



GOVERNOR'S OFFICE OF BUSINESS AND ECONOMIC DEVELOPMENT
STATE OF CALIFORNIA • OFFICE OF GOVERNOR GAVIN NEWSOM

CALIFORNIA COMMUNITY REINVESTMENT GRANTS PROGRAM

Fiscal Year 2020–21 Grant Solicitation

September 2020

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GUIDANCE AND OVERVIEW

This document provides applicants with information regarding the California Community Reinvestment Grants (CalCRG) program and instructions to access and complete the CalCRG program application. For more information regarding the CalCRG program, please visit www.business.ca.gov/CalCRG. If you have additional questions after reading the Grant Solicitation, please contact the CalCRG team by emailing CalCRG@gobiz.ca.gov or calling (916) 322-2683.

Note on Coronavirus Pandemic and Related Public Health Emergency

The current COVID-19 pandemic is an unprecedented event that has impacted the lives of all Californians. While all Californians have been affected by the coronavirus pandemic, the data shows disproportionate impacts on communities of color. For example, the effects of the public health emergency are highlighting existing inequities produced by systemic racism and injustice including higher incidence of COVID-19 cases and deaths, especially among African American and Latino working-age adults.¹² These health outcomes are directly tied to social and economic factors such as lower access to quality health care, higher adverse childhood experiences which lead to trauma-related health conditions, higher poverty rates, higher probability of living in densely populated housing, higher employment and housing insecurity, and higher justice system involvement.³

Additionally, many businesses and organizations have had to modify their operations. The health and safety of service providers and clients is a priority for GO-Biz. We want to remain responsive to the dynamic circumstances during this critical time so that, to the extent possible, our priority populations and communities continue to receive the much-needed services and support in the safest manner. This will mean thinking creatively with stakeholders, interested parties, and CalCRG program grant recipients to continue to adapt our program to accommodate the realities on the ground.

Background

The Governor's Office of Business and Economic Development (GO-Biz) serves as the State of California's leader for job growth and economic development efforts. GO-Biz offers a range of services to business owners including attraction, retention and expansion services, site selection, permit assistance, regulation guidance, small business assistance, international trade development, assistance with state government, and much more.

The CalCRG program was included in the Adult Use of Marijuana Act (Proposition 64), which was approved by California voters on November 8, 2016. In accordance with the proposition, GO-Biz will award grants to Local Health Departments and at least 50 percent to qualified

¹ Bassett MT, Chen JT, Krieger N. The unequal toll of COVID-19 mortality by age in the United States: quantifying racial/ethnic disparities. Harvard Center for Population and Development Studies Working Paper Series, Volume 19, Number 3. June 15, 2020. Available at: <https://www.hsph.harvard.edu/social-and-behavioral-sciences/2020/06/23/the-unequal-toll-of-covid-19-mortality-by-age-in-the-united-states-quantifying-racial-ethnic-disparities/>. Accessed June 21, 2020.

² California Department of Public Health COVID-19 Race and Ethnicity Data. Available at: <https://www.cdph.ca.gov/Programs/CID/DCDC/Pages/COVID-19/Race-Ethnicity.aspx>.

³ Chotiner I. The interwoven threads of inequality and health. New Yorker. April 14, 2020. Available at: <https://www.newyorker.com/news/q-and-a/the-coronavirus-and-the-interwoven-threads-of-inequality-and-health>. Accessed June 21, 2020.

Community-based Nonprofit Organizations to support job placement, mental health treatment, substance use disorder treatment, system navigation services, legal services to address barriers to reentry, and linkages to medical care for communities disproportionately affected by past federal and state drug policies, also known as the War on Drugs (WoD).

The historical and current context around the WoD is critical to understanding the impact GO-Biz and the CalCRG program aspires to achieve for our priority populations and communities. The WoD has disproportionately impacted communities of color, particularly low income African American/Black and Latino/Hispanic populations. For example, even though African American/Black, Latino/Hispanic, and White persons use and sell marijuana at similar rates, African American/Black and Latino/Hispanic individuals have historically been arrested more frequently for marijuana violations.⁴⁵⁶ Harsh federal and state drug policies enacted during the WoD led to the mass incarceration of people of color, decreased access to social services, loss of educational attainment due to diminished federal financial aid eligibility, prohibitions on the use of public housing and other public assistance, and the separation of families. Individuals from populations and communities in California that were disproportionately impacted by the WoD represent the CalCRG program priority populations. The CalCRG program aims to be a resource to address and repair the multi-generational impacts of the WoD.

While the effects of the WoD are well documented and visible in communities across the state, the CalCRG program also recognizes that impacted populations have many assets, collaboratives, and excellent program and service providers making positive change. The CalCRG program hopes to invest in these community resources to mitigate and, where possible, overcome the presence of systemic restrictions and barriers to opportunity and equity. GO-Biz encourages applications from organizations that are bringing healing and economic empowerment to individuals, families, and communities that have been disproportionately impacted by past federal and state drug policies.

Program Priorities

In the initial CalCRG program Grant Solicitation it was mentioned that the program will evolve and look different over time. After receiving valuable feedback from stakeholders and applicants on the Fiscal Year 2018-19 grant application, the CalCRG program team made updates to the application questions, evaluation process, scoring criteria, grant term duration, and more. Our intent continues to be to make the program easier to access for grassroots Community-based Nonprofit Organizations, and to invest in services that provide greater impact for the populations and communities we serve.

Fiscal Year 2020-21 CalCRG program priorities include proposals from organizations led by individuals directly impacted by the WoD, organizations that serve formerly incarcerated individuals, and organizations placing individuals in jobs. Preference Points will be allocated to proposals that match current CalCRG program priorities. These funding priorities may change in future years as staff assess outcomes of the previous funding cycles and receive continued input from stakeholders. CalCRG staff are resolved to ground the program in science and data, while being receptive to emerging and innovative approaches and to remain responsive and

⁴ Bureau of Criminal Statistics, California Department of Justice, "Crime in California 2010," (2011).

⁵ Substance Abuse and Mental Health Services Administration, "Results from the 2014 National Survey on Drug Use and Health," (2015), Tables 1.24A and 1.24B.

⁶ University of California Los Angeles, California Health Interview Survey, 2011-2012.

accountable to stakeholders and taxpayers. Although the funding amounts and program priorities will likely change in subsequent years, our mission, guiding principles, and program goals will provide a strong foundation for the program to grow and create tangible positive impacts in communities.

OUR MISSION

The CalCRG program advances health, wellness, and economic justice for populations and communities harmed by the WoD.

OUR GUIDING PRINCIPLES

1. Responsive to and focused on populations and communities disproportionately impacted by the WoD.
2. Grounded in science and data, while being receptive to emerging and innovative approaches.
3. Advancing whole person, trauma-informed approaches.
4. Accountable to taxpayers and stakeholders.

GOALS

1. Identify and invest in high-impact approaches to serve communities affected by the WoD.
2. Engage stakeholders and develop meaningful relationships with and provide excellent support to grantees.
3. Build awareness about the program and its impacts.
4. Optimize program administration and ensure the grant application, invoicing, and reporting processes are user-friendly.

