Winston-Salem/Forsyth County Continuum of Care
2021 Renewal Project Performance Scorecard

This scorecard will be used by the WS/FC Continuum of Care (CoC) Rating Panel to score applications for CoC renewal funding. Scores will be used in developing project rankings for submission to HUD. In addition, both scores and data will be considered by the Rating Panel in any recommendations for reallocation of funds from existing projects to new projects.

The WS/FC CoC Rating Panel uses this scorecard and the following seven goals to develop a recommended Project Priority Listing.
1. **Fund organizations that exhibit the capacity to run effective and efficient programs.**
2. **Fund projects that consider participants' severity of needs & length of time homeless and serve the most vulnerable populations.**
3. **Fund projects with the best results in participant engagement and housing success.**
4. **Fund projects that improve clients' outcomes (e.g., employment, other income, health/mental health/well-being).**
5. **Fund projects that contribute to overall successful system performance.**
6. **Fund projects that exhibit effective stewardship and efficient use of CoC funding.**
7. **Reallocate resources from lower performing projects to higher performing projects and/or reallocate resources to create new projects that improve overall performance, with an overall priority to better end homelessness**.

The WS/FC Renewal Project Performance Scorecard is reviewed annually and revised or updated to reflect current process and/or reporting practices. It also reflects current HUD CoC policy/program requirements and CoC project and system performance measures. The majority of data collected for this process comes from Homeless Management Information System (HMIS) reports. HMIS reports used include the new canned CoC-APR (Annual Performance Report), the 0701 & 0703 System Performance reports, and the 0260 data completeness report. Generally, the data reflects project performance between October 1, 2019, and September 30, 2020, which is aligned with the Federal FY). Where indicated, some measures require a comparison to prior year data (October 1, 2018 - September 30, 2019) or they require data from the most recent grant operating year for which an APR has been submitted to HUD. DV projects provide data through reports generated in Osnium.

THRESHOLD REVIEW	The WS/FC CoC Rating Panel conducts a threshold review of each project prior to scoring performance to make sure it meets eligibility requirements as stated in the Notice of Funding Availability for the Continuum of Care Program Competition. The Rating Panel uses the *WS/FC CoC Local Project Application Threshold Review* (attached) in its eligibility evaluation of Project Applicants & Subrecipients and assigns either a PASS or FAIL to the project application.

PERFORMANCE

Rating Factor	Explanation of Rating Factor	Points			
		0	**10**	**15**	**20**
1. Length of Stay (SSO-CE & HMIS excluded)	**RRH.** Avg. # of days from entry to move-in (HUD Goal: 15 days) **PSH.** Avg. # of days from entry to move-in (HUD Goal: 15 days) **TH+RRH – TH Component.** Avg. # of days participants stay in project (HUD Goal: 90 days) **TH+RRH – RRH Component.** Avg. # of days from entry to move-in (HUD Goal: 30 days) Note: Points split in half for each component of TH+RRH and then summed. *Source: HMIS Report CoC-APR & APR Detail*	RRH, PSH, & RRH Cmpt ½ pts >180 days TH Cmpt ½ pts >365 days	RRH, PSH, & RRH Cmpt ½ pts 61-180 days TH Cmpt ½ pts 181-365 days	RRH, PSH, & RRH Cmpt ½ pts 30-60 days TH Cmpt ½ pts 90-180 days	RRH, PSH, & RRH Cmpt ½ pts <30 days TH Cmpt ½ pts <90 days

