualified Health Centers (FQHCs) or other local healthcare providers, local public housing authority staff, local Area Agency on Aging staff, people with lived experience, or CoC representatives.

An entity may only be identified as the developer, owner, award administrator, or development consultant on one RFP submission. If an entity is listed as the developer, owner, award administrator, or development consultant on multiple proposals, all such proposals will be disqualified.

Management and supportive service provider entities may be listed on multiple proposals. However, a separate dedicated staff member of equivalent position within the organization must be listed for each separate proposal.

To be eligible for the Institute, all team members must be able to commit to attending ALL training sessions offered and to taking the project concept from idea to completion with the goal of having supportive housing units placed in service. It is critical to the success of each team that key senior management staff members consistently participate in all sessions. The Institute will consist of approximately 12 days of training over four months.

Proposals will be disqualified if any team member is suspended or debarred from participation in IHCD programs.

II: Eligible Supportive Housing Developments

Proposals must meet one of the following three options:

OPTION 1- 100% Supportive Housing Funded with 9% Low Income Housing Tax Credits

Developments in which 100% of the total units are supportive housing, as defined in this RFP. Projects selected under Option 1 will be eligible to request the following IHCD resources.

- 9% Low Income Housing Tax Credits through the Supportive Housing Set-Aside of IHCD's Qualified Allocation Plan (QAP) in the **July 2028 tax credit application round**.
- Up to \$500,000 of additional capital funds in the form of low interest loans from IHCD through the Indiana Affordable Housing and Community Development Fund ("Development Fund") program. Current Development Fund loan terms are as follows: Up to 3- year construction term, 15-year permanent term, 30-year amortization, and 3% interest rate. Payments may be structured as cashflow contingent if supported by project underwriting. IHCD will notify selected teams during the Institute if there are any changes to Development Fund loan terms for 2027.
- NOTE: IHCD project-based rental assistance will **not** be available for Option 1 teams. Teams applying under Option 1 must submit a conditional commitment letter from a local Public Housing Authority committing local Project Based Vouchers. This commitment may be conditional upon receipt of the tax credits, completion of environmental review, and completion of subsidy layering review. If the PHA later revokes the conditional commitment of vouchers, the team will lose its eligibility for Institute resources.

OPTION 2- Integrated Supportive Housing Funded with 9% Low Income Housing Tax Credits

Integrated supportive housing developments in which 25% of the total units are supportive housing, as defined in this RFP, and the remaining 75% of the units are affordable housing. Projects selected under Option 2 will be eligible to request the following IHCD resources.

- 9% Low Income Housing Tax Credits through the Supportive Housing Set-Aside of IHCD's Qualified Allocation Plan (QAP) in the **July 2028 tax credit application round**.
- Up to \$500,000 of additional capital funds in the form of low interest loans from IHCD through the Indiana Affordable Housing and Community Development Fund ("Development Fund") program. Current Development Fund loan terms are as follows: Up to 3- year construction term, 15-year permanent term, 30-year amortization, and 3% interest rate. Payments

may be structured as cashflow contingent if supported by project underwriting. IHCDCA will notify selected teams during the Institute if there are any changes to Development Fund loan terms for 2027.

- Section 811 Project Rental Assistance contracts to cover the 25% of the units that will operate as supportive housing.

OPTION 3- Integrated Supportive Housing Funded with 4% Low Income Housing Tax Credits and Tax-Exempt Bonds

Integrated supportive housing developments in which 25% of the total units are supportive housing, as defined in this RFP, and the remaining 75% of the units are affordable housing. Projects selected under Option 3 will be eligible to request the following IHCDCA resources.

- 4% Low Income Housing Tax Credits and tax-exempt bonds in any open, non-competitive bond round after completion of the Institute. **Projects are not eligible to apply in a competitive bond round and request state tax credits.**
- Up to \$1,500,000 of additional capital funds in the form of low interest loans from IHCDCA through the Indiana Affordable Housing and Community Development Fund (“Development Fund”) program. Current Development Fund loan terms are as follows: Up to 3- year construction term, 15-year permanent term, 30-year amortization, and 3% interest rate. Payments may be structured as cashflow contingent if supported by project.
- Section 811 Project Rental Assistance contracts to cover the 25% of the units that will operate as supportive housing.

For all options, IHCDCA will announce during the Institute if any additional capital funding (e.g., HOME or Housing Trust Fund) will be available. If available, such funding will be awarded in the form of a loan to the project with terms established on a case-by-case basis based on underwriting and subsidy layering review.