Timeline

Date	Activity and Detail
September 21, 2020	Grant Solicitation Release The Grant Solicitation will be released on this date and will be available at www.business.ca.gov/CalCRG .
September 28, 2020	Online Application Portal Available to Complete Application Phase 1 The online application portal will be available via a link at www.business.ca.gov/CalCRG
November 2, 2020	Phase 1 Application Due Date Phase 1 Applications must be submitted no later than 11:59 pm on November 2, 2020.
January 11, 2021*	Phase 2 Application Release Only applicants that pass the Phase 1 Application process will be invited to participate in the Phase 2 Application process. Applicants invited to participate in Phase 2 will be informed by email of the Phase 2 deadline.
November 2020 – April 2021*	Grant Evaluation and Awards GO-Biz will evaluate applications and award grants during this period.
May 2021 – April 2024*	Grant Term All grant funds must be expended during the 3-year grant term.

**Subject to change depending on volume of applications received.*

Funding

A total of \$28,800,000 is available, of which 50 percent will be reserved for small Community-based Nonprofit Organizations that have average annual total revenue of \$2,000,000 or less

over the last three tax years. The remaining 50 percent of funding will be available for all other Community-based Nonprofit Organizations and Local Health Departments. Applications are subject to a minimum request of \$100,000 and a maximum request of \$450,000 for applications from a single organization. For collaborative applications, the minimum request is \$200,000 and the maximum request is \$900,000, with the maximum allocation of \$450,000 for any one organization in the collaboration. The minimum amount that may be allocated to an organization in a collaborative application is \$100,000. For a collaborative application to be considered under the small Community-based Nonprofit Organization funding allocation referenced above, all organizations within the collaboration must be Community-based Nonprofit Organizations and meet the revenue requirements referenced above. An organization may only submit one application, either as a single organization applicant or as part of a collaborative application. Funds may only be used for eligible activities and costs. The amount awarded may be spent over the three-year grant term. Grant funds may be expended only during the grant term. Funds expended before or after the grant term will not be eligible for reimbursement.

Eligible Applicants

- Local Health Departments (LHDs) – Defined as any of the 61 California-identified local government health departments with a legally appointed Health Officer.
- Community-based Nonprofit Organizations (CBOs) – Defined as organizations established and focused on issues and concerns at the community level (neighborhood, city, county, region) that are representative of the populations⁷ or significant segments of the populations they provide services to in that community. They are often organized around a particular purpose or cause and tend to be grassroots in nature, working from the ground-level upward to create positive change and equity. Any CBO that applies for CalCRG program funds must:
 - Have been duly organized, in existence, and in good standing for at least six months prior to the date the Grant Solicitation is issued by GO-Biz;
 - Be registered with the California Secretary of State’s Office, with an “Active” status;
 - Be a tax-exempt⁸ organization;
 - Be in compliance with requirements of the California Attorney General’s Registry of Charitable Trusts, with a “Registry Status” of “Current” or “Exempt”;
 - Have any other state or local licenses or certifications necessary to provide the services requested (e.g., facility licensing by the Department of Health Care Services, etc.), if applicable; and
 - Have a physical address in California.

Note: The above eligibility requirements must be met no later than the Phase 1 application due date, and applicants must maintain that eligibility throughout the application process and during the grant term if awarded.

Existing CalCRG program grantees that meet the aforementioned requirements may apply; however, grantee performance will be reviewed and taken into consideration during application

⁷ For purposes of the CalCRG program, the term “populations” refers to groups of individuals from diverse backgrounds, and/or other attributes, such as but not limited to: race, ethnicity, religious beliefs, justice system involvement, immigration status, and economic status.

⁸ For purposes of the CalCRG program, “tax-exempt” means an organization exempt from taxation under provisions of both the Internal Revenue Code and the California Revenue and Taxation Code.

evaluation. CalCRG program grantees that have shown poor performance or that have not expended a substantial portion of their existing grant may not be awarded.

Collaborative Applications

Organizations may partner for a collaborative application in which two or more Eligible Applicants deliver coordinated programs and services. A total of six organizations may be included in a collaborative application. A Lead Applicant must be designated to act on behalf of all participating organizations. The Lead Applicant is the applicant/grantee who will be responsible for fiscal accountability and the performance of the grant, including all required documentation and reporting requirements. GO-Biz will direct all official correspondence and grant payments to the Lead Applicant. All other participating organizations will be subgrantees and must have costs associated in the budget. It will be the Lead Applicant's responsibility to direct payments to the participating organizations within the collaboration. All participating organizations, including the Lead Applicant, must be Eligible Applicants as defined above and be identified at the time of the Phase 1 application submittal. A collaborative application may request a maximum of \$900,000 with no more than \$450,000 allocated to any one organization. The minimum amount that may be allocated to an organization in a collaborative application is \$100,000. All organizations in a collaborative application must sign the Collaborative Application Declaration form. See the Phase 1 Application Components section for more details.

ELIGIBILITY CRITERIA

Geographic Eligibility

The CalCRG program statute requires programs and services to be provided to communities disproportionately impacted by past federal and state drug policies. In accordance with this requirement, the CalCRG program has developed the following criteria:

Services proposed by an applicant must be for communities within ANY of the following geography:

- A county within California with a per capita drug related arrest rate higher than the state's per capita drug related arrest rate. Based on data publicly available from the California Department of Justice (1980-2016), the following counties meet this requirement:

Alameda, Alpine, Contra Costa, Del Norte, Fresno, Glenn, Humboldt, Imperial, Inyo, Kern, Lake, Los Angeles, Mendocino, Merced, Riverside, Sacramento, Santa Cruz, San Bernardino, San Diego, San Francisco, San Joaquin, Sierra, Solano, Stanislaus, Tehama, Trinity, Tulare, Yolo and Yuba.

- Census tracts that are among the highest (top 25%) civilian unemployment and poverty in the state (based on the 2013-2017 American Community Survey). Note: these census tracts coincide with the census tracts that became effective on January 1, 2020, for California's New Employment Tax Credit.
- Census tracts that are among the highest (top 25%) 1-parent or nonfamily households in this state (based on the 2013-2017 American Community Survey).
- Census tracts that are among the lowest (bottom 25%) educational attainment (non-high school graduates) in this state (based on the 2013-2017 American Community Survey).
- Census tracts that have been designated in California as an Opportunity Zone.⁹

For the census tract criteria referenced above, applicants can use the CalCRG interactive online mapping tool located at <http://maps.gis.ca.gov/calcrg/map.html> to identify whether the community they are proposing services to is within the above referenced census tract geography.

In addition to these geographic eligibility requirements, applicants will be asked to describe in their application how the community they are serving has been disproportionately impacted by past federal and state drug policies.

Eligible Services

Proposed services must fall within one or more of the funding categories below:

Job Placement (JP)¹⁰

Services are geared towards placing clients in long term jobs¹¹ that lead to economic self-sufficiency and beyond. All proposals must include purposeful and meaningful involvement in placing clients in a job. Jobs that offer various possible career pathways, opportunities for upward mobility, and work benefits like access to healthcare are preferable. Activities in

⁹ More information on Opportunity Zones can be found [here](#).

¹⁰ Job placement in the cannabis industry is allowed but not required.

¹¹ Long-term employment refers to jobs of at least twelve months in duration.

connection with placing clients in a job are eligible services and considered allowable, however, job placement must be the outcome of the proposed services.

