



Eastern and Western PA CoCs: CoC New Project Funding

Part 1: New Project Basics

PRESENTED BY:

DMA - DIANA T. MYERS AND ASSOCIATES, INC.,
CONSULTANT FOR THE EASTERN AND WESTERN PA
COCS

APRIL 16TH, 2024

1

1

Agenda – Part 1

- HUD Policy Priorities – **What are the goals of CoC Program Funds?**
- Eligible Applicants & Geography – **Who can apply for CoC Program Funds?**
- Eligible Project Types – **What types of projects can you apply for?**
- CoC Grant Budget Basics – **What can CoC grant funds pay for?**
- CoC Grantee Expectations – **What is expected of CoC grantees?**
- Available Funding, Tiering, and Ranking – **How does it work?**
- General Timelines and Process– **We applied to the CoC for a new project. Now what?**

2

Preview of Part 2

- Preliminary Application Process – **What does the application process entail?**
- New Project Evaluation Criteria – **What is the CoC looking for in a new project?**
- Submitting a Strategic Application– **How do I submit a competitive application?**
 - Using data to inform project design
 - Healthcare and housing leveraging
- Budget Template Deeper Dive – **How do I create a project budget using the budget template?**
- Tips to Prepare for the New Project RFP – **Where do I start?**

3

If you are new to CoC work:

We highly recommend that you review the CoC 101 and 201 trainings on the CoC website:

- Eastern PA CoC: <https://pennsylvaniacoc.org/resources/eastern-coc-startup-trainings-101-and-201>
- Western PA CoC: <https://pennsylvaniacoc.org/resources/western-pa-coc-startup-trainings-101-and-201>

4

Background

COC NEW PROJECT PROCESS

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

5

5

Background on CoC New Project Process

National Competition

CoCs compete for funds annually* through the CoC NOFO Competition ("**national competition**"). HUD sets the amount of new project funding available that each CoC can apply for (more on that in a bit).

Local Competition

Each CoC must facilitate a "**local competition**" to:

- Evaluate existing CoC grantees. CoCs are required to evaluate/score existing CoC grantees in preparation for the national competition. This process may include reallocation of existing grants (full or partial) based on grantee performance or CoC needs.
- Solicit new project applications based on the amount of new project funding available to the CoC.

*NOTE: The 2024 Congressional Appropriations approved HUD to move from an annual competition to a biennial competition (every 2 years).

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

6

6

Background on CoC New Project Process

Through this local competition, CoCs will select new projects to be submitted on the CoC's "priority list" to HUD via the national competition. The priority list is a list of all the renewal and new project applications for which the CoC is seeking funding, in ranked order.

Typically, not all projects on the CoC's priority list will be funded by HUD. HUD uses a two-tier system to identify which projects will be funded. (More on that in a bit.)

If a new project is funded by HUD, the new project applicant will enter into a contract directly with HUD.

The CoC will continue to play a key role evaluating the CoC grantee annually, providing technical assistance, ensuring the grantee is adhering to CoC guidelines, etc. By evaluating the grantee regularly, the CoC will determine whether the project will be renewed in future CoC competitions.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

7

7

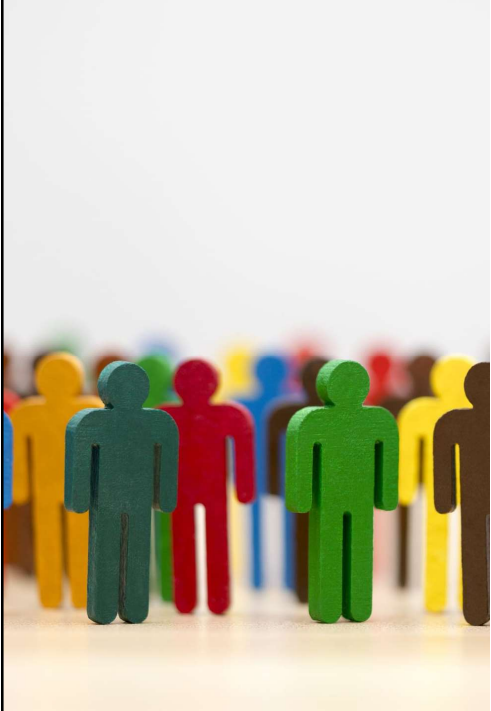
HUD Policy Priorities

WHAT ARE THE GOALS OF COC PROGRAM FUNDS

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

8

8



HUD Policy Priorities

- 1) Ending homelessness for all persons
- 2) Using a Housing First Approach
- 3) Reducing Unsheltered Homelessness
- 4) Improving System Performance
- 5) Partnering with Housing, Health and Service Agencies
- 6) Racial Equity
- 7) Improving Assistance to LGBTQ+ Individuals
- 8) Persons with Lived Experience
- 9) Increasing Affordable Housing Supply

