

Robert P. Astorino  
County Executive

Department of Social Services

Grant E. Mitchell, MD  
Acting Commissioner

**15259**

DATE: November 9, 2010

TO: Board of Acquisition and Contract

FROM: Grant E. Mitchell, MD  
Acting Commissioner, Department of Social Services

SUBJECT: **Authority to amend an agreement with MDU, Inc. d/b/a Foster Care Network to operate and manage a foster and adoptive parent marketing and recruitment program designed to increase the number of available foster and adoptive homes within the County by extending the end date of the agreement from December 31, 2010 to March 31, 2011 and also by increasing the total aggregate not-to-exceed amount by an additional \$34,082 from \$151,475 to \$185,557 to be paid monthly pursuant to an approved budget and subject to appropriation, to cover the cost associated with the services to be provided during the extended term**

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By Resolution adopted by your Honorable Board on November 19, 2009, the County of Westchester (the "County") was authorized to enter into an agreement contract with MDU, Inc. d/b/a Foster Care Network ("Foster Care Network") to operate and manage a foster and adoptive parent marketing and recruitment program for the period January 1, 2010 through December 31, 2010 in a total aggregate not-to-exceed amount of \$151,745. The agreement (DSS641-10) was subsequently executed.

In the next several months, an RFP will be developed and released for the provision of marketing and recruitment services. To guarantee the provision of these services until a provider is chosen, authority is now requested to amend the agreement with Foster Care Network by extending the end date from December 31, 2010 to March 31, 2011 and also by increasing the not-to-exceed amount by \$34,082 from a total not-to-exceed amount of \$151,475 to a new total not-to-exceed amount of \$185,557 to be paid monthly to cover the cost associated with the services to be provided during the extended term.

This contract provides a **public purpose** in that the increase in the pool of potential foster family homes offers children in foster care a safe, nurturing and home-like environment, thereby helping to reduce the trauma of removal from their families.

The **goals and objectives** are to increase the number of available foster and adoptive homes within the County. The Foster Care Network operates and manages a foster care and adoptive parent marketing and

recruitment program. The goals and objectives will be accomplished by using a recruitment program which will include print media advertising campaigns, community partnering, preparation and distribution of posters, flyers, and brochures, as well as the distribution of press releases and public service announcements to all appropriate media. The vendor will also facilitate attendance at orientation meetings designed to inform, encourage, and engage eligible persons responding to the marketing campaign, to apply to become foster and/or adoptive parents and attend subsequent training.

**The goals and objectives are in the best interest of the County in terms of public health and public safety** as this service helps the Department identify potential foster and adoptive parents who can care for vulnerable children who have been abused or neglected and cannot remain at home. The vendor screens the parents to ensure they can provide the State-mandated services and refers them for more intensive training, home studies, and screening to ensure they are willing and capable of providing care for these children.

**The goals and objectives are in the best interest of the County in terms of fiscal responsibility** as the services provided by the program allows for the increased availability of foster and adoptive homes in a family foster setting, thereby decreasing the need to place children in higher levels of care such as Residential Care. Reducing the number of children placed in Residential Care can result in substantial savings for the County and the taxpayers.

- **Family Foster Care cost annualized per child** - The cost of foster care in a family foster setting can range from \$17.10 to \$58.65 per day per child depending on the age and level of care provided. That translates into an annualized foster care cost from **\$6,241.50 to \$21,407.25 per child per year.**
- **Residential Foster Care cost annualized per child** - The cost of residential foster care costs can range from \$199.60 to \$446.78 per day per child. That translates into an annualized cost for residential care from **\$72,854.00 to \$163,074.70 per child per year.**

Additionally, as more adoptive homes become available and children are adopted, it reduces the costs associated with keeping children in foster care.

**The goals and objectives as stated in the resolution will be tracked and monitored** to evaluate success through the monitoring of established performance measures as stipulated in the contract and reviewing of periodic reports submitted by the vendor.

Based on the **Performance Measures Indicators** reported as of September 30, 2010, the Department is able to report that the vendor is meeting targets and outcomes as stipulated in the contract. The vendor is required to meet a minimum contract goal of referring 350-400 qualified inquiries to a foster care orientation class and has met this target as of September 30, 2010. The vendor is also required to ensure that 275-325 prospective foster and adoptive clients attend an orientation meeting and has met 55% of the minimum requirement as of September 30, 2010. Additionally, the vendor must maintain a minimum of two print media advertising campaigns per month and the vendor has met this requirement as of September 30, 2010.

Foster Care Network is the only organization of its kind in the region. Accordingly, this contract is exempt from the Westchester County Procurement Policy under Section 9 of said Policy.

Except as specifically amended hereby, all other terms and conditions of the original agreement shall remain in force and effect.

Approval of the annexed resolution by your Honorable Board is respectfully requested.

APPROVED BOARD OF ACQUISITION & CONTRACT - 12-2-2010 - JOMARY VIEIRA, SECRETARY

## RESOLUTION

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

**RESOLVED**, that the County of Westchester is hereby authorized to amend an agreement with MDU, Inc. d/b/a Foster Care Network (“Foster Care Network”) whereby the Foster Care Network will operate and manage a foster and adoptive parent marketing and recruitment program designed to increase the number of available foster and adoptive homes within the County, for the period January 1, 2010 through December 31, 2010 by extending the end date of the agreement from December 31, 2010 to March 31, 2011 and also by increasing the total aggregate not-to-exceed amount by an additional \$34,082 from \$151,475 to \$185,557 to be paid pursuant to an approved budget; and be it further

**RESOLVED**, that this contract is exempt from the Westchester County Procurement Policy under Section 9 of said Policy as this is the only organization of its kind in the region; and be it further

**RESOLVED**, that 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 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 duly authorized designee is hereby authorized to execute all documents and to take any actions necessary reasonably necessary and appropriate to effectuate the purposes of this Resolution.

Original Contract Amount: \$151,475  
**This Amendment: \$ 34,082**  
 Total: \$185,557

Account to be Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
101	22	8900	5880	-----	\$34,082

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

Start Date: 1/1/10 End Date: 03/31/11

Funding Source

Tax Dollars: 41%  
 State Aid: 36%  
 Federal Aid: 23%  
 Other:

**\$34,082**  
 (must match resolution)