

# 2018 HUD CoC NOFA Competition Bidders' Conference

Oakland City Hall

1 Frank H Ogawa Plaza, Hearing Room 3

July 20<sup>th</sup>, 2018

1:30 – 5:00pm



# Agenda

1. Welcome
2. 2018 Guiding Principles
3. Local Process and Key Dates
4. 2017 NOFA CoC Scores Analysis and Strategic Direction from HUD CoC Committee
5. 2018 NOFA: Key Changes
6. Overview of Local Applications
  - A. Renewals
  - B. New Projects
7. Q & A Session

# 2018 Guiding Principles

1. Maximize resources available to the community
2. Package submitted will align with HUD priorities in order to meet local needs
3. Prioritize ensuring existing residential capacity and housing stability is maintained system-wide
4. Keep the renewal process as simple as possible
5. Continue to emphasize project performance and the submission of projects that will meet HUD's thresholds
6. Support individual projects seeking to reallocate or reclassify where relevant
7. Facilitate a clear, fair and transparent local process
8. Advocate locally and nationally to protect and fund projects that add value to our Continuum of Care and response to homelessness

# Local Process and Key Dates

- **February 27th: 2017 NOFA Debrief Session held – Launching of 2018 NOFA Process**
- **March 23th: Renewals' Project Evaluation (PE) Package released**
- **April 30th: Preliminary results of PE released**
- **June 1st: Technical Assistance and Project Monitoring Sessions started**
- **June 20<sup>th</sup> - FY 2018 CoC Program Competition Opens: Notice of Funding Availability (NOFA) was released**

# Local Process and Key Dates

- **July 17<sup>th</sup> - HUD CoC and NOFA Committee held the joint session. HUD CoC Committee proposes Strategic Direction to respond to 2018 NOFA**
- **July 20<sup>th</sup> - Bidders' Conference: Committee finalized local process and application and releases it to applicants**
- **July 20<sup>th</sup> through Aug 2<sup>nd</sup> – Frequently Asks Questions (FAQ) period: Staff and NOFA Committee will address applicant questions. Answers to all questions will be published on the EveryOne Home website July 31<sup>st</sup> and August 3<sup>rd</sup>.**

# Local Process and Key Dates

- **August 17<sup>th</sup> by 5pm: Local Applications due to [info@everyonehome.org](mailto:info@everyonehome.org)**
- **TBD: E-Snaps Application due by Close of Business Day (CBD)**
- **August 31<sup>st</sup> – Preliminary scores and Rating & Ranking release**
- **Sept 5 – Sept 7: Appeals period**
- **September 14<sup>th</sup> : Final Rating & Ranking List release**
- **September 18<sup>th</sup> : Consolidated Application due to HUD by 5:00 PST**

# How our CoC scored in 2017

Category	Total Possible Points	Our Points Awarded
CoC Structure and Governance	50	45.75
Data Collection and Quality	46	24
Performance and Strategic Planning	82	65.5
Cross-Cutting Policies	22	22
<b>Totals</b>	<b>200</b>	<b>157.25</b>

# How are CoC scored in 2017

- We scored 2 points below our 2016 score, and just slightly better than we predicted for 2017.
- Our 2017 score was **9.75 points** above the national median (147.5), but 2.5 points below the weighted median. Given that our Annual Renewal Demand (ARD) is one of the highest in the country, it appears that higher ARD Continuums do not benefit from score weighting.
- Our 2017 funding award of \$35,327,971 = equivalent to our ARD and included additional \$1,484,942 in FMR adjustments. One renewal at the bottom of Tier 2 and proposed bonus projects were not funded.
- Given last two years scoring, it is uncertain whether we will receive bonus projects funding



# Strategic Direction from HUD CoC Committee

The HUD CoC Committee considered several factors and sources in the development of the 2018 Strategic Direction given to the HUD NOFA sub-committee, including:

