

Competitive contracting for CWEP with Job Skills services, ESL + CWEP services, and Clothing Assistance services for the TANF population

On July 20, 2016, the Camden County WDB and Camden County released a Request for Proposals packet:

- 16-DHS-03 – Requesting CWEP with Job Skills services, ESL + CWEP services, and Clothing Assistance services for Temporary Assistance for Needy Families.

Bidders Conference was held for the set of bid specifications on April 29, 2016.

Proposals were received at the WDB office on August 10, 2016. Eight (8) proposals were received – (1) for Clothing Assistance services, (1) for ESL + CWEP services, and (6) for CWEP with Job Skills. The WDB staff did an initial review of each proposal to ensure all the requirements were met.

A review committee was appointed, consisting of Nidia Sinclair, Laurie Maguire, Jyi Peterson, Marilyn Gonzalez and Robin Morris (Camden County Resource Center); Carolyn Demo-Janowiak and Dyon Draft, (Camden County Board of Social Services; Leslie Williams, Dan Powell, Tiffany Pressley, Janice Bryant, Barbara Pape and Aaron Cream (Fiscal). 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 August 12, 2016 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.

Vendor listing by Average Total Score for each RFP component (“Summary”) are at the bottom of the page.

The Office of Camden County Counsel directed that the following proposal not be considered for funding due to audit findings:

- *WOTS Literacy Center - CWEP with Job Skills*

We are recommending the following contracts be awarded, contingent upon the receipt and insertion of NJ LWD WorkFirst allocations, sufficient for this purpose:

- **Image and Attitude** – To provide CWEP with Job Skills Training to 20 TANF customers.
Address: 6500 Madison Avenue, Suite 13, Pennsauken, NJ 08109
Contract Dates: October 1, 2016 through June 30, 2017
Funding: \$50,000 Workfirst NJ funds
(The initial award under the contract will be for \$12,500 to provide services to 5 customers.)
Performance Benchmarks: per the RFP
- **Camden County OEO** – To provide CWEP with Job Skills Training to 135 TANF customers.
Address: 538 Broadway, Camden, NJ 08103
Contract Dates: October 1, 2016 through June 30, 2017
Funding: \$337,500 Workfirst NJ funds
The initial award under the contract will be for \$82,500 to provide services to 33 customers.)
Performance Benchmarks: per the RFP
- **Robeson Community Development Corporation** – To provide CWEP with Job Skills Training to 85 TANF customers.
Address: 2220 Woodlynne Avenue, Woodlynne, NJ 08107
Contract Dates: October 1, 2016 through June 30, 2017
Funding: \$212,500 Workfirst NJ funds
The initial award under the contract will be for \$52,500 to provide services to 21 customers.)
Performance Benchmarks: per the RFP
- **Camden County College** – To provide CWEP with Job Skills Training to 60 TANF customers.
Address: 200 North Broadway, Camden NJ 08102
Contract Dates: October 1, 2016 through June 30, 2017
Funding: \$150,000 Workfirst NJ funds
The initial award under the contract will be for \$37,500 to provide services to 15 customers.)
Performance Benchmarks: per the RFP

- **Center for Family Services** – To provide CWEP with Job Skills Training to 25 TANF customers.
 - Address: 584 Benson Street, Camden, NJ 08103
 - Contract Dates: October 1, 2016 through June 30, 2017
 - Funding: \$62,500 Workfirst NJ funds
 - The initial award under the contract will be for \$15,000 to provide services to 6 customers.)
 - Performance Benchmarks: per the RFP
- **Camden County College** – To provide ESL + CWEP to 30 TANF customers.
 - Address: 200 North Broadway, Camden NJ 08102
 - Contract Dates: October 1, 2016 through June 30, 2017
 - Funding: \$75,000 Workfirst NJ funds
 - The initial award under the contract will be for \$17,500 to provide services to 7 customers.)
 - Performance Benchmarks: per the RFP
- **Image and Attitude** – To provide Clothing Assistance services to 475 TANF customers.
 - Address: 6500 Madison Avenue, Suite 13, Pennsauken, NJ 08109
 - Contract Dates: October 1, 2016 through June 30, 2017
 - Funding: \$16,625 Workfirst NJ funds
 - The initial award under the contract will be for \$16,625 to provide services to 118 customers.)
 - Performance Benchmarks: per the RFP

Please do not hesitate to call with any questions.

16-DHS-03: Summary of Proposal Evaluation Scores

CWEP-CCC	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35	30	30	30	85.71%
Organizational Capacity	25	21	21	21	84.00%
Goals and Outcomes	25	24.5	24.5	25	98.00%
Budget Information	15	15	15	15	100.00%
Total Proposal Score	100	90.5	90.5	91	91.00%

CWEP-Image & Attitude	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	25	22	24	96.00%
Goals and Outcomes	25	25	20	23	92.00%
Budget Information	15	12	11	12	80.00%
Total Proposal Score	100	87	77	82	82.00%

CWEP- CCOEO	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	23	23	23	92.00%
Goals and Outcomes	25	25	25	25	100.00%
Budget Information	15	13	12	13	86.67%

Total Proposal Score	100	94	95	95	95.00%
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CWEP- Robeson CDC	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	22	25	24	96.00%
Goals and Outcomes	25	25	25	25	100.00%
Budget Information	15	12	13	13	86.67%
Total Proposal Score	100	92	98	95	95.00%

CWEP- Ctr 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%

ESL - CCC	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35	30	30	30	85.71%
Organizational Capacity	25	18	21	20	80.00%

Goals and Outcomes	25	25	25	25	100.00%
Budget Information	15	15	12	14	93.33%
Total Proposal Score	100	88	88	88	88.00%

Clothing-Image & Attitude	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	19	24	22	88.00%
Budget Information	15	13	13	13	86.67%
Total Proposal Score	100	92	97	95	95.00%

SUMMARY	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
CWEP-Robeson CDC	100	92	98	95	95.00%
CWEP-Ctr For Family Services	100	100	100	100	100.00%
CWEP-CCOEO	100	94	95	95	95.00%
CWEP-CCC	100	90.5	90.5	91	91.00%
CWEP-Image & Attitude	100	87	77	82	82.00%
CWEP + ESL - CCC	100	88	88	88	88.00%
Clothing-Image & Attitude	100	92	97	95	95.00%