



**CITY OF CLEVELAND**

Mayor Justin M. Bibb

**COMMUNITY DEVELOPMENT**

**City of Cleveland- Request for Proposals  
ESG and CDBG Homeless Services Program  
Application Scoring Rubric**

Note- for the purpose of this rubric “grant” is defined as an ESG or CDBG Homeless Grant from the City of Cleveland.

**Agency Questions:**

Key positions within the organization are adequately staffed, and turnover is not an issue of concern. (Max 4 Points)

General Revenue Sources are: (1) Diverse and tend to increase from year to year (3 Points); (2) Relatively consistent from year to year (2 Points); (3) Decreased from previous year (1 Point)

Agency's Board has at least one person with lived homeless experience (N=0 / Y= 5 Points)

Has the Agency submitted a current audit? (June 2023 or later) (N=0 / Y= 5 Points)

**Performance Questions:**

Proposed Outputs: Exceed previous year goals (5 points); Are consistent with previous year goals, or did not receive a grant in the previous year (3 points); Are lower than previous year goals (2 points); Are different from previous year goals (1 point)

The Agency has received 1-3 grants in the last five years and typically: Exceeds all contract performance goals (20 points); Meets the majority of contract performance goals (10 points) Does not meet program goals (0 points); Did not receive a grant in the last 5 years (15 points)

The proposed service reflects the goals of the City of Cleveland Department of Community Development. (Max: 10 points)

**Financial Questions:**

The amount requested from Community Development Department is: Between 10% and 25% of the total program cost (3 points); Between 26% and 50% of the total program cost (2 points); Less than 10% or greater than 50% of the total program cost (1 point)

The Agency has shown evidence of match that: Exceeds the requested amount of the grant (5 Points); Meets the requested amount of the grant; (3 Points); Is less than the requested amount of the grant (0 Points)



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**Agency Qualifications:**

The Agency is consistently late or submits incomplete/inaccurate accomplishments reports and payment requests (N = 0 / Y = -5 Points)

The Agency has a record of achievement for this kind of work, or is uniquely qualified to provide these services (Max: 5 points)

The Agency has been endorsed by a national or regional accrediting body for adhering to certain quality standards and for demonstrating a level of competency in providing these services (Max: 5 points)

Key staff members are appropriately degreed, licensed or certified to provide these services (Max: 10 Points)

The Board of Directors has the requisite skills (e.g. legal, financial, program-specific skills) and experience to support the programmatic and fiduciary goals of the Agency (Max: 5 Points)  
The Agency has established working relationships with other organizations and collaborated on programs or special projects to complement their own programming. (Max: 10 Points)

**Data and Process Improvement:**

The Agency uses current, relevant data sources to demonstrate a community need or problem that the proposed program or service can positively impact. (Max: 10 Points)

The Agency relies primarily on anecdotal evidence to demonstrate a community need or problem. (Y = -5 / N = 0 Points)

The Agency solicits client feedback and implements programmatic changes based on feedback to better their service. (Max: 5 Points)