

# 2016 HUD CoC NOFA Competition Bidders' Conference

224 West Winton Avenue, Hayward  
Public Hearing Room  
July 19<sup>th</sup>, 2016

# Agenda

1. Welcome
2. Strategic Direction from Hud CoC to the NOFA Committee
3. Brief Review of HUD CoC 2016 NOFA
4. Overview of Local Renewal and New Application
5. Overview of Local CES Application
6. Q & A Session

# The 2016 NOFA Committee's Guiding Principles

- Maximize resources available to the community
- Package submitted will align with HUD priorities in order to meet local needs
- Prioritize ensuring existing residential capacity and housing stability is maintained system-wide
- Keep the renewal process as simple as possible
- Continue to emphasize project performance and the submission of projects that will meet HUD's thresholds
- Support individual projects seeking to reallocate or reclassify where relevant
- Facilitate a clear, fair and transparent local process

# Our Local Process and Key Dates

- **June 2016: The NOFA Committee identified possible changes to the process and local application.**
- **June 21<sup>st</sup> Community Input Session #1: HUD CoC and NOFA Committees invited community input on strategies.**
- **June 28<sup>th</sup> FY 2016 CoC Program Competition Opens: Notice of Funding Availability (NOFA) is released**
- **July 7-11<sup>th</sup> Community Input Session #2 and On-line survey: Committees introduced proposed strategies for additional feedback.**

# Our Local Process and Key Dates

- **July 19<sup>th</sup> Bidders Conference:** Committee finalized local process and application and releases it to applicants.
- **July 19<sup>th</sup> – August 1st:** Staff and NOFA Committee will address applicant questions. Answers to all questions will be published on the EveryOne Home website.
- **August 9<sup>th</sup> :12:00pm** Renewal Applications due.
- **August 30<sup>th</sup> :** Renewal rankings and Scores released.
- **September 14<sup>th</sup> :** Consolidated Application due to HUD

# Strategic Direction for 2016 NOFA

The HUD CoC Committee considered several factors and sources in the development of the strategic direction given to the HUD NOFA sub-committee, including:

- Reviewing the NOFA issued 6/28/16:  
<https://www.hudexchange.info/resources/documents/FY-2016-CoC-Program-NOFA.pdf>
- Reviewing our 2015 score and HUD's feedback
- Soliciting community input at two open meetings
  - 6/21/16 and 7/7/16
  - attended by 45 stakeholders in total
- Conducting an anonymous online survey,
  - completed by 36 respondents.

A summary of input is available on the EveryOne Home website:

<http://everyonehome.org/wp-content/uploads/2016/02/Strategic-Direction-reprot-out-7-16-16-edC-edits.pdf>

# Strategic Direction

## **Strategic Reallocation**

HUD CoC direct the HUD NOFA Committee to pursue reallocation that strengthens our system and application package and is aligned with our guiding principles.

## **Inviting a CES Application**

HUD CoC Committee directs the NOFA Sub-Committee to invite proposals for operating a Coordinated Entry System.

# Strategic Direction

## Transitional Housing

HUD CoC Committee directs the NOFA Sub-committee to ensure renewal application scoring values the general TH programs that are in line with the approach below and improve Continuum performance, such that these projects can score well enough to rank competitively.

To score and rank competitively, general use Transitional Housing must follow a model inclusive of the following:

- Shorter stays;
- no barriers to entry;
- housing first;
- services minimal, voluntary, and focused on getting residents housed as quickly as possible



# Strategic Direction

## **Ranking New/Bonus Projects in Tier 1**

HUD CoC recommends that the NOFA Sub-Committee rank both new and renewing projects together and ensure that existing residential capacity is appropriately valued in the scoring and ranking of projects.

