

ACIS Expansion RFP

Bidder's Conference
May 28, 2026

Assistance in Community Integration Services (ACIS)
FY27 Request for Proposals

ACIS@baltimorecity.gov



MAYOR'S OFFICE OF
HOMELESS SERVICES



Program Overview

ACIS Structure, Eligibility & Service Delivery Model

Key Terms You Should Know



ACIS	Assistance in Community Integration Services — a Medicaid-funded housing and tenancy support program
Lead Entity (MOHS)	Oversees ACIS, coordination, compliance, and Medicaid billing
Participating Entity (PE)	Delivers ACIS services and case management
HSCP	Housing Supports Care Plan completed prior to referral to a Participating Entity
Coordinated Access (CA)	Baltimore’s system for housing referrals and prioritization
HMIS	Data system used for documentation, reporting, and billing support (Homeless Management Information System)
Fee-for-Service	Providers are reimbursed based on eligible documented services

These terms are used throughout the presentation and RFP.

About ACIS



Assistance in Community Integration Services (ACIS)

- Authorized under Maryland's Section 1115 Medicaid (HealthChoice) Waiver Demonstration
- Provides housing and tenancy-based case management to eligible Medicaid participants
- Serves people experiencing homelessness with chronic health conditions or frequent ER use

Expansion in Baltimore City

- MOHS has served as Baltimore City's **Lead Entity** since 2017, with Healthcare for the Homeless as the **Participating Entity**
- Made possible through investments from hospitals and other healthcare partners
- **300 → 850 participant enrollment spaces** through this RFP
- ACIS is expanding in scope and seeking new Participating Entities through this RFP
- Deadline to apply is **July 31, 2026**; applications reviewed on a rolling basis

92% achieved housing stability

ACIS participants served by Healthcare for the Homeless
Hilltop Institute Study (2018 –2021)

Baltimore City ACIS Model

Adopted in 2017



MOHS/Lead Entity

Oversight
Compliance
Billing
Coordination

Participating Entity (ACIS Provider)

Service Delivery
Case Management
Participant Engagement
Housing Stabilization

Clear role delineation supports:

Accountability • Alignment • Conflict-Free Case Management

Who Is Eligible?



Health Criteria

- Enrolled in HealthChoice MCO or Fee-for-Service Medicaid

AND one of the following:

- 4+ ER visits or hospital admissions per year
- OR**
- 2+ chronic health conditions
(mental health, SUD, asthma, diabetes, heart disease, obesity)



Housing Criteria

- Currently homeless, chronically homeless, or at risk of homelessness

OR

- At risk of institutional placement



Participants must meet both health and housing criteria.

ACIS Eligible Services



Housing & Tenancy Supports 🏠

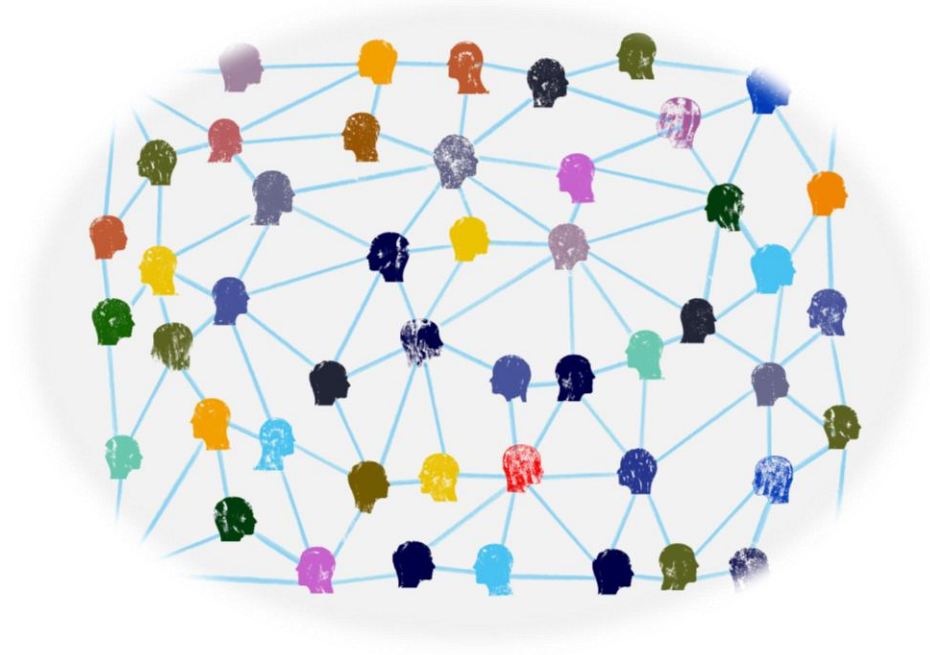
- Housing search
- Landlord communication
- Tenancy supports

Care Coordination & Navigation 🤝

- Health and social services coordination
- Transportation assistance
- Entitlement benefits

Community Integration Supports 👥

- Assessments
- Life skills supports



ACIS services are designed to support housing stability, community integration, and long-term health outcomes.

