



Onondaga County  
Executive Department  
Division of Purchase

*John H. Mulroy Civic Center, 13<sup>th</sup> Floor  
421 Montgomery Street  
Syracuse, NY 13202  
www.ongov.net  
Phone (315) 435-3458  
FAX (315) 435-342*

**JOANNE M. MAHONEY**  
*County Executive*

**ANDREW TROMBLEY**  
*Purchasing Director*

September 27, 2017

**Subject:** Request for Proposal 17-AEI-001  
Proposals for Alliance for Economic Inclusion Funding

Dear Provider:

Enclosed is an Onondaga County Request for Proposal (RFP) seeking creative funding proposals to further the work of the Alliance for Economic Inclusion (AEI). The AEI is a product of the successful proposal from the Central New York Regional Economic Development Council under Governor Cuomo's Upstate Revitalization Initiative. The AEI is seeking quality providers to deliver high quality services.

We will host a non-mandatory pre-proposal meeting on Monday October 10, 2017, at 1:00pm at The OnCenter, 800 South State Street, Syracuse, NY 13202. Providers will have the opportunity to ask questions regarding this RFP at that time. Written questions will also be accepted as outlined in Section 4.

Please review the attached materials and respond in accordance with the instructions in the RFP. If you have technical questions relating to the scope of services or questions relating to the RFP process, please contact the undersigned. Otherwise, the only permissible contacts for providers regarding this RFP are listed in Sections 4.1, 4.2, and 4.3 or are otherwise identified in the document.

One original and one electronic copy of the proposal must be submitted to Andrew Trombley, Purchasing Director, no later than 4:00 p.m., Friday November 3, 2017.

Thank you for your anticipated interest in this service to the Central New York region. If it is not your intention to submit a proposal, please notify us in writing before the proposal close date.

Sincerely,

Andrew Trombley  
Purchasing Director

## 1. INTRODUCTION AND INSTRUCTIONS

- 1.1. RFP Certification: Pursuant to the provisions of New York State General Municipal Law, the Onondaga County Division of Purchase certifies the services required are not subject to competitive bidding under the professional service exemption and Onondaga County Purchasing rules require selection of services through a Request for Proposal process.
- 1.2. Schedule of Events. The schedule of events set out herein represents the County of Onondaga's best estimate of the schedule that will be followed. However, delays to the procurement process may occur which may necessitate adjustments to the proposed schedule. If a component of this schedule, such as the close date, is delayed, the rest of the schedule may be shifted as appropriate. Any changes to the dates up to the closing date of the RFP will be sent out as an official, written addendum prior to the closing date of this RFP. After the close of the RFP, the County reserves the right to adjust the remainder of the proposed dates, including the dates for evaluation, negotiations, contract award and the contract term on an as-needed basis with or without notice.

Release Date:	9/27/17	Proposal Submission Deadline:	11/3/17
Pre-Proposal Meeting: 1pm On-Center	10/10/17	Expected Award Date:	TBD
Final Date for Submission of Questions:	10/11/17	Expected Contract Start Date:	TBD
Addendum Answering all Questions Issued by County:	10/13/17		

### 1.3. Submission of Proposals

- 1.3.1. Sealed Proposals, (one (1) original and one (1) electronic copy – in the form of a compact disk or flash drive), shall be submitted to Andrew Trombley, Division of Purchase, 13<sup>th</sup> floor, 421 Montgomery Street, Syracuse, New York 13202 no later than 4:00 p.m. EST on November 3, 2017. Note: Packages not containing the required number of copies will be rejected.
  - 1.3.2. No proposal will be considered which is not accompanied by pricing as requested and signed by an authorized official of the firm.
  - 1.3.3. Proposals must be received on or before the time and date specified. Proposals received after the time specified will not be considered and will be returned unopened.
  - 1.3.4. Proposal information is restricted and not publicly available until after the award of the Contract by Onondaga County.
- 1.4. Modifications or Withdrawal of Proposal A proposal that is in the possession of the Division of Purchasing may be altered by a letter bearing the name of the authorized person, provided it is received PRIOR to the date and time of the opening. FAX, telephone, or verbal alterations will not be accepted. A proposal that is in the possession of the Division may be withdrawn by the vendor up to the time of the opening. Failure of the successful Vendor to furnish the service awarded, as a result of this advertisement, shall eliminate the Vendor from the active Vendors list for a period of time as determined by the Purchasing Director.