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

9

4) Improving System Performance

- Use system performance measures (e.g., average length of homeless episodes, rates of return to homelessness, rates of exit to permanent housing destinations) to **determine how effectively they are serving people experiencing homelessness.**
- Use Coordinated Entry process to **promote participant choice**, coordinate homeless assistance and **mainstream housing**, and services to ensure people experiencing homelessness **receive assistance quickly**, and make homelessness assistance **open, inclusive, and transparent.**
- Evaluate all projects eligible for renewal to determine their **effectiveness** in serving people experiencing homelessness, including **cost-effectiveness.**
- Look for opportunities to implement **continuous quality improvement** and other process improvement strategies.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

10

5) Partnering with Housing, Health & Service Agencies

- Using cost performance and outcome data, CoCs should improve how all available resources are utilized to end homelessness.
- To maximize mainstream and other resources, HUD encourages CoCs to:
 - a) **Work closely with healthcare organizations**
 - b) **Partner closely with PHAs and other housing organizations**
 - c) Partner with local workforce development centers
 - d) Work with Tribal organizations to ensure that Tribal members can access CoC-funded assistance (where applicable)

11

6) Racial Equity

- In nearly every community, Black, Indigenous, and other **people of color are substantially overrepresented** in the homeless population.
- Responses to preventing and ending homelessness should **address racial inequities to ensure successful outcomes** for all persons experiencing homelessness using proven approaches, such as:
 - **developing a coordinated community response** created in partnership with a racially diverse set of stakeholders and people experiencing homelessness
 - **partnering** with organizations with experience serving underserved populations.
- CoCs should review local policies, procedures, and processes with attention to **identifying barriers that result in racial disparities, and taking steps to eliminate barriers** to improve racial equity and to address disparities.

12

8) Persons with Lived Experience

- The people who know best what solutions will effectively end homelessness are those who are experiencing homelessness.
- HUD expects CoCs to **include in the local planning process people who are currently experiencing or have formerly experienced homelessness.**
- People with lived experience should determine how local policies may need to be revised and updated to improve the effectiveness of homelessness assistance programs, including participating in **planning and oversight** activities and **developing local competition processes.**
- CoC leaders and stakeholders should also prioritize **hiring people who have experienced homelessness** in areas where their expertise is needed (e.g., peer outreach and support).

13

Eligible Applicants & Geography

WHO CAN APPLY FOR COC PROGRAM FUNDS?

14

Eligible Applicants

To apply for CoC Program funding, you must be an eligible applicant as defined by HUD:

- Private, nonprofit organization
- State, local government, or instrumentality of State and local government.
- Public housing agency

To apply to HUD for a new project, your organization must have been designated by the CoC to submit an application for grant funds. Each local CoC establishes its own process for applying for CoC funding.

- We will talk more about this local process in this training!

15

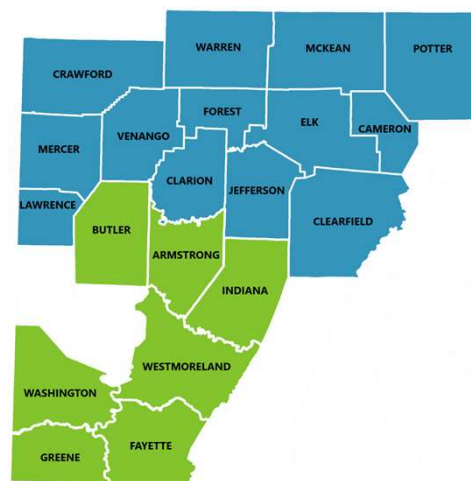
Geography

All new projects must serve households in counties within the selected CoC.

Eastern PA CoC-funded projects must **only** serve households in counties within the Eastern PA CoC.

Western PA CoC-funded projects must **only** serve households in counties within the Western PA CoC.

