

George Latimer  
County Executive

Department of Social Services

Kevin M. McGuire  
Commissioner

**77504**

DATE: June 16, 2020

TO: Board of Acquisition and Contract

FROM: Kevin M. McGuire  
Commissioner

SUBJECT: Authority to enter into an agreement with the Yonkers Chamber of Commerce (the "YCC") pursuant to which the YCC will provide a Certified Training and Job Placement Program for Non Temporary Assistance SNAP recipients who are deemed to be able bodied adults without dependents ("ABAWDs") in accordance with State and Federal regulations, for an initial term commencing on July 1, 2020 and continuing through September 30, 2020 for an amount not to exceed \$300,000.00, payable monthly pursuant to an approved budget, with the County reserving the right to renew the Agreement for up to two (2) additional one year terms.

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Authority is hereby requested from your Honorable Board for the County of Westchester, acting by and through its Department of Social Services, Office of Employment Operations (the "Department"), to enter into an agreement with the YCC (the "Agreement") pursuant to which the YCC will provide a Certified Training and Job Placement Program for Non Temporary Assistance SNAP recipients who are deemed to be ABAWDs (the "Program"), for an initial term commencing on July 1, 2020 and continuing through September 30, 2020 (the "Initial Term"). In consideration for services to be rendered during the Initial Term, the County will pay YCC an amount not to exceed \$300,000.00, representing a 50% reimbursable match for the \$600,000.00 total amount budgeted for the Initial Term, payable monthly in accordance with an approved budget.

The County, at its sole option, and subject to the availability of funding, may renew the Agreement for up to two (2) additional one (1) year terms (each an "Option Year"). For each Option Year, the County will pay the YCC a fee not-to-exceed of \$600,000.00, representing a 50% reimbursable match for the \$1,200,000.00 total amount budgeted for each Option Year, payable monthly in accordance with an approved budget.

It should be noted that the Contractor submitted a budget of total expenditures for operating the Program. Half of the expenditures (50%) is considered the match and is therefore reimbursable by the County.

As a result of the ABAWD regulations promulgated in 2016, State and Federal statutes and regulations limit the receipt of Supplemental Nutrition Assistance Program (SNAP) benefits to individuals who are determined to be ABAWDs to three (3) months in a 36 month period, unless the individual resides in an area that is exempt from meeting ABAWD requirements. In such cases the individual is granted an exemption from ABAWD requirements for the month, consistent with the exemption policy established by the local social services district.

ABAWDs are individuals who are determined to be subject to SNAP work requirements consistent with 18 NYCRR 385.3 and are:

- 18 years of age or older, and under 50 years of age;
- not pregnant;
- not residing in a SNAP household that contains a child under 18 years of age; and,
- physically and mentally able to work for at least 80 hours per month.

In 2018 & 2019, the County was granted an exemption from the ABAWD requirements in the City of Mount Vernon and the City of Yonkers and, as such, SNAP recipients in those areas were not subject to ABAWD work requirements. Effective April 1, 2020, however, the Department lost its ABAWD exemption. Consequently, ABAWDs in these demographic areas, along with the ABAWDs in the balance of Westchester districts, are now subject to ABAWD work requirements. Currently, there are approximately 50,000 individuals receiving Non Temporary Assistance SNAP benefits in which three percent (3%) are considered ABAWD. The new ABAWD work requirements have created a need for job training and placement services.

Pursuant to the terms of the Agreement, the YCC will provide Assessment, Job Readiness Preparation, Vocational Educational Training, and Job Placement and Retention services for a minimum of one hundred (100) ABAWDs enrolled in the program. All ABAWDs must participate for at least 20 hours weekly or 80 hours per month. The delivery of services will be provided at a Job Center accessible to all SNAP recipients in Westchester County.

