

FRESNO MADERA CONTINUUM OF CARE

~~FINAL-DRAFT 2023~~ NEW HOUSING PROJECT SCORING TOOL

**OVERVIEW**

Summary of Factors	Points
1. Agency-Wide Scoring	<del>33</del>
2. Project Housing Design	<del>18</del>
3. Project Services Design	<del>18</del>
4. Full Utilization	<del>21</del>
5. <del>Bonus Points</del> Leveraging Non-CoC Funding	10
6. <del>Bonus Points</del>	<del>10</del>
<b>Total Points Available</b>	<b>100 + 10 Bonus Points</b>

1. AGENCY-WIDE SCORING (~~33~~ Points)

If an agency is applying for multiple new projects, then the agency will receive a score (up to 32 points) for the below agency-wide factors that will then be added to each new project application's score (up to 68 points + 10 bonus points) to create a final score for each project (i.e., Agency A gets a score of 15 on the agency-wide scoring factors, which will be added to New Project B's score of 60 and New Project C's score of 70 to create a total score for New Project A of 75 and for New Project B of 85).

Agency-Wide Threshold Factors (Required but not scored)	Status
<b>1. FMCoC Membership</b> The agency is a member in good standing of the FMCoC.	Pass/Must Fix
<b>2. Eligible Applicant</b> Neither the applicant nor any sub-recipients are for-profit entities.	Pass/Must Fix

Factor 1.A. Client Participation in Program Design and Policy-Making (5 Points)	Scoring Guide	Points
Review the narrative and apply the scoring guide to the right, up to a maximum of 5 points.	The agency has at least one <u>of the below strategies</u> for gathering client feedback and input <u>and has provided evidence that this strategy was employed as least</u>	2

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<p><u>For full points, agencies must have provided evidence of implementation of the selected strategy.</u></p> <p><u>For DV Bonus Housing Project applicants, the project should include how they will specifically involve survivors with a range of lived expertise in policy and program development throughout the project's operation.</u></p>	<p><u>once during the competition period. Strategies may include, but are not limited to:</u></p> <ul style="list-style-type: none"> <li><del>• Having at least one homeless or formerly homeless person on its staff or board of directors</del></li> <li><u>• The agency has regular meetings of participants where they have the authority to make recommendations directly to agency leadership, such as</u><del>Having</del> <u>a Lived Experience Advisory Board that meets regularly (different from the CoC's Board);</u></li> <li><u>• The agency Administer<u>ing</u>s client satisfaction surveys <u>at least annually;</u></u></li> <li><u>• The agency C<u>onven</u>ing<u>ing</u>s client focus groups <u>that include CoC-funded project participants at least annually.</u></u></li> </ul>	
	<p><u>Agency has a clear process for the above-selected feedback strategy that is well-advertised to project participants. This process should include information about how participants receive a response to their feedback confirming it was received and reviewed.</u></p>	<u>1</u>
	<p><u>Agency can provide at least one specific example of a time feedback or input was received from project participants during the competition period and how the agency responded to the feedback.</u></p> <p><u>The explanation should include how the agency followed up with the participant to create a feedback loopAgency incorporates client feedback into program design and/or policy making.</u></p>	<u>32</u>

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Factor 1.B. <b>Financial Audit Findings<sup>1</sup> (5<del>8</del> Points)</b>	Scoring Guide	Points
<p>Agencies were instructed to submit a copy of their most recent <b>financial</b> audit report. Any type of report can be used – the audit could be from a direct recipient, from an accountant, etc. The report should be dated no earlier than 1/1/2021<del>0</del>.</p> <p>Award up to <b>8<del>5</del></b> points using the scoring guide to the right.</p>	Agency attached an audit dated 1/1/2021 <del>0</del> or later with no significant negative findings.	<b>8<del>5</del></b>
	Agency attached an audit dated 1/1/2021 <del>0</del> or later with negative findings, but convincingly explains how it has corrected the negative findings.	<b>5<del>3</del></b>
	Agency attached an audit dated before 1/1/2021 <del>0</del> , but convincingly explains why it was not audited since 1/1/2021 <del>0</del> .	<b>5<del>1</del></b>
	Other	0