# 2016 HUD CoC NOFA: The Basics

- Due September 14, 2016 by 8:00p.m. PST
- Requires projects to be submitted in rank order in two tiers
  - A. Tier 1 = 93% of a CoC's Annual Renewal Demand (ARD)
  - B. Tier 2 = 7% of a CoC's ARD + 5% of ARD for Permanent Housing Bonus projects
  - C. Tier 1 funding amount is assured, Tier 2 is not
- Tier 2 Projects will Compete Nationally
  - A. 100 points total
  - B. 50 pts CoC score; 35 pts rank in package; 5 pts project type; 10 pts Housing 1<sup>st</sup>

# 2016 HUD CoC NOFA: Funds Available

- Current Annual Renewal Demand(ARD) for Alameda County = \$28,293,885
- Tier 1= 93% ARD = \$26,313,313 (est)
- Tier 2= balance of ARD + bonus amount = \$3,395,266
  - 7% = \$1,980,572 (est)
  - 5% = \$1,414,694
- **Total estimated amount that can be requested =  
\$29,708,579**

# 2016 HUD CoC NOFA: Submission Requirements

- Due to EveryOne Home Electronically on Tuesday, August 9, 2016 at noon
- Include Application and all mandatory attachments
- Send submissions in PDF form to [info@everyonehome.org](mailto:info@everyonehome.org)
- Projects must submit a local application in order to be part of CoC submission
- Due in *e-snaps* by 8/18/16 at 5:00 p.m.
- *If selected, the CES application is due in e-snaps by 9/7/16*

# Combined Renewal and New Application

# Changes to Application: Project Types

- A single application for renewing projects and new projects funded with reallocated or bonus funds for the following project types:
  - Renewing and Proposed Permanent Supportive Housing
  - Renewing and Proposed Rapid Rehousing
  - General and Youth Serving TH
- Existing SSO projects not tied to permanent housing will not be included in the 2016 application package. The funds will be available for reallocation
- HMIS and SSO for operating a Coordinated Entry System projects will complete a different local application form.

# Changes to Application: Required Attachments

\*Indicates a new attachment

- Reports should be run for the federal fiscal year October 1, 2014 – September 30, 2015.
  - Demographics Report
  - APR
  - System Performance Measurement\*
  - Data Completeness
- Additional Mandatory Attachments:
  - Program participant agreement; lease, and/or “House Rules”\*
  - Eligibility Criteria and/or a housing application\*
- Policy on basis for eviction or involuntary program termination\*
- Grievance Policy\*
- Evidence of site control if applicable\*
- Proof of submission of last 3 APRs
- Proof of LOCCS draws for last two grant cycles\*
- Most recent annual audit with Management Letter (no earlier than FYE 12/31/14) – Agencies can link to an online audit if available in that format.
- Proof of 501 © 3 standing if applicable\*
- Proof of Site Control\*

# Changes to Application: Scoring Criteria

- Additional performance based scoring criteria have been added:
  - Existing scored criteria
    - Increased housing stability
    - Exit destination—includes returns to homelessness
    - Increasing income
    - Connecting participants to mainstream benefits
  - Added scored criteria
    - Utilization rates
    - Length of Time Homeless (Length of Stay)
    - Timely submissions of APRs
    - Timely draws from LOCCS
    - Participant Eligibility
- Applicants are encouraged to review the scoring grid in the local application for further detail.



# Changes to Application: Scoring

## PROJECTS CAN SCORE UP TO A TOTAL OF 100 POINTS

- Project Type—Up to 5 points
- Alignment with HUD and CoC Priorities—Up to 25 Points
- Outcome Performance—Up to 32 points
- Grant Management—Up to 25 Points
- Organizational Capacity—Up to 13 Points

# Project Type and Meeting CoC and HUD Priorities (5 & 25 Points)

- Project Type – up to 5 points
  - 5 points for existing PH, youth serving TH, SSO for CES, & HMIS
  - 3 points for general TH proposed new PH
- CoC and HUD's priorities -- up to 25 points
  - Target Populations and Severity of Need – 10 pts.
  - Housing First and Low Barrier – 10 points
  - Cost Effectiveness – 5 points
    - Asked last year, now scored this year.

# Target Population and Severity of Need

- Starts on page 8 of application
- Has new elements since last year
  - Like last year points for providing PSH for serving chronically homeless or RRH for families
  - This year can also get points for serving majority of persons who are vets, youth, directly from the streets or fleeing domestic violence
- Check all that apply
- Will get the point value of the highest scoring box that is verified for a maximum of 10.