The Department has complied with sections 6 and 13 of the Westchester County Procurement Policy. On February 14, 2020, the Department issued an RFP seeking proposals from not for profit organizations with expertise in workforce development to conduct a certified training and job placement program for Non Temporary Assistance SNAP recipients. The RFP was posted on the County and One Stop websites, was advertised in the Journal News and was emailed to various One Stop partners. Despite these efforts, only two (2) agencies submitted proposals. These proposals were rated by the review committee based on evaluation criteria set forth in the RFP, as set forth below:

<b>Proposers</b>	<b>Rater 1</b>	<b>Rater 2</b>	<b>Rater 3</b>	<b>Total</b>	<b>Average Score</b>	<b>Total Cost</b>
Yonkers Chambers of Commerce	93	81	88	262	87.3	<b>\$600,000</b>
Greyson Foundation Inc.	64	62	79	205	68.3	<b>\$600,000</b>

The review committee recommended that the contract be awarded to the YCC because proposal covers the needs of the program, serves significantly more recipients and was rated the highest amongst all proposers.

**The Agreement will serve a public purpose** by helping NTA SNAP recipients gain employment and ultimately achieve self-sufficiency. The proposed agreement will also assist the Department in placing customers in unsubsidized employment which will eliminate their need for assistance, thereby saving County funds.

**The goals and objectives of this program** are to improve the job placement rate and long term labor market prospects of NTA SNAP recipients with certified training and job placement/retention services. The ultimate goal is for the customer to achieve self-sufficiency and freedom from public assistance dependency.

**The goals and objectives are in the best interest of the County in terms of fiscal responsibility** in that the cultivation of these goals and objectives will result in an effective planning approach for NTA SNAP recipients with the potential to achieve self-sufficiency through employment appropriate to their specific circumstance and needs.

**The goals and objectives will be tracked and monitored** by using the performance measurement indicators developed by the Department. The vendor is required to submit to the Department statistical reports on all activities related to the program.

Accordingly, I most respectfully recommend the adoption of the annexed Resolution.

KMM/KK/BG/jpg  
Attachment

## RESOLUTION

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

**RESOLVED**, that the County of Westchester (the "County"), acting by and through its Department of Social Services, Office of Employment Operations, is hereby authorized to enter into an agreement with the Yonkers Chamber of Commerce (the "YCC") pursuant to which the YCC will provide a Certified Training and Job Placement Program for Non Temporary Assistance SNAP recipients who are deemed to be able bodied adults without dependents ("ABAWDS"), for an initial term commencing on July 1, 2020 and continuing through September 30, 2020 (the "Initial Term"); and be it further

**RESOLVED**, that in consideration for services to be rendered during the Initial Term, the County shall pay YCC an amount not to exceed \$300,000.00, representing a 50% reimbursable match for the \$600,000.00 total amount budgeted for the Initial Term, payable monthly in accordance with an approved budget; and be it further

**RESOLVED**, that the County, at its sole option, and subject to the availability of funding, may renew the Agreement for up to two (2) additional one (1) year terms (each an "Option Year"). For each Option Year, the County shall pay the YCC a fee not-to-exceed \$600,000.00, representing a 50% reimbursable match for the \$1,200,000.00 total amount budgeted for each Option Year, payable monthly in accordance with an approved budget; and be it further

**RESOLVED**, that this agreement is subject to County Appropriation; and be it further

**RESOLVED**, and this contract is 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 budget of the State budget and/or the adoption of the 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 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 the County Executive or his duly authorized designee is hereby authorized to execute any documents and take any actions reasonably necessary and appropriate to effectuate the purposes of this Resolution.

Account to be  
Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
263	22	V017	4380	G017	\$300,000

Budget Funding Year(s): 2020 Start Date: 07/01/2020 End Date: 09/30/2020  
(must match resolution)

Funding Source

**\$ 300,000**  
(must match resolution)

Tax Dollars:  
State Aid:  
Federal Aid: **100%**  
Other:

APPROVED BOARD OF ACQUISITION & CONTRACT - 07/02/2020 - LISA MRAJ, SECRETARY