



Wake County CoC Membership Meeting

Monday, July 27th

2 – 3:30 PM

In person: RHA Community Room

971 Harp St

AGENDA

- CoC System & Lead Agency Updates
- HMIS Software Vendor Status
- Strategic Initiative: Wake at Home



System & Lead Agency Updates

HUD Data Collection Production

- HUD intends to create a training video series that will help staff, volunteers, and managers learn how to collect and use data the right way.
 - **POINT-IN-TIME COUNT:** This vignette shows PIT Count workers how to build trust with unsheltered individuals, explain why the count matters, and collect information respectfully and safely.
 - **INTAKE:** Staff explain to clients what info will be collected, how often it's needed, and how sharing it helps them, while offering choices and setting clear expectations to build trust.
 - **DATA QUALITY:** A good example and bad example show why entering data quickly and correctly matters — in one scene, a supervisor spots a client's progress in the data and shares it as a best practice; in the other, a supervisor thinks a client isn't improving, only to find out later that the progress was real but just never entered into the system.
 - **EXIT INTERVIEWS:** Staff show how to collect outcome information and client feedback as clients move on to their next stage of housing or services.
 - **SYSTEM-LEVEL DATA USE:** A committee of staff and people with lived experience of homelessness reviews data trends together and discusses how that data shapes funding decisions, policies, and program design.

HMIS Updates

- **New Multi-factor Authentication (MFA) process live TODAY, July 27**
 - Email communication went out to all HMIS users
 - Every user will be required to enroll in MFA on their first sign-in after migration
 - Methods include:
 - One-time password via authenticator app (Google Authenticator or Microsoft Authenticator for iOS and Android devices are two popular options)
 - Push notification via the Auth0 Guardian app
 - Phone (SMS or voice)
 - Email
- **Data Advisory Committee**
 - Meeting virtually, Tuesday, 07/28 from 9 – 10am to continue data privacy/sharing discussions

Coordinated Entry Updates

- **CoC CE Team**

- Final stages of hiring two (2) Diversion Specialists.

- **Advancing Virtual Access**

- Designing phases based on IT build out and staffing timelines.
- More information coming to future Membership meetings!

Active Funding Opportunities

	Youth* Homelessness Demonstration Program (YHDP)	HUD Continuum of Care Program (FFY26)	NC Emergency Solutions Grant (ESG)
\$	\$500,000 to \$15,000,000 (Wake CoC: ~\$6,000,000)	\$4,040,000,000 (Wake CoC: ~\$8,000,000)	Wake CoC Fair Share: \$392,309
	- Transitional Housing - Supportive Services: Outreach, Case Management - Coordinated Entry, HMIS, CoC Planning <i>*Limited to young households 18-24.</i>	- Permanent Housing* - Transitional Housing - Supportive Services - Coordinated Entry, HMIS, CoC Planning <i>*incentives to shift from PH to SSO.</i>	- Emergency Services (Shelter, Street Outreach) - Housing Stability (Prevention, Rapid Rehousing)
	Wake CoC is not a current YHDP community. This would be new funding to support scale of youth dedicated resources.	Currently 9 permanent housing projects serving ~245 households and 3 CoC Lead grants	Currently 9 projects serving ~700 households annually

For details on the local competition visit www.wakenc507.org.

Youth Homelessness NOFO - Update

- Wake County participates in the Youth Homelessness System Improvement (YHSI) as part of the region.
 - Includes Wake, Orange, Durham and Chatham Counties.
 - Administered through Central Pines Regional Council (CPRC) who facilitates a regional Youth Advisory Board (YAB) meeting.
- Wake CoC is advancing a regional response to the Youth Homelessness Demonstration Program (YHDP) portion of the NOFO.
 - Ensures competitiveness by building on YHSI structure and including rural jurisdictions.
 - Advances YHSI focus recommendations: Assessments, Continuity of Care, Resources.

Funding Process & Timeline



HMIS Software Vendor RFP

HMIS Software Vendor RFP

Background & Context: Transition of HMIS grant and contracts to Wake County as CoC Lead Agency requires competition to remain compliant with the use of federal funds for HMIS implementation.