### 1.5. Award and Contract Information

- 1.5.1. Onondaga County encourages its contractors to make every good faith effort to promote and assist the participation of New York State Certified Minority and Women-owned Business Enterprises (M/WBE) as subcontractors and suppliers. Please include any conceptual plans for M/WBE participation on this project, where possible. The County has reviewed this objective of this RFP and has determined that there exists limited potential for

M/WBE participation. As such, participation goals will not be established or required for this procurement. However, the proposal should describe how the proposal will utilize or provide opportunities for participation by M/WBE firms

- 1.5.2. The Vendor also agrees that should this firm be awarded a Contract, Vendor will not discriminate against any person who performs work hereunder because of age, race, color, sex, creed, sexual orientation, national origin, or disability.
- 1.5.3. The Vendor expressly warrants to the AEI that it has the ability and expertise to perform its responsibilities hereunder and in so doing shall use the highest standards of professional workmanship.
- 1.5.4. The AEI reserves the right to reject any or all proposals, to waive any informality or technical defect in the proposals, or to award the contract in whole or in part, if deemed to be in the best interest of the AEI to do so.
- 1.5.5. The successful Vendor will be required to enter into and sign a formal Contract with Onondaga County with reasonable adjustments acceptable to the County. This RFP and the response of the successful vendor will become a part of the Contract and will be in effect for the duration of the contract period. The Contract language will control over any language contained within this RFP that conflict with the signed and fully executed Contract.
- 1.5.6. The successful Vendor shall comply with the Americans With Disabilities Act.
- 1.5.7. Onondaga County will make this contract available to all municipalities, subject to eligibility under state law. Contracted vendors can provide substantially the same goods and services under the same terms and conditions detailed in the RFP, provided local law permits and the requesting municipality makes their own payment arrangements. The vendor may not increase the price on the contract but may negotiate a reduction. Onondaga County is not responsible for determining a municipality's ability to piggyback, and that right is reserved exclusively to local counsel. Although extension of the contract to additional municipalities is optional for the vendor, providing this service is a priority for the County.
- 1.5.8. By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each bidder is not on the list created as a person engaging in investment activities in Iran in accordance with section 165-a of the state finance law.

#### 1.6. Preparation of Proposal

- 1.6.1. No proposal will be considered which modifies, in any manner, any of the provisions, specifications or minimum requirements set forth in the Request for Proposal.
- 1.6.2. In case of error in the extension of prices in the proposal, unit prices will govern.
- 1.6.3. Vendors are expected to examine special provisions, specifications, schedules and instructions included in this request. Failure to do so will be at the Vendor's risk.
- 1.6.4. Failure to respond (i.e. submission of a proposal, or notice in writing that you are unable to offer but wish to remain on the active mailing list) to Request for Proposals will be understood by the Alliance for Economic Inclusion to indicate a lack of interest and will result in the removal of the firm's name from the applicable mailing list.



**JOANNE M. MAHONEY**  
County Executive

Onondaga County  
Executive Department  
Division of Purchase  
*John H. Mulroy Civic Center, 13<sup>th</sup> Floor*  
421 Montgomery Street  
Syracuse, NY 13202  
*www.ongov.net*  
Phone (315) 435-3458  
FAX (315) 435-3424

**ANDREW TROMBLEY**  
Purchasing Director

**REQUEST FOR PROPOSAL**

**TITLE: Alliance for Economic Inclusion Funding Proposals**  
**NUMBER: 17-AEI-001**

**CLOSING DATE AND TIME: November 3, 2017, 4:00 P.M. EST**

**DELIVER TO: Onondaga County Division of Purchasing, 13<sup>th</sup> floor, 421 Montgomery St.,  
Syracuse, NY 13202**

In compliance with the RFP specifications and the Conditions of Proposing, I, the undersigned, offer and agree to furnish any or all materials and/or services upon, which prices are offered, at the price set opposite each, to the County within the time specified. I further certify that this company is compliant with the United States Iranian Divestment Act and has not been debarred, suspended, or otherwise made ineligible for participation in a federal or state competitive purchasing process. I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the proposal and certify that I am authorized to sign this proposal for the Offeror.