Factor 1.C. <b>Experience with Federal and/or State Grants<sup>2</sup> (8<del>4</del> Points)</b>	Scoring Guide	Points
<p>Award up to <b>8<del>4</del></b> points based on the scoring guide to the right.</p>	Agency has successfully drawn down at least 95% of funding from a grant of at least \$250,000.	2
	Agency has prepared detailed eligibility documentation to a funder that shows what assistance each client received and why that client was qualified to receive that assistance or has otherwise shown they can manage complex reporting requirements.	2
	<u>Agency has not previously had more than 20% of total project funds recaptured by HUD for a CoC-funded project during one 12-month contract period.</u>	<b>2</b>
	<u>Agency has not had a project previously involuntarily reallocated (either “not recommended for funding” by a Review and Rank Panel or reallocated by HUD to due to placement in Tier 2 by the Panel).</u>	<b>2</b>

<sup>1</sup> HUD System Performance Measure 3

<sup>2</sup> HUD System Performance Measure 2

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Factor 1.D. Housing First <sup>3</sup> (5 Points)	Scoring Guide	Points
<p>Award up to 5 points based on each “No” response the agency provides, using the scoring guide on the right.</p> <p>The Panel has discretion to adjust this score up or down based on an optional interview of the program and/or an optional review of the project’s policies and procedures.</p>	<p><u>Yes, the agency has offered all new front line staff (case managers) working on CoC-funded projects Housing First training at the start of their employment and offers current front line staff working on CoC-funded projects Housing First training at least annually. No, the agency will not leave “Housing First” boxes in e-snaps unchecked (for all projects).</u></p>	1
	<p>No, there are no program access restrictions for clients based on income, sobriety, criminal records, or mental health.</p>	1
	<p><u>No, the agency does use threats of eviction/30 day (or less) notices of eviction as a frequent tool to ensure program compliance from project participants. No, clients are not required to find their own housing unit before accessing housing programs.</u></p>	1
	<p>No, clients are not required to participate in mandatory classes, therapy, job training, or interventions.</p>	1
	<p>No, the agency does not impose restrictions on clients that go beyond what is typically covered in an ordinary lease agreement.</p>	1

Factor 1.E. Participation in CoC Activities <sup>4</sup>	Points
<p>Award up to <u>4-2</u> points for the agency’s participation and leadership at CoC events, meetings, committees, forums, and projects, with a focus on activities that took place between 5/15/2021 and 5/14/2022. This does <u>not</u> include attendance at General Membership meetings. Typically, <u>each point</u> will require about <u>4 hours of effort</u>, so full credit should be awarded if the agency has provided 16 hours of attendance/involvement.</p>	42

<sup>3</sup> HUD System Performance Measure 2

<sup>4</sup> HUD System Performance Measure 2

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Factor 1.F. Addressing Racial Biases	Points
<u>Award up to 2 points if the agency describes one or more strategies the agency has used to address racial inequities (which could include barriers to participation faced by persons of different races and ethnicities, particularly those overrepresented in the local homelessness population) and to ensure culturally-responsive programming, including any significant successes they have had with these strategies over the competition period. The agency should use specific examples where possible, including any substantive changes to programming that were made.</u> <del>Using the scoring guide on the right, award up to 2 points based on the degree to which the agency has identified any barriers to participation in their projects (e.g., lack of outreach) faced by persons of different races and ethnicities, particularly those over-represented in the local homelessness population, and has taken or will take steps to eliminate the identified barriers.</del>	2
Factor 1.G. HMIS <sup>5</sup>	Points
Award up to 2 points based on project’s plan for maintaining accurate & timely data, and/or based on agency’s history of high data quality.	2
Factor 1.H. Coordinated Entry <sup>6</sup>	Points
Award up to 2 points based on project’s plan for communicating open beds to CES, participating in case conferences, attending CES <del>workgroups</del> <u>Committee meeting, serving as an official access site,</u> and using referrals from CES to fill openings.	2
Factor 1.I. Ensure privacy, respect, safety, and access regardless of gender identity	Points
<u>Award up to 2 points based on the extent to which the agency will ensure privacy, respect, safety, and access regardless of gender identity or sexual orientation in projects.</u>	<u>2</u>

