

PUBLIC SOLICITATION OF APPLICATIONS
CA-506
2018 Continuum of Care Competition
Reviewing and Prioritizing Projects for Funding



CA-506
Salinas/Monterey, San Benito Counties CoC

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Overview of the HUD CoC NOFA and CoC Interim Rule Requirements

Introduction

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The purpose of the Continuum of Care (CoC) program is to promote communitywide 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.

Each year the U.S. Department of Housing and Urban Development (HUD) releases a Notice of Funding Availability (NOFA), signifying the beginning of a funding competition among more than 400 CoCs, the community stakeholder groups that guide local responses to homelessness. The 2018 CoC NOFA was released on June 20, 2018, opening the competition making available **approximately \$2.1 billion** to serve homeless people nationally. The information in the NOFA sets forth the competition rules and processes for 2018. This document includes the highlights of the NOFA; additional information will be shared as it is made available by HUD.

Before the application is submitted to HUD, our CoC Board, the Leadership Council, is required to hold a local competition to determine which projects will be included in the consolidated application, along with their relative priority. The results of the local competition dictate for which projects the CoC will seek funding. Additional information about project application requirements and standards will be available at the upcoming **mandatory pre-proposal Bidders' Technical Assistance Conference, set for 10 am on July 11, 2018 at 220 12th St., Marina, CA**. For further information about the CoC Notice of Funding Available (NOFA), the CoC Interim Rule, and HUD's CoC online application system (called e-snaps) go to: <https://www.hudexchange.info/programs/e-snaps/fy-2018-coc-program-nofa-coc-program-competition/#nofa-and-notices>.

Funding Available and Tiered Funding Approach

\$2,224,354 is the possible total (before FMR adjustments) for Monterey and San Benito County projects. This includes:

- **\$1,802,763** is our Annual Renewal Demand (ARD, the amount needed for one-year *renewal* of all expiring CoC grants or reallocation to permanent supportive housing (PSH) where 100% of beds are dedicated to chronically homeless (CH), PSH where the project meets the definition of DedicatedPLUS (details below), rapid rehousing (RRH), joint transitional housing (TH) and RRH projects (details below), coordinated entry (CE), or dedicated homeless management information system (HMIS)
- **\$133,363** is our total possible amount for *bonus* projects. Eligible types of bonus projects: PSH where 100% of beds are dedicated to CH, PSH where the project meets the definition of DedicatedPLUS, RRH, joint TH and RRH, CE, and dedicated HMIS
- **\$221,714** is our total possible amount for nationally competitive Domestic Violence (DV) bonus projects. Eligible types of DV bonus projects: RRH following a Housing First approach, joint TH and RRH projects following a Housing First approach, and CE projects that better equip CE to

- meet the needs of DV survivors
- **\$66,514** for one CoC planning project (not competitively ranked).

In 2018, funds are NOT available for:

- Emergency shelter
- Homelessness prevention projects
- New TH only
- New supportive service only projects (except coordinated entry).

Tiering: HUD requires CoCs to rank all projects in two tiers, which are financial thresholds. Tier 1 is 94% of the CoC's HUD-approved ARD. Tier 2 is the remaining 6% of ARD *plus* approved bonus projects, as follows:

- **\$1,694,597** is our expected Tier 1 amount (94% of ARD)
- **\$488,440** is our expected maximum Tier 2 amount (6% of ARD, plus expected bonus amount, plus expected competitive DV bonus amount).

The purpose of this tiering is to allow CoCs to clearly indicate to HUD which projects are of highest priority for limited 2018 CoC funding. HUD will select CoC planning projects and Tier 1 projects before it selects Tier 2 projects. CoC planning grants and Tier 1 projects are almost certain to be funded as long as they meet HUD eligibility and threshold requirements. Tier 2 projects, on the other hand, are subject to a national competition, and are less likely to be funded, since there is insufficient funding nationally for all Tier 2 project. See below for further information about the Tier 2 competition.

How HUD Will Select Projects

HUD will select project in the following order:

1. A renewal that exceeds \$10 million
2. All CoC planning projects
3. All Unified Funding Agency (UFA) cost projects
4. Projects fully in in Tier 1 will be selected based on CoC score from highest to lowest CoC score
5. DV bonus projects that awarded based on the DV bonus criteria in the CoC NOFA; if awarded as a DV bonus, it will be removed from the list and projects below it will slide up one rank; if not, it will retain the rank provided by the CoC and be treated as a regular ranked project. DV bonus criteria, 100-points possible:
 - a. For RRH or joint TH-RRH projects: (1) up to 50 points will be awarded in direct proportion to the score received on the CoC Application; (2) up to 25 points will be awarded on the extent the CoC is able to quantify the need, the extent of the need, and how the project will fill the gap; and (3) up to 25 points will be awarded based on the previous performance of the applicant in serving DV survivors, including housing and safety outcomes
 - b. For CE projects: (1) up to 50 points will be awarded in direct proportion to the score received on the CoC Application; and (2) up to 50 points will be awarded based on the extent the CoC can demonstrate the need for CE that better meets the needs of DV survivors and how the project will fill that need
6. Projects fully in Tier 2 will be selected in order of score until there is no more funding available based on the following Tier 2 scoring factors totaling 100 points:
 - a. CoC Score: Up to 50 of 100 points will be awarded in direct proportion to the score

- received on the CoC Application
- b. CoC Project Ranking. Up to 40 of 100 points for the CoC's ranking of the project application(s). To more evenly distribute funding across CoCs and take into account the CoCs ranking of projects, point values will be assigned directly related to the CoCs ranking of projects
 - c. Commitment to Housing First. Up to 10 of 100 points for:
 - i. How a permanent housing project commits to applying the Housing First model
 - ii. How a TH project, Joint TH and PH-RRH component project, safe haven project, or SSO project that is not for coordinated entry demonstrates that it is low-barrier, prioritizes rapid placement and stabilization in permanent housing, and does not have service participation requirements or preconditions to entry (such as sobriety or a minimum income threshold)
 - iii. An HMIS project or CE project will automatically receive 10 points
7. For projects that straddle the two tiers, the Tier 1 portion will be funded in accordance with the above Tier 1 process and the Tier 2 portion will be funded in accordance with the Tier 2 process. HUD may award project funds for just the Tier 1 portion, provided the project is still feasible with the reduced funding (e.g., is able to continue serving homeless program participants effectively).

Overview of Changes This Year

- The above-referenced DV bonus projects are new. They serve survivors of domestic violence, dating violence, and stalking.
- Reallocation and new project bonus funding may be comingled and bonus funding may now be used to fund HMIS and CE projects, as well as housing projects.
- Applicants may transition their project(s) from one CoC Program component to another over a one-year grant cycle.
- Applicants may consolidate two, three, or four eligible renewal projects into one project during the application process.
- Applicants may apply for new funding to expand CoC-Program-funded or non-CoC-Program funded projects.
- HUD had added a policy priority indicating that CoCs should work to develop partnerships with Public Housing Authorities (PHAs).
- Efforts to prevent and end homelessness should consider and address racial inequities to achieve positive outcomes for all persons experiencing homelessness.

HUD's Homeless Policy & Program Priorities

CoCs and Project Applications will be evaluated based on the extent to which they further HUD's policy priorities. The information provided in the policy priorities are not as extensive as previous years; however, upon close read you will find that the goal of ending homelessness remains the target. Policy priorities continue to focus on:

1. Ending homelessness for all persons

- Identify, engage, and effectively serve all persons experiencing homelessness
- Measure performance based on local data that take into account the challenges faced by all subpopulations (e.g., veterans, youth, families, or CH)

- Have a comprehensive outreach strategy in place to identify and continuously engage all unsheltered individuals and families
- Use local data to determine the characteristics of individuals and families with the highest needs and longest experiences of homelessness to develop housing and supportive services tailored to their needs
- Use the reallocation process to create new projects that improve their overall performance and better respond to their needs.

2. Creating a systemic response to homelessness

- Use system performance measures such as the average length of homeless episodes, rates of return to homelessness, and rates of exit to permanent housing destinations to determine how effectively they are serving homeless people
- Use Coordinated Entry process to promote participant choice, coordinate homeless assistance and mainstream housing and services to ensure people experiencing homelessness receive assistance quickly, and make homelessness assistance open, inclusive, and transparent.

3. Strategically allocating and using resources

- Use cost, performance, and outcome data to improve how resources are utilized to end homelessness
- Review project quality, performance, and cost effectiveness
- Maximize the use of mainstream and other community-based resources when serving persons experiencing homelessness
- Develop partnerships with Public Housing Authorities (PHAs) to work toward helping CoC Program participants exit PSH through Housing Choice Vouchers and other available housing
- Review all projects eligible for renewal in FY 2017 to determine their effectiveness in serving people experiencing homelessness as well as their cost effectiveness.

4. Use a Housing First approach

- Prioritize rapid placement and stabilization in permanent housing
- Do not impose service participation requirements or preconditions
- Help individuals and families move quickly into permanent housing
- Measure and help projects reduce the length of time people experience homelessness
- Engage landlords, remove barriers to entry, and adopt client-centered service methods.

Who can be Served

Persons served by CoC funded projects must be **“homeless”** under the HUD’s final rule on the definition of homelessness under the HEARTH Act. However, different project types have different requirements for homeless categories and eligibility. The definition includes four broad categories of homelessness:

1. **People who are living in a place not meant for human habitation, in emergency shelter, in transitional housing, or are exiting an institution** where they temporarily resided if they were in shelter or a place not meant for human habitation before entering the institution. The only significant change from existing practice is that people will be considered homeless if they are exiting an institution where they resided for up to 90 days (it was previously 30 days), and were homeless immediately prior to entering that institution.

