

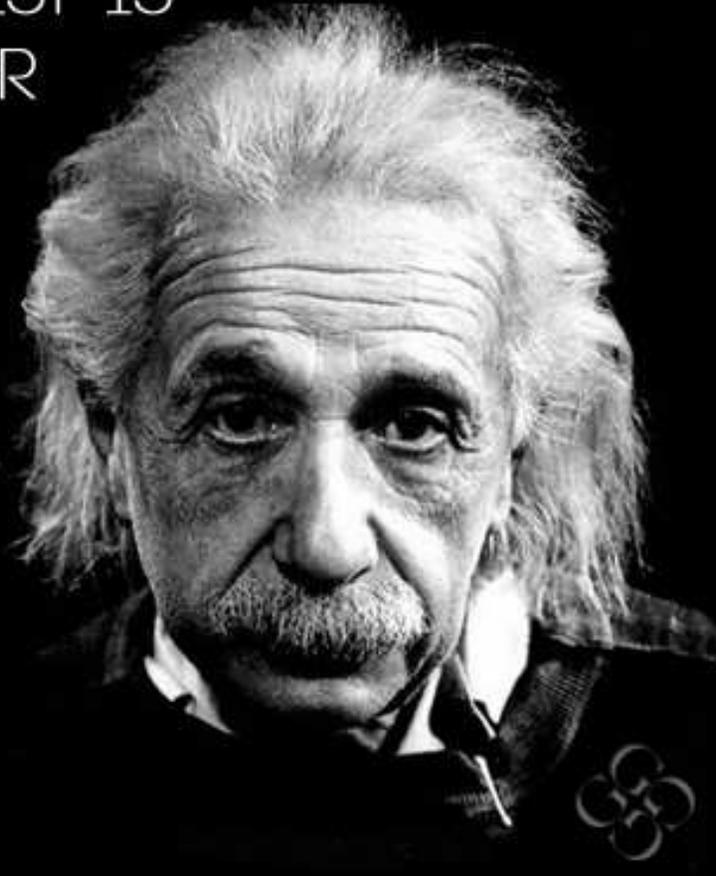
# How to Form CoC Governance that Gets Results



# CoC Governing Body Role

“COMPOUND INTEREST IS  
THE EIGHTH WONDER  
OF THE WORLD. HE  
WHO UNDERSTANDS  
IT, EARNS IT ... HE  
WHO DOESN'T ...  
PAYS IT.”

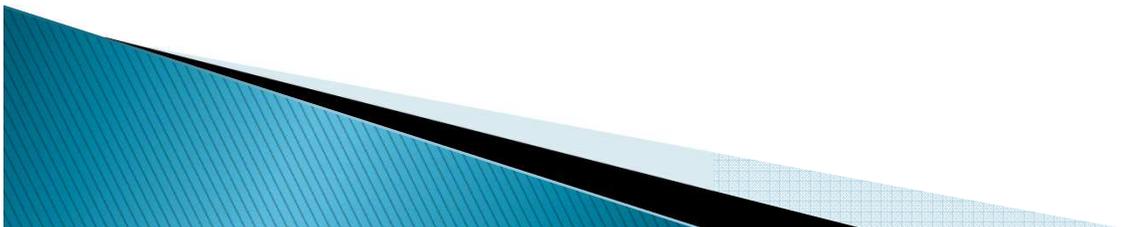
-ALBERT EINSTEIN



**The Power of Compound Interest**  
\$1,000 Compounding at 8% Annually



# Taking Exponential Steps



# Lutheran Services Florida Health Systems

Managing Entity for Substance Abuse and Mental Health Funding (State Funding Management and Monitoring)

Cover 23 Counties and 7 CoCs, Northeast Florida (Jacksonville, Daytona Beach, Gainesville)

