

Competitive contracting for Out of School Youth Services

On March 19, 2019, the Camden County WDB and Camden County released a Request for Proposals packet:

- 19-YS-01 – Requesting WIOA Out-of-School Youth Services.

Bidders Conference was held for the set of bid specifications on March 29, 2019.

Proposals were received at the WDB office on April 12, 2019. Three (3) 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)
Lauren Hill (CCOS)
Jyi Peterson (CCOS)
Marisol Vasquez (CCOS)
Danniel Rodgers (CCOS)

FISCAL REVIEW

Janice Bryant (CCOS)
Aaron Cream (CCOS)
Leslie Williams (CCWDB)

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 April 18, 2019, 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. 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 OEO** - To provide WIOA Out of School Youth services for 25 WIOA-eligible Youth.

Address: 538 Broadway, Camden, NJ 08103

Contract Dates: July 1, 2019 through June 30, 2020

Funding: \$150,000.00 WIOA Out of School Youth funds

Initial award: \$36,000.00 to provide services to 6 customers

Performance Benchmarks: per the RFP

➤ **The Work Group** - To provide WIOA Out of School Youth services for 54 WIOA-eligible Youth.

Address: 3720 Marlton Pike, Pennsauken, NJ 08110

Contract Dates: July 1, 2019 through June 30, 2020

Funding: \$324,000.00 WIOA Out of School Youth funds

Initial award: \$78,000.00 to provide services 13 customers

Performance Benchmarks: per the RFP

➤ **JEVS** - To provide WIOA Out of School Youth services for 21 WIOA-eligible Youth.

Address: 1845 Walnut Street, 7th Floor, Philadelphia, PA 19103

Contract Dates: July 1, 2019 through June 30, 2020

Funding: \$126,000.00 WIOA Out of School Youth funds

Initial award: \$30,000.00 to provide services to 5 customers

Performance Benchmarks: per the RFP

19-YS-01: Summary of Proposal Evaluation Scores

YS-OEO	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	70	68	68	68	97.14%
Goals and Outcomes	20	19	19	19	95.00%
Agency Experience	20	20	20	20	100.00%
Fiscal Plan	15	14	14	14	93.33%
Total Proposal Score	125	121	121	121	96.80%

YS-JEVS	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	70	48	49	49	69.29%
Goals and Outcomes	20	20	20	20	100.00%
Agency Experience	20	14	13.5	14	70.00%
Fiscal Plan	15	14	14	14	93.33%

Total Proposal Score	125	96	96.5	96	76.80%
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YS-The Work Group	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	70	62	64	63	90.00%
Goals and Outcomes	20	17	17	17	85.00%
Agency Experience	20	18	18	18	90.00%
Fiscal Plan	15	14	13	14	90.00%
Total Proposal Score	125	111	112	112	89.20%

SUMMARY	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
YS - OEO	125	121	121	121	96.80%
YS - JEVS	125	96	96.5	96	76.80%
YS-The Work Group	125	111	112	112	89.20%