Name and Address of Record \_\_\_\_\_

State of Incorporation \_\_\_\_\_

Telephone number \_\_\_\_\_ Fax number \_\_\_\_\_

Mailing Address \_\_\_\_\_

Federal I.D. number \_\_\_\_\_

Authorized signature \_\_\_\_\_

Typed or Printed Name \_\_\_\_\_

Title of Authorized Person \_\_\_\_\_

Receipt of Addenda Nos. \_\_\_\_\_ is hereby acknowledged. (Where none received, place the figure (0) Zero in this space.)

**NO LATE PROPOSALS WILL BE ACCEPTED**

## 2. ONONDAGA COUNTY GREEN AND SUSTAINABLE PRACTICES

Sustainable Practices: It is the goal of Onondaga County to limit its carbon footprint and the environmental impact of its activities through its carbon calculator by achieving 1% each year over the next 25 years. If contractor participates in any sustainable practices such as but not limited to alternative fuels in contractor vehicles, recyclable materials used in advertising, or sustainable features at any support facilities, please include them here for consideration. County may consider high priority sustainability solutions through products or services of the contractor after reviewing full and compliant responses to inquiries made in the RFP.

## 3. PROPOSAL SUBMITTAL

3.1. Original Proposal The complete proposal must be submitted in a sealed package with one (1) original and one (1) electronic copy, prior to the opening date and time. All proposals shall be marked RFP 17-AEI-001, Alliance for Economic Inclusion, Year 2017. Vendors shall include all documents necessary to support their proposal in the sealed package. Vendors shall be responsible for the delivery of proposals during business hours to the address indicated in the cover letter. It shall not be sufficient to show that the proposal was mailed in time to be received before scheduled closing time.

3.2. Proposal Format Proposals must be typed or printed on 8 1/2 x 11 inch paper (larger paper is permissible for charts, spreadsheets, etc.) and placed with tabs delineating each section. Pages must be sequentially numbered within major document sections, which are clearly defined below. Sales materials or brochures, if submitted, must be in a separately bound appendix. The proposal must be organized and indexed in the following format and must contain, at a minimum, all listed items in the sequence indicated.

### 3.2.1. Cover Page:

3.2.1.1. Full proposal name and number.

3.2.1.2. Submission date and time.

3.2.1.3. Prime Contractor name (Onondaga County/Vendor who is responsible)

### 3.2.2. Table of Contents:

3.2.2.1. All items listed in Proposal Format in the sequence listed.

### 3.2.3. Executive Summary:

3.2.3.1. Summarize understanding of the scope of the RFP (project).

3.2.3.2. Explain how your solution or approach addresses the requirements provided in this RFP.

3.2.3.3. Provide a summary or overview of each proposed solution, for each corresponding component of Scope of Work offered in this proposal.

3.2.3.4. State exceptions and omissions to stated requirements.

3.2.3.5. Summarize any assumptions (made by the Vendor) in order to adequately respond to the requirements of this RFP.

3.2.3.6. Summarize all resources, assumed or expected, to be provided by Onondaga County. This summary should clearly identify what the Vendor expects or anticipates by way of County personnel or resources. This is to be summarized by component.

3.2.4. Compliance Statement:

3.2.4.1. State agreement with all General Provisions, Special Provisions, Equipment, Standard of Performance and Reliability.

3.2.5. Project Coordination and Scheduling

3.2.5.1. Provide a work plan with start date, duration and physical requirements. To be provided for each component if proposed separately.

3.2.6. Vendor Responsibilities

3.2.6.1. Proposal Certification, Verification, and Signature. Proposals not signed by authorized officer of the Vendor's organization will be eliminated.

3.2.6.2. It is the sole responsibility of the VENDOR to assure that they have received the entire Request for Proposal. Proposal and any addenda may be secured by contacting the Onondaga County Division of Purchase.

**4. QUESTIONS**

4.1. During the period between the earliest notice of the RFP to vendors and the contract award, no county employee can accept oral, written, or electronic contact from vendors regarding the procurement, except as authorized in Section 4 of the RFP. All proposals will remain sealed until after the submission deadline.

