



Wake County Permanent Supportive Housing RFP 2019 Proposal Scoring Sheet

Applicant Name:	CASA
Proposal Number:	RFP #19-027
Reviewer Name:	Scoring Team
Date of Review:	5/22/2019
Date of Revised Review:	

Section 1. Organizational Expertise (25 points)		Points
The strongest proposals will: Have successful prior experience in similar projects, have no unfavorable prior experience with the County and have the financial capacity to absorb unanticipated costs and budget overruns.		
1. <u>Development Experience: – 10 points</u>	<ul style="list-style-type: none"> Applicants' prior experience with development of properties similar to proposed project, including acquisition, rehabilitation, construction, marketing, and leasing, and managing of affordable rental housing Number of affordable projects/units / Supportive Housing units previously built and/or managed Prior experience in supportive housing – development, property management and supportive services 	9
2. <u>Staff Experience: - 5 points</u>	<ul style="list-style-type: none"> Qualifications and experience of proposed staff and strength of the development team. 	4.5
3. <u>Finance Experience: - 10 points</u>	<ul style="list-style-type: none"> Overall financial condition and the applicant's ability to fund potential cost overruns or other costs not anticipated in the project budget Three years of operating statements (if applicable) Experience securing and administering government funding, including local, state, and federal resources and programs Applicant has access to third party sources of funding 	7
Reviewer Score out of 25		20.5/25

Section 1 Strengths:

Section 1 Weaknesses:



Wake County Permanent Supportive Housing RFP 2019 Proposal Scoring Sheet

Section 2. Supportive Services (15 points)		Points
<u>The strongest proposals will:</u> Have successful prior experience in Supportive Housing projects and with individuals experiencing homelessness as well as a strong and varied offering of supportive services for the proposed project and attractive and thoughtful design features.		
1. <u>Experience: – 3 points</u>		1.5
<ul style="list-style-type: none">• Applicant's prior experience in financing, owning and/or operating Supportive Housing• Property management's experience in working with people experiencing homelessness and support service providers – demonstrate understanding of property managers role• Tenant selection plan consistent with County goals		3
2. <u>Services: – 7 points</u>		
<ul style="list-style-type: none">• Detailed description of services the Applicant will make available to the residents through partnerships, contracted services, and/or staff. This description will include a breakdown of onsite services and offsite services with an estimation of dedicated service hours and/or FTEs for residents of PSH units.• Financial plan demonstrates how they will successfully approach supportive services provision (from pro forma) as well as address sustainability in future years.• Approach to community integration and connections to services is consistent with County goals		2
3. <u>Affordability: – 3 points</u>		
<ul style="list-style-type: none">• Alignment of secured rental assistance target population subsidies with proposed services.• Demonstrates how project will address affordability of units		1.5
4. <u>Design: - 2 points</u>		
<ul style="list-style-type: none">• Design features that may enhance quality of life for the residents (as well as the community), i.e. a community garden (other examples – community room, library, supportive employment opportunities on site)		
Reviewer Score out of 15		8/15

Section 2 Strengths:

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Section 2 Weaknesses:

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Wake County Permanent Supportive Housing RFP 2019 Proposal Scoring Sheet

Section 3. Location Information (15 points max)		Points
<u>The strongest proposals will: Provide transportation accessibility or options, no more than 1 mile to grocery stores, medical facilities and other amenities, and be consistent with HUD Site & Neighborhood requirements.</u>		
1. <u>Community accessibility: – 8 points</u>		7.5
<ul style="list-style-type: none">• Convenient and close access to local transit or proposed alternative and options for modes of transportation (walkable, bike-able, transit, etc.)• Proximity to medical facilities appropriate for PSH• Proximity to grocery store(s), pharmacies, and other amenities• Opportunities for community integration		
2. <u>Community vitality: – 7 points</u>		5
<ul style="list-style-type: none">• Proximity to employment and training opportunities• Evidence of public/private revitalization efforts in the area• Consistent with HUD Site & Neighborhood requirements regarding racial and poverty concentrations (details can be found at https://www.law.cornell.edu/cfr/text/24/891.125)		
Reviewer Score out of 15		12.5/15

