Mendocino County
Homeless Services Continuum of Care

2023 HUD CoC Program
Process for Project Review, Ranking, Selection, and Reallocation
(Revised August 22, 2023)

On July 5, 2023, the U.S. Department of Housing and Urban Development (HUD) issued the Continuum of Care (CoC) Notice of Funding Opportunity (NOFO) for 2023 Continuum of Care funds. Based on documents provided by HUD, Mendocino County applicants are eligible for a combined total of approximately **$1,844,275** for new and renewal FY 2023 Continuum of Care projects. A total of **$1,715,176** is available in Tier 1, **$129,099** is available in Tier 2 as CoC Bonus Funding for new projects, and **$50,000** is available in Domestic Violence Bonus Funding.

The following funds are available for NEW projects: See section I.B.2.b.(8)

- Up to **$129,099 in bonus funding** is competitively available for one or more new Permanent Housing – Permanent Supportive Housing Projects (PH-PSH), Rapid Rehousing Projects (RRH), Joint Transitional Housing – Rapid Rehousing Projects (TH-RRH), and Supportive Services Only – Coordinated Entry (SSO-CE) Projects. To be eligible to receive a CoC Bonus project, the Collaborative Applicant must demonstrate its CoC ranks projects based on how they improve system performance as outlined in section V.B.2.b of the FY2023 HUD CoC Program NOFO.

- A total of **$50,000 in Domestic Violence (DV) bonus funding** is competitively available for one or more *projects* serving victims of domestic violence. Eligible project types are Rapid Rehousing (PH-RRH) and Joint Transitional Housing and Permanent Housing-Rapid Rehousing (Joint TH/PH-RRH) component projects, and SSO Projects for Coordinated Entry (SSO-CE) to implement policies, procedures, and practices that equip the CoC's coordinated entry to better meet the needs of people experiencing homelessness who are 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).

Please note that the NOFA allows for a reallocation of renewal funds if recommended and approved by the Continuum of Care. All PH-RRH and Joint TH/PH-RRH component projects must follow a housing-first approach.

The local timeline for activities related to the implementation and executive of this NOFA follows this announcement and is posted on the MCHSCoC website.

As part of the FY2023 CoC Program NOFO process, HUD is also accepting renewal or replacement applications for Youth Homeless Demonstration Project (YHDP) funding. At the time of this announcement, there are no YHDP projects in Mendocino County and no existing projects have been selected for reallocation[1].

Prospective applicants should review the Continuum of Care NOFA in full at:
https://www.hud.gov/sites/dfiles/CPD/documents/FY-2023-CoC-NOFO-Publication.pdf.

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[1] In the 2023 competition, CoCs have the option to reallocate funds from CoC renewal projects (whose budgets would be reduced or eliminated) to fund new projects. New funding opportunities created through reallocation will only be available for new: Permanent Housing – Permanent Supportive Housing Projects (PH-PSH), Rapid Rehousing Projects (RRH), Joint Transitional Housing – Rapid Rehousing Projects (TH-RRH), and Supportive Services Only – Coordinated Entry (SSO-CE) Projects.

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I. Proposal Submission Process

Details regarding the 2023 CoC Program NOFO application requirements and timelines are included in the application instructions and related materials, including the Notice of Funding Opportunity (NOFO) released on July 5, 2023.

The application process for new and renewal project applications will be the same for the FY2023 funding cycle. Applicants must submit funding proposals to the Mendocino County Homeless Services Continuum of Care by **3:00 PM PST** on the submission deadline, which is **Friday, September 1, 2023**. Electronic and paper project applications are to be submitted to:

Mendocino County Department of Social Services
747 South State Street, Ukiah, CA 95482
Attn: Veronica Wilson, Program Administrator
wilsonv@mendocinocounty.gov

Electronic and Paper submissions will be accepted and must be clearly identified as "2023 CoC Program Competition." Paper submissions must be accompanied by one (1) complete copy on USB Flash Drive. Project applications must be submitted by the deadline date to be considered eligible for funding. Please refer to the HUD NOFO for specific requirements.