Eligible services include:

- Assessments
 - Initial assessment of skill levels including literacy, numeracy, and English language proficiency, as well as aptitudes, abilities (including skills gaps), and supportive service needs.
 - Comprehensive and specialized assessments of the skill levels and service needs of clients, which may include:
 - Diagnostic testing and use of other assessment tools.
 - In-depth interviewing and evaluation to identify employment barriers and appropriate employment goals.
- Planning
 - Development of an individual employment plan, to identify the employment goals, appropriate achievement objectives, and appropriate combination of services for clients to achieve their employment goals, including the list of, and information about, eligible training providers.
 - Career planning.
- Training
 - Short-term pre-vocational services including development of learning skills, communication skills, interviewing skills, punctuality, personal maintenance skills, financial literacy skills, and professional conduct services to prepare individuals for employment.
 - Workforce preparation, readiness, and skills development.
 - Paid internships and work experiences that are linked to careers.
 - English language acquisition and integrated education and training programs.
- Navigation
 - Job search assistance.
 - Resume and application development.
 - Salary negotiation assistance.

Ineligible services include:

- Placement of individuals in jobs in which the compensation is not required to be reported on IRS Form W-2.

Mental Health Treatment (MHT)

Services geared towards helping clients achieve mental wellbeing through either clinical or non-traditional means.

Eligible services include:

- Psychotherapy: the therapeutic treatment of mental illness provided by a trained mental health professional. Psychotherapy explores thoughts, feelings, and behaviors, and seeks to improve an individual's well-being. Examples include Cognitive Behavioral Therapy, Exposure Therapy, Dialectical Behavior Therapy, etc.
- Case management: coordinates services for an individual with the help of a case manager. A case manager can help assess, plan, and implement a number of strategies to facilitate recovery.

- Support groups and healing circles: a group meeting where members guide each other towards the shared goal of recovery. Support groups often include peers that have suffered from similar experiences.
- Complementary and Alternative Medicine (CAM): refers to treatment and practices that are not typically associated with standard care. CAM may be used in place of or addition to standard health practices (e.g. supplements, meditation, acupuncture, etc.).
- Arts and creative therapies: using the arts (music, painting, dance or drama) to help a client express and understand themselves in a therapeutic environment, with a trained therapist.
- Outpatient mental health treatment.
- Empowerment activities.
 - Empowerment activities may include but are not limited to individuals with mental health disorders/illnesses organizing and promoting regular positive community activities and raising awareness of mental health issues through forums and conferences.

Ineligible services include:

- Preventative care (e.g. care or services prior to or absent symptoms or a diagnosis identified by a mental health professional or other subject matter expert).

Substance Use Disorder Treatment (SUD)

Services geared towards helping clients recover from substance use disorder through clinical or non-traditional means.

Eligible services include:

- Individual and group counseling may use the following areas for treatment:
 - Cognitive-behavioral therapy. For instance, cognitive-behavioral therapy might help a person be aware of the stressors, situations, and feelings that lead to substance use so that the person can avoid them or act differently when they occur.
 - Contingency management is designed to provide incentives to reinforce positive behaviors, such as remaining abstinent from substance use.
 - Motivational enhancement therapy helps people with substance use disorders to build motivation and commit to specific plans to engage in treatment and seek recovery. It is often used early in the process to engage people in treatment.
 - Multi-step facilitation therapy seeks to guide and support engagement in programs such as Alcoholics Anonymous or Narcotics Anonymous.
- Short term treatment that focuses on detoxification (medically managed withdrawal), initial intensive treatment, and preparation for a return to a community-based setting
- Medication Assisted Treatment (MAT).
- Recovery support services: non-clinical services that are used with treatment to support individuals in their recovery goals. Often provided by peers or others already in recovery.
- Community awareness and education efforts specific to substance use disorder treatment.

Ineligible services include:

- Preventative care (e.g. care or services prior to or absent symptoms or a diagnosis identified by a substance use disorder treatment professional or other subject matter expert).

System Navigation Services (SNS)

Services are geared towards helping clients and communities navigate and have access to systems based on client and/or community needs to advance their economic, physical, and emotional wellbeing. Typically, though not exclusively, proposals for system navigation services include needs assessments that inform case management to provide clients with access to services that remove barriers and/or meet clients' specific needs.

Eligible services include:

- Resource identification and referral for case management.
- Services useful for reentering society (e.g. opening bank accounts, obtaining driver's license, finding and qualifying for subsidized housing, immigration services, enrolling in a school or college, etc.).
- Services useful for building economic security (e.g. providing business development skills and investor pitch training, forming community owned social enterprises, etc.).
- Aiding populations to understand and use available entitlement benefits.
- Tax filing support for low income families.
- Financial literacy and advice for achieving financial stability (e.g. understanding credit scores, paying off debt, etc.).

Ineligible services include:

- Services with no clear indication of its potential to significantly advance clients' economic, physical, and emotional wellbeing.
- Linkages to services that are merely recreational in nature.

Legal Services to Address Barriers to Reentry (LS)

Services are geared towards helping clients reenter society after incarceration in jail or prison.

Eligible services include those related to:

- Record analysis or background check services to find errors or incomplete information in criminal records.
- Expungement, sealing a criminal record, or other post-conviction relief available under the Penal Code or other provisions of law.
- Employment or licensing barriers based on a criminal record.
- Obtaining or regaining a valid driver's license or identification card.
- Denial of housing applications.¹²
- Criminal justice debt.
- Immigration services to address barriers to reentry.
- Community awareness and education efforts specific to addressing legal barriers to reentry.

Ineligible services include:

- Legal services that do not serve formerly incarcerated populations and/or do not address barriers to reentry.

¹² Family members may be included in this service if denial is due to the record of a formerly incarcerated individual.

Linkages to Medical Care (LMC)

Services are geared towards helping clients secure medical services.

Eligible services include:

- Linking people directly to medical services.
 - Referrals
 - Transportation to medical appointments
- Linking health care providers, community organizations and public health agencies to improve patients' access to preventative and medical care services.
 - These approaches can include forming partnerships, coordinating activities to fill gaps in needed services across systems and promoting patient and community involvement.
 - Types of clinical-community linkages include coordinating medical care and other community services at a single location and developing ways to connect patients to resources more effectively.¹³

Ineligible services include:

- Directly providing medical care to individuals.
- Subsidizing clients' medical costs or providing free medication.
- Linking individuals with non-medical services.

Eligible Costs

To determine if a cost is allowable, the cost must meet the following criteria:

- Be necessary and reasonable for proper and efficient administration of the proposed services.
- Be authorized and not prohibited under state laws, regulations, or CalCRG program requirements.
- Be adequately documented.

Note: Equipment purchase and similar expenditures related to the provision of Eligible Services in excess of \$10,000 for a single piece of equipment (such as a vehicle to provide transportation to medical appointments) shall be reimbursed by the CalCRG program at a rate of 50 percent of the cost of the item.

Indirect Cost Rate

Indirect costs may not exceed 17 percent of the total grant awarded. Indirect costs are expenditures not capable of being itemized or clearly assigned solely to the proposed services but considered necessary for the operation of the organization and the performance of the proposed services. The costs of operating and maintaining facilities, accounting services, administrative salaries (management not directly working on the proposed services), insurance, roadside assistance, background checks, utilities, telephone bills, internet bills, legal fees, and other on-going expenses not otherwise counted anywhere else and are generally prorated (i.e., shared among other programs operated by the grantee) are examples of indirect costs.