Requirements for all projects under all options:

Teams must meet all QAP threshold eligibility requirements, including compliance with federal LIHTC requirements, meeting IHCDCA’s underwriting and subsidy layering review standards, and successful completion of the Institute and Institute deliverables.

The following requirements will apply to all projects:

- Housing is permanent and affordable;
- Tenants hold leases and acceptance of services is not a condition of occupancy;
- Comprehensive case management services are accessible by tenants where they live and

are offered in a manner designed to maximize tenant stability and self-sufficiency;

- All supportive housing units must utilize the Coordinated Entry system for referrals / tenant selection;
- Tenant screening must utilize individual assessments and ensure that tenants are not screened out for having too little or no income, poor credit history, active or a history of substance use, limited or poor rental history including previous evictions, a criminal record (with exceptions for program mandated restrictions and limited conviction history approved by IHCD and CSH), or a history of victimization (e.g., domestic violence, sexual assault, dating violence, stalking, or human trafficking). Institute teams must use the template tenant selection plan provided by IHCD and CSH and the tenant selection plan must be approved by IHCD and CSH prior to lease up.
- The development must provide owner-paid utilities to all supportive housing units;
- The development must report through the Homeless Management Information System (HMIS).

Proposals to develop emergency shelters, recovery housing, tiny home developments, transitional housing, group homes, assisted living, or shared housing will NOT be considered under this RFP.

III: Target Populations- Coordinated Entry (CE) System

Supportive housing developed through the 2027 Institute must use the local CE system as the only method for tenant selection. CE is a process in which households experiencing homelessness are assessed using a common tool to determine vulnerability and placed on a dynamic list for referral to housing resources. CE ensures that the most vulnerable eligible households in each community are prioritized for housing assistance. Supportive housing produced through the 2027 Institute must use referrals for eligible households at the top of the local CE list who qualify as homeless (as defined in the Glossary) and have a disability. Projects wishing to serve an additional subpopulation from within coordinated entry will be considered (e.g. veterans, age 55+, survivors of domestic violence, etc.).

During the Institute process, CSH and IHCD will work with each team to finalize their tenant selection plans, unit size and composition, and ensure alignment with eligibility for federal and state programs providing funding for capital and rental assistance.

IV: Eligible Development Locations

To build capacity in areas of Indiana that have a high level of unmet need for supportive housing, responses will receive preference based on the need in the community of the proposed project. CSH and IHCD will use information provided in the response, as well as other available data sources, to determine the level of need for the proposed project. While responses will receive a preference, the overall quality of the response will still be evaluated

and considered by the review committee using the criteria described in Part V below.

V: Selection

For CSH and its partners to provide an appropriate level of technical assistance and based on projected available resources, a maximum of five teams under options 1 and 2 combined, and a maximum of three teams under option 3 will be selected to participate in the 2027 Institute.

Consideration will be given to the following factors:

- Demonstrated local need for supportive housing;
- Capacity and experience of the team members, including financial stability;
- Number of PSH units in the proposed development;
- Quality of the response to the RFP narrative questions; and
- Alignment with the mission and goals of the Institute.

Selection is a competitive process. Applicants must take care in responding to all requirements of the RFP. **Please provide detailed information in the RFP response and do not assume that reviewers will be familiar with your organizational capacity or project concept.**

Selected teams will be required to submit a fee of \$3,500 to CSH prior to the beginning of the 2027 Institute. This fee is per team. An invoice will be provided.

Submission Instructions

Teams interested in participating in the 2027 Institute must submit complete RFP responses by the deadline below. Incomplete responses will not be considered.

Submission Deadline: Monday, November 30, 2026 by 5:00 p.m. Eastern Time

RFP Submission: Responses must be submitted in PDF format to Indiana.Institute@csh.org.

An email confirmation will be provided as proof of receipt. If you do not receive a confirmation within 24 hours of submission, please contact Indiana.Institute@csh.org. **It is the applicant's responsibility to confirm receipt of the application.**

The RFP Review Team (consisting of CSH and IHCD staff) will evaluate all proposals submitted and notify respondents of the selection decision by December 31, 2026. Submission represents a commitment for the team to attend all Institute sessions.

CSH and IHCD will provide an Institute Orientation webinar for prospective respondents to this RFP on October 20, 2026 from 3:00 p.m. - 4:00 p.m. Eastern Time. No registration is required.