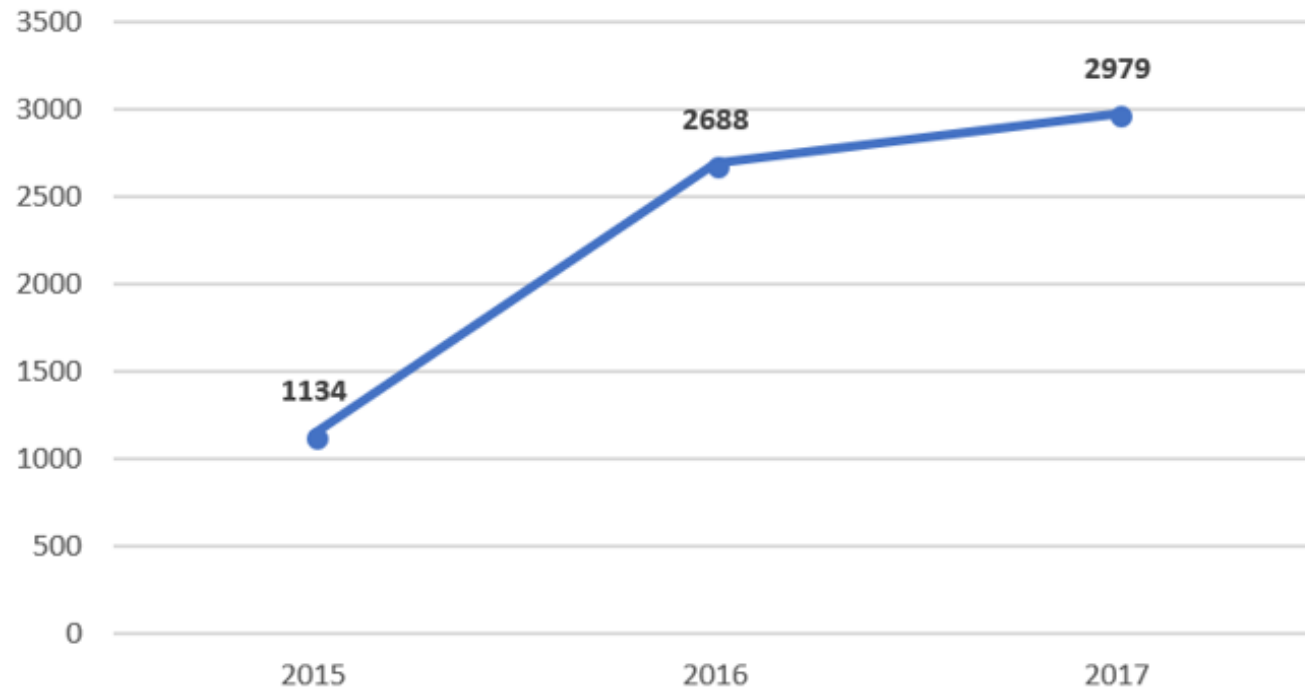
- Reviewing the NOFA issued 6/20/2018:  
<https://www.hudexchange.info/resources/documents/FY-2018-CoC-Program-Competition-NOFA.pdf>
- Reviewing NOFA 2018 changes and opportunities, our 2017 score and HUD's feedback
- Reviewing community input from 2017 NOFA and soliciting further input at an open meeting on 2/27/18

# Strategic Direction

- Without increasing local investment and aligning strategies to impact system performance, our Continuum is at serious risk of losing HUD funds in future NOFA rounds.
- As HUD continues to increase its ranking of Continuum's based on system performance, we must advocate the urgency of marshalling resources and strategies to improve aspects of system performance that are beyond the scope of HUD CoC funded individual projects

# Example: First Time Homeless

System Performance Measures 2015-2017



# Strategic Direction

- For example, this 162% increase in first time homelessness between FY 2015 and FY 2017 is a prevention issue, and there are not prevention projects in the HUD CoC package
- From HMIS 2017 data, we also know that for every 2 people becoming homeless for the first time only 1 is finding permanent housing
- The call from the HUD CoC to our Leadership Board, elected officials and community at large is that in order to decrease first time homelessness, we must advocate for the expansion of our system capacity for prevention assistance

