

GOALS: Decrease the length of homeless episodes • Increase placements in housing • Reduce returns to homelessness • Decrease first-time homelessness • Increase incomes • Reduce the total number of people experiencing homelessness in Sonoma County						
Organization Name	Abode Sonoma County		Project Name	The Care Van		
Organization Location	471 West College Ave., #314, Santa Rosa		Project Location	"Sonoma County Streets"		
CDC Funding History						
	2016-2017		2017-2018		2018-2019	
Requested	N/A		N/A		N/A	
Awarded	\$0		\$0		\$0	
Households Served			2019-2020 Request	\$132,553		
	Proposed	Achieved				
Number Served - July 1 - Dec 31 (Existing Projects)	NA	NA	Funding Sources Eligible for Project	Community Development Block Grant (CDBG) Federal / State ESG Community Service Fund (CSF) Homeless Emergency Aid Program (HEAP)		
Projected # Served- July 1 - June 30 (Existing Projects)	NA	NA				
Planned # to be served in FY 19-20 (New and Existing Projects)	250					
Budget and Anticipated Cost of Services						
Organizational Budget	\$148,553	% Served low/mod income		100%		
Project Budget	\$148,553	Cost per Housing Outcome	Unknown	Score 0-5	0	
CDC Request	\$132,553	Current Ratio		Financials not submitted due to a lack of activity		
Request as % of Project budget	89%	Debt to Asset Ratio		Financials not submitted due to a lack of activity		
Project as % of Org Budget	100%	Debt to Equity Ratio		Financials not submitted due to a lack of activity		
The following criteria refer to Selection Criteria of the FY 18-19 Homeless Services Funding Policies (Section 5, p. 16-19).						
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations		
5.2.	Joint Funding from Other Sources					
5.2.1.	Demonstrate leveraging of other funds and/or in-kind contributions.	Yes	N/A	Abode Sonoma County is a new organization which received their IRS 501(C)(3) status in July of 2018. The "Care-van" is the first project for which this organization has requested funding and it does not appear that they have operated any other projects. Abode Sonoma County did not submit financials for this project as they have not had any previous financial activity. According to their project budget workbook, Abode Sonoma County counts their request for funds within their total Organizational Budget. Removing the CDC request shows that their actual organizational budget is \$16,000. That amount is noted in the workbook as being a Foundation or Corporate Grant for \$6,000 for their work on the Homeless Resource Guide and \$10,000 for "four days of service". It is unclear what this means, but it may be an in-kind donation as it is listed in the revenue and expenses sides of their budget. Abode Sonoma County has requested two-year funding under HEAP legible activities for Outreach. Without any history of financial activity, it is unclear how they would be able to conduct activities on a reimbursement basis.		
5.2.2.	Percent of total project budget from other sources (Higher is better, 0-4 points)	11%	1			
5.2.3.	Demonstrated administrative capacity and adequate provisions for long-range maintenance and operations.	No	N/A			
5.3.	Organizational Capacity - no scoring					
5.3.1.	Application materials timely, complete and accurate	Yes	The Care Van project will provide street outreach services and supplies to people experiencing chronic homelessness county-wide, with a central office location in Santa Rosa. The project support unsheltered individuals to access services and overcome barriers to housing or shelter. The project also wishes to be a Coordinated Entry Access Point. However, this aspect of their project is not explained in the narrative section, and there is not a note in any line item of their budget stated for the technology needed to facilitate CE entry. Being a Coordinated Entry Access Point is also not presented in the project's Logic Model. The project budget workbook states that the Care Van will serve 250 persons, but the application states that 420 unsheltered persons will be served. Therefore it is			
5.3.2.	Existing projects: required submissions submitted complete and on-time	NA				
5.3.4.	Demonstrated support for geographic preference (single jurisdiction or region)	NA				

5.3.5.	The project is appropriate in size, scope, and location to address the targeted client population and defined service area.	??	difficult to judge whether the project scope is appropriate. There is a good chance this project will duplicate existing outreach efforts through HOST.	
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations
5.4	Housing First			
5.4.1	Housing First Assessment Tool Scores stated in the application - ELIGIBILITY REQUIREMENT	NO	N/A	The Care Van is a new project and therefore has no Housing First Assessment Score. In the application itself, under Program Strategies towards Outcomes, language is included that, while acknowledging the challenges unsheltered people face in accessing services, could be interpreted as introducing barriers to service. The general gist of the narrative suggests otherwise.
	Quality of Synopsis of Narrative Response (Score 0-7, 1 point per section)	Yes	4	
5.5	Coordinated Entry			
5.5.1	Acceptance of referrals only from Coordinated Entry (CE) and lowered barriers to entry (e.g., no income or sobriety requirements) - ELIGIBILITY REQUIREMENT	N/A	While Abode checked a box indicating it would provide Coordinated Entry access points, there is no mention in the narrative that the Care Van would provide enrollments into the system. It appears the organization has not given much thought to ensuring linkage to the system of care.	
5.5.2	Participation in Coordinated Entry collaborative efforts - ELIGIBILITY REQUIREMENT	No		
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations
5.6	Performance Measurement & Project Priorities			
5.6.1.1	Increase housing placements: Number to be housed (Permanent or Temporary) Score 0-5 pts	0%	0	Abode Sonoma County plans to conduct outreach to chronically homeless persons in Sonoma County, to some extent duplicating existing Homeless Outreach efforts and perhaps expanding the capacity of the system's outreach efforts. Collaboration with existing street outreach efforts would seem to be critical. No commitment is made to any housing outcome, so no points are earned in this section.
5.6.1.2	Decrease the overall length of homeless episodes: Number of Days to Permanent Housing Exit from Shelter. Score 0-5 pts			
5.6.1.3	Minimize returns to homelessness from permanent housing: Number anticipated to retain permanent housing. Score 0-5 pts	%		
5.6.2	Project Priorities			
5.6.2.1	Number of housing units to be developed (see Capital Projects evaluation tool)			Outreach is key to help engage those on the streets who are the hardest to reach, build rapport and provide services. The Care Van proposes support clients on the street and provide them with supplies needed to remain safe outdoors. A crucial piece that is missing with this outreach project is the ability to enroll people into the Coordinated Entry System, which is the central access to all shelter and housing. With this in mind, the services the project aims to provide are only temporary and do not clearly lead to the long term solution of providing permanent housing to those who are chronically homeless. The application mentions collaboration with other outreach providers, possibly meaning that the client would have to meet with someone else, after building trust, to complete a very personal assessment. It is not possible to calculate a cost per housing outcome because no numerical commitment is made to assisting participants to access even temporary housing. The services may therefore be beneficial to participants, but the project offers no way to measure the benefit.