¹³ Let's Get Healthy California, "Clinical-Community Linkages" <https://letsgethealthy.ca.gov/clinical-community-linkages/>

Ineligible Costs

The following costs are ineligible under the CalCRG program:

- Lobbying – Recipients of this grant are not allowed to use funds to lobby federal, state, or local officials or their staff.
- Bonuses/Commissions – Funds awarded by this grant are not allowed to fund special bonuses and/or commissions, or any other related payments.
- Supplanting – Grants through the CalCRG program may not be used to support program activities that are already funded through a different source. The use of funds awarded in this grant are not allowed to be used in the place of program costs for existing local, state, or federal funded projects or services.
- Purchase of land or buildings.
- Other items that are banned by the State of California or GO-Biz deems inappropriate or inconsistent with statutory or programmatic requirements of the CalCRG program.

GO-Biz reserves the ability to modify applicant budgets if included costs are deemed ineligible.

APPLICATION COMPONENTS AND REQUIREMENTS

The link to the online application portal and a detailed Application Guide are available at www.business.ca.gov/CalCRG.

The application is divided into two phases. While Phase 1 of the application may be completed by all Eligible Applicants, only those applicants that pass Phase 1 will be invited to proceed to Phase 2 of the application process. Applicants will be invited by email to complete Phase 2 of the application and the email will be sent to the email address listed for the person designated as the “primary contact” in the Contact Information section of the application. GO-Biz is not responsible for any email not received due to the recipient’s security or anti-spam software, or any problems within the recipient’s email system.

Phase 1 Application Components

All Eligible Applicants may apply to Phase 1 of the CalCRG application in the online portal. The following information/sections will be required for submittal:

Create Application

To create a new application, enter the organization’s legal name and organization type. For a Collaborative Application, enter the Lead Applicant’s name, organization type, and the total number of organizations in the collaboration.

Applicant Information

Enter the organization’s business information, physical address in California, payment address, and indicate its basis for geographic eligibility [county or census tract(s)].

Contact Information

Enter the contact information for the applicant or employee of the applicant that is most familiar with the applicant’s proposed services. Include the contact information for the person that is designated as the primary contact person that is authorized to communicate with GO-Biz on behalf of the applicant. There should be at least one contact person’s information added for each organization in a collaborative application. Contacts added in this section are only used for communication purposes; this does not grant the contact access to the online application. To authorize a contact access to the online application, click on “Options” at the bottom of the Application Summary screen and then click on “Application Users”. Please note that all new application users must create their own account prior to this action.

Proposal Summary

In this section, the applicant will identify the funding category or categories for its grant application, the amount of funding requested, and provide a summary of its proposal.

Select each of the funding categories that apply to the application (must check at least one box) then provide a 1-2 sentence summary for services proposed in each funding category selected. Provide a brief overview of how the grant amount requested will be used. Please include the projected number of individuals to be served in each funding category selected. For example, if an applicant selected the Job Placement and Substance Use Disorder Treatment funding categories, summaries may read like the following:

- Job Placement: We will provide [number] clients with soft skills training, place them in a pre-apprenticeship program, and ultimately place them in permanent employment in the clean energy industry. Grant funds will be used to hire a full-time career coach and supply participant interview clothing and transportation vouchers.
- Substance Use Disorder Treatment: We will provide [number] clients with 1-on-1 counseling and group therapy to improve substance use behaviors. Grant funds will be used to hire a SUD counselor, provide therapeutic materials for participants, and cover administrative costs associated with program activities.

These descriptions must be entered separately for each collaborative application partner when entering the information for each partner.

Applicants must answer programmatic suitability questions related to their competencies and experience and the community impacts of the WoD. Answers must be as specific as possible. These questions must be answered separately for each collaborative application partner when entering the information for each partner.

Collaborative Application Partners (only applicable to Collaborative Applications)

In this section, the applicant will list all organizations who are a part of the Collaborative Application (excluding the Lead Applicant, as their information is entered in the “Applicant Information” section). Include the partner organization’s legal name, organization type, dollar amount budgeted for, mark all service categories that the partner will provide, and answer the Proposal Summary questions. If the organization is a CBO, enter the required business information, as well.

Form 990, Exempt Organization Tax Return Information (only applicable to CBOs)

Applicants should indicate if they have ever filed a Form 990, the tax year of the most recently filed Form 990, and all corresponding dollar amounts requested. CBO applicants must upload their most recently filed IRS Form 990. If an applicant’s most recent tax return is a Form 990-EZ instead of a Form 990, for the first question in this section, select “No” in the drop down menu and mark the section as complete. However, please upload the Form 990-EZ in the Phase 1 Required Documents section.

Phase 1 Required Documents

Failure to upload all of the required documents by the Phase 1 application due date may result in application disqualification. The following documents are required during the Phase 1 application process as follows:

Community-Based Nonprofit Organizations:

- Payee Data Record-STD 204 – Download this form at www.business.ca.gov/CaCRG.
- Most recently filed IRS Form 990, Exempt Organization Tax Return Information.
- California Secretary of State Status – Submit a screenshot of the organization’s status at <https://businesssearch.sos.ca.gov>.
- FTB Status – Submit the organization’s Entity Status Letter generated at <https://www.ftb.ca.gov/help/business/entity-status-letter.asp>.
- IRS Status – Submit a screenshot of the organization’s Deductibility Code status at <https://apps.irs.gov/app/eos>.

- California Attorney General’s Registry of Charitable Trusts Status – Submit a screenshot of the organization’s status at <http://rct.doj.ca.gov/Verification/Web/Search.aspx?facility=Y>.

Local Health Departments:

- Government Agency Taxpayer ID Form – Download this form at www.business.ca.gov/CalCRG.

Collaborative Applications:

- Collaborative Application Declaration – Representatives from each organization in a collaborative application must sign the Collaborative Application Declaration form. Electronic signatures by representatives will be accepted. Download this form at www.business.ca.gov/CalCRG.
- The Lead Applicant must submit the required documents for itself, based on the type of organization it is (LHD or CBO), see document requirements referenced above for details.
- The following documents are required for each CBO included in a collaborative application:
 - Most recently filed IRS Form 990, Exempt Organization Tax Return Information.
 - California Secretary of State Status – Submit a screenshot of the organization’s status at <https://businesssearch.sos.ca.gov>.
 - FTB Status – Submit the organization’s Entity Status Letter generated at <https://www.ftb.ca.gov/help/business/entity-status-letter.asp>.
 - IRS Status – Submit a screenshot of the organization’s Deductibility Code status at <https://apps.irs.gov/app/eos>.
 - California Attorney General’s Registry of Charitable Trusts Status – Submit a screenshot of the organization’s status at <http://rct.doj.ca.gov/Verification/Web/Search.aspx?facility=Y>.
 - If the Lead Applicant in a Collaborative Application is an LHD, when uploading the above required documents for each CBO included in the application, use the “Other” File Type in the drop-down menu in the Phase 1 Required Documents section of the online application.

Note: Submission of the required and optional document file types can be combined for all collaborative partners in to one portable document format (PDF) file for each document type and uploaded to the CalCRG online portal.

Phase 2 Application Components

The Phase 2 application will only be provided to applicants that pass the Phase 1 application evaluation. The Phase 2 Application Questions will be provided to applicants in the Phase 2 email invitation. Phase 2 will consist of the following sections:

Priority Populations and Community

In this section, applicants will discuss impacts of the WoD on the population and community they serve, indicate characteristics of their priority population, demonstrate the need and

demand for services, and state what aspects of these issues the proposal will address. Characteristics of the priority population may include income level, justice system involvement, and employment status. Examples for the demand for services may include discussing the number of people on a waitlist for services, average client wait times, populations the organization is unable to serve due to capacity issues, staff to client ratio, etc.

