



Sonoma County 2026 Continuum of Care Competition Supportive Service Only (Including Street Outreach) New Project Scoring Tool

Measure	Scoring Methodology	Possible Points
A. System Performance Measures (SPM)		
1. SPM 7. Successful Placement or Referral (exits to temporary or permanent housing)	Measures the project's proposed effectiveness in connecting people contacted through outreach or day services to shelter, transitional housing, or permanent housing pathways in the first contract term. Scoring: ≥ 50%= 7 pts., 49-35%= 5 pts., 34-20%= 3 pts., <20%= 0 pts.	7
2. SPM 1. Length of Time Persons Remain Homeless	Proposed Median number of days from engagement to Shelter or housing referral (Outreach), Housing assessment or referral (Day Center), Exit to PH or positive housing (Emergency Shelter). Scoring: ≤ 15 days= 7 pts., 30 days= 5 pts., 60 days= 3 pts., > 90 days= 0 pts.	7
3. SPM 4. Increase in Earned Income from employment	Proposed percentage of clients served in the project to meet this outcome. Scoring: 100-50%= 7 pts., 49-30%= 5 pts., 29-10%= 3 pts., <9% = 0 pts.	7
4. SPM 4. Increase in Non-Employment Income	Proposed percentage of clients served in project to meet this outcome Scoring: 100-50%= 5 pts., 49-30%= 3 pts., 29-10%= 1 pts., <9% = 0 pts.	5
B. Other Objective Criteria		
5. Maximizing the use of Mainstream resources	Proposed percentage of clients served in the project that will receive non-cash benefits such as mainstream health, social, and employment programs. Scoring: 100–75% = 5 pts., 74–60% = 3 pts., 59–45% = 1 pt., <45% = 0 pts.	5
6. Supportive Service Requirements	Project plans to implement supportive services requirements. Scoring: Yes & documentation provided = 6 pts. Yes & no documentation provided = 3 pts. No, Provider is a Victim Services Provider and is exempt = 6 pts. No= 0 pts.	6
7. Coordination with Law Enforcement and First Responders	Demonstrate that the project either has established partnerships or has a clear plan to establish partnerships with first responders and law enforcement to engage people living in places not meant for human habitation and connect them to emergency shelter, treatment programs, family reunification, transitional housing, or independent living. The applicant must show that the project will cooperate, assist, and not interfere or impede law enforcement in enforcing local laws such as public camping and public drug use laws. This information must be clearly described in the e-snaps	6



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	project application, within the project description section. Scoring: Detailed evidence of existing partnerships and/or well-defined plan= 6 pts. Shows some current collaboration or a general plan= 3 pts. Little or no evidence of existing or planned partnerships= 0 pts.	
8. Self- Sufficiency	The Supportive Services project is necessary to assist people in exiting homelessness, addressing barriers to stable housing (e.g., substance use disorder, unemployment, childcare, etc.) and increasing self-sufficiency. Scoring: Narrative includes a plan of steps taken to provide self-sufficiency = 5 pts. Proposal does not include a plan = 0 pts.	5
9. Coordination with Shelter, Transitional Housing and Housing Partners	The project proposal must demonstrate established coordination with Shelter, Transitional Housing, and Housing Partners by listing the specific partners to whom participants will be referred for placement (e-snaps project description). Scoring: 5 pts.= The proposal includes all required partner types (Shelter, Transitional Housing, and Housing Partners). 2.5 pts. = The proposal includes some, but not all of the required partner types. 0 pts.= The proposal does not include all required partner types.	5
10. Availability of Treatment and Recovery Services	Proposed project provides Substance Use Disorder Services (SUDS) either through the proposal as staffing or through collaboration with other providers. Scoring: SUDS is available for project participants with attached agreement attached = 6 pts. SUDS available to all but no commitment letter attached = 3 pts. No SUDS= 0 pts.	6
C. Project and Financial Assessment		
11. Budget	5 points for a budget that is reasonable and meets threshold requirements for eligible expenses. Line-item narratives document how CoC funds requested are essential to helping people become permanently housed. Required 25% match (cash or in-kind) is adequate, from appropriate sources, and accurately calculated. Staff will calculate.	5



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12. Organizational Capacity and Experience/ Demonstrated Capacity to manage CoC Awards	Providers new to CoC: Demonstrated ability to manage CoC awards or other federal or state funding with experience in leveraging funds. Scoring: Demonstrated capacity managing state or federal awards and experience leveraging funds= 7 pts. No experience with State/federal funding or leveraging funds= 0 pts. CoC Renewal Providers: cumulative rankings from past 3 CoC Competitions. Full points awarded to agencies scoring in the Top 5 of the previous 3 CoC Competitions. Scoring: Top 5 past 3 years= 7 pts. Not meeting this criteria= 0 pts.	7
13. Project Readiness	Plan for opening services is understandable, realistic, and timely (e.g., open within 90 days of contract execution-2027/2028 term). Meeting all requirements= 5 pts. Not meeting all= 0 pts.	5
14. Financial Audit	Scoring based on most recent audit including identification of agency as "low risk", number (if any) of findings. Staff scored. Scoring: 5 pts. = Submitted a completed independent third-party financial audit conducted within the past two (2) years with no material findings and completed in a timely manner. 2.5 pts.= Submitted audited financial statements demonstrating a debt-to-asset ratio below 40%, or submitted an independent financial audit that included findings. 0 pts.= Did not submit an independent financial audit or audited financial statements completed within the past two (2) years.	5
D. Local and Other HUD Priorities		
15. HMIS Data Quality, Timeliness	Existing HMIS Providers will be scored based on all HMIS projects. High data quality and timeliness of assessments. HMIS Staff will score. There are 3 criteria: 1) Personally Identifiable Information (Name, DOB, Race & Ethnicity) are at least 95% complete 2) Universal Data Elements & Income and Housing Data Quality are at least 95% complete 3) Timeliness Scoring: Meeting all 3 criteria= 3 pts., Meeting 2/3= 1.5 pts., Meeting 1 or none= 0 pts.	3



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	If you are not using HMIS data, project will score half points.	
16. Additional Local/ HUD Priorities	1 point for each goal this is in the proposer either currently does or plans to incorporate: a. Provider will collaborate with corrections partners/law enforcement b. Staff will be trained on and will screen for mainstream resources (e.g. Medi-cal, Calfresh, TANF, substance abuse programs, employment assistance) c. Project will promote/support volunteering, community engagement, and employment services d. Does your project have the ability to partner with services orgs to reduce overhead costs and to prevent duplication of services. I.e., payroll grants, HR, not just your own overhead but from county expenses, etc.	4
17. Project Narrative/Design	Narrative is understandable; project design reflects the experience of applicant in working with proposed population; applicant understands client needs, type and scale, and location of the housing fit population being served, how clients are assisted in receiving mainstream benefits, performance measurement indicators for housing and income meet HEARTH benchmarks, plan to assist clients with rapidly obtaining permanent housing is clear and accessible. Staff will score. Meeting all requirements above= 6 pts. Meeting all but one requirement above= 3 pts. Narrative was clear, but no measurable outcomes were included= 1 pts. Narrative was not clear and no measurable outcomes were included= 0 pts.	6
18. Persons with Lived Experience	Seeks feedback from Persons with lived experience or those who have formerly experienced homelessness. Scoring: 2 pts. per question answered yes	6
19. Priority Sub-populations	Proposed project serves one of the following priority sub-populations: Families, Seniors, or Transition-aged youth. (2 Bonus points)	+2
Total Points:		100