5.6.2.2	Permanent Supportive Housing: Serves chronically homeless person. 2 pt.	N/A		
	Permanent Supportive Housing: case management: client ratio <15:1. 1 pt.	N/A		
	Permanent Supportive Housing: Partnership with non-homeless supportive service agencies (e.g., health, employment, etc.). 1 pt.	N/A		
5.6.2.3	Rapid Re-Housing: Housing Locator staff included, 2 pt.	N/A		
	Rapid Re-Housing: demonstrate partnerships with non-homeless supportive service agencies (e.g., health, employment, etc.), 2 pt.	N/A		
5.6.2.4	Shelters/Navigation Centers: Investment will lower barriers and address special needs, 0-9 points.	N/A		
5.6.2.5	Day Centers and street/encampment outreach projects will serve as CE Access Point, 0-4 pts	Yes	2	
5.6.2.6	Homeless Prevention Projects: Planned & historic % of persons demonstrating improved housing stability, 0-9 pts	%		
	Homeless Diversion Projects: Percent of participants at imminent risk of homelessness who avoid entering homeless services. 0-9 pts	%		
TOTAL SCORE			7	FUNDING RECOMMENDATION
				Up to \$30,000
RATIONALE:	As a brand new agency and activity with no history of activity and without a financial base from which to begin operations, Abode Sonoma County requests Home Sonoma County invest in a new agency that understands the skills and patience required by Street Outreach, but does not place this work in the context of a system of care. If evaluators and the Leadership Council wish to fund this effort, they will need to assess their comfort level with this kind of risk.			

GOALS: Decrease the length of homeless episodes • Increase placements in housing • Reduce returns to homelessness • Decrease first-time homelessness • Increase incomes • Reduce the total number of people experiencing homelessness in Sonoma County					
Organization Name	Catholic Charities		Project Name	Coordinated Entry	
Organization Location	PO Box 4900, Santa Rosa		Project Location	600 Morgan Street, Santa Rosa; other county locations	
CDC Funding History		2016-2017	2017-2018	2018-2019	
Requested	\$170,000	N/A (3-yr award from 2016-17)		N/A (3-yr award from 2016-17)	
Awarded	Prior contract for \$153,858; of \$50,704 combined HOST/CE award, \$20,282 was added to FY 2016-17 contract.	With HUD CE Expansion grant, prior contract was increased to \$393,546. IN FY 2017-18, the \$50,704 CDC award was applied fully to HOST (not CE)		With HUD CE Expansion grant, prior contract remained \$393,546. IN FY 2018-19, the \$50,704 CDC award was applied fully to HOST (not CE)	
Households Served			2019-2020 Request	335,000	
	Proposed	Achieved			
Number Served - July 1 - Dec 31 (Existing Projects)		2,317	Funding Sources Eligible for Project	CDBG, CSF, CESH, Sonoma Valley Initiative. Not eligible for HEAP, therefore not eligible for 2 year funding.	
Projected # Served- July 1 - June 30 (Existing Projects)	NA				
Planned # to be served in FY 19-20 (New and Existing Projects)	2,500				
Budget and Anticipated Cost of Services					
Organizational Budget	\$ 18,325,292	% Served low/mod income		100%	
Project Budget	\$ 335,000	Cost per Housing Outcome	\$ 857	Score 0-5	3.75
CDC Request	\$ 335,000	Current Ratio		0.71	
Request as % of Project budget	100.0%	Debt to Asset Ratio		0.31	
Project as % of Org Budget	1.8%	Debt to Equity Ratio		0.44	
The following criteria refer to Selection Criteria of the FY 18-19 Homeless Services Funding Policies (Section 5, p. 16-19).					
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations	
5.2.	Joint Funding from Other Sources				
5.2.1.	Demonstrate leveraging of other funds and/or in-kind contributions.	Yes	N/A	The application confirms that this project leverages funding from other sources (\$393,546 in CoC funds, and other sources not identified), but this project budget does not list these funding sources. In the past 2 years, a \$50,704 grant for "CE/HOST" was applied to street outreach rather than CE. Given the increased size in project budget and a 2-year request, it is unknown if this funding will be sustainable long term. Charities requests \$173,000 in funds to subcontract to Reach for Home, COTS and SAY to operate as CES access points, and proposes .75 FTE CE staff each for Sonoma Valley and West County. SAY, has separately applied for funding for Youth Coordinated Entry. Project budget calculations and score on 5.2.2 have been adjusted to reflect all sources known to Home SC staff, to yield more accurate costs per outcome.	
5.2.2.	Percent of total project budget from other sources (Higher is better, 0-4 points)	0%	1		
5.2.3.	Demonstrated administrative capacity and adequate provisions for long-range maintenance and operations.	No	N/A		
5.3.	Organizational Capacity - no scoring				
5.3.1.	Application materials timely, complete and accurate	Yes	The CE application was on time, complete and accurate, but with no budgetary reference to the existing project funded since 2015 with CoC dollars. CE currently has staff members dedicated to specific areas of the county, centrally located in Santa Rosa. This has proven to be problematic when providing services in remote areas of the county (time, travel, finding a place to meet people, etc.), and will be included in a CE evaluation later in Spring 2019. This proposal aims to address geographic equity by providing services through subcontract agencies, allowing staff to work in the each local community, providing improved access to CE outside Santa Rosa. This expansion also requests resources to serve areas of the county outlined in the HOST proposal. If both CE and HOST projects were fully funded, this would mean each region (South County, North County, Sonoma Valley, and West County) would have both an outreach worker and a CES staff member dedicated to that region. CES staff and outreach workers have similar capabilities and should be working together. In some cases this might be duplicative: one staff member in each location could do both CES and outreach.		
5.3.2.	Existing projects: required submissions submitted complete and on-time	Yes			
5.3.4.	Demonstrated support for geographic preference (single jurisdiction or region)	Yes			
5.3.5.	The project is appropriate in size, scope, and location to address the targeted client population and defined service area.	Yes			

Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations	
5.4 Housing First					
5.4.1	Housing First Assessment Tool Scores stated in the application - ELIGIBILITY REQUIREMENT	Yes	N/A	This project reports a score of 70 on the Housing First Assessment tool, an increase of 5 points from the previous score recorded in July 2018. The maximum score for CE projects is 96 (the narrative mistakenly stated the maximum score as 72). Coordinated Entry provides services to all who present themselves whether at risk of homelessness, literally homeless, or escaping domestic violence. The project does not present any barriers for enrollment, regardless of sobriety, income, criminal history, etc.	
	Quality of Synopsis of Narrative Response (Score 0-7, 1 point per section)	Yes	6		
5.5 Coordinated Entry					
5.5.1	Acceptance of referrals only from Coordinated Entry (CE) and lowered barriers to entry (e.g., no income or sobriety requirements) - ELIGIBILITY REQUIREMENT	Yes		This project was selected in 2014 to be the County's mandated Coordinated Entry System operator. This project ensures that members of the community/ participants/local agencies are well versed in the Coordinated Entry workflow. It is their responsibility to report to Home Sonoma County staff if/when projects reject referrals in a way inconsistent with the federally-mandated Housing First approach.	
5.5.2	Participation in Coordinated Entry collaborative efforts - ELIGIBILITY REQUIREMENT	Yes			
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations	
5.6 Performance Measurement & Project Priorities					
5.6.1.1	Increase housing placements: Number to be housed (Permanent or Temporary) Score 0-5 pts	34%	3	The Coordinated Entry System aims to streamline the system of care to the most vulnerable. In FY 18-19, the project placed 793 people into temporary or permanent housing. This project aims to provide quick access to homeless services projects to those who need services the most. Since CES implementation, the overall system has reduced the time participants remain homeless before entering permanent housing; the number of days has significantly increased since the 2017 fires.	