Applications may not be revised or submitted after the deadline date. Applications that do not include all applicable elements outlined below in sections I.A.1.–7. will be deemed ineligible for funding.

A. MCHSCoC Application Components

Applications submitted to the MCHSCoC for consideration for funding recommendation *must* include the following documents to be considered for funding:

1. **Printout of the full application** and all attached documents from *e-snaps*. This must include the proposed project budget and match commitment letter.

2. **Proposed project outcomes**, including the total number of anticipated placements in or exits to permanent housing and a written description of the plan to support proposed outcomes.

3. **Written project description** that addresses the following elements:
   a. Length of experience implementing proposed or similar activities;
   b. Housing first;
   c. Level of project staffing;
   d. Full project budget that identifies match source and amount(s);
   e. Type(s) of services offered;
   f. Connection to mainstream resources;
   g. Collaboration with other community partners; and
   h. Target population, if any (e.g. Veterans, Youth under age 25).

4. **Responses to the following questions** regarding MCHSCoC Participation:
   a. Does the organization hold a seat on the MCHSCoC Board?
   b. Does the organization participate in one or more MCHSCoC Committees?
   c. Does the organization regularly attend and participate in MCHSCoC Governance?
   d. Does the organization participate in planning meetings for developing system design?
   e. Does the organization participate in Housing Mendo/Navigation meetings?
   f. Does the organization currently participate in HMIS? If no, is the organization willing to participate? If the organization is a Victim Service Provider (VSP), does the organization currently have an HMIS Comparable Database? If no, is the VSP willing to obtain such a system?
   g. Does the organization currently participate in the Coordinated Entry System (CES)? If no, is the organization willing to participate? If the organization is a Victim Service Provider (VSP), does the

organization currently have a Comparable Database that captures CES data? If no, is the VSP willing to obtain such a system?

5. **For current CoC Program recipients only**: Prior Year HUD Sage System Annual Performance Report (APR) and Prior Year Project Budget with the following data elements identified:
   a. Number of placements in or exits to permanent housing (Q23c);
   b. Point-in-Time Count of Persons (Q7b); and
   c. Average length of time participants experienced homelessness (Q22).

6. **For New CoC Program projects only:** Documentation or written narrative that demonstrates the following data elements:
   a. Is this project in operation or will it need to be developed and implemented?
   b. Number of anticipated placements in or exits to permanent housing; and
   c. Number of anticipated participants served.

7. **Data quality/timeliness report or description** of past performance using HMIS or other similar data system(s) (if Applicant has no experience utilizing data systems, provide a written description of the organization's readiness to participate in HMIS or Comparable Database for Victim Service Providers) and written narrative on the following:
   a. Strategies to maximize bed/unit utilization rates;
   b. Strategies to rapidly rehouse participants; and
   c. Strategies to prevent returns to homelessness.

II. Rating and Ranking Overview

The maximum number of points for both new and renewal project applications of any type is 100 points. A preliminary, quantitative review of each application submitted will be completed by the CoC. This review will:

- Confirm that application was submitted on time;
- Confirm that all required attachments were submitted;
- Calculate performance scores;
- Assign an HMIS data quality score; and
- Confirm matching and/or leveraging fund requirements are met.

Total scores for each project are determined by adding up points in each section and then adding any bonus points, if applicable. All projects are judged together, both new and renewals. The scores from each Rating and Ranking Ad Hoc Committee member are computed and averaged for each project. A project ranking list is then generated from the highest to lowest average scores. Projects will be approved for submission to HUD based on the project funding requests that fall within the final pro rata share for the CoC, split between Tiers 1 and 2, according to Section I.B.2.c.(8) & (9) of the 2023 HUD NOFO. Renewal Projects scoring highest will be ranked and placed into Tier 1 until all Tier 1 funds are allocated. The remaining renewal projects, if any, and all New Projects selected for funding will be ranked and placed into Tier 2 until all Tier 2 funds are allocated. Projects that scored well but fell outside the pro rata share may be encouraged to re-submit in a future competition.