Proposal Description, Implementation, and Goals

In this section, applicants will describe in detail the proposed services and intended implementation strategy as well as state the expected goals (comprised of outputs and outcomes) of service delivery for the grant term. Applicants must also submit a completed CalCRG Work Plan template. No other work plan templates will be accepted and failure to use the CalCRG Work Plan template will result in a score of zero points for this section. Applicants should include all expected outputs and outcomes and an evaluation component must be included as an activity in the work plan.

The text below describes how each column of the CalCRG Work Plan template should be completed:

- **Activity:** Clearly describe in one or two sentences the activity and indicate in parenthesis the organization(s) implementing such activity.
 - Example: Place clients in full-time employment (Name of Organization)
- **Funding Category:** Indicate the funding categories associated with the activity
 - Example: JP
- **Expected Outputs:** Outputs are intermediary steps to achieve the expected outcomes. An activity may have multiple outputs.
 - Example: Output A: Enroll 50 participants into an industry specific job training program; Output B: 50 participants update their resume.
- **Expected Outcomes:** Outcomes indicate how the priority population will be positively impacted because of the services provided. An activity may have multiple outcomes.
 - Example: Outcome A: 40 participants will gain full-time employment; Outcome B: 35 participants will retain full-time employment for at least 12 months.
- **Evidence of Completion:** Provide a description of documentation that verifies that the activity was successfully completed.
 - Example: Job offer letter, payroll records, pay stubs, training certificate.
- **Start Date:** Indicate the month and year during which work for the activity will start.
 - Example: 06/2021
- **Expected Completion Date:** Indicate the month and year during which work for the activity will end and activity outcomes will be completed.
 - Example: 12/2021

Community Empowerment and Organizational Capacity

In this section, applicants will discuss how the proposed services were designed and how current organizational policies and practices involve, include, and empower their priority population and community. In addition, CBO applicants will enter information related to their leadership and board members.

Evaluation

In this section, applicants will discuss how the program will be evaluated including what aspects the program evaluation will assess and how the findings will be used by their organization.

Financial History and Budget

In this section, applicants will provide details on their organization's financial history, performance on past financial agreements, and likelihood of ongoing operation.

Applicants must also submit a completed CalCRG Budget Spreadsheet. No other budget spreadsheets will be accepted. Failure to use the CalCRG Budget Spreadsheet will result in a score of zero points for this section. Applicants must also include the proposed budget amounts and descriptions for Direct and Indirect Costs associated with the proposed services. Budget categories include Personnel, Employee Training, Equipment & Materials, Other Direct Costs, and Indirect Costs. The Indirect Costs must be no greater than 17% of the total grant amount requested. Below are explanations and examples of each budget category.

- **Personnel Classifications:** Applicants must include all personnel that will directly work and funded by the grant must be included. Enter the annual wage, annual benefits, percentage of time the classification will be used and the number of months of the grant term the classification will be utilized. Do not include consultant/subcontracted employees in this line item; these costs should be included under Other Direct Costs.
- **Employee Training:** Applicants should include any trainings the grant funds will pay for that their direct employees will take. Enter the training title, numbers of hours, cost per employee and the number of employees that will receive the training. Training costs associated for program participants should be included under Other Direct Costs.
- **Equipment & Materials:** Applicants should include any equipment purchases such as vehicles, computers, printers, copiers, cell phones, machinery, and materials such as office supplies, etc.
- **Other Direct Costs:** Applicants should include all other program related costs such as, but not limited to, necessary program support items for clients, travel, cell phone plans, subcontractor costs, etc.
- **Indirect Costs:** Please see the [Indirect Cost Rate](#) section for more information.

Phase 2 Required/Supporting Documents

Failure to upload all of the required documents by the Phase 2 application due date may result in application disqualification. The following documents are required during the Phase 2 application process as follows:

- Phase 2 Application Questions (will be provided in the invitation to apply for Phase 2)
- CalCRG Budget Spreadsheet (will be available at www.business.ca.gov/CalCRG)
- CalCRG Work Plan Template (will be available at www.business.ca.gov/CalCRG)
- Independent Auditor's Report – CBOs that are required under state and/or federal law¹⁴ to conduct an independent audit of its financial records must upload their most recent independent audit summary (including for each CBO within a collaborative application). When uploading independent audit summaries, use the "Other" File Type in the drop-down menu in the Phase 2 Required/Supporting Documents section.

The following documents are optional for both LHDs and CBOs:

- Supporting documentation to qualify for Preference Points
- Letters of support
- Evidence of need/demand for the proposed services
- Organizational chart

¹⁴ [Cal. Gov. Code §12586\(e\)](#) & [2CFR § 200.501](#)

- Other – Any other supporting documentation relevant to your application

Application Submission Process

Applications must be submitted electronically using the GO-Biz online CalCRG portal which can be accessed via a link at www.business.ca.gov/CalCRG. Users of the portal will first need to create an account. All applications must be submitted by the due date and the online application portal will automatically close once the due date has passed. There are no exceptions or extensions of application deadlines. Any technology challenges or inability of an applicant to submit an application by the deadline for any reason shall not be grounds for an extension of the deadline. Applicants are encouraged to submit their application before the deadline in the event technical assistance is required. For help applying, please send an email to CalCRG@gobiz.ca.gov with the subject line: CalCRG Grant Online Help or call (916) 322-2683.

APPLICATION EVALUATION

Application Review Process

GO-Biz will utilize the following application review process:

1. Phase 1 eligibility review – Applications will be verified for completeness and eligibility
2. Disqualifications – GO-Biz reserves the right to disqualify applicants or deny applications for the following reasons:
 - Incomplete applications
 - Ineligible applicant
 - Ineligible service/geographic area
 - Ineligible services
 - Proposal deemed inconsistent with the statutory or programmatic requirements of the CalCRG program
3. Phase 1 evaluation and scoring - See the [Phase 1 Evaluation Process and Scoring Criteria](#) section for more information
4. Phase 2 evaluation and scoring – See the [Phase 2 Evaluation Process and Scoring Criteria](#) section for more information

Note: The Evaluation Process and Scoring Criteria will be the primary tool for determining awards however, the following may be taken into consideration for evaluating proposals and recommending awards:

- Site visits during the application evaluation period.
- Financial and legal history of the applicant, including local, state, or federal suspension or debarment from grant and/or procurement programs.
- Prior CalCRG program grant performance, if applicable.

Notice to Applicants

All materials submitted in response to a CalCRG program Grant Solicitation will become the property of GO-Biz and as such, are subject to the California Public Records Act (Gov. Code, § 6250, et seq.).

Verification of Applicant Information

By submitting an application, applicants authorize GO-Biz to verify any and all information submitted in the application, including, but not limited to, verification of prior experience, public records (i.e. CA Franchise Tax Board, CA Secretary of State, and/or Attorney General's office) and other information necessary to evaluate the application. GO-Biz may request additional documentation to clarify or validate any information provided in the application and/or budget. In addition, GO-Biz may request to conduct a site visit during the application evaluation period to substantiate claims made in the application.

Disputes

If an applicant believes the Grant Solicitation criteria or procedures were not followed in the making of the funding decision with respect to its application, and such failure constitutes a sufficiently substantial error to justify a change in the funding decision, it may email the GO-Biz Deputy Director of Legal Affairs at van.nguyen@gobiz.ca.gov. The applicant must specifically set forth what criteria or procedures it believes were not properly followed and describe in detail how those errors or omissions are sufficient to warrant a change in the funding decision. Only facts and arguments relating to the denied applicant will be considered. Facts and arguments

regarding other applicants, or unrelated matters will not be considered. If the applicant failed to meet the eligibility requirements outlined in the Grant Solicitation or merely disagrees with the score given to its grant application, GO-Biz will not reconsider its decision. All information and arguments concerning the dispute must be emailed as specified above within 10 calendar days of GO-Biz's notification of the funding decision. The only remedy available under this process is for the applicant to receive funding. Restarting the grant application process or reevaluating all grant applications are not available remedies.