5.6.1.2	Decrease the overall length of homeless episodes: Number of Days to Permanent Housing Exit from Shelter. Score 0-5 pts	167	2		
5.6.1.3	Minimize returns to homelessness from permanent housing: Number anticipated to retain permanent housing. Score: 0-5 pts	%			
5.6.2 Project Priorities					
5.6.2.1	Number of housing units to be developed (see Capital Projects evaluation tool)			Catholic Charities has been Sonoma County's Coordinated Entry operator for its development over 4 years. Their efforts have helped to build the system and have encountered numerous challenges, solving many of them. This proposal anticipates increased needs both following the 2017 Sonoma Complex Fire disaster, and addresses regional challenges identified in the development of this mandated system. In addition, CE staff have raised with Home Sonoma County staff that the increased one-time funding in this funding cycle, and potential new housing programs in Sonoma County will impact the system's needs to increase referrals and manage an even larger effort. The cost per housing outcome calculation above is the program budget (\$393,546 CoC funds, plus the \$355,000 request above = \$748,546), divided by 34% of the total number served (2,500), that is, the number of persons entering housing (850 persons).	
5.6.2.2	Permanent Supportive Housing: Serves chronically homeless person. 2 pt.	N/A			
	Permanent Supportive Housing: case management: client ratio <15:1. 1 pt.	N/A			
	Permanent Supportive Housing: Partnership with non-homeless supportive service agencies (e.g., health, employment, etc.). 1 pt.	N/A			
5.6.2.3	Rapid Re-Housing: Housing Locator staff included, 2 pt.	N/A			
	Rapid Re-Housing: demonstrate partnerships with non-homeless supportive service agencies (e.g., health, employment, etc.), 2 pt.	N/A			
5.6.2.4	Shelters/Navigation Centers: Investment will lower barriers and address special needs, 0-9 points.	N/A			
5.6.2.5	Day Centers and street/encampment outreach projects will serve as CE Access Point, 0-4 pts	Yes	4		
5.6.2.6	Homeless Prevention Projects: Planned & historic % of persons demonstrating improved housing stability, 0-9 pts	%			
	Homeless Diversion Projects: Percent of participants at imminent risk of homelessness who avoid entering homeless services. 0-9 pts	%			
TOTAL SCORE			19.75	FUNDING RECOMMENDATION	\$150,000-\$175,000
RATIONALE:	Based on a one-year budget, Home SC staff recommend a discussion of how Coordinated Entry should be delivered and what the interaction should be between Street Outreach and Coordinated Entry. When making funding awards, evaluators & Leadership Council will want to ensure they are not funding the same position/role twice. The funding recommendation above assumes combining Charities' CE and HOST staffing. The Sonoma Valley Homeless initiative recommended an additional \$50,000 in Valley-dedicated funds, for CE staffing in that region.				

GOALS: Decrease the length of homeless episodes • Increase placements in housing • Reduce returns to homelessness • Decrease first-time homelessness • Increase incomes • Reduce the total number of people experiencing homelessness in Sonoma County						
Organization Name	Catholic Charities		Project Name	Homeless Outreach Support Team (HOST)		
Organization Location	PO Box 4900, Santa Rosa		Project Location	600 Morgan Street, Santa Rosa		
CDC Funding History						
	2016-2017		2017-2018		2018-2019	
Requested	170,000		N/A (3-yr award from 2016-17)		N/A (3-yr award from 2016-17)	
Awarded	Prior contract for \$130,000; of \$50,704 combined HOST/CE award, \$29,522 was added to FY 2016-17 contract.		Prior contract for \$130,000 was augmented to \$230,000. Combined CE/HOST competitive award of \$52,196 (adjusted with increased federal amounts) was used entirely for HOST		Prior contract for \$130,000; combined CE/HOST competitive award of \$50,791 (adjusted with new federal amounts) was used entirely for HOST	
Households Served						
	Proposed	Achieved	2019-2020 Request		393,000	
Number Served - July 1 - Dec 31 (Existing Projects)		70				
Projected # Served- July 1 - June 30 (Existing Projects)	N/A		Funding Sources Eligible for Project		CDBG, Federal/State ESG, CSF, HEAP, Sonoma Valley Initiative	
Planned # to be served in FY 19-20 (New and Existing Projects)	500					
Budget and Anticipated Cost of Services						
Organizational Budget	18,325,292	% Served low/mod income		100%		
Project Budget	413,000	Cost per Housing Outcome	\$ 2,065	Score 0-5	2.5	
CDC Request	393,000	Current Ratio		0.71		
Request as % of Project budget	95.2%	Debt to Asset Ratio		0.31		
Project as % of Org Budget	2.3%	Debt to Equity Ratio		0.44		
The following criteria refer to Selection Criteria of the FY 18-19 Homeless Services Funding Policies (Section 5, p. 16-19).						
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations		
5.2. Joint Funding from Other Sources						
5.2.1.	Demonstrate leveraging of other funds and/or in-kind contributions.	No	N/A	The submitted budget does not include the original \$130,000 budgeted annually by the County or the related expenses (mostly field work team staffing). This amount is included in the history and budget calculations above; the City of Santa Rosa has additionally contracted with Charities for HOST in the City limits ~\$500,000/year. Given the one-time increase in funds available, it is unknown if a 2-year award at the requested scale will be sustainable long term. This project budget leverages very little outside funding, but the above amounts suggest differently. The agency requests \$196,000 in funds to subcontract to Reach for Home, COTS and SAY; SAY and RFH have also applied for funds to provide outreach services.		
5.2.2.	Percent of total project budget from other sources (<i>Higher is better, 0-4 points</i>)	4.8%	1			
5.2.3.	Demonstrated administrative capacity and adequate provisions for long-range maintenance and operations.	Yes	N/A			
5.3. Organizational Capacity - no scoring						
5.3.1.	Application materials timely, complete and accurate	Yes	The HOST application was on time, complete and accurate. In recent years, the HOST team has spent most of its time engaging with clients in encampments throughout the City of Santa Rosa. With increased staffing to address the growing homeless population, the outreach project is aiming to address geographically underserved areas. To provide better documentation of reasonable accommodation as people are moved into temporary housing, the team would need to add 1.0 FTE data analyst. Through this funding, the agency aims to add at least 5 additional staff (1 data, 1 street outreach So Valley/West County, COTS, SAY, and RFH). The needs for specialized and coordinated outreach across the County are well documented. This expansion requests resources to serve areas of the county also outlined in the Coordinated Entry proposal. If both projects were fully funded, this would mean that each location would have both an outreach worker and a CE staff member dedicated to that region. CE staff and outreach workers have similar capabilities, so this could be a duplication of services. The hoped for collaboration between CE and street outreach has not emerged as originally planned, though there are recent improvements. This subject will be included in an evaluation of the CE system in 2019.			
5.3.2.	Existing projects: required submissions submitted complete and on-time	Yes				
5.3.4.	Demonstrated support for geographic preference (single jurisdiction or region)	Yes				
5.3.5.	The project is appropriate in size, scope, and location to address the targeted client population and defined service area.	Yes				

Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations	
5.4 Housing First					
5.4.1	Housing First Assessment Tool Scores stated in the application - ELIGIBILITY REQUIREMENT	Yes	N/A	Catholic Charities reports a score of 83 on the Housing First Assessment tool. The maximum score for outreach projects is 108, however, the application noted a score of 83/84 instead of 83/108. (It appears there were mistakes with their Housing First Assessment scores on multiple applications.) HOST operates with no barriers to services. Only those who are at risk of homelessness or housed do not qualify for services. Their priorities are to provide services to the unsheltered persons in our community who are the most vulnerable.	
	Quality of Synopsis of Narrative Response (Score 0-7, 1 point per section)	Yes	7		
5.5 Coordinated Entry					
5.5.1	Acceptance of referrals only from Coordinated Entry (CE) and lowered barriers to entry (e.g., no income or sobriety requirements) - ELIGIBILITY REQUIREMENT	Yes		HOST engages with the Coordinated Entry System to streamline access to the by names priority list for housing and homeless programs. While the two projects were designed to operate as one, the programs have operated separately. Adding staff for data entry will be a valuable piece for this collaboration as often outreach workers not have the time or skills to fully record client interactions, and clients may miss housing opportunities as a result. The requested Data Analyst would be beneficial smooth referrals to permanent housing. Ideally the two programs would merge into one working team.	
5.5.2	Participation in Coordinated Entry collaborative efforts - ELIGIBILITY REQUIREMENT	Yes			
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations	
5.6 Performance Measurement & Project Priorities					
5.6.1.1	Increase housing placements: Number to be housed (Permanent or Temporary) Score 0-5 pts	54%	5	Outreach is a key strategy to help build rapport with the hardest to reach people who are living outside. This project will expand outreach and engagement services to county locations that have been underserved. HOST also has a direct linkage to emergency shelter beds, which allows clients to be accepted/transported directly into shelter when they are ready. This is a crucial piece to getting people off the streets and opening the door to permanent housing opportunities.	
5.6.1.2	Decrease the overall length of homeless episodes: Number of Days to Permanent Housing Exit from Shelter. Score 0-5 pts	78			
5.6.1.3	Minimize returns to homelessness from permanent housing: Number anticipated to retain permanent housing. Score 0-5 pts	%			
5.6.2 Project Priorities					
5.6.2.1	Number of housing units to be developed (see Capital Projects evaluation tool)			The HOST outreach project is an essential piece to building trust with unsheltered persons who are service resistant and have difficulties building trusting relationships. Staff of the HOST project are trained on the Coordinated Entry project's VISPDAT assessment and all other materials needed to complete enrollments into the CE System. Home Sonoma County staff would like to see an increased effort to enroll unsheltered persons into CES, ensure they are signed up for shelter, permanent housing, and other services. HOST staff should be involved with the CE Case Conferences, and currently are not. Increased collaboration between these two projects (CE & HOST), would be beneficial to locating the most vulnerable and ensuring their placement into permanent housing when the opportunity presents itself. With the requested increased staffing, this collaboration would be possible. Cost per housing outcome calculation above is total budget divided by the number placed in temporary or permanent housing (54% of 500 = 270).	
5.6.2.2	Permanent Supportive Housing: Serves chronically homeless person. 2 pt.	N/A			
	Permanent Supportive Housing: case management: client ratio <15:1. 1 pt.	N/A			
	Permanent Supportive Housing: Partnership with non-homeless supportive service agencies (e.g., health, employment, etc.). 1 pt.	N/A			
5.6.2.3	Rapid Re-Housing: Housing Locator staff included, 2 pt.	N/A			
	Rapid Re-Housing: demonstrate partnerships with non-homeless supportive service agencies (e.g., health, employment, etc.), 2 pt.	N/A			
5.6.2.4	Shelters/Navigation Centers: Investment will lower barriers and address special needs, 0-9 points.	N/A			
5.6.2.5	Day Centers and street/encampment outreach projects will serve as CE Access Point, 0-4 pts	Yes	4		
5.6.2.6	Homeless Prevention Projects: Planned & historic % of persons demonstrating improved housing stability, 0-9 pts	%			
	Homeless Diversion Projects: Percent of participants at imminent risk of homelessness who avoid entering homeless services. 0-9 pts	%			
TOTAL SCORE			19.5	FUNDING RECOMMENDATION	\$200,000-\$225,000
RATIONALE:	Effective outreach and engagement in all areas of Sonoma County is much needed, and could not be achieved with the initial funding from the County. The data analyst position is also needed to document the accommodation requests of people who are resistant to shelter and record the team's efforts to address them. Greater integration between Coordinated Entry and HOST would be desirable, and might lead to cost savings. An award in the range of \$30,000-\$35,000 would address the Sonoma Valley's street outreach needs.				

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Organization Name	Catholic Charities		Project Name	Homeless Services Center		
Organization Location	PO Box 4900, Santa Rosa		Project Location	600 Morgan Street, Santa Rosa, CA		
CDC Funding History						
	2016-2017		2017-2018		2018-2019	
Requested	50,000		50,000		50,000	
Awarded	45,000		46,324		30,000	
Households Served			2019-2020 Request	50,000		
	Proposed	Achieved				
Number Served - July 1 - Dec 31 (Existing Projects)	2,120	1,021	Funding Sources Eligible for Project	Community Development Block Grant (CDBG) Community Service Fund (CSF) California Emergency Services & Housing (CESH) Homeless Emergency Aid Program (HEAP) Federal/State ESG		
Projected # Served- July 1 - June 30 (Existing Projects)		2,042				
Planned # to be served in FY 19-20 (New and Existing Projects)		1,250				
Budget and Anticipated Cost of Services						
Organizational Budget	18,325,292	% Served low/mod income		100%		
Project Budget	325,000	Cost per Housing Outcome	\$ 500	Score 0-5	5	
CDC Request	50,000	Current Ratio		0.71		
Request as % of Project budget	15%	Debt to Asset Ratio		0.31		
Project as % of Org Budget	2%	Debt to Equity Ratio		0.44		
The following criteria refer to Selection Criteria of the FY 18-19 Homeless Services Funding Policies (Section 5, p. 16-19).						
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations		
5.2.	Joint Funding from Other Sources					
5.2.1.	Demonstrate leveraging of other funds and/or in-kind contributions.	Yes	N/A	Catholic Charities is the City of Santa Rosa's designated homeless service provider. The agency has requested \$50,000 for staffing and operations at the Homeless Services day center. The request is well leveraged and they expect to receive most of the project's support from the City of Santa Rosa. As they have for the previous two years, Catholic Charities is requesting indirect costs in their budget.		