Renewal projects recommended for funding that do not meet two or more performance measurements or funding expenditures may be placed on probation for a one-year term due to performance or expenditure concerns. The CoC will work with these projects over the next year to develop a plan to improve program performance and monitor the progress of these efforts. If these efforts are not successful, projects may not be permitted to submit the following year.

There also may be new projects that fail to score well enough that are held out of the competition. These projects may request that the CoC provide them with technical assistance to assist them in improving their application for future competitions. This process ensures that organizations that may lack the current capacity to receive a federal grant, can build their capacity for a future year.

All applicants should be available on the week of September 5, 2023, to provide additional information or meet with the Ranking and Rating Members regarding the applicant's written response.

III. Project Scoring

New Project Scoring: New Applicants requesting CoC Funds will be scored on how they improve system performance and severity of need, which includes: applicant experience; program design, impact & effectiveness; cost-effectiveness; System Performance Measures performance; MCHSCoC participation; HMIS data quality and timeliness; and participation in the local Coordinated Entry System. Other factors in the rating of New Projects will include community involvement and information learned through the discussion period during the rating/ranking session. New Projects will be listed in Tier 2 of CA-509 CoC Priority Listing in compliance with the 2023 CoC Program NOFO Sections I.B.2.c.(8) & (9).

Renewal Project Scoring: Current Applicants requesting renewal CoC funds will be scored on how they improve system performance and severity of need, which includes: applicant experience; program design, impact & effectiveness; cost-effectiveness; System Performance Measures performance; MCHSCoC participation; HMIS data quality and timeliness; and participation in the local Coordinated Entry System.

Performance outcomes and HMIS data quality and timeliness are heavily weighted measures used by HUD in determining the overall CoC Application scores of local Continuums. Data taken from each project's Annual Performance Report (APR) submitted to HUD is used to calculate the overall CoC systems performance in moving to permanent housing, housing stability, and accessing mainstream resources and employment resources. Additionally, performance data collected helps the CoC to better define local homelessness issues and help to achieve the goal of ending homelessness. Participation in HMIS and quality data entry is mandatory for those agencies seeking new and renewal CoC funds.

APR performance measurements provide an objective evaluation of current program performance. They can be easily calculated measures and data entry is a limited burden on program providers. It provides the quantitative basis for scoring the performance of renewal projects in the CoC's local application process and is used by the CoC to assess the system-wide progress of the region in meeting established benchmarks.

A. Leverage and Match

Recipients and sub-recipients are required to provide 25% cash or in-kind match in accordance with the CoC Regulations (24 CFR 578.73). In addition, HUD scores the CoC on past performance, including receipt of promised matching or leveraged funds and services.

- **Renewal Applicants:** For the 2023 NOFA Competition, HUD is requiring that renewal applicants provide a list of leveraged resources and collect match and leverage documentation as part of their application.

- **New Applicants:** New applicants are required to submit match and leverage documentation as part of their application.

Please see Appendix for resources that provide examples of documentation and potential sources of match and leverage.

B. Performance Measurements

Performance is a heavily weighted criterion used by HUD when scoring Homeless Assistance Program applications. The burden of performance falls on both the CoC and the individual projects funded by the CoC. It is therefore crucial that all projects make every attempt possible to meet or exceed their program outcomes. The CoC will assist projects that are having difficulty in meeting objectives in any way they can.

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C. Rating and Ranking Members

The CoC Chair(s) appoint Funding Review Ad Hoc Committee members who are knowledgeable about homelessness and housing in the area and who are broadly representative of the relevant Mendocino County Homeless Services Continuum of Care (MCHSCoC) sectors, subpopulations, and geographic areas who are not from FY 2023 CoC Program applicant organizations. The Funding Recommendations Ad Hoc Committee will be composed of representatives from a cross-section of groups within the MCHSCoC, as described in the MCHSCoC Governance Charter. Complete guidelines regarding the policies and selection process of Funding Recommendations Ad Hoc Committee Members can be found in the MCHSCoC Governance Charter, located on the CoC's website at https://mendocinococ.org/continuum-of-care.

