<u>Agenda</u>

I.   FY 2022 NOFO Overview & Timeline

II. What's New

III. HUD Policy Priorities

IV. Funding Priorities & Eligible Projects

V.   Threshold Requirements

VI. Match Requirements

VII. Preparing the Project Budget

VIII. Project Applications

  I. Overview of Transfer/New or Expansion Projects for Projects formerly operated by AIRS

IX. Application Reminders

X.   **Q & A Session**

Housekeeping

- **This webinar will be recorded and posted along with the slides presented today on the MOHS website**

- **All attendees will be muted to prevent background noise.**

- **All 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 HSPapplications@baltimorecity.gov**

Overview & Timeline

What is the CoC NOFO?

- CoC NOFO 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 Opportunity.

- Through this competition, the Baltimore City Continuum of Care receives approximately $24 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.

- HUD requires communities to conduct a local competition to determine which projects will be included in the CoC's application to HUD that includes a project ranking list.

FY 2022 Competition Timeline	
August 1	HUD Continuum of Care NOFO Released
August 11	Local Competition Procedures Published • Local Timeline and Competition Guidance • RFP & Project Applications Released
August 19	Deadline: Renewal Projects Due by 5:00pm
August 25	Deadline: New, Expansion, YHDP Renewal or Replacement Projects Due by 5:00pm
September 2	Reallocation Notifications Issued to Renewal Projects indicating whether project is rejected or reduced
September 6	Renewal Project Reallocation Appeals Due
September 13	Final Project Ranking Sent to CoC • New & Renewal projects notified of acceptance/rejection from project ranking Draft CoC Application sent to CoC for input and review
September 27	Public Posting of Final CoC Consolidated Application
September 30	Final Application submitted to HUD on or before September 30 by 8:00pm

NOFO Submission

- **There are three parts to the NOFO 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?

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FY 2022 Available Funding

Amount	Type	Description
$24,362,479	The Annual Renewal Demand (ARD) for Baltimore City	This is the base amount that CoC is eligible to apply for and includes the Youth Homelessness Demonstration Program funds.
$1,218,124	Regular Bonus Project Funding Available	This is the maximum amount bonus funding CoC is eligible to apply for (does not include any reallocation)
$1,763,643	Domestic Violence Bonus Project Funding Available	This is the maximum amount of domestic violence project bonus funding CoC is eligible to apply for
$730,874	CoC Planning Grant Funds	This provides staffing support and funding for the Collaborative Applicant in addition to operations costs for HUD-required CoC activities.
$28,075,120	**Total Amount of Funding Available**	

How CoC Funds Are Allocated?

The Resource Allocation Committee of the Continuum of Care Board oversees the development of the local NOFO submission, which includes:

○ Developing 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 Opportunity (NOFO), 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 (MOHS) to prepare the NOFO 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, expansion, and renewal project applications in alignment with the priorities and directives of the CoC's Resource Allocation Committee

○ 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 3 parts of the application: annual CoC application, project ranking, and project applications to HUD according to the decisions made by the Resource Allocation Committee

What's New in this Year's NOFO

What's New in this Year's NOFO

- HUD has revised rating factors:

  - Focus on how CoCs evaluate racial disparities to place a greater emphasis on racial equity, and whether CoCs and homeless providers have identified barriers that lead to racial disparities, have taken steps to eliminate barriers to improve racial equity, and have implemented measures to evaluate the efficacy of the steps taken.

  - Focus on how CoCs address the needs of Lesbian, Gay, Bisexual, Transgender, and Queer (LGBTQ+) individuals to place greater emphasis on CoCs implementing and training their providers on the CoC-wide anti-discrimination policies that ensure LGBTQ+ individuals and families receive supportive services, shelter, and housing free from discrimination.

- How CoCs will build on partnerships to prepare to prevent and respond to future infectious disease outbreaks amongst people experiencing homelessness.

What's New Continued…

- Revised the language on Tier 2 scoring process.

- Revised the point value distributions for applications based on the CoC Application score and responses to the revised domestic violence bonus specific questions in the project applications for DV Bonus. Added scoring factors based on the responses to questions that demonstrate CoCs' collaboration with victim service providers in the CoC Application, projects' plans to include survivors with lived experience in policy and program development and the inclusion of victim centered practices in operating their projects.

- HUD added an additional rating factor that awards points to CoCs that take steps to engage local leaders about increasing affordable housing supply.