Section 3 Strengths:

Section 3 Weaknesses:



Wake County Permanent Supportive Housing RFP 2019 Proposal Scoring Sheet

Section 4. Project Information (25 points)		Points
The strongest proposals will: Have defined scope of work and innovative design and site plans with detailed cost estimates, have the appropriate mix of units, and have a strong commitment to a Housing First approach in both operations and applicant screening/selection process.		
1. <u>Project scope: – 10 points</u>		
<ul style="list-style-type: none">• A defined scope of work including preliminary design plans and site plans.• Exceeds minimum of 25 units committed to familiar faces (minimum of 20% of units)		8
2. <u>Tenant mix: – 5 points</u>		
<ul style="list-style-type: none">• Extent to which the property serves a mix of incomes and includes no more than 50% units targeted for supportive housing		4
3. <u>Housing elements: – 10 points</u>		
<ul style="list-style-type: none">• Consistent with quality supportive housing elements such as role of coordinated entry and plan for integration and second change program/tenant eviction avoidance strategies• Designed to affirmatively further Fair Housing• Detailed description of how a Housing First, low barrier model will be operationalized in the project to include documentation of the applicant screening and selection/non-selection process• Innovative Approaches to the design and services provided• Energy efficiency / sustainable practices• Site control documentation• Detailed cost estimates		6
Reviewer Score out of 25		18/25

Section 4 Strengths:

Section 4 Weaknesses:



Wake County Permanent Supportive Housing RFP 2019 Proposal Scoring Sheet

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Section 5. Financial Analysis (15 points max)		Points
<u>The strongest proposals will:</u> Present strong financial feasibility, have comparable per unit costs to similar projects, and a solid 30-year financial operating plan.		
1. <u>Capital Plan: – 8 points</u>		5.5
<ul style="list-style-type: none">• Demonstration that the development is feasible in terms of cost, sources and uses, and financial thresholds.• Construction Cost per unit and Total Cost per unit relative to similar properties submitted under this RFP and in the marketplace.• Proforma income and expense reasonableness; debt coverage above 1.20		
2. <u>Operating Plan: - 7 points</u>		3.5
<ul style="list-style-type: none">• 30-year financial plan for operating the project – includes support for property management, property maintenance/upkeep, supportive services, unit repair plan		
Reviewer Score out of 15		9 /15

Section 5 Strengths:

Section 5 Weaknesses:



Wake County Permanent Supportive Housing RFP 2019 Proposal Scoring Sheet

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Section 6. Community Considerations (5 points max)		Points
<u>The strongest proposals will:</u> Demonstrate that the development has integrated community considerations into the design, operations and services provision of the project. (See description in Part IV, Section E)		4
1. <u>Considerations: – 5 points</u> <ul style="list-style-type: none">• Design Aesthetics and Amenities• Location• Unit Mix• Partnership Opportunities• Social Determinants of Health		
Reviewer Score out of 5		4 / 5

Section 6 Strengths:

Section 6 Weaknesses:



Wake County Permanent Supportive Housing RFP 2019 Proposal Scoring Sheet

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Wake County Permanent Supportive Housing RFP 2019 Proposal Scoring Sheet

Overall Proposal Score

Proposal Score Total	Reviewer Score
Section 1 Subtotal out of 25: Organizational Expertise	20.5/25
Section 2 Subtotal out of 15: Supportive Services	8/15
Section 3 Subtotal out of 15: Location Information	12.5/15
Section 4 Subtotal out of 25: Project Information	18/25
Section 5 Subtotal out of 15: Financial Analysis	9/15
Section 6 Subtotal out of 5: Community Considerations	4/05
TOTAL SCORE	72/100

Overall Proposal Strengths:

Overall Proposal Weaknesses:

Questions About Proposal:

I certify that I have reviewed the Proposal identified herein based on the merits objectively and without any effort to benefit, favor, or disfavor such Applicant by virtue of my personal or financial interests.

Signature: _____

Date: _____