



FY19 CoC NOFA

Welcome! We will begin the webinar shortly.



Housekeeping

- This webinar will be recorded and posted along with the slides presented by 7/29 to the [MOHS-HSP website](#)
- All attendees will be muted to prevent background noise.
- Questions will be answered at the end of the webinar.
To submit a question, use the box to the right →
- Only questions about the competition process and the application templates will be answered during this webinar—if you have a specific question about your project, please send it to mohs.hsp.application@baltimorecity.gov



Agenda

- FY2019 NOFA Timeline
- Funding Priorities & Eligible Projects
- Match and Leveraging Requirements
- Preparing the Project Budget
- Renewal Project Applications
- New Project Applications
- Application Reminders



What We Won't Cover Today

- **Full Reallocation, Scoring, Ranking Process**
 - Brief update will be provided, but applicants should refer to the local competition process documents posted on the [MOHS-HSP website](#) for a full overview



CoC NOFA Overview

What is the CoC NOFA?

- CoC NOFA is shorthand for the Department of Housing and Urban Development's annual national funding competition for homeless services funding. The full name is the HUD Continuum of Care Program Notice of Funding Availability.
- Through this competition, the Baltimore City Continuum of Care receives between \$20-23 million each year in funding. The total amount fluctuates according to increases and decreases in Fair Market Rents, new projects awarded, and projects that are not renewed. Each CoC grant has a different program operating year.
- HUD requires communities to conduct a local competition to determine which projects will be included in the CoC's application to HUD and the priority ranking of projects.



HUD Policy Priorities

- **Ending homelessness for all persons**
 - Identify, engage, and effectively serve everyone
 - Measure performance using local data
 - Implement comprehensive outreach strategy
 - Use local data to understand the highest needs and length of time to develop housing and supportive services
 - Use reallocation to create new projects that improve overall performance and better respond to local needs



HUD Policy Priorities

- **Create a systemic response to homelessness**
 - Use system performance measures (average length of homeless episodes, rates of return to homelessness, and rates of exit to permanent housing) to determine system effectiveness
 - Use Coordinated Access process to promote participant choice, coordinate assistance, and mainstream housing and services to ensure people experiencing homelessness receive assistance quickly, and make homelessness assistance open, inclusive, and transparent



HUD Policy Priorities

- **Strategically allocate and use resources**
 - Use data to improve how resources are utilized
 - Review project quality, performance, and cost effectiveness
 - Maximize the use of mainstream and other community-based resources
 - Develop partnerships with agencies that specialize in areas that help participants reach self-sufficiency and independence
 - Review all projects eligible for renewal to determine effectiveness



HUD Policy Priorities

- **Use an Evidence-Based Approach**
 - Prioritize projects that employ a strong use of data and evidence
 - Evaluate cost-effectiveness and impact of homelessness programs on positive outcomes
 - Positive housing outcomes include:
 - Reduced length of time homeless and rates of return to homelessness
 - Improvement in employment and income, mental and physical health, connection to supportive services, family reunification, and safety.



HUD Policy Priorities

- **Increasing Employment**

- Work with local employment agencies and employers to prioritize training and employment opportunities for people experiencing homelessness
- Incorporate strategies to improve employment opportunities, including employment services for individuals with disabilities (to include mental or behavioral health diagnosis)
- Promote partnerships with public and private organizations that promote employment



HUD Policy Priorities

- **Housing First Approach**

- Help families and individuals move to permanent housing without any preconditions such as income, work effort, sobriety, etc.
- Measure and help projects reduce the length of time people experience homelessness
- Engage landlords and property owners
- Remove barriers to entry, and adopt client centered service methods



How are local funds allocated?