PROJECT-SPECIFIC SCORING

Project-Specific Threshold Factors	Status
1. <b>Housing First:</b> The project will commit to running a low-barrier, Housing First program.	Pass/Fail
2. <b>Coordinated Entry:</b> The project will participate in coordinated entry.	Pass/Fail

<sup>5</sup> HUD System Performance Measure 5

<sup>6</sup> HUD System Performance Measure 1

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<p><b>3. HMIS:</b> The project will enter data for all CoC-funded beds into HMIS (or comparable database for domestic violence services).</p>	<p>Pass/Fail</p>
<p><b>4. Equal Access:</b> The project will provide equal access and fair housing without regard to sexual orientation, gender identity, or local residency status (this includes ensuring privacy, respect, safety, and access regardless of gender identity or sexual orientation in projects).</p> <p>Projects will be required to have policies regarding termination of assistance, client grievances, Equal Access/non-discrimination, ADA and fair housing requirements, VAWA protection, and confidentiality that are compliant with HUD CoC Program requirements <u>and are consistent with the CoC's anti-discrimination policies</u>.</p>	<p>Pass/Fail</p>
<p><b>5. Eligible Clients:</b> The project will only accept new participants if they can be documented as eligible for this project's program type based on their housing and disability status.</p>	<p>Pass/Fail</p>
<p><b>6. Budget:</b> Project has made a good faith effort to complete the budget template provided, showing CoC and non-CoC funding sources for the project.</p>	<p>Pass/Fail</p>
<p><b>7. Match:</b> The project demonstrates 25% match per grant using match letters that specify the kind and amount of resources to be used or donated.</p>	<p>Pass/Fail</p>
<p><b>8. Connection to Mainstream Benefits:</b> Project has a specific plan to coordinate and integrate with other mainstream health, social services, and employment programs and ensure that program participants are assisted to obtain benefits. If the agency has any current clients, the plan must mention the percentage of current clients who have obtained at least one mainstream benefit while enrolled in the agency's program(s).</p>	<p>Pass/Fail</p>
<p><b>9. Domestic Violence (DV) Bonus Only:</b> Housing projects that are applying for DV Bonus funding must demonstrate that they use housing first, trauma-informed, and victim-centered approaches.</p>	<p>Pass/Fail</p>

2. PROJECT HOUSING DESIGN (~~1823~~ POINTS)

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Factor 2.A. Project Access to Housing <sup>7</sup> ( <del>102</del> Points)	Scoring Guide	Points
Determine whether the project will be able to secure housing units for its new project in a high-cost housing market with low vacancy rates, then apply the scoring guide to the right up to a maximum of <del>102</del> points.	The project has a deed, master lease, or binding option for a specific property that will accommodate all of the program's clients, <u>OR</u>	<del>102</del>
	The project will employ its own housing locators who have special skill or experience in finding housing, and has attached a job description or resume for the housing locator position, <u>OR</u>	<del>102</del>
	The agency has already secured its own non-HUD funds that it will use to offer significant and appropriate financial incentives to landlords. Merely referencing the funds available through Coordinated Entry does not qualify for full credit.	<del>102</del>
	The project offers another credible explanation for how it will obtain control of its housing site and/or find housing for clients <u>and</u> the agency has a demonstrated track record of housing clients successfully.	6
	None of the above	0

Factor 2.B. Housing Meetings Client Needs <sup>8</sup> ( <del>36</del> Points)	Scoring Guide
Award up to <del>36</del> points if the project adequately explains how its homes: <ul style="list-style-type: none"> <li>will have a layout, location, and/or features that thoughtfully match the target population</li> <li>will be accessible to people with disabilities and/or</li> <li>will provide rare or unique options, e.g., pet-friendly housing, or housing with parking spots, or housing with elevators</li> </ul>	<del>36</del>