Rating Factor	Explanation of Rating Factor	Points			
		0	**8**	**16**	**24**
2. Housing Outcomes: Exits to PH (SSO-CE & HMIS excluded)	**RRH & TH+RRH:** "Persons exiting to permanent housing destinations during the operating year." [# who exited to other PH destinations] divided by [# of persons exiting the program during the year] x100 from APRQ23a., APRQ23b., & APRQ5a.5. Note: Deceased are excluded. **PSH:** "Persons remaining in permanent housing as of the end of the operating year or exiting to permanent housing (subsidized or unsubsidized) during the operating year." [# who remained in PSH + # who exited to other PH] divided by [# of persons who exited PH project + # of persons who did not leave the project (i.e., total # served in year)] x100 from APRQ23a., APRQ23b., APRQ5a.1., & APRQ5a.8. Note: Deceased are excluded. *Source: HMIS Report CoC-APR*	RRH & TH+RRH <70% PSH <80%	RRH & TH+RRH 70-79% PSH 80-89%	RRH & TH+RRH 80-90% PSH 90-99%	RRH & TH+RRH >90% PSH 100%
3. Assessment Outcomes: SSO-CE Rate of Conducting Household Assessments (RRH, PSH, TH+RRH, & HMIS excluded)	Additional Performance: % of households entering/accessing Coordinated Intake Center (CIC) who are assessed. [# of households assessed by CIC] divided by [total # of households entering/accessing CIC during the operating year] x100 *Source: HMIS Report CoC-APR and program data*	<75%	75-84%	85-95%	>95%

Rating Factor	Explanation of Rating Factor	Points			
		0	**3**	**9**	**15**
4. Extent to which Persons who Exit Homelessness to Permanent Housing Destinations Return to Homelessness (SSO-CE & HMIS excluded)	• **System Performance Measures (SPM) Metric 2b.2**: Returns to SO, ES, SH, TH, and PH projects within 2 years after exits to permanent housing destinations. *Source: HMIS Report 0701, run for CoC not individual providers – Results are given as both a number of returns and a percent of returns based on the total exits 2 years prior.*	>20%	11-20%	5-10%	<5%

Rating Factor	Explanation of Rating Factor	Points	
		0	**1 or 2** *(see below)*
5a. – 5f. Employment and Income Growth for Homeless Persons in CoC Program-funded Projects from System Performance Measures (SPM) Metric 4 (SSO-CE & HMIS excluded) 5d. – 5f. (SPM Metrics 4.4, 4.5, and 4.6) are N/A if no LEAVERS	• **SPM Metric 4.1:** Change in employment income during the reporting period for system stayers • **SPM Metric 4.2:** Change in non-employment cash income during the reporting period for system stayers • **SPM Metric 4.3:** Change in total cash income during the reporting period for system stayers • **SPM Metric 4.4:** Change in employment income from entry to exit for system leavers • **SPM Metric 4.5:** Change in non-employment cash income from entry to exit for system leavers • **SPM Metric 4.6:** Change in total cash income from entry to exit for system leavers *Source: HMIS Report CoC-APR – Results for each metric are given as the percentage of adults who increased across stated metric, with the universe being those who have income information at entry AND assessment/exit.*	Negative Change Applies to 8a. - 8f. (SPM Metrics 4.1-4.6)	Positive and No Change 1 point for 8a., 8b., 8d., & 8e. (SPM 4.1, 4.2, 4.4, & 4.5) 2 points for 8c. & 8f. (SPM 4.3 & 4.6)

Rating Factor	Explanation of Rating Factor	Points			
		0	**1**	**2**	**3**
6. Accessing Mainstream Benefits (SSO-CE & HMIS excluded) N/A if no LEAVERS	% of Adult Participants with 1+ Sources of Non-Cash Income at Exit: [# of adult participants with 1+Source of non-cash benefit at exit] divided by [# of all adult leavers] x100 from APRQ20b. & APRQ5a.6. *Source: HMIS Report CoC-APR*	<41%	41-61%	62-85%	>85%
7. PSH Bed Utilization Rate (RRH, TH+RRH, SSO-CE, & HMIS excluded)	Project Operates at Capacity: [# of beds utilized] divided by [total bed capacity (i.e., # of funded beds) *Source: HDX Housing Inventory Chart and HMIS Report CoC-APR* (APRQ7b.)	<65%	65-79%	80-95%	>95%
8. Participants Enter from Emergency Shelter or Streets (SSO-CE & HMIS excluded)	Percentage of Adult Persons Entering from an Emergency Shelter or the streets: [APRQ15. Prior Living Situation was Emergency Shelter + Place not meant for habitation] divided by [APRQ5a.2. Total Adults Served] x100 *Source: HMIS Report CoC-APR*	<85%	85-89%	90-95%	>95%
9. Percentage Exiting to a Known Destination (HMIS excluded) N/A if no LEAVERS	Percentage of Persons Exiting to a Known Destination: {[APRQ5a.5. Total Leavers] minus [APRQ23a. + APRQ23b. for Doesn't Know/Refused and Data Not Collected]} divided by [APRQ5a.5. Total Leavers] x100 *Source: HMIS Report CoC-APR*	<80%	80-89%	90-95%	>95%
10. Adult Participants Employed at Exit (SSO-CE & HMIS excluded) N/A if no LEAVERS	Percentage of Adults Employed at Exit: [APRQ17 Adults w/earned income at exit] divided by [APRQ5a.6. Total Adult Leavers] x100 *Source: HMIS Report CoC-APR*	<20%	20-24%	25-30%	>30%

