IN THE COUNTY LEGISLATURE OF JACKSON COUNTY, MISSOURI

A RESOLUTION awarding contracts for the furnishing of grant writing services for use by the Housing Resources Commission to the Resource Development Institute of Kansas City, MO, and Tellus Business Services, LLC of Lee's Summit, MO, at an actual total cost to the County not to exceed \$7,500.00.

RESOLUTION #17272, May 10, 2010

INTRODUCED BY James D. Tindall, County Legislator

11

WHEREAS, by Request for Proposals 16-10, the Director of Finance and Purchasing has solicited formal written proposals for grant writing services for use by the Housing Resources Commission; and,

WHEREAS, a total of seven (7) notifications were distributed and two (2) responses were received as follows:

BIDDER	HOURLY COST
Resource Development Institute Kansas City, (Jackson County) MO	\$ 80.00
Tellus Business Services, LLC	\$ 35.00
Lee's Summit, MO	
and,	

WHEREAS, the Director of Finance and Purchasing recommends that a split award be made pursuant to section 1054.6 of the Jackson County Code, 1984, to Resource Development Institute of Kansas City, MO, and Tellus Business Services, LLC; and,

WHEREAS, the split award is recommended for the reasons that Resource Development Institute has an excellent performance record in services for the County and proven success in securing grants but Tellus Business Services, with a lower quoted price, should be given an opportunity to demonstrate its abilities; now therefore,

BE IT RESOLVED by the County Legislature of Jackson County, Missouri, that award be made as recommended by the Director of Finance and Purchasing, and that the Director be and hereby is authorized to execute Services Agreements with Resource Development Institute of Kansas City, MO, and Tellus Business Services, LLC of Lee's Summit, MO, at a total cost not to exceed \$7,500.00 in a form to be approved by the County Counselor; and,

BE IT FURTHER RESOLVED that the Director of Finance and Purchasing is authorized to make all payments, including final payment on the Agreement.

Effective Date: This Resolution shall be effective immediately upon its passage by a majority of the Legislature.

APPROVED AS TO FOR	RM:	
		MANUAL
Deputy/Assistant County	Counselor	Assistant County Counselor
Certificate of Passage		,
	lay 20	olution, Resolution #17272 of May 10, 2010, , 2010 by the Jackson County Legislature.
Yeas S		Nays
Abstaining	<u> </u>	Absent
5 · 20 - 10 Date		Mary Jo Spino, Clerk of Legislature
expenditure is chargeable	e and there is a ca he fund from whicl	to the credit of the appropriation to which the sh balance otherwise unencumbered in the h payment is to be made each sufficient to
ACCOUNT NUMBER: ACCOUNT TITLE:	043 7001 567 Homeless Assista Housing Resourc Other Contractua	ance Fund e Commission
NOT TO EXCEED:	\$7,500.00	7 OCT VICOS
May 4, 2010		D. Txog Ilcom
Date v		Director of Pinance and Purchasing

Fiscal Note:

This expenditure was included in the Annual Budget.

Date:	April 30, 2010		RES#	<u> 172,72</u>
De	epartment / Division	Character/Description	Not	to Exceed
Homeles	s Assistance Fund - 043			
7001 - Ho	using Resource Comm.	56790 - Other Contractual Services		7,500.00
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1404	-			
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Mar	y Rasmussey	Total		7,500.00

Teddy Ballard

From:

Celestine I. Williams

Sent:

Friday, April 16, 2010 1:42 PM

To:

Teddy Ballard; Barbara J. Casamento

Subject:

RFP 16-10

Teddy,

I would like to split the grant writer services between the two vendors that submitted proposals for the subject RFP.

Resource development Institute Tellus Business Services, LLC

Thanks and if you have additional questions, please feel free to give me a call at (816)726-2708.

