

**FY2023 CoC Application Rating Criteria – New and Renewal PSH, RRH, CES and SSO Projects (non-DV)  
San Luis Obispo County**

**Project Name:** \_\_\_\_\_ **Rater:** \_\_\_\_\_ **Score:** \_\_\_\_\_  
**Agency Name:** \_\_\_\_\_ **Date:** 8/21/2023 **HSOC Subcommittee Ranking:** \_\_\_\_\_

**Type of Project (PSH):** \_\_\_\_\_ **Renewal or Expansion:** \_\_\_\_\_  
**Time Period of Last APR:** \_\_\_\_\_ **Number of Clients Served in Last APR:** \_\_\_\_\_ **Cost per Client:** \_\_\_\_\_

**A Project Eligibility Threshold**

A1	HUD Threshold Requirements See Threshold Requirements in Section V.C.3 of the NOFO: <a href="https://www.hud.gov/sites/dfiles/SPM/documents/Continuum of Care Competition and Noncompetitive YHDP.pdf">https://www.hud.gov/sites/dfiles/SPM/documents/Continuum of Care Competition and Noncompetitive YHDP.pdf</a>	YES	NO
	Active SAM registration		
	Applicant has Valid UEI number in application.		
	CoC Program Eligibility		
	Financial and Management Capacity		
	Certifications		
	Population Served		
	HMIS Participation - Project applicants agree to participate in a local HMIS system. Victim service providers use a comparable database that captures the required HMIS data in addition to meeting the needs of the local HMIS.		
	Applicant has no Outstanding Delinquent Federal Debts		
	Applicant has no Debarments and/or Suspensions		
	Sufficiency of Financial Management System		
	Recipient or applicant confirms all statements in application are truthful.		
	Mandatory Disclosure Requirement		
	Prohibition Against Lobbying Activities		
	Equal Participation of Faith-Based Organizations in HUD Programs and Activities		
	Resolution of Civil Rights Matters		

A2 CoC Threshold Requirements	YES	NO
Project applicant participates in Coordinated Entry.		
Project applicant implements Housing First and/or Lower Barrier approach.		
Project applicant can demonstrate documented/secure minimum match funding.		
Project has reasonable costs per permanent housing exit, as defined locally.		
Project is financially feasible.		
Project applicant actively participates in the CoC.		
Project applicant's data quality is at or above 90%.		
Project applicant's bed/unit utilization rate at or above 90%.		
Project applicant's most recent organizational audit/financial review is acceptable.		
<b>Applicant passes threshold review:</b>		

**COMMENTS:**

**B Applicant Experience**

		<i>Application Question</i>	<b>Points Available: 40</b>			
B1	<b>Applicant Experience</b>		<i>Weak</i>	<i>Adequate</i>	<i>Exceptional</i>	<b>SCORE</b>
	Experience of the applicant and sub-recipients (if any) in working with the proposed population and in providing housing or services similar to that proposed in the application	S1	<b>0 points</b> No prior experience providing proposed activity	<b>1-14 points</b> Some prior experience with providing proposed activity	<b>15-25 points</b> Years of organizational experience delivering proposed activity	
B2	<b>Grant Management</b>					
	Applicant Experience in effectively utilizing federal funds including HUD grants and other public funding, including satisfactory drawdowns and performance for existing grants as evidenced by timely reimbursement	S2	<b>0 points</b> No or limited experience utilizing federal funds	<b>1-4 points</b> Some experience utilizing federal funds, satisfactory drawdown experience	<b>5 points</b> Significant experience utilizing federal funds, satisfactory	

	of subrecipients (if applicable), regular drawdowns, timely resolution of monitoring findings, and timely submission of required reporting on existing grants				drawdown experience	
<b>B3</b>	<b>Housing First</b>					
	Housing First project; housing project is using a Housing First approach by providing low barriers that do not have service participation requirements or preconditions to entry and prioritize rapid placement and stabilization in permanent housing. Demonstrate that at least 75% of the project application commit to operating as Housing First. Any applicant that indicates it will use a Housing First approach will be required to operate as a Housing First project	S4, S5	<b>0 points</b> Project is not using a Housing First Approach		<b>10 points</b> Project is using a Housing First Approach as demonstrated by their policies and procedures or has a plan to incorporate into a new project	
					<b>Subtotal:</b>	