# Outcome Measures (32 Points)

- Uses information APR's, complete outcomes measure charts for the project types.
- Measures required and benchmarks vary depending on program type
  - A. Obtains or Retains Permanent Housing (10 pts)
  - B. Adults who maintain or increase Income (7 pts)
  - C. Obtains/Maintains non-cash Mainstream Benefits (7 pts.)
  - D. Exits or Returns to Homelessness OR length of time homeless (8 pts)

# Outcome A: Info from APR (PSH Only)

<b>27. Length of Participation by Exit Status</b>			
<b>Number of Persons</b>			
	<b>Total</b>	<b>Leavers</b>	<b>Stayers</b>
Less than or equal to 30 days	<u>23</u>	<u>3</u>	<u>20</u>
31 to 60 days	<u>38</u>	0	<u>38</u>
61 to 180 days	<u>91</u>	<u>7</u>	<u>84</u>
181 to 365 days	<u>174</u>	<u>24</u>	<u>150</u>
366 to 730 Days (1-2 Yrs)	<u>348</u>	<u>58</u>	<u>290</u>
731 to 1095 Days (2-3 Yrs)	<u>294</u>	<u>25</u>	<u>269</u>
1096 to 1460 Days (3-4 Yrs)	<u>167</u>	<u>20</u>	<u>147</u>
1461 to 1825 Days (4-5 Yrs)	<u>138</u>	<u>18</u>	<u>120</u>
More than 1825 Days (>5 Yrs)	<u>726</u>	<u>44</u>	<u>682</u>
Information Missing	0	0	0
<b>Total</b>	<u>1999</u>	<u>199</u>	<u>1800</u>
<b>Average and Median Length of Participation in Days</b>			
	<b>Average Length</b>	<b>Median Length</b>	
Leavers	1203.79	912	
Stayers	1592.65	1186.5	

Length of Participation by Exit Status  
Number of Persons

	<b>Total</b>	<b>Leavers</b>	<b>Stayers</b>
Less than 30 days		A	H
31 to 60 days		B	I
61 to 180 days		C	J
181 to 365 days		D	K
366 to 730 days (1-2 Yrs)			
731 to 1095 days (2-3 Yrs)			
1096 to 1460 days (3-4 Yrs)			
1461 to 1825 days (4-5 Yrs)			
More than 1825 Days (>5 Yrs)			
Information Missing			
<b>Total</b>		<b>G</b>	<b>P</b>

Housing Retention >6 months:  $(P - H - I - J - K + G) - A - B - C - D / (P - H - I - J - K + G) = \% \text{ of persons}$

# Outcome A: Info from APR (RRH, Youth-serving TH, general TH)

## 29a1. Destination by Household Type and Length of Stay (All Leavers who Stayed More than 90 Days)

### Number of Leavers in Households

#### Permanent Destinations

	Total	Without Children	With Children and Adults	With Only Children	Unknown HH Type
Owned by Client, no Ongoing Subsidy					
Owned by Client, with Ongoing Subsidy					
Rental by Client, no Ongoing subsidy					
Rental by Client, with VASH Subsidy					
Rental by Client, with other Ongoing Subsidy					
PSH for Homeless Persons					
Living with Family, Permanent Tenure					
Living with Friends, Permanent Tenure					
<b>Subtotal</b>	<b>A</b>				

## 29a2. Destination by Household Type and Length of Stay (All Leavers who Stayed 90 Days or Less)

### Number of Leavers in Households

#### Permanent Destinations

	Total	Without Children	With Children and Adults	With Only Children	Unknown HH Type
Owned by Client, no Ongoing Subsidy					
Owned by Client, with Ongoing Subsidy					
Rental by Client, no Ongoing subsidy					
Rental by Client, with VASH Subsidy					
Rental by Client, with other Ongoing Subsidy					
PSH for Homeless Persons					
Living with Family, Permanent Tenure					
Living with Friends, Permanent Tenure					
<b>Subtotal</b>	<b>B</b>				

### 7. HMIS or Comparable Database Data Quality

Total number of records for All Clients	
Total number of records for Adults Only	
Total number of records for Unaccompanied Youth	
Total number of records for Leavers	<b>C</b>

Obtaining Permanent Housing:  $(A + B) / C = \% \text{ of persons obtaining permanent housing}$