Celestine I. Williams HRC Director/2nd Dist. Legislative Aide Jackson County 415 E. 12th St., 2nd Floor Kansas City, MO 64106 (816)881-1409 (816)881-3340 - Fax

ABSTRACT OF BIDS

L OVOLICOURO	THE PRINCIPLE OF THE PR		GEERK OF HHE REGISLATURE		ON: 1/1/1/1/2/2010 BY	Arc/Wass	OPENED AND RECORDED	BIDS WERE PUBLICLY	CERHEICATION OF BID OPENING								1 Total Base Bid	NO DESCRIPTION		COMMODITY: Grant Writing	OPENING DATE: 04/13/10	BID NO: 16-10
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April 6, 2010

Barbara Casamento
Purchasing Department
Jackson County Courthouse
415 East 12th Street, room G1
Kansas City, Missouri 64106

RE: Request for Proposal No. 16-10

Dear Ms. Casamento:

The Resource Development Institute's (RDI) philosophy of community-based resource development is predicated on consumer input and involvement, supported by the technical skills of RDI staff. RDI is a 501(c)3 non-profit organization, founded in 1950, that provides local and regional leadership in community development. An integral part of RDI's work over the last 59 years has been a long track record of successful grant writing. RDI secures an average on 35 to 40 grants and contracts annually, ranging from small locally funded grants of \$5,000 to large scale multi-agency involved grants of over \$200,000. Many of these grants and resulting projects cover multiple years, and result in repeat collaborative proposals based on the high level of satisfaction with the quality and success of the grant writing and related services connected to the administration and/or evaluation of the projects that are funded. Staff have substantial prior experience in researching, designing, and writing grants for locally and federally-funded projects regarding public health and other related social service projects. RDI staff also have a long history of developing successful working relationships with Jackson County departments and project/program collaborators.

Examples of RDI's long history of **successfully securing** grants in collaboration with community partners include:

• 2009 local and federal grants totaling over \$5,071,725 - examples include:

0	DHHS CCF Catholic Charities Concepts for Effective Services	1,500,000
0	NSF Research in Disabilities Education	1,200,000
0	DHHS HRSA KUMed Health Career Pathways Program	770,000
0	HPRP ARRA for the Jackson County Housing Resources Commission	703,560
0	DHHS CCF UMKC Compassion Capital Initiative	500,000
0	Health Care Foundation Sam Rogers	499,916
0	DHHS NCCR KUMed SEPA dissemination program	199,999
0	BJA Municipal Drug Court Expansion	191,237
0	Kansas City Missouri School District Century 21	150,000
0	Health Care Foundation Legal Aide of Western Missouri	122,443
0	Jackson County Mental Health Fund CIT evaluation grant	94,000
0	Health Care Foundation KCCC Fathering Project	91,330
0	Jackson County Mental Health Fund Mental Health Court evaluation grant	87,000
0	MDSS ESGP for the Jackson County Housing Resources Commission	54,000
0	Health Care Foundation AdHoc Group Against Crime	50,000
0	MO DSS Emergency Shelter Grant Program	50,540
0	SAMHSA Swope Project Your Choice	49,700
0	Ozanam BIST	25,000
0	REACH Healthcare Foundation Evaluation	25,000
0	Cornerstones of Care	22,000
0	Health Care Foundation Laffayette County Drug Court Evaluation	15,000
0	Northland Coalition (State)	15,000
0	El Centro Healthcare Navigation Evaluation	12,000
0	Friends of Yates Program Evaluation	10,000
0	REACH Healthcare Foundation Cultural Competency and Evaluation	9,000