- **The Resource Allocation Committee of the Continuum of Care Board oversees the development of the local NOFA submission, which includes:**
 - Developing and recommending to the Board an annual or multi-year funding strategy for allocating HUD CoC funding according to local need, HUD policy priorities, and overall system performance
 - Reading and analyzing the annual Notice of Funding Availability (NOFA), developing an annual reallocation strategy, developing the annual project rating and ranking criteria, utilizing performance and program data to evaluate and rank project applications
 - Developing a communications plan for informing the Continuum of Care and ensuring full participation
 - Approve final submission for the annual CoC application to HUD
 - Overseeing the work of the Collaborative Applicant to prepare the NOFA submission



How are local funds allocated?

- **The Mayor's Office of Homeless Services (MOHS) is the Collaborative Applicant for the Baltimore City Continuum of Care. MOHS is responsible for:**
 - Facilitating the local Request for Proposals to solicit new and renewal project applications in alignment with the priorities and directives of the Continuum of Care
 - Collecting and preparing data at the system level and project level for use by the Resource Allocation Committee in determining reallocations, scoring, and ranking of projects
 - Preparing and submitting the annual CoC application, project ranking, and project applications to HUD according to the decisions made by the Continuum Board and Resource Allocation Committee



NOFA Submission

- **There are three parts to the NOFA submission:**
 - *CoC Application*
 - How much progress has the CoC made on ending homelessness?
 - Who's at the table? What stakeholders are involved in the mission?
 - What strategies, policies, and initiatives are the CoC implementing?
 - *Project Ranking*
 - How does the CoC align their projects with HUD's priorities?
 - Did the CoC use a data-driven and objective process for allocating funds?
 - How did the CoC evaluate performance?
 - *Project Applications*
 - How will the requested projects operate?
 - Is the project eligible and does it meet HUD's thresholds?



Reallocation Process

- Reallocation is the process of shifting full or partial funding from existing CoC-funded projects to create new or expansion projects that will improve system performance and outcomes, such as reducing the length of time people experience homelessness and lowering returns to homelessness.
- HUD strongly encourages and incentivizes communities utilize reallocation as a key strategy for improving system performance.
- Reallocation can only be requested through the NOFA competition – cannot occur during the program operating year. However, a project transfer (changing from one service provider to another), can happen at any time during the operating year.



Reallocation Process

- If a project has a partial reallocation, it cannot reduce the number of units/households served or scope of services. CoC-funded projects are “locked in” to the original commitment made to HUD.
- Some “projects” (grants) are linked and are evaluated together. (Example: one rental assistance grant and one supportive services grant, both support same clients)



What goes into the ranking?

- **HUD requires communities to rank projects in two tiers.** The project ranking must reflect HUD funding priorities, local need, and a data-driven process for evaluating individual project performance. Prior to the ranking process, the CoC completes a full performance evaluation and scoring of all projects, and determines whether to include each individual project in the ranking.
- **Tier 1 Projects:**
 - HUD typically has enough funding to award all Tier 1 projects in communities across the country. Tier 1 projects are considered relatively “safe” from funding cuts
 - If a project does not meet HUD’s threshold review, it may not be funded and HUD will move down the list of projects
- **Tier 2 Projects:**
 - Projects in Tier 2 are considered “at-risk” of not being funded
 - Tier 2 projects are scored by HUD according to federal funding and policy priorities
 - Baltimore Tier 2 projects compete with other communities’ Tier 2 projects for funding