<sup>7</sup> HUD System Performance Measure 7

<sup>8</sup> HUD System Performance Measure 7

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Factor 2.C. Housing Quality Standards/ <u>NSPIRE</u> <sup>9</sup> (3 Points)	Scoring Guide	Points
Review the narrative and award up to 3 points using the scoring guide on the right.	The project adequately explains who will inspect client housing.	1
	The project adequately explains when the housing will be inspected.	1
	The project adequately explains how the project will respond when housing fails to meet minimum quality standards <u>or National Standards of Physical Inspection of Real Estate (NSPIRE) standards.</u>	1

Factor 2.D. Projected Outcomes <sup>10</sup> (2 Points)	Scoring Guide	Points
Award <u>up to 2</u> points if the project set suitably challenging, measurable goals that meet minimum CoC-adopted targets then apply the scoring guide to the right.	> 85% of clients will experience positive housing outcomes	1
	> 55% of adults will maintain or increase total income	1

3. PROJECT SERVICES DESIGN (~~21-18~~ POINTS)

Factor 3.A. Stabilize Clients in Housing <sup>11</sup>	Scoring Guide
Award up to <del>5-4</del> points if the project adequately explains how its services will help clients stabilize in permanent housing. <u>This may include:</u> <ul style="list-style-type: none"> <li>- <u>How the project utilizes peer support specialists/peer support staff or other staff with lived experience;</u></li> <li>- <u>Financial planning/budgeting support, life skills support or classes;</u></li> <li>- <u>Transportation provided to clients to get to services;</u></li> <li>- <u>Services specific to the LGBTQ+ community, especially those who are transgender or nonbinary.</u></li> </ul>	<del>54</del>

<sup>9</sup> HUD System Performance Measure 2

<sup>10</sup> HUD System Performance Measures 4, 7

<sup>11</sup> HUD System Performance Measure 7

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Factor 3.B. Enroll Clients in Benefits <sup>12</sup>	Scoring Guide
Award up to <del>3-2</del> points if the project adequately explains how its services will individually assist each client to obtain the benefits of mainstream health, social, and employment programs for which they are eligible to apply.	<del>3</del> <u>2</u>

Factor 3.C. Community Coordination <sup>13</sup>	Scoring Guide
Award up to <del>2-3</del> points if the project provides details about how they have specific partnerships with other agencies to refer their clients for specific outside services.  Do not award points for a general statement that the project is well-connected in the community.	<del>3</del> <u>2</u>

**For non-Domestic Violence Bonus Projects (10 Points):**

Factor 3.D. Project Staffing <sup>14</sup>	Scoring Guide
Award up to 4 points if staff is: <ul style="list-style-type: none"> <li>• Large enough to handle the expected client case load;</li> <li>• Trained in <del>innovative or evidence-based</del> <u>motivational interviewing, trauma-informed care, and harm reduction</u> practices; <del>and</del></li> <li>• <u>Trained to meet the needs of the population to be served; and</u></li> <li>• <u>Will focus on hiring staff with lived experience of homelessness.</u></li> </ul>	4

Factor 3.E. Improve Safety for DV Survivors	Scoring Guide
Award up to 2 points based on the extent to which the agency will improve safety for survivors of domestic violence, dating violence, sexual assault, stalking, and/or trafficking in their projects.  <u>For full points, the answer should include how the project will make all clients aware of the CoCs emergency transfer plan and the process for requesting an emergency transfer.</u>	2

Factor 3.F. Severity of Needs <sup>15</sup> (2 Points)	Scoring Guide	Points
Award up to 2 points based the scoring guide to the right.	Potential clients served in various projects are anticipated to have at least	1

<sup>12</sup> HUD System Performance Measure 4

<sup>13</sup> HUD System Performance Measure 4

<sup>14</sup> HUD System Performance Measure 4

<sup>15</sup> HUD System Performance Measure 1

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	3 of the following severe needs: (i.) low or no income, (ii.) current or past substance use, (iii.) a history of victimization such as domestic violence or sexual assault, (iv.) criminal histories, and/or (v.) chronic homelessness.	
	Agency's narrative includes a realistic plan to meet the above-listed specific client needs and vulnerabilities.	1