4.2. All questions regarding the RFP must be submitted in writing to:

**Amy McCluskey, Director, Youth Bureau  
421 Montgomery Street, 8<sup>TH</sup> Floor  
Syracuse, NY 13202**

4.3. Questions may also be directed to Amy McCluskey by email at [amymccluskey@ongov.net](mailto:amymccluskey@ongov.net). All questions must be received by the date listed in Section 1.2 (Schedule of Events) of this RFP.

**5. REIMBURSEMENT/GIFTS**

5.1. Denial of Reimbursement The County will not reimburse vendors for any costs associated with the preparation and submittal of any proposal, or for any travel and/or per diem costs that are incurred.

5.2. Gratuity Prohibition Vendors shall not offer any gratuities, favors, or anything of monetary value to any official, employee or agent of the County for the purpose of influencing consideration of this proposal.

**6. GENERAL PROVISIONS**

6.1. Hold Harmless, Defense and Indemnification Contractor covenants and agrees to indemnify, defend and hold harmless, to the fullest extent permitted by law, the County of Onondaga, its officers, agents and employees and representatives in connection with this Agreement, from and against any and all loss or expense that may arise by reason of liability for damage, injury or death, or for invasion of personal or property rights, of every name and nature including but not limited to: (i) claims of property damage; (ii) claims of personal injury to Contractor if self employed, Contractor's employees, agents, or subcontractors; (iii) claims of personal injury to third parties; and (iv) reasonable attorneys' fees, whether incurred as the result of a third party claim or to enforce this contract: arising out of or resulting directly or indirectly from the performance, of the work or the enforcement of this Contract, irrespective of whether there is a

breach of a statutory obligation or rule of apportioned liability; and whether casual or continuing trespass or nuisance, and any other claim for damages arising at law and equity alleged to have been caused or sustained in whole or in part by or because of misfeasance, omission of duty, negligence or wrongful act on the part of the Contractor, its employees or agents. Contractor further covenants and agrees to obtain the necessary insurance as required by the General Obligations Law of the State of New York and this contract to effectuate this Hold Harmless clause, and shall name the County of Onondaga as an additional insured on all applicable insurance and indemnification. (See also insurance provision).

- 6.2. Insurance Contractor shall purchase and maintain insurance of the types and coverages set forth below, written on an occurrence basis, reasonably acceptable to the County of Onondaga and which will provide primary liability coverage to Contractor **AND WITH THE COUNTY NAMED AS AN ADDITIONAL INSURED ON A PRIMARY AND NON-CONTRIBUTING BASIS** for claims which may arise out of or result from Contractor's operations under the Contract, including without limitation (i) claims because of bodily injury, occupational sickness or disease, or death, whether to Contractor if self-employed, Contractor's employees or others and whether or not under a workers' compensation or other similar act or law for the benefit of employees; and (ii) claims because of injury to or destruction of tangible property, including loss of use resulting therefrom.

All policies shall be written so that the County of Onondaga will be notified of cancellation or restrictive amendment at least thirty (30) days prior to the effective date of such cancellation or amendment. Certificates or insurance from the carrier, or their authorized agent, with the appropriate additional insured endorsement attached showing the County of Onondaga as an additional insured and stating the limits of liability, expiration date which are acceptable to the County of Onondaga shall be filed with and accepted by the County of Onondaga before operations are begun. The intent is that this insurance, with the County of Onondaga being named as an additional insured, is to be primary over and above the County of Onondaga's own general liability coverage.

Contractor agrees to obtain and maintain General Liability Insurance including Comprehensive Form, Premises-Operations, Products/Completed Operations, Blanket Broad Form Contractual, Independent Contractors, and Broad Form Property Damage Coverage with minimum limits of not less than one million dollars (\$1,000,000.00) Combined Single Limit for Bodily Injury and Property Damage.

Contractor also agrees to obtain and maintain Automobile Liability Insurance for owned, hired and non-owned vehicles with minimum limits of not less than one million dollars (\$1,000,000.00) Combined Single Limit for Bodily Injury and Property Damage.

In addition, the Contractor shall obtain and maintain Professional Liability Insurance with minimum limits of not less than one million dollars (\$1,000,000.00).

Also, the Contractor shall obtain and maintain Umbrella Insurance with minimum limits of not less than one million dollars (\$1,000,000.00).