## Strategic Direction

- Recommendation 1: **Strategic and purposeful Reallocation of Projects to better meet the needs of the Continuum of Care:**
  - For this year and future years, the HUD CoC Committee strongly recommends strategic reallocation of Projects with unspent funds and existing Projects seeking to convert to other project types (such as TH projects seeking to reallocate to Joint TH and PH-RRH projects) that strengthens our system and application package and is aligned with our guiding principles

# Strategic Direction

- Recommendation 1: **Strategic and purposeful Reallocation of Projects to better meet the needs of the Continuum of Care:**
  - **Continue to utilize strategies already in use:**
    - Maintaining a minimum scoring threshold (Projects must score more than 60 points in the Local Application to be included in the package; and
    - Invite voluntary reallocation

# Strategic Direction

- **Recommendation 2: Incentivize the consolidation of existing renewal projects.**
  - 2018 NOFA allows two or more projects eligible for renewal to consolidate and apply for funding to be combined into a single renewal project (once awarded).
  - Our CoC package includes 50 projects+ (many are similar or identical projects held by the same grantee and difficult to manage separately).
  - Grantees can benefit from this opportunity, as consolidation was a very difficult process as outlined by HUD in the past.

## Strategic Direction

- Recommendation 3: **Invite applications for reallocation and bonus projects** for reallocation of renewal projects and expansion of existing CoC-funded and non CoC-funded projects
  - Limit the invitation of new projects under Reallocation and Bonus funds to existing renewal projects seeking conversion to other project types and expansion of existing CoC-funded and non CoC-funded projects (PSH, RRH, Joint TH-RRH, and HMIS, and/or to target DV survivors)
  - This strategy is intended to achieve HUD's expressed desire, to see projects fully occupied and expending funds as quickly as possible.



# Strategic Direction

- Recommendation 3: **Solicit applications for the new 2018 Domestic Violence Bonus (DV Bonus)**
  - HUD added up to \$50 mi in DV Bonus to provide housing and services to survivors of domestic violence, dating violence, sexual assault, stalking and trafficking (DV Survivors)
  - Up to 3 new projects may be included in the package (one for each: Rapid Rehousing, Joint TH and PH-RRH and Support Services Only – Coordinated Entry)
  - Our CoC welcomes this opportunity as DV Bonus projects will strengthen our ability to better serve DV survivors and our NOFA response to HUD, which is prioritizing DV survivors.

## NOFA 2018 Available Funds

- Tier 1 is 94 Percent of the CoC's ARD amount
  - Permanent Housing Bonus: 6% of CoC's ARD
    - **Total Annual Renewal Demand (ARD)** = \$34,329,783
    - **Tier 1 Amount (94% ARD)** = \$32,269,996
    - **ARD in Tier 2 (6%)** = \$2,059,787
    - **Bonus** = \$2,059,787
    - **Total Tier 2 (6% + Bonus)** = \$4,119,574
    - **DV Bonus (new)** = **\$1,062,887**
    - **CoC Planning Grant** = \$1,029,893
    - **2018 Total Submission allowed** = **\$37,452,457**
- (does not include CoC Planning Grant)

# NOFA 2018: Key Changes

- **System Performance and CoC Coordination**
  - The most relevant change in this year's NOFA is an even stronger emphasis on **performance criteria**
  - As highlighted in the Chart below, there are 5 points increase in the CoC Coordination and Engagement section, 7 points increase in System Performance's evaluation, and a decrease of 12 points for the Performance and Strategic Planning section.
  - 2 New questions for CoC Coordination and Engagement: CE implementation and Addressing Racial disparities

# NOFA 2018: Key Changes

Category	2017 Value	2018 Value
CoC Coordination and Engagement	43	<b>48</b>
Project Ranking, Review, & Capacity	29	29
HMIS	13	13
PIT Count	6	6
System Performance	49	<b>56</b>
Performance and Strategic Planning	60	<b>48</b>