# Outcome B - Income: (PSH, RRH, TAY Serving TH, General Use TH)

24b1. Income Change by Income Category – Adult Stayers

24.b.1 Income Change by Income Category (Universe: Adult Stayers with Income Info at Entry and Follow-up)	Had Income Category at Entry and Not at Follow-up	Retained Income Category but Had Less \$ at Follow-up	Retained Income Category and Same \$ at Follow-up	Retained Income Category and Increased \$ at Follow-up	Did not Have Income Category at Entry and Gained it at Follow-up	Did not Have the Income Category at Entry or at Follow-up	Total Adults (Including Those with no Income)
Adults with Earned Income							
Avg. Change in Earned Income							
Adults with Other Income							
Avg. Change in Other Income							
Adults Any Income			A	B	C		D
Avg. Change in Overall Income							

## PSH and General Use TH:

$(A+B+C+E+F+G)/(D+H) = \% \text{ of adults who maintained or increased income}$

## RRH and TAY serving TH:

$(B+C+F+G)/(D+H) = \% \text{ of adults who increased income}$

24b2. Income Change by Income Category – Adult Leavers

24.b.1 Income Change by Income Category (Universe: Adult Stayers with Income Info at Entry and Follow-up)	Had Income Category at Entry and Not at Exit	Retained Income Category but Had Less \$ at Exit	Retained Income Category and Same \$ at Exit	Retained Income Category and Increased \$ at Exit	Did not Have Income Category at Entry and Gained it at Exit	Did not Have the Income Category at Entry or at Exit	Total Adults (Including Those with no Income)
Adults with Earned Income							
Avg. Change in Earned Income							
Adults with Other Income							
Avg. Change in Other Income							
Adults Any Income			E	F	G		H
Avg. Change in Overall Income							

# Outcome C: Info from APR (all project types)

## 26a2. Non-Cash Benefits by Exit Status - Leavers

Client Non-Cash Benefits by Exit Status  
Number of Non-Cash Benefits by Number of Persons - Leavers

	Total	Adults	Children	Age Unknown
No Sources				
1+ Source(s)		B		
Don't Know / Refused				
Missing this Information				
<b>TOTAL</b>		E		

## 26b2. Number of Non-Cash Benefit Sources - Stayers

Client Non-Cash Benefits by Exit Status  
Number of Non-Cash Benefits by Number of Persons - Stayers

	Total	Adults	Children	Age Unknown
No Sources				
1+ Source(s)		G		
Don't Know / Refused				
Missing this Information				
<b>TOTAL</b>		J		

$$(B + G) / (E + J) = \% \text{ of adults non-cash mainstream benefits}$$



# Outcome D: Exits to Homelessness Info from APR (PSH)

## 29a1. Destination by Household Type and Length of Stay (All Leavers who Stayed More than 90 Days)

### Number of Leavers in Households

#### Temporary Destinations

Emergency Shelter	A				
TH for Homeless Persons	B				
Staying with Family, Temporary Tenure					
Staying with Friends, Temporary Tenure					
Place Not Meant for Human Habitation	C				
Safe Haven	D				
Hotel or Motel, Paid by Client					
<b>Subtotal</b>					

## 29a2. Destination by Household Type and Length of Stay (All Leavers who Stayed 90 Days or Less)

### Number of Leavers in Households

#### Temporary Destinations

Emergency Shelter	E				
TH for Homeless Persons	F				
Staying with Family, Temporary Tenure					
Staying with Friends, Temporary Tenure					
Place Not Meant for Human Habitation	G				
Safe Haven	H				
Hotel or Motel, Paid by Client					
<b>Subtotal</b>					

## 7. HMIS or Comparable Database Data Quality

Total number of records for All Clients	
Total number of records for Adults Only	
Total number of records for Unaccompanied Youth	
Total number of records for Leavers	I

**PSH:** This project types should use the following formula to calculate their measure:

$$\text{Exits to Homelessness: } (A + B + C + D) + (E + F + G + H) / I = \% \text{ of persons who exit to homelessness}$$

# Outcome D: RRH / TAY Serving TH – Returns to Homelessness

## Rapid Rehousing and TAY-serving Transitional Housing:

	Total # of Persons who Exited to Permanent Housing Destination (2 years prior)	Returns to Homelessness in less than 6 Months (0 -180 days)		Returns to Homelessness from 6-12 Months (181 – 365 days)		Returns to Homelessness from 13 to 24 Months (366-730 days)		Number of Returns in 2 years	
		# of Returns	% of Returns	# of Returns	% of Returns	# of Returns	% of Returns	# of Returns	% of Returns
Exit was from SO									
Exit was from ES									
Exit was from TH	A								C
Exit was from SH									
Exit was from PH	B								D
TOTAL Returns to Homelessness									