**COMMENTS:**

## C Performance for Coordinated Entry and Supportive Services Only Projects

Application  
Question

Points Available: 75

C1	Reducing Barriers to Housing	Application Question	Weak	Adequate	Exceptional	SCORE
	<p>Low barrier project; project allowed entry to program participants that include low or no income, current or past substance use, criminal records – with the exceptions of restrictions imposed by federal, state or local law or ordinance (e.g., restrictions on serving people who are listed on sex offender registries), and history of domestic violence. Any project that indicates it is low barrier will be required to operate as a low barrier project</p>	S4, S5	<p><b>0-1 points</b> Meets minimum criteria but concerns remain</p>		<p><b>5 points</b> Adequately meets criteria</p>	
	<p>Rate (or projected rate) of housing placement (exits to Permanent Housing)</p>	S22	<p><b>0-7 points</b> 0-29%</p>	<p><b>8-14 points</b> 30-59%</p>	<p><b>15-25 points</b> 60% or better</p>	
C2	<b>Outreach and Engagement</b>					
	<p>Covers entire geographic area and has outreach plan to bring homeless participants directly from the street or other locations not meant for human habitation</p>	3B	<p><b>0-7 points</b> Does not cover entire area (0 points) or does not have adequate plan to engage unsheltered persons</p>	<p><b>8-14 points</b> Covers entire area and provides adequate description of how engagement of unsheltered persons will occur; plan for engagement is likely to be at least partially successful</p>	<p><b>15-20 points</b> Covers entire area and provides detailed description of how engagement of unsheltered persons will occur; plan for engagement is likely to be successful</p>	

	Affirmatively markets services within the geographic area to ensure all persons experiencing homelessness are reached	S28	<b>0-3 points</b> Does not market services to all people experiencing homelessness	<b>4-7 points</b> Markets services to most people experiencing homelessness in the area	<b>8-10 points</b> Affirmatively markets services to all people experiencing homelessness	
	Informs program participants of their rights and remedies available under federal, state and local fair housing and civil rights laws	S29	<b>0-1 points</b> Does not inform program participants of their rights and remedies available	<b>2-3 points</b> Some plan to inform program participants of their rights and remedies available	<b>4-5 points</b> Clear plan to inform program participants of their rights and remedies available	
	Reports conditions or actions that impede fair housing choice for program participants	S30	<b>0-1 points</b> No indication of plan to report conditions or actions impeding fair housing choice	<b>2-3 points</b> Some indication of plan to report conditions or actions impeding fair housing choice	<b>4-5 points</b> Clear plan to report conditions or actions impeding fair housing choice	
<b>C3</b>	<b>Coordinated Entry</b>					
	Alignment with County's Coordinated Entry System	S8	<b>0-1 points</b> Project does not align with County's Coordinated Entry system	<b>2-4 points</b> Project somewhat aligns with County's Coordinated Entry system	<b>5 points</b> Project aligns well with County's Coordinated Entry system	
						<b>Subtotal:</b>