2. **People who are losing their primary nighttime residence, which may include a motel or hotel or a doubled up situation, within 14 days** and lack resources or support networks to remain in housing. HUD had previously allowed people who were being displaced within 7 days to be considered homeless. The regulation also describes specific documentation requirements for this category.
3. **Families with children or unaccompanied youth who are unstably housed and likely to continue in that state.** This is a new category of homelessness, and it applies to families with children or unaccompanied youth (up to age 24) who have not had a lease or ownership interest in a housing unit in the last 60 or more days, have had two or more moves in the last 60 days, and who are likely to continue to be unstably housed because of disability or multiple barriers to employment.
4. **People who are fleeing or attempting to flee domestic violence, dating violence, sexual assault, stalking, or other dangerous or life-threatening situations** related to violence; have no other residence; and lack the resources or support networks to obtain other permanent housing.

For information HUD requirements for documenting “homeless” status, please see HUD’s homeless status guidance available at: <https://www.hudexchange.info>.

Definition of “Chronically Homeless”

In addition to meeting the definition of homeless, some projects must serve persons who meet the more specific definition of “**chronically homeless**.” These projects include new permanent supportive housing (PSH) projects, renewal PSH projects that were originally funded under chronic homelessness initiatives, and any other PSH project that has committed in recent years to targeting and/or prioritizing chronically homeless.

A homeless individual, or a family with an adult head of household (of if no adult, a minor head of household) with a disability who:

- Lives in a place not meant for human habitation, a safe haven, or in an emergency shelter; AND
- Has been homeless in such place for at least 12 months OR on at least 4 separate occasions in the last 3 years, as long as the combined occasions equal at least 12 months and each break in homelessness separating the occasions included at least 7 consecutive nights.

Stays in institutional care facilities for fewer than 90 days will not constitute as a break in homelessness, but are included in the 12-month total.

Some Types of People who are not Considered Homeless

People in the following situations are NOT homeless:

- In housing, even though they are paying an excessive amount for their housing, the housing is substandard and in need of repair, or the housing is crowded;
- Living with relatives or friends;
- Living in a Board and Care, Adult Congregate Living Facility, or similar place;
- Being discharged from an institution (after a stay of 90 consecutive days or more); or
- Utilizing Housing Choice Vouchers, except Katrina evacuees that received Katrina Disaster Housing Assistance Program (KDHAP) Housing Choice Vouchers.

Eligible Project Applicants

Eligible project applicants for the CoC Program Competition are **nonprofit organizations, States, local governments, and instrumentalities of State and local governments, and public housing agencies**. For-profit entities are not eligible to apply for grants, or to be subrecipients of grant funds.

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Eligible CoC Program Components

The CoC program includes the following four project components eligible under the 2018 CoC NOFA:

Permanent housing (PH) is defined as community-based housing without a designated length of stay in which formerly homeless individuals and families live as independently as possible. The CoC Program may fund two types of permanent housing: (1) **permanent supportive housing** (PSH), which is permanent housing with indefinite leasing or rental assistance paired with services to help homeless people with disabilities achieve housing stability; and (b) **rapid re-housing** (RRH), a model that emphasizes housing search and relocation services and short- and medium-term rental assistance to move homeless people as rapidly as possible into permanent housing.

Transitional housing (TH) is a project component that may be used to cover the costs of up to 24 months of housing with accompanying support services, providing a period of stability to enable homeless people to transition successfully to and maintain permanent housing within 24 months of program entry. Program participants must have a lease or occupancy agreement in place when residing in transitional housing. Note: In 2018, HUD is allowing a **Joint TH and RRH component project type**.

Supportive services only (SSO) is a program component limited to recipients and subrecipients providing services to individuals and families not residing in housing operated by the recipient. SSO recipients and subrecipients may use the funds to conduct outreach to sheltered and unsheltered homeless persons, link clients with housing or other necessary services, and provide ongoing support. SSO projects may be offered in a structure or structures at one central site, or in multiple buildings at scattered sites where services are delivered. Projects may also be operated independent of a building (e.g., street outreach) and in a variety of community-based settings, including in homeless programs operated by other agencies. Note: In 2018, the only new SSO projects allowed are **Coordinated Entry Projects** created through reallocation and/or bonus funding.

Homeless Management Information System Funds under this component may be used only by HMIS leads for leasing a structure in which the HMIS operates, for operating the structure in which the HMIS is housed, and/or for covering other costs related to establishing, operating, and customizing a CoC's HMIS. Note: In 2018, reallocation and/or bonus funding can be used for a **new dedicated HMIS project**.

Eligible Cost Types

CoC Program funding can only be used to support eligible costs listed in the CoC Interim Rule. Not all costs are eligible in each program component or project type. The eligible costs are summarized below. For further information, please see the CoC Interim Rule and CoC Program Introductory Guide at: <https://www.hudexchange.info>.

Acquisition of real property is an eligible cost category under the PH, TH, and SSO program components.

Grant funds may be used for up to 100 percent of the cost of purchasing property for the purpose of providing permanent Housing, transitional housing, and supportive services only activities.

Rehabilitation of structures is an eligible cost category under the PH, TH, and SSO program components. Eligible rehabilitation costs include installing cost-saving energy measures and bringing a structure up to health and safety standards. Rehabilitation on leased properties is ineligible.

New construction of structures is eligible under the PH and TH program components. New construction may include building entirely new facilities, constructing an addition to an existing structure that increases the floor area by 100 percent or more, and the cost of land for construction. Grant funds may be used for up to 100 percent of costs (as long as the match requirement is met through other means).

Leasing is an eligible cost category under the PH, TH, SSO, and HMIS program components. Funds may be used to lease individual units or all or part of structures. Rents must be reasonable and, in the case of individual units, the rent paid may not exceed HUD-determined fair market rents. Leasing funds may not be used for units or structures owned by the recipient, subrecipient, or their parent organization. When leasing funds are used to pay rent on units, the lease must be between the recipient or the subrecipient and the landowner, with a sublease or occupancy agreement with the program participant. The recipient may charge the program participant an occupancy charge consistent with the interim CoC rule.

Rental assistance is an eligible cost category under the PH and TH program components and may be tenant-based (TBRA), sponsor-based (SBRA), or project-based (PBRA), depending upon the component type. Rental assistance may be short-term for up to 3 months; medium-term for 4 to 24 months; or long-term for more than 24 months. The length of assistance depends upon the component type under which the cost is funded. Recipients must serve as many program participants as shown in their funding application to HUD, but, if the amount reserved for the term of the grant exceeds the amount needed to pay actual costs, the excess funds may be used to cover property damage, rent increases, or the rental needs of a greater number of program participants. When rental assistance funds are used to pay rent on units, the lease must be between the program participant and the landowner.

Supportive services are eligible costs under the PH, TH, and SSO program components, including Coordinated Entry. All eligible services types are listed in the box, and any cost not listed is ineligible. As in the past, services must be offered to residents of PSH and TH for the full period of their residence. RRH programs must require program participants to meet with a case manager at least monthly. Services may be provided to formerly homeless individuals for up to six months after their exit from homelessness, including the six months following exit from a transitional housing project. Eligible costs include the cost of providing services, the salary and benefits of staff providing services, and materials and supplies used in providing services.

Operating costs are eligible under the PH, TH, and HMIS program components. Funds may be used to pay the day-to-day operating costs in a single structure or individual

Eligible Types of Services

- Annual assessment of service needs
- Assistance with moving costs
- Case management
- Child care operations or vouchers
- Education services
- Employment assistance and job training
- Food (meals or groceries)
- Housing search and counseling
- Legal services
- Life skills training
- Outpatient mental health services
- Outpatient health services
- Outreach services
- Outpatient substance abuse treatment
- Transportation
- Utility deposits

housing units, including maintenance (such as scheduled replacement of major systems), repair, building security (when CoC Program funds pay for more than 50 percent of the facility by unit or area), electricity, gas, water, furniture, equipment, property insurance, and taxes. These costs may not be combined with rental assistance costs within the same structure.

HMIS Costs related to contributing client data to or maintaining data in the CoC's HMIS or a comparable database for victim services providers or legal services providers are eligible costs under the PH, TH, SSO, and HMIS program components. Eligible HMIS costs include hardware, equipment and software costs; training and overhead; and HMIS-related staffing costs.

Project Administration These costs include expenses related to the overall administration of the grant, such as management, coordination, monitoring, and evaluation activities and environmental review.

Indirect Costs

Indirect Costs (also known as "facilities and administrative costs" defined at 2 CFR 200.56) are eligible under the CoC Program for all project types, and if the applicant does not have an approved federally negotiated indirect cost rate, the applicant may use a *de minimus* rate of 10 percent of modified total direct costs. If a renewal project decides to request indirect costs, it must carve the amount out of other program costs.

CoC Renewal Funding

Projects that have existing CoC grants that are expiring can apply for a continuation (renewal) grant under the following parameters.

