2023 Alameda County Continuum of Care (CoC) Competition
Scoring Criteria for New Projects

This document sets out the rating criteria and scoring factors to be used by the CoC NOFO Committee in evaluating new projects submitted for funding through the 2023 HUD CoC NOFO. The criteria are aligned to the Strategic Direction approved by the CoC Leadership Board. The scoring is based on objective criteria to the maximum extent possible, including criteria relating to performance outcomes, grant management and organizational capacity. Non-objective factors will be scored by the NOFO Committee based on narratives provided by the applicants.

The criteria measure projects' contribution to strengthening the overall system of care through data collection, coordination, prioritization, and improved client outcomes. The scoring is based primarily on objective criteria including performance outcomes, grant management and organizational capacity.

Threshold Criteria

Threshold criteria are not scored, but these criteria must be met for the project to be considered for funding. If the applicant responds "no" to any of the threshold questions in the local application, the project is not eligible.

Eligible Applicant: Applicant and subrecipient (if any) are eligible. Eligible project applicants for the CoC Program are nonprofit organizations, States, local governments, instrumentalities of State and Local governments, and Indian Tribes and Tribally Designated Housing Entities (TDHE).
Project Eligibility: Proposed project type is eligible for CoC Bonus, Reallocation or DV bonus funding in the 2023 CoC NOFO.
Application Score Threshold: Project application must receive a minimum of 60 points to be included in the consolidated application package.
HUD Timeliness Standards: Project will begin operation less than 12 months from the execution of the contract. New housing projects have secured or will secure proof of site control, match, environmental review, and the documentation of financial feasibility within 12 months of the award.
HMIS Participation: Project has certified in the application it does or will participate in the CoC HMIS. Projects that do not participate, or have not agreed to participate, are not eligible for funding. The only exception is for victim-service agencies or legal services agencies serving survivors of domestic violence. These organizations may not participate in HMIS but must utilize a comparable database.
Coordinated Entry: All projects that receive HUD CoC funding are required to participate in Coordinated Entry. Housing projects (PSH, RRH, TH/RRH) must notify their Coordinated Entry lead of all openings and fill those openings with participants referred from Coordinated Entry. DV housing projects shall participate with Coordinated Entry while protecting client data and safety.

SSO projects must explain how their services will connect participants to CE. Project has certified in application it does or will participate in Coordinated Entry.
Match: The agency budget must include committed match funding equivalent to 25% of the grant except for leasing funds.
Client Eligibility: The population to be served must meet HUD CoC program eligibility requirements for the project type, and the project application must clearly establish eligibility of project applicants.
Recent Financial Statement: Projects must provide an up to date audited financial statement (from 12/31/2020 or more recent), and single audit (if applicable).
Equal Access and Non-Discrimination: The project ensures equal access for program participants regardless of their race, color, national origin, religion, sex, age, familial status, disability, gender or LGBTQ status. The project complies with all federal and state civil rights and fair housing laws including the Fair Housing Act, Title IV of the Civil Rights Act and the Equal Access Rule.
Monitoring, Training and Technical Assistance: All projects must agree to be responsive to project monitoring, training and technical assistance from the CoC lead and HMIS lead.

Scored Criteria

All projects will be scored on a 100-point scale using the criteria and points system described below.

Criteria		Questions and Points Breakdown
Criteria 1: Addressing Local and HUD Priorities: Up to 30 points		
1a	Improves system performance – **up to 10 points**	Narrative (to be scored by NOFO Committee): I. Identifies how the proposed target population and severity of need address local priorities. (**up to 2 points**) II. Describes a program design that will credibly support improved system performance by reducing lengths of time homeless, helping people to obtain and retain housing and income. (**up to 3 points**) III. Utilizes evidence-based practices to increase positive housing outcomes, recovery, self-sufficiency, and reduce homelessness. (**up to 3 points**) IV. Describes how the project connects participants to mainstream benefits. (**up to 2 points**)
1b	Ensuring Racial Equity – **up to 8 points**	Score 2 points if the applicant is implementing or proposing to implement any of the following policies and practices (up to a maximum of 8 points): Checklist of Policies and Practices – Objective Factor I. Proactive monitoring of racial equity metrics in r project data II. Collection of qualitative information on project experiences of clients, disaggregated by race and ethnicity III. Formal, written commitment to hiring racially and ethnically diverse staff at all levels and recruitment of board leadership