Ending Homelessness for All

Reduce Unsheltered Homelessness

Use a Housing First Approach

Improve System Performance

Partner with Housing, Health, & Service Agencies

Advance Race Equity

Engage Persons with Lived Experience of Homelessness

Improve Assistance to LGBTQ+ Individuals

Increase Supply of Affordable Housing

HUD Policy Priorities

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Funding Priorities & Eligible Projects
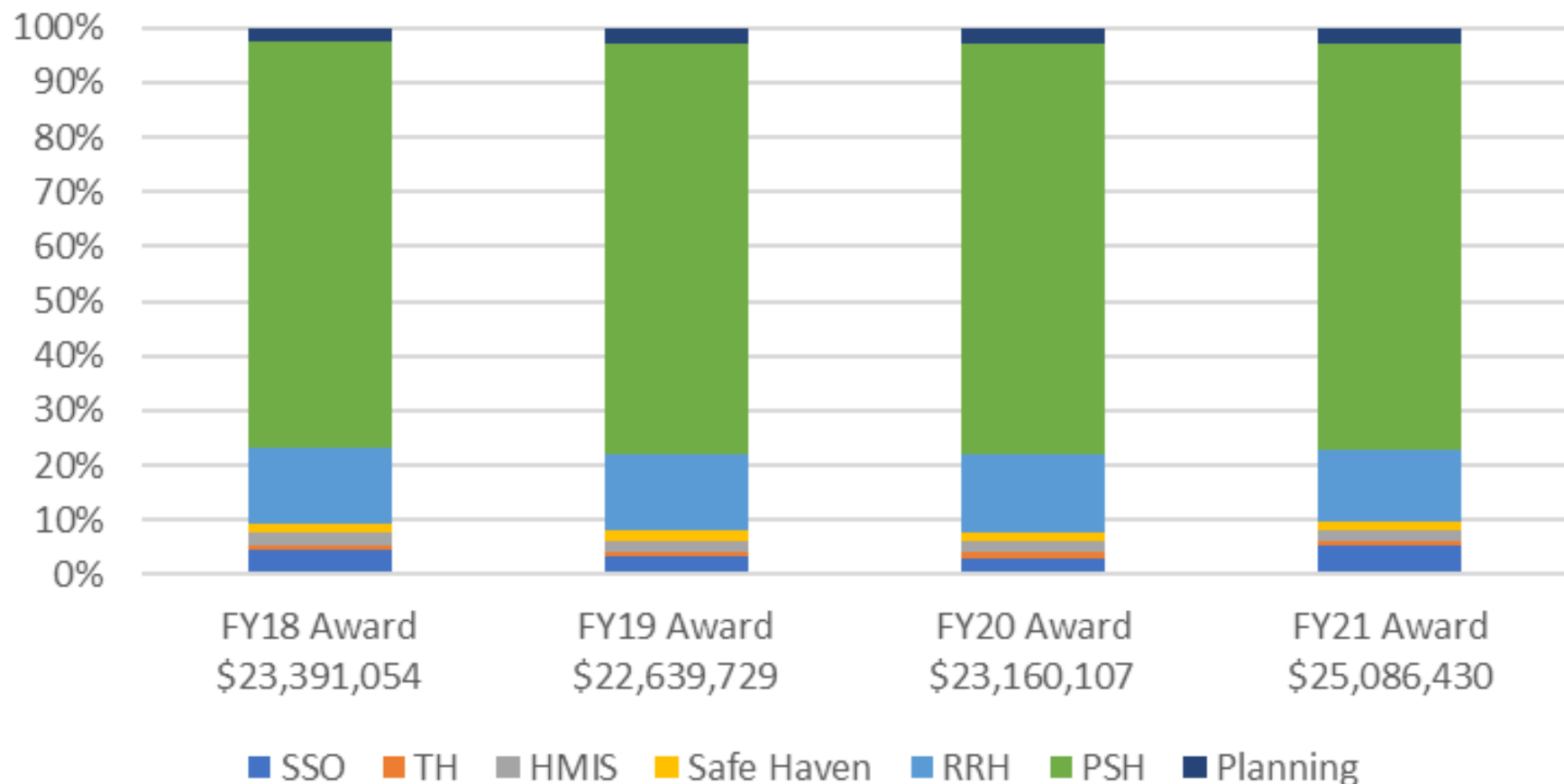
What is Reallocation?

Reallocation is a process used to shift funds in whole or part from existing eligible renewal projects to create one or more new projects without decreasing the Annual Renewal Demand.

- **HUD will not award funds to a new project unless the project was created through reallocation, or the CoC has demonstrated to HUD's satisfaction that projects are evaluated and ranked based on the degree to which they improve the CoC's system performance.**

- Reallocation can only be requested through the NOFO competition – cannot occur during the program operating year.

- Projects that request a partial reallocation cannot reduce the number of units/households served or the scope of services.