Rapid Rehousing use the formula below to calculate the percentage of persons returning to homelessness within two years from a RRH program:

Returns to Homelessness in two years:  $D/B = \% \text{ of persons who return to homelessness within two years}$

TAY Serving Transitional Housing use the formula below to determine the % of people returning to homelessness from TH within two years:

Returns to homelessness in two years from TH:  $C/A = \% \text{ of persons returning to homelessness within two years.}$

# Outcome D: General Use TH – Length of Stay

## General-Use Transitional Housing:

	Universe (Persons)		Average LOT homeless (bed nights)			Median LOT Homeless (bed nights)	
	Previous FY	Current FY	Previous FY	Current FY	Difference	Previous FY	Current FY
1.1 Persons in ES and SH							
1.2 Persons in ES, SH, and TH							

General use Transitional Housing indicate the number in the yellow-shaded box above to show the average number of bed nights in your project for this fiscal year. Please round up to the nearest whole number.

Unlike other project types, General Use TH will not use a formula to calculate the average length of stay. Instead it will use the number indicated in the yellow highlighted box, rounded up to the nearest whole number.

# Grant Management (25 Points)

- A. Spending (5 pts)
- B. Reports and Invoicing (10 pts)
- C. Proof of Eligibility (5 pts.)
- B. Utilization (5 pts)

## Spending (5 pts)

- a. Report on amount of unspent funds for past 3 years
  - b. Explain unspent grant funds in most recent grant year
  - c. Underspending of 5% or greater in most recent year and one other in last 3 years must be explained
- Narratives with detailed explanations and corrective strategies will earn more points

## Reports and Invoicing (10 pts)

- Timely Submission of APRs (*Can be verified via e-snaps. New projects can provide proof of their timely APR submissions and/or progress reports from other federal grants*)
- Timely draws from LOCCS (*can be verified via LOCCS, per the screen shot in the application*)

# Proof of Eligibility (5pts) and Capacity / Utilization (5pts)

## Proof of Eligibility (5pts)

- provide eligibility criteria and procedures for documenting.

## Capacity / Utilization (5 pts)

- Looking at how many people are served by the project on an annual basis, vs. how many people the project has capacity to serve.

## HMIS (2 pts)

- Report on data quality for required Universal data elements using Bowman “Data Completeness Report Card (EE) – v15”
- Points based on percent of data quality must be higher than 95% to get 2 points, 90% to get 1
- When prompted to include services in the report, select ‘no’



# Data quality report card

## Data Completeness Report Card (EE)

Summary by Provider

Date Range: 1/1/12- 11/29/12

[REDACTED]
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GRADE BASED ON AVERAGE PERCENTAGE:	B
	94.64%

Universal Data Element	Required for	Number of Applicable Entry Exits	Number of Non-Null Values	Percentage Complete
Social Security Number*	All	219	219	100.00%
Date of Birth*	All	219	219	100.00%
Race*	All	219	219	100.00%
Ethnicity*	All	219	219	100.00%
Gender*	All	219	219	100.00%
Veteran Status*	Adults	115	115	100.00%
Disabling Condition*	All	219	219	100.00%
Specified Disability	Disab = Y	58	56	96.55%
Residence Prior to Program Entry*	Adults & UY	115	115	100.00%
Zip Code of Last Permanent Address*	Adults & UY	115	115	100.00%
Homeless (Y/N)	All	219	2	0.91%
Chronically Homeless	Homeless = Y or Literally Homeless	37	28	75.68%
Housing Status*	All	219	219	100.00%
Services Not Included	N/A	N/A	N/A	N/A
Income Received (Y/N) (Entry)	All	219	219	100.00%
Income Received (Y/N) (Exit)	All Exits	219	219	100.00%
Income Source at Entry	Income = Y (Entry)	87	87	100.00%
Income Source at Exit	Income = Y (Exit)	89	89	100.00%
Income Amount at Entry	Income = Y (Entry)	87	87	100.00%
Income Amount at Exit	Income = Y (Exit)	89	89	100.00%
Non-Cash Benefit Received (Y/N) (Entry)	All	219	219	100.00%
Non-Cash Benefit Received (Y/N) (Exit)	All Exits	219	219	100.00%
Non-Cash Source at Entry	Non-Cash = Y (Entry)	115	115	100.00%
Non-Cash Source at Exit	Non-Cash = Y (Exit)	108	108	100.00%
Domestic Violence	Adults & UY	115	113	98.26%