- **Which Grants Can be Renewed:** To apply for renewal funding, the existing grant must be expiring in the calendar year 2019 (January 1 – December 31, 2019). A grant agreement for the project being renewed must be in place no later than December 31, 2018
- **Applicants That Can Renew:** The applicant must be the same entity that signed the expiring grant agreement with HUD
- **Activities That Can Be Renewed:** A project can only request renewal of term activities:
 - Leasing
 - Rental assistance
 - Operations
 - Supportive services
 - HMIS
 - Indirect costs
 - Administration
- **Amount That Can be Renewed (GIW):** A project's request cannot exceed the Annual Renewal Amount for the project approved by HUD in the Grant Inventory Worksheet (GIW)
- **First-Time S+C Renewals:** S+C projects renewing for the first time, can request more units than the original grant if the units are documented with leases and approved in advance by HUD through the CoC Registration and GIW process
- **FMR issues:** Eligible renewal projects requesting rental assistance are permitted to request a per-unit amount less than the Fair Market Rent (FMR), based on the actual rent costs per unit (but not more than). This will help to reduce the number of projects receiving rental assistance that have

large balances of unspent funds remaining at the end of the operating year. Renewal project applicants must ensure that the amount requested will be sufficient to cover all eligible costs, as HUD cannot provide funds beyond what is awarded through the competition. HUD will adjust leasing, operating, and rental assistance budget line items based on changes to the Fair Market Rents (FMR). All adjustments will be made prior to award announcement. New this year – applicants must provide copies leases to verify the actual rents

- **Renewal term: 1 year for all renewal projects.**

Renewing PSH and DedicatedPLUS:

A renewal project that is PSH 100% dedicated to chronically homeless people may either become a DedicatedPLUS project or may continue to dedicate 100 percent of its beds to chronically homeless individuals and families. If a renewal project that has 100 percent of its beds dedicated to chronically homeless individuals and families elects to become a DedicatedPLUS project, the project will be required to adhere to all fair housing requirements.

DedicatedPLUS Project

A DedicatedPLUS project is defined as a project where 100 percent of the beds are dedicated to serve individuals with disabilities and families in which one adult or child has a disability, including unaccompanied homeless youth, that at intake are:

- Experiencing chronic homelessness
- Residing in a TH project that will be eliminated and meets the definition of chronically homeless in effect at the time in which the individual or family entered the TH project
- Residing in a place not meant for human habitation, emergency shelter, or safe haven, but the individuals or families experiencing chronic homelessness had been admitted and enrolled in a PH project within the last year and were unable to maintain a housing placement
- Residing in TH funded by a Joint TH and PH-RRH component project and who were experiencing chronic homelessness prior to entering the project
- Residing and has resided in a place not meant for human habitation, a safe haven, or emergency shelter for at least 12 months in the last 3 years, but has not done so on 4 separate occasions OR
- Receiving assistance through a Department of Veterans Affairs (VA)-funded homeless assistance program and met one of the above criteria at initial intake to the VA system.

Renewing RRH and Target Population:

A renewal project that is RRH is not required to continue to serve only those participants who were in a RRH category when the project was initially funded. Therefore, if a renewing RRH project was originally funded to serve only families with children, that project, through the FY 2017 project application, may indicate it will also serve individuals if it so chooses.

Consolidating Renewal Projects:

Eligible renewal project applicants may consolidate two, three, or four eligible renewal projects into one project application during the application process. This means that a CoC Program recipient no longer must wait for a grant agreement amendment to be executed to consolidate two or more grants before it can apply for a single consolidated project in the CoC Program Competition. However, prior to beginning the consolidation process in the project application, the applicant should consult with the local HUD field office to ensure it is eligible to consolidate the projects. The projects being combined during a grant consolidation will continue uninterrupted.

A Note About Renewal Threshold Requirement: HUD assumes renewal projects meet project eligibility and quality threshold requirements because of previously approved grant applications, unless information to the contrary is received (e.g., monitoring findings, results from investigations by the Office of Inspector General, the recipient routinely does not draw down funds from LOCCS at least once per quarter, or consistently late APRs.). Eligibility threshold is determined on a pass/fail basis, and if standards are not met, the project will be rejected from the competition. Please see the 2018 CoC NOFA for further information regarding how renewal projects are assessed.

HUD reserves the right to reduce or reject a funding from the project applicant for the following:

- Outstanding obligation that is in arrears or a payment schedule has not been agreed upon
- Audit finding(s) for which a response is overdue or unsatisfactory
- History of inadequate financial management accounting practices
- Evidence of untimely expenditures on prior award
- History of other major capacity issues that have significantly affected the operation of the project and its performance
- History of not reimbursing subrecipients for eligible costs timely, or at least quarterly
- History of serving ineligible program participants, expending funds on ineligible costs, or failing to expend funds within statutorily established timeframes.

Creating New Projects

In 2018, CoCs may submit new projects created through (1) reallocation, (2) new project bonus, (3) combination of reallocation and new project bonus, and (4) new DV Bonus projects. Because new project applications may be created through the reallocation or bonus processes, if HUD determines that a project applicant or a CoC incorrectly classified one or more new projects as reallocation or bonus, HUD may reclassify the project(s) as either reallocation or bonus if the CoC exceeded either its reallocation or bonus amount. If a project applicant uses both reallocation and bonus amounts to create a single new project but did not have sufficient amounts available from either source, HUD will reduce the project to the amount available, if any.

The following chart summarizes allowable new project types:

| Eligible New Projects from Reallocation, Bonus, or Combination Funding | Eligible DV Bonus Projects |
|--|--|
| <ol style="list-style-type: none"> 1. DedicatedPLUS projects 2. New PSH projects that will serve 100 percent chronically homeless families and individuals 3. New RRH projects that will serve individuals and families, including unaccompanied youth 4. Joint TH and RRH projects 5. New CE project 6. New HMIS project. | <ol style="list-style-type: none"> 1. RRH projects that must follow a Housing First approach 2. Joint TH and RRH projects that must follow a Housing First approach 3. CE project to implement policies, procedures, and practices that equip the CoC’s Coordinated Entry to better meet the needs of survivors of domestic violence, dating violence, sexual assault, or stalking. |

New Project Threshold Requirements

For new projects, the review process considers applicant and subrecipient eligibility and capacity, project eligibility, and project quality as part of the threshold review. Project Eligibility Threshold: HUD will review eligibility threshold requirements on a pass/fail standard, and if standards are not met, the project will be rejected from the competition.

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Applicants and subrecipients must:

- Be eligible under the CoC Program
- Demonstrate financial and management capacity and experience to carry out the project and to administer Federal funds
- Submit required certifications
- Propose an eligible population for the project type, as designated by the CoC Program
- Show that the project is cost-effective, with costs not deviating substantially from the norm in that locale for similar project activities
- Agree to participate in HMIS (except for victim service providers who must use a comparable database).

Project Quality Threshold: HUD will review all new project applications to determine if they meet project quality threshold requirements with clear and convincing evidence. The housing and services proposed must be appropriate to the needs of the program participants and the community.

- For new PSH or RRH projects, applications must receive at least 3 out of 4 possible points to be funded. Quality threshold factors include:
 1. Whether the type of housing, number, and configuration of units will fit the needs of the program participants
 2. Whether the type of the supportive services offered (regardless of funding source) will ensure that participants obtain or retain permanent housing
 3. Whether the plan to connect clients to benefits meets program participant needs
 4. Whether participants are assisted in obtaining and remaining permanent housing in a manner that fits their needs.
- For new Joint TH and RRH projects, applications must receive at least 3 out of 5 possible points to be funded. Quality threshold factors include:
 1. Whether the type of housing, number, and configuration of units will fit the needs of the program participants
 2. Whether the type of the supportive services offered (regardless of funding source) will ensure that participants obtain or retain permanent housing
 3. Whether the plan to connect clients to benefits meets program participant needs AND
 4. Whether participants are assisted in obtaining and remaining permanent housing in a manner that fits their needs
 5. Whether the project adheres to a Housing First model.
- For new SSO projects for centralized or coordinated assessment systems, applications must receive at least 2 out of 4 possible points to be funded. Quality threshold factors include:
 1. Whether the system is easily accessible to all in the CoC's geography who are seeking information about homelessness assistance
 2. Whether the advertising strategy is designed to reach persons with the highest barriers
 3. Whether there is a standardized assessment process and
 4. Whether the project ensures participants are directed to housing/services that fit their needs.

Other threshold requirements:

- Project applicants and potential subrecipients must have satisfactory capacity, drawdowns, and performance for existing grant(s), as evidenced by timely reimbursement of subrecipients, regular drawdowns, and timely resolution of any monitoring findings
- For expansion projects, project applicants must clearly articulate the part of the project that is being expanded. Additionally, the project applicants must clearly demonstrate that they are not replacing other funding sources
- Project applicants must demonstrate they will be able to meet all timeliness standards
- HUD reserves the right to deny the funding request for a new project, if the request is made by an existing recipient that HUD finds to have significant issues related to capacity, performance, or unresolved audit/monitoring finding related to one or more existing grants. Additionally, HUD reserves the right to withdraw funds if no APR is submitted on the prior grant.

More About Reallocation, New Project Bonus, and Combined Projects

- \$133,028 is the maximum bonus amount this year, but again this amount can be combined with reallocated funds, if available, to form a larger project.
- The availability of reallocated funds in any amount is not guaranteed and depends upon whether the Leadership Board reallocates funds from one or more renewals for performance reasons or other reasons.
- Reallocated, bonus, and combination projects must be ranked and tiered with other projects; there is no separate competition.

