

Robert P. Astorino
County Executive

Department of Social Services

Kevin Mahon
Commissioner

11679

DATE: May 20, 2010

TO: Board of Acquisition and Contract

FROM: Kevin P. Mahon, Commissioner
Department of Social Services

SUBJECT: Resolution authorizing the County of Westchester to enter into an agreement with the **Urban League of Westchester County, Inc. (the "Urban League")** for the provision of various support services through a program named **WRAPP** for the "hard-to-serve" Safety Net Families population in Westchester County for the program period **July 1, 2010** through **June 30, 2011** for a total aggregate amount not to exceed **\$404,800** to be paid pursuant to an approved program budget and subject to appropriation

Authority is requested for the County of Westchester, acting by and through its Department of Social Services (the "Department") to enter into an agreement with the **Urban League of Westchester County, Inc. (the "Urban League")** for the provision of various support services through a program named **WRAPP** (WORK READINESS AND PREPAREDNESS PROGRAM) for the "hard-to-serve" Safety Net Families in Westchester for the program period **July 1, 2010** through **June 30, 2011** for an amount not-to-exceed **\$404,800** to be paid pursuant to an approved program budget and subject to appropriation. There has been no increase in the amount requested from that of last year. The Department was able to negotiate with the vendor to expand the scope of services to include comprehensive assessments of every participant, as well as increase the performance targets at no additional cost. The increase in support services will be: 1) collecting attendance sheets from employment providers in order to monitor the customer's attendance and progress in work activities on a weekly basis; and 2) conducting a full comprehensive assessment of each customer. In addition, the Urban League is also responsible for referrals to Public Consulting Group (PCG) clients seeking Supplemental Security Income (SSI) or Social Security Disability (SSD) Income. PCG is an agency that provides assistance in obtaining SSI or SSD for clients referred to them through an agreement with the County. The performance targets for the proposed agreement are set at 60 case closings due to job placement and 40 job retentions.

The Public Purpose of the program is to provide various support services for the "hard-to-serve" Safety Net Families population in Westchester County. Many of these customers face multiple barriers to employment that prevent them from gaining employment and achieving self-sufficiency, including,

substance abuse, mental health issues, health problems, domestic violence, low reading skills, poor math skills, language barriers, criminal records and lack of experience with workplace expectations.

These “hard-to-serve” families need ongoing assistance, such as basic needs, intensive job preparation services, social services and other interventions. Although they may exhibit a number of deficiencies and barriers to employment, most of these issues can be addressed through proper assessment, target services, industry-specific job readiness and employment, as well as intensive case management throughout the employment process. The above skills can be learned with proper service integration and an incentive/reward system that provides positive feedback, proper goal settings and motivational support.

The Goals and Objectives of these programs are to end the dependence of “hard-to-serve” customers on temporary assistance by providing orientation, assessment, referrals, employment readiness, training, job search, job placement and retention with an emphasis on building relationships with customers and helping them develop the confidence needed to succeed. An outline of the goals and objectives are as follows:

- Assess skills, interests, education and employment history
- Provide intensive case management
- Provide individual job counseling
- Conduct a full comprehensive assessment
- Collect and monitor the attendance and progress of customers in all work activities
- Develop an Individual Employment Plan
- Refer eligible customers for SSI assistance
- Place customers in employment
- Assist customers in retaining employment by providing them with appropriate supportive services
- Place customers in structured job search/education/training/CWEP for their minimum hours required for participation

The Goals and Objectives Are in the Best Interest in Terms of Fiscal Responsibility in that there is a significant economic cost for individuals in receipt of Public Assistance. Each Safety Net Family Assistance recipient receives \$15,684 per year. The continued use of these support services, may lead to job placement, and public assistance case closures that could significantly reduce the dollar amount of Westchester County’s fiscal responsibilities. The success of these support services can create gainful employment within Westchester County, which can stimulate the economy. As of March 2010, a total of 140 individuals have achieved self sufficiency at a projected annualized cost avoidance of \$2,195,760. Westchester is required to engage all TANF 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 Negative Consequences of Not Entering into This Contract is that our customers would not receive the employment related trainings to equip them with the necessary tools to become employed, and achieve self sufficiency. Additionally, without this program, Westchester may not be able to meet minimum participation standards and could face Federal fiscal sanctions.

The Performance Measurement Indicators Will Be Tracked through the submission of monthly statistics and quarterly reports, as well as through direct contact with the Department’s Program Office. During the period starting 7/1/09 through 3/31/10 the Department is able to report that the vendor is on track to meeting the performance goals as indicated below:

- 12 customers were approved for SSI
- 71 customers placed in unsubsidized jobs
- 66 customers secured above minimum wage jobs
- 51 customers remained on the job 90 days or more

This agreement is exempt from the Westchester County Procurement Policy pursuant to Section 3(a) xiv.

Accordingly, authority is requested to enter into an agreement with the Urban League of Westchester County, Inc. to operate the above said program.

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

APPROVED BOARD OF ACQUISITION & CONTRACT - 6-10-2010 - JOMARY VIEIRA, SECRETARY

RESOLUTION

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

RESOLVED, that the County of Westchester be and is hereby authorized to enter into an agreement with the **Urban League of Westchester County, Inc. (the "Urban League")** for the provision of various support services under a program named **WRAPP** (Work Readiness and Preparedness Program) for the "hard-to-serve" population in Westchester for the program period **July 1, 2010** through **June 30, 2011** for an amount not-to-exceed **\$404,800** to be paid pursuant to an approved program budget; and be it further

RESOLVED, that the County Executive or his duly authorized designee is empowered to execute all documents and take all actions necessary to effect the purpose of this resolution.

Account to be
Charged/Credited

	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
	263	22	708k	4380	T708	\$404,800

Budget Funding Year(s):
(must match resolution)

Start Date: 07/01/10

End Date: 6/30/11

Funding Source

Tax Dollars:

State Aid:

Federal Aid: 100%

\$404,800

(must match resolution)

Other: