

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

- 19-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 March 29, 2019.

Proposals were received at the WDB office on April 12, 2019. Five (5) 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)

Carolyn Demo-Janowiak (CCBSS)

Lewanna Carey (CCBSS)

Dyon Draft (CCBSS)

Deanna Randazzo (CCBSS)

Elizabeth Guzman (DVR)

Andrea Jenkins (NJ State ES)

Kristi Connors (NJ State ES)

Robin Morris (CCOS)

Marilyn Gonzales (CCOS)

Salama McFarland (CCBSS)

Lisa Felch (CCBSS)

Melanie Perna (DVR)

Sarah Scarantino (DVR)

FISCAL REVIEW

Janice Bryant (CCOS)

Barbara Pape (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 April 16, 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 College** – To provide CWEP with Basic Skills Training to 100 TANF customers.  
Address: 200 North Broadway, Camden NJ 08102  
Contract Dates: July 1, 2019 through June 30, 2020  
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 135 TANF customers.  
Address: 538 Broadway, Camden, NJ 08103  
Contract Dates: July 1, 2019 through June 30, 2020  
Funding: \$337,500.00 Workfirst NJ funds  
**Initial award: \$82,500.00 to provide services to 33 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, 2019 through June 30, 2020  
Funding: \$62,500.00 Workfirst NJ funds  
**Initial award: \$15,000.00 to provide services to 6 customers.**  
Performance Benchmarks: per the RFP
  
- **Camden County College** – To provide CWEP with ESL to 40 TANF customers.  
Address: 200 North Broadway, Camden NJ 08102  
Contract Dates: July 1, 2019 through June 30, 2020  
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, 2019 through June 30, 2020  
Funding: \$18,000.00 Workfirst NJ funds

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

Performance Benchmarks: per the RFP

### 19-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	34	35	35	100.00%
Organizational Capacity	25	22	22	22	88.00%
Goals and Outcomes	25	25	25	25	100.00%
Budget Information	15	15	15	15	100.00%
<b>Total Proposal Score</b>	<b>100</b>	<b>96</b>	<b>95</b>	<b>96</b>	<b>95.50%</b>

CW/Basic- CCOEO	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35	33	25	29	82.86%
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%
<b>Total Proposal Score</b>	<b>100</b>	<b>98</b>	<b>90</b>	<b>94</b>	<b>94.00%</b>

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	35	35	100.00%
Organizational Capacity	25	25	25	25	100.00%
Goals and Outcomes	25	25	25	25	100.00%
Budget Information	15	13	14	14	90.00%
<b>Total Proposal Score</b>	<b>100</b>	<b>98</b>	<b>99</b>	<b>99</b>	<b>98.50%</b>

CW/ESL- CC College	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	35	27	33	30	85.71%
Organizational Capacity	25	18	25	22	88.00%
Goals and Outcomes	25	19	25	22	88.00%
Budget Information	15	11	12	12	80.00%
<b>Total Proposal Score</b>	<b>100</b>	<b>75</b>	<b>95</b>	<b>85</b>	<b>85.00%</b>

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	20	20	20	80.00%
Goals and Outcomes	25	25	25	25	100.00%
Budget Information	15	15	15	15	100.00%
<b>Total Proposal Score</b>	<b>100</b>	<b>95</b>	<b>95</b>	<b>95</b>	<b>95.00%</b>

<b>SUMMARY</b>	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
CW/Basic- CC College	100	96	95	96	95.50%
CW/Basic- CCOEO	100	98	90	94	94.00%
CW/Occ - Ctr For Family Services	100	98	99	99	98.50%
CW/ESL- CC College	100	75	95	85	85.00%
Clothing-TWG	100	95	95	95	95.00%