Western PA CoC



16

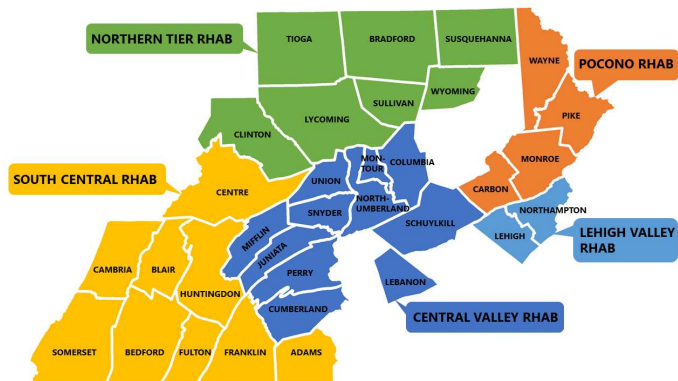
Geography

All new projects must serve households in counties within the selected CoC.

Eastern PA CoC-funded projects must **only** serve households in counties within the Eastern PA CoC.

Western PA CoC-funded projects must **only** serve households in counties within the Western PA CoC.

Eastern PA CoC



NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

17

17

Eligible Project Types

WHAT TYPES OF PROJECTS CAN YOU APPLY FOR?

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

18

18



New Projects

Eligible project types:

- Permanent Supportive Housing serving chronically homeless households (PSH)
- Rapid Re-Housing (RRH)*
- Joint TH and PH-RRH (TH-RRH)*
- Supportive Services Only (SSO) to develop or operate a coordinated entry system (SSO-CE)*
- Expansion project (only existing CoC grantees can apply for this)
- Transition Grant (only existing CoC grantees can apply for this)

Important Note: *New SSO-CE projects must be approved through the CoC Governing Board.*

*Project types also eligible for the DV Bonus (more on that in a bit)

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

19

19

Permanent Supportive Housing (PSH) serving Chronically Homeless Households

- PSH is permanent housing with indefinite leasing or rental assistance, paired with supportive services.
- The head of household must have a disabling condition.
- New PSH projects in the Eastern/Western PA CoCs must serve persons experiencing **chronic homelessness** at the time they initially enroll in the project.
- When a program participant exits the project, the bed must be filled by another chronically homeless participant unless there are no chronically homeless persons located within the CoC's geographic area.
- The program is designed for individuals/families **who will need long-term supportive services to achieve housing stability.**
- Households can only be enrolled through the Coordinated Entry System.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

20

20

Permanent Supportive Housing Projects serving Chronically Homeless Households

- Case management is an important part of the PSH model. Case management cannot be mandated as a condition of staying in the program but is highly incentivized and encouraged.
 - PSH project budgets can be set up to provide funding for **supportive services**
- PSH project budgets can be set up with different ways to pay for eligible housing-related costs (more info on this in a bit):
 - **Operating funds** – Agency owns a building where participants reside in individual units.
 - **Leasing funds** – Agency rents units directly from a landlord and subleases to the participants.
 - **Rental assistance funds** – Participant enters into a lease directly with the landlord.
- Participants pay approximately 30% of their adjusted incomes towards rent or occupancy charges.

21

How is chronic homelessness defined?

An individual or family head of household has a diagnosable substance use disorder, serious mental illness, developmental disability, post-traumatic stress disorder, cognitive impairments resulting from brain injury, or chronic physical illness or disability. AND

Is currently living in a place not meant for human habitation, or in an emergency shelter. AND

Has been homeless for at least 12 months. This includes either:

12 Months Continuous:

At least 12 months of continuous homelessness living in a place not meant for human habitation, or in an emergency shelter OR

12 Months Cumulative:

Has experienced homelessness during at least 4 separate occasions in the last three years, where these 4+ occasions equal a total of at least 12 months.

22

Rapid Rehousing (RRH)

- RRH provides supportive services and short- or medium-term tenant-based rental assistance to help an individual or family experiencing homelessness, with or without disabilities, move as quickly as possible into permanent housing and achieve stability in that housing.
- RRH assistance is time-limited (typically a maximum of 12 months), individualized, and flexible.
- Case management is an important part of the RRH model. Program participants are required to meet with a case manager at least once a month.
- The participant holds the lease directly with the landlord.
- Participants pay approximately 30% of their adjusted incomes towards rent.
- Households can only be enrolled through the Coordinated Entry System.