D. Appeals Process

If an applicant organization feels it has been unfairly eliminated from either the local or the federal competition, that a decision made by the Funding Recommendations Ad Hoc Committee regarding the ranking, rejection, or funding of their project was prejudicial, unsubstantiated by project performance, or in violation of the FY 2023 Continuum of Care Competition Notice of Funding Opportunity, the applying lead agency and sponsor, if any, may file an appeal by contacting the collaborative applicant for further instructions.

Eligible project applicants that attempted to participate in the CoC planning process who believe they were denied the right to participate in a reasonable manner, may submit a solo project application to HUD and may be awarded a grant from HUD by following the procedure found in 24 CFR 578.35. Solo applicants must submit their solo project application in e-snaps to HUD by **4:59:59 PM Pacific Standard Time, on Friday, September 28, 2023**. See Section VII.C. of the FY 2023 CoC Program NOFA for additional information regarding the Solo Applicant appeal process.

IV. Assurances

By submitting the application, the Project Applicant assures the following:

1. Applicant will complete the Project Application with the same information as contained in this application unless there were adjustments made during the rating/ranking process. Those adjustments will be included in the project ranking letter and will supersede the original application submitted. The PDF of the application is available at https://mendocinococ.org/continuum-of-care.

2. Applicant agrees to participate fully in the local Homeless Management Information System (HMIS) or establish an HMIS Comparable Database if they are a Victim Service Provider (VSP) or utilize Victim Services Funding for organizational administrative activities.

3. Applicant agrees to fully participate in the local Coordinated Entry System (CES) or establish a comparable CES if they are a Victim Service Provider (VSP) or utilize Victim Services Funding for organizational administrative activities.

4. Applicant understands that HUD-funded homeless assistance projects are monitored by the CoC and may include an annual site monitoring visit, as well as the submission of the program's most recent Annual Performance Report submitted to HUD, and their most recent audited financial statement and any management letters, if applicable when submitting their application.

5. Applicant understands that if funding is awarded, they are responsible to inform the CoC when:
a. Changes to an existing project or change in sub-population served that is significantly different than what the funds were originally approved for, including any budget amendments submitted to HUD
b. Increase/decrease of other funding to the project that could affect projected numbers of participants

served, program staffing, performance, etc.

c. Delays in the start-up of a new project

d. Program is having difficulty in meeting projected numbers served or performance outcomes.

6. Project Applicants who submit responses that include subcontractors agree to execute and submit a signed contract between any sub-recipient(s), and the recipient for CoC funds as a part of their application to the Funding Recommendations Ad Hoc Committee.

V. Reallocation Process

Each renewal project will be assessed by the CoC Secretary to determine if reallocation should be considered and determine a reallocation amount for consideration by the Governing Board. CoC staff will assess each renewal project using the following questions:

1. Has the project had significant recaptures in the past two completed grant cycles? If so, what amounts have been recaptured?

2. Would the project have the capacity to continue operations (at the same or a reduced level) with a decreased CoC award?

3. Do the MCHSCoC funding priorities and service needs indicate that this project type should be considered for reallocation?

4. What are the project's contributions toward CoC progress on how they improve system performance?

Completed Reallocation Assessments will be provided to the Funding Recommendations Ad Hoc Committee to inform the decision-making process related to reallocation.

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IV. Timeline

This list highlights the steps of the local NOFA competition. Please take special note of these dates.