Criteria		Questions and Points Breakdown
		IV. Written materials and translation services are available in multiple languages for participants with limited English proficiency
		V. Racial equity and cultural responsiveness knowledge, skills and practices are part of staff job descriptions and workplans
		VI. Internal structures exist to address issues of racial equity and cultural responsiveness (e.g., formal or informal complaint resolution process, community advisory body, equity committee)
		VII. Staff receive training and support around racial equity and cultural responsiveness and their role in addressing racial inequities
		VIII. Ongoing evaluation of policy, service of program impacts and progress towards racial equity and cultural responsiveness
		IX. Staff demographic composition closely mirrors client population demographics, in both frontline staff and leadership at the staff and board levels
		Applicants must provide a brief narrative describing any policies or practices checked. In future NOFO rounds, applicants will be required to furnish backup documentation of policies and practices.
1c	Housing First – **up to 6 points**	Certification and Policies (objective factor) I. Applicant will certify it is low barrier and operates in accordance with Housing First (HF) principles – up to 3 points II. Eligibility Criteria/Program Application policies demonstrate low barriers and HF principles. – up to 3 points
1d	Incorporating Lived Experience – **up to 6 points**	Checklist of Policies and Practices (objective factor) I. Applicant conducts a regular Consumer Satisfaction Survey for project participants. – 1 point II. Applicant annually reviews client feedback _and_ uses it to inform program planning, implementation, and management. – 1 point III. There is a former or current program participant on the Board of Directors or Advisory Board. – 1 point Narrative Scored by NOFO Committee IV. Narrative description of how the organization and/or proposed project will meaningfully involve people with lived experience of homelessness (in the last 7 years) in project design, implementation, evaluation or decision-making. Participant surveys and other methods of gathering input are

Criteria		Questions and Points Breakdown
		counted in the items above and are not relevant for this narrative, which should focus on how people with lived experience are empowered to make decisions about how the project is designed and operated. – up to 3 points.
Criteria 2: Project Performance – up to 36 points		
2a	Proposed Project Performance- **up to 15 points**	Narrative: (to be scored by NOFO Committee)**.** I. Applicant will describe the performance measures they propose to achieve. Applicants may propose performance measures relevant to the type of project they are proposing but will be encouraged to use HUD system performance and local performance measures (see appendix for list of measures.) Responses will be scored on the degree to which the applicant is proposing a project that will generate measurable results.
2b	Track Record of Performance – **up to 15 points**	Data Reports (objective criteria) I. Applicant will provide two examples of funder reports (can be APRs or another funding source) demonstrating a track record of success in meeting proposed performance outcomes.
2c	Track Record of Project Utilization – **6 points**	Data Reports (objective criteria) I. Applicant provides a report demonstrating utilization for a comparable project within the last 2 years.
Criteria 3: Budget and Cost Effectiveness; Leveraging - up to 16 points		
3a	Budget and Cost Effectiveness **– 6 points**	Budget (to be scored by NOFO committee): I. Applicants will complete a budget table showing how requested HUD funds and match will be used. NOFO committee will evaluate whether budgeted staff and expenses are adequate to support the proposed project and appear to be cost effective.
3b	Leverage of Housing and Health Care Resources – **6 points**	Leveraged Resources (objective factor) I. Applicant has documented leverage of non-CoC/ESG housing resources representing at least 25% of units or participants to be served; or healthcare resources equal in value to at least 25% of HUD funding requested. Documentation to be in the form of a letter or MOU.
3c	Track Record of Grant Spending – **4 points**	Grant Spending (objective factor) I. The applicant has a track record of expending funds in a comparable project. (95 to 100% = 5; 90 to 95% = 3; under 90% = zero).
Criteria 4: Organizational Capacity – up to 18 points		
4a	Fiscal Management – **up to 4 points**	Audit or Financial Findings (objective factor) Applicant has provided most recent annual independent audit or financial statement if audit is not required). No findings = 4 points; some findings/addressed = 2 points; findings not addressed = zero points.

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4b	Experience with Target Population – **up to 5 points**	Narrative – To Be Scored by NOFO Committee Applicant has provided a narrative describing their experience in serving the target population.
4c	Experience Operating Comparable Program – **up to 5 points**	Narrative – To be Scored by NOFO Committee Applicant has provided a narrative describing their experience in operating a program that is comparable to the one proposed.
4d	Timely Reporting and Invoicing – **up to 4 points**	Timely Reporting and Invoices – (objective factor) Applicant has provided evidence of timely submission of APRs or equivalent funder reports and quarterly LOCSS draws or comparable funder invoices for the last two grant cycles of a comparable program. At least 75% of the time = 4 points; 51 to 75% = 2 points; less than 50% of the time = zero points.

CoC Performance Measures and Benchmarks by Project Type

1. Permanent Supportive Housing

	Measure	Benchmark
A	Retains and/or exits to other Permanent Housing > 12 months	95%
B	Adults who maintain or increase income	50% of leavers and stayers
C	Obtains/ maintains non- cash mainstream benefits and health insurance	56% leavers and stayers
D	Exits to Homelessness	<10%

2. Transitional Housing and Rapid Rehousing

	Measure	Benchmark
A	Obtains Permanent Housing	80%
B	Adults who Increase Income	30% of leavers and stayers
C	Obtains or Maintains non- cash Mainstream Benefits and Health Insurance	56% of leavers and stayers
D	Exits to Homelessness	<10%

3. Coordinated Entry

	Measure	Benchmark
A	Percent of successful referrals to Problem Solving/Diversion/Rapid Resolution (successful referral = household remains housed, or is re- housed, in a safe option)	80% (N/A this year)
B	Percent of successful referrals to residential projects (i.e., actual placement into shelter, TH, RRH, Joint TH: RRH, PSH, housing voucher, permanent housing)	80% (N/A this year)