

**RFP2019-04: HOUSING CONSULTANT TO ADMINISTER REHABILITATION PROGRAMS FOR THE CITY OF TRENTON, DEPARTMENT OF  
HED COMMUNITY DEVELOPMENT BLOCK GRANT HOUSING REHABILITATION PROGRAM  
PROPOSAL OPENING 1/16/19 AT 11:00AM**

RFP2019-04: HOUSING CONSULTANT TO ADMINISTER REHABILITATION PROGRAMS FOR THE CITY OF TRENTON, DEPARTMENT OF HOUSING AND ECONOMIC DEVELOPMENT COMMUNITY DEVELOPMENT BLOCK GRANT HOUSING REHABILITATION PROGRAM				
NUMBER OF RESPONDENTS:	<b>4</b>			
NAME OF BIDDER	<b>ISLES, INC.</b>	<b>REHABCO, INC.</b>	<b>TRIAD ASSOCIATES</b>	<b>ARMAND CORPORATION</b>
ADDRESS	10 WOOD STREET	470 MANTOLOKING ROAD	1301 W FOREST GROVE ROAD, BLDG 3A	ONE PORT CENTER, 2 RIVERSIDE DRIVE, SUITE 507
CITY, STATE, ZIP	TRENTON, NJ 08618	BRICK, NJ 08723	VINELAND, NJ 08360	CAMDEN, NJ 08103
CONTACT NAME	<b>PETER ROSE</b>	<b>ERVIN R. OROSS, JR., PP, AICP, CPM</b>	<b>MICHAEL L. ZUMPINO</b>	<b>BARBARA KUSHNER, PRESIDENT/CEO</b>
TELEPHONE	609-341-4731	732-477-7750	856-690-9590	856-489-8200
FAX	609-393-9513	732-920-9649	856-690-5622	856-489-8212
E-MAIL	<a href="mailto:PROSE@ISLES.ORG">PROSE@ISLES.ORG</a>	<a href="mailto:REHABCO@AOL.COM">REHABCO@AOL.COM</a>	<a href="mailto:MZUMPINO@TRIADINCORPORATED.COM">MZUMPINO@TRIADINCORPORATED.COM</a>	<a href="mailto:ADMIN@ARMANDCORP.COM">ADMIN@ARMANDCORP.COM</a>
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA AS OF JANUARY 7, 2019	INCLUDED	INCLUDED	INCLUDED	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
NON-COLLUSION AFFIDAVIT	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ETHICS COMPLAINT DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DEBARMENT NOTICE REQUIRED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
EIC	<b>REQUIRED FROM AWARDED VENDOR PRIOR TO AWARD</b>	CERT.#11981 EXP. 08/15/2020	CERT.#6192 EXP. 12/15/2019	CERT.#15727 EXP. 12/15/2021
CERTIFICATE OF INSURANCE	<b>REQUIRED FROM AWARDED VENDOR PRIOR TO AWARD</b>	<b>REQUIRED FROM AWARDED VENDOR PRIOR TO AWARD</b>	<b>REQUIRED FROM AWARDED VENDOR PRIOR TO AWARD</b>	<b>REQUIRED FROM AWARDED VENDOR PRIOR TO AWARD</b>
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	INCLUDED	N/A	INCLUDED	INCLUDED
60-DAY EXTENSION COMPLIANCE	N/A	N/A	YES	YES
WILLING TO PROVIDE PRIORITY EMERGENCY SERVICES	N/A	N/A	YES	YES
REFERENCES	N/A	N/A	N/A	N/A
W-9	N/A	N/A	INCLUDED	N/A
TOTAL AMOUNT FOR ONE (1) YEAR	\$25,454.04 (SEE ATTACHED BREAKDOWN OF PRICING)	(SEE ATTACHED BREAKDOWN OF PRICING)	(SEE ATTACHED BREAKDOWN OF PRICING)	\$334,635.92(OPTION 1)
TOTAL AMOUNT FOR ONE (1) YEAR	N/A	N/A	N/A	\$379,883.92 (OPTION 2)
FATAL DEFECT	NONE	NONE	NONE	NONE

Isles, Inc

①

**REVISED PROPOSAL PAGE (1-7-2019) ICG**

We, the undersigned, hereby propose and agree to all stipulations in the attached proposal, which addresses all aspects of the RFP. We, the undersigned, agree to perform all services for eighteen (18) properties plus additional contingency pricing for extra items as detailed below:

	Quantity	Price Per Unit/\$ (Written and Numerical)	Total (Quantity x Unit)
Eligibility Determination	18	\$163.48/UNIT	\$2942.64
Inspection	18	\$315/UNIT	\$5670.00
Bidding	18	\$105/UNIT	\$1890.00
Contract Signing	18	\$105/UNIT	\$1890.00
Interim Inspection	18	\$131.50/UNIT	\$2367.00
Final Inspection	18	\$157.50/UNIT	\$2835.00
Additional Contractor Outreach		\$52.50/HR x 5	\$262.50
Contractor Orientation		\$52.50/HR x 4	\$210.00
Contractor and Homeowner meetings	18	\$131.50 UNIT	\$2367.00
Administrative/Technical Assistance	Per hour	\$52.50/HR x 5	\$262.50
Re-Bids	5	\$630 <sup>.50</sup> /UNIT	\$3152.50
Additional Eligibility Determination	5	\$163.48/UNIT	\$817.40
Additional Inspections	5	\$157.50/UNIT	\$787.50
Total			\$25,454.04