Who	What	Date
CoC Governing Board	Announce availability of NOFA and Confirm CoC Funding Review Ad-Hoc Committee Members	Monday, July 17, 2023 – CoC Full Membership & Board Meeting
CoC Funding Review Ad-Hoc Committee	Review and confirm Process for Project Review, Ranking, Selection and Reallocation.	Week of July 24, 2023
Collaborative Applicant – Mendocino Co Social Services	Announce local NOFA and timeline on the MCHSCoC website. Distribute by email to Governing Board.	Tuesday, August 1, 2023
Project Applicants	Submit applications in pdf form by email to the CoC Board Secretary.	3:00 pm PST on Friday, September 1, 2023
CoC Board Secretary	Notify project applicants whether their applications will be accepted and ranked, or is rejected.	Tuesday, September 5, 2023
CoC Funding Review Ad-Hoc Committee	Meet to rank and rate project applications.	Monday, September 11, 2023
CoC Governing Board	Vote to approve new projects, rankings, and ratings.	Monday, September 18, 2023 – CoC Board Meeting
Project Applicants	Submit application to E-Snaps.	Wednesday, September 20, 2023
CoC Board Secretary	Notify project applicants of application status.	Thursday, September 21, 2023
CoC Board Secretary	Post all parts of the CoC Consolidated Application with attachments and the CoC Priority Listing with all project applications accepted and ranked, or as rejected.	Friday, September 22, 2023
CoC Board Secretary	Submit all application documents to HUD E-Snaps.	Friday, September 28, 2023, by 4:59:59 pm PST
CoC Board Secretary and Project Applicants	All documents are due to HUD.	Friday, September 28, 2023, by 4:59:59 pm PST

Any Project Applicant that submits a project that was rejected by the CoC in the local competition will be notified in writing by the CoC, outside of *e-snaps*, with an explanation for the decision to reject the project(s). Project applicants whose project was rejected may appeal the local CoC competition decision to HUD if the Project Applicant believes it was denied the opportunity to participate in the local CoC planning process in a reasonable manner by submitting a Solo Application in *e-snaps* directly to HUD prior to the application deadline of **4:59:59 PM Pacific Standard Time, on Friday, September 28, 2023**. The CoC's notification of rejection of the project in the local competition must be attached to the Solo Application.

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Appendix A: FY2023 MCHSCoC Local NOFA Application Checklist

Applications submitted to the MCHSCoC for consideration for funding recommendation *must* include the following documents to be considered for funding. This checklist is optional; applicants may submit responses in an alternative format

1. **Does the submission include a printout of the full application** and all attached documents from *e-snaps*?
    ☐ Yes ☐ No

2. **Describe the proposed project outcomes**, including the total number of anticipated placements in or exits to permanent housing and a written description of the plan to support proposed outcomes.

3. **Written project description**:

4. **Does the applicant**:
    a. Hold a seat on the MCHSCoC Board? ☐ Yes ☐ No
    b. Participate in one or more MCHSCoC Committees? ☐ Yes ☐ No
    c. Regularly attend and participate in MCHSCoC Governance? ☐ Yes ☐ No
    d. Participate in MCHSCoC planning meetings for developing system design? ☐ Yes ☐ No
    e. Participate in Housing Mendo/Navigation meetings? ☐ Yes ☐ No
    f. Currently participate in HMIS? ☐ Yes ☐ No ☐ N/A (VSPs Only)
        i. If no, is the organization willing to participate? ☐ Yes ☐ No
        ii. If the organization is a Victim Service Provider (VSP), does the organization currently have an HMIS Comparable Database? ☐ Yes ☐ No
        iii. If no, is the VSP willing to obtain such a system? ☐ Yes ☐ No
            b. Currently participate in the Coordinated Entry System (CES)? ☐ Yes ☐ No ☐ N/A (VSPs Only)
        i. If no, is the organization willing to participate? ☐ Yes ☐ No
        ii. If the organization is a Victim Service Provider (VSP), does the organization currently have a Comparable Database that captures CES data? ☐ Yes ☐ No
        iii. If no, is the VSP willing to obtain such a system? ☐ Yes ☐ No