# NOFA 2018 Key Changes

## Consolidation

- Eligible renewal projects will have the ability to consolidate two or more projects (up to four) in one project application – without having to wait for a grant amendment to be executed to consolidate two or more grants. (NOFA, Page 9).
- Applicant must consult first with HUD Field Office on whether the Project is eligible for consolidation.
- HUD will not permit a transitional housing and a PH project to be consolidated to form a Joint TH and PH-RRH or a transition grant to be consolidated with any other project (Page 9)

# NOFA 2018: Key Changes

- **Transition Grants**

- New project applicants can now transition an existing renewal project (e.g. TH) to another component (e.g. PH-RRH) through a Transition grant. Must use the reallocation process to convert the existing renewal to one of the new eligible components (NOFA, Page 8)
- Up to 50% of each transition grant may be used for costs of eligible activities of the program component originally funded
- Project will have one year to fully transition from the original component to the new component and must have the consent of the Continuum of Care (CoC)

# NOFA 2018: Key Changes

- **Expansion of existing projects**
  - Renewal projects may again expand current operations by submitting a new project application to add units, beds, persons served, and services provided to existing participants, or in the case of HMIS, increase the current HMIS grant activities.
  - Projects can expand CoC and non CoC funded programs funded by other than CoC funds, except to replace state or local funds.

# NOFA 2018: Key Changes

- **Domestic Violence Bonus**
- 1-year funding request for the following project types:
  - PH-RRH projects that follow a Housing First approach
  - Joint TH and PH-RRH that follow a Housing First approach
  - SSO-CE projects to implement policies, procedures, and practices for Coordinated Entry to better meet the need of survivors of DV survivors (NOFA Page 8)
- Only one project application for each project type allowed
- Existing renewal project not dedicated to DV survivors may expand and dedicate additional units, beds, persons served, or services for this population.
- Although they are locally scored and ranked along renewals and bonus, HUD requires DV Bonus Projects listed on the new Projects CoC Priority Listing with a unique rank number (NOFA, Page 12)





# **Overview of Local Applications (Renewals and New Projects)**

# Local Applications: The Basics

- Renewals and New Projects Local Application packages due to EveryOne Home on **August 17th, 2018** [by 5 pm.](#)  
Send submissions in PDF form to [info@everyonehome.org](mailto:info@everyonehome.org)
- Preliminary Local Rating and Ranking list will be announced on **August 31<sup>st</sup>, 2018**
- Final Rating and Ranking list due to appeals (if needed) will be published on **September 14<sup>th</sup>** at EveryOne Home website
- Complete Collaborative Application posted on EveryOne Home website due **September 16<sup>th</sup>**

# Local Applications

- As of 2018, EOH will be returning to two separate applications for renewing and new projects:
  - **Renewal Local Application (to complete Stage 3 of 2018 NOFA Process)**
    - **Much simpler application with two narratives for Housing First and Quality Assurance**
    - **Two objective criteria scoring:**
      - **Cost Effectiveness**
      - **Spending**
    - **One new question for projects with households with children and youth to describe how they meet children educational needs**
    - **Ability to provide additional, updated or recent documentation with the possibility of increasing Project Evaluation Preliminary scores**
    - **Incentive for Projects seeking and eligible for Consolidation**

# Local Applications

- As of 2018, EOH will be returning to two separate applications for renewing and new projects:
  - **New Projects Local Application for:**
    - CoC funded projects seeking to reallocate existing projects into a new component – May also apply for a Transition Grant
    - CoC funded and non-CoC funded projects seeking to expand operations:
      - New PSH Dedicated PLUS or PSH with 100% CH
      - New RRH (individuals and families, including unaccompanied youth)
      - New Joint TH and PH-RRH component
      - New HMIS
      - CoC funded projects can expand to serve DV survivors
    - CoC and non-CoC funded projects applying for DV Bonus:
      - New RRH
      - New Joint TH and PH-RRH
      - New SSO-Coordinated Entry to implement policies, procedures and practices to better serve the needs of DV survivors