Factor 3.G. Special Populations <sup>16</sup> (2 Points)	Scoring Guide	Points
Award up to 2 points based the scoring guide to the right.	Project targets <u>two or more</u> of the following specialized populations: i. Homeless Youth, ii. Domestic Violence survivors, iii. Homeless Families with Children, iv. Chronic Homeless, v. Homeless Veterans, <i>and/or</i> vi. Transgender/Gender Nonconforming vii. Older adults/seniors viii. Persons of different races and ethnicities, particularly those over-represented in the local population	2
	Project does not target any of the above subpopulations.	0

**Services and prioritization for Domestic Violence Bonus Housing (10 Points):**

Use this section instead of factors 3.D., 3.E., 3.F., and 3.G. if the project will be dedicated to serving victims of domestic violence. For all scoring purposes, **“domestic violence” also includes dating violence, sexual assault, stalking, and/or trafficking.**

**Commented [MS1]:** Changes to the DV Bonus Scoring Factors taken directly from the 2022 NOFO.

<sup>16</sup> HUD System Performance Measure 1

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Factor 3.H. Summary of Local Needs (DV Bonus) (34 Points)	Scoring Guide	Points
Award up to <del>4-3</del> points <del>based</del> <u>utilizing</u> the scoring guide to the right.	Project adequately summarizes a description of the local <b>need</b> for DV-related housing and services, e.g., <u>the total number of survivors of domestic violence in the CoC's geographic area that need housing or services and how the project came up with this number, including the data source</u> <del>how many people need support.</del>	1
	Project adequately summarizes the local <b>resources</b> for DV-related housing and services, e.g., <u>how many survivors existing projects within the CoC are already serving and how the project came up with this number, including the data source</u> <del>what services are already offered.</del>	1
	Project gives a quantitative estimate of the size of the <del>gap between local resources and local need.</del>	1
	Project gives a quantitative estimate of how the proposed project will reduce that gap.	1

Factor 3.I. <u>Previous Experience with</u> Trauma-Informed, Victim-Centered Approaches (DV Bonus)	Scoring Guide
Award up to 1 point <u>based on the previous experience of the project providing</u> . <del>All DV Bonus housing projects must explain how the services that will be offered are trauma-informed and victim-centered services. Projects should include a description of how the project's services will differ from ordinary supportive services for the general homeless population, and an estimate of the number of hours and/or the level of training that the</del>	1

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<del>program's staff have received in delivering trauma-informed, victim-centered services.</del>	
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<b>Factor 3.J. <del>Plan for Implementing a New Trauma-Informed, Victim-Centered Approaches-Project</del> (DV Bonus)</b>	<b>Scoring Guide</b>
<del>Award up to 1 point based on the project's plan to implement a new project that is trauma-informed and victim-centered.</del>	1

<b>Factor 3.K. <del>Previous Performance Experience Providing Housing</del> (DV Bonus) (2 Points)</b>	<b>Scoring Guide</b>	<b>Points</b>
<del>Using the scoring guide to the right, award up to 2 points based on the previous performance-experience of the applicant in serving-providing housing to survivors of domestic violence, dating violence, sexual assault, and/or stalking.</del>	<del>Project describes previous experience ensuring DV survivors experiencing homelessness were quickly moved into safe affordable housing and then from assisted housing to housing they could sustain after the housing subsidy ends.</del>	<del>2</del>
	<del>Project describes previous experience determining which supportive services survivors needed and connecting them to those services.</del>	<del>1</del>

<b>Factor 3.L. <del>Previous Experience in Ensuring DV Survivor Safety and Confidentiality</del> Ability to Meet Safety Outcomes (DV Bonus) (3 Points)</b>	<b>Scoring Guide</b>	<b>Points</b>
<del>Award up to 3 points based the scoring guide to the right.</del>	<del>Project describes previous experience ensuring privacy/confidentiality during the intake and interview process to minimize potential coercion of survivors. Project articulates a specific plan for ensuring that its residents will be safe from further domestic violence.</del>	1

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	<p>Project <u>describes previous experience making determinations and placements into safe housing, as well as experience taking security measures for units that support survivors' physical safety and location confidentiality</u> <del>uses staff who have been specially trained in promoting the safety of domestic violence survivors.</del></p>	1
	<p>Project <u>describes previous experience keeping information and locations confidential and training staff on safety and confidentiality policies and practices</u> <del>sets quantitative safety targets that are appropriate and realistic and explains why it is likely to be able to achieve the targeted safety outcomes.</del></p>	1