PROGRAM ADMINISTRATION

Advance Payments

Up to 20% of the total grant may be provided as an advance upon execution of the grant agreement based on a needs assessment. Costs must still be tracked and reconciled. The percentage provided as an advance will have the same percentage offset from future invoice totals.

For example, a \$100,000 grant is awarded with \$20,000 provided as an advance payment. A future invoice/request for reimbursement of \$10,000 would have \$2,000 offset and applied towards recovery of the advance payment and the grantee would receive a reimbursement of \$8,000 for that invoice.

Reimbursement Requests

Grantees may request reimbursement no more than once per month. Eligible costs must be associated with the approved budget and will be authorized for reimbursement upon the CalCRG program grant manager's approval of the reimbursement request. Reimbursement requests must be submitted via the online CalCRG program invoice portal and include itemized documentation of claimed expenses (e.g., personnel expenditure itemization, itemized receipts, and/or proof of payment of invoices).

Reporting Requirements

Grantees shall submit quarterly progress reports to the CalCRG program grant manager to determine if the grantee is adequately progressing in accordance with the terms and conditions of the grant agreement, provide interim findings, and afford occasions for airing difficulties or special problems encountered so that CalCRG team may better assist grantees in finding solutions to such problems. Progress reports are also an opportunity for grantees to highlight their successes and accomplishments.

The quarterly progress report shall include all activities, training, program implementation, evaluation efforts, and must adhere to the GO-Biz report template. Grantees are to use the following procedures for the preparation and submission of a progress report:

- Progress reports must be submitted in the format required by the CalCRG program and should address all related topics.
- The report should describe the overall progress, including results to date, a comparison of the actual progress with the proposed goals for the period, any current problems or favorable or unusual developments, and the work to be performed during the succeeding period.
- The report shall include all supporting documents that reflect the completion of activities outlined in the CalCRG Work Plan approved by CalCRG program staff.

Grantees will also be required to submit a final report at the end of the grant period.

Site Visits/Meetings

Site visits are a key function of support and partnership during the grant period, allowing GO-Biz to provide additional resources and technical assistance to support all grantees in an efficient and effective manner. The CalCRG program's grants will require scope reviews and site visits to ensure performance of objectives and complying with the terms and conditions of grant award agreements to ensure good stewardship of taxpayer dollars. CalCRG program grant managers will be responsible for scheduling and conducting site visits. GO-Biz may deem it necessary to

hold the site visits virtually through Microsoft Teams, Zoom, or other videoconferencing platforms. Grantees must make themselves available to participate in periodic site visits and attend meetings throughout the grant term.

Site visits may occur for various reasons, including but not limited to:

- Providing technical assistance and capacity building for grantees.
- Verifying that grantees are meeting programmatic, administrative, and fiscal requirements.
- Verifying that a grantee's progress is consistent with its approved CalCRG Work Plan.
- Identifying opportunities for improvement.
- Gain perspective on grantees challenges and successes.

Phase 1 Evaluation Process and Scoring Criteria

Phase 1 of the application is composed of two review steps.

Step 1: Technical Review

CalCRG program staff will review applications for technical, geographical, and funding category eligibility. This step is evaluated on a pass/fail scale. All applicants (including all organizations within a collaborative application) must meet technical, geographical, and funding category eligibility criteria to qualify for the program. Please see the Eligible Applicants and Eligibility Criteria sections for more information. An application will not proceed to Step 2 below if it does not pass technical, geographical, and funding category eligibility review.

Step 2: Proposal Summary Review

For applications that pass the Step 1 Technical Review, two sets of programmatic suitability questions will be evaluated and scored on a 3-point scale.

All applicants that receive a score of 6 will be automatically invited to Phase 2 of the application process. If the total amount requested by the applicants that receive a score of 6 is less than 200% of the total available funding, then applicants that receive a score of less than 6 points will be ranked in order and the highest scores will be invited to proceed to Phase 2 until 200% of the available funding is reached. If the 200% funding level is reached and there are multiple applications remaining with the same score, GO-Biz reserves the discretion to exceed the 200% threshold.

The scoring criteria table below describes how the Phase 1 Proposal Summary Questions will be evaluated and scored. An applicant's score will be based on how well their answers address the evaluation criteria for the corresponding section. It is highly recommended that the Scoring Criteria is referred to when writing the grant application.

Phase 1 Points Possible

Application Section	Maximum Points Possible
Competencies and Experience	3
Community Impacts of the War on Drugs	3
Total:	6

Phase 1 Scoring Criteria

Section I: Competencies and Experience	
Maximum Points Possible	3 Points
Questions	<ol style="list-style-type: none"> 1. What is your organization's mission and core competencies? 2. How is your organization suited to address the needs of your priority population? 3. Describe your organization's experience providing services in your community/service area, and how those relate to the proposed services in this grant application.

<p>Point Scale and Evaluation Criteria</p>	<ul style="list-style-type: none"> • 3 Points <ul style="list-style-type: none"> ○ Very strong indication that the organization has the necessary competencies and experience to provide the proposed services for its priority populations. ○ Answers provide enough detail for a very clear understanding; no additional information needed. • 2 Points <ul style="list-style-type: none"> ○ Moderate indication that the organization has the necessary competencies and experience to provide the proposed services for its priority populations. ○ Answers are adequate to address the questions; some clarification needed. • 1 Point <ul style="list-style-type: none"> ○ Little indication that the organization has the necessary competencies and experience to provide the proposed services for its priority populations. ○ Answers are barely sufficient to minimally address the questions; significant amount of clarification needed. • 0 Points <ul style="list-style-type: none"> ○ No indication that the organization has the necessary competencies and experience to provide the proposed services for its priority populations. ○ Answers are not sufficient to even minimally address the questions.
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Section II: Community Impacts of the War on Drugs (WoD)	
<p>Maximum Points Possible</p>	<p>3 Points</p>
<p>Questions</p>	<ol style="list-style-type: none"> 1. How has the geographical area your organization is proposing to serve with the grant funds requested been disproportionality impacted by the WoD? 2. How have the individuals your organization is proposing to serve with the grant funds requested been disproportionately impacted by the WoD? 3. Describe characteristics of the major populations or clients that your organization has served historically, particularly in the past year. Include information about their demographics, social and economic wellbeing, and family or individual challenges.
<p>Point Scale and Evaluation Criteria</p>	<ul style="list-style-type: none"> • 3 Points <ul style="list-style-type: none"> ○ Very strong indication that the geographical area and priority populations resemble the priority populations as intended in Proposition 64 and identified in the Grant Solicitation. ○ Answers provide enough detail for a very clear understanding; no additional information needed. • 2 Points <ul style="list-style-type: none"> ○ Moderate indication that the geographical area and priority populations resemble the priority populations as

	<p>intended in Proposition 64 and identified in the Grant Solicitation.</p> <ul style="list-style-type: none">○ Answers are adequate to address the questions; some clarification needed. <ul style="list-style-type: none">● 1 Point<ul style="list-style-type: none">○ Little indication that the geographical area and priority populations resemble the priority populations as intended in Proposition 64 and identified in the Grant Solicitation.○ Answers are barely sufficient to minimally address the questions; significant amount of clarification needed.● 0 Points<ul style="list-style-type: none">○ No indication that the geographical area and priority populations resemble the priority populations as intended in Proposition 64 and identified in the Grant Solicitation.○ Answer are not sufficient to even minimally address the questions.
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Phase 2 Evaluation Process and Scoring Criteria

The scoring criteria table below describes how applications will be evaluated and scored in Phase 2. An applicant's score will be based on how well their answers address the evaluation criteria for the corresponding application section. It is highly recommended that the Scoring Criteria is referred to when writing the grant application. Additionally, applicants may be eligible for Preference Points in three sections. No partial Preference Points will be allocated. Please see the Preference Points section for more information.

