

George Latimer
County Executive

Department of Social Services

Kevin M. McGuire
Commissioner

70326

To: Board of Acquisition and Contract

From: Kevin M. McGuire
Commissioner of Social Services

Date: June 18, 2019

Re: **Authority for the County of Westchester to enter into an agreement with Urban League of Westchester County, Inc. to provide Job Development Services for the Temporary Assistance Population, for the term July 1, 2019 through March 31, 2020 in an amount not to exceed \$1,424,946, with the County having the sole option to renew the Agreement for up to three (3) additional one (1) year terms in the annual not to exceed amount of \$1,799,750, to be paid pursuant to an approved budget, subject to appropriations, and subject to the Urban League achieving certain performance based milestones.**

On May 7, 2019, the County of Westchester ("County") acting by and through its Department of Social Services ("Department") issued a Request for Proposals for "Job Development Services for the Temporary Assistance Population" (the "RFP"). The Department received five proposals, and after evaluation by a panel of three staff, the Department has determined that the proposal of the Urban League of Westchester County, Inc. received the highest score based on the criteria contained in the RFP and was determined to be the most cost effective and advantageous to the Department. It is therefore recommended that your Honorable Board authorize the County to enter into an agreement with the Urban League of Westchester County, Inc., to provide job development services for the Temporary Assistance population for the term July 1, 2019 through March 31, 2020 in a **total amount not to exceed \$1,424,946**, comprised of an amount not-to-exceed \$1,125,196 payable monthly in accordance with an approved budget and an amount not-to-exceed **\$299,750, payable at an approved rate upon the Contractor achieving certain job placement, retention, and average earnings milestone** (the "Agreement") subject to appropriation. The County, at its sole option, may renew the Agreement for up to three (3) additional one (1) year terms in an annual not to exceed amount of \$1,799,750.

The proposed Agreement will have a goal to improve the job placement rate and long-term labor market prospects of Temporary Assistance (“TA”) recipients, by providing an employment first focus, with an initiative to provide access to a wide array of services, maximize customer engagement, and mitigate drop-out risk through intensive case management.

The Agreement will serve **the public purpose** of improving job placement rate of TA recipients. This in turn has the **goal** of reducing dependence on TA and obtaining long term employment, thereby saving taxpayer funds.

A resolution is annexed hereto, which I recommend for your favorable consideration.

KMM/DI
Attachment

APPROVED BOARD OF ACQUISITION & CONTRACT - 06/20/2019 - USA MRIJAS SECRETARY

RESOLUTION

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

RESOLVED, that the County of Westchester (“County”) is hereby authorized to enter into an agreement with Urban League of Westchester County, Inc., to provide job development services for the Temporary Assistance population for the term July 1, 2019 through March 31, 2020 in an amount not to exceed \$1,424,946 (the “Agreement”), with the County having the sole option to renew the Agreement for up to three (3) additional one (1) year terms in the annual not to exceed amount of \$1,799,750, to be paid pursuant to an approved budget, subject to the Urban League achieving certain performance based milestones; 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 (“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 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 impact 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 and all documents necessary to effectuate the purposes hereof.

Account to be Charged/credited	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
2019	101	22	8900	5860	-----	\$569,979
2020	101	22	8900	5860	-----	\$284,989
	263	22	708U	4380	T708	\$569,978

Budget Funding Year(s) 2019 – 2020 Start Date 7/1/19 End Date 3/31/20
 (must match resolution)

Funding Source Tax Dollars: 5860 T708 71%
 State Aid: 29%
\$1,424,946 Federal Aid: 0% 100%
 (must match resolution) Other:

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