PSH bonus and/or reallocation projects:

- May use grant funds for:
 - Acquisition
 - Rehabilitation
 - New Construction
 - Leasing
 - Operations
 - Rental Assistance
 - Supportive Services
 - HMIS
 - Indirect Costs
 - Administration
- Must be fully dedicated to (100%) to chronically homeless individuals and families or a the populations allowed by the DedicatedPLUS project type
- Should use a Housing First approach. Housing First is a model of housing assistance that is offered without preconditions (such as sobriety or a minimum income threshold) or service participation requirements, and rapid placement and stabilization in permanent housing are primary goals
- May be single site or scattered site
- Services must be offered based on residents needs
- A tenant lease is required, must be for at least one year, must be renewable, and terminable only for cause.

RRH bonus and/or reallocation projects:

- May use grant funds for:
 - Short term (up to 3 months) and/or medium-term (3-24 months) tenant-based rental assistance (must be at full FMR)
 - Supportive services
 - HMIS
 - Indirect Costs
 - Administration
- May serve homeless individuals and families, including unaccompanied youth
- Lease is required; must be renewable, for a term of at least one year (regardless of the length of assistance provided), and terminable only for cause.
- Project must:
 - Limit rental assistance to no more than 24 months per household
 - Limit services to no more than 6 months after rental assistance stops
 - Re-evaluate at least once per year whether the project participant continues to lack the resources and support networks necessary to retain housing without CoC assistance
 - Offer supportive services (may include any eligible CoC Program supportive service). Project participants should have access to a wide array of supportive services designed to help them retain stable, long-term housing
 - Require project participants to meet with a case manager at least monthly.
- Project may (in line with written RRH program standards adopted by the HAP):
 - Set a maximum amount or percentage of rental assistance that a project participant may receive
 - Set a maximum number of months (up to 24 months) that a project participant may receive rental assistance
 - Set a maximum number of times that a participant may receive rental assistance
 - Require project participants to share in the costs of rent.

Joint TH and RRH bonus and/or reallocation projects:

- May use grant funds for:
 - Leasing of a structure or units
 - Operating costs to provide transitional housing
 - Short or medium-term tenant-based rental assistance on behalf of program participants to pay for the RRH portion of the project
 - Supportive services
 - HMIS
 - Project administrative costs
- May serve homeless families and/or individuals
- Must use Housing First
- Must be able to provide both components, including the units supported by the TH component and the rental assistance and services provided through the RRH component, to all participants
- A participant may choose to receive only the TH unit or the assistance provided through the RRH component, but the project must make both types of assistance available
- Must limit total assistance to 24 months.

HMIS bonus and/or reallocation projects:

- Grant funds may be used for: HMIS and Administration

- The CoC's HMIS Lead Agency is the only agency that can apply for this funding.

CE bonus and/or reallocation projects:

- Coordinated entry is defined to mean a centralized or coordinated process designed to coordinate program participant intake, assessment, and provision of referrals. A centralized or coordinated assessment 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
- Grant funds may be used for: Supportive services and Administration.

Transition Grants

New this year - applicants may transition renewal projects from one CoC Program component (e.g., TH to RRH, RRH to PSH) to another during the competition. To be eligible to receive a transition grant, the renewal project applicant must have the consent of its CoC. To create a transition grant, the CoC must wholly eliminate one or more projects and use those funds to create the single, new transition grant.

For a new project to be considered a transition grant, the applicant for the new project must be the same recipient for the eligible renewal grant(s) being eliminated, and the applicant must provide the grant number(s) of the projects being eliminated to create the new project and attach a copy of the most recently awarded project application (e.g., if the project was last funded in the FY 2017 CoC Program Competition, a copy of the FY 2017 CoC Program Competition project application must be attached to the project application).

New Projects Created Through Expansion of Existing Projects

HUD will allow applicants to apply for a new expansion project under the reallocation process or new project bonus to expand its current operations by adding units or beds, persons served, services provide to existing participants, or in the case of HMIS to increase HMIS activities.

There are two types of expansion projects:

- Expanding a CoC-Program-funded Project. Expansion in which a project applicant submits a new project application to expand the current operations of an eligible renewal project for which it is the recipient by adding additional CoC Program funds. Under this type of expansion, for the new expansion project to be selected for conditional award the renewal project application must also be selected for conditional award.
- Expanding a non-CoC Program funded project. Expansion in which a project applicant submits a new project application that requests CoC Program funds to add to a current homeless project that is funded from sources other than CoC Program funds. Note that project applicants are prohibited from using CoC Program funds to replace state and local funds.

If both the new expansion project and the renewal it expands are selected for funding, one grant agreement incorporating both project applications will be executed. If the renewal project application is not conditionally selected for funding, the expansion project application will not be selected.

Additional New Project Design and Implementation Issues

Funding Levels and Adjustments

- New project applications must request the full FMR amount per unit
- HUD will adjust leasing, operating, and rental assistance budget line items based on changes to the Fair Market Rents (FMR). All adjustments will be made prior to award announcement
- If the recipient has a subrecipient, it is required to share at least 50% of project administrative funds with its subrecipient(s).

Timeliness

- Proof of site control, match, environmental review, and the documentation of financial feasibility must be completed within 12 months of the announcement of the award, or 24 months in the case of funds for acquisition, rehabilitation, or new construction. The 12-month deadline may be extended by HUD for up to 12 additional months upon a showing of compelling reasons for delay due to factors beyond the control of the recipient or subrecipient
- For recipients of funds for rehabilitation or new construction:
 1. Construction activities must begin within 9 months of the later of signing of the grant agreement or of signing an addendum to the grant agreement authorizing use of grant funds for the project.
 2. Construction activities must be completed within 24 months of signing the grant agreement.
 3. Activities that cannot begin until after construction activities are completed must begin within 3 months of the date that construction activities are completed
- In order to expend funds within statutorily required deadlines, applicants funded for new sponsor-based and project-based rental assistance must execute the grant agreement and begin providing rental assistance within 2 years. However, HUD strongly encourages all rental assistance to begin within 12 months of award. Applicants unable to begin within 12 months should consult with the local HUD CPD Field Office.

New Project Grant Terms

It usually makes sense to for new and renewal projects apply for **1 year** renewable yearly to maximize funding. However, the following the following terms were allowable under the 2018 CoC NOFA:

New Projects can request 1, 2, 3, 4, 5, or 15 year grant terms, with the following exceptions:

1. Any new projects that request tenant-based rental assistance may request a **1-year, 2-year, 3-year, 4-year, or 5-year** grant term.
2. Any new project application that includes leasing could only request **up to a 3-year** grant term.
3. Any new projects requesting project-based rental assistance or sponsor-based rental assistance, or operating costs could request up to a 15-year grant term, but request up to **5 years** of funds.
4. Any of the following new projects could request **1-year, 2-year, 3-year, 4-year, or 5-year** grant terms: operating costs, supportive services only, HMIS, and project administration.
5. Any new project applications that requested new construction, acquisition, or rehabilitation had to request a minimum of a **3-year grant term and could request up to a 5-year grant** terms.
6. If an applicant requested funds for new construction, acquisition, or rehabilitation in addition to requesting funds for operating, supportive services, or HMIS, the term had to be **3 years plus the time** necessary to acquire the property, complete construction, and begin operating the project
7. DV bonus proposals are limited to **1 year**.

Match Requirements

All eligible funding costs, except leasing, must be matched with no less than a **25 percent cash or in-kind contribution. No match is required for leasing.** The match requirements apply to project administration

funds, CoC planning costs, and UFA costs, along with the traditional expenses—operations, rental assistance, supportive services, and HMIS.

Cash match: A recipient or subrecipient may use funds from any source, including any other federal sources (excluding CoC program funds), as well as State, local, and private sources, provided that funds from the source are not statutorily prohibited to be used as a match. (The recipient must ensure that the rules governing match funds allow them to be match for the CoC Program.) The cash must be used for activities that are eligible under the CoC Interim Rule.

- **NOTE: Program income CAN be used as match.**
- Funds from other federal programs (e.g., HUD VASH) are eligible sources of match and are considered government sources. Project applicants are encouraged to include funds from these sources, whenever possible.

In-kind Match: the recipient or subrecipient may use the value of property, equipment, goods, or services contributed to the project, provided that, if the recipient or subrecipient had to pay for such items with grant funds, the costs would have been eligible. If third-party services are to be used as a match, the recipient or subrecipient and the third-party service provider that will deliver the services must enter into a memorandum of understanding (MOU)—before the grant is executed—documenting that the third party will provide such services and value towards the project.

- Services provided by individuals must be valued at rates consistent with those ordinarily paid for similar work in the recipient's or subrecipient's organization
- The MOU must establish the unconditional commitment, except for selection to receive a grant, by the third party to provide services, the specific service to be provided, the profession of the persons providing the service, and the hourly cost of the service to be provided.

Leverage

Leverage is not being used by HUD as a scoring element in this year's competition. However, leverage does remain a scoring factor in the local CoC competition.

Electronic Application (*e-snaps*)

The following *e-snaps* information is a just a brief summary. Project applicants should rely on HUD's very detailed *e-snaps* materials as authoritative on *e-snaps* matters.

CoCs and applicants are required to apply for CoC funds electronically through HUD's *e-snaps* system. Projects must participate in the Monterey/San Benito CoC application through *e-snaps*. The *e-snaps* online grant application and management system, training materials, Frequently Asked Questions, and additional resources are available at: <https://www.hudexchange.info>.

Questions may be submitted to HUD through the *e-snaps* Virtual Helpdesk also at: <https://www.hudexchange.info>.