Note: The Phase 2 Application Questions do not appear in this document and will be provided in the email invitation to apply for Phase 2.

Weighted Scoring

The Phase 2 application score will be determined using a weighted score approach. A total of five base points may be awarded in each application section. Additionally, a total of one to two Preference Points may be awarded in three application sections. The final score for that section will be determined by adding the base points and Preference Points (if applicable) and multiplying the section by the section's weight. Please see below for a complete breakdown.

Phase 2 Points Possible

Application Section	Weight	Base Points Possible	Base Score Weighted*	Preference Points	Preference Points Weighted	Base Score with Preference Points and Weighted**
Priority Populations and Community	30%	5	1.5	1	0.3	1.8
Proposal Description, Implementation and Goals	30%	5	1.5	1	0.3	1.8
Community Empowerment and Organizational Competency	20%	5	1	2	0.4	1.4
Evaluation	10%	5	0.5			0.5
Financial History and Budget	10%	5	0.5			0.5
Totals:	100%	25	5	4	1	6

*Base score multiplied by the weight (e.g. $5 \times 30\% = 1.5$)

**Base score plus Preference Points score multiplied by the weight (e.g. $(5 + 1) \times 30\% = 1.8$)

Preference Points

Preference Points may be given to qualified applicants in the following categories:

- Priority Populations and Community

- An applicant may receive up to 1 Preference Point if of the clients it has served in the last 12 months, at least 40% have been formerly incarcerated in prison, jail or juvenile detention.
- Evidence must be provided to qualify for Preference Points. Examples of evidence can include, but are not limited to any combination of the following documents:
 - Memoranda of understanding with justice-related partner organizations
 - Client Record Data
 - Official reports with substantial data
 - Other documentation that supports claims may be submitted but will not necessarily qualify unless deemed acceptable by GO-Biz.
- Proposal Description, Implementation, and Goals
 - An applicant may receive up to 1 Preference Point if they can meaningfully show that job placement is a priority and focus of the proposed services through the narrative and budget (monetarily).
- Community Empowerment and Organizational Competency An applicant may receive up to 2 Preference Points based on the extent by which the applicant can demonstrate that its board members, decision makers, and/or staff have been directly impacted by the WoD.
 - Evidence must be provided to qualify for Preference Points. Examples of evidence can include, but are not limited to any combination of the following documents:
 - Letters of support
 - Resumes
 - Biographies
 - Organizational charts

Phase 2 Scoring Criteria

Section I: Priority Populations and Community	
Base Points Possible	5 points
Preference Points	1 point
Maximum Points Possible	6 points
Weight	30%
Point Scale and Evaluation Criteria	<ul style="list-style-type: none"> ● 5 Points <ul style="list-style-type: none"> ○ Answers indicate complete alignment between the proposed priority populations and the priority populations as intended in Proposition 64 and identified in the Grant Solicitation. ○ Answers provide enough detail to very clearly address the questions; no additional information needed. ● 4 Points <ul style="list-style-type: none"> ○ Answers indicate a major portion and characteristics of the proposed priority populations resemble the priority populations as intended in Proposition 64 and identified in the Grant Solicitation. ○ Answers provide enough detail to clearly address the questions; very little clarification needed.

	<ul style="list-style-type: none"> • 3 Points <ul style="list-style-type: none"> ○ Answers indicate a significant portion and characteristics of the proposed priority populations resemble the priority populations as intended in Proposition 64 and identified in the Grant Solicitation. ○ Answers provide enough detail to adequately address the questions; some clarification needed. • 2 Points <ul style="list-style-type: none"> ○ Answers indicate some portions and characteristics of the proposed priority populations resemble the priority populations as intended in Proposition 64 and identified in the Grant Solicitation. ○ Answers provide enough detail to minimally address the questions; fair amount of clarification needed. • 1 Point <ul style="list-style-type: none"> ○ Answers indicate proposed priority populations minimally resemble the priority populations as intended in Proposition 64 and identified in the Grant Solicitation. ○ Answers did not provide enough detail to minimally address the questions; significant amount of clarification needed. • 0 Points <ul style="list-style-type: none"> ○ Answers indicate proposed priority populations do not resemble the priority populations as intended in Proposition 64 and identified in the Grant Solicitation. ○ Answers did not address the questions; or ○ Applicant did not provide an answer in this section.
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Section II: Proposal Description, Implementation, and Goals	
Base Points Possible	5 points
Preference Points	1 point
Maximum Points Possible	6 points
Weight	30%
Point Scale and Evaluation Criteria	<ul style="list-style-type: none"> • 5 Points <ul style="list-style-type: none"> ○ Very strong indication that applicant has the capacity and appropriate experience to successfully deliver the proposed services. ○ Very strong indication that the proposed services are feasible and will likely improve the priority populations' health, wellness, and economic wellbeing with regards to the focus areas identified. ○ Very strong indication of how the goals will substantially address the needs of the priority populations. ○ Answers provide enough detail to very clearly address the questions; no additional information needed.

- 4 Points
 - Strong indication that applicant has the capacity and appropriate experience to successfully deliver the proposed services.
 - Strong indication that the proposed services will likely improve the priority populations' health, wellness, and economic wellbeing with regards to the focus areas identified.
 - Strong indication of how the goals will substantially address the needs of the priority populations.
 - Answers provide enough detail to clearly address the questions; very little clarification needed.
- 3 Points
 - Moderate indication that applicant has the capacity and appropriate experience to successfully deliver the proposed services.
 - Moderate indication that the proposed services will likely improve the priority populations' health, wellness, and economic wellbeing with regards to the focus areas identified.
 - Adequate indication of how the goals will substantially address the needs of the priority populations.
 - Answers provide enough detail to adequately address the questions; some clarification needed.
- 2 Points
 - Little indication that applicant has the capacity or appropriate experience to successfully deliver the proposed services.
 - Little indication that the proposed services will likely improve the priority populations' health, wellness, and economic wellbeing with regards to the focus areas identified.
 - Little indication as to how the goals will substantially address the needs of the priority populations.
 - Answers provide enough detail to minimally address the questions; fair amount of clarification needed.
- 1 Point
 - Very little indication that applicant has the capacity or appropriate experience to successfully deliver the proposed services; or
 - Answers do not provide enough detail to minimally address the questions; significant amount of clarification needed.
- 0 Points
 - Proposed services do not comply with programmatic requirements in Proposition 64 or the Grant Solicitation.
 - It is clear that the applicant does not have the capacity or appropriate experience to successfully carry out the proposal.