5. **For Renewal CoC Program Project Applicants only**: Submit the Prior Year HUD Sage System Annual Performance Report (APR) and Prior Year Project Budget with the following data elements identified:
    a. Number of placements in or exits to permanent housing (Q23c):
    b. Point-in-Time Count of Persons (Q7b):
    c. Average length of time participants experienced homelessness (Q22):

6. **For New CoC Program Project Applicants only:** Documentation or written narrative that demonstrates the following data elements:
    a. Is this project in operation or will it need to be developed and implemented?
    b. Number of anticipated participants served:
    c. Number of anticipated placements in or exits to permanent housing:

7. **Data quality/timeliness report or description** of past performance using HMIS or other similar data system(s) and written narrative on the following:
    a. Strategies to maximize bed/unit utilization rates:
    b. Strategies to rapidly rehouse participants:
    c. Strategies to prevent returns to homelessness:

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Appendix B: Current CoC Program Recipient Scoring Sheet

MCHSCoC 2023 CoC Program Application Type: *CURRENT CoC Program RECIPIENT* (not a new applicant)			
Applicant Name		**Points Possible**	**Points Awarded**
Applicant Experience	Length of experience implementing the proposed project activities or activity similar to the proposed project (2 points per year)	10	
Program Design	Quality of the proposed program in delivering activities to participants is based on the following items: • Housing First = 3 points • Reasonableness of program staffing = 4 points • Budget relative to program design = 4 points • Type of services offered (ES/SO 1 pt, HP/SSO = 2 pts, RRH/PSH = 3 pts) • Connection to mainstream resources = 3 points • Collaboration with community partners = 3 points	20	

System Performance Measures	Projects will be evaluated based on performance as reported in the Prior Year HUD Sage System Annual Performance Report
	1. Average Length of Time Participants Remain Homeless
	   • 0 – 30 Days = 3 points
	   • 31 – 90 Days = 2 points
	   • 91 – 120 Days = 1 point
	   • 121 Days or more = 0 points
	2. The extent to which participants who exit homelessness to Permanent Housing Destinations return to homelessness within 12 months:
	   • 0% – 5% = 3 points
	   • 6% – 15% = 2 points
	   • 16% – 25% 1 point
	   • 26% or more = 0 points
	3. Increases in Total Income for Adult System Stayers
	   • 19% or more = 3 points
	   • 10% – 18% = 2 points
	   • 6% – 9% = 1 point
	   • 0% – 5% = 0 points
	4. Number and percentage of persons entering the projects with no prior enrollments in HMIS
	   • 0% – 5% = 3 points
	   • 6% – 10% = 2 points
	   • 11% – 15% = 1 point
	   • 16% or more = 0 points
	5. Percentage of exits to or retention of Permanent Housing
	   • 86% or more = 3 points
	   • 66% – 85% = 2 points
	   • 50% – 65% = 1 point
	   • 0% – 49% = 0 points
		15	

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Cost Effectiveness	Projects will be evaluated based on the amount and source of matching funds (5 points), utilization of previous CoC awards (5 points), and applicant's past contributions toward CoC progress on **improving system performance** (5 points)	15	
HUD Strategic Goals	Number of Goals and Objectives from HUD's Strategic Plan the application furthers: • Strategic Goal 1: Support Underserved Communities = 3 points • Strategic Goal 2: Ensure Access to and Increase the Production of Affordable Housing = 3 points • Strategic Goal 3: Promote Homeownership = 2 points • Strategic Goal 4: Advance Sustainable Communities = 2 points	10	
MCHSCoC Participation	*Applicant's organization participates in MCHSCoC governance (score all that apply):* • Holds a seat on the MCHSCoC Board = 2 pts • Participates in at least one committee = 2 pts • Regularly attends and participates in membership meetings = 2 pts • Applicant does not have regular attendance or participation in MCHSCoC governance = 0 pts *Applicant's organization has, in the last year, participated in activities to design, develop or evaluate the local system (score all that apply):* • Participates in planning meetings for system design = 2 pts • Participates in housing navigation or case conference meetings = 2 pts	10	
HMIS Data Quality & Timeliness	Applicants will be evaluated based upon the project HMIS or Comparable Database Data Quality and Timeliness from the most recent CoC APR • Data Quality (5 points possible) • Data Timeliness (5 points possible)	10	
Coordinated Entry System	Applicants will be evaluated based on the project Coordinated Entry System (CES) participation: • Project selects participants from the Coordinated Entry System (CES) or completes CES screenings with project participants = 10 points • Project does not select participants from the CES and does not complete CES screenings with participants = 0 points	10	
Total Points		**100**	