Contractor further agrees to comply with the requirements of the New York State Workers' Compensation Board regarding proof of compliance with the New York State Workers' Compensation Law. The New York State Workers' Compensation Board requires the County to obtain from Contractors proof of Workers' Compensation insurance coverage, Self Insurance or

exemption from the requirement of obtaining Workers' Compensation insurance coverage. Proof must be submitted to the County on forms specified by the Workers' Compensation Board and that are stamped as received by the Workers' Compensation Board.

- 6.3. Assignment Contractor is prohibited from assigning, transferring, conveying, subletting, or otherwise disposing of this agreement, or Contractor's right, title, or interest in this agreement, or Contractor's power to execute this agreement, to any other person or entity without the previous consent in writing of County.
- 6.4. Independent Contractor Contractor is an independent contractor. Neither Contractor, nor Contractor's officers, employees, agents, or servants shall hold themselves out as, or claim to be, officers, employees, agents, or servants of County.
- 6.5. Conflict of Interest At the time Contractor submits a bid, or if no bid is submitted, prior to performing any services under this agreement, Contractor shall deliver to County's Department of Law, the attached affidavit certifying that Contractor has no interest and will not acquire any interest, direct or indirect, that would conflict in any manner or degree with the performance of services to County. The affidavit shall further state that in rendering services to County no persons having any such interest shall be employed by Contractor. Contractor assumes full responsibility for knowing whether Contractor's officers, employees, agents, or servants have any such interest and for certifying the absence of such conflict to County.

During the course of performing services for County, Contractor shall disclose immediately to County, by affidavit, every known or apparent conflict of interest and every ostensible or potential conflict of interest of Contractor, Contractor's officers, Contractor's employees, Contractor's agents, and Contractor's servants. The duty to disclose is a continuing duty. Such disclosure is a material obligation of this agreement and Contractor's failure to comply with these provisions affords County the right to pursue any and all remedies for breach of agreement. In the event of an apparent or actual conflict of interest during the course of performance, Contractor shall suspend all work and services, and County's payments to Contractor shall be suspended pending final approval by County or County's Board of Ethics. If the conflict cannot be resolved to the satisfaction of County, County may terminate the agreement by written notice. Nothing herein shall be construed as limiting or waiving County's right to pursue damages or other remedies.

A conflict of interest includes any circumstance which might influence or appear to influence the judgment of Contractor, and Contractor shall disclose the same. Contractor shall disclose further the acceptance of compensation, monetary or otherwise, from more than one (1) payor or party for services on the same project or related project. Contractor shall disclose further the direct or indirect solicitation or acceptance of financial or other consideration from parties other than County for work on the project to which this agreement pertains. If applicable, Contractor shall disclose further the direct or indirect acquisition of any interest in the real estate which is the subject of the project, or in the immediate vicinity thereof. A conflict of interest of Contractor's officers, Contractor's employees, Contractor's agents, or Contractor's servants shall be deemed a conflict of interest of Contractor, giving rise to the duty to disclose.

Contractor shall not disclose any data, facts or information concerning services performed for County or obtained while performing such services, except as authorized by County in writing or as may be required by law.



