

e	Business Model	Rate the quality of the proposed business model	5=high quality; 0=low quality	100	20							0.00	0.00
f	Informed Choice	Rate the strength of the respondent's commitment to informed choice	5=strong; 0=weak	22	4.4							0.00	0.00
g	Person-Centered Approach	Rate the strength of the respondent's commitment to person-centered planning (including the perspective of a nursing facility resident, based on a one-page letter written by the respondent, describing how a typical day reflects a person-centered approach to care options, self-care, and care planning)	5=strong; 0=weak	60	12							0.00	0.00
h	Culturally Competent Services	The proposal reflects the respondent's and each subcontractor's ability to serve multicultural, multilingual populations in a culturally sensitive and linguistically competent way	5=excellent; 0=poor	4	0.8							0.00	0.00
i	Community Support	The proposal reflects existing relationships with community stakeholders including but not limited to town governance, town residents, nonprofit entities, home and community-based services providers, people with disabilities, elders, and/or other stakeholders in the community	5=excellent; 0=poor	40	8							0.00	0.00
i	Community Support	The proposal includes letters of support from community stakeholders and letters positively support the respondent's ability to implement and sustain the proposed business model	5=excellent; 0=poor	40	8							0.00	0.00
j	HCBS Linkages/Collaboration/Coordination	Proposed efforts to align the proposed business model with other HCBS providers and supports, and coordinate with other integrated care and home health initiatives are reasonable and effective to meet the RFP goal and objectives	5=reasonable and effective; 0=unreasonable and ineffective	28	5.6							0.00	0.00
j	HCBS Linkages/Collaboration/Coordination	The draft MOU with existing HCBS providers in the proposed catchment area enhances the Departments' confidence in the respondent's ability to implement and sustain the proposed business model	5=high confidence; 0=low confidence	20	4							0.00	0.00
k	Learning Collaborative	The proposal includes a statement that the respondent agrees to fully participate in quarterly learning collaborative meetings	5=yes; 0=no	4	0.8							0.00	0.00
l	Accreditation/Certification/Licensure	The proposal includes documentation of all licenses, registrations, certifications, approvals, etc., that will be required by local, state, and federal governments to implement and sustain the proposed business model and/or indicates a reasonable timeline for obtaining such documentation	5=reasonable; 0=unreasonable	30	6							0.00	0.00
m	DSS Responsibilities	The support the respondent requires from DSS demonstrates the respondent's understanding of the RFP goal and objectives	5=excellent; 0=poor	4	0.8							0.00	0.00
													0.00
E.3 Staffing Requirements - Reference page 33 of RFP													
a	Staffing Model	The staffing model is reasonable and effective to implement and sustain the proposed business model and consistent with all other sections of the proposal	5=reasonable, effective, and consistent; 0=unreasonable, ineffective, and inconsistent	8	1.6							0.00	0.00
b	Proposed Functional Organization	The proposed hierarchical structure of functions and positions within the respondent's and each subcontractor's organization, and the respondent's hierarchical and programmatic relationships with each subcontractor, is sufficient to implement and sustain the new business model	5=sufficient; 0=insufficient	8	1.6							0.00	0.00
c	Resumes	Resumes enhance the Departments' confidence in the identified staff's ability to implement and sustain the proposed business model	5=high confidence; 0=no confidence	5	1							0.00	0.00
d	Job Descriptions	Job descriptions are relevant and related to the proposed business model	5=strongly related; 0=not related	5	1							0.00	0.00
e	Recruitment, Hiring, and Retention Plan	Rate the quality of the respondent's and each subcontractor's recruitment, hiring, and retention plan, including efforts made to recruit and hire people with disabilities	5=high quality; 0=low quality	4	0.8							0.00	0.00
f	Staff Training/Education/Development	Rate the quality of the respondent's and each subcontractor's staff training, education, and development plan, including person-centered training programs currently provided for nursing facility staff	5=high quality; 0=low quality	8	1.6							0.00	0.00
h	Affirmative Action	Rate the strength of the respondent's and each subcontractor's commitment to affirmative action	5=strong; 0=weak	2	0.4							0.00	0.00
													0.00