SERVE HIGH NEED POPULATIONS

Rating Factor	Explanation of Rating Factor	Points			
		0	10	15	20
11. Coordinated Assessment Scores of Households Relative to Project Type Referral/Placement (RRH, PSH, TH+RRH, & HMIS excluded)	SSO-CE: Of the households entering/accessing Coordinated Intake Center (CIC) who are assessed, project referrals/placements are indicated for the specified interventions based on assessment scores and per the CIC Policy and Procedure Manual (i.e., for RRH, Individuals: 4-7 and Families: 4-8; and for PSH, Individuals and Families: Highest VI-SPDAT scores). • RRH and TH+RRH (RRH Component) – Assessment score for 95% of RRH referrals/placements indicates RRH or more intervention. • PSH – Assessment score for PSH referrals/placements indicates PSH with 95% at highest end of PSH range. *Source: CIC program data and HMIS data*	<75%	75-84%	85-95%	>95%

Rating Factor	Explanation of Rating Factor	Points			
		0	2	4	6
12. Project Serves Participants Referred from SSO-CE & Considers Severity of Needs (SSO-CE & HMIS excluded)	95% or more of project's participant entries are from Coordinated Intake Center referrals *Source: Project Application*	NO			YES

Rating Factor	Explanation of Rating Factor	Points			
		0	1	2	3
13. Ending Chronic Homelessness (HMIS excluded)	% of Chronically Homeless Households Served: [# of households with one or more CH persons served by project] divided by [total # of households served by project] x100 from APRQ26a. & APRQ8a. *Source: HMIS Report CoC-APR*	<26%	26-50%	51-75%	>75%

Rating Factor	Explanation of Rating Factor	Points		
		0	1	2
14. Ending Homelessness Among Households with Children and Unaccompanied Youth (HMIS excluded)	Project serves families with children and/or unaccompanied youth. [# of participants who are in families with children or unaccompanied youth] divided by [total # of participants served] x100 *Source: HMIS Report CoC-APR*	<16%	16-32%	>32%
15. Ending Veterans Homelessness (HMIS excluded)	Project serves Veterans. [# of participants who are Veterans] divided by [total # of participants served] x100 *Source: HMIS Report CoC-APR*	<16%	16-32%	>32%
16. Ending Homelessness Among Persons Fleeing Domestic Violence (HMIS excluded)	Project serves persons fleeing domestic violence. [# of participants who are fleeing domestic violence] divided by [total # of participants served] x100 *Source: HMIS Report CoC-APR*	<16%	16-32%	>32%

PROJECT EFFECTIVENESS

Rating Factor	Explanation of Rating Factor	Points			
		0			**100**
17. HMIS Performance: Meet all HUD Reporting Requirements (RRH, PSH, TH+RRH, & SSO-CE excluded)	HMIS Project Applicant has submitted high-quality CoC reports (PIT, HIC, SPM, LSA, etc.) on time. *Source: HDX and HDX 2.0*	NO			YES