Rehabco, Inc

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**REVISED PROPOSAL PAGE (1-7-2019) ICG**

We, the undersigned, hereby propose and agree to all stipulations in the attached proposal, which addresses all aspects of the RFP. We, the undersigned, agree to perform all services for eighteen (18) properties plus additional contingency pricing for extra items as detailed below:

	Quantity	Price Per Unit/\$ (Written and Numerical)	Total (Quantity x Unit)
Eligibility Determination	18	Eight Hundred \$800 ✓	18 x \$800=\$14,400
Inspection	18	Six Hundred \$600 ✓	18 x \$600=\$10,800
Bidding	18	Four Hundred \$400 ✓	18 x \$400=\$7,200
Contract Signing	18	Four Hundred \$400 ✓	18 x \$400=\$7,200
Interim Inspection	18	One Hundred \$100 ✓	18x \$100=\$1,800
Final Inspection	18	Two Hundred \$200 ✓	18 x \$200= \$3,600
Additional Contractor Outreach		Zero \$0	Zero \$0
Contractor Orientation		Zero \$0	Zero \$0
Contractor and Homeowner meetings	If required	\$150 hr.	If required \$150 hr.
Administrative/Technical Assistance	Per hour	\$150 hr.	\$150 hr.
Re-Bids	5	Four Hundred \$400	18 x \$400= \$7,200
Additional Eligibility Determination	5	Eight Hundred \$800	18 x \$800=\$14,400
Additional Inspections	5	Six Hundred \$600	18 x \$600=\$10,800
Total			



**REVISED PROPOSAL PAGE (1-7-2019) ICG**

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	Please see footnotes explanation on the following page	Quantity	Price Per Unit/\$ (Written and Numerical)	Total (Quantity x Unit)
Footnote				
1	Eligibility Determination	18	\$1,550 per case One thousand five hundred fifty dollars per case	\$27,900
2	Inspection	18	\$1,000 per case One thousand dollars per case	\$18,000
3	Bidding	18	\$1,000 per case One thousand dollars per case	\$18,000
4	Contract Signing	18	\$1,000 per case One thousand dollars per case	\$18,000
5	Interim Inspection	18	\$300 per case Three hundred dollars per case	\$5,400
6	Final Inspection	18	\$685 per case Six hundred eighty-five dollars per case	\$12,330
7	Additional Contractor Outreach	Per hour plus direct costs	\$135 per hour plus direct costs One hundred thirty-five dollars per hour	Hourly as needed
8	Contractor Orientation	1	\$3,000 Flat fee per orientation Three thousand dollars	\$3,000
9	Contractor and Homeowner meetings	Per hour	\$135 per hour One hundred thirty-five dollars per hour	Hourly as needed
10	Administrative/Technical Assistance	Per hour	\$150 per hour One hundred fifty dollars per hour	Hourly as needed
11	Re-Bids	5	\$1,000 per case One thousand dollars per case	\$5,000
12	Additional Eligibility Determination	5	\$1,550 per case One thousand five hundred fifty dollars per case	\$27,900
	Additional Inspections	5	\$1,000 per case One thousand dollars per case	\$5,000
Total				

Please see footnotes explanation on the following page.

Armand

(4)

**REVISED PROPOSAL PAGE (1-7-2019) ICG**

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	Quantity	Price Per Unit/\$ (Written and Numerical)	Total (Quantity x Unit)
Eligibility Determination	18	\$1,024.00	\$18,432.00
Inspection	18	\$948.50	\$17,072.93
Bidding	18	\$1,757.23	\$31,630.18
Contract Signing	18	\$426.95	\$7,685.10
Interim Inspection	18	\$349.92	\$6,298.56
Final Inspection	18	\$875.55	\$15,759.90
Additional Contractor Outreach	1	\$16,011.22	\$16,011.22
Contractor Orientation	3	\$998.53	\$2,995.60
Contractor and Homeowner meetings	36	\$332.59	\$11,973.24
Administrative/Technical Assistance	Per hour*	\$91.00	\$187,284.72
	Per hour**	\$66.97	\$232,532.72
Re-Bids	5	\$1,757.23	\$8,786.16
Additional Eligibility Determination	5	\$1,024.00	\$5,120.00
Additional Inspections	5	\$1,117.26	\$5,586.32
Total (Option 1*)			<b>\$334,635.92</b>

Total (Option 2\*\*)

**\$379,883.92**

\*Reflects use of City of Trenton Admin for Administrative/Case Management Duties as noted in proposal.

\*\*Reflects Administrative/ Case Management Duties performed by Armand personnel rather than City of Trenton admin.

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CITY, STATE, ZIP		
CONTACT NAME		
TELEPHONE		
FAX		
E-MAIL		
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