Date	Task
October – November 2025	RFP open for submissions Wake County
December – March 2026	IT Security Review and RFP Panel Evaluation
April – May 2026	Vendor Demonstrations
June - July 2026	Follow up responses, Final Evaluation
July – October 2026	Vendor Selection, CoC Approval

Board Materials for Discussion: Analysis and Outcome Brief - HMIS Software Vendor

- *Includes RFP process brief shared at the 06/04 Board Meeting.*

Review of Analysis and Outcome

- **RFP Outcome**

- Highest scoring proposal: Green River Data Group, Inc.
- Conditional award made 07/16, dependent on CoC Governance approval and contract negotiations.
- Green River virtual demonstration will be distributed through the CoC newsletter following today's meeting.

- **Analysis and Key Considerations**

- CoC Data Sharing and Privacy Model
- Cost and Budget
- CoC System Growth

Evaluation Summary & Scoring

Both vendors passed all technical requirements and demonstrated the ability to meet Wake County's HMIS needs.

	Green River Data Group	Bitfocus, Inc.
Total Score (690 pts)	551.15	544.87
Main Evaluation (490 pts)	389.00	404.17
Demonstrations (100 pts)	82.75	76.50
Cost Proposal (100 pts)	79.40	64.20
Technical Requirements	Pass	Pass

- **Green River** - highest overall score, driven by superior value, innovation, customization, demonstration performance, and cost competitiveness.
- **Bitfocus** - higher in the main technical evaluation due to its mature platform and extensive HMIS experience but ranked lower overall because of cost and value considerations.
 - Bitfocus does not currently or have the ability to meet HIPPA compliant data sharing requirements.

HMIS Data Sharing & Privacy

Informed Consent

(current Wake CoC)

- Explicit, restrictive
- No sharing without ROI
- Slower to implement
- If revoked, stops future sharing.
- Higher compatibility with adjacent systems (healthcare, etc.)

Implied Consent

(general)

- Broad, implied-use
- Sharing unless revoked
- Faster to implement/ coordinate
- If revoked, stops future sharing, but cannot retract past sharing.
- Less compatibility (not impossible!) with adjacent systems (healthcare, etc.)

Approval Process

- The CoC Governance Board must review and vote on the approval of the highest scored proposal.
 - If the Governance Board votes in favor, the Lead Agency recommends the vote advance to the CoC Membership for review and vote.
 - If the Governance Board votes in opposition, the Board must provide strong detailed justification for review by Wake County Government procurement.
- Request approval from the CoC Governance Board to pursue a 3-5-year contract for HMIS software.
 - Per CoC MOU, final contract and terms will be presented to the Board for final approval prior to signature.

CoC Strategic Initiative



Wake at Home will prevent and eliminate street sleeping through a targeted rehousing strategy.

Phase I: 2026 - 2027 2 Year Surge	Phase II: 2028+ Annual Sustainability
\$22M 1,400 households	\$23M/Year ~1,800+ households



~400 Direct to Housing
(Unsheltered, Long Stayers)
~1,000 Rapid Resolution
(Shelter Inflow)

Phase I: Funding Overview

Phase 1: Surge

- Planned commitments of \$15M in new and leveraged public funds
- Gap of \$6 million
- Marketing and fundraising campaign taken up by CoC Board
- Developing “opportunity menu” for businesses, faith-based partners
- Municipal engagement

Phase 2: Sustainability

- Continued public sources
- Pursuit of larger philanthropic opportunities
- Explore endowment fund structure
- Municipal engagement and regional partnerships

Direct to Housing & Street Outreach Synergy

- Unsheltered homelessness strategy

Street Outreach Committee	Wake at Home
• Goal to assign team zones • CE referrals by capacity and zone	• Requires designated lead outreach by site • HMIS Workflow
• Unsheltered strategy review • Site assessment and prioritization	• Updates based on Committee feedback • Putting it into practice with dedicated housing resources, roles/responsibilities

Quick Update: Fiscal Agent

- **Overview:** CoC Board received three (3) responses to the Request for Information (RFI) spanning different structures and organizational type.
- **Approach to Follow Up:** Convened CoC Executive Committee for review and initial recommendation to the CoC Board.

Adjourn



Next CoC Membership Meeting:

- Monday, August 24, 2026 from 2 - 3:30 PM
- Raleigh Housing Authority Community Room – 971 Harp St

Tentative Agenda

- Funding Competitions
- HR1
- Board Nominations

CoC Coordination or for more info: Info@wakenc507.org