Housing Supports Care Plan (HSCP)



Introduced January 2025

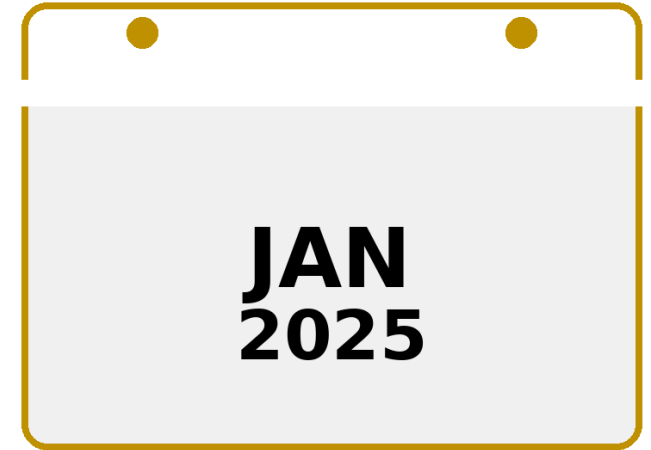
Required under conflict-free case management

Completed by MOHS (Lead Entity)

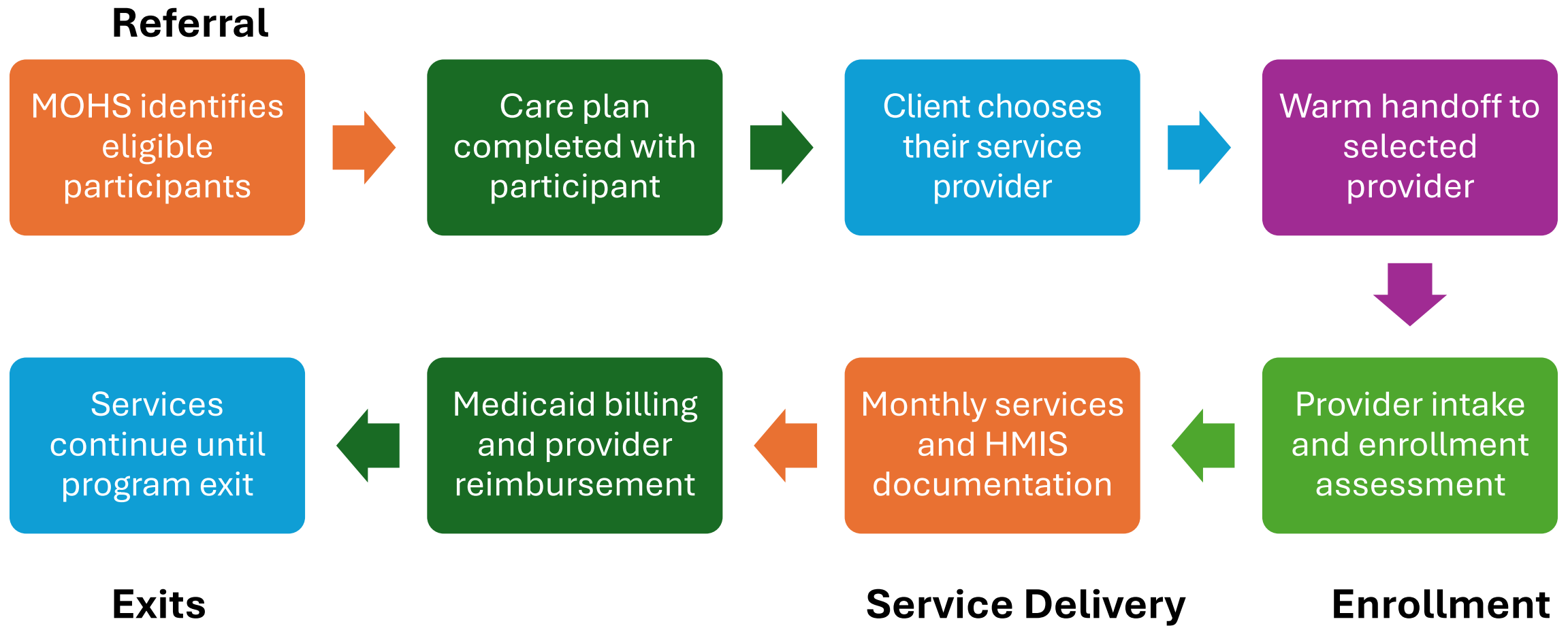
Separate and independent from provider intake