5.2.2.	Percent of total project budget from other sources (<i>Higher is better, 0-4 points</i>)	85%	4			
5.2.3.	Demonstrated administrative capacity and adequate provisions for long-range maintenance and operations.	Yes	N/A			
5.3.	Organizational Capacity - no scoring					
5.3.1.	Application materials timely, complete and accurate	Yes	Catholic Charities submitted this application on time and accurately. They have many years of experience with County and are successful administering numerous grants through the CDC Funding cycle. The Homeless Service Center is an important outreach and navigation center supporting unsheltered persons to connect with Coordinated Entry and other services. This project serves individuals from all part of Sonoma County, but they must physically be in Santa Rosa to access services. The agency's contracts with the City of Santa Rosa have their own deliverables, which are often shared with the Commission via quarterly reporting. This sometimes creates confusion, suggesting that County and City staff could work more closely to align contract deliverables and reporting.			
5.3.2.	Existing projects: required submissions submitted complete and on-time	Yes				
5.3.4.	Demonstrated support for geographic preference (single jurisdiction or region)	N/A				
5.3.5.	The project is appropriate in size, scope, and location to address the targeted client population and defined service area.	Yes				
Policy Section #	Evaluative Measure	Meets Criteria				
5.4	Housing First					
5.4.1	Housing First Assessment Tool Scores stated in the application - ELIGIBILITY REQUIREMENT	Yes	N/A	Housing First Assessment tool resulted in a score of 84 out of a possible 108 which is the same score as recorded in July 2018. Catholic Charities lowers barriers at the Homeless Service Center to ensure that all participants are able to access services. The project is often the initial entry point into the homeless system of care in Sonoma County.		
	Quality of Synopsis of Narrative Response (<i>Score 0-7, 1 point per section</i>)	Yes	7			
5.5	Coordinated Entry					

5.5.1	Acceptance of referrals only from Coordinated Entry (CE) and lowered barriers to entry (e.g., no income or sobriety requirements) - ELIGIBILITY REQUIREMENT	NA	As Catholic Charities is the main CE operator in Sonoma County, the HSC is closely connected with Coordinated Entry and works to ensure that individuals presenting are also entered into Coordinated Entry. This project operates as an access site for Coordinated Entry two days per week.	
5.5.2	Participation in Coordinated Entry collaborative efforts - ELIGIBILITY REQUIREMENT	Yes		
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations
5.6 Performance Measurement & Project Priorities				
5.6.1.1	Increase housing placements: Number to be housed (Permanent or Temporary) Score 0-5 pts	52%	5	Catholic Charities Homeless Service Center is centrally located among other services and supports individuals to connect with housing opportunities and other services. Because of the program structure, exit assessments are not conducted. Two years ago, the agency measured the number of participants who entered Catholic Charities' shelters (52% or 1,109 of 2,131). However with full implementation of Coordinated Entry in 2018, the HSC ceased functioning as the intake center for Charities' shelters, and accordingly lost the ability to measure this outcome. However, it seems reasonable that placement rates would remain as high as before CE. Going forward, it will become more difficult to define the Homeless Service Center's outcomes--something the County and City may want to work on together.
5.6.1.2	Decrease the overall length of homeless episodes: Number of Days to Permanent Housing Exit from Shelter. Score 0-5 pts			
5.6.1.3	Minimize returns to homelessness from permanent housing: Number anticipated to retain permanent housing. Score 0-5 pts	%		
5.6.2 Project Priorities				
5.6.2.1	Number of housing units to be developed (see Capital Projects evaluation tool)			Catholic Charities' Homeless Service Center project is a low barrier program which addresses individual needs and which provides a direct access point for individuals seeking to enroll in Coordinated Entry. Many people experiencing homelessness come to the Homeless Service Center to sign up for services for shelter and housing; it is one of the most active CE access points within the county. This project provides crucial dignity services to its clients; it is one of the very few places in the county where people can take showers, do laundry, receive mail, get clothing and access supportive services. In the budget, Catholic Charities suggests a housing outcome of "coordinated entry input," that is linkage with Coordinated Entry; this does not seem to be a <i>housing</i> outcome. Historically, the HSC has been able to place 52% of participants in some kind of temporary housing. The ability to measure this has changed since full implementation of Coordinated Entry, but there is no reason to think this placement rate has dropped. Thus the cost per housing outcome calculation above is the program budget (\$325,000) divided by 52% of the 1,250 participants anticipated in FY 2019-20 (1,300 persons). The result suggests this engagement project is very economical for the investment.
5.6.2.2	Permanent Supportive Housing: Serves chronically homeless person. 2 pt	N/A		
	Permanent Supportive Housing: case management:client ratio <15:1. 1 pt	N/A		
	Permanent Supportive Housing: Partnership with non-homeless supportive service agencies (e.g., health, employment, etc.). 1 pt	N/A		
5.6.2.3	Rapid Re-Housing: Housing Locator staff included, 2 pt.	N/A		
	Rapid Re-Housing: demonstrate partnerships with non-homeless supportive service agencies (e.g., health, employment, etc.), 2 pt.	N/A		
5.6.2.4	Shelters/Navigation Centers: Investment will lower barriers and address special needs, 0-9 points.	N/A		
5.6.2.5	Day Centers and street/encampment outreach projects will serve as CE Access Point, 0-4 pts	Yes	4	
5.6.2.6	Homeless Prevention Projects: Planned & historic % of persons demonstrating improved housing stability, 0-9 pts	%		
	Homeless Diversion Projects: Percent of participants at imminent risk of homelessness who avoid entering homeless services. 0-9 pts	%		
TOTAL SCORE			25	FUNDING RECOMMENDATION
RATIONALE:			\$30,000-\$50,000	
The Homeless Service Center is a key part of the homeless system of care infrastructure, and has significant investment from the City of Santa Rosa. The suggested range reflects recent awards. At a later time, the Leadership Council may want to consider consolidating "front door" services so that they operate seamlessly towards housing goals.				

GOALS: Decrease the length of homeless episodes • Increase placements in housing • Reduce returns to homelessness • Decrease first-time homelessness • Increase incomes • Reduce the total number of people experiencing homelessness in Sonoma County						
Organization Name	Reach for Home		Project Name	Outreach		
Organization Location	443 Hudson Street, Healdsburg		Project Location	Northern Sonoma County		
CDC Funding History		2016-2017	2017-2018		2018-2019	
Requested	N/A		N/A		N/A	
Awarded	\$0		\$0		\$0	
Households Served			2019-2020 Request	\$93,886		
	Proposed	Achieved				
Number Served -July 1 - Dec 31 (Existing Projects)	not funded but operating	50	Funding Sources Eligible for Project	CDBG, Federal/State ESG, CSF, HEAP Community Development Block Grant (CDBG) Federal / State ESG Community Support Fund (CSF)		
Projected # Served -July 1 - June 30 (Existing Projects)	NA	NA				
Planned # to be served in FY 19-20 (New and Existing Projects)	55					
Budget and Anticipated Cost of Services						
Organizational Budget	2,372,616	% Served low/mod income		100%		
Project Budget	220,326	Cost per Housing Outcome	\$ 14,837	Score 0-5	1.25	
CDC Request	93,886	Current Ratio		1.4		
Request as % of Project budget	43%	Debt to Asset Ratio		0.71		
Project as % of Org Budget	9%	Debt to Equity Ratio		2.49		
The following criteria refer to Selection Criteria of the FY 18-19 Homeless Services Funding Policies (Section 5, p. 16-19).						