# Threshold Requirement for 2018 Local Process

- All applicants who receive HUD CoC funding are required to participate in Coordinated Entry (CE)
  - Applicants will be required to certify in application they are aware of this expectation and are already complying or will comply with CE
  - Projects must notify CE of all openings and fill those openings with participants referred from CE
- All PSH projects must have executed a Memorandum of Understanding with Home Stretch

# Renewals Local Application Scoring

- Renewal Project Local Applications will be scored on a **21-point** scale in five categories:
  - Narrative for Housing First (scored by NOFA Committee) = Up to 4 points
  - **Spending = Up to 5 points**
  - **Cost Effectiveness = Up to 2 points**
  - Narrative for Quality Assurance (scored by NOFA Committee) = Up to 7 points
  - **NEW**: Consolidation of existing renewals will receive 3 points (must attach written notice from HUD as “eligible” for consolidation)

## Renewals Local Application Scoring

- Scores to be awarded to renewal projects during the Local Application (up to 21 points possible) are cumulative with preliminary scores awarded to the Project Evaluation Package (up to 79 points) for a total of **100 points** possible.

# Renewals Local Application Scoring

- Renewal Projects may also increase Project Evaluation Preliminary scores under the following four Sections:
  - Documentation for Housing First = Up to 6 points
  - Documentation for Client Eligibility = Up to 5 points
  - Performance Outcomes = Up to 32 points
  - Fiscal Management = Up to 2 points
- Projects seeking to increase Project Evaluation Preliminary scores must attach required documentation described on Application



# New Projects Application Summary

- New Projects creation
  - Through Reallocation
    - May apply for Transition grant to support eliminating existing project to create new component (from TH to RRH)
  - Through Expansion of existing operations
    - CoC funded – including targeting DV survivors not currently targeted
    - Non CoC funded for PSH, RRH and Joint component (needs qualification and experience)
    - HMIS
  - DV Bonus
    - CoC and Non CoC funded for RRH, Joint and SSO-CE

## New Projects Application Scoring

- New Project applications will be scored on a 100-point scale in five categories:
  - Primary Activity Type = Up to 5 points
  - How Project Addresses Local and HUD Priorities = Up to 25 points
    - Added: Whether Project will improve system performance
  - Outcome Performance = Up to 32 points
  - Grant Management = Up to 20 points
  - Organizational Capacity = Up to 18 points
    - Added: Capacity to serve population targeted by Project

# Appeals Process

- What can be appealed: An application that
  - Was not evaluated according to the published local NOFA process **AND/OR**
  - Evaluated in a way that violates federal regulations **AND**
  - **The adjustment of scores has the possibility of changing in which Tier an Applicant project is ranked OR whether an Applicant project is included in the package at all.**
    - includes any Project who meet Appeals Criteria #1 and/or #2, and its initial Rating and Ranking score appears very close to the end of Tier 1, and can be moved down to Tier 2 as a result of scoring post appeals.

# Appeals Process

- What is not eligible for appeal:
  - Errors or omissions by project Applicants
  - Projects that do not meet threshold
  - Dissatisfaction with Project's scores
  - Need for funds
  - Appeals submitted after stated deadline
- Process:
  - Please review Exhibit A – 2018 Appeals Project at EveryOne Home website

# Submission Deadlines and Requirements

- Submission of Renewals and New Projects Local Application by **August 17<sup>th</sup> at 5 pm**
- Frequently Asked Questions (FAQ) period starts today and ends on **August 2nd**
- Include back-up documentation in a PDF – this file name must include the name of the program and agency
- Projects must also complete a project application in *e-snaps* by close of business on **TBD**

## Resources on Website

Electronic versions of the Renewal and New Projects Applications and Appendices can be downloaded from the Everyone Home website at:

<http://www.everyonehome.org/our-work/hud-coc-nofa>.



**Questions or Comments**