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•	2008 local and federal grants totaling over \$3,500,000 – examples include:	
	 Jackson County Mental Health Fund CIT evaluation grant 	94,000
	 Jackson County Mental Health Fund Mental Health Court evaluation grant 	87,000
	 BJA – Mental Health Court Expansion 	199,786
	SAMHSA Swope Project Your Choice	49,700
	 SAMHSA Swope Project Your Choice DBT 	14,475
	Catholic Charities Youth Empower (Com Cap	25,844
	o Catholic Charities Abstinence (Com Cap)	7,667
	o Catholic Charities Gang Conference	15,700
	o Health Care Foundation KCCC Core	20,700
	 Health Care Foundation Sam Rogers 	20,000
	SPF (State - SAMHSA)	59,500
	Northland Coalition (State)	15,000
	Health Care Foundation SAFE Coalition	500,000
	COMBAT Evaluation	100,000
	o Ozanam BIST	28,000
	NSF NCCR KUMed SEPA program Evaluation	1,250,000
	Ewing Kauffman Foundation	20,200
	Health Care Foundation BRIDGES Project	900,000
	o Cornerstones of Care grant	22,000
	REACH Healthcare Foundation Cultural Competency and Evaluation	9,000
	REACH Healthcare Foundation Med Home	18,375
	 Health Care Foundation North/Metro WyJo CARE 	20,000
	AAAW WA	
•	2007 local and federal grants totaling \$807,795 - examples include:	24.222
	Jackson County Mental Health Fund CIT evaluation grant	94,000
	o Jackson County Mental Health Fund Mental Health Court evaluation grant	87,000
	o MHC Management	
		15,804
	CIT Curriculum Dev (HCF)	50,000
	 CIT Curriculum Dev (HCF) SAHMSA Swope Project Your Choice 	50,000 49,700
	 CIT Curriculum Dev (HCF) SAHMSA Swope Project Your Choice SAHMSA Swope Project Your Choice DBT 	50,000 49,700 14,475
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	 CIT Curriculum Dev (HCF) SAHMSA Swope Project Your Choice SAHMSA Swope Project Your Choice DBT REACH Healthcare Foundation Niles Home Catholic Charities Youth Empower (Com Cap Catholic Charities Abstinence (Com Cap) Health Care Foundation NAMI Tru/ER Health Care Foundation KCCC Core Health Care Foundation Tech Assist grant Health Care Foundation Sam Rogers SPF (State - SAMHSA) Northland Coalition (State) Lees Summit Assess (City LS) COMBAT Lees Summit Assess (COMBAT) Jackson County Mental Health Fund Transitioning Youth FLON (Com Cap) Kauffman FRC Friendship house grant Cornerstones of Care grant 	50,000 49,700 14,475 10,388 25,844 23,000 100,000 18,975 14,500 20,000 54,500 15,000 25,000 19,300 11,610 27,000 22,000
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Resource Development Institute

	entities the state of the state	
•	2006 local and federal grants totaling \$725,247 – examples include:	
	o Sam Rodgers	15,000
	 Jackson County Mental Health Fund CIT evaluation grant 	91,000
	 Jackson County Mental Health Fund Mental Health Court evaluation grant 	85,000
	Northland Coalition Anti-Drug	14,625
	o SAMHSA Project Your Choice	56,576
	Jackson County COMBAT Treatment Evaluation	134,625
	Mental Health Court Management	21,075
	 Unified Government Immigrant Needs Assessment 	33,782
	o Cornerstones: Physical Education	25,740
	o Cornerstones System Analysis	20,400
	Tri-County Training	13,250
	 DMH Capacity Building Tri-County, Ray County, Lee's Summit 	39,173
	MO Juvenile Detention Assessment	17,000
	o Friendship House	30,447
	SAHMSA Swope Project Your Choice Supplemental	13,958
	o Pan Educational Arts in Education	20,000
	o Catholic Charities Youth Empowerment	18,161
•	2005 Multiple local and federal grants totaling \$887,857 – examples include: o Jackson County MH Levy Admin grant o SAMHSA Project Dual Focus grant o Jackson County Mental Health Fund CIT evaluation grant o Jackson County Mental Health Fund Mental Health Court evaluation grant o SAMHSA Jail Diversion o SAMHSA Project Your Choice o Jackson County COMBAT Treatment Evaluation	108,683 80,441 91,000 83,500 55,833 41,256 112,164
•	2004 local and federal grants totaling	785,000
•	2003 SAMHSA Project Dual Focus with an annual budget of	80,000
•	2001 COMBAT Impact of Drug Treatment on Probationers grant	100,238
•	2001 Jackson County Mental Health Fund Mental Health Court Evaluation grant	90,148
•		25,000
•	2001 Jackson County Mental Health Fund Crisis Intervention Team Evaluation grant	
•	2000 HUD Safe Neighborhood Grant in the Paseo Corridor	250,000
•	1996 to 1999 Center for Disease Control (CDC) violence prevention grant	1,263,818
•	1995 U.S. Department of Housing and Urban Development Youth build grant	98,706
•	1993 to 1999 Center for Mental Health Services (CMHS) grant	720,000
•	1992 to 1995 Center for Substance Abuse Treatment (CSAT) grant	1,623,967