23

Rapid Re-Housing (PH-RRH)

- Eligibility for Rapid Re-Housing in the Eastern and Western PA CoCs is limited to households qualified under Categories 1 and 4 of the HUD Homeless Definition.
- This includes:
 - **Category 1:** persons residing in a place not meant for human habitation; residing in an emergency shelter, hotel/motel paid by government or non-profit, or coming directly from the streets;
 - **Category 4:** persons fleeing or attempting to flee domestic violence, human trafficking, sexual assault and stalking situations

24

Transitional Housing/ Rapid Re-Housing Joint Component (TH-RRH)

- TH-RRH combines two existing program components – Transitional Housing and Permanent Housing-Rapid Rehousing – in a single project to serve individuals and families experiencing homelessness.
- The project must be able to provide both components, including the units supported by the transitional housing component and the tenant-based rental assistance and services provided through the RRH component, to all participants.
- The Transitional Housing component often provides more intensive services and can be a crisis resource to help people access housing quickly while they look for a unit in the community through the Rapid Rehousing component.
- The maximum length of assistance that a program participant can receive in the entire project is 24 months.
- Households can only be enrolled through the Coordinated Entry System.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

25

25

Transitional Housing/ Rapid Re-Housing Joint Component (Joint TH/RRH)

- A program participant may choose to receive only the transitional housing unit or the assistance provided through the RRH component, but the recipient or subrecipient must make both types of assistance available. Or a participant may choose both (for example: transitional housing first, then RRH).
- **Per HUD, there must be at least double the amount of RRH units as TH units.**
- Any agencies interested in creating a TH-RRH project will need to describe (in narrative and data) *why the Transitional Housing component of the project is needed in their community.*

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

26

26

Transitional Housing/ Rapid Re-Housing Joint Component (Joint TH/RRH)

May be appropriate for:

- Communities that lack crisis housing – the TH component can provide temporary low-barrier housing while helping to quickly move to permanent housing.
- Communities that lack safe crisis housing for people fleeing domestic violence to access while searching for a safe permanent place to reside.
- Communities that have a high rate of youth experiencing homelessness - it provides a tool to develop projects tailored to the unique developmental needs of youth.

But projects are not limited to the areas above.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

27

27

Domestic Violence Bonus

HUD has made funds available in the last several NOFOs for Domestic Violence bonus projects. The following project types are eligible under the Domestic Violence bonus:

- **Rapid Re-housing (RRH) and Joint TH-RRH projects** dedicated to serving survivors of domestic violence, dating violence, sexual assault or stalking
- **SSO Projects for Coordinated Entry (SSO-CE)** to implement policies, procedures, and practices that equip the CoC's coordinated entry to better meet the needs of survivors of domestic violence, dating violence, sexual assault, or stalking (e.g., to implement policies and procedures that are trauma-informed, client-centered or to better coordinate referrals between the CoC's coordinated entry and the victim service providers coordinated entry system where they are different)

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

28

28

Domestic Violence Bonus

- Projects can be a new stand-alone project OR
- Projects can be a new project that is an expansion of an existing CoC-funded project
 - Existing project does not have to be dedicated to DV, but must dedicate beds funded through DV Bonus to be used exclusively for DV
- Renewal projects originally awarded under a previous year's DV Bonus must continue to serve survivors of domestic violence, dating violence, sexual assault, and stalking.
- If you apply for a DV Bonus project and are selected by the CoC, you will have to work with the CoC to draft several narrative responses that are required within the CoC application (in addition to your new project application in e-snaps).

29

Important Note about Domestic Violence Bonus

- The DV Bonus application is not limited to Victim Service Providers (VSP); **however, in past years the Eastern/Western PA CoCs have required that non-Victim Service Providers must have a formal partnership with a VSP to operate a proposed DV Bonus project.**
- Organizations that are not VSPs are encouraged to discuss this funding opportunity with the VSP in their community. The CoC can help make these connections if needed.
- HUD defines a victim service provider to mean a private nonprofit organization whose primary mission is to provide direct services to victims of domestic violence. <https://www.hudexchange.info/faqs/programs/continuum-of-care-coc-program/program-requirements/coordinated-entry/how-does-hud-define-victim-service-provider/>

30

Expansion Projects

- This option exists only for existing CoC-funded projects
- A renewal project applicant may submit a new project application to expand current operations **by adding units, beds, persons served, services provided** to existing program participants.

31

Transition Grants

- This option exists only for existing CoC-funded projects
- A grant to transition an eligible renewal project **from one program component to another component type** over a 1-year period.
- Will have **one year to fully transition** from the original component to the new component.
- To create a Transition Grant, the CoC must **wholly eliminate** one or more projects and use those funds to create the single, new transition grant

32

CoC Grant Budget Basics

WHAT CAN COC GRANTS PAY FOR?

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

33

33

What can the HUD CoC grant pay for?