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Appendix C: New CoC Program Recipient Scoring Sheet

MCHSCoC FY2023 CoC Program Application Type: *NEW CoC Program APPLICANT*			
Applicant Name		**Points Possible**	**Points Awarded**
Applicant Experience	Length of experience implementing the proposed project activities or activity similar to the proposed project (2 points per year)	10	
Program Design	Quality of the proposed program in delivering activities to participants is based on the following items: • Housing First = 3 points • Reasonableness of program staffing = 4 points • Budget relative to program design = 4 points • Project Type (ES/SO 1 pt, HP/SSO = 2 points, RRH/PSH = 3 points) • Connection to mainstream resources = 3 points • Collaboration with community partners = 3 points	20	

System Performance Measures	Project Impact and Effectiveness will be evaluated based on performance outcome measures related to CoC system performance measures:
	• Anticipated average length of time participants will remain homeless
	  o 0 – 30 Days = 3 points
	  o 31 – 90 Days = 2 points
	  o 91 – 120 Days = 1 point
	  o 121 Days or more = 0 points
	• The extent to which participants who exit homelessness to Permanent Housing Destinations are anticipated return to homelessness within 12 months
	  o 0% – 5% = 3 points
	  o 6% – 15% = 2 points
	  o 16% – 25% 1 point
	  o 26% or more = 0 points
	• Anticipated increases in Adult System Stayers' Total Income
	  o 19% or more = 3 points
	  o 10% – 18% = 2 points
	  o 6% – 9% = 1 point
	  o 0% – 5% = 0 points
	• Proposed number and percentage of persons entering the projects with no prior enrollments in HMIS
	  o 0% – 5% = 3 points
	  o 6% – 10% = 2 points
	  o 11% – 15% = 1 point
	  o 16% or more = 0 points
	• Anticipated Percentage of Exits to or Retention of Permanent Housing
	  o 86% or more = 3 points
	  o 66% – 85% = 2 points
	  o 50% – 65% = 1 point
	  o 0% – 49% = 0 points
		15	

Cost Effectiveness	Projects will be evaluated based on the amount and source of matching funds (5 points), utilization of previously awarded homeless assistance funds (5 points), and applicant's past contributions toward CoC progress on **improving system performance** (5 points)	15	
HUD Strategic Goals	Number of Goals and Objectives from HUD's Strategic Plan the application furthers: • Strategic Goal 1: Support Underserved Communities = 3 points • Strategic Goal 2: Ensure Access to and Increase the Production of Affordable Housing = 3 points • Strategic Goal 3: Promote Homeownership = 2 points • Strategic Goal 4: Advance Sustainable Communities = 2 points	10	
MCHSCoC Participation	*Applicant's organization participates in MCHSCoC governance (score all that apply):* • Holds a seat on the MCHSCoC Board = 2 points • Participates in at least one committee = 2 points • Regularly attends and participates in membership meetings = 2 points • Applicant does not have regular attendance or participation in MCHSCoC governance = 0 points *Applicant's organization has, in the last year, participated in activities to design, develop or evaluate the local system (score all that apply):* • Participates in planning meetings for system design = 2 points • Participates in housing navigation or case conference meetings = 2 points	10	
HMIS Data Quality & Timeliness	Applicants will be evaluated based upon the project HMIS or Comparable Database Data Quality and Timeliness from the most recent CoC APR • Data Quality (5 points possible) • Data Timeliness (5 points possible)	10	
Coordinated Entry System	Applicants will be evaluated based on the project Coordinated Entry System (CES) participation: • Project will select participants from the Coordinated Entry System (CES) or completes CES screenings with project participants = 10 points • Project will not select participants from the CES and will not complete CES screenings with participants = 0 points	10	
Total Points		**100**	

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Appendix D: Documentation of Leveraged Resource or Cash Match

[This must be on the letterhead of the entity providing the leverage or cash resource]
In the chart below is information regarding the leveraged resource or cash match being provided by this agency.
Name of organization providing the leveraged resource or cash match.