Click here to join via Microsoft Teams: [2027 Indiana Institute RFP Orientation Webinar](#)
Meeting ID: 244 370 859 817 599 Passcode: Bk9Nr3z5

Questions: All questions must be submitted in writing to Indiana.Institute@csh.org. CSH will maintain a list of FAQs on its website.

Narrative Instructions

Please submit responses to narrative questions as a separate document in PDF format, adhering to all length guidelines presented below. Applicants should carefully consider questions to ensure all relevant details are provided and responses are complete.

Project Concept

1. Please describe the proposed project concept:
 - Describe the proposed size, scale, type (new construction or rehabilitation), design, location, and which RFP Option (1, 2, or 3) the project is applying under. The narrative must not exceed 1 page.
2. Please describe the proposed services by addressing the following items. The narrative must not exceed 3 pages.
 - a. Case management ratios and staffing model, including on-site staff and supervisory ratio.
 - b. Description of transportation services if they are to be provided.
 - c. Description of assistance in applying for mainstream benefits, including SSI/SSDI if it is to be provided.
 - d. Description of mental health treatment offered.
 - e. Description of substance use treatment offered.
 - f. Description of primary health care offered.
 - g. Description of any other services that will be offered.
 - h. If selecting an age restricted property, please provide additional content related to serving an aging population.
 - i. Describe how you will involve people with lived experience in the provision of supportive services.
3. Please describe the proposed property management plan by addressing the following items. The narrative must not exceed 1 page.
 - a. Proposed staffing levels including FTEs for on-site and supervisory staff
 - b. Proposed on-site hours (i.e., evening, weekends, weekdays)
4. Please describe the population to be served and the need for the proposed project in the community where the PSH project will reside. How have you used data to inform your initial project concept related to project design and site selection? Cite local data sources where available (In addition to what is provided, CSH and IHCD will review publicly

available data sources such as the PIT Count). The narrative must not exceed 1 page.

Experience and Partnerships

1. Has your team shared with the Indianapolis CoC or Balance of State Regional Planning Council Chair in the area where your proposed project is located that you are submitting a proposal to the 2027 Institute? [Click here](#) to find the Regional Planning Council Chair for your area. This question will not affect selection.
2. For the developer, owner, property manager, and supportive service provider(s), please detail experience in developing, owning, managing, or providing supportive services in supportive housing. For supportive service providers, indicate funding sources you have successfully used to pay for services and the number of years you have used those sources. The narrative must not exceed 3 pages.
3. If a team partner organization is new to supportive housing, please describe experience in serving individuals experiencing homelessness, serving persons with disabilities, and/or experience in affordable housing. The narrative must not exceed 2 pages.
4. For additional team members beyond the required members defined in section I, please describe their role on the team. These members must also be listed on your cover sheet.

Collaborative Experience

1. Please provide a summary of previous collaborations among team organizations. If team members have not worked together previously, describe how each organization was selected and what steps the team has taken to ensure successful collaboration. The narrative must not exceed 2 pages.
2. Describe partnerships with hospitals, local government, the local public housing authority, or other public systems. If doing a project focused on one of the allowable subpopulations, describe your partnership with agencies serving that population in your community (i.e. the local Area Agency on Aging, etc.). The narrative must not exceed 2 pages.

Representation of People with Lived Experience

1. How has the team included people with lived expertise/experience of homelessness and people with disabilities in planning for the response to the RFP? The narrative must not exceed 1 page.
2. How will the team include a team partner(s) who represents, advocates for, or leverages their community experience in addressing the service and housing needs of the population? The narrative must not exceed 1 page.

RFP Attachments

In addition to the Narrative document, please submit the following documents in PDF format **(as separate files from your Narrative)**. All attachments must be clearly labeled.

1. [2027 Indiana Institute Cover Sheet](#) download, save, and complete the RFP Cover Page.
2. [2027 Indiana Institute Attestation of Commitment](#) download, save, and complete the RFP Attestation Form.
3. 2025 audited financials and 2026 year-to-date current financials for those fulfilling a primary role as developer, owner, and supportive services provider.
4. Letters of commitment from the Executive Director or CEO of each organization attending the Institute. The letter should address the following items:
 - a. Commitment to developing a supportive housing project through the initiative and fulfilling the primary role for which the organization is responsible;
 - b. Commitment to communicate with the board (non-profits) or executive leadership (for-profits) throughout the process to ensure board and executive leadership support;
 - c. Commitment for senior level staff and other staff as needed to participate in Institute sessions as described in the RFP; and,
 - d. Commitment to develop supportive housing that meets the requirements listed below:
 - Housing is permanent and affordable;
 - Tenants hold leases and acceptance of services is not a condition of occupancy;
 - Comprehensive case management services are accessible by tenants where they live and are offered in a manner designed to maximize tenant stability and self-sufficiency;
 - Utilization of the Coordinated Entry system for referrals / tenant selection;
 - Tenant screening must utilize individual assessments and ensure that tenants are not screened out for having too little or no income, poor credit history, active or a history of substance use, limited or poor rental history including previous evictions, a criminal record (with exceptions for program mandated restrictions and limited conviction history approved by IHCD and CSH), or a history of victimization (e.g., domestic violence, sexual assault, dating violence, stalking, or human trafficking).
 - The development must provide owner-paid utilities to all supportive housing units;
 - The development must report through the Homeless Management Information System (HMIS).