- **Housing Costs**
- **Supportive Services Costs**
- **Administrative Costs**
- **HMIS costs (DV Bonus only)**

- NOTE: HUD added two new categories of new project budget line items last year: VAWA Costs and Rural Costs. We will touch a bit on this in upcoming slide.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

34

34

CoC Grant Budget Overview

Allowed Budget Line Items (BLIs) related to housing costs:

- **Operating**
 - Funds to operate a site owned or leased by your agency
- **Leasing (of a single site or scattered-site housing units)**
 - Under a Leasing model, the provider enters into the lease with the landlord and has a sublease or rental agreement with the program participant.
 - The provider pays 100% of the rent (up to Fair Market Rent) and the program participant pays 30% of household income to the provider.
- **Rental Assistance**
 - Under a Rental Assistance model, the program participant enters into the lease with the landlord and pays 30% of their income to the landlord with the provider paying the balance of rent owed.
 - If applying for Rapid Rehousing, Rental Assistance is the only eligible housing cost.
 - Rental Assistance CANNOT be combined with Operating.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

35

35

CoC Grant Budget Overview

Housing costs:

- **PSH projects** may request operating funds, rental assistance, or leasing dollars, depending on the structure of the project.
- **RRH projects** may only request rental assistance. Operating and leasing are not eligible costs under this component type.
- **TH/RRH projects** may request a combination of operating, leasing, and rental assistance dollars, depending on the design of the project.
 - Example: TH units are leased by the agency from a landlord (leasing) and RRH units are provided via rental assistance.
 - Example: TH units are in a building owned by the organization (operating) and RRH units are provided via rental assistance.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

36

36

CoC Grant Budget Overview

How do you know whether to request Operating, Leasing, or Rental Assistance?

- Does your organization own the building that the project will be operated out of (within a PSH project or TH component of TH-RRH)? **OPERATING**
- Does your organization plan to enter into a lease directly with the landlord, then sublease to a participant (within a PSH project or TH component of TH-RRH project)? **LEASING**
- Are you operating a Rapid Rehousing Project? **RENTAL ASSISTANCE**
- Does your organization plan to have the participant enter directly into a lease with the landlord (within a PSH project)? **RENTAL ASSISTANCE**

37

CoC Grant Budget Overview

Housing Costs

- We will review housing costs in more detail in Part 2 when we review the budget template.
- More info on Operating Costs here: <https://www.hudexchange.info/homelessness-assistance/coc-esg-virtual-binders/coc-eligible-activities/operating-costs/>
- More info on Leasing here: <https://www.hudexchange.info/homelessness-assistance/coc-esg-virtual-binders/coc-eligible-activities/coc-rental-assistance/>
- More info on Rental Assistance costs here: <https://www.hudexchange.info/homelessness-assistance/coc-esg-virtual-binders/coc-eligible-activities/coc-rental-assistance/>

38

Note About Housing Costs

HUD is highly incentivizing CoCs to submit new projects that bring in leveraged housing resources. *Identifying leveraged housing resources for your project is one of the best ways to submit a competitive new project application more likely to be selected by the CoC.*

More info about this in part 2 of the New Project Training Sessions.

39

CoC Grant Budget Overview

Supportive Services Costs: HUD allows grantees to apply for supportive services costs in the following areas:

Annual Assessment of Service Needs	Transportation	**Education services	**Mental health services
Assistance with moving costs	Utility deposits	**Employment assistance and job training	**Outpatient health services
Case management	**Child care	**Food	**Substance abuse treatment services
Housing search and counseling services	**Education services	**Legal services	Operating Costs^
Outreach services	**Employment assistance and job training	**Life skills training	

** - more detail in coming slides

^ - more detail in coming slides

40

CoC Grant Budget Overview

Supportive Services Costs:

- Typically, most of the Supportive Services budget will fall into the Case Management line item, to pay for case management staffing.
- Housing Search services (costs of assisting eligible program participants to locate, obtain, and retain suitable housing) are eligible costs under Supportive Services.
 - Applicants should consider including housing navigation and housing search assistance, separate from case management roles (e.g., housing navigator in addition to case management staff).
- Supportive services budget line items must be used to serve the participants in the specific housing program, or to enroll/assess eligible participants into the program through Coordinated Entry (CE).
 - For example: Outreach line item could be used to outreach to participants identified through Coordinated Entry prioritization list to schedule an intake, but general street outreach services are not eligible.