CoC Program Portfolio Over Time

	FY18 Award $23,391,054	FY19 Award $22,639,729	FY20 Award $23,160,107	FY21 Award $25,086,430

Legend: ■ SSO ■ TH ■ HMIS ■ Safe Haven ■ RRH ■ PSH ■ Planning

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

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FY2022 Eligible Projects

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)	No
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 project)

FY2022 Eligible Projects Continued

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 Entry	Varies by project	Yes	Only for Coordinated Entry	No
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

Threshold Requirements

Project Eligibility Threshold

Projects will be evaluated based on HUD's project eligibility threshold as follows:

- Provide documentation that organization is a non-profit 501(c)(3) tax-exempt organization or another city government agency
- Demonstrate the financial and management capacity and experience to carry out the proposed project as detailed in the application and the capacity to administer federal funds.
- The population to be served must meet the definition of "homeless" under 24 CFR 578.3
- Must agree to participate in the local HMIS system (however, victim service provider must use a comparable database that meets the needs of the local HMIS)

Additional Requirements

- Applicants must maintain an active SAM registration
- Applicants must provide a valid DUNS number, registered and active
- In Good Standing with the State of Maryland (must be dated within 30 days of the application)
- Last 2 years' single audit or independent financial audit that demonstrates the financial and management capacity
- Commitment to operating the program under the Housing First model
- Documentation of at least 25% cash or in-kind match
- Organizations applying for DV Bonus funds must have a history of serving individuals, families, and/or youth fleeing domestic violence, dating violence, or human trafficking
- Project has reasonable costs and is financially feasible

Match Requirements

Match Requirements – All Projects

- Match refers to actual cash or in-kind resources contributed to the grant. All costs paid for with 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. All grant funds must be matched with an amount no less than 25% of the awarded grant amount (excluding the amount awarded to the leasing budget line item) with cash or in-kind resources. Match resources may be from public (not statutorily prohibited by the funding agency from being used as a match) or private resources.

- Recipients of CoC Awards must document match along with their monthly expenditure reports.

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 and in-kind match needs to be documented by a letter.

  - Note program income can be counted as cash match. You must indicate that in your application, and must provide a description of the source of program income and how it will be documented

  - In-kind contributions can include the value of any real property equipment, goods, or services contributed to the project as match, provided that if the recipient or subrecipient had to pay for them with grant funds, the costs would have been eligible under Subpart D

- In-kind match for services provided by a third party must also be documented with a Memorandum of Understanding.

Match Calculation Examples

Without Leasing	With Leasing
Total amount requested from HUD (without leasing): ➢ Rental Assistance funding = $90,000 ➢ Supportive Services funding = $10,000 ➢ Project Administration funding (7%) = $7,000 ➢ Total amount requested = $107,000 **Total amount requested from HUD x .25 = Minimum Match Requirement $107,000 x .25 = $26,750**	Total amount requested from HUD (with leasing): ➢ Leasing funding = $80,000 ➢ Supportive Services funding = $20,000 ➢ Project Administration funding (7%) = $7,000 ➢ Total amount requested = $107,000 ➢ Total amount requested from HUD, excluding amount requested for leasing = $107,000 - $80,000 = $27,000 **Total amount minus leasing x .25 = Minimum Match Requirement $27,000 x .25 = $6,750**

Eligible Costs for Match

All match contributions (cash or in-kind) in the CoC Program must be for eligible activities/costs **per Subpart D of the CoC Program Interim rule**, regardless of whether the activities/costs are included in the HUD-approved project budget. The eligible categories of match are as follows:

➢ Supportive Services: Assessment of Service Needs, Assistance with Moving Costs, Case Management, Child Care, Education Services, Employment Assistance, Food, Housing/Counseling Services, Legal Services, Life Skills, Mental Health Services, Outpatient Health Services, Outreach Services, Substance Use Disorder Treatment Services, Transportation Utility Deposits

➢ Operating: Maintenance/Repair, Property Taxes and Insurance, Replacement Reserve, Building Security, Electricity, Gas, and Water, Furniture, Equipment (lease, buy)

Preparing the Project Budgets

	Leasing	Rental Assistance	Supportive Services	Operations	HMIS	Admin
	*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	* 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)	*Includes wide range of services such as case management, assistance with moving costs, client assistance, treatment, food, and counseling. *New projects must limit supportive services to no more than 30% of the requested funds	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	*Staffing and equipment costs to meet the regulatory requirements for participation in HMIS	*Each new CoC grant includes 7%-10% admin. Half of the admin goes to the project and half goes to MOHS *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 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**
Joint TH-RRH	✔	✔	✔	✔	✔	**MOHS will automatically add this to your budget**
Supportive Services Only – Coordinated Entry			✔		✔	**MOHS will automatically add this to your budget**

Project Applications

Renewal Project Applications

- **Use the FY2022 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 <u>exactly</u>. 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, however must be able to serve more clients.

- Requires a new project application, but if approved by CoC and HUD, would be added to existing project before awards (one grant agreement)

- Must submit 3 applications: expansion project, renewal project, and new project

- Provide all supporting documentation listed in the project application guide (only once)

- 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

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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

YHDP Renewal/Replacement

YHDP renewal applications must use the YHDP Renewal or Replacement application found on the MOHS website.