**COMMENTS:**

## D Performance for PH Projects – Actual (Renewals)

		<i>Application Question</i>	<b>Points Available: 75</b>			
<b>D1</b>	<b>Exits to Permanent Housing/ Retention</b>		<i>Weak</i>	<i>Adequate</i>	<i>Exceptional</i>	<b>SCORE</b>
	The percentage of households who remained in a permanent housing program as of the end of the operating year or exited to permanent housing	<i>APR</i>	<b>0-9 points</b> 74% or less	<b>10-24 points</b> 75% to 89%	<b>25 points</b> 90% or greater	
<b>D2</b>	<b>Employment and Income Growth</b>					
	Change in earned income for adult system stayers	<i>APR</i>	<b>1-2 points</b> 0 to 14%	<b>3-4 points</b> 15% to 24%	<b>5 points</b> 25% or greater	
	Change in non-employment cash income for adult system stayers	<i>APR</i>	<b>1-2 points</b> 0 to 14%	<b>3-4 points</b> 15% to 24%	<b>5 points</b> 25% or greater	
	Change in total income for adult system stayers	<i>APR</i>	<b>1-2 points</b> 0 to 14%	<b>3-4 points</b> 15% to 24%	<b>5 points</b> 25% or greater	
	Change in earned income for adult system leavers	<i>APR</i>	<b>1-2 points</b> 0 to 14%	<b>3-4 points</b> 15% to 24%	<b>5 points</b> 25% or greater	
	Change in non-employment cash income for adult system leavers	<i>APR</i>	<b>1-2 points</b> 0 to 14%	<b>3-4 points</b> 15% to 24%	<b>5 points</b> 25% or greater	
	Change in total income for adult system leavers	<i>APR</i>	<b>1-2 points</b> 0 to 14%	<b>3-4 points</b> 15% to 24%	<b>5 points</b> 25% or greater	
	Affirmatively markets housing and services within the geographic area to ensure all persons experiencing homelessness are reached	<i>S28</i>	<b>0-3 points</b> Does not market housing to all people experiencing homelessness	<b>4-7 points</b> Markets housing to most people experiencing	<b>8-10 points</b> Affirmatively markets housing to all people	

			homelessness in the area	experiencing homelessness	
Informs program participants of their rights and remedies available under federal, state and local fair housing and civil rights laws	S29	<b>0-1 points</b> Does not inform program participants of their rights and remedies available	<b>2-3 points</b> Some plan to inform program participants of their rights and remedies available	<b>4-5 points</b> Clear plan to inform program participants of their rights and remedies available	
Reports conditions or actions that impede fair housing choice for program participants	S30	<b>0-1 points</b> No indication of plan to report conditions or actions impeding fair housing choice	<b>2-3 points</b> Some indication of plan to report conditions or actions impeding fair housing choice	<b>4-5 points</b> Clear plan to report conditions or actions impeding fair housing choice	

**Subtotal:**

**COMMENTS:**

**E Performance for PH Projects – Estimated (New and Bonus Applications)**

		<i>Application Question</i>	<b>Points Available: 75</b>			
			<i>Weak</i>	<i>Adequate</i>	<i>Exceptional</i>	<b>SCORE</b>
<b>E1</b>	<b>Exits to Permanent Housing/ Retention</b>					
	The projected number of households to exit to permanent housing	S22	<b>0-9 points</b> 74% or less	<b>10-24 points</b> 75% to 89%	<b>25 points</b> 90% or greater	
<b>E2</b>	<b>Employment and Income Growth</b>					
	Estimated change in earned income for adult system leavers	S9	<b>1-3 points</b> 0 to 14%	<b>4-7 points</b> 15% to 24%	<b>8-10 points</b> 25% or greater	
	Estimated change in non-employment cash income for adult system leavers	S10	<b>1-3 points</b> 0 to 14%	<b>4-7 points</b> 15% to 24%	<b>8-10 points</b> 25% or greater	