41

CoC Grant Budget Overview

Supportive Services Costs:

- “CoC supportive service funds may be used to pay the salary and benefits of the recipient and subrecipient staff who directly deliver eligible supportive services. It can also cover eligible services contracted with and performed by another agency. Additionally, any overhead costs directly related to providing supportive services are eligible costs.” <https://www.hudexchange.info/homelessness-assistance/coc-esg-virtual-binders/coc-eligible-activities/supportive-services/grant-funds-and-participants/>

42

CoC Grant Budget Overview

Supportive Services Costs:

- ^Operating Costs under the Supportive Services budget line item: “If the supportive services are provided in a supportive services facility not contained in a housing structure, the costs of day-to-day operation of the supportive service facility, including maintenance, repair, building security, furniture, utilities, and equipment are eligible as a supportive service cost (§ 578.53(a)).”
<https://www.hudexchange.info/homelessness-assistance/coc-esg-virtual-binders/coc-eligible-activities/supportive-services/component-considerations/>

43

CoC Grant Budget Overview

Supportive Services Costs:

- **Agencies requesting funds under any of the areas below must explain in the budget template why these services cannot be leveraged through other organizations (for example: food resources for participants through local food banks, mental health resources through local MH organization).
 - Childcare, Education services, Employment assistance and job training, Food, Housing search and counseling services, Legal services, Life skills training, Mental health services, Outpatient health services, Substance abuse treatment services
- Typically, the Funding Committees would not approve a budget that included significant amount of the costs in the categories above without explanation.
- More info on Supportive Services budget in part 2.

44

Note About Supportive Services Costs

HUD is highly incentivizing CoCs to submit new projects that bring in leveraged healthcare resources. *Identifying leveraged healthcare resources for your project is one of the best ways to submit a competitive new project application more likely to be selected by the CoC.*

More info about this in part 2 of the New Project Training Sessions.

45

What can the HUD CoC grant pay for?

Admin Costs:

- Funding for your agency to manage the grant including drawing down funds and reporting to HUD.
- Limited to 10% of total project costs less Admin (e.g., \$100,000 project which includes Rental Assistance and Supportive Services could request up to \$10,000 in Admin).

(DV BONUS PROJECTS) HMIS Costs:

- While Victim Service Providers are not permitted to enter into HMIS, data must be entered into a HMIS comparable database. If your organization has not added the HMIS Program enhancements to your DV comparable database, this cost can be included under the HMIS Budget Line Item.
- For non-DV projects, HMIS licenses are provided at no cost to your organization. The costs of data entry into HMIS (staff time) can be built into your supportive services budget. Non-DV projects would not typically have an HMIS budget line item.

46

What can the HUD CoC grant pay for?

New Budget Line Items Added Last Year by HUD:

- **VAWA Budget Line Item**— funds to ensure compliance with HUD’s emergency transfer plan requirements.
 - The NOFO indicates that this budget line item can be used for “Facilitating and coordinating activities to ensure compliance with the emergency transfer plan requirement in 34 U.S.C. 12491(e) and monitoring compliance with the confidentiality protections in 34 U.S.C. 12491(c)(4).”
 - More info here: <https://files.hudexchange.info/resources/documents/Implementing-VAWA-2022-Eligible-Costs-Under-the-CoC-Program.pdf>
 - Typically, Victim Service Providers might request this budget line item.
 - If a provider is not sure whether to include the VAWA Budget Line Item, please discuss with the CoC.

What can the HUD CoC grant pay for?

New Budget Line Items Added Last Year by HUD:

- **Rural Costs Budget Line Item**- The 2023 NOFO indicated that this budget line item can be used for the following activities, if the project is operating in a rural area as defined by HUD. Providers requesting this budget line item must provide justification for why they are requesting this budget line item, and how the activities will be carried out.
 - Payment of short-term emergency lodging, including in motels or shelters, directly through vouchers.
 - Repairs to units in which homeless individuals and families will be housed; or are currently not fit for human habitation.
 - Staff training, professional development, skill development, and staff retention activities.
- This line item could be very helpful for communities working to expand homeless housing resources in a rural community.
- List of rural counties in the Eastern/Western PA CoCs:
<https://pennsylvaniacoc.org/sites/default/files/attachments/2023-08/East%20West%20Counties%20Considered%20Rural%20Under%202023%20CoC%20NOFO.pdf>

What can the HUD CoC grant pay for?

The HUD CoC Virtual Binders are an excellent resource on CoC eligible costs:

<https://www.hudexchange.info/homelessness-assistance/coc-esg-virtual-binders/coc-eligible-activities/coc-eligible-activities-overview/>

CoC Grantee Expectations

WHAT IS EXPECTED OF COC GRANTEES?