E.4 Reporting Requirements - Reference page 34 of RFP											
b		The proposal reflects the respondent's and each subcontractor's ability to utilize technology to comply with the reporting requirements	5=excellent; 0=poor	20	4					0.00	0.00
E.5	Work Plan - Reference page 34 of RFP	The work plan is comprehensive, realistic, and consistent with all other sections of the proposal, as well as the RFP goal and objectives	5=complete, realistic, and consistent; 0=incomplete, unrealistic, and inconsistent	100	20					0.00	0.00
E.6 Subcontractors - Reference page 35 of RFP											
a	Subcontractor Profile	The proposal includes a complete Subcontractor Profile for each subcontractor	0=no subcontractor or complete information; -5=incomplete or missing information	0							0.00
a	Subcontractor Profile	The amount of each subcontract and the services to be provided by each subcontractor are reasonable, effective, and consistent with all other sections of the proposal, as well as the RFP goal and objectives	0=no subcontractor, or reasonable, effective, and consistent; -5=unreasonable, ineffective, and inconsistent	0							0.00
b	Draft Subcontract	The draft subcontract(s) enhance(s) the Departments' confidence in the respondent's ability to implement and sustain the proposed business model	0=no subcontractor or high confidence; -5=no confidence	0							0.00
F.1 Financial Requirements - Reference pages 35-36 of RFP											
b	Accounting/Financial Reporting	The proposal provides assurance that the respondent and each subcontractor will comply with all DSS and/or DECD accounting and financial reporting requirements	5=yes; 0=no	5	1					0.00	0.00
c	Financial Controls	The proposal reflects the respondent's and each subcontractor's ability to establish financial controls for tracking funds provided under any contract resulting from this RFP	5=excellent; 0=poor	5	1					0.00	0.00
d	Financing	The proposal provides the amount and type of any outstanding financing and mortgages on both the nursing facility business and real estate, or the proposal states that there is no outstanding financing or mortgages on the nursing facility business or real estate	5=yes; 0=no	10	2					0.00	0.00
d	Financing	The proposal provides assurance that the respondent will notify both the lender and HUD if the respondent is selected for funding, or the proposal states that the nursing facility has no outstanding obligation insured by HUD under Section 232 of the National Housing Act	5=yes; 0=no	5	1					0.00	0.00
e	Leveraged Funds - Reference page 36 of RFP	The proposal reflects the respondent's ability to leverage other resources to develop and implement the proposed business model	5=excellent; 0=poor	38	7.6					0.00	0.00
F.2 Budget Requirements - Reference page 36 of RFP											

Nursing Home Right-Sizing Rating and Ranking

9/6/2013

Applicant Name: _____
 Project Name: _____
 Project Location: _____

Component 2

Project #: _____
 Date of Review: _____
 Reviewer: _____

Section	Title	Point Calculation	Explanation of Points Calculation	Possible Points	Actual Points	Additional Scoring Info
Applicant Capacity						
1.7	Relevant Development Experience	Does the application demonstrate that the development team has the requisite experience to complete the development project in a timely manner and within budget?	Experience with specific type of project being proposed	12	12	Award points based on the applicant's prior record of completing housing development projects. The experience should be similar to the type being proposed (homeownership or rental). Max points should be awarded if the applicant has experience with the specific type of development being proposed (elderly rental, family rental, supportive, scattered site homeownership, etc). Points should only be awarded if the applicant has consistently completed projects on time and within budget.
			Experience with a similar type of developments	8		
Applicant Capacity: Total Points Possible=				12	12	

Project Feasibility and Readiness to Proceed						
	Status of Construction Documents	Points will be awarded based on the completeness of construction documents, including the architectural drawings, contract specifications, and bid documents.	Bidding Completed	14	14	ARCHITECTURAL STAFF TO PROVIDE SCORE
			Construction Documents Prepared	12		
			Design Development Drawings (40%)	8		
	Zoning	Has the applicant received full zoning and other approval for the specific project being applied for?	Full Approval	4	4	ARCHITECTURAL STAFF TO PROVIDE SCORE
	Commitments for Financing	How firm are the non-DECD sources of funds for the project? Site donation is not considered leveraged funds.	Firm commitments equal to or above 75% ; soft commit. for remainder	18	18	Review the sources of funds to determine the % with a firm and/or soft commitment. If the applicant is proposing to use both construction and permanent financing, the points should be based on the totality of such funding.
			Firm commitments between 50%-74%; soft commit. for remainder	15		
			Firm commitments between 25%-49%; soft commit. for remainder	10		
			Firm Commitments between 10-24%; soft commit. for remainder	5		
	Leveraging	Points will be awarded based on the proportion of DECD funds to the Total Development Cost (TDC)	less than 30%	15	15	Divide DECD investment by TDC and input correct score based on percentage. Use Financing Plan & Budget.
			greater than 30% but < 50%	18		
			greater than 50% but < 75%	14		
			greater than 75%	0		
	Long Term Operating Plan	Points will be awarded for proposals that have developed an operational plan that demonstrates that the business will be financially sustainable for 10 years or if housing sustainable for 15 years. A supporting Pro-forma must also be submitted.	Yes	15	15	
			No	0		
	Construction Reasonableness	Do the proposed construction costs meet the DECD standard established for per unit and square foot costs? Points will be deducted based on the % that projected costs exceed the established DECD standard.	projected costs exceed the standard by 50%	-6		ARCHITECTURAL STAFF TO PROVIDE SCORE
			projected costs exceed the standard by 40% but < 50%	-5		
			projected costs exceed the standard by 30% but < 40%	-4		
			projected costs exceed the standard by 20% but < 30%	-3		
			projected costs exceed the standard by 10% but < 20%	-2		
			projected costs exceed the standard by less than 10%	0		
	Overall Readiness to Proceed	What is the development's overall readiness to proceed?	maximum minimum	5 0	5	The project manager is to assign between 5 and 0 points based on the proposals overall ability to proceed in a timely manner.
Project Feasibility and Readiness to Proceed Total Points=				71	71	

Scoring Summary				
Applicant Capacity	17%	12	12	100.0%
Project Feasibility and Readiness to Proceed	83%	71	71	100.0%
Application Score		83	83	100.0%

DECD will use the following tiebreakers in the order listed if two proposals have equal scores:

- 1 Highest Project Feasibility and Readiness to Proceed Score
- 2 Highest Project Applicant Capacity Score

The results of the evaluation and Rating and Ranking of applications will be determined at the sole discretion of the Commissioner of DOH.