

FY25 COC COMPETITION MATCH AND LEVERAGE GUIDANCE

MATCH (REQUIRED BY HUD)

HUD requires all CoC-funded projects to provide match equal to at least 25 percent of all eligible costs except leasing. Match may be either cash or in-kind and must be committed at the time of application. Match must be available during the project operating year and documented with a formal match commitment letter from the contributing organization. Match is required for all new and renewal projects, including Transitional Housing, SSO, CE, HMIS, PSH, YHDP, and DV projects.

Examples of Eligible Match

- Cash from public or private sources
- Staff time paid with non-HUD funds
- Donated services such as behavioral health, healthcare, or employment supports
- Volunteer hours valued in accordance with HUD rules
- Donated supplies, space, or equipment
- Program income, if properly documented

Who Should Sign Match Letters-An authorized representative of the organization providing the match, such as an Executive Director, CFO, Program Director, or other official with authority to commit resources.

LEVERAGE (ENCOURAGED BY THE COC FOR COMPETITION READINESS)

While HUD does not require leverage and does not apply a percentage requirement to leverage, The Way Home CoC encourages each new and renewal project applicant to submit at least one leverage letter. Leverage letters demonstrate community coordination, partnerships, and service capacity. They help the CoC document system-wide collaboration across housing, healthcare, behavioral health, workforce, youth, education, and other sectors. Leverage is not used to calculate match, does not replace required match, and does not impact HUD scoring or project ranking. However, leverage supports the CoC's demonstration of system coordination and strengthens project quality threshold materials.

Examples of Leverage

- Behavioral health or substance use services
- Healthcare or clinic partnerships
- Workforce training, internships, or employment pathways
- Education supports through school districts or colleges
- Landlord engagement or reduced rents
- Youth leadership or lived experience partnerships
- Donated space, supplies, or transportation
- Volunteer groups or community coordination activities

WHO SHOULD SIGN LEVERAGE LETTERS

A representative of the partner organization who has the authority to commit the described contribution. This may include Executive Directors, Program Directors, Clinical Directors, Department Heads, School District Liaisons, Workforce Partners, Healthcare or FQHC leaders, youth program leads, or other authorized staff.

SUMMARY

Match is a HUD statutory requirement and must equal 25 percent of eligible project costs excluding leasing. Match must be documented at application and used during the operating year.

Leverage is not a HUD requirement and does not carry a percentage requirement. The Way Home CoC encourages all project applicants to submit leverage letters to demonstrate system collaboration and to support CoC-wide efforts outlined in the FY25 CoC Competition.

Both match and leverage should be documented with letters signed by individuals who have the authority to commit their organization's support.