Expected to reduce homelessness in the Region



# Our CoCs



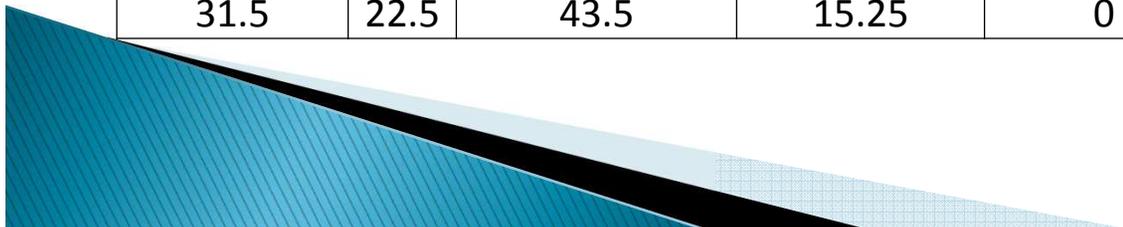
# Differences

- Homeless Populations – From 450 to 1,300
- Areas – From 1 county to 4 counties
- Geographics – 5 urban counties, 18 rural counties
- Types of people to serve – 75%/25%
- Service Differences – From robust Coordinated Entry to No Emergency Shelter
- CoC Scoring and Development