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations		
5.2.	Joint Funding from Other Sources					
5.2.1.	Demonstrate leveraging of other funds and/or in-kind contributions.	Yes	N/A	Reach for Home is requesting funding for a street and encampment outreach program for the Northern region of Sonoma County. Although not previously funded through the County, RFH has supported an outreach position in North County for several years. For FY 2019-2020, Reach for Home has leveraged more than half of their budget from other sources. Their previous efforts have demonstrated that if funded, the organization has the capacity to execute this contract. This proposal requests two-year funding as an eligible activity under HEAP.		
5.2.2.	Percent of total project budget from other sources (<i>Higher is better, 0-4 points</i>)	57%	3			
5.2.3.	Demonstrated administrative capacity and adequate provisions for long-range maintenance and operations.	Y N	N/A			
5.3.	Organizational Capacity - no scoring					
5.3.1.	Application materials timely, complete and accurate	Yes	Reach for Home has received funds through the Commission's competitive cycle for two other projects over the last three years. The agency has a good track record for submitting Quarterly Reports and Reimbursements in a timely and accurate manner. Monitoring of their projects has not resulted in Findings or Concerns during the past two years. The Outreach project has been in operation and is a needed project for Northern Sonoma County. Reach for Home outreach staff have done a very good job of building relationships with the population of unsheltered individuals in the Healdsburg and Cloverdale areas. The only question is whether it is better to fund RFH's standalone effort as proposed, or a subcontract with Catholic Charities' countywide HOST project.			
5.3.2.	Existing projects: required submissions submitted complete and on-time	Yes				
5.3.4.	Demonstrated support for geographic preference (single jurisdiction or region)	Yes				
5.3.5.	The project is appropriate in size, scope, and location to address the targeted client population and defined service area.	Yes				
Policy Section #	Evaluative Measure	Meets Criteria				
5.4	Housing First					

5.4.1	Housing First Assessment Tool Scores stated in the application - ELIGIBILITY REQUIREMENT	Yes	N/A	Reach for Home's Outreach project was assessed at a score of 99 out of a possible 108 on the Housing First Assessment tool. Their project is described as a low barrier model which supports unsheltered persons to overcome challenges to housing.
	Quality of Synopsis of Narrative Response (Score 0-7, 1 point per section)	Yes	7	
5.5 Coordinated Entry				
5.5.1	Acceptance of referrals only from Coordinated Entry (CE) and lowered barriers to entry (e.g., no income or sobriety requirements) - ELIGIBILITY REQUIREMENT	Yes	Reach for Home will support individuals enter the Coordinated Entry system by acting as an access point. The agency already acts in this role.	
5.5.2	Participation in Coordinated Entry collaborative efforts - ELIGIBILITY REQUIREMENT	Yes		
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations
5.6 Performance Measurement & Project Priorities				
5.6.1.1	Increase housing placements: Number to be housed (Permanent or Temporary) Score 0-5 pts	27%	3	Reach for Home's outreach supports unsheltered individuals to access the Coordinated Entry system in order to be placed on the referral list for housing and shelter opportunities. The agency anticipates 15 out of 55 persons (27%) will accept temporary housing in FY 2019-20.
5.6.1.2	Decrease the overall length of homeless episodes: Number of Days to Permanent Housing Exit from Shelter. Score 0-5 pts			
5.6.1.3	Minimize returns to homelessness from permanent housing: Number anticipated to retain permanent housing. Score 0-5 pts	%		
5.6.2 Project Priorities				
5.6.2.1	Number of housing units to be developed (see Capital Projects evaluation tool)			This proposed project is an outreach effort focused on Healdsburg and the Northern area of Sonoma County. The target population is homeless persons living unsheltered in Northern Sonoma County. The effort will focus on outreach and engagement, building trust, and supporting individuals to be entered into Coordinated Entry. Reach for Home's existing outreach efforts are currently the primary outreach strategy in the Healdsburg area. Services will include bringing a range of health and mental health services to unsheltered persons, including the Whole Person Care Pilot. The cost per successful housing outcome is the program budget (\$220,326) divided by the 15 persons the project anticipates will accept temporary housing in FY 2019-20 (27% of 55 total served). The resulting cost per housing outcome of \$14,837 is very high for a street outreach program. The budget does not spell out how the \$180,602 in personnel expenses would be used, and this appears to be the reason the cost is so high.
5.6.2.2	Permanent Supportive Housing: Serves chronically homeless person. 2 pt	N/A		
	Permanent Supportive Housing: case management:client ratio <15:1. 1 pt	N/A		
	Permanent Supportive Housing: Partnership with non-homeless supportive service agencies (e.g., health, employment, etc.). 1 pt	N/A		
5.6.2.3	Rapid Re-Housing: Housing Locator staff included, 2 pt.	N/A		
	Rapid Re-Housing: demonstrate partnerships with non-homeless supportive service agencies (e.g., health, employment, etc.), 2 pt.	N/A		
5.6.2.4	Shelters/Navigation Centers: Investment will lower barriers and address special needs, 0-9 points.	N/A		
5.6.2.5	Day Centers and street/encampment outreach projects will serve as CE Access Point, 0-4 pts	Yes	4	
5.6.2.6	Homeless Prevention Projects: Planned & historic % of persons demonstrating improved housing stability, 0-9 pts	%		
	Homeless Diversion Projects: Percent of participants at imminent risk of homelessness who avoid entering homeless services. 0-9 pts	%		
TOTAL SCORE			18.25	FUNDING RECOMMENDATION
				\$30,000-\$50,000
RATIONALE:		Street outreach in the North County is desperately needed, and Reach For Home has the local knowledge to provide this service. However the proposed budget and cost to place people in temporary housing seem too high. Evaluators and the Leadership Council will want to consider whether it is better to fund standalone projects in each region, or to fund a single collaborative outreach expansion. To fund both will apparently be a duplication of services. The suggested range would be appropriate for a standalone program in the North County, assuming all other revenues were available.		

GOALS: Decrease the length of homeless episodes • Increase placements in housing • Reduce returns to homelessness • Decrease first-time homelessness • Increase incomes • Reduce the total number of people experiencing homelessness in Sonoma County						
Organization Name	Russian Riverkeeper		Project Name	Clean Camp & Education		
Organization Location	PO Box 1355, Healdsburg		Project Location	Russian River Area		
CDC Funding History						
	2016-2017		2017-2018		2018-2019	
Requested	N/A		N/A		\$210,143	
Awarded	N/A		N/A		\$147,456	
Households Served			2019-2020 Request	\$155,000		
	Proposed	Achieved				
Number Served -July 1, 2018- Dec 31, 2019 (Existing Projects)	125	137	Funding Sources Eligible for Project	Community Development Block Grant (CDBG) Community Service Fund (CSF) HEAP		
Projected # Served- July 1, 2019- June 30, 2019 (Existing Projects)		142				
Planned # to be served in FY 19-20 (New and Existing Projects)	280					
Budget and Anticipated Cost of Services						
Organizational Budget	797,575	% Served low/mod income		100%		
Project Budget	192,500	Cost per Housing Outcome	Unknown	Score 0-5	0	
CDC Request	155,000	Current Ratio		4.89		
Request as % of Project budget	81%	Debt to Asset Ratio		0.16		
Project as % of Org Budget	24%	Debt to Equity Ratio		0.2		
The following criteria refer to Selection Criteria of the FY 18-19 Homeless Services Funding Policies (Section 5, p. 16-19).						
