

Competitive contracting for CWEP with Basic Skills services, CWEP with Occupational Skills services, CWEP with ESL Training Services, and Clothing Assistance services.

On April 5, 2021, the Camden County WDB and Camden County released a Request for Proposals packet:

- 21-WF-01 – Requesting CWEP with Basic Skills services, CWEP with Occupational Skills services, CWEP with ESL Training Services, and Clothing Assistance services for the TANF and GA populations.

Bidders Conference was held for the set of bid specifications on April 19, 2021.

Proposals were received at the WDB office on May 5, 2021. Four (4) proposals were received. The WDB staff did an initial review of each proposal to ensure all the requirements were met.

The following review committee was appointed:

PROGRAM REVIEW

Nidia Sinclair (CCOS)
Laurie Maguire (CCOS)
Carolyn Demo-Janowiak (CCBSS)

Elizabeth Guzman (DVR)
Kristi Connors (NJ State ES)
Robin Morris (CCOS)
Marilyn Gonzales (CCOS)
Salama McFarland (CCBSS)

FISCAL REVIEW

Janice Bryant (CCOS)
Aaron Cream (CCOS)
Leslie Williams (CCWDB)
Debbie Wolk (Camden County Office of Internal Audit)
Barbara Pape (CCOS)

All committee members have been and remain intimately familiar with the need for these services, and all committee members determined that none were in any conflict or potential conflict of interest as defined the Local Government Ethics Law.

The specifications set forth various expectations of the County and included evaluation criteria upon which the vendors knew they would be judged. These included program design criteria, management criteria, and cost criteria. The methodology included a point computation and was established to not unfairly or illegally discriminate against or exclude otherwise capable vendors.

Beginning on May 6, 2021, review teams did complete reviews of each of the proposals, and the scores were averaged to produce a final proposal score.

***The attached "Summary of Proposal Evaluation Scores" shows the vendors who submitted proposals for each of the requests for proposals and the scores. All proposals scored 50% or above in all categories, thus qualifying them for funding, per the RFP.*

We are recommending the following contracts be awarded, contingent upon receipt of funds:

- **Camden County College** – To provide CWEP with Basic Skills Training to 50 TANF customers.
Address: 200 North Broadway, Camden NJ 08102
Contract Dates: July 1, 2021 through June 30, 2022
Funding: \$175,000.00 Workfirst NJ funds
Initial award: \$42,000.00 to provide services to 12 customers.
Performance Benchmarks: per the RFP

- **Camden County OEO** – To provide CWEP with Basic Skills Training to 52 TANF customers.
Address: 538 Broadway, Camden, NJ 08103
Contract Dates: July 1, 2021 through June 30, 2022
Funding: \$182,000.00 Workfirst NJ funds
Initial award: \$45,500.00 to provide services to 13 customers.
Performance Benchmarks: per the RFP

- **Center for Family Services** – To provide CWEP with Occupational Skills Training to 18 TANF customers.
Address: 584 Benson Street, Camden, NJ 08103
Contract Dates: July 1, 2021 through June 30, 2022
Funding: \$63,000.00 Workfirst NJ funds
Initial award: \$14,000.00 to provide services to 4 customers.
Performance Benchmarks: per the RFP

- **Camden County College** – To provide CWEP with ESL to 25 TANF customers.
Address: 200 North Broadway, Camden NJ 08102
Contract Dates: July 1, 2021 through June 30, 2022
Funding: \$87,500.00 Workfirst NJ funds
Initial award: \$21,000.00 to provide services to 6 customers.
Performance Benchmarks: per the RFP

- **The Work Group** – To provide Clothing Assistance Services to 270 TANF customers.
Address: 3720 Marlton Pike, Pennsauken, NJ 08110
Contract Dates: July 1, 2021 through June 30, 2022
Funding: \$13,500.00 Workfirst NJ funds
Initial award: \$3,350.00 to provide services to 67 customers.
Performance Benchmarks: per the RFP

- **Camden County College** – To provide CWEP with Basic Skills Training to 25 GA/GA-SNAP customers.
Address: 200 North Broadway, Camden NJ 08102
Contract Dates: July 1, 2021 through June 30, 2022
Funding: \$87,500.00 Workfirst NJ funds
Initial award: \$21,000.00 to provide services to 6 customers.
Performance Benchmarks: per the RFP

- **Camden County OEO** – To provide CWEP with Basic Skills Training to 28 GA/GA-SNAP customers.
 Address: 538 Broadway, Camden, NJ 08103
 Contract Dates: July 1, 2021 through June 30, 2022
 Funding: \$98,000.00 Workfirst NJ funds
Initial award: \$24,500.00 to provide services to 7 customers.
 Performance Benchmarks: per the RFP

- **Camden County College** – To provide CWEP with ESL to 10 GA/GA-SNAP customers.
 Address: 200 North Broadway, Camden NJ 08102
 Contract Dates: July 1, 2021 through June 30, 2022
 Funding: \$35,000.00 Workfirst NJ funds
Initial award: \$7,000.00 to provide services to 2 customers.
 Performance Benchmarks: per the RFP

- **The Work Group** – To provide Clothing Assistance Services to 69 GA/GA-SNAP customers.
 Address: 3720 Marlton Pike, Pennsauken, NJ 08110
 Contract Dates: July 1, 2021 through June 30, 2022
 Funding: \$3,450.00 Workfirst NJ funds
Initial award: \$850.00 to provide services to 17 customers.
 Performance Benchmarks: per the RFP

21-WF-01: Summary of Proposal Evaluation Scores

CW/Basic- CC College	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35	25	24	25	71.43%
Organizational Capacity	25	21	25	23	92.00%
Goals and Outcomes	25	14	19	17	68.00%
Budget Information: TANF	15	15	12	14	93.33%
Budget Information: GA	15	15	12	14	93.33%

CW/Basic- CCOEO	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35	22	34	28	80.00%
Organizational Capacity	25	25	24	25	100.00%
Goals and Outcomes	25	13	25	19	76.00%

Budget Information: TANF	15	15	10	13	86.67%
Budget Information: GA	15	15	10	13	86.67%

CW/Occ-Ctr For Family Services	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35	35	34	35	100.00%
Organizational Capacity	25	25	24	25	100.00%
Goals and Outcomes	25	25	23	24	96.00%
Budget Information: TANF	15	15	15	15	100.00%

CW/ESL- CC College	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35	25	24	25	71.43%
Organizational Capacity	25	21	25	23	92.00%
Goals and Outcomes	25	14	19	17	68.00%
Budget Information: TANF	15	15	12	14	93.33%
Budget Information: GA	15	15	12	14	93.33%

Clothing-TWG	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35	35	35	35	100.00%
Organizational Capacity	25	19	22	21	84.00%
Goals and Outcomes	25	22	25	24	96.00%
Budget Information: TANF	15	15	15	15	100.00%
Budget Information: GA	15	15	15	15	100.00%

SUMMARY	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
T/CW/Basic- CC College	100	75	80	78	78.00%
T/CW/Basic- CCOEO	100	75	93	84	84.00%
T/CW/Occ-Ctr For Family Services	100	100	96	98	98.00%
T/CW/ESL- CC College	100	75	80	78	78.00%
T/Clothing-TWG	100	91	97	94	94.00%
G/CW/Basic - CC College	100	75	80	78	78.00%
G/CW/ESL - CC College	100	75	80	78	78.00%
G/CW/Basic - OEO	100	75	93	84	84.00%
G/Clothing-TWG	100	91	97	94	94.00%