E-snaps can be directly accessed at: <https://esnaps.hud.gov/grantium/frontOffice.jsf>

In essence, applicants will:

1. Create a User Profile (new users only): First, create a user name and password

2. Project Applicant Profile: Second, fill out and submit a Project Applicant Profile form AND
3. Project Application: Finally, register for, fill out and submit a Project Application form for each project and provide applicable attachments.

The LMH CoC staff will have access in *e-snaps* to each Project Application in order to review the applications. Any changes needed will be returned to applicants for correction. LMH CoC staff will not be able to directly edit Project Applications.

In 2018, the Leadership Council through its Rating Panel must approve (or reject), rank, and place into Tier 1 or Tier 2 all projects correctly submitted in e-snaps. This includes bonus projects. If not correctly submitted, projects cannot be approved or ranked in e-snaps and thus cannot be funded.

Applicants using e-snaps must have a valid **DUNS** number and up-to-date federal **System for Award Management (SAM)** registration, formerly the Central Contractor Registry (CCR).

Again, only basic information about e-snaps (subject to change and correction) is provided above. Therefore, it is critical that you access and review e-snaps materials at: <https://www.hudexchange.info>.

Use of Energy Star

The LMH CoC fully supports HUD's policy to promote energy-efficient housing. All McKinney-Vento CoC-funded projects are encouraged to purchase and use Energy Star labeled products. Applicants constructing, rehabilitating, or maintaining housing or community facilities are encouraged to promote energy efficiency in design and operations. They are urged especially to purchase and use products that display the Energy Star label. Applicants providing housing assistance or counseling services are encouraged to promote Energy Star materials and practices, as well as buildings constructed to Energy Star standards, to both homebuyers and renters. Applicants are encouraged to undertake program activities that include developing Energy Star promotional and information materials, providing outreach to low- and moderate-income renters and buyers on the benefits and savings when using Energy Star products and appliances, utilizing Energy Star-designated products in the construction or rehabilitation of housing units, and replacing worn products or facilities such as light bulbs, water heaters, furnaces, etc., with Energy Star products to reduce operating costs. Communities and developers are encouraged to promote the designation of community buildings and homes as Energy Star compliant. For further information about Energy Star, please go to <http://www.energystar.gov/>.

Local Process for Reviewing and Prioritizing Projects for Funding

As the CA-506 Continuum of Care Board, the Leadership Council is ultimately responsible for all duties assigned in the CoC Program to include review and prioritization of projects seeking funding through the annual HUD national CoC competition.

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One of the major functions of a Continuum of Care is to prepare and oversee the applications for funds administered by HUD under the Homeless Emergency Assistance and Rapid Transition to Housing (HEARTH) Act. Among these, the CoC Program is designed to assist individuals (including unaccompanied youth) and families experiencing homelessness and to provide the services needed to help them individuals move into transitional and permanent housing, with the goal of long-term stability. For this reason, the CoC Program funds important housing and services programs, such as permanent housing (including permanent supportive housing and rapid re-housing), transitional housing, and supportive services only programs. HUD CoC Program funds are granted annually based on a national competition following the release a Notice of Funding Availability (NOFA). It is a primary responsibility of the Continuum of Care to oversee the application for those funds.

In addition, recipients of Emergency Solutions Grant funds, another homeless assistance grant administered under the HEARTH Act, are required by HUD to coordinate with the Continuum of Care regarding the allocation of those funds. While HUD distributes some ESG funds directly to entitlement jurisdictions throughout the country, some funding is left to the state to administer. The California Department of Housing and Community Development (HCD) oversees the distribution of these non-entitlement funds in California. In addition, other funds such as Supportive Services to Veterans and Families (SSVF) require CoC engagement.

This section outlines the CA-506 CoC policy as related to designing, operating and following a collaborative process for the development of Continuum of Care Program applications and approval of submission of applications.

Collaborative Applicant

The Leadership Council designates as the Executive Officer/staff of the Coalition of Homeless Services Providers as the annual HUD CoC NOFA Collaborative Applicant. The Collaborative Applicant is responsible for leading and supporting all aspects of the annual HUD CoC NOFA process, including submission of the Consolidated Application consisting of 1) the CoC Application (formerly Exhibit 1); 2) Project Applicants Priority List; and 3) all Project Applications (formerly Exhibits 2).

Overview of Project Review Process/NOFA Submission Timeline

Immediately after HUD's Continuum of Care NOFA is released, or as much as possible prior to release, the LMH CoC Coordinator/ Collaborative Applicant will coordinate all activities under the Project Review Process and NOFA Submission. The following is an overview of that timeline, with additional information provided below. This timeline is subject to change annually, depending on HUD/NOFA requirements.

- The Collaborative Applicant considers community priorities, then designs and presents scoring tools and materials to the Leadership Council for approval. The scoring system is used to

prioritize renewal programs and to select new programs for inclusion in the funding application, as well as to respond to priorities set by HUD in the NOFA.

- Community priorities are set through CoC strategic planning, needs assessment, and gaps analysis process.
- The Leadership Council considers and approves the scoring tools and materials.
- Information regarding the NOFA and the community's process and requirements are disseminated to all LMH CoC members and other interested parties (all homeless service and housing providers in the Continuum of Care area) via the following open solicitation methods:
 - Letters/emails
 - Responses to public inquiries
 - Outreach to faith-based groups
 - Announcements at CoC meetings
 - Announcements at other meetings
 - Legal Notices published in newspapers
 - Press Releases
- Any agency interested in applying for funds is requested to contact the LMH CoC Coordinator/Collaborative Applicant and fill out/submit the provided Letter of Intent (LOI) to apply:

Coalition of Homeless Services Providers

Attn: Executive Officer

Martinez Hall

220 12th Street

Marina, CA 93933

831-883-3080

Email: chspmontry@aol.com

- Applicants attend a Bidders' Technical Assistance Conference, and have approximately 4-6 weeks to complete and submit their applications (generally not less than 30 days prior to the NOFA deadline) to the LMH CoC Coordinator/Collaborative Applicant. This deadline might be shortened due to local and federal timing requirements.
- LMH CoC Coordinator/Collaborative Applicant determines whether thresholds are met for applications.
- The Collaborative Applicant confirms Rating Panel membership according to policies described below.
- The Rating Panel reviews, scores and prioritizes Project Applications according to procedures described below. Project Applicants receive their preliminary score and ranking.
- Applicants have the opportunity to appeal their score and/or rank, according to the Appeals Process below.
- The CoC Coordinator/Collaborative Applicant informs Project Applicants of their final ranking in writing, generally no less than two weeks prior to the NOFA deadline, or as the NOFA requires.
- The LMH CoC Coordinator/Collaborative Applicant collects Final Project Applications and submits them to HUD, along with the CoC Application, as part of the CoC's Consolidated Application.

Funding Priorities and Local Need

While there is a need for services and housing for homeless in many areas in the community, specific areas of greater need will be funding priorities for the CoC. Determining funding priorities is driven by the community's needs assessment and gaps analysis, and all CoC organizations participating in the gaps analysis process have a voice in this decision. Funding priorities are established through a fair and open process using objective criteria

Through the gaps analysis process, the following areas have been identified as current funding priorities (note that priorities will change annually):

- Federal priorities: New project bonus and/or new reallocation projects: Permanent Supportive Housing targeting the chronically homeless or DedicatedPLUS populations; Rapid Re-housing, Coordinated Entry, HMIS, and DV Bonus projects (of the 3 allowable types).
- Renewals of successfully operating projects if the community's need for the project continues. The LMH CoC will review each project at the time it seeks renewal funding to determine if the project is performing satisfactorily and meeting the needs of persons it proposed to serve or whether local needs have changed and other subpopulations or types of assistance should receive preference.
- To maximize the funds immediately available to the CoC and be consistent with restrictions in recent NOFAs, renewal projects may only apply for a one-year grant term, unless HUD permits multiple year renewal applications.
- Similarly, the LMH CoC Coordinator/ Collaborative Applicant will work with any potential new project applicants to ensure that new funding resources coming into the CoC are maximized. As much as feasible, there is a preference for new projects that apply for a one-year grant term unless otherwise directed by HUD requirements.
- Remaining funds (after the funding of successful one-year renewals) from the HUD designated Pro Rata amount for the CoC are available through the competitive application process.

Encouragement of New Applicants and Technical Assistance for Applicants

The LMH CoC is open to and encourages applications from entities that have not previously been awarded CoC funds. Prospective and new applicants are invited to participate in all of the process steps below, including the Bidders' Technical Assistance Conference described below.

Bidders' Technical Assistance Conference

A Bidders' Technical Assistance Conference will be conducted for agencies interested in submitting applications. The Bidders' Technical Assistance Conference will cover the following issues:

- Eligible activities
- Eligible persons to be served
- Amounts available
- Match requirements
- Advice on identifying leverage
- How to complete applications
- Submission format requirements
- Timelines and deadlines
- Local community process
- Appeal process
- Other relevant topics and issues

Procedures for Application Submissions

- Proposals and all additional requested information must be submitted per HUD directive with a PDF to the LMH CoC Coordinator/Collaborative Applicant:

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Coalition of Homeless Services Providers
Attn: Executive Officer
Martinez Hall
220 12th Street
Marina, CA 93933
Email: chspmontry@aol.com

- Proposals will be due by 5:00 PM on the due date.
- Specifics regarding due dates, submission requirements, timelines and proposal format will be distributed and reviewed at the Bidder's Technical Assistance Conference.