In addition to the extensive grant writing experience of RDI, as Executive Director I bring additional experience. Prior to going RDI in July of 2006, I served as Director of the School of Social Work at UMKC where I taught grant writing at both educational and community levels. I have written and administered grants for over 20 years. Since coming to Kansas City in late 1998, I have been involved in writing federal, state, local and corporate grants successfully funding of over \$2 million worth of programs in the Greater Kansas City area (see attached Resume).

RDI has a staff of 10 who will all be available as need in conducting the various activities associated with assisting the Jackson County Contract Administrator with the researching and writing grant proposals. As Executive Director, all such work will be done under my supervision. We do not foresee any circumstances where we will need to contract out any of the work, therefore we do not anticipate the need to explore contracting any services from Minority-Owned/Women-Owned Business Enterprises.



Resource Development Institute

RDI understands that we would be working closely with the Contract Administrator and other municipalities and other government/non-profit entities to increase County funding through grants. In doing so, RDI would:

- Review and obtain a clear understanding of County priorities from the Contract Administrator
 of designee and provide a brief letter of understanding, indicating, but not limited to, project
 approach and timeline, availability and associated quote for the specific grant project, prior to
 any assignment of work.
- Research public and private funding opportunities consistent with the priorities set by the County, present findings and make recommendations.
- Review funding possibilities with the Contract Administrator or designee to describe the needs that will be met and establish a coordinated approach and focus for funding effort.
- Write and assist in the submission of grant applications to identified public and private sector funding sources.
- Under the direction of, and in coordination with Contract Administrator or designee, work with municipalities and other government/non-profit entities to increase County funding through grants.
- Provide a monthly report identifying the number of applications submitted; the entity for whom the grant was submitted; the dollar amount requested; a description of the project/program, awards, denials; and copies of submitted grant(s).
- Work with the specific project manager to monitor grants and provide appropriate reports to comply with grantor's requirements, including closeout documents.
- Provide progress reports with billing invoices identifying in detail the services provided during the billing period.

For the services outlined above, RDI would charge \$80.00 per hour.

References:

T COLOTO TOO C.	
Celestine I. Williams	Guyla Stidmon
HRC Director/2nd Dist. Legislative Aide	Executive Director
Jackson County	National Alliance of the Mentally ILL
415 E. 12th St., 2nd Floor	406 W 34th Street, Suite 506
Kansas City, MO 64106	Kansas City, MO 64111
(816)881-1409	816-931-0030
(816)881-3340 - Fax	kcami@aol.com
willcele@jacksongov.org	
Carl Calkins, PhD	Janay Reliford, Vice President/COO
Director of the Institute for Human Development	AdHoc Group Against Crime
UMKC	3116 Prospect Ave.
5100 Rockhill Road	Kansas City, MO 64128
Kansas City, MO 64110	Ph:816-861-5500
(816) 235-1755	Fax: 816-861-0003
calkinsc@umkc.edu	i.reliford@sbcglobal.net

Thank you for the opportunity to submit this proposal.