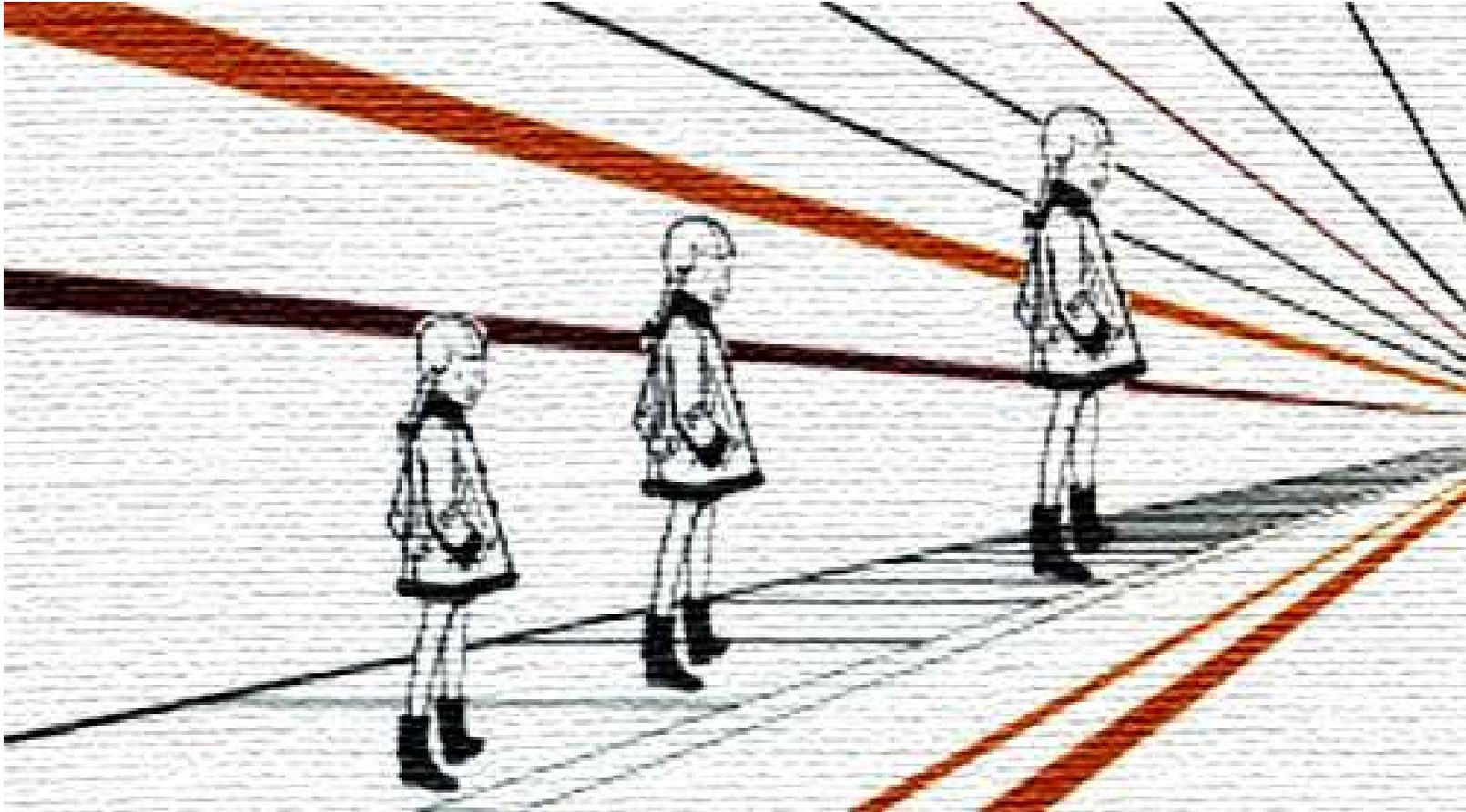


# HUD 2015 NOFA Scoring Summary

CoC Engagement	HMIS	System Performance	Accessing Mainstream Benefits	Leveraging	Total Score	Bonus Points	Total
45.5	24	82.5	18.5	0	170.5	3	173.5
48	22	80	17.75	1	168.75	3	171.75
47.75	27	70	13.25	0.25	158.25	3	161.25
33.25	22.5	68	18	1	142.75	3	145.75
29.5	21	62	17.75	1	134.25	3	137.25
25.5	27	52	17	0	121.25	3	124.25
31.5	22.5	43.5	15.25	0	112.75	3	115.75



# Our CoCs



# Similarities

- They are trying to do good work
- 3 Components – CoC Governing Body, Collaborative Applicant, and HMIS Lead
- Probable lack of resources
- Definite lack of community involvement
- Sometimes lack of political will



# Community vs. Individual Agency

Determined by the makeup of your CoC  
Governing Body

- More service providers = less community perspective
- Change your bylaws
- Change your leadership
- Providers should be elected to represent a group, not themselves



# Using Data vs. Anecdotal Information

Determined by the CoC Governing Body  
confidence in the HMIS Administrator

- How many people believe in your HMIS System?
- You must SHOW the data for it to exist.
- You must USE the data to make decisions (funding) for it to exist.
- It also helps to find data outside your HMIS.



# Year Round vs. HUD NOFA Process

Determined by the strength and focus of your CoC Governing Body Committees

- What are the names and focus of your committees?
- Do you have specific and measurable goals for each committee?
- How proactive are your committees?
- Does the Collaborative Applicant understand it's role with the Committees?



# All funding vs. Specific funding source

## Determined by the makeup of your CoC Governing Body

- Add funders from other sources to your governing body.
- Add for-profit business leaders to your governing body.
- Develop Community Standards to share with other funders.
- Don't "defund" providers, help them switch to other funding sources.
- Hold community events with other funding agencies.
- Advocate with other funding agencies.
- Sometimes it's okay to say "NO" to funding.



# Transitioning to a new service delivery system

## Determined by the education of the CoC Governing Body

- How educated is your CoC Governing Body about homelessness?
- How robust is your orientation for new members?
- How often do you bring in experts to educate?
- How many questions do members ask?



# Disagreement

Determined by the strength of leadership on your CoC Governing Body.

- How often do your members disagree?
- How reasonably do your members “argue”?
- How many conversations take place away from the table?
- How do you use Robert’s Rules of Order?
- How many votes are unanimous?



# Conclusion

- ▶ A CoC Governing Body can be exponentially GOOD or BAD
- ▶ It's not too late to change (even if you have to blow it up)
- ▶ HUD is only one piece of the CoC Total
- ▶ Change should include some difficulty
- ▶ When in doubt talk with and visit others