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations		
5.2.	Joint Funding from Other Sources					
5.2.1.	Demonstrate leveraging of other funds and/or in-kind contributions.	Yes	N/A	Working under the fiscal umbrella of Russian Riverkeeper, the Clean River Alliance operates the Clean Cam program. This program has built a great reputation in the Lower Russian River area, and has proven effective in providing trash pickup along area waterways, and employing local unsheltered people to clean the streets in downtown Guerneville. The application shows some leveraging, but its full capacity in terms of volunteer hours is not demonstrated in the application. The project is not		
5.2.2.	Percent of total project budget from other sources (Higher is better, 0-4 points)	19%	1			
5.2.3.	Demonstrated administrative capacity and adequate provisions for long-range maintenance and operations.	Yes	N/A			
5.3.	Organizational Capacity - no scoring					
5.3.1.	Application materials timely, complete and accurate	Yes	Russian RiverKeeper submitted its application on time and complete. The organization oversees the operations of the Clean River Alliance, led by Chris Brokate, who leads the Clean Camp & Education project. Both Clean River Alliance and Russian Riverkeeper have done well with their first year's funding through the Lower Russian River Homelessness Initiative. RRR / CRA are the only organizations of this type who operate in the Guerneville and Lower Russian River area--or anywhere else in Sonoma County, for that matter. With this application, RRR/CRA request funding to expand their operations to areas along the Russian River in Northern Sonoma County. The budget gives no detail regarding the expense line items; the existing project is projected to leave about \$43,000 unspent at the end of FY 2018-19.			
5.3.2.	Existing projects: required submissions submitted complete and on-time	Yes				
5.3.4.	Demonstrated support for geographic preference (single jurisdiction or region)	Yes				
5.3.5.	The project is appropriate in size, scope, and location to address the targeted client population and defined service area.	Yes				

Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations
5.4 Housing First				
5.4.1	Housing First Assessment Tool Scores stated in the application - ELIGIBILITY REQUIREMENT	No	N/A	The applicant did not report scores on the Housing First Assessment Tool despite its operation in FY 2018-19. The narrative did not indicate a strong alignment with Housing First principles, but the program is fairly low barrier.
	Quality of Synopsis of Narrative Response (Score 0-7, 1 point per section)	Yes	4	
5.5 Coordinated Entry				
5.5.1	Acceptance of referrals only from Coordinated Entry (CE) and lowered barriers to entry (e.g., no income or sobriety requirements) - ELIGIBILITY REQUIREMENT	No		This is primarily an encampment outreach effort, and as designed does not have the capacity to operate as a Coordinated Entry access point. Staff encourage connections with Coordinated Entry and other services and housing. If funded a formal relationship with Coordinated Entry and other street/encampment outreach should be developed.
5.5.2	Participation in Coordinated Entry collaborative efforts - ELIGIBILITY REQUIREMENT	No		
5.6 Performance Measurement & Project Priorities				
5.6.1.1	Increase housing placements: Number to be housed (Permanent or Temporary) Score 0-5 pts	%	0	Due to the project design, the connection between service delivered and even temporary housing placement is not clear. However this project's primary objective--minimizing the impact of homeless camps along waterways--is highly valued by the surrounding community and decreases stigma. The project is delivered in a way that engages unsheltered chronically homeless persons with dignity, which accounts for its great reputation even in volatile situations.
5.6.1.2	Decrease the overall length of homeless episodes: Number of Days to Permanent Housing Exit from Shelter. Score 0-5 pts			
5.6.1.3	Minimize returns to homelessness from permanent housing: Number anticipated to retain permanent housing. Score 0-5 pts	%		
5.6.2 Project Priorities				
5.6.2.1	Number of housing units to be developed (see Capital Projects evaluation tool)			There is no indication in the application that the Clean Camp & Education Project will provide a connection to Coordinated Entry access points. In the Lower Russian River area, this project's respectful engagement of unsheltered persons in productive activity through cleanup of camps and downtown , and CRA's warm partnership other local homeless service agencies facilitates entry into Coordinated Entry and other services. Because this project provides no direct linkage to housing and no estimate is made of even temporary housing placement, it is not possible to calculate the cost of a housing placement. Therefore the project earns 0 points on Cost of Housing Outcome. The project estimates engaging 280 persons in, at a minimum, cleanup of their own camps. Therefore the cost per person touched by the project is \$688.
5.6.2.2	Permanent Supportive Housing: Serves chronically homeless person. 2 pt	N/A		
	Permanent Supportive Housing: case management:client ratio <15:1. 1 pt	N/A		
	Permanent Supportive Housing: Partnership with non-homeless supportive service agencies (e.g., health, employment, etc.). 1 pt	N/A		
5.6.2.3	Rapid Re-Housing: Housing Locator staff included, 2 pt.	N/A		
	Rapid Re-Housing: demonstrate partnerships with non-homeless supportive service agencies (e.g., health, employment, etc.), 2 pt.	N/A		
5.6.2.4	Shelters/Navigation Centers: Investment will lower barriers and address special needs, 0-9 points.	N/A		
5.6.2.5	Day Centers and street/encampment outreach projects will serve as CE Access Point, 0-4 pts	No	2	
5.6.2.6	Homeless Prevention Projects: Planned & historic % of persons demonstrating improved housing stability, 0-9 pts	%		
	Homeless Diversion Projects: Percent of participants at imminent risk of homelessness who avoid entering homeless services. 0-9 pts	%		
TOTAL SCORE			7	FUNDING RECOMMENDATION
				\$100,000-\$125,000
RATIONALE:		The unique Clean Camp & Education project has played a significant role in decreasing tensions around homelessness in the lower Russian River area. There is an understandable demand for expanding its approach to other parts of Sonoma County and to outreach efforts generally. Evaluators and the Leadership Council may want to consider whether to require a more direct linkage with Coordinated Entry as a condition of funding. The suggested range is consistent with the organization's capacity as demonstrated by its current grant funding.		

