

Robert P. Astorino  
County Executive

Department of Social Services

Kevin Mahon  
Commissioner

11222

**DATE:** May 4, 2010

**TO:** The Honorable Board of Acquisition and Contract

**FROM:** Kevin P. Mahon  
Commissioner of Social Services

**RE:** Authority for the County of Westchester to amend a contract with the Yonkers Chamber of Commerce for the purpose of providing employment services for all employable Temporary Assistance customers for the period June 1, 2007 through May 31, 2010 in an amount not-to-exceed \$1,458,266.66 per year, for a total not-to-exceed amount of \$4,374,800 by: 1) extending the end date from May 31, 2010 to May 31, 2011; 2) increasing the not-to-exceed amount thereunder by \$1,458,266 from an amount not-to-exceed \$4,374,800 to a new total not-to-exceed of \$5,833,066 to be paid pursuant to an approved budget and subject to appropriation; and 3) modifying the scope of services in order to provide orientation at initial certification appointment, Job Readiness Services, monitor customers' attendance and progress in work activities, complete a full comprehensive assessment in order to place customers in appropriate work activities and maintenance of Individual Employment Plan (IEP) every quarter.

By resolution approved on March 8, 2007, your Honorable Board authorized the County of Westchester (the "County"), acting by and through the Department of Social Services, to enter into an agreement with the Yonkers Chamber of Commerce for the purpose of providing employment services for all employable Temporary Assistance customers for the period from June 1, 2007 through May 31, 2010 in an amount not-to-exceed \$4,374,800. This agreement was subsequently executed.

Authorization is now requested to amend the above said agreement by: 1) extending the end date from May 31, 2010 to May 31, 2011; 2) increasing the not-to-exceed thereunder by \$1,458,266 from an amount not-to-exceed \$4,374,800 to a new total not-to-exceed of \$5,833,066; and 3) modifying the scope of services in order to provide orientation to employable customers at initial certification appointment, Job Readiness Services, monitor customers' attendance and progress in work activities, complete a full comprehensive assessment in order to place customers

in appropriate work activities and maintenance of Individual Employment Plans (IEP) on a quarterly basis.

**The Public Purpose** of this program is to assist the Temporary Assistance population in the County of Westchester with acquiring the academic and career skills necessary for securing gainful employment, thus promoting the economic security of these individuals. This would, in turn, help to end their dependence upon temporary assistance and become self sufficient.

**The Goals and Objectives** of this program are to provide employment services to customers to help facilitate self-sufficiency and economic independence. Working to meet participation requirements, an additional goal of the program, will ensure that Westchester County receives adequate funding for the continued provision of services to its population and avoids the imposition of fiscal penalties. Moving customers to economic independence will reduce the overall caseload of Westchester County, thereby resulting in caseload reduction credit and an overall savings to County government.

**The Goals and Objectives are in the Best Interest of Fiscal Responsibility** because the attainment of gainful employment is the intended result of this program, thereby, effectively eliminating dependence on temporary assistance. The amount of money spent by the County in providing temporary assistance payments to this population will be considerably reduced as the participants of this program secure employment and become economically independent. There is a significant economic cost for individuals in receipt of Temporary Assistance. Currently, Family Assistance customers receive \$11,316 per year, Safety Net Families receive \$15,684 per year and Safety Net individuals receive \$8,268 per year. In addition, Westchester County is required to engage all Temporary Assistance customers in countable employment activities in order to meet Federal participation rate requirements. Failure to meet these standards can result in Federal fiscal sanctions for Westchester County.

**The Negative Consequences of Not Extending This Contract** will cause an increase in Temporary Assistance due to a decrease of employment services. Westchester County is required to engage all Temporary Assistance customers in countable employment activities in order to meet the participation rate requirements. Failure to meet these standards can result in Federal fiscal sanctions for Westchester County.

**The Goals and Objectives will be tracked and monitored** using the **Performance Measurement Indicators** developed by the Department and approved by the County Budget Office. They include, but are not limited to, the submission of monthly statistics and quarterly reports, as well as direct contact with the Department's Program Office.

The outcomes for the three year period (06/01/07-03/31/10) are as follows with break down for each contract year:

	6/07-5/08	6/08-5/09	6/09-3/10
# Served	3728	2403	2517
# Non-Compliant	5754	3707	3301
# Assessments Completed	3728	2403	2745
# Customers Referred to CLOUT-(Target 200)	482	218	346
# Customers Referred to CHI- (target 240)	434	321	468
# Customers Referred to JOBSTAR- (Target 140)	72	58	81
# Engaged in Vocational Training	1034	1031	1140
# Engaged in Job Search	950	2049	3288
# Engaged in CWEP	747	1449	1793
# Completed Job Search	948	748	482
# Engaged/Placed in Employment	970	616	262

In addition to the above, the vendor has reported the following results during the period of 6/09 through 3/10:

- 1) 2518 DSS cases closed
- 2) 359 individuals completed training
- 3) 159 individuals completed CWEP assignments
- 4) 48 individuals completed 30 day job retention
- 5) 438 individuals completed 60 to 90 days job retention.

Except as specifically amended hereby, all other terms and conditions of the Original agreement shall remain the same.

Accordingly, authority is requested to amend the aforesaid agreement with the Yonkers Chamber of Commerce for the reasons stated above.

An appropriate resolution is attached herewith for your Honorable Board's approval.

## RESOLUTION

Upon a communication from the Commissioner of Social Services, it is hereby:

**RESOLVED**, that the County of Westchester is hereby authorized to amend an agreement with the Yonkers Chamber of Commerce (“YCOC”) for the purpose of providing employment services for all employable Temporary Assistance customers for an amount no-to-exceed \$4,374,800 for the period June 1, 2007 through May 31, 2010 by: 1) extending the end date of the agreement from May 31, 2010 to May 31, 2011; 2) increasing the not-to-exceed amount thereunder by \$1,458,266 from an amount not-to-exceed \$4,374,800 to a new total not-to-exceed of \$5,833,066; and 3) modifying the scope of services in order to provide orientation to employable customers at initial certification appointment, Job Readiness Services, monitor customers’ attendance and progress in work activities, conduct a full comprehensive assessment in order to place customers in appropriate work activities and maintenance of Individual Employment Plan (IEP) on a quarterly basis; and be it further

**RESOLVED**, that the Contract is subject to County Appropriation; and be it further

**RESOLVED**, that this Agreement is also subject to further financial analysis of the impact of any New York State Budget (the “State Budget”) proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

**RESOLVED**, that except as specifically amended hereby, all other terms and conditions of the Original agreement shall remain in full force and effect; and be it further

**RESOLVED**, that the County Executive or his authorized designee is hereby authorized to take such action and execute such documents as may be necessary and appropriate to effectuate the purposes hereof.

Original Contract Amount:	\$4,374,800.00
<b>This Amendment:</b>	<b>\$1,458,266.00</b>
Total:	\$5,833,066.00

Account to be  
Charged/Credited

	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
	263	22	708K	4380	T708	\$729,133
2010	101	22	8900	5860	-----	\$425,328
2011	101	22	8900	5860	-----	\$303,805

Budget Funding Year(s) **2010** (Grant Year) Start Date: **6/1/2007** End Date: **5/31/2011**  
(must match resolution)

Funding Source

**T708**

**5860**

Tax Dollars: 50%

State Aid: 50%

**\$1,458,266.00** Federal Aid: 100%

(must match resolution) Other \_\_\_\_\_

APPROVED BOARD OF ACQUISITION & CONTRACT - 5-20-2010 DOMARY MEIRA, SECRETARY