Resources

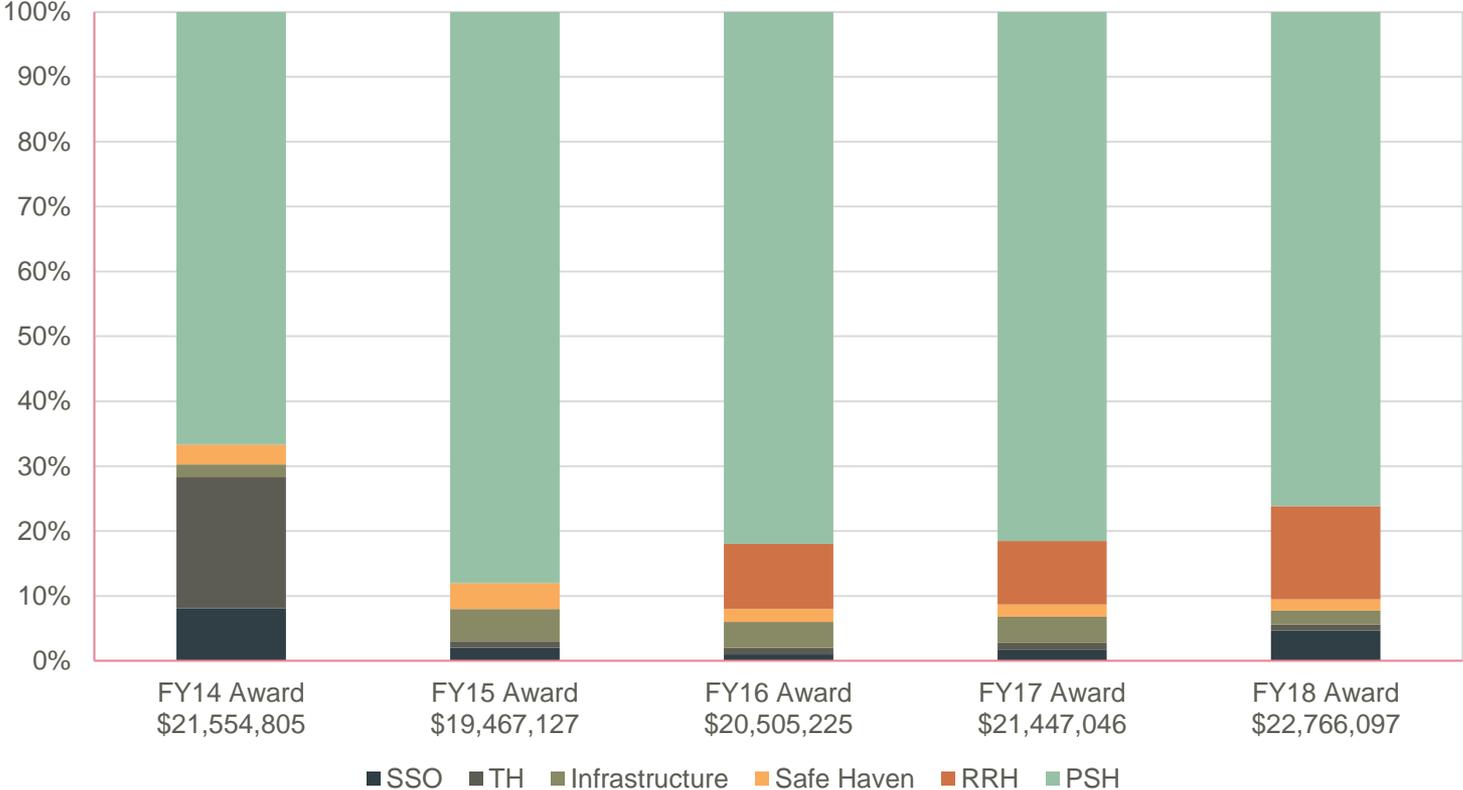
- **Make sure to carefully review all NOFA documents released by MOHS, including:**
 - Local Competition Process and Timeline
 - Request for Proposals
 - CoC NOFA Preparation Webinar
 - Project Application Templates
 - Grants Inventory Worksheet (renewal projects only)

<https://human-services.baltimorecity.gov/continuum-care-funding/ffy2019-coc-competition>



CoC Program Portfolio Over Time

CoC Award History



FY19 Competition

FY2019 Available Funding

FY2018 CoC NOFA Available Funding		
Amount	Type	Description
\$22,766,097	The Annual Renewal Demand (ARD) for Baltimore City	This is the base amount that CoC is eligible to apply for
\$1,138,305	Regular Bonus Project Funding Available (5% of Annual Renewal Demand)	This is the maximum amount of non-domestic violence project bonus funding CoC is eligible to apply for
\$1,569,481	Domestic Violence Bonus Project Funding Available (10% of Preliminary Pro-Rata Need)	This is the maximum amount of domestic violence project bonus funding CoC is eligible to apply for
\$682,983	CoC Planning Grant Funds	This provides staffing support and funding for the Collaborative Applicant in addition to operations costs for HUD-required CoC activities.
\$26,156,866	Total Amount of Funding Available	