- 6.6. Account Representative The successful Vendor shall appoint, by name, a company representative who shall be responsible for servicing this account. The appointed representative shall be responsible to provide the services required to insure that the account would be administered in an organized systematic manner.
- 6.7. Responsiveness Vendors are expected to examine specifications, schedules and instructions included in the package. Failure to do so will be at the Vendor's risk.
- 6.8. Effective Dates of Proposal All terms, conditions and costs quoted in the Vendor's response will be binding on the Vendor for 180 days from the last date to submit the proposal.
- 6.9. Advertising Award The successful Vendor must receive written approval from the County before advertising the award of the contract or the services to be provided under the contract. The Vendor agrees not to refer to awards in commercial advertising in such a manner as to state or imply that the firm or its services are endorsed or preferred by the County.
- 6.10. Beginning Work The successful Vendor will not commence any work, which could be billed, until a valid contract has been executed between the Vendor and the County.
- 6.11. Statement of Assumptions The Vendor will clearly describe any assumptions made (by them) in order to successfully complete the proposal. These assumptions include, but are not limited to, any assumptions that Onondaga County will provide space, people, materials and other resources, etc.
- 6.12. Contract The contract between the County and the Vendor shall include:
- 6.12.1 The Request for Proposal (RFP) and any amendments thereto, and the proposal submitted by the contractor in response to the RFP. In the event of a conflict in language between the RFP and the proposal, the provisions and requirements set forth and/or referenced in the RFP shall govern. Onondaga County reserves the right to clarify any contractual relationship in writing with the concurrence of the contractor, and such written clarification shall govern in case of conflict with the applicable requirements stated in the RFP or the contractor's proposal. In all other matters not affected by the written clarifications, if any, the RFP shall govern.
- 6.12.2 The standard Onondaga County Vendor contract, a copy of which is available upon request.
- 6.13. Extensions and Amendment Contract will be for one (1) year with two (2) possible one (1) year extensions requiring mutual consent of the County and the Vendor. In performing the Contract, both parties agree to comply with all applicable state, federal, and local laws, rules and regulations.
- 6.14. Replacement Contract In the event a replacement contract is not issued, any contract let and awarded hereto under by the County may be extended unilaterally by the County, for an additional period of one month, upon notice to the contractor, with the same terms and conditions as the original contract. With the concurrence of the vendor this extension may be for a period of up to three months, however the extension terminates should the replacement contract be issued in the interim.reserves the right to unilaterally extend such contract for an additional period of one month, upon notice to the contractor, with the same terms and conditions as the original contract. With the concurrence of the vendor this extension may be for a period of up to three months.

- 6.15. Audit The Division of Financial Operations or any of their duly authorized representatives shall have access to any books, documents, papers, and records of contractor which are directly pertinent to the Contract for the purpose of making audit, examination, excerpts, and transactions.
- 6.16. Ownership of Documents/Work Product It is agreed that all finished or unfinished documents, data, or reports, prepared by contractor under the Contract shall be considered the property of the County, and upon completion of the services to be performed, or upon termination of the Contract for cause, or for the convenience of the County, will be turned over to the County.
- 6.17. Proprietary Information All RFP materials are subject to a Freedom of Information Request under the New York State Public Officers Law. If any request is received regarding this RFP, you will be afforded the opportunity to submit justification to exempt any section you have identified in your proposal as proprietary. The county will not accept any request by a potential vendor to declare the whole RFP response as proprietary, or to declare any pricing pages as proprietary. The county reserves the right to determine whether the proposal will be relicensed-for-used in whole or in part.

## **7. SCOPE OF SERVICE**

### **7.1. BACKGROUND INFORMATION:**

7.1.1. Poverty rates in the five county region of Central New York that includes Cayuga, Cortland, Madison, Oswego, Onondaga Counties, are rising and prevent the region from realizing its full economic potential. Residents of large and small inner-city neighborhoods, rural communities, and, increasingly, inner ring suburbs struggle to access jobs and build wealth. This is evidenced by the statistic that 44% of Central New York's population is living at or near the poverty line. Region-wide there are immense challenges related to building economic opportunity and these issues are compounded in Central New York's urban environments. A recent report ranked Syracuse as the worst out of the top 100 largest cities for concentrations of extreme poverty among African Americans and Hispanics. Furthermore, these statistics appear to be going in the wrong direction as concentrated poverty among African Americans in Syracuse has grown to 65.2% in 2013 from 43.4% in 2000 and in 2013 56.3% of Hispanics in Syracuse were living below the poverty level. Poverty is not only a growing issue in Central New York's urban centers; it is on the rise in rural and smaller communities as well. According to the U.S. Census Bureau's 2011-2015 American Community Survey 5-Year Estimates, more than 30% of single women with children under 18 in Cayuga and Cortland Counties are living in poverty. In the City of Oswego, that number is 63%. Central New York must confront and alter the root causes of these issues that include poor or disconnected access and connectivity to inclusive industries; challenges within the educational system that prevent equal access to opportunity; barriers in accessing growth capital for small-, minority-, women-, and veteran-owned businesses; blight, homelessness, trauma, violent crime, and residential vacancies in inner city neighborhoods; lack of quality child care in rural and inner-city areas; talent flight and a misalignment in skills, training systems, and growing businesses that can offer meaningful employment. For the economic vitality of our region, negative trends in these and other categories need to be addressed as soon as possible.