Rating Factor	Explanation of Rating Factor	Points			
		0	**2**	**4**	**6**
18. HMIS Performance: Maintain high levels of Data Completeness (DV projects excluded)	Rating of data completeness for individual CoC-funded Projects – 22 HUD data elements assessed (13 UDE + 5 Additional + 4 Homeless Situation) *Note: HMIS project is scored based on the cumulative data of all CoC-funded Projects.* *Source: HMIS Report 0260*	<88%	88-94.99%	95-98.99%	>99%
19. HMIS Performance: Data Sharing (DV projects excluded)	Project Applicant and Subrecipients have signed or agreed to sign the CoC's data sharing agreement. HMIS Project facilitates and coordinates data sharing agreements. *Source: Collaborative Applicant/LSA HMIS Records*	NO			YES
20. Cost per PH Exit/Success (SSO-CE & HMIS excluded)	RRH: Grant dollars awarded/PH Exits [This calculation is based on the number # of households exiting to PH using avg. HH size.] PSH: Grant dollars awarded/PH Success [This calculation is based on the number # of households achieving housing stability (i.e., retention or exit to PH) using avg. HH size.] *Source: Project Applicant Financial Records and HMIS Report CoC-APR*	RRH & TH+RRH >$8,775 PSH >$11,700	RRH & TH+RRH $5,851-8,875 PSH $7,801-11,700	RRH & TH+RRH $2,925-5,850 PSH $3,900-7,800	RRH & TH+RRH <$2,925 PSH <$3,900
21. Cost per Household Assessment (RRH, PSH, TH+RRH, & HMIS excluded)	SSO-CE/CIC: Grant dollars awarded/# of Household Assessments *Source: Project Applicant Financial & Participant Records and HMIS Report CoC-APR*	>$135	$125-135	$110-124	<$110
22. Funds Recaptured for Last Ending Operating Year	Percentage of Funds Recaptured for Last Ending Operating Year out of Total Grant Award *Source: Project Applicant Financial Records*	>25%	10-24%	5-9%	<5%

OTHER & LOCAL CRITERIA

Rating Factor	Explanation of Rating Factor	Points Max. 100 pts
23. Local CoC Renewal Project Application Submission in Neighborly	Project is scored across nine categories in the Neighborly CoC Renewal for a total of 100 points. Project application is organized and scored as follows: A. Organization & Contact Information (5 pts.) B. Basic Requirements (10 pts.) C. Project Summary (10 pts.) D. Organizational Capacity (10 pts.) E. Performance & Compliance (10 pts.) F. Financial Information (10 pts.) G. Housing First Standards: Operates with fidelity to Housing First approach & Low Barrier (15 pts.) H. Program-Specific Standards: Operates using best practices, standards, and key elements in accordance with federal and local policies or standards (15 pts.) I. Documents (15 pts.) *Source: Local CoC Project Application in Neighborly*	*Local CoC Project Application is scored in Neighborly by Rating Panel Members. See adjacent column for breakdown of point structure.*

Rating Factor	Explanation of Rating Factor	Points			
		0	**2**	**4**	**6**
24. Project Applicant and Subrecipients are Active Participants in CoC Meetings/Process	Project Applicant and Subrecipients have participated in more than 75% of all Operating Cabinet and full CoC meetings. *Source: Meeting Minutes*	NO			YES

Rating Factor	Explanation of Rating Factor	Points			
		0			**1**
25. Addressing the Needs of Victims of Domestic Violence, Dating Violence, Sexual Assault, and Stalking	Provider participates in annual training that addresses best practices in serving survivors of domestic violence, dating violence, sexual assault, and stalking. *Source: Training Attendance Sheet and Training Survey*	NO			YES
26. Addressing the Needs of LGBTQ	Provider participates in annual training about how to effectively implement the Equal Access to Housing in HUD Programs Regardless of Sexual Orientation or Gender Identity, including the Equal Access in Accordance with an Individual's Gender Identity in Community Planning and Development Programs. *Source: Training Attendance Sheet and Training Survey*	NO			YES