4. FULL UTILIZATION (214 POINTS)

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Factor 4.A. Budget <sup>17</sup> (10 Points)	Scoring Guide	Points
Review the budget provided in the Supplemental Documents and apply the scoring guide to the right, up to a maximum of 10 points.	The budget provides information on how both HUD funding and match funding will be spent.	2
	The budget is unambiguous and easy to read.	2
	The budget does not attempt to use HUD funding on ineligible expenses.	2
	The budget has a reasonable size compared to the number of people to be served.	2
	The amount of money in each portion of the budget is reasonable given the project's design.	2

Factor 4.B. Fiscal Capacity <sup>18</sup> (6-5 Points)	Scoring Guide	Points
Review the narrative and using the scoring guide to the right award up to 6-5 points if the agency has sufficient fiscal capacity to manage the grant.	The agency has adequate internal financial controls, <u>including a board of directors.</u>	1
	The agency has experience with or a plan for grant match tracking.	1
	The agency has well-maintained records.	1
	<del>The agency has oversight by a board of directors.</del>	<del>1</del>
	The agency has a strategy for documenting eligible costs.	1
	The agency has a strategy for ensuring adequate grant drawdown.	1

<sup>17</sup> HUD System Performance Measures 3

<sup>18</sup> HUD System Performance Measure 3

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Factor 4.C. Ready to Start <sup>19</sup> (8-6 Points)	Scoring Guide	Points
Review the narrative and determine whether the project will be ready to begin housing clients within 3 months of receiving HUD funding, then award up to <del>6</del> 8 points using the scoring guide to the right.	The agency has already served the same subpopulation with similar service types.	2
	<del>The proposed project does not face any regulatory obstacles such as tenant displacement, environmental issues, or zoning issues.</del>	2
	The agency's current staff has the capacity to begin preparing for this project.	2
	Whether the agency already has policies and procedures that can be used as-is or easily adapted for use in a CoC-funded project.	2

5. LEVERAGING NON-COC FUNDING (10 POINTS)

Factor 5.A. <del>Bonus Points for</del> Housing that Leverages non-CoC Funding (5 Points)	Points
Award the project 5 points if the project has attached a written commitment showing at least 25% of the units of the RRH or PSH project incorporates non-CoC funded housing or housing subsidies (i.e., a project that uses Public Housing Authority vouchers, or other non-CoC funding (private organizations, state or local government funding, faith-based funding, or federal funding other than CoC or ESG programs ) for rental assistance or leasing.	5

Factor 5.B. <del>Bonus Points for</del> Project that Leverages Healthcare Resources (5 Points)	Points
Award the project 5 points if the RRH or PSH project has attached a written commitment from a healthcare organization to: <ul style="list-style-type: none"> <li>• Provide direct contributions from a public or private health insurance provider to the project; or</li> <li>• Provide health care services (equal to 25% of the funding being requested by the project) by a private or public organization tailored to the program participants who qualify and choose those services). <ul style="list-style-type: none"> <li>○ If the services are from a substance abuse treatment or recovery provider, the project will provide access to treatment or recovery services for all program participants who qualify and choose those services.</li> </ul> </li> </ul>	5

<sup>19</sup> HUD System Performance Measure 3

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65. BONUS POINTS (10 POINTS)

Factor <u>65.A</u> . Bonus Points for <u>New Specialized PSH Projects</u> (10 Points)	Points
<p>Award the project 10 points if it is a <u>Permanent Supportive Housing (PSH) project specializing in at least one of the following:</u></p> <ul style="list-style-type: none"><li>• <u>-Participants with high medical needs: project will have a medical component/medical services partner providing medical support on-site that is above the medical supports generally provided by standard PSH projects, but below what a Skilled Nursing Facility would provide;</u></li><li>• <u>Seniors (age 62+);</u></li><li>• <u>PSH outside of the Fresno metro area or scattered site PSH where the tenant can choose their housing location anywhere within the FMCoC geographic area.</u></li></ul>	10