Local Deadline and Schedule of Events

The deadline for submission of local Supplemental Applicant Information Forms and for submission of e-snaps applications is **July 31, 2018, 5 PM**. For a complete list of local events and internal deadlines, please see the 2018 HUD CoC NOFA Process Schedule of Events posted on the Coalition of Homeless Services Providers website at: <http://www.chspmontereycounty.org/wp-content/themes/chsp/img/June-22-2018-NOFA-Calendar.pdf>. Please check this regularly as internal dates are subject to change.

Late and Incomplete Applications Policy

- Late Application: Late applications received within 48 hours of the due date/time will receive a 15-point score reduction. Late applications received after 48 hours will not be accepted.
- Incomplete Applications: Incomplete applications cannot be cured for Rating Panel scoring, but must be corrected prior to HUD submission. The original application (not the copies) will be examined to determine if all pieces of the application have been submitted.

Using All Available Funds

The CoC will do everything possible to ensure it applies for all funds possibly available to the community. Thus, if all on-time applications have been submitted and it appears that either 1) the community is not requesting as much money as is available from HUD, or 2) no Permanent Housing Bonus (or other special project as defined by HUD) projects have been submitted, then:

- The LMH CoC Coordinator/Collaborative Applicant will email the Leadership Council and other interested parties (all homeless service and housing providers in the continuum of care area) with specifics regarding:
 - How much money is available
 - For what type of programs
 - When the application is due
- The LMH CoC Coordinator/Collaborative Applicant will provide technical assistance and guidance, as needed, to ensure applicants understand the funding requirements.

- Any additional applications for these funds will be given as much time as possible to complete the application. However, time constraints associated with submission of the Consolidated Application to HUD may limit the time available. The LMH CoC Coordinator/ Collaborative Applicant will work to notify potential applicants about available funds as early as possible as to provide adequate time to complete a thoughtful application.

Notice Regarding Potential Reallocation of Funds

HUD allows CoCs to reallocate funds from non- and/or under-performing projects to higher priority community needs that also align with HUD priorities and goals. The process of reallocation is led by the Administration & Implementation Committee and LMH CoC Coordinator/Collaborative Applicant in consultation with the Leadership Council.

In addition to poorer performing projects, the LMH CoC will take into consider historical under-spending of CoC program funds when making reallocation decisions. Any program that has consistently underspent its grant in the past three years may face reallocation for the portion of the grant it has not spent. This is to ensure that this funding is kept in the community, rather than being returned to the federal treasury. The LMH CoC Coordinator/Collaborative Applicant will notify any applicants at risk of reallocation for under-spending in advance.

Encouragement of Voluntary or Transition Reallocation to Better Align the CoC

In order to encourage projects to voluntarily align themselves with HUD priorities and local priorities, existing projects that are no longer needed, that no longer match the agency's mission, or that are underperforming, wishing to convert their project to one of the eligible new reallocation project types described above, will be given priority by the LMH CoC Rating Panel in accessing the funds reallocated from their existing project. If desired, such projects may use the transition grant procedure allowed this year under the 2018 CoC NOFA.

Any such project must complete a new project application as part of the local competition and will be scored on the basis of that application.

Application Eligibility Threshold Review

Before Project Applications are submitted to the Rating Panel, they must pass a threshold review. The LMH CoC Coordinator/Collaborative Applicant will complete the threshold review to verify the eligibility of:

- Applicant
- Project
- Activity
- Completeness of application.

This review will take place prior to the application's submission to the Rating Panel for reading and scoring. Proposals that fail to completely meet threshold review criteria will not be forwarded to the Rating Panel for further consideration. These programs will be notified of this decision within 24 hours of the threshold review. Proposals that completely meet eligibility threshold review criteria will be submitted to the Rating Panel and will be scored according to the scoring criteria.

Rating Panel

Eligible Project Applicant proposals will be prioritized for inclusion in the LMH CoC's Consolidated Application by the Rating Panel based on their score.

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- On an annual basis, the Administration & Implementation Committee creates separate scoring tools for renewal and new projects. The Leadership Council approves these tools prior to use. Using these scoring tools, the Rating Panel may review, but is not limited to, the following objective rating measures to assess the performance of projects seeking funding:
 - CoC monitoring findings
 - HUD monitoring findings
 - Independent audits
 - HUD APRs for performance results
 - Unexecuted grants
 - Site visits
 - Surveys of program clients
 - Reallocation recommendation(s) from the Administration & Implementation Committee and LMH CoC Coordinator/Collaborative Applicant
 - Project readiness
 - Expenditure of grant funds (fast or slow)
 - De-obligated funds status from previous awards
 - Cost effectiveness of the project
 - Provider organization experience
 - Provider organization capacity
 - Project presentation
 - CoC membership involvement
 - HMIS participation involvement
 - Match funds committed to project
 - Leverage letters committed to project.

Rating Panel Membership

The Administration & Implementation Committee recruits 5 to 7 Rating Panel members who are:

- Knowledgeable about homelessness and housing in the community and who are broadly representative of the relevant sectors, subpopulations, and geographic areas
- “Neutral,” meaning that they are not employees, staff or otherwise have a business or personal conflict of interest with the applicant organizations;
- Familiar with housing and homeless needs within the LMH Continuum of Care; and
- Willing to review projects with the best interest of homeless persons in mind.

Rating Panel Responsibilities

To serve on the Rating Panel, members must:

- Sign a statement declaring that they have no conflict of interest and a confidentiality agreement
- Be appointed and have their eligibility verified and approved by the Leadership Council
- Be able to dedicate time for application review and meetings as directed by the Leadership Council or their designee, typically the LMH CoC Coordinator/Collaborative Applicant.

Prior to each application review and rank process, the LMH CoC Coordinator/Collaborative Applicant and Administration and Implementation Committee will train Rating Panel members. This training includes the following:

- Information regarding homeless activities, needs, services, definitions and other issues that are pertinent to the LMH CoC
- A background of McKinney Vento and the local process
- The role of the Rating Panel
- Review of the scoring tools, applications, and resources.

Rating Panel Project Review Process and Publically Announced Objective Rating Criteria

- Rating Panel members receive eligible applications and scoring materials prepared by the LMH CoC Coordinator/Collaborative Applicant.
- Rating Panel Members review, rate, and evaluate all applications using previously publicly announced objective criteria that include system performance measures (please see the accompanying Review Criteria sheet for further details).
- All Rating Panel members review all relevant information from applications over a one-week period.
- The Rating Panel meets to review and discuss each application together and to individually score them. As a designee of the Leadership Council, the LMH CoC Coordinator/ Collaborative Applicant staff is present at the Rating Panel meeting to record decisions of the Panel and any comments/ recommendations they have for applicants.
 - The Rating Panel discusses the merits of each proposal, scores the applications, and turns in score sheets to staff.
 - Overall raw scores are calculated by LMH CoC Coordinator/Collaborative Applicant staff.
 - The Rating Panel considers adjustments for HUD incentives or requirements.
 - The Rating Panel considers proposal changes or project budget adjustments that may be required to meet community needs.
 - The Rating Panel determines the rank and funding levels of all projects considering all available information.
 - Project Applicants may be asked to attend Rating Panel deliberation(s) to provide a brief overview of their respective proposals, and be available for a question and answer session with Panel members.
 - During deliberation(s), the LHM CoC Coordinator/Collaborative Applicant will provide technical assistance by responding to questions of the Rating Panel members, correcting technical inaccuracies if they arise in conversation, and reminding the members of their responsibilities.
- The Rating Panel's recommendations for Project Application priority ranking (i.e. Priority List) are forwarded to the Leadership Council for final approval.
- Scoring results and a preliminary rank are delivered in writing to all Project Applicants a minimum of 15 days prior to the NOFA deadline (or as dictated by HUD in the NOFA) with a reminder about the appeals process.
 - Project Applications which do not meet the threshold requirements will not be included in the Priority List in the CoC Application/Consolidated Application, and therefore will not be forwarded to HUD for consideration.

- If more new applications are submitted than available through the Permanent Housing Bonus and/or reallocated funding, only the highest-scoring new applications will be included in the CoC's Consolidated Application to HUD.

Specific Methods of Evaluating Proposals From Victim Service Providers

The LMH CoC encourages applications from victim service providers and other providers for DV bonus projects and other projects that will help meet the housing, safety, and other needs of survivors of domestic violence, dating violence, and stalking. The following specific evaluation methods apply to proposals from victim service providers:

Renewal Proposals:

- Use of comparable database: Victim service providers are prohibited from entering data into HMIS, and instead must use a comparable database that meets HMIS requirements. Therefore, all relevant performance and data questions in the local supplemental application and the HUD e-snaps application must be answered using aggregate (non-identifiable) data from a comparable database.
- Addressing safety needs: The project quality, readiness, and appropriateness section of the local supplemental application and the project description section of HUD e-snaps application must include a description of how the project will improve the safety of participants, and the performance metrics section of local supplemental application must propose at least one relevant measure of the degree of participant safety.

New Project Proposals

- Use of comparable database: Victim service providers are prohibited from entering data into HMIS, and instead must use a comparable database that meets HMIS requirements. Therefore, victim service providers proposing new projects must agree to use a comparable database and to provide the CoC with aggregate (non-identifiable) data from the comparable database.
- Addressing safety needs: The project quality, readiness, and appropriateness section of the local supplemental application and the project description section of HUD e-snaps application must include a description of how the project will improve the safety of participants, and the program goals to be measured annually section of local supplemental application must propose at least one relevant measure of the degree of participant safety.

