

Robert P. Astorino
County Executive

Department of Social Services

Kevin M. McGuire
Commissioner

56992

Date: May 10, 2017

To: Board of Acquisition and Contract

From: Kevin M. McGuire, Commissioner
Department of Social Services

Subject: Authority to enter into an agreement with West-H.E.L.P., Inc. pursuant to which it will operate the Mount Vernon West-H.E.L.P. Family Shelter as a Tier II Shelter for Families for an amount not-to-exceed \$2,764,523 for the period from July 1, 2017 through June 30, 2018, with the County having the sole option to extend the term for up to five (5) additional one (1) year periods.

Authority is requested for the County of Westchester (the "County") to enter into an agreement (the "Agreement") with West-H.E.L.P., Inc. ("West-H.E.L.P."), pursuant to which West-H.E.L.P. will operate the Mount Vernon West-H.E.L.P. Family Shelter located at 240 Franklin Avenue, Mount Vernon, New York, as a Tier II Shelter for Families, as defined in 18 NYCRR Part 900, (a "Tier II Shelter") for an amount not-to-exceed \$2,764,523, for the period from July 1, 2017 through June 30, 2018 (the "Initial Term"), with the County having the sole option to extend the term for up to five (5) additional one (1) year periods (each an "Option Term") for the respective not-to-exceed amounts specified below and otherwise on the same terms as the Initial Term:

<u>Period</u>	<u>Not-To-Exceed Amount</u>
Option Term #1 (7/1/18 – 6/30/19)	\$2,824,990.00
Option Term #2 (7/1/19 – 6/30/20)	\$2,887,271.00
Option Term #3 (7/1/20 – 6/30/21)	\$2,951,421.00
Option Term #4 (7/1/21 – 6/30/22)	\$3,017,495.00
Option Term #5 (7/1/22 – 6/30/23)	\$3,085,551.00

On March 24, 2017, the Department issued a Request for Proposals ("RFP") to solicit qualified vendors to provide a Tier II Family Shelter facility in Mount Vernon, New York as well as manage and provide support services to homeless families residing at the facility. The RFP was posted on the County's RFP Website. In addition, the RFP was posted in the Westchester, Rockland and Putnam Editions of The Journal News every day from March 24- April 22. Also, an email publicizing the issuance of this RFP was sent to all current vendors associated with temporary housing. Despite these efforts, the Department received only one (1) proposal which was submitted by West-H.E.L.P. The proposal was reviewed by the Department with reference to the evaluation

criteria set forth in the RFP. After careful consideration and despite being the only proposal submitted, it was determined that it would be in the best interest of the County to award the contract to West-H.E.L.P., Inc. because West-H.E.L.P.'s proposal not only met but exceeded the specifications outlined in the scope of work.

In addition, the Department specifically analyzed the costs in West-H.E.L.P.'s proposal in order to ensure that they were reasonable. As part of that analysis, the Department conducted a market analysis of eight (8) Tier II Shelters located outside of New York City which are located in the following counties: Orange, Rockland, Suffolk, and Albany. Although West-H.E.L.P. is the only Tier II Family Shelter that has a rental expense, even with the rental expense included, the per diem rate is only 14% above the mean and third most expensive of the eight Tier II shelters analyzed. Notably, without the rental and capital improvement expenses, West-H.E.L.P.'s proposed per diem is 9% *less than* the mean and the fourth most expensive of the eight Tier II Shelters in Upstate NY. Accordingly, the Department's analysis found that the costs comprising the not-to-exceed amounts specified above are reasonable.

The services to be provided pursuant to the proposed agreement **serve a public purpose** by assisting the County in providing services and housing to the eligible homeless population. These services are aimed at improving the quality of life of the homeless population in the County by assisting the population served in achieving a successful transition from welfare to self-sufficiency.

The **goals and objectives** of the proposed agreement are to provide 24- hour supervision, shelter to homeless residents: supportive services to include family and group counseling, family mental health assessment, daycare services, assistance in finding permanent housing and casework services.

The goals and objectives of this program are in **the best interests of the County in terms of public health and public safety** as they are aimed at enhancing and ensuring the health and safety of the targeted population. The program enhances and ensures safety by providing 24-hour supervision and housing. This program creates a safe haven for the targeted population. Providing appropriate shelter for Westchester's homeless population will reduce the risk of their becoming victims of crime and developing general health related issues that result from not having shelter.

The goals and objectives are in the County's **best interests in terms of fiscal responsibility** as the services provided assist the targeted population with finding permanent housing, thereby decreasing the cost associated with providing emergency housing.

The goals and objectives will be tracked and monitored through performance measurement indicators developed by the Department and approved by the County Budget Office. The tracking and monitoring measures include the submission of monthly statistics and quarterly reports as well as through direct contact with the D.S.S. staff in order to swiftly address any impediments to the program's successes.

Accordingly, the County of Westchester is hereby requesting permission to enter into an agreement with West-H.E.L.P., Inc. for the aforesaid purpose.

A resolution requesting the same is attached for your Honorable Board's approval.

KMM/BG/jpg
Attachment

RESOLUTION

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

RESOLVED, that the County of Westchester (the "County") is hereby authorized to enter into an agreement (the "Agreement") with West-H.E.L.P., Inc. ("West-H.E.L.P."), pursuant to which West-H.E.L.P. will operate the Mount Vernon West-H.E.L.P. Family Shelter located at 240 Franklin Avenue, Mount Vernon, New York as a Tier II Shelter for Families, as defined in 18 NYCRR Part 900, for an amount not-to-exceed \$2,764,523 for the period from July 1, 2017 through June 30, 2018 (the "Initial Term"), with the County having the sole option to extend the term for up to five (5) additional one (1) year periods (each an "Option Term") for the respective not-to-exceed amounts specified below and otherwise on the same terms as the Initial Term:

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RESOLVED, that this 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 his 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 budget(s) 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 the agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his authorized designee is empowered to execute any document necessary to implement this Resolution.

Account to be
Charged/Credited

	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
2017	101	22	8900	5850	-----	\$1,023,478
2017	101	22	8900	5860	-----	\$358,784
2018	101	22	8900	5850	-----	\$1,023,478
2018	101	22	8900	5860	-----	\$358,783

Budget Funding Year(s) 2017-2018
(must match resolution)

Start Date: 07/01/17 End Date: 06/30/18

Funding Source	Tax Dollars:	<u>5850</u>	<u>5860</u>
		1%	71%
	State Aid:	0%	29%
	Federal Aid:	99%	0%

\$2,764,523

(must match resolution)

Other:

APPROVED BOARD OF ACQUISITION & CONTRACTS - 08/10/2017 - LISA MRINAJ, SECRETARY