Estimated change in total income for adult system leavers	S11	<b>1-3 points</b> 0 to 14%	<b>4-7 points</b> 15% to 24%	<b>8-10 points</b> 25% or greater	
Affirmatively markets housing and services within the geographic area to ensure all persons experiencing homelessness are reached	S28	<b>0-3 points</b> Does not market housing to all people experiencing homelessness	<b>4-7 points</b> Markets housing to most people experiencing homelessness in the area	<b>8-10 points</b> Affirmatively markets housing to all people experiencing homelessness	
Informs program participants of their rights and remedies available under federal, state and local fair housing and civil rights laws	S29	<b>0-1 points</b> Does not inform program participants of their rights and remedies available	<b>2-3 points</b> Some plan to inform program participants of their rights and remedies available	<b>4-5 points</b> Clear plan to inform program participants of their rights and remedies available	
Reports conditions or actions that impede fair housing choice for program participants	S30	<b>0-1 points</b> No indication of plan to report conditions or actions impeding fair housing choice	<b>2-3 points</b> Some indication of plan to report conditions or actions impeding fair housing choice	<b>4-5 points</b> Clear plan to report conditions or actions impeding fair housing choice	
					<b>Subtotal:</b>

**COMMENTS:**

## F Design of Housing and Supportive Services

*Application  
Question*

**Points Available: 65**

F1	Needs of Clients to Be Served	S6	<i>Weak</i>	<i>Adequate</i>	<i>Exceptional</i>	SCORE
	Extent to which the applicant demonstrates understanding of the needs of the clients to be served		<b>0-3 points</b> Does not understand the needs of clients to be served	<b>4-7 points</b> Adequately understands the needs of clients to be served	<b>8-10 points</b> Fully explains the needs of clients to be served	
	Extent to which the applicant demonstrates that the type and scale of all the supportive services that will be offered to program participants to ensure successful retention in or help to obtain permanent housing, regardless of funding source, meets the needs of clients to be served	S7	<b>0-3 points</b> Type and scale are inadequate	<b>4-7 points</b> Type and scale are mostly adequate	<b>8-10 points</b> Type and scale fully meet the needs	
	Extent to which the applicant demonstrates how clients will be assisted in obtaining mainstream benefits	4A	<b>0-3 points</b> Does not adequately explain how clients will be assisted in obtaining mainstream benefits	<b>4-7 points</b> Adequately explains how clients will be assisted in obtaining mainstream benefits, but barriers may remain	<b>8-10 points</b> Adequately explains how clients will be assisted in obtaining mainstream benefits and addresses key barriers to obtaining benefits	
F2	Plan to Assist Clients					
	Applicant described the plan to assist clients to rapidly secure and maintain permanent housing that is safe, affordable, accessible, and acceptable to their needs	S7	<b>0-3 points</b> The plan as described is not likely to be successful	<b>4-7 points</b> The plan may be successful but does not fully address key barriers	<b>8-10 points</b> The plan fully addresses how barriers will be addressed and is	

		because it fails to address most barriers		likely to be successful	
<b>F3</b>	<b>Leveraging Housing Resources</b>				
	<i>S12</i>	<b>0 points</b> Application does not include a letter of commitment or the letter or commitment does not meet the criteria for points		<b>10 points</b> Project successfully leverages other housing resources provided to at least 50% of the units (for PSH projects) or 50% of the participants (for RRH projects). Must provide letter of commitment	
	<i>S13, S14, S15</i>	<b>0 points</b> Applicant does not have a current recruitment strategy	<b>1-4 points</b> Applicant has a recruitment strategy	<b>5 points</b> Applicant has a strong recruitment strategy and will use data to update their strategy	
<b>F4</b>	<b>Leveraging Health Resources</b>				
	<i>S16</i>	<b>0 points</b> Application does not include a letter of		<b>10 points</b> Letter of commitment	

<p>(Sources of health care resources include: Direct contributions from a public or private health insurance provider to the project (e.g., Medicaid), and Provision of health care services, including mental health services, by a private or public organization (including FQHCs and state or local health departments) tailored to the program participants of the project, direct partnerships with organizations that provide healthcare services, including mental health services to individuals and families (including FQHCs and state and local public health departments) experiencing homelessness who have HIV/AIDS). Eligibility for the project must comply with HUD program and fair housing requirements. Eligibility criteria cannot be restricted by the eligibility requirements of the health care service provider)</p>		<p>commitment or the letter or commitment does not meet the criteria for points</p>		<p>includes: value of the commitment, and dates the healthcare resources will be provided. In the case of a substance abuse treatment or recovery provider, it will provide access to treatment or recovery services for all program participants who quality and choose those services; or the value of assistance being provided is at least an amount that is equivalent to 50 percent of the funding being requested for the project, which will be covered by the healthcare organization. In-kind resources must be valued at the local rates consistent with the amount paid for services not supported by grant funds.</p>	
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<b>Subtotal:</b>	
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**COMMENTS:**

**G Severity of Needs Served**

*Application Question*

**Points Available: 15**

G1	Severity of Needs Served	Application Question	Weak	Adequate	Exceptional	SCORE
	% of participants to be served will be chronically homeless	S17	<b>0-1 points</b> Less than 50%	<b>2-4 points</b> 51% - 74%	<b>5 points</b> 75% or higher	
	% of participants to be served will have no or low income	S18	<b>0-1 points</b> Less than 50%	<b>2-4 points</b> 51% - 74%	<b>5 points</b> 75% or higher	
	% of participants to be served that have history of victimization/abuse, domestic violence, sexual assault, childhood abuse	S19	<b>0-1 points</b> Less than 50%	<b>2-4 points</b> 51% - 74%	<b>5 points</b> 75% or higher	
<b>Subtotal:</b>						

**COMMENTS:**

## H Timeliness

Application  
Question

Points Available: 10

H1	Timeliness		Weak	Adequate	Exceptional	SCORE
	Applicant has a plan for rapid implementation of the program, documenting how the project will be ready to begin housing the first program participant. Applicant provided a detailed schedule of proposed activities for 60 days, 120 days, and 180 days after grant award	S20, 3B	<b>0-3 points</b> It's unclear whether the project can sufficiently meet project milestones	<b>4-7 points</b> Project might encounter some delays	<b>8-10 points</b> Applicant identified realistic milestones on timeline for the activity	
<b>Subtotal:</b>						

**COMMENTS:**

## I Financial

Application  
Question

Points Available: 20

I1	Organization's Most Recent Audit		Weak	Adequate	Exceptional	SCORE
	1) Found no exceptions to standard practices, 2) Identified agency as 'low risk', 3) Indicates no findings	S3	<b>0 points</b> Failed to meet two or more criteria	<b>1-4 points</b> Failed to meet one of the three criteria	<b>5 points</b> Met all three criteria	
I2	<b>Documented Match</b>					
	Documented match amount meets HUD requirements	6D	<b>0 points</b> No		<b>5 points</b> Yes	
I3	<b>Project Budget</b>					
	Budgeted costs are reasonable, allocable, and allowable	6E	<b>0-3 points</b>	<b>4-7 points</b>	<b>8-10 points</b>	

		Budget is lacking key pieces to support success of program	Provides budget and demonstrates ability to expend funds within grant term; information provided suggests budget is realistic and is mostly adequate to sustain program through grant term	Provides thorough budget and budget narrative sufficient to demonstrate sustainable financial support for proposed activity beyond grant term; budget and program design suggest program has all necessary components	
				<b>Subtotal:</b>	

**COMMENTS:**

**J Project Effectiveness**

*Application Question*

**Points Available: 20**

J1	Cost Effectiveness		<i>Weak</i>	<i>Adequate</i>	<i>Exceptional</i>	SCORE
	Project cost per person does not exceed average local costs for such services by more than 7%	<i>6E</i>	<b>0-6 points</b> Costs are reasonable or cost per person is very high compared to projects of serving similar populations with similar models	<b>7-14 points</b> Costs are reasonable and per person cost is relatively within range of other projects serving similar populations with similar models	<b>15-20 points</b> Costs are reasonable and per person costs are lower than other successful programs using similar models and serving a similar population	
					<b>Subtotal:</b>	

**COMMENTS:**

**K Equity Factors**

*Application Question*

**Points Available: 30**

<b>K1 Equity Factors</b>		<i>Inadequate</i>	<i>Adequate</i>	<b>SCORE</b>
Project applicant has under-represented individuals (BIPOC, LGBTQ+, etc.) in managerial and leadership positions	S23	<b>0 points</b> No	<b>5 points</b> Yes	
Project applicant’s Board of Directors includes representatives from more than one person with lived experience	S24	<b>0 points</b> No	<b>5 points</b> Yes	
Project identifies barriers to participation (e.g. lack of outreach) faced by persons of different races and ethnicities, particularly those over-represented in the local homeless population	S25	<b>0 points</b> No	<b>10 points</b> Yes	
Applicant has taken or will take steps to eliminate barriers to participation faced by persons of different races and ethnicities, particularly those over-represented in the local homeless population	S26	<b>0 points</b> No	<b>10 points</b> Yes	
<b>Subtotal:</b>				

**COMMENTS:**

**L Alignment with the San Luis Obispo Countywide Plan to address homelessness**

*Application Question*

**Points Available: 10**

L1	Alignment with the San Luis Obispo Countywide Plan to address homelessness	<i>Weak</i>	<i>Adequate</i>	<i>Exceptional</i>	SCORE
	The project will align with a Line of Effort to support the San Luis Obispo Countywide Plan to address homelessness (2022- 2027)	<b>0-3 points</b> Project does not align or poorly aligns with a Line of Effort	<b>4-7 points</b> Project somewhat aligns with a Line of Effort	<b>8-10 points</b> Project aligns well with a Line Effort	
<b>Subtotal:</b>					

**COMMENTS:**

**M Involve individuals with lived experience**

*Application Question*

**Points Available: 20**

M1	Involve individuals with lived experience	<i>Inadequate</i>	<i>Adequate</i>	SCORE
	Project applicant has relational process for receiving and incorporating feedback from people with lived experience	<b>0 points</b> No	<b>10 points</b> Yes	

Applicant provided examples of professional development and employment opportunities provided to individuals with lived experience	S31	<b>0 points</b> No	<b>10 points</b> Yes	
				<b>Subtotal:</b>

**COMMENTS:**

**N The project addresses the needs of LGBTQ+ individuals**

*Application Question*

**Points Available: 10**

N1	The project addresses the needs of LGBTQ+ individuals		<i>Inadequate</i>	<i>Adequate</i>	SCORE
	The agency has anti-discrimination policies in place	S33	<b>0 points</b> No	<b>5 points</b> Yes	
	The agency has a plan to ensure that LGBTQ+ individuals and families receive supportive services, shelter and housing, free from discrimination	S34	<b>0 points</b> No	<b>5 points</b> Yes	
					<b>Subtotal:</b>

**COMMENTS:**

<b>Subtotals:</b>		<b>CE/SSO</b>	<b>PH New</b>	<b>PH Renewal</b>	<b>TOTAL AVAILABLE</b>
<b>B</b>	<b>Applicant Experience</b>				40
<b>C</b>	<b>Performance for CE and SSO Projects</b>				
<b>D</b>	<b>Performance for PH Projects – Actual (Renewals)</b>				75
<b>E</b>	<b>Performance for PH Projects – Estimated (New and Bonus Applications)</b>				
<b>F</b>	<b>Design of Housing and Supportive Services</b>				65
<b>G</b>	<b>Severity of Needs Served</b>				15
<b>H</b>	<b>Timeliness</b>				10
<b>I</b>	<b>Financial</b>				20
<b>J</b>	<b>Project Effectiveness</b>				20
<b>K</b>	<b>Equity Factors</b>				30
<b>L</b>	<b>Alignment with the San Luis Obispo Countywide Plan to address homelessness</b>				10
<b>M</b>	<b>Involve individuals with lived experience</b>				20
<b>N</b>	<b>The project addresses the needs of LGBTQ+ individuals</b>				10
	<b>TOTAL SCORE:</b>				<b>315</b>