

21018

DATE: August 12, 2011

TO: The Board of Acquisition and Contract

FROM: Mary Kate Cabaleiro, Coordinator
Westchester County Youth Bureau

RE: Authority to enter into an Agreement with the Network for Teaching Entrepreneurship to operate the Youth Entrepreneurship Training II Program for the program period January 1, 2011 through December 31, 2011 in the total amount not-to-exceed \$131,432 payable pursuant to an approved budget

Authority is hereby requested for the County of Westchester to enter into an Agreement with the Network for Teaching Entrepreneurship (NFTE) to operate the Youth Entrepreneurship Training II Program, under a portion of the County's Youth Services Program for the program period January 1, 2011 through December 31, 2011. The funding for this program will be provided by the New York State Office of Children and Family Services in an amount not to exceed \$65,716 and by NFTE in an amount not to exceed \$65,716 for a total program amount not to exceed \$131,432 payable pursuant to an approved budget.

NFTE's core values are individuality, initiative and community. NFTE's mission is to provide entrepreneurship education programs to young people from low-income communities with the vision that every young person will find a pathway to prosperity. The primary target audience is urban, low-income youth ages 11-18.

NFTE's curriculum has been correlated to educational standards, and is proven to meet national and state standards in subject areas including social studies, math, language arts, and technology. Sometimes referred to as a "mini-MBA" style course, the program covers a wide variety of topics in a fun and easy to understand way. The program offers specialized activities and tools that provide hands-on, interactive learning, including the use of technology, field trips, games, and volunteer involvement. As the centerpiece of the program, every student creates and presents an original business plan that is the primary vehicle through which they learn and apply the business/financial concepts, while developing a business idea based on their own special interests and talents. The program will be serving 400 Westchester youth during 2011.

The planned 2011 program outcomes are as follows:

- Of the 400 youth who will participate in the program, 336 will develop and present a business plan as measured by submission of business plans and teacher reports.
- Of the 400 youth who will participate in the program, 120 will increase the time they spend reading as measured by pre/post tests.
- Of the 400 youth who will participate in the program, 140 will report an improvement in their abilities to plan ahead, public speaking, and plan for future education/aspirations.

Each of the goals and objectives as stated above will be tracked and monitored through monthly, quarterly and annual reports, Report Cards and by bi-yearly site visits from Youth Bureau Program Monitors.

This program was funded in 2010. Outcomes are as follows.

- Of the 150 youth who will complete the program, 138 will develop and present a business plan. *Of the *1152 youth who participated in the program, 944 developed and presented a business plan.*
- Of the 150 youth who will participate in the program, 132 will improve their business knowledge as measured by pre/post tests. *Of the *1152 youth who participated in the program, 91 improved their business knowledge.*
- Of the 150 youth who will participate in the program, 105 will increase their educational aspirations and improve their future career plans as measured by pre/post tests. *Of the *1152 youth who participated in the program, 1036 increased their educational aspirations and improved their future career plans.*

NFTE counted all youth served in their outcomes, not just OCFS numbers. They also continued to measure 2009 outcomes even though the YB revised the outcomes with NFTE staff in April for 2010. That particular NFTE staff member resigned in summer 2010 and the new staff was unaware of the revised outcomes. YB staff therefore allowed them to report on 2009 outcomes since the YB staff member program monitor had been out on maternity leave and they no longer had time to measure the new outcomes by the time YB staff member returned in Dec 2010. These issues were discussed with the NFTE Development Director so that they report on the correct info in 2011. **OCFS outcomes have been revised for 2011 to allow for proper tracking and reporting.*

Pursuant to Act No. 109 – 2011 adopted by the Westchester County Board of Legislators on July 11, 2011 the County of Westchester was authorized to participate in a Resource Allocation Plan to provide State reimbursement for certain youth services programs which operate with funding provided by the County's Youth Services Program.

This Agreement is exempt from the Westchester County Procurement Policy pursuant to section 3(a)xviii thereof. Nevertheless, in 2008 the Youth Bureau issued an RFP to cover the program years 2009 – 2011. This agency is one of 94 agencies that submitted a proposal in response to the RFP. However due to the precariousness of the funding stream from the state, the Youth Bureau deemed it appropriate to enter into one year contracts with this agency as opposed to a three year contract as stated in the above mentioned RFP. The agency has agreed to year to year contracts for the 2009 – 2011 period based upon appropriation and contract compliance.

An appropriate Resolution is attached hereto for your Honorable Board's consideration.

RESOLUTION

Upon a communication from the Coordinator of the Westchester County Youth Bureau, be it hereby

RESOLVED, that the County of Westchester is hereby authorized to enter into an agreement with the Network for Teaching Entrepreneurship to operate the Youth Entrepreneurship Training II program, under a portion of the County's Youth Services Program for the program period January 1, 2011 through December 31, 2011 for a total program amount not to exceed One Hundred Thirty One Thousand Four Hundred Thirty Two (\$131,432) Dollars payable pursuant to an approved budget; and be it further

RESOLVED, that the funding for this program will be provided by the New York State Office of Children and Family Services in an amount not to exceed \$65,716 and by Network for Teaching Entrepreneurship in an amount not to exceed \$65,716; and be it further

RESOLVED, that this Agreement is subject to County appropriations; 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 that Contractor shall have the right to terminate their Agreement upon reasonable prior written notice; and be it further

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

	Fund	Dept. code	Unit #	Object/ Sub Object	Trust Account	Dollars
Account to be charged/credited YDDP-YS	263	11	188L	4380	T188	\$65,716
Budget Funding Year(s) <u>2011</u> Start Date <u>January 1, 2011</u> End Date <u>December 31, 2011</u> (must match resolution)						
Funding Source	Tax Dollars \$ _____					
	State Aid \$65,716 _____					
<u>\$ 131,432</u> (must match resolution)	Federal Aid \$ _____					
	Other \$65,716 (agency match) _____					