Rating Factor	Explanation of Rating Factor	Points			
		0			**1**
27. Addressing Racial Disparities in Homelessness	Provider participates in CoC's annual assessment on whether there are racial disparities in the provision or outcome of homeless assistance and participates in any action steps or trainings to address any identified disparities. *Source: Training Attendance Sheet and Training Survey*	NO			YES
28. Addressing Job Training & Employment	Provider participates in annual training(s) on job training and employment to improve participant outcomes. *Source: Training Attendance Sheet and Training Survey*	NO			YES
29. Addressing Health, Mental Health & Well-being of Participants	Provider participates in annual training(s) on health, mental health, and well-being topics to improve participant outcomes *Source: Training Attendance Sheet and Training Survey*	NO			YES
MAXIMUM TOTAL POINTS	*If a measure is NA, then Maximum Total Points are reduced accordingly.*	**See below for Maximum Points by Project Type. Final project scores are reported as a percentage for ranking.**			

Maximum Points Possible by Project Type:
- Permanent Supportive Housing (PSH) = 229 points (or less points if N/A due to no participant data for scored measure)
- Rapid Rehousing (RRH) = 232 points (or less points if N/A due to no participant data for scored measure)
- Joint TH+RRH = 229 points (or less points if N/A due to no participant data for scored measure)
- Supportive Services Only (SSO-CE) = 190 points (or less points if N/A due to no participant data for scored measure)
- Homeless Management Information System (HMIS) = 229 points

Note: Newer projects may not have data for the time periods indicated by the performance measure, which also may reduce the maximum score possible.

Winston-Salem/Forsyth County Continuum of Care
Local Project Application Threshold Review
for Project Applicants and Subrecipients

Agency:	
Project:	

Criterion	Yes	No	N/A
Complete application was submitted	☐	☐	☐
Match documentation was submitted for prior year and applicant *identified* minimum matching funds prior to application submission which satisfy HUD requirements	☐	☐	☐
Quarterly Financial Drawdowns/Spend Rate/Funds Recaptured were reviewed	☐	☐	☐
APR submitted to HUD	☐	☐	☐
No unresolved HUD Monitoring Findings on grant-funded project	☐	☐	☐
Has documentation of having served HUD-eligible homeless persons or families, through CoC-eligible activities during the twelve months prior to the RFP deadline	☐	☐	☐
Proposes an eligible activity for an eligible homeless population, pursuant to HUD requirements (including eligibility under the NOFA)	☐	☐	☐
Is an eligible contractor for federal funds per https://www.sam.gov/, has a current tax exempt status as verified by the IRS, and does not owe any unresolved tax debts, as documented on IRS 990 submissions to the IRS	☐	☐	☐
Does not propose to use HUD funds to supplant current funding	☐	☐	☐
Project is financially feasible	☐	☐	☐
Has satisfactory organizational status, experience, capacity, and financial stability to implement and operate the project, as determined by the City of Winston-Salem	☐	☐	☐
Submitted authorization to apply for CoC funding	☐	☐	☐
Submitted most recently filed IRS Form 990	☐	☐	☐
Submitted most recent audit report	☐	☐	☐
Submitted By-Laws	☐	☐	☐
Submitted Articles of Incorporation	☐	☐	☐
Submitted IRS 501(c)3 designation letter, with status in place for at least one year prior to RFP deadline	☐	☐	☐
Submitted current board roster	☐	☐	☐
Submitted copy of current year budget	☐	☐	☐
Submitted copies of Code of Conduct, Personnel Policies, Fair Housing Policy, Anti-Discrimination Policy, Accounting and Procurement Policies, and other documents and procedures for the Organization (as applicable and as requested)	☐	☐	☐
Project application was reviewed by WS/FC CoC Rating Panel members	☐	☐	☐
Participation in Coordinated Entry	☐	☐	☐
Housing First and/or Low Barrier Implementation	☐	☐	☐
Participation in HMIS or an HMIS comparable database for DV agencies	☐	☐	☐
Applicant is a CoC-member agency	☐	☐	☐

Explanation for N/A items:

Reviewed by (print and sign name):

PASS/FAIL: _____ Date: _____