



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
The Department seeks an experienced agency to provide Family Advocacy and Liaison services for primarily African American families who are involved or are at risk of involvement with the child welfare system. The agency must have sufficient capacity to provide this service for up to 560 families per year, and must have staff experienced in providing these services to this specific population.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Cultural Brokers, Incorporated; Margaret Jackson, 2115 Kern Street, Suite 5, Fresno CA 93721; (559) 824-4724; mjackson@culturalbrokerfa.com
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.
Total maximum compensation is \$3,109,664. The maximum cost for the initial three year term is \$1,836,475; the maximum costs for the first and second potential renewal terms are \$631,388 and \$641,801.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.
Cultural Brokers, Inc. has developed their Family Advocacy and Liaison program since the initial contract was awarded in 2014. The training that Margaret Jackson developed is now copyrighted and there is no equivalent service available. Ms. Jackson provides the same training at the Central California Training Academy at CSU Fresno and her model has been replicated in two other counties in California. The Racial Sobriety Workshop training is an integral aspect of the services requested, and Ms. Jackson is the only certified trainer in California.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
 - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
 - When the contract is with a federal, state, or local governmental agency.
 - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$5,000 whichever is more.
 - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
 - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
 - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.
The Department continues its work to improve services to disproportionately overrepresented children and families within the child welfare system. The use of family advocacy liaisons has been a successful strategy to reduce the number of overrepresented youth in foster care. Cultural Brokers, Inc. has been awarded these services twice in the last ten years, and their program continues to grow and has gained the attention of the California Department of Social Services which may partner with the agency to provide the same services to counties throughout the state.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.
Along with the information provided above, Cultural Brokers, Inc. has consistently won the competitive bid process to provide these services in two consecutive RFP processes. They were chosen over four other proposals in 2013, and they were chosen over two other proposals in 2018. Vendors who have submitted proposals for these services over the years did not provide as robust a response as Cultural Brokers, Inc.

jwatts 5/10/2023 7:41:31 AM

Requested By:

Staff Analyst

Title

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I approve this request to suspend competition for the service(s) and/or product(s) identified herein.

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Department Head Signature

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gcornuelle 5/17/2023 1:26:32 PM

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Purchasing Manager Signature