GOALS: Decrease the length of homeless episodes • Increase placements in housing • Reduce returns to homelessness • Decrease first-time homelessness • Increase incomes • Reduce the total number of people experiencing homelessness in Sonoma County						
Organization Name	Social Advocates for Youth		Project Name	Street Outreach		
Organization Location	2447 Summerfield Road, Santa Rosa		Project Location	All locations in Sonoma County		
CDC Funding History		2016-2017	2017-2018	2018-2019		
Requested	N/A - did not apply		N/A - did not apply		75,000	
Awarded	\$25,000 was provided thru County supplemental budget process for Sonoma Valley outreach		\$0		30,000	
Households Served			2019-2020 Request	350,000		
	Proposed	Achieved				
Number Served - July 1 - Dec 31 (Existing Projects)		71	Funding Sources Eligible for Project	Community Development Block Grant (CDBG) Federal / State ESG Homeless Emergency Aid Program (HEAP) Sonoma Valley Initiative		
Projected # Served- July 1 - June 30 (Existing Projects)						
Planned # to be served in FY 19-20 (New and Existing Projects)	500					
Budget and Anticipated Cost of Services						
Organizational Budget	6,500,000	% Served low/mod income		100%		
Project Budget	378,000	Cost per Housing Outcome	Unknown	Score 0-5	0	
CDC Request	350,000	Current Ratio		2.45		
Request as % of Project budget	93%	Debt to Asset Ratio		0.2		
Project as % of Org Budget	6%	Debt to Equity Ratio		0.25		
The following criteria refer to Selection Criteria of the FY 18-19 Homeless Services Funding Policies (Section 5, p. 16-19).						
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations		
5.2.	Joint Funding from Other Sources					
5.2.1.	Demonstrate leveraging of other funds and/or in-kind contributions.	Yes	N/A	The SAY Street Outreach project is eligible for multiple funds and is key to serving transitioned aged youth throughout the entire county. The SAY Street Outreach project is requesting 93% of their projected budget to support their existing street outreach program, which lost federal funding for FY18-19. Thus this significantly increased request is apparently intended to replace the lost federal funds. It is unclear how SAY plans to ensure the future of this program without renewed federal grants. This project is requesting two-year funding, which is eligible under the HEAP program.		
5.2.2.	Percent of total project budget from other sources (Higher is better, 0-4 points)	7%	1			
5.2.3.	Demonstrated administrative capacity and adequate provisions for long-range maintenance and operations.	Unclear	N/A			
5.3.	Organizational Capacity - no scoring					
5.3.1.	Application materials timely, complete and accurate	Yes	The application was submitted on time and in complete form. SAY Street Outreach is the only project offering street outreach services to transitioned age youth, and provides these services county-wide. Quarterly report submissions to the Commission have been on time, with no monitoring issues in recent years. SAY has been operating as a Coordinated Entry (CE) Comprehensive Access site for several years without funding for the increased workload. This demonstrates SAY's commitment to providing services for the TAY population throughout the county. SAY works closely with other agencies to ensure the youth are connected with their services. The budget submitted does not state how many FTEs are supported with the \$241,000 personnel line item; this would be helpful information to determine appropriate funding levels. SAY requests indirect admin, which is ineligible for most funding streams.			
5.3.2.	Existing projects: required submissions submitted complete and on-time	Yes				
5.3.4.	Demonstrated support for geographic preference (single jurisdiction or region)	No				

5.3.5.	The project is appropriate in size, scope, and location to address the targeted client population and defined service area.	Yes		
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations
5.4 Housing First				
5.4.1	Housing First Assessment Tool Scores stated in the application - ELIGIBILITY REQUIREMENT	Yes	N/A	SAY's Outreach project was assessed at a score of 102 out of a possible 108 on the Housing First Assessment tool, an increase of 7 points from June 2018. Their project is described as a low barrier model which works with unsheltered youth to support them to overcome challenges to housing. SAY was one of the first supporters of Housing First practices, providing harm reduction, Motivational Interviewing, and supportive services centered around client choice.
	Quality of Synopsis of Narrative Response (Score 0-7, 1 point per section)	Yes	7	
5.5 Coordinated Entry				
5.5.1	Acceptance of referrals only from Coordinated Entry (CE) and lowered barriers to entry (e.g., no income or sobriety requirements) - ELIGIBILITY REQUIREMENT	Yes		SAY has been operating as a Coordinated Entry System (CES) Comprehensive Access site (managing their own program referrals) through this outreach project for years without any additional funding. This agency took on CES operations when there was no additional funding available, they wanted to make sure that the youth had a place to go where they felt comfortable. SAY participates in Coordinated Entry and has requested funding for their work within the system this funding cycle.
5.5.2	Participation in Coordinated Entry collaborative efforts - ELIGIBILITY REQUIREMENT	Yes		
Policy Section #	Evaluative Measure	Meets Criteria	Score	Staff Observations
5.6 Performance Measurement & Project Priorities				
5.6.1.1	Increase housing placements: Number to be housed (Permanent or Temporary) Score 0-5 pts	0%	0	No other project in the county provides outreach services to the TAY homeless population. Although it was not noted on the application, SAY has been referring youth in CES to their emergency shelter. This data is not something that is not currently tracked/monitored, but should be looked at in the future. SAY does not commit to even a temporary housing outcome (either in the application or in its existing contracts), thus no points can be earned in this section.
5.6.1.2	Decrease the overall length of homeless episodes: Number of Days to Permanent Housing Exit from Shelter. Score 0-5 pts			
5.6.1.3	Minimize returns to homelessness from permanent housing: Number anticipated to retain permanent housing. Score 0-5 pts	%		
5.6.2 Project Priorities				
5.6.2.1	Number of housing units to be developed (see Capital Projects evaluation tool)			The SAY street outreach team engages hard to reach TAY and has the ability to refer clients directly into their own emergency shelter. This provides a unique opportunity to build rapport with this hard to reach population, which often has a difficult time trusting people. SAY has not made any commitment or report on the number of youth accessing temporary housing, though. (Even simply dividing the program cost by the number of youth proposed to be served yields an extremely cost-effective \$756 per youth.) SAY has been an important part of Coordinated Entry and outreach, providing support to Catholic Charities HOST and Coordinated Entry staff when clients are hard to engage, but in need of services. SAY regularly goes out into the field with other outreach specialists within the community.
5.6.2.2	Permanent Supportive Housing: Serves chronically homeless person. 2 pt.	N/A		
	Permanent Supportive Housing: case management: client ratio <15:1. 1 pt.	N/A		
	Permanent Supportive Housing: Partnership with non-homeless supportive service agencies (e.g., health, employment, etc.). 1 pt.	N/A		
5.6.2.3	Rapid Re-Housing: Housing Locator staff included, 2 pt.	N/A		
	Rapid Re-Housing: demonstrate partnerships with non-homeless supportive service agencies (e.g., health, employment, etc.), 2 pt.	N/A		
5.6.2.4	Shelters/Navigation Centers: Investment will lower barriers and address special needs, 0-9 points.	N/A		
5.6.2.5	Day Centers and street/encampment outreach projects will serve as CE Access Point, 0-4 pts	Yes	4	
5.6.2.6	Homeless Prevention Projects: Planned & historic % of persons demonstrating improved housing stability, 0-9 pts	%		
	Homeless Diversion Projects: Percent of participants at imminent risk of homelessness who avoid entering homeless services. 0-9 pts	%		
TOTAL SCORE			12	FUNDING RECOMMENDATION
				\$300,000-\$325,000
RATIONALE:	The SAY Youth Street Outreach Project plays a significant role in Home Sonoma County's system infrastructure, and would be an eligible use of 2-year HEAP funding. The Sonoma Valley Homeless Initiative has recommended \$50,000 over 2 years (\$25,000/year) of its local allocations to support youth outreach in the Sonoma Valley. This amount is included in the suggested range above.			