	<ul style="list-style-type: none"> ○ Answers do not address the questions; or ○ Applicant did not provide an answer in this section or did not use the CalCRG Work Plan template.
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Section III: Community Empowerment and Organizational Competency

Base Points Possible	5 points
Preference Points Possible	2 points
Maximum Points Possible	7 points
Weight	20%
Point Scale and Evaluation Criteria	<ul style="list-style-type: none"> ● 5 Points <ul style="list-style-type: none"> ○ Very strong indication that the applicant is led by individuals from populations impacted by the WoD (as described in Proposition 64 and the Grant Solicitation) and its policies and services are influenced by members of the priority populations. ○ Very strong indication that the applicant has a history of assessing and meeting the full spectrum of needs of clients and provides services in a trauma informed manner. ○ Answers provide enough detail to very clearly address the questions; no additional information needed. ● 4 Points <ul style="list-style-type: none"> ○ Strong indication that the applicant is led by individuals from populations impacted by the WoD (as described in Proposition 64 and the Grant Solicitation) and/or its policies and services are influenced by members of the priority populations. ○ Strong indication that the applicant has a history of assessing and meeting the full spectrum of needs of clients. ○ Answers provide enough detail to clearly address the questions; very little clarification needed. ● 3 Points <ul style="list-style-type: none"> ○ Moderate indication that the applicant is led by individuals from populations impacted by the WoD (as described in Proposition 64 and the Grant Solicitation) and/or its policies and services are influenced by members of the priority populations. ○ Moderate indication that the applicant has a history of assessing and meeting the full spectrum of needs of clients. ○ Answers provide enough detail to adequately address the questions; some clarification needed. ● 2 Points <ul style="list-style-type: none"> ○ Little indication that the applicant is led by individuals from populations impacted by the WoD (as described in

	<p>Proposition 64 and the Grant Solicitation) and/or its policies and services are influenced by members of the priority population.</p> <ul style="list-style-type: none"> ○ Little indication that the applicant has a history of assessing and meeting the full spectrum of needs of clients. ○ Answers provide enough detail to minimally address the questions; fair amount of clarification needed. <ul style="list-style-type: none"> ● 1 Point <ul style="list-style-type: none"> ○ Very little indication that the applicant is led by individuals from populations impacted by the WoD (as described in Proposition 64 and the Grant Solicitation) and/or its policies and services are influenced by members of the priority population. ○ Very little indication that the applicant has a history of assessing and meeting the full spectrum of needs of clients. ○ Answers do not provide enough detail to minimally address the questions; significant amount of clarification needed. ● 0 Points <ul style="list-style-type: none"> ○ No indication that the applicant is led by individuals from populations impacted by the WoD (as described in Proposition 64 and the Grant Solicitation) and/or its policies and services are influenced by members of the priority populations. ○ No indication that the applicant has a history of assessing and meeting the full spectrum of needs of clients. ○ Answers do not address the questions; or ○ Applicant did not provide an answer in this section.
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Section IV: Evaluation	
Maximum Points Possible	5 points
Weight	10%
Point Scale and Evaluation Criteria	<ul style="list-style-type: none"> ● 5 Points <ul style="list-style-type: none"> ○ Very strong indication of what the applicant will assess, and how it will measure the effectiveness of the proposed services. ○ Very clear plan that explains how the applicant will use findings from the evaluation. ○ Answers provide enough detail to very clearly address the questions; no additional information needed. ● 4 Points <ul style="list-style-type: none"> ○ Strong indication of what the applicant will assess and how it will measure the effectiveness of the proposed services.

	<ul style="list-style-type: none">○ Clear plan that explains how the applicant will use findings from the evaluation.○ Answers provide enough detail to clearly address the questions; very little clarification needed.● 3 Points<ul style="list-style-type: none">○ Moderate indication of what the applicant will assess and how it will measure the effectiveness of the proposed services.○ Adequate plan that explains how the applicant will use findings from the evaluation.○ Answers provide enough detail to adequately address the questions; some clarification needed.● 2 Points<ul style="list-style-type: none">○ Little indication of how the applicant will assess or measure the effectiveness of the services provided for the priority populations.○ No clear plan that explains how the applicant will use findings from the evaluation.○ Answers provide enough detail to minimally address the questions; fair amount of clarification needed.● 1 Point<ul style="list-style-type: none">○ Very little indication of how the applicant will assess or measure the effectiveness of the services provided for the priority populations.○ Insufficient plan that explains how the applicant will use findings from the evaluation.○ Answers do not provide enough detail to minimally address the questions; significant amount of clarification needed.● 0 Points<ul style="list-style-type: none">○ No indication of how the evaluation plan will assess or measure the effectiveness of the services provided for the priority populations.○ No plan that explains how the applicant will use findings from the evaluation.○ Answers do not address the questions; or○ Applicant did not provide an answer in this section.
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Section V: Financial History and Budget	
Maximum Points Possible	5 points
Weight	10%
Point Scale and Evaluation Criteria	<ul style="list-style-type: none"> • 5 Points <ul style="list-style-type: none"> ○ Very strong indication that the applicant's debt, revenue trends, expense trends, and annual operating budget are sufficient to ensure programmatic compliance. ○ Answers indicate that the applicant exceeded expectations for all deliverables in the last three financial agreements. ○ Budget narrative very clearly indicates that the proposed expenses are reasonable and necessary. ○ Budget is complete and line item descriptions are very clear. ○ Answers provided enough detail to very clearly address the questions; no additional information needed. • 4 Points <ul style="list-style-type: none"> ○ Strong indication that the applicant's debt, revenue trends, expense trends, and annual operating budget are sufficient to ensure programmatic compliance. ○ Answers indicate that the applicant met expectations for all deliverables in the last three financial agreements. ○ Budget narrative clearly indicates that the proposed expenses are reasonable and necessary. ○ Budget is complete and line item descriptions are clear. ○ Answers provide enough detail to clearly address the questions; very little clarification needed. • 3 Points <ul style="list-style-type: none"> ○ Moderate indication that the applicant's debt, revenue trends, expense trends, and annual operating budget are sufficient to ensure programmatic compliance. ○ Answers indicate that the applicant met expectations for the majority of the deliverables in the last three financial agreements. ○ Budget narrative adequately indicates that the proposed expenses are reasonable and necessary. ○ Budget is complete and line item descriptions are somewhat clear. ○ Answers provide enough detail to adequately address the questions; some clarification needed. • 2 Points <ul style="list-style-type: none"> ○ Little indication that the applicant's debt, revenue trends, expense trends, and annual operating budget are sufficient to ensure programmatic compliance. ○ Answers indicate that the applicant met expectations for a fair amount of the deliverables in the in last three financial agreements.

	<ul style="list-style-type: none">○ Budget is complete and line item descriptions are fairly clear.○ Answers provide enough detail to minimally address the questions; fair amount of clarification needed.● 1 Point<ul style="list-style-type: none">○ Very little indication that the applicant's debt, revenue trends, expense trends, and annual operating budget are sufficient to ensure programmatic compliance.○ Answers indicate poor performance in completing deliverables for the last three financial agreements.○ Budget is unclear.○ Answers do not provide enough detail minimally address the questions.● 0 Points<ul style="list-style-type: none">○ No indication that the applicant's debt, revenue trends, expense trends, and annual operating budget are sufficient to ensure programmatic compliance.○ Answers indicate poor performance in completing deliverables for the last three financial agreements.○ Budget is not complete or does not include any detail.○ Answers do not minimally address the questions; or○ Applicant did not provide an answer in this section or did not use the CalCRG Budget Spreadsheet.
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