Type of contribution* _____

Value of the contribution _____

Name of project _____

Name of sponsor _____

Date the contribution will be available** [_____], 2023 OR [_____], 20_____

Name of person authorized to commit these resources _____

Title of person authorized to commit these resources _____

Date _____

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Appendix E: Examples of Leverage

Advocacy
Assistance to immigration
Benefits advocacy
Housing advocacy
Legal assistance, advocacy, representation, and referrals
Peer advocacy
Tenant rights workshops

Children
After-school children's program
Child development consultation
Childcare services
Children's books, loaned television, videos, art supplies as available, training, tickets for special events
Children's art program
Children's circus program
Children's holiday party and shopping spree
K-12 homeless education
Parenting classes
Summer camp
Therapeutic day care
Weekly children's art program

Counseling
Bereavement counseling and pastoral services
Counseling services
Crisis intervention
Landlord/tenancy counseling
Pre-treatment counseling, support groups, counseling, and housing assistance
Recovery groups
Support groups
Therapy

Education, Employment and Training
After school and associated summer school activities
Aftercare services
Basic computer skills classes and individual tutoring for residents and graduates
Benefits and Work Incentive Workshops
Computer literacy training
Employment and training services
Education/courses
Education counseling

ESL
Job development and employment services
Job research
Job placement
Job retention
Leadership training
Life skills training
Literacy
Nutrition education/cooking classes
School supplies for children
Sewing classes
Training tuition
Training videos and games
Transitional housing
Tutoring
Uniform vouchers
Vocational services

Financial Services
Asset/resource management services
Money management
Representative payee services

Health
Acupuncture services
Adult day health care
AIDS-related services
Dental screening services
Dual diagnosis services
Emergency room services
Gynecological services
Health care resources and education
Healthcare services
Medical services
Medical, psychiatric and pharmacy services
Medication support
Mental health services
Peer support
Pregnancy testing
Preventative health care services
Psychiatric disability evaluations
Psychotherapy
Residential and outpatient treatment services
Respite care
Substance abuse services
Triage

Mendocino County
Homeless Services Continuum of Care

Housing
Construction loans cash match
Emergency motel vouchers
Emergency shelter
Financial move in grants, housing search support and
monthly housing clinics
Housing
Housing placement
Housing search assistance
Leasehold value of building
Maintenance and repair projects/beautification
project
Move-in assistance
Property management
Rental assistance and financial assistance for move-
in costs
Rental subsidies

Human Resources
AmeriCorps VISTA Volunteers
Advertising
Applicant interview
Consultation staff
Mental health advocacy staff
New employee orientation
Pre-employment process
Volunteer hours

In-Kind
Cash/grants
Clothing
Equipment
Food
Furnishings
Household items
Welfare benefits

Operations
Administrative support
Clerical services
Consulting and practical support
Facility space
Indirect expenses
Mail service
Office/workshop space
Programming
Voice mail

Supportive Services
Artistic services to residents
Assessment services
CalWORKs eligibility support
Case management
Community development
Family Support Services
Grooming
Independent living services
Mentoring services
Outreach
Recreational trips and activities
Referrals
Restraining order assistance, court accompaniment
and consultation
Shelter services
Story telling
Support services supervision
Team leader
Technical assistance
Translation services
Veteran's services assistance
YMCA membership & joining fees

Transportation
Subsidized/free bus passes
Transportation
Vehicle