Walter T. Boulden Executive Director

Organization Résumé

Qualifications:

- 60 years experience in conducting applied research and program evaluation in the Greater Kansas City Metropolitan area.
- Research staff members with extensive experience in data collection, analysis and report writing for locally and federally-funded projects regarding public health, education, mental health, criminal justice, substance abuse and other related social service projects
- · Staff with expertise in both quantitative and qualitative research methods
- The ability to design and implement evaluations which meet the scientific rigor needed for programs wanting to show they are "evidence based."
- · Experience designing and writing successful grant proposals.
- A long history of partnering with multiple stakeholders on community-based projects.
- · An established reputation for conducting unbiased and totally independent assessments.
- Extensive experience in communicating research designs, methods, results and recommendations to a wide variety of audiences in a concise and coherent format, both verbally and in written reports.
- Established credibility with national, state, and local stakeholders and funders.

Education:

- Executive Director: Walter T Boulden Ph.D. in Social Work
- · Ten fulltime staff, six with Master's Degree's

Professional Experience:

RDI is a non-profit organization, founded in 1950, that provides local and regional leadership in evaluation, needs assessment, community research and community development. Selected grants and contracts, previous and current, are provided as examples.

Federal:

- <u>U S Department of Health and Human Services (DHHS) Administration on Aging (AoA)</u>
 2009-2012 RDI contracts with Catholic Charities to conduct an evaluation of their Caring Community Resources Center Aging in Place Program.
- U S Department of Health and Human Services (DHHS) Compassion Capital Fund (CCF) 2009-2011. RDI contracts with Catholic Charities to conduct an evaluation of their Concepts for Effective Services III (CES III).
- <u>U S Department of Health and Human Services (DHHS) Compassion Capital Fund</u>
 (<u>CCF</u>) 2009-2010. RDI contracts with the University of Missouri Kansas City (UMKC) to
 provide technical assistance and conduct an evaluation of the Kansas City Missouri
 Compassion Capital Fund Initiative.
- <u>National Science Foundation (NSF) Research in Disabilities Education Alliances for Students with Disabilities in Science, Technology, Engineering and Math (STEM) grant:</u> 2009-2014. RDI contracts with the University of Missouri Kansas City (UMKC) to conduct an evaluation of their Building an Alliance for New Careers in STEM (KC-BANCS) Program.
- <u>U S Department of Health and Human Services Health Resources and Services</u>
 <u>Administration (HRSA)</u> 2009-2012 RDI contracts with Kansas University Medical Center (KUMC) to conduct an evaluation of the Health Careers Pathways Program (HCPP)



Project Management Technical Writing Training and More

Give us the forest; we'll show you the tree!

April 12, 2010

Jackson County Courthouse Attn: Purchasing Room G-1 415 East 12th Street Kansas City, Missouri 64106

Ms. Cassamento,

TELLUS Business Services LLC is well equipped to participate with Jackson County in the aggressive effort to supplement the funding of County projects and programs through public and private grant dollars.

As the company owner, I bring a diverse background of 31 years with the Federal Government prior to establishing this company in 2005 and acquiring State of Missouri Certification as a Woman-Owned Business Enterprise. Technical writing and research experience was instrumental in effecting government compliance on a variety of projects/contracts while with the government and now with this company. This in combination with my managing partner Ralph Taylor and team member Dr. Jennifer Williams guarantees success in grant writing, reporting and communications.

I am confident you will find TELLUS Business Services LLC's response to this Request for Proposal #16-10 exactly what you are looking for.

Sincerely,

Cindy Taylor, President

1120 SW Sampson Road Lee's Summit, Missouri

816-765-3885 (o)

816-506-0478 (c)

816-765-3301 (f)

www.TellusBiz.com

Project Management Technical Writing Training and More

Give us the forest; we'll show you the tree!

PRICE PER HOUR

TELLUS Business Services LLC's price per hour for grant writing services = \$35.00.

