

DATE: April 19, 2010

TO: The Board of Acquisition and Contract

FROM: Marlene E. Furtick, Executive Director  
Westchester County Youth Bureau

RE: Authority to enter into an Agreement with the Network for Teaching Entrepreneurship to operate the Youth Entrepreneurship Training II Program for the program period January 1, 2010 through December 31, 2010 in the total amount not-to-exceed \$90,000.

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Authority is hereby requested for the County of Westchester to enter into an Agreement with the Network for Teaching Entrepreneurship ("NFTE") to operate the Youth Entrepreneurship Training II Program, under a portion of the County's Youth Services Program for the program period January 1, 2010 through December 31, 2010. The funding for this program will be provided by the New York State Office of Children and Family Services in an amount not to exceed \$45,000 and by NFTE in an amount not to exceed \$45,000 for a total program amount not to exceed \$90,000.

NFTE's core values are individuality, initiative and community. NFTE's mission is to provide entrepreneurship education programs to young people from low-income communities with the vision that every young person will find a pathway to prosperity. The primary target audience is urban, low-income youth ages 11-18.

NFTE's curriculum has been correlated to educational standards, and is proven to meet national and state standards in subject areas including social studies, math, language arts, and technology. Sometimes referred to as a "mini-MBA" style course, the program covers a wide variety of topics in a fun and easy to understand way. The program offers specialized activities and tools that provide hands-on, interactive learning, including the use of technology, field trips, games, and volunteer involvement. As the centerpiece of the program, every student creates and presents an original business plan that is the primary vehicle through which they learn and apply the business/financial concepts, while developing a business idea based on their own special interests and talents. The program will be serving 150 Westchester youth during 2010.

**NFTE 2010 Outcomes:** *(These outcomes have been revised due to 2009 annual result issues-the program wasn't able to evaluate their outcomes by Feb since they were still collecting data. These new outcomes will allow them time to gather all necessary information by the YB deadline).*

- 1) Of all students enrolled in NFTE courses, 25% will experience an increase in self-efficacy as measured by changes in their answers to self-efficacy questions from the pre-NFTE survey to the post-NFTE survey.
- 2) Of all students enrolled in NFTE courses, 30% will experience an improved confidence in their public speaking skills as demonstrated by changes in their answers to public speaking skill questions from the pre-NFTE survey to the post-NFTE survey.
- 3) Of students enrolled in NFTE courses, 70% will indicate a positive change in future plans from the pre-NFTE survey to the post-NFTE survey.

The proposed agreement is in the best interest of the County in terms of public safety because the program activities provide the participants with the necessary foundation for becoming successful adults. If this resolution were not approved, youth would be left without the necessary protective factors that could ultimately prevent them from joining gangs, dropping out of school, or getting involved in the juvenile justice system, therefore setting them up for failure.

Each of the goals and objectives as stated above will be tracked and monitored through monthly, quarterly and annual reports, Report Cards and by bi-yearly site visits from Youth Bureau Program Monitors.

This program was funded in 2009. At the end of the third quarter, the outcomes were achieved as stated below:

**NFTE 2009 Outcome results:**

- Of the 100 youth who participated in the entrepreneurship program, 84 achieved development and presentation of a NFTE business plan as measured by a hard copy of the business plan being submitted to the teacher, who then reports the number of completed plans to NFTE on the end of year class survey.
- Of the 100 youth who participated in the entrepreneurship program, 61 improved their business knowledge as measured by the pre-program and post-program test results.
- Of the 100 youth who participated in the entrepreneurship program, 61 students will increase their educational aspirations and improve their future career plans as measured by the pre-program and post-program test results.

Pursuant to Act No. 19 – 2010 adopted by the Westchester County Board of Legislators on March 22, 2010, the County of Westchester was authorized to participate in a Resource Allocation Plan to provide State reimbursement for certain youth services programs which operate with funding provided by the County's Youth Services Program.

This Agreement is exempt from the Westchester County Procurement Policy pursuant to section 3(a)xviii thereof. Nevertheless, in 2008 the Youth Bureau issued an RFP to cover the program years 2009 – 2011. This agency is one of 94 agencies that submitted a proposal in response to the RFP. However due to the precariousness of the funding stream from the state, the Youth Bureau deemed it appropriate to enter into one year contracts with this agency as opposed to a three year contract as stated in the above mentioned RFP. The agency has agreed to year to year contracts for the 2009 – 2011 period based upon appropriation and contract compliance.

An appropriate Resolution is attached hereto for your Honorable Board's consideration.

APPROVED BOARD OF ACQUISITION & CONTRACTS 5/22/10 PRIMARY VENDOR SECRETARY

## RESOLUTION

Upon a communication from the Executive Director of the Westchester County Youth Bureau, be it hereby

**RESOLVED**, that the County of Westchester is hereby authorized to enter into an agreement with the Network for Teaching Entrepreneurship to operate the Youth Entrepreneurship Training II program, under a portion of the County's Youth Services Program, for the program period January 1, 2010 through December 31, 2010 for a total program amount not to exceed Ninety Thousand (\$90,000) Dollars; and be it further

**RESOLVED**, that the funding for this program will be provided by the New York State Office of Children and Family Services in an amount not to exceed \$45,000 and by Network for Teaching Entrepreneurship in an amount not to exceed \$45,000; 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 (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 that Contractor shall have the right to terminate their Agreement upon reasonable prior written notice; and be it further

**RESOLVED**, that the County Executive or his duly authorized designee be, and hereby is, authorized to take such actions and execute such documents as may be necessary and appropriate to effectuate the purposes hereof.

	Fund	Dept. code	Unit #	Object/ Sub Object	Trust Account	Dollars
Account to be charged/credited YDDP-YS	263	11	188K	4380	T188	\$45,000
Budget Funding Year(s) (must match resolution)	2010		Start Date	January 1, 2010	End Date	December 31, 2010
Funding Source	Tax Dollars _____ \$ _____					
	State Aid _____ \$45,000 _____					
\$ 90,000 (must match resolution)	Federal Aid _____ \$ _____					
	Other _____ \$45,000 (agency match) _____					