Identifies and authorizes housing support services

Client chooses their service provider at this point



Program Workflow: Referrals & Enrollment



Fee-for-Service Model



How Billing Works

- MOHS submits Medicaid claims on behalf of Participating Entities (PEs)
- Billing occurs monthly; reconciliation may take up to 90 days

What to Expect

- Enrollment and billable utilization vary monthly
- Participants may remain enrolled even if monthly billing thresholds are not met
- MOHS cannot guarantee monthly enrollment volumes due to participant choice

Required Cash Reserves

Requested Enrollment Spaces × \$652 × 3 Months

Reimbursement rate of **\$652** per participant per month when **billing criteria** are met:

- Participants enrolled in ACIS and Medicaid
- Participant receives at least 3 ACIS-eligible services on 3 different days per month
- Each service is documented in HMIS



Program Pathways

ACIS Program Pathways



Pathway 1: Project-Based Supportive Housing

- ~**247** monthly enrollment spaces
- ACIS enrollment linked to affordable housing developments through Coordinated Access



Pathway 2: General Supportive Services Pool (Scattered Site)

- ~**114** monthly enrollment spaces
- Participants receive ACIS case management AND a rental subsidy through Coordinated Access
- Must demonstrate ability to help people identify housing



Pathway 3: Intensive Street Outreach

- ~**189** monthly enrollment spaces
- Serves individuals experiencing unsheltered homelessness or exiting institutions
- Housing placement is not attached at enrollment
- Must demonstrate ability to deliver services on street settings and help people find housing that meets their needs



Pathway 1 & 2



ACIS Case Management

- Case Management
- Engagement
- Supportive Services



Housing Resources

- Housing Plus
- Tenant-based
- Project-based
- Other subsidies



Housing Stability



- Stable Housing
- Improved Health
- Long-term retention



**And now we're
expanding!**

Pathway 1: Project-Based Supportive Housing



Project Name	Developer	Total Units Set-Aside for ACIS
Beacon House	Beacon House	56
Claire Court II	HOMES for America	5
	Fertile Ground	4
Bridges/Belvedere	Winn Development	11
New Shiloh III	Unity Properties	10
Sojourner Place @ Park	Episcopal Housing	28
407 Franklin	407 Partners	6
Springboard	Springboard	6
Park Heights Multi	NHP/Anderson	5
	MORE	4
Urban Equity	Milliman&20th St.	4
Sojourner @ Falls	Episcopal Housing	92
Abe Dua Residences	NHP	8
Westport Parcel A	NHP	8
	TOTAL:	247

Developers can partner with ACIS-approved providers to deliver supportive services in their units.

To access the set aside, providers can:

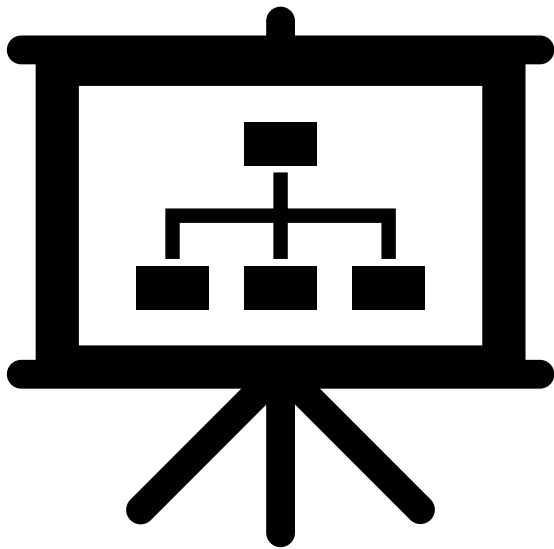
- submit a support form from a developer as part of their application
- request to be added to a pool for developers to select from at a later date.

If a provider has a developer partnership (or rental subsidy) that could be paired with ACIS, providers can also apply to this pathway.