REQUEST FOR LEGISLATIVE ACTION

Completed by County Counselor's Office: Res/Ord No.: 17272
Sponsor(s): Tindall
Date: May 10, 2010

		•							
SUBJECT									
	Action Requested								
	Resolution								
	☐ Ordinance								
	Project/Title: Authorizing the County Executive to execute a Contract for the furnishing of Grant Writing Service for the Housing Resource Commission to Resource Development Institute of Kansas City, MO and Tally Rusiness Services LLC of Less Symmit MO under the Terms and Conditions of Proposal No. 16.10								
	Tellus Business Services, LLC of Lees Summit, MO under the Terms and Conditions of Proposal No. 16-10.								
BUDGET	,								
INFORMATION	Amount authorized by this legislation this fiscal year:	\$7,500.00							
To be completed	Amount previously authorized this fiscal year:	\$							
By Requesting	Total amount authorized after this legislative action:	\$7,500.00							
Department and	Amount budgeted for this item * (including transfers):	\$7,500.00							
Finance	Source of funding (name of fund) and account code number	,							
	Homeless Assistance Fund; Housing Commission, Other Contractual Services	043-7001-56790							
	* If account includes additional funds for other expenses, total budgeted in the account is: \$								
	OTHER FINANCIAL INFORMATION:								
	No budget impact (no fiscal note required)	-							
	No budget impact (no fiscal note required) Term and Supply Contract (funds approved in the annual budget); estimated va	lue and use of contracts							
	Department: Estimated Use: \$	nue and use of contract.							
	The RLA only approves the term and supply contract; the funds were already appro	nriated through the annual							
	budget adoption. Figures included in the background section are for informational								
	estimate of the contract value.	purposes to provide un							
	Prior Year Budget (if applicable): \$7,500.00								
	Prior Year Actual Amount Spent (if applicable): \$7,500.00								
PRIOR	Prior ordinances and (date): N/A								
LEGISLATION	Prior resolutions and (date): 16874, April 6, 2009								
CONTACT	11101 1000101010 0110 (0110). 1007 131 1511 03 2003								
INFORMATION	RLA drafted by (name, title, & phone): Teddy Ballard, Senior Buyer, 881-3465								
REQUEST									
SUMMARY	The Housing Resources Commission requested Purchasing issue a Request for Prop Service.	oosal for Grant Writing							
	A total of seven (7) notifications were distributed. The following two (2) responses	were received:							
	Resource Development Institute of Kansas City, MO	\$80.00 per hour							
	Tellus Business Services, LLC of Lees Summit, MO	\$35.00 per hour							
	1 vinus Dusmoss oci vices, DDC oi Dees dullillir, ivio	\$55,00 per nout							
	Pursuant to Section 1054.6 of the Jackson County Code, 1984, the Director of Finar	nce and Purchasing							
	recommends the split award for the furnishing of Grant Writing Service for the Hou								
	to Resource Development Institute of Kansas City, Missouri and Tellus Business Se								
	Missouri under the Terms and Conditions of Proposal No. 16-10.								
	The second secon	,							
	A split award is recommended for the following reasons: although Resource Development	opment Institute's pricing is							
	higher, they have an excellent performance record with the County and have helped								
	Tellus has lower prices and we would like to give them an opportunity to perform a								

CLEARANCE	 ☐ Tax Clearance Completed (Purchasing & Department) ☐ Business License Verified (Purchasing & Department) ☐ Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's County Auditor's Cou	Office)
ATTACHMENTS	Abstract of Bids, the Recommendation of Ms. Celestine Williams, HRC Director and	the pertinent pages of
	Resource Development Institute's proposal and Tellus Business Services' proposal.	
REVIEW	Department Director: Alestun & Millane	Date: 4/29/10
	Finance (Budget Approval):	Date:
	If applicable Mary Kasmussen	4/30/10
	Division Manager:	Date: 5/3/10
	County Counselor's Office:	Date:

Fiscal Information (to be verified by Budget Office in Finance Department)

This expenditure was include	d in the annual budget.						
Funds for this were encumbe	red from the	Fund in					
There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.							
Funds sufficient for this expe	nditure will be/were appropriated b	y Ordinance #					
Funds sufficient for this appropriation are available from the source indicated below.							
Account Number:	Account Title:	Amount Not to Exceed:					
	basis and does not obligate Jackso vill, of necessity, be determined as	n County to pay any specific amount. The availab each using agency places its order.	ility of				
This legislative action does n	ot impact the County financially an	d does not require Finance/Budget approval.					