Appeals Process

All eligible applicants have the opportunity to appeal both their score and preliminary ranking prior to the Priority List being finalized and approved by the Leadership Council.

The Appeals Committee

The Appeals Committee will be comprised of four (4) impartial members of the LMH Leadership Council: 3 members will be Appeals Committee voting members and one will be a non-voting member.

- The three voting members will not have participated on the original Rating Panel.
- The non-voting member must be a member of the original Rating Panel.
- No member of the Appeals Committee may have a conflict of interest with any of the agencies applying for McKinney funding. All members of the Appeals Committee must sign conflict of interest and confidentiality statements.

- The role of the Appeals Committee is to read and review only those areas of the application that are being appealed.

Eligible Appeals

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- A Project Applicant may appeal an application if a) the application received less funding than applied for, or b) if the agency can show, with evidence, that the process was unfair.
- Project Applicants that have been found not to meet the threshold requirements are not eligible for an appeal.
- Appeals cannot be based upon the judgment of the Rating Panel.

Applicants may appeal in writing, with back up documentation, if they can prove their score is not reflective of the application information provided, or if they can describe bias or unfairness in the process that warrants the appeal.

The Appeals Process

- Any and all appeals must be received in writing within three (3) business days of the notification of ranking to projects.
- All notices of appeal must be based on the information submitted by the application due date. No new or additional information will be considered. Omissions to the application cannot be appealed.
- All notices of appeal (one original and four copies) must be submitted to:

Coalition of Homeless Services Providers/CoC Coordinator
Martinez Hall
2201 12th Street, Marina CA 93933
831-883-3080
Email: chspmontry@aol.com

- The notice of appeal must include a written statement specifying in detail the grounds asserted for the appeal. The appeal must be signed by an individual authorized to represent the sponsor agency (i.e., Executive Director)/Project Applicant. The notice of appeal is limited to one single spaced page in 12-point font.
- The appeal must include a copy of the application and all accompanying materials submitted to the Rating Panel. No additional information can be submitted.
- All valid appeals will be read, reviewed, and evaluated by the Appeals Committee.
- The Appeals Committee will meet to deliberate the appeal.
 - All Project Applicants appealing the Rating Panel-recommended decision will be timely notified in writing and invited to attend any appeal. They may make a 10-minute statement regarding the appeal.
 - The Appeals Committee will review the rankings made by the Rating Panel only on the basis of the submitted project application, the one page appeal, any statements made during the appeal process, and the material used by the Rating Panel. No new information can be submitted by the Project Applicant appealing or reviewed by the Appeals Committee.
 - The decision of the Appeals Committee must be supported by a simple majority vote.

- The appealing agency will receive a written decision of the Appeals Committee within two (2) business days of the Appeals Committee Meeting.
- The decision of the Appeals Committee will be final.

Grantee Withdrawal

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All applicants are encouraged to notify the LMH CoC Coordinator/Collaborative Applicant as soon as possible, and in writing, if they choose to not apply for funding. If a Project Applicant decides not to submit their application to HUD, the LMH CoC will do everything possible to find a qualified program to apply for those funds so that they are not lost to the community.

- The LMH CoC Coordinator/Collaborative Applicant will email all LMH CoC members and other interested parties (all homeless service and housing providers in the continuum of care area) with specifics regarding:
 - How much money is available
 - For what type of programs
 - When the application is due.
- Any additional applications for these funds will be given as much time as possible to complete the application. However, time constraints associated with submission of the Consolidated Application to HUD may limit the time available. The LMH CoC Coordinator/ Collaborative Applicant will work to notify potential applicants about available funds as early as possible as to provide adequate time to complete a thoughtful application.
- The Rating Panel will review applications that are submitted and will meet, either in-person or via conference call, to score and rank these applications.

Final Prioritized List of Applications

The final prioritized list of all Project Applicant proposals must be approved by the Leadership Council. Any Leadership Council members with a conflict of interest must recuse him/herself from all related discussions and abstain from the vote approving the priority list. This prioritized list will then be forwarded to HUD by the LMH CoC Coordinator/Collaborative Applicant by the NOFA deadline as part of the Consolidated Application. Conditional award funding is typically based upon the prioritized list of Project Applicants that are submitted, however, actual awards/award amounts are determined by HUD.

Resource Information

- 2018 CoC NOFA: <https://www.hudexchange.info/resource/5719/fy-2018-coc-program-nofa/>
- CoC Program Interim Rule (24 CFR part 578): <https://www.hudexchange.info/resource/2035/coc-program-interim-rule-formatted-version>
- E-snaps application system: <https://esnaps.hud.gov>
- Funding Application: <https://www.hudexchange.info/programs/e-snaps/>
- Training and Resources: www.hudexchange.info/homelessness-assistance/
- HUD Ask A Question (AAQ): <https://www.hudexchange.info/program-support/myquestion/>
- Listserv: www.hudexchange.info/maillinglist
- Coalition CoC page: <http://www.chspmontereycounty.org/coc-funding/coc-program/>

Attachments

| | | | | | | | | | |
|--|--|-----|-----------|-----|-----------|------|----------------------------------|--|--|
| 3. | All Programs: Percentage of persons 18 and older who maintained or increased their income (from <i>all sources</i>) as of the end of the operating year or program exit | 50% | 5 | 50% | 40% - 49% | <40% | APR ¹ Q 19a3 | | |
| Increase Earned Income | | | | | | | | | |
| 4a. | PSH Programs: Percentage of <i>persons 18 through 61</i> who maintained or increased their earned income (from <i>employment</i>) as of the end of the operating year or program exit | 15% | 5 | 15% | 10% - 14% | <10% | APR Q 19a3 | | |
| 4b. | RRH Programs: Percentage of <i>persons 18 through 61</i> who maintained or increased their earned income (from <i>employment</i>) as of the end of the operating year or program exit | 30% | 5 | 30% | 20% - 39% | <30% | APR Q 19a3 | | |
| 4c. | TH Programs: Percentage of <i>persons 18 through 61</i> who maintained or increased their earned income (from <i>employment</i>) as of the end of the operating year or program exit | 30% | 5 | 30% | 20% - 29% | <20% | APR Q 19a3 | | |
| Non-Cash Benefits - All Sources | | | | | | | | | |
| 5. | All Programs: Percentage of <i>leavers</i> who have at least one source of non-cash benefits at exit for each adult or head of household | 80% | 5 | 80% | 70% - 79% | <70% | APR Q 20b | | |
| Possible Points for Income: | | | 15 | | | | Actual Points for Income: | | |

¹ Per HUD rules, APR's must be HMIS generated, except in the case of victim services providers, where the APR must be generated from a comparable database.

Additional Information:

Housing Stability

| | | | | | | | | | |
|---|---|-----|-----------|-----|-----------|------|---|--|--|
| 6a. | PSH Programs: Percentage of persons who remained in the PH program as of the end of the operating year or exited to PH during the operating year | 80% | 10 | 80% | 74% - 79% | <74% | APR Q 23a&b | | |
| 6b. | RRH Programs: Percentage of persons who remained in the PH program as of the end of the operating year or exited to PH during the operating year | 80% | 10 | 80% | 74% - 79% | <74% | APR Q 23a&b | | |
| 6c. | TH Programs: Percentage of persons who exited to PH during the operating year | 80% | 10 | 80% | 74% - 79% | <74% | APR Q 23a&b | | |
| Possible Points for Housing Stability: | | | 10 | | | | Actual Points for Housing Stability: | | |

Additional Information:

| Returns to Homelessness | | | | | | | | | |
|--|---|-----------------------------|-----------|--------------|-------------------|--------------|---|--|--|
| 7. | All Programs: Percentage of leavers exited to non-permanent destinations | 10% or less | 5 | <10% | 11% - 20% | >20% | APR Q 23a&b | | |
| Length of Time Homeless | | | | | | | | | |
| 8a. | PSH Programs: Median length of stay for <i>stayers</i> | 10% more than previous year | 5 | 110% | 90% - 109% | <90% | APR Q 22b prev. APR Q 27 | | |
| 8b. | RRH Programs: Median length of stay for <i>leavers</i> | 10% less than previous year | 5 | 90% | 91% - 110% | >110% | APR Q 22b prev. APR Q 27 | | |
| 8c. | TH Programs: Median length of stay for <i>leavers</i> | 10% less than previous year | 5 | 90% | 91% - 110% | >110% | APR Q 22b prev. APR Q 27 | | |
| Possible Points for Homelessness: | | | 10 | | | | Actual Points for Homelessness: | | |
| Additional Information: | | | | | | | | | |
| | | | | | | | | | |
| Performance - Administrative | | | | | | | | | |
| 9a. | Bed Occupancy: Average daily utilization rate | 90% | 5 | 90% | 80% - 89% | <80% | APR Q 2 | | |
| 9b. | HMIS: Final AHAR data quality report card covering AHAR year from 10/1/16 - 9/30/17 | A Grade | 5 | A | B, C | D, F | AHAR Data Quality Report Card | | |
| 9c. | HMIS: Percentage of HMIS Oversight Committee Meetings Attended in the calendar year 1/1/17 - 12/31/17 | 100% | 5 | 100% | 83% - 99% | <83% | HMIS Oversight Committee Sign-in Sheets | | |
| 9d. | Financial - drawdowns | 100% on time quarterly | 5 | 100% on time | 75% - 99% on time | <75% on time | eLoccs Grant Detail | | |
| 9e. | Financial - grant | 100% | 5 | 100% | 90% - 99% | <90% | eLoccs Grant | | |