\* - HUD Universal Data Elements

This is a screen shot for illustration only. Use the date ranges in the instructions (10/1/14 – 9/30/15)

## Fiscal Management (4pts)

- Address any findings in the management letter or with the management of federal grants.
- Organizations whose budget size do not require an Annual Independent Audit must still submit a Financial Statement according to general accounting principles.
- Audits and reports can be for fiscal years ending no earlier than 12/31/2014.

## Quality Assurance (7 pts)

- Narrative on use of best practices, customer satisfaction, performance monitoring, use of data, staff training and quality of care
- Reviewers will score on the quality and comprehensiveness of narrative as well as how specific it is to the project.

# Coordinated Entry System Applications

# Overview

- Coordinated Entry is a method to connect people to resources is federally required.
- The initial design for our CoC was adopted by the Everyone Home Board and can be downloaded at [www.everyonehome.org](http://www.everyonehome.org).
- Everyone Home's HUD CoC committee has chosen to invite local proposals for up to \$1m for this purpose.
- If a competitive application is identified, the CoC will use reallocated funds for this purpose.

# Scope of Work

## *The Coordinated Entry & Housing Resource Centers*

### *Initial Design Plan includes\**:

- multiple entry points, referred to as Housing Resource Centers (HRC's)
- common core services
- a common initial referral point
- a "base" for mobile outreach teams
- shared eligibility criteria, protocols and outcome measures.
- access to a range of "mainstream" services.

\*note some of these are still in progress

# Four Components of This Coordinated Entry Project

Applicants may apply for one, two, three, or all of the components described in the scope of work below

## 1. CES HUD lead agency

- serve the entire county and have experience administering HUD CoC grants (or comparable)
- ensure that CES components are implemented according to Design
- ensure that HUD funded CES components are effectively integrated with CES components funded by other non-HUD sources.

# Four Components of This Coordinated Entry Project

## Lead Agency (cont.)

- Partner with EveryOne Home for consistent CES implementation across the region and providing quality control for the entire CES system.
- Individual agencies may apply to function both as a lead agency and as a service delivery agent for one or more other components or agencies may apply to function solely as the lead agency with all other services to be delivered by subcontractor agencies.



# Four Components of This Coordinated Entry Project

**2. Call center** must be available countywide and be staffed with trained operators able to screen, triage, and problem solve based on the resources available. Core elements include:

- **Triage/Initial Screening**
- **Problem Solving**
- **Warm hand off**

# Four Components of This Coordinated Entry Project

## 3. Assessment and Referral

- Every HRC will screen, assess, and refer clients with standardized protocols using standardized tools and processes. Includes a prioritization system that will govern how available resources are targeted.
- Contractor(s) implement the assessment protocol at HRCs countywide once developed and approved
- Operate within HMIS and not develop separate databases.

# Four Components of This Coordinated Entry Project

4. **Expanded HRC Services** will be funded only if additional funding is available once components one through three have been funded.
  - **Outreach**
  - **Housing Navigation**
  - **Employment/income services**

## Scoring (100 pts)

- Demonstrated Project Capacity (30 pts)
- Project Detail (25 pts)
- Project Integration (20 pts)
- Budget (15 pts)
- Match (5 pts)
- Completeness and Clarity (5 pts)

# Submission Deadlines and Requirements

- All project applications are due to EveryOne Home by Noon (12:00 pm) on Tuesday August 9th, 2016— applications should be submitted electronically to [info@everyonehome.org](mailto:info@everyonehome.org)
- Include back-up documentation in a PDF – this file name must include the name of the program and agency.
- Applicants that have on-line audits may provide a link in your cover email to the online location of your documents and do not need to submit a PDF of the audit.

# Resources on website

Electronic versions of the applications can be downloaded from the EveryOne Home website at:  
[www.everyonehome.org](http://www.everyonehome.org).

# Questions or Comments