CoC Grantee Expectations

Grant Management:

- CoC funding requires a **25% match** – either cash or in-kind. The only exception is that leasing costs do not require a match.
 - When submitting a new project application to HUD, you must identify your sources of match (organization providing match), type of match (cash or in-kind), and amount. It is best to have a commitment letter for the application.
 - If selected by HUD for a new project, match documentation will be due to HUD before you can enter into your grant agreement. This is when you will develop a more formal MOU or MOA.
 - Housing/healthcare leveraging can also count as match (**more on this in part 2**).
- Submit an **Annual Progress Report (APR)** to HUD on time/ no more than 90 days after the end of the grant period
- Draw down funds at least **quarterly**
- **Expend all grant funds** within the 12-month grant period
- Strive for **full utilization** of the grant

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

51

51

CoC Grantee Expectations

Case Management and Service Delivery:

- All project participants enrolled must come from the **CoC's Coordinated Entry By Name List**, following the CoC's prioritization order.
- All CoC Program funded projects must enter complete, accurate, and timely data into the **PA Homeless Management Information System (PA-HMIS)**, or HMIS equivalent database if Victim Services Provider.
- All CoC projects must follow the **CoC's Written Standards**. The Written Standards include a wealth of information about CoC requirements, case management standards, and standards for each project type.
 - Eastern CoC: <https://pennsylvaniacoc.org/eastern-pa-coc-written-standards>
 - Western CoC: <https://pennsylvaniacoc.org/western-pa-coc-written-standards>

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

52

52

CoC Grantee Expectations

Case Management and Service Delivery:

- The CoC Written Standards include **Case Management Standards** for all project types. The frequency of case management services should depend on the unique needs and situation of every program participant. Case Managers should be in direct contact with their clients at least once a month. The frequency of direct contact may increase due to the household's homeless status, acute needs, and overall lack of housing stability.
- Projects must ensure that service delivery is **client-centered and culturally competent**.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

53

53

CoC Grantee Expectations

Case Management and Service Delivery:

- All projects funded through the CoC are expected to operate in accordance with a **Housing First approach**.
 - Participants are not screened out based on the following: a) Having too little or no income, b) Active or history of substance use, c) Having a criminal record with exceptions for state-mandated restrictions, d) History of domestic violence
 - Participants are not terminated from the program based on the following: a) Failure to participate in supportive services, b) Failure to make progress on a service plan, c) Loss of income or failure to improve income, d) Being a victim of domestic violence, e) Any other activity not covered in a lease agreement typically found in the project's geographic area

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

54

54

CoC Grantee Expectations

CoC Participation:

- All CoC Program funded projects will be expected to participate in the meetings of the local **Regional Homeless Advisory Board (RHAB)** and **Coordinated Entry By Name List (BNL) meetings**.
- In addition, all applicants must be or must become a **member of the CoC**, **attend meetings of the full CoC**, and **attend trainings** provided through the CoC.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

55

55

CoC Grantee Expectations

Project Evaluation:

- CoCs are required to evaluate renewal grantees each year.
- The Eastern/Western PA CoCs evaluate CoC grantees on the following:

Performance (HMIS data)	Data Quality (HMIS data)	Grant Management	HUD Priorities	CoC Participation
<ul style="list-style-type: none"> • Such as increasing income, exits to permanent housing, connecting participants to benefits and health insurance 	<ul style="list-style-type: none"> • Entering complete and timely data 	<ul style="list-style-type: none"> • Such as spending grant funds, submitting APRs, and unit utilization 	<ul style="list-style-type: none"> • Such as Housing First and advancing equity 	<ul style="list-style-type: none"> • Such as attending CoC trainings, meetings, etc.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

56

56

CoC Grantee Expectations

Project Evaluation:

- In addition to reviewing data in HMIS, grantees will be asked to submit information to the CoC for the annual scoring/evaluation process (e.g., spending information).
- The CoC provides quarterly reports to CoC grantees on performance and data quality, to help grantees stay on top of their data.
- Grantees may be asked for additional information throughout the year as part of CoC grant monitoring (for example – CoC may request to review policies and procedures).

Available Funding, Tiering, and Ranking

HOW DOES IT WORK?