| | | | | | | | | | |
|---|---|---|-----------|---|---|--|--|--|--|
| | utilization | utilized | | | | | Detail | | |
| 9f. | HUD findings/monitoring | No Outstanding HUD Findings | 5 | No HUD monitoring report or no outstanding findings | Outstanding findings with corrective action plan submitted | Outstanding findings with <i>no</i> corrective action plan submitted | HUD Monitoring Reports, Letters & Responses | | |
| Possible Points for Performance –Administrative: | | | 30 | | | | Actual Points for Performance – Administrative: | | |
| Additional Information: | | | | | | | | | |
| Housing First/Barriers | | | | | | | | | |
| 10a. | Uses Housing First/low barriers to entry <i>Moves participants quickly to PH AND does not screen out for:</i> 1. Having too little income 2. Active or history of substance abuse 3. Having a criminal record with exceptions for state-mandated restrictions 4. History of domestic violence (e.g., lack of protective order) 5. None of the above | 100% (Project quickly moves participants to housing AND 4 of first 4 boxes checked) | 5 | 100% (Project quickly moves participants to housing AND 4 of first 4 checked) | 25% - 75% (Project quickly moves participants to housing AND 1 to 3 of first 4 checked) | 0% (Project does NOT quickly moves participants to housing AND last box checked) | E-Snaps Application Qs 3B-3a & 3B-3b | | |
| 10b. | Uses Housing First/low barriers to remaining <i>Does not terminate for:</i> | 100% (4 of first 4 boxes checked) | 5 | 100% (4 of first 4) | 25% - 75% (1 to 3 of first 4) | 0% (last box checked) | E-Snaps Application Q 3B-3c | | |

| | | | | | | | | | |
|--|--|------------------------------|---|---------------|-------------------------|--|------------------------------------|--|--|
| | <ol style="list-style-type: none"> 1. Failure to participate in services 2. Failure to make progress on service plan 3. Loss of income or failure to improve income 4. Any other activity not covered in a lease agreement 5. None of the above | | | | | | | | |
| Possible Points for Housing First/Barriers: | | 10 | | | | Actual Points for Housing First/Barriers: | | | |
| Additional Information: | | | | | | | | | |
| Mainstream Resource Access | | | | | | | | | |
| 11. | <p>Strategies employed to help clients access mainstream benefits:</p> <ol style="list-style-type: none"> 1. Transportation assistance to clients to attend mainstream benefit appointments, employment training, or jobs? 2. At least annual follow-up with participants to ensure mainstream benefits are received and renewed? 3. Do project | 100% (4 of 4 Answered "Yes") | 5 | 100% (4 of 4) | 25% - 75% (1 to 3 of 4) | 0% (0 of 4) | E-Snaps Application Qs 4A-2 & 4A-3 | | |

| | | | | | | | | | |
|--|--|----|--|--|--|--|--|--|--|
| | <p>participants have access to SSI/SSDI technical assistance provided by the applicant, a sub-recipient, or partner agency?</p> <p>4. Has the staff person providing the technical assistance completed SOAR training in the past 24 months?</p> | | | | | | | | |
| Possible Points for Mainstream Resource Access: | | 5 | | | Actual Points for Mainstream Resource Access: | | | | |
| Additional Information: | | | | | | | | | |
| TOTAL POINTS POSSIBLE: | | 95 | | | TOTAL POINTS ACTUAL: | | | | |

2018 New Project Scoring and Ranking Criteria – 95 Points Possible

1. Housing/Project Type (5 points possible)

5 points, including –

4 points: for bonus and/or reallocation projects, including: (a) new permanent housing projects, (b) new rapid re-housing projects, (c) new coordinated entry projects, and (d) new HMIS projects

4 points for new DV bonus projects, including (a) rapid re-housing projects, (2) joint transitional housing and rapid re-housing projects, and (c) DV-focused coordinated entry projects.

1 point: PSH projects following a Housing First approach.

2.5 points – joint Transitional Housing-Rapid Re-Housing (non-DV Bonus)

0 points – All other projects.

2. Consistency with the Strategic Priorities and Action Strategies of the Lead Me Home 10-Year Plan to End Homelessness (15 points possible)

How does your proposed project help meet the strategic priorities and action strategies of *Lead Me Home 10 Yr Plan to End Homelessness*? Please identify all strategic priorities and action strategies (and any other plan goals) the project will address.

3. Project Quality, Readiness & Appropriateness (5 points possible)

Please explain how your project's design and mix of services and/or housing are appropriate for serving the population it intends to serve. Explain how (title, lease, etc.) and when you will have site control. When will housing occupancy and/or services begin?

4. Program Goals and Program Design (15 points possible)

For New PSH, RRH, and TH-RRH Projects Only: Please briefly identify:

- Your program goals to be measured annually:
 - Obtain/remain in permanent housing
 - Increase skills and income
 - Achieve greater self-determination
 - Victim Service Providers only - Safety: Please propose at least one relevant measure of the degree of participant safety that you will commit to using in the future;
- Where your homeless participants will come from;
- Your outreach plan to bring participants in;
- The types and frequency of services participants will receive;
- Commitment to participate in CARS coordinated entry;
- How participants will be helped to obtain and remain in permanent housing;
- How participants will be helped to increase their employment and income and live independently; and
- Victim service providers only: How the project will increase the **safety** of project participants.

For Coordinated Entry Projects Only (non-DV Bonus): Please briefly identify:

- The geographic accessibility of the proposed system for all persons within the CoC's geographic area who are seeking information regarding homeless assistance;

- The strategy for advertising the project that is designed specifically to reach homeless persons with the highest barriers within the CoC's geographic area;
- The standardized assessment process proposed (or the process to choose a standardized assessment system); and,
- Whether/how the system will ensure that program participants are directed to the appropriate housing and services to fit their needs.

For Coordinated Entry DV Bonus Projects Only: Please briefly identify:

- How the proposed project will better equip coordinated entry to meet the needs of survivors of domestic violence, dating violence, sexual assault, or stalking (e.g., to implement policies and procedures that are trauma-informed, client-centered or to better coordinate referrals between the CoC's coordinated entry and the victim service providers coordinated entry system where they are different).
- How the proposed project will support advertising the project and help it to better reach of all survivors of domestic violence, dating violence, sexual assault, or stalking within the CoC's geographic area.
- How the proposed project will increase coordinated entry's ability to ensure that survivors of domestic violence, dating violence, sexual assault, or stalking are directed to the most appropriate and safe housing and services to fit their needs.

For HMIS Projects Only: Please briefly identify:

- How the project collects all universal data elements and how the project conducts trainings and otherwise prepares all projects for the new HUD data standards.
- How the project provides data in a form that can be analyzed to assist the CoC in assessing homeless needs, allocating resources, and coordinating services
- Whether the HMIS un-duplicates client records
- Whether the HMIS produces all HUD-required reports and provides data needed for HUD reporting (e.g., APRs, quarterly reports, data for CAPER/ESG, AHAR, system performance measures, etc.)

5. Contributes to a Countywide CoC (5 Points Possible)

Identify sub-regions of the county if any, your project targets. Explain how your housing/service site(s) is/are geographically well located to meet countywide homeless needs and any sub-regional homeless needs your project targets. Describe your outreach strategy for ensuring that homeless people throughout the county are aware of and have access to your program.

6. Agency/Collaborative Capacity (10 points possible)

List the specific type and length of experience of all organizations involved in implementing the proposed project, including the project sponsor, housing and supportive service providers, and any key subcontractors. Describe experience directly related to their role in the proposed project as well as their overall experience working with homeless people. For projects contracting for and overseeing the construction or rehabilitation of housing, leasing, or administering rental assistance, describe experience, as applicable.

7. Budget and Cost Effectiveness (10 points possible)

Does your project comparatively "deliver" enough per person given its costs? Please explain how your costs per person are all necessary and reasonable.

8. Leverage (10 points possible)

Points will be given for the total of all written leverage commitments as a percentage of the overall HUD CoC dollar request as follows:

- 10 points – 150% or more of the HUD CoC dollar request
- 8 points – 100% -149%
- 6 points – 75% - 99%
- 4 points – 50% - 74%
- 2 points – 25% - 49%
- 1 point – 1% - 24%
- 0 points – No leverage.

9. Addresses Chronic Homeless Population (10 points possible)

Points will be for the percentage of clients to be served who are homeless under HUD’s definition as follows:

- 10 points – 100% served are chronically homeless
- 7.5 points – 70-99%
- 5 points – 50-69%
- 2.5 points – 25-49%
- 1 point – 1-24%
- 0 points – 0%.

10. Mainstream Resources (10 points possible)

Please check each strategy your program uses to help clients access federal mainstream benefits, including Medicaid; State Children’s Health Insurance Program; TANF (CalWORKS); Food Stamps; SSI; Workforce Investment Act; *Employment Income*; Welfare to Work Grant Programs; and, Veterans Health Care. Points will be allocated as follows:

- 10 points – 7 - 8 strategies used
- 8 points – 5 - 6 strategies used
- 6 point – 3 - 4 strategies used
- 4 points – 2 strategies used
- 2 point – 1 strategy used
- 0 points – 0 strategies used.