7.2. The CNY Regional Economic Development Council, in conjunction with Cayuga, Cortland, Madison, Oswego and Onondaga Counties, submitted a joint plan competing for funds under the Upstate Revitalization Initiative (URI) and the proposal was one of three proposals selected to be funded and implemented. The proposal is titled “CNY Rising: From the Ground Up.” Addressing the economic issues outlined above was a priority for the plan as presented, and is now a priority during implementation.

7.3. The CNY Rising plan includes the creation an Alliance for Economic Inclusion, a group of community leaders from each of the five counties selected to represent the diversity of governments, businesses, schools, and economic opportunities and challenges of our community.

7.4. One of the responsibilities of the Alliance will be to make funds available for projects targeting one or more of the following categories:

7.4.1. Create career pathways for adults and youth from distressed communities by establishing workforce and education strategies that align with Central New York employers’ needs in key industry sectors.

7.4.2. Develop access to economic opportunity and wealth by intentionally attracting and growing good jobs in low income and distressed communities and connecting these communities to employment hubs.

7.4.3. Create tools and incentives for educational attainment within low-income Central New York communities, making higher education accessible and affordable for all.

7.4.4. Build wealth and next-generation community leadership by establishing and growing entrepreneurship, business ownership, and homeownership within underserved communities.

7.5. In addition to targeting one or more of the categories outlined in 7.4, projects to be considered for funding must identify a minimum of two measurable outcomes. **Examples of anticipated outcomes include (but are not limited to):**

- Improvement in health and/or safety
- Increased access to transportation, child care, and/or elder care
- Increase in safe, affordable housing and/or decrease in commercial or residential vacancy
- Increase in un- and underemployed residents placed in jobs
- Increase in minority-owned and community based businesses created and expanded
- New jobs created in underserved communities
- Increase in students matriculated to higher education
- Increase in college students completing internships
- Increase in low-income adults graduating from college
- Increase in career and technical educational opportunities

7.6. Priority will be given to initiatives that incorporate one or more of the following features:

- Address systems change
- Offer cost-effective solutions that are scalable to a larger audience
- Coalition, partnership, and/or collaboration based
- Sustainable by the selected contractor(s) after the funding period ends
- Regional focus

- 7.7. Similar to other Regional Economic Development Council projects, a 10% match (equity or in-kind) may be required of successful respondents.
- 7.8. On behalf of the Alliance, Onondaga County will receive the proposals based on the calendar included in section 1.3.
- 7.9. The County reserves the right to amend, lower or require additional insurance (as outlined in Section 6.2) or endorsements, types of coverage, and higher or lower limits of coverage depending on the nature of the work proposed under this Request for Proposal.
- 7.9.1. Purchases or contracts involving any hazardous activity or equipment, tenant, concessionaire and lease agreements, cyber -liability risks, environmental risks, special motorized equipment, or property may require customized insurance requirements (e.g. umbrella liability insurance) in addition to the general requirements.
- 7.9.2. The County, as its sole discretion expressly reserves the option to accept lower insurance coverage limits in order to encourage participation on low-risk projects.

## **8. EVALUATION METHODOLOGY**

- 8.1. The Alliance for Economic Inclusion, made up of representatives of Cayuga, Cortland, Madison, Oneida, and Onondaga Counties, and in consultation with the State of New York, reserves the right to award this contract in part or as a whole to qualified vendor or vendors. Award (s) will be selected based on evaluation of which vendor is most responsive and responsible, and not solely on the basis of price.
- 8.2. 501(c)(3) status is not a requirement of this RFP.
- 8.3. As the administrator of this solicitation, the Alliance encourages and promotes strategic partnerships among respondents.
- 8.4. Criteria to be evaluated by the Alliance may include the following:

**Compliance with the RFP**  
**Core Competencies of the Respondent's Team**  
**Company/Agency Statistics**  
**Responsiveness to the Items in Section 7, Scope of Work**  
**References**  
**Oral Presentations**  
**Credibility of Vendor**  
**Minority and Women's Business Enterprises Compliance**  
**Sustainability and/or Portability**  
**Ability to Measure and Report Impact**