



## Improving Grant Narratives

FY2013/14 CoC Program  
Grant Competition

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## A Novel Change for FY2013

- In order to bring the application cycle back to “normal” of mid-year, the FY2013 and FY2014 process has been combined.
- Sometime after 60 days from the time that appropriations are enacted for the remainder of FY2014, we will begin a modified renewal application process for the next round.
- Much of what happens in 2014 is based upon information given in the 2013 round applications.

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## Budget Reduction Effect

- HUD only has \$1.7B to fund ALL FY2013 renewal projects.
- Given the 5% sequestration reduction, this amount will not be sufficient to fund all Tier 1 renewals across the country.
- Funding for new projects is not available unless a current project is terminated or reallocated.

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## Local Budget Planning

- Based upon early projections on the sequestration cuts, continua across the country discussed how to cut budget requests
- HUD has now announced that these cuts will be applied universally—and not on a project by project fixed basis—and local CoC's will decide how to plan for this
- HUD will fund Tier 1 Projects until they run out of money—based upon local project priority, and thresholds
- HUD may decide, based upon CoC Application and Project Application scores whether it agrees with rankings or reprioritizes a projects into Tier 2
- Any remaindered or recaptured funds will be used for Tier 2 based upon CoC and Project priorities and scores

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## Finding the Tiers

- The tiers are financial thresholds.
- **Tier 1** is equal to the CoC's FY 2013 ARD approved in the FY2013 Registration process, less **5%** (\$1,538,518- ~~\$76,926~~=**\$1,461,592**).
- **Tier 2** is the amount remaining in FY 2013 ARD plus the approved amounts for CoC planning and UFA costs. Any project that falls only partially in Tier 1 will be considered by HUD as falling entirely in Tier 2.

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## HUD Priority Projects for Tier 1

- Within the rank order established by the CoC on the Priority Listings, HUD will first select projects from Tier 1 in the following order by CoC score:
  - (1) renewal permanent housing projects, RRH and PSH;
  - (2) new PSH projects created through reallocation for 100 percent chronically homeless;
  - (3) new rapid re-housing projects created through reallocation for homeless households with children;
  - (4) renewal transitional housing;
  - (5) CoC planning costs;
  - (6) UFA costs;
  - (7) SSO projects for centralized or coordinated assessment system;
  - (8) renewal HMIS;
  - (9) all other renewal supportive services only projects, and
  - (10) any project application submitted by the CoC that was not included in the HUD-approved GIW.

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## HUD Priority Projects for Tier 2

- **Within the rank order established by the CoC on the Priority Listings, HUD will then select projects from Tier 2 with any remaining available funds in the following order by CoC score:**
  - **(1) renewal permanent housing projects, RRH and PSH;**
  - **(2) new PSH projects created through reallocation for 100 percent chronically homeless;**
  - **(3) new rapid re-housing projects created through reallocation for homeless households with children;**
  - **(4) renewal transitional housing;**
  - **(5) CoC planning costs;**
  - **(6) UFA costs;**
  - **(7) supportive services only projects for centralized or coordinated assessment;**
  - **(8) renewal HMIS; and**
  - **(9) all other renewal supportive services only projects, and**
  - **(10) any project application submitted by the CoC that was not included in the HUD-approved GWL.**

## Where we stand competitively...

[illegible]

- The maximum general score for FY2012 was 130, plus 6 possible bonus points
- The maximum general score for FY2013/14 is 150, plus 6 possible bonus points in 14 new sub-dimensions
- In order to remain competitive, we must receive a minimum score of approximately 110 or greater...

## Project Funding Strategies

- Increase match on appropriate projects to reduce the total ARD request to the Tier 1 threshold—including allowance for CoC Program Planning amounts
- Move a program(s) to Tier 2 and hope for sufficient recapture in the second announcement round
- Eliminate a project from the request
- Other strategies...Attend the USICH Webinar

### Improving the Project Application

- The needs and outcomes of your project should reflect the CoC plan and narratives in the FY2012 Collaborative Application
- Statements in the narrative should line up with the USICH Ten Year Plan to End Homelessness, and the HUD priorities as established in the NOFA
- Projects must demonstrate adequate leverage

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### Leverage

- We have it, and can get more.
- Applicants need to consider all sources of leverage (commitment above cash match) and include them in their applications
- Applicants MUST acquire signed MOU agreements prior to January 3, 2014
- Succinct reference to the who, what, why, and outcome to be included in the grant narrative

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### Low Hanging Fruit

- **Housing First Approach.** HUD will award up to 3 points to CoCs based on the extent to which the CoC uses a Housing First approach. **To receive maximum points, at least 75 percent of the CoC's permanent supportive housing project applications submitted for FY2013 funds must report that they follow a Housing First approach,** and the CoC must describe specific steps it has taken to implement this approach in permanent supportive housing CoC-wide.
- 2 points for CoCs that demonstrate they are currently prioritizing the chronically homeless in at least 30 percent of the existing PSH units that are not dedicated to serving the chronically homeless in the CoC, and that are made available through turnover.

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## Low Hanging Fruit Part II

- **Ending Family Homelessness.** HUD will award up to 4 points to CoCs that demonstrate the efforts to reduce the number of homeless households with children, including an outreach plan to reach this population.
- **Affirmatively Furthering Fair Housing.** HUD will award up to 2 points to CoCs that demonstrate recipients have implemented specific strategies that affirmatively further fair housing as detailed in 24 CFR 578.93(c).
- **Educational Assurances.** HUD will award up to 2 points to CoCs that specifically describe how the CoC collaborates with local education authorities to assist in the identification of individuals and families who become or remain homeless and are informed of the eligibility for services under subtitle B of title VII of the Act (42 U.S.C. 11432 et. seq.).

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## Easy Bonus

- **Affordable Care Act.** HUD will award up to 1 point to CoC's that demonstrate how the CoC is preparing, with project recipients, for the implementation of the Affordable Care Act (ACA) in the state in which the CoC is located. The description should address the extent to which project recipients and subrecipients will participate in enrollment and outreach activities to ensure eligible households take advantage of the new healthcare options.
- Make mention of a plan to do this in your application

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## Language

- Look at your existing narrative
- Add reference to previous point items if possible
- Read through the FY2012 CoC Collaborative Application. Note what was said would be accomplished and make note of that and the language
- Review and find the scoring criteria for existing elements of your narrative. Modify or change to adopt the language of the NOFA (and Ten Year Plan)
- Be very clear on outcomes and how the program transitions clients to permanent housing and mainline benefits/sustainability
- Do not forget to mention leveraged partner services
- Play up the ability to meet scoring and CoC Strategic Plan goals within the "Experience" section narrative

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### More Opportunities

- If allowed, use the Outreach Plan narrative to expand on your systems, and how they align with local & national plans
- Where appropriate or allowed, make mention of SOAR and the AHA assistance available to clients

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### Metrics

- Double check and look for ways that metrics can be improved. In the description, elaborate how these interface and meet goals
- Consider adding another performance data dimension that you can quantify—which meets some goal as outlined in the scoring criteria or Ten Year Plan
- When describing the duration of assistance, be certain that what is stated aligns with HUD recommendations

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### In Conclusion

- It gets tougher each year
- I have to support in the collaborative narratives everything you claim in your applications
- Be careful, check everything against the reference stuff a couple times—and DO NOT submit the app until you are sure that you are sure.
- Don't pull your hair out.

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