59

Available Funding

For context, the funds available in the 2023 CoC Competition:

	Eastern PA CoC	Western PA CoC
CoC Bonus	\$1,328,271	\$988,936
Reallocation	\$25,194	\$162,770
DV Bonus	\$1,829,522	\$1,273,840
TOTAL AMOUNT COC CAN SUBMIT TO HUD FOR NEW PROJECTS	\$3,182,987	\$2,425,446

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES) 60

60

Ranking of Projects for the Priority Listing

- All project applications (new or renewal) must be reviewed and either accepted and ranked or rejected by the CoC.
- All project applications approved by the CoC must be listed on the CoC Priority Listing in rank order, except CoC planning grants, which are not ranked.
- Higher ranked projects will be assigned to Tier 1 and lower ranked projects will be assigned to Tier 2.
 - Tier 1 projects are considered “safe”.
 - Tier 2 projects are competitive. The better the CoC scores on their application, and the higher the project is ranked, the more likely it is to be funded.
 - The purpose of this two-tiered approach is for CoCs to indicate to HUD which projects are prioritized for funding.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

61

61

Tier 2 (2023)

- HUD scores all Tier 2 applications and then funds projects based on score until they run out of money.
- The higher ranked a project is in Tier 2, the more likely it is to get funded.
- In 2023, Tier 2 projects were competitively funded based on a maximum score of 100 points:
 - CoC Score = Up to 50 points
 - Project Ranking = Up to 40 points
 - Commitment to Housing First= Up to 10 points

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

62

62

General Timelines and Process

**WE APPLIED TO THE COC FOR A NEW PROJECT.
NOW WHAT?**

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

63

63

Application Process

Notice of Intent

- Many years the CoCs release a **Notice of Intent (NOI)** to identify organizations interested in applying for new projects. The NOI often requests a brief response from organizations interested in applying for new project funds. ***Please be on the lookout for that in the next month.***
- Responding to the NOI is not required for orgs interested in new projects, but is highly encouraged, as the CoC can offer technical assistance to assist orgs in developing strong proposals.
- Responding to the NOI is not a guarantee of funding. All orgs interested in new projects funds must respond to the formal new project RFP and be selected by the Funding Committee.

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

64

64

Application Process

CoC-Level Application Process (Preliminary Application)

- The CoC will release a new project RFP. Orgs interested in a new CoC-funded project will submit a preliminary application to the CoC, following the process outlined in the RFP.
 - This typically happens sometime in summer but depends on HUD's timeline. Usually, applicants will have between 2-4 weeks to submit their preliminary application. This is why it is important that orgs interested in applying prepare in advance as much as possible (including identifying leveraging resources, reviewing last year's application questions, etc.)

Application Process

CoC-Level Application Process (Preliminary Application)

- The CoC Funding Committee will review and select new projects and will notify applicants if their project was selected. In some cases, the Funding Committee may accept the project at a lower amount than originally requested.
 - Typically, this happens within 2-4 weeks of receiving the new project preliminary applications.

Process

HUD-Level Application Process

- Once selected by the CoC to apply for a new project, orgs will receive instructions from the CoC on how to submit their new project application in e-snaps (HUD's online application system).
- Orgs will first submit a draft of the new project application to the CoC for review, and the CoC will provide edits/feedback.
 - There is usually a pretty quick turnaround on submitting the draft application the CoC (1-2 weeks).
- Once edits are made, the applicant will submit their new project application to the CoC in e-snaps.

67

Process

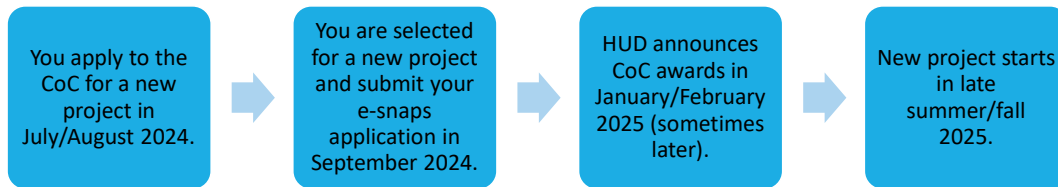
You've Submitted Your New Project Application in E-Snaps. Now What?

- The CoC will submit your application to HUD as part of the CoC's Priority List by the deadline established in the CoC Program NOFO.
- New project applicants will find out if their project was awarded when HUD announces the CoC awards (typically sometime between January and March of the following year). The CoC's performance in the CoC Competition and the project's ranking will factor into whether the new project is awarded by HUD.
- If awarded a new project, HUD will work directly with the organization on the grant agreement process. Typically, new project grants start up in late summer or fall.

68

Timeline

Typical timeline from application to grant start:



NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

69

69



More to come in part 2!

- Preliminary application process overview
- New project evaluation criteria
- Submitting a strategic application
 - Using data to inform project design
 - Healthcare and housing leveraging
- Budget template deep dive

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

70

70

Q&A

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

71

71

Contact Info



easterncoc@pennsylvaniacoc.org



westerncoc@pennsylvaniacoc.org

NEW PROJECT WEBINAR PART 1 - DMA (DIANA T. MYERS AND ASSOCIATES)

72

72