5. For Option 1 projects, a conditional commitment letter from the local Public Housing Authority committing Project Based Vouchers.

Please be advised that, upon acceptance into the Institute, your team will be required to submit a registration fee of \$3,500 by February 28, 2027. This fee is intended to offset a portion of the costs associated with the team's participation in the Institute.

Glossary

Continuum of Care: The Continuum of Care (CoC) is designed to promote community-wide commitment to the goal of ending homelessness; provide funding for efforts by nonprofit providers, and State and local governments to quickly rehouse homeless individuals and families while minimizing the trauma and dislocation caused to homeless individuals, families, and communities by homelessness; promote access to and effective utilization of mainstream programs by homeless individuals and families; and optimize self-sufficiency among individuals and families experiencing homelessness. Indiana has two CoCs: Indianapolis and the Balance of State.

Coordinated Entry: A centralized/coordinated process designed to facilitate program participant intake, assessment, and provision of referrals. A coordinated entry system covers the geographic area, is easily accessed by individuals and families seeking housing or services, is well advertised, and includes a comprehensive and standardized assessment tool. This definition establishes basic minimum requirements for the Continuum's centralized or coordinated entry system. Coordinated entry is a system in which all programs within a CoC work together to assure that services are accessible and properly directed to the immediate needs of the client. It represents a national standard to help move programs such as shelter, transitional housing, rapid rehousing, and supportive housing, toward aligning eligibility criteria and services into a coherent and accessible system for people in crisis. All teams participating in the 2022 Institute agree to use Coordinated Entry for tenant selection.

Homeless: Projects developed through the Institute must serve the most vulnerable households on their local CE list who qualify as homeless under paragraphs (1) or (4) of 24 CFR 578.3.

(1) An individual or family who lacks a fixed, regular, and adequate nighttime residence, meaning:

(i) An individual or family with a primary nighttime residence that is a public or private place not designed for or ordinarily used as a regular sleeping accommodation for human beings, including a car, park, abandoned building, bus or train station, airport, or camping ground;

(ii) An individual or family living in a supervised publicly or privately operated shelter designated to provide temporary living arrangements (including congregate shelters, transitional housing, and hotels and motels paid for by charitable organizations or by federal, State, or local government programs for low-income individuals); or

(iii) An individual who is exiting an institution where he or she resided for 90 days or less and who resided in an emergency shelter or place not meant for human habitation immediately before entering that institution; or

(4) Any individual or family who:

(i) Is fleeing, or is attempting to flee, domestic violence, dating violence, sexual assault, stalking, or other dangerous or life-threatening conditions that relate to violence against the individual or a family member, including a child, that has either taken place within the individual's or family's primary nighttime residence or has made the individual or family afraid to return to their primary nighttime

- residence;
- (ii) Has no other residence; and
- (iii) Lacks the resources or support networks, e.g., family, friends, and faith-based or other social networks, to obtain other permanent housing.

Supportive Housing: Supportive housing combines permanent, affordable housing with services that help people live more stable, productive lives. Supportive housing is developed by combining housing that is affordable to persons with very low or extremely low incomes with flexible supportive services that are designed to meet the special needs of an individual or family. When targeted effectively, supportive housing can be cost-effective for communities. Creating supportive housing involves partnerships and collaboration. Supportive Housing is for people who but for housing could not access services and but for services could not maintain housing.

Team Lead: The person who commits to taking a lead role in managing the team from concept development through lease-up of the supportive housing units. This person should be detail oriented and have a strong commitment to this project. The team leader is responsible for ensuring that team members attend and participate in institute sessions and complete homework assignments. The team leader is also responsible for finalizing MOUs among team partners and taking information back to any key local partners.