FY2019 Eligible Projects

The FY19 CoC NOFA allows the following eligible project types:

Project Type	Description	Target Population/ HUD Priority	Renewal Allowed	Reallocated & Regular Bonus Funds	DV Bonus Funds
Permanent Supportive Housing (PSH)	Permanent rental assistance and supportive services. Can be housed in either site-based location or scattered-site units. Tends to have long lengths of stay with good housing outcomes (95% retention or move to other permanent housing).	Chronically homeless, have disability, high vulnerability	Yes	Yes (can be new or expansion of existing project)	Yes
Rapid Re-Housing (RRH)	Short- and medium-term rental assistance and supportive services (up to 24 months). Length and amount of assistance is flexible and individualized according to household need. Only housing in scattered-site units. Tends to have short lengths of assistance with good housing outcomes (75-80% exit to permanent housing, less than 15% return to homelessness). HUD encourages use of RRH as “first intervention”, including households who may end up needing PSH assistance. Must use a housing first approach.	Everyone, with preference for serving households with medium to high vulnerability	Yes	Yes (can be new or expansion of existing project)	Yes (can be new or expansion of non CoC-funded program)



FY2019 Eligible Projects

The FY19 CoC NOFA allows the following eligible project types:

Project Type	Description	Target Population/ HUD Priority	Renewal Allowed?	Reallocated & Regular Bonus Funds	DV Bonus Funds
Transitional Housing (TH)	Up to 2 years of shelter and supportive services, typically provided in site-based location.	Youth, Victims of DV, Trafficking	Yes	No	No
Joint TH-RRH	Uses transitional housing as “crisis housing”, with target length of stay under 90 days. Coupled with RRH supports to help households exit TH quickly and obtain permanent housing. HUD recommends for communities that have limited shelter or TH options for specific populations (ex: youth, DV, etc)	Youth, Victims of DV, Trafficking	Yes	Yes	Yes
Supportive Services Only	Street outreach, drop-in centers, case management, etc. Includes projects dedicated to Coordinated Access System (CAS)	Varies by project	Yes	Only for CAS	Only for CAS
HMIS	Provides operational support to HMIS Lead agencies to ensure full HUD compliance and be able to produce data, performance, and reports for HUD requirements on behalf of the CoC.	N/A – CoC Operations	Yes	N/A	N/A



FY2019 Project Ranking Tiers

- **For the FY2019 NOFA, HUD has established the following tiers:**
 - Tier 1: 100% of the combined ARA for all projects eligible for renewal for the first time + 94% of the combined ARA for all other projects
 - Tier 2: Annual Renewal Demand – (Tier 1 + Amount of Regular Bonus Project Funding (non-DV))
- **Tier 2 Project Scoring Criteria**
 - Projects that are placed in Tier 2 according to the local competition process will be scored by HUD at the national level
 - Tier 2 projects in Baltimore will compete for funding against Tier 2 projects in other communities
 - Projects are scored by HUD on a 100-point scale:
 - 50 Points: CoC Application Score
 - 40 Points: Ranking Order
 - 10 Points: Housing First Commitment
 - **Every point matters!**



HUD Tier 2 Project Scoring Criteria (non-DV)

Tier 2 Project Scoring Criteria		
Max Points	Scoring Factor	HUD Calculation
50 Points	CoC Application Score	(% of available points received on CoC application) * 50
40 Points	Ranking Order	<p>Total Points = 40 * (1-y)</p> <p>Where "y" equals:</p> <p>(cumulative funding for Tier 2 ranked higher than project) + (1/2 * project's funding request)</p> <hr/> <p>Total Tier 2 Funding Available</p>
10 Points	Commitment to Housing First	<p>Up to 10 Points: PH projects that apply Housing First</p> <p>Up to 10 Points: TH, SH, SSO projects demonstrating low-barrier policies, prioritize rapid and stable PH placements, and have no service participation requirements or preconditions to entry</p> <p>10 Points: HMIS & SSO projects for coordinated assessment system</p>
100	Total Points Available	



Tier 2 Project – HUD Scoring Example

House of Hope is a PSH project that utilizes a housing first approach and is ranked in Tier 2 by the CoC. The project renewal amount is \$100,000. The project is ranked 3rd within Tier 2, and the combined renewal amount of the 1st and 2nd ranked projects is \$200,000. The total amount of funding in Tier 2 is \$500,000. The CoC received 150 out of the 200 possible points on the overall CoC application.

Project Score Calculation:

Max Points	Points Scored	Calculation
50 – CoC Application	37.5	$(150/200)*50 = 37.5$
40 – Project Ranking	20	$Y = (\$200,000 + \$50,000) / (\$500,000) = 0.5$ $40*(1-y) = 20$
10 – Housing First	10	Housing first = 10 points
Total Points Scored	67.5	

Tier 2 projects ranked higher
 $\frac{1}{2}$ * Project Grant
Total funding Tier 2



HUD DV Bonus Project Scoring Criteria

- **HUD Process for New DV Bonus Projects:**
 1. Score and rank DV bonus projects according to criteria (national competition)
 2. HUD selects DV bonus projects that will be approved for funding
 3. If a Baltimore DV Bonus project is approved by HUD for funding, it will be removed from the project ranking and all projects after it will move up one position.
 4. If a Baltimore DV Bonus project is NOT selected by HUD under the DV Bonus, it stays in the ranking and is scored for funding according to Tier 2 as a regular new project. HUD will automatically switch the funding request from DV bonus to a regular new project, which would then use reallocation and regular bonus funds if awarded by HUD



HUD DV Bonus Project Scoring Criteria

- For Rapid Re-housing and Joint TH and PH-RRH component projects:
 - CoC Score. Up to 25 points in direct proportion to the score received on the CoC Application.
 - Need for the Project. Up to 25 points based on the extent the CoC is able to quantify the need for the project in its portfolio, the extent of the need, and how the project will fill that gap.
 - Quality of the Project Applicant. Up to 50 points based on the previous performance of the applicant in serving survivors of domestic violence, dating violence, sexual assault, or stalking, and their ability to house survivors and meet safety outcomes.
- For SSO Projects for Coordinated Entry:
 - CoC Score. Up to 50 points in direct proportion to the score received on the CoC Application.
 - Need for the Project. Up to 50 points based on the extent to which the CoC is able to demonstrate the need for a coordinated entry system that better meets the needs of survivors of domestic violence, dating violence, sexual assault, or stalking, and how the project will fill this need.



Match Requirements – All Projects

- Every project must match 25% of the total amount of the grant (minus leasing costs) with cash or in-kind resources
- All costs under matching funds must be for activities that are eligible under the CoC Program, even if the recipient is not receiving CoC Program grant funds for that activity.
- Cash match only needs to be documented by a letter
- In-kind match **MUST** be documented with a Memorandum of Understanding
- **Ensure all your match documentation meets the requirements stated in the Project Application Guide. Use the included sample templates.**



Match Requirements

Significant changes for FY2019

- Projects only need to submit one copy of each match source documentation. This must be signed and dated, and if a renewal project, must have the renewal grant number from the Grants Inventory Worksheet in the subject line.
- Match documentation will be uploaded into the HUD database during the competition – this will expedite the grant agreement process when awards are released
- All match documents **MUST** be submitted by the project application deadline (August 16th, 2019) – there is no longer an extension
- **Don't Forget:** Program income from client rents paid to the organization can now be counted as match



Leveraging

- Renewal projects should not submit leveraging letters or documentation – only match
- New projects should show in their application and supporting documentation how they will leverage



