

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

On April 24, 2018, the Camden County WDB and Camden County released a Request for Proposals packet:

- 18-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 population.

Bidders Conference was held for the set of bid specifications on May 3, 2018.

Proposals were received at the WDB office on May 17, 2018. Seven (7) 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

Josh Friedman (CCOS)
Nidia Sinclair (CCOS)
Joan Docherty (CCBSS)
Carolyn Demo-Janowiak (CCBSS)
Dyon Draft (CCBSS)
Deanna Randazzo (CCBSS)
Elizabeth Guzman (DVR)
Jyi Peterson (CCOS)
Marisol Vasquez (CCOS)
Lauren Hill (CCOS)
Andrea Jenkins (NJ State ES)
Lillian Rojas (CCBSS)
Kristi Connors (NJ State ES)

FISCAL REVIEW

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

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 so as to not unfairly or illegally discriminate against or exclude otherwise capable vendors.

Review teams met, beginning on May 21, 2018, and did complete reviews of each of the proposals. Each proposal was reviewed by team members, 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. **Yellow highlight indicates a score below the required 50%.

J. W. Harris School for Job and Career Readiness' proposal is not recommended for funding since that proposal scored below 50% in one or more categories, per RFP dictate.

Business Interface of Maryland's proposal is not recommended for funding since that proposal scored below 50% in one or more categories, per RFP dictate.

We are recommending the following contracts be awarded:

► **Camden County College** - To provide CWEP with Basic Skills Training to 100 TANF customers.
Address: 200 North Broadway, Camden NJ 08102
Contract Dates: July 1, 2018 through June 30, 2019
Funding: \$250,000.00 Workfirst NJ funds
Initial award: \$62,500.00 to provide services to 25 customers.
Performance Benchmarks: per the RFP

► **Camden County OEO** -To provide CWEP with Basic Skills Training to 115 TANF customers.
Address: 538 Broadway, Camden, NJ 08103
Contract Dates: July 1, 2018 through June 30, 2019
Funding: \$287,500.00 Workfirst NJ funds
Initial award: \$70,000.00 to provide services to 28 customers.

Performance Benchmarks: per the RFP

► **Center for Family Services** - To provide CWEP with Occupational Skills Training to 25 TANF customers.

Address: 584 Benson Street, Camden, NJ 08103

Contract Dates: July 1, 2018 through June 30, 2019

Funding: \$62,500.00 Workfirst NJ funds

Initial award: \$15,000.00 to provide services to 6 customers.

Performance Benchmark s: per the RFP

► **Camden County College** - To provide CWEP with ESL to 40TANF customers.

Address: 200 North Broadway, Camden NJ 08102

Contract Dates: July 1, 2018 through June 30, 2019

Funding: \$100,000.00 Workfirst NJ funds

Initial award: \$25,000.00 to provide services to 10 customers.

Performance Benchmarks: per the RFP

► **The Work Group** -To provide Clothing Assistance Services to 360 TANF customers.

Address: 370 Marlton Pike, Pennsauken, NJ 08110

Contract Dates: July 1, 2018 through June 30, 2019

Funding: \$18,000.00 Workfirst NJ funds

Initial award: \$4,500.00 to provide services to 90 customers

Performance Benchmarks: per the RFP

18-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	33	35	34	97.14%
Organizational Capacity	25	25	22	24	96.00%
Goals and Outcomes	25	25	20	23	92.00%
Budget Information	15	15	15	15	96.67%
Total Proposal Score	100	98	92	95	94.50%

CW/Basic- JW Harris	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35				0.00%

Organizational Capacity	25				0.00%
Goals and Outcomes	25				0.00%
Budget Information	15	0	0	0	0.00%
Total Proposal Score	100				0.00%

CW/Basic- CCOEO	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	25	25	25	100.00%
Goals and Outcomes	25	25	25	25	100.00%
Budget Information	15	15	15	15	100.00%
Total Proposal Score	100	100	100	100	100.00%

CW/Basic- Business Interface	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35				0.00%
Organizational Capacity	25				0.00%
Goals and Outcomes	25				0.00%
Budget Information	15	6	5	6	36.67%
Total Proposal Score	100				0.00%

CW/Occupational - Center For Family Services	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	25	25	25	100.00%
Goals and Outcomes	25	25	25	25	100.00%
Budget Information	15	15	15	15	100.00%
Total Proposal Score	100	100	100	100	100.00%

CW/ESL- CC College	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	18	18	18	72.00%
Goals and Outcomes	25	25	25	25	100.00%
Budget Information	15	15	15	15	100.00%
Total Proposal Score	100	93	93	93	93.00%

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	24	24	24	96.00%
Goals and Outcomes	25	25	24	25	100.00%
Budget Information	15	15	15	15	100.00%
Total Proposal Score	100	99	98	99	99.00%

SUMMARY	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
CW/Basic- CC College	100	98	92	95	94.50%
CW/Basic - JW Harris	100				0.00%
CW/Basic - CCOEO	100	100	100	100	100.00%
CW/Basic- Business Interface	100				0.00%
CW/Occ - Ctr For Family Services	100	100	100	100	100.00%
CW/ESL- CC College	100	93	93	93	93.00%
Clothing-TWG	100	99	98	99	99.00%