- **YHDP renewal applications will need to follow up with MOHS to complete project budget. posted on the MOHS website to complete your project budget**

- **Provide all supporting documentation listed in the RFP**

- **If your YHDP project applied for renewal or replacement last year, it will need to complete a regular renewal application.**

YHDP Replacement Application

Submission of a YHDP Replacement project application indicates your organization determined it wants the ability to provide **non-CoC Program eligible housing and services to eligible youth experiencing homelessness**.

- Your YHDP Replacement project application cannot exceed the one-year annual renewal amount (ARA).

- Your organization will need to indicate how this YHDP Replacement project meets the goals established in the Coordinated Community Plan (CCP) in the description of the scope of the project.

- **Provide all supporting documentation listed in the RFP**

YHDP Replacement Continued...

Supplementary information will be required for YHDP replacements that includes:

- Special YHDP activities request: Include a description of the special YHDP activities request including a justification and the specific section of the regulation or statute that the applicant is requesting HUD to waive.
- Additional documentation needed to explain YHDP project innovations

If your organization is interested in submitting a YHDP replacement application email HSPApplications@baltimorecity.gov before August 19. 2022

AIRS Project Transfer

Please note the following projects are no longer being operated by AIRS
1. AIRS Shelter Plus Care - Permanent Supportive Housing (MD0016)
2. CoC SHP Adult Case Management - Permanent Supportive Housing (MD0014)
3. CoC YIP Youth SHP - Permanent Supportive Housing (MD0015)
4. CoC SHP GYFLC – Transitional Housing (MD0091)

MOHS is seeking interested subrecipients that are currently receiving CoC Funding to transfer the projects for FY 2021 (current program year), and reapply as either a new or expansion project for FY 2022.

Letters of Interest must be submitted by this Wednesday, August 17th. If your agency is interested in applying for this funding we encourage you to submit your letter of interest and any questions.

Resources

- **Make sure to carefully review all NOFO documents released by MOHS, including:**

    - [HUD's FY 2022 NOFO Program Competition](#)

    - [CoC Program Interim Rule](#)

    - [MOHS Website:](#)
        - Local Competition Process and Timeline
        - Request for Proposals
        - CoC NOFO Bidder's Conference & FAQs
        - Project Application Templates
        - Grants Inventory Worksheet (renewal projects only)

Reminders

- Carefully review the Local Competition Process and Timeline, the local Project Application Guide, and the NOFO released by HUD

- Ask a question about the application process before August 19 by emailing HSPApplications@baltimorecity.gov

- Ensure your proposed project design aligns with the best practices included in the Project Application Guide and are meeting HUD's stated objectives

- Renewal Project applications are due August 19 by 5pm to HSPApplications@baltimorecity.gov.

- New/Expansion/YHDP Project applications are due August 26 by 5pm to HSPApplications@baltimorecity.gov.

Additional Grant Opportunities

- HUD has released a Special NOFO for Unsheltered Homelessness

  - Baltimore City CoC intends to apply for funding. The process is like the annual NOFO application.

  - Be on the lookout for additional information released in coming weeks. Grant opportunities will be posted on the MOHS website and shared through the Journey Home.

- Unsheltered NOFO Resources from HUD to review can be found on HUD.gov

Q & A
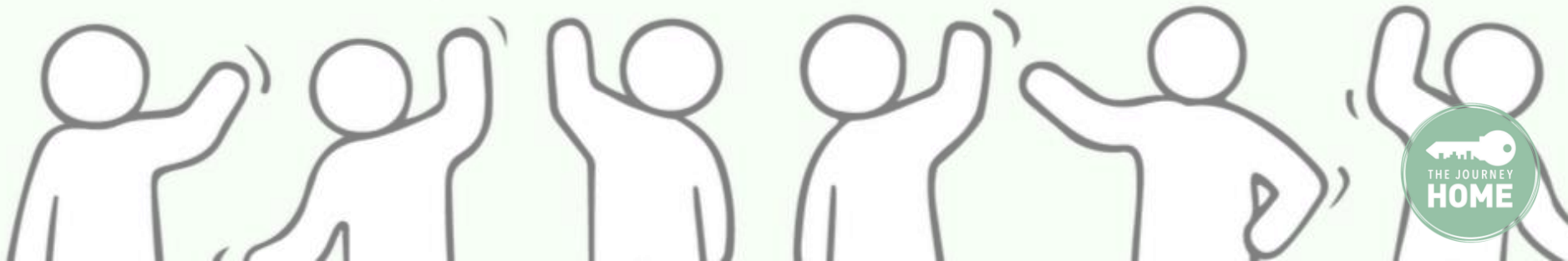
Please submit your questions now!

We'll be putting the webinar on mute for 5 minutes while we collect your questions.