Renewal Project Applications

- **Use the FY2019 Grant Inventory Worksheet posted on the MOHS website to complete your project budget**
 - The total amount in each category (rental assistance, supportive services, etc) must match the GIW exactly. Similarly, your project application's requested number and sizes of units must match the GIW.
 - Within each budget category, you can request your desired funding in each eligible line item (refer to the list of eligible costs in the Project Application Guide)
 - The project's portion of the administrative category is 50%.
- **Provide all supporting documentation listed in the RFP**



Renewal Project Expansions

HUD is allowing project expansions of RRH and PSH to add new services, units, or persons to existing projects

- Requires a new project application, but if approved by CoC and HUD, would be added to existing project before awards (one grant agreement)
- Complete application for expansion project
- Provide all supporting documentation listed in the project application guide
- New projects selected for inclusion in the CoC's application to HUD will work with MOHS staff to adjust their budgets or service numbers according to the total amount of funding available for the project



New Project Applications (DV and non-DV)

- Develop your proposed budget according to the number of households you are proposing to serve, and the staff and program resources needed to run the program successfully
- Be detailed in your description of each line item! For example, for staff costs, you should include the # of FTEs or % of staff time spent on project
- If you are requesting rental assistance, complete the chart in the application with the number of requested units to calculate the total rental assistance costs (you may NOT request less or more than the Fair Market Rents listed in the chart)
- New projects selected for inclusion in the CoC's application to HUD will work with MOHS staff to adjust their budgets or service numbers according to the total amount of funding available for the project



Preparing New Project Budgets

	Leasing	Rental Assistance	Supportive Services	Operations	HMIS	Admin
	<ul style="list-style-type: none"> *Facility or units *Lease between service provider and unit owner *Client is sublessee of service provider *Responsible for 100% of rent costs and damages, even if client doesn't pay rent *Service provider must pay for vacancies 	<ul style="list-style-type: none"> * Apartments, houses, facilities *Lease between client and housing owner (sole tenancy) *Written rental assistance agreement between housing owner and service provider *Client pays portion of rent according to 24 CFR 578.77. Service provider pays remaining portion of rent (not responsible for client portion of rent) *Service provider cannot make rental assistance payments on a vacant unit except as provided in 24 CFR 578.51(i) 	<ul style="list-style-type: none"> *Includes wide range of services such as case management, assistance with moving costs, client assistance, treatment, food, and counseling. <p><i>*New projects must limit supportive services to no more than 30% of the requested funds</i></p>	<ul style="list-style-type: none"> Costs for housing units: *Property Taxes/Insurance *Maintenance and repair *Security *Utilities *Furniture and equipment *Cannot be requested if project is using rental assistance funds in same structure 	<ul style="list-style-type: none"> *Staffing and equipment costs to meet the regulatory requirements for participation in HMIS 	<ul style="list-style-type: none"> *Each new CoC grant includes 10% admin. Half of the admin goes to the project and half goes to MOHS-HSP *Admin includes management, monitoring, environmental review, etc. Does not include staff or overhead directly related to activities—that is under the other categories
Permanent Supportive Housing (Site-Based)	✓	✓	✓	✓	✓	MOHS will automatically add this to your awarded budget
Permanent Supportive Housing (Scattered-Site)		✓	✓		✓	MOHS will automatically add this to your budget
Rapid Re-Housing		✓	✓		✓	MOHS will automatically add this to your budget
Supportive Services Only – Coordinated Access (SSO-CA)			✓		✓	MOHS will automatically add this to your budget



Reminders

- Carefully review the Local Competition Process and Timeline, the local Project Application Guide, and the NOFA released by HUD
- Ensure your proposed project design aligns with the best practices included in the Project Application Guide and are meeting HUD's stated objectives
- Project applications are due by Friday, August 16th at 12pm to mohs.hsp.application@baltimorecity.gov.
- The CoC will notify projects of reallocation and whether the project was accepted for funding by September 3.



Project Application Walk-Through

Please submit your questions now!

We'll be putting the webinar on mute momentarily while we review your questions.