Participating Entity Expectations

Staffing Plans & Caseloads



Required Staffing Structure

- Minimum qualifications listed in the RFP for direct service staff and supervisory staff
- **Intensive Street Outreach** teams must include a peer support specialist; a case manager and housing navigation specialist are also preferred

Additional Requirements

- At least one staff person per agency must be trained in the SOAR (SSI/SSDI Outreach, Access and Recovery) model

Data and Reporting Requirements



HMIS Documentation

- Enter participant-level data and case notes
- Align documentation with services and billing
- Maintain data quality standards



Data Security Requirements

- Comply with PII and HMIS security standards
- Follow confidentiality and data protection standards



Reconciliation & Reporting

- Participate in MOHS-led reconciliation
- Comply with quarterly State reporting requirements



Key Performance Metrics:

- Returns to homelessness
- Housing retention
- Service utilization
- Healthcare connections

Accurate HMIS documentation supports billing, compliance, and program accountability.

Other Requirements



Fair Housing & Certifications

- Fair Housing Compliance required
- Lobbying Certification required

HMIS Participation

- HMIS participation mandatory
- Staff training & documentation required

CoC Membership

- Awardees must join Baltimore CoC

Audits & Records

- Records retained 5+ years
- Subject to City audit review
- Single Audit compliance may apply

Insurance

- Professional, General, Auto & Cyber coverage required

Local Hiring / Employ Baltimore

- City hiring requirements may apply
- Employment reporting required based on award size



RFP Overview

Proposal Timeline & Service Team



Date	Milestone
Tuesday, May 26, 2026	ACIS Expansion RFP released
Thursday, May 28, 2026	Bidder's Conference Webinar at 1:00 pm. Link, recording and slide deck will be posted on the MOHS Grants Competition page.
May 26 – July 31, 2026	Application window open. Applications are reviewed and scored on a rolling basis as they are received.
Friday, July 31, 2026	Application deadline at 5:00 pm. All submissions must be sent to ACIS@baltimorecity.gov
May 22 – August 26, 2026	Conditional awards issued on a rolling basis as applications are reviewed.
Upon award – September 1, 2026	Contract approval and new provider onboarding.
July 1 – September 1, 2026	Grant term begins. Estimated earliest start date: July 1. Estimated latest start date: September 1.

Anticipated Service Term

- New Participating Entities: Variable start date but estimated to be September 1, 2026 – August 31, 2027 (up to 3-year optional extension, contingent on performance and mutual agreement)
- Renewing Participating Entities: January 1, 2027 – December 31, 2028 (up to 3-year optional extension)
- Note: Maryland's Medicaid Waiver is approved through December 30, 2026; extension submitted and pending MDH approval — retro billing anticipated but not guaranteed

How to Apply



**Application due Friday, July 31, 2026, at 5:00 PM EST to
ACIS@baltimorecity.gov**

Applicant Eligibility

- Non-profit 501(c)(3) organization
- 3+ years experience serving people experiencing homelessness
- Demonstrated financial and management capacity
- Demonstrated cash reserves for fee-for-service operations

Application Components

- Cover Sheet and Staffing Plan (Excel): pathway selection and enrollment request
- Narrative (Word, returned as PDF): organizational and program responses
- Optional: Preferred Partner Support Form (Project-Based pathway only)
- Supporting documents: tax exemption letter, articles of incorporation, good standing certificate, 2 years audits, financial statements, fiscal policies, org chart, board list, SAM.gov/UEI registration

Applicant Eligibility



Eligibility Requirements

- ✓ Non-profit 501(c)(3) organization
- ✓ 3+ years serving people experiencing homelessness
- ✓ Demonstrated financial & management capacity
- ✓ Ability to operate under fee-for-service reimbursement



Cash Reserve Requirement

- Applicants must demonstrate cash reserves equal to: Requested enrollment spaces x \$652 x 3
- **Example:**
100 monthly enrollment spaces = \$195,000 in cash reserves

Cash reserves must align with requested enrollment capacity
- Cash reserves must be proportionate to the number of enrollment spaces requested and reflect the organization's ability to manage variable monthly reimbursements

Review Process & Scoring Criteria



Review Process

- ① Completeness Review
- ② Eligibility Threshold
- ③ Panel Scoring
- ④ Conditional Awards
- ⑤ Final Clearance

Scoring Rubric (up to 215 points)

- Organizational Capacity — 50 pts
- Project-Based Pathway — 35 pts
- Street Outreach Pathway — 20 pts
- Service Capacity — 80 pts
- ACIS Requirements — 30 pts



Questions?