<table>
<thead>
<tr>
<th><strong>RFP2017-39 CONSULTANT FOR ADMINISTRATIVE SERVICES FOR LEAD HAZARD REDUCTION GRANT FOR THE CITY OF TRENTON, DEPARTMENT OF HOUSING AND ECONOMIC DEPARTMENT</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NUMBER OF RESPONDENTS:</strong></td>
</tr>
<tr>
<td><strong>NAME OF BIDDER</strong></td>
</tr>
<tr>
<td>MYPIE, INC.</td>
</tr>
<tr>
<td>ISLES, INC.</td>
</tr>
<tr>
<td><strong>CONTACT NAME</strong></td>
</tr>
<tr>
<td>DARRELL MCQUEEN</td>
</tr>
<tr>
<td>PETER ROSE</td>
</tr>
<tr>
<td><strong>STOCKHOLDER DISCLOSURE STATEMENT</strong></td>
</tr>
<tr>
<td><strong>REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONAIRE</strong></td>
</tr>
<tr>
<td><strong>ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA</strong></td>
</tr>
<tr>
<td><strong>NJ BUSINESS REGISTRATION CERTIFICATE</strong></td>
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<tr>
<td><strong>NON-COLLUSION AFFADAVIT</strong></td>
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<tr>
<td><strong>AFFIRMATIVE ACTION STATEMENT</strong></td>
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<tr>
<td><strong>AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE</strong></td>
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<tr>
<td><strong>CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS</strong></td>
</tr>
<tr>
<td><strong>DEBAREMENT NOTICE</strong></td>
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<tr>
<td><strong>DISCLOSURE OF INVESTED ACTIVITIES IN IRAN</strong></td>
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<td><strong>EIC</strong></td>
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<tr>
<td><strong>CERTIFICATE OF INSURANCE</strong></td>
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<tr>
<td><strong>WILLING TO PROVIDE PRIORITY EMERGENCY SERVICES</strong></td>
</tr>
<tr>
<td><strong>60-DAY EXTENSION COMPLIANCE</strong></td>
</tr>
<tr>
<td><strong>CITY OF TRENTON RESIDENT POLICY</strong></td>
</tr>
<tr>
<td><strong>ETHIC COMPLAINT DISCLOSURE FORM</strong></td>
</tr>
<tr>
<td><strong>W-9</strong></td>
</tr>
<tr>
<td><strong>EXCEPTIONS (IF ANY)</strong></td>
</tr>
<tr>
<td><strong>TOTAL COST FOR PROFESSIONAL CONSULTING SERVICES</strong></td>
</tr>
<tr>
<td><strong>FATAL FLAW</strong></td>
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<tr>
<td>Item</td>
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<td>-------------------------------------</td>
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<tr>
<td>Salaries and Fringes</td>
</tr>
<tr>
<td>Mileage</td>
</tr>
<tr>
<td>Consumable Supplies</td>
</tr>
<tr>
<td>Professional Services (i.e. engineering, Legal)</td>
</tr>
<tr>
<td>Relocation Expenses for Families</td>
</tr>
<tr>
<td>Translation Services</td>
</tr>
<tr>
<td>Telephone/IT</td>
</tr>
<tr>
<td>Lead Training Events</td>
</tr>
<tr>
<td>Lead Training Materials</td>
</tr>
<tr>
<td>Indirect Costs</td>
</tr>
<tr>
<td><strong>Total</strong></td>
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</tbody>
</table>

**Budgetary Deviation:**

The overall budget submitted by MyPIE unloaded has a positive budgetary deviation of $12,451.

**Salaries and Fringes**

Our estimate for the Salaries and Fringes is lower than the proposed about list by $21,051. We estimate we can accomplish the goals of the LHRDG utilizing $342,000 of the Salaries and Fringes using the following personnel for the two-year period:

- **Inspectors** - $150,000 – to setup project plans/scope of work
- **Abatement Supervisors** - $100,000 – to manage and inspection 140 work sites
- **Marketing** - $40,000 – to obtain the 140 Homes for lead hazard removal and participants for the six (6) certification classes
- **Financial Coordinator** - $32,000 – to management payments and scheduling of projects
- **Assistant Coordinator** - $20,000 – assist Inspectors, Abatement Supervisors, and Financial Coordinator to fulfill the task of the Administrative Services.
Relocation Expenses for Families

Our estimate for the Relocation Expenses for Families is higher than the proposed about list by $3,600. We estimate accomplishing the goals of the LHREDG will take $18,000 for the two-year period:

We estimate that approximately half of the 140 homes that will need work will have to have the home owners move to temporary housing.

Telephone/IT

Our estimate for the Telephone/IT is lower than the proposed about list by $4,000. We estimate accomplishing the goals of the LHREDG will take $5,000 for the two-year period:

We believe our Project Manager/Inspector can automate many of the processes needed to accomplish the goals.

Lead Training Events

Our estimate for the Lead Training Events is higher than the proposed about list by $9,000. We estimate accomplishing the goals of the LHREDG will take $24,000 for the two-year period:

We believe we can implement a plan that trains as many as 180 Trenton Residents in the areas of Renovation/Repair/Painting (RRP) and Lead Risk Assessor categories during the term of the Trenton Lea Partnership.
Budget

We would request the following minor changes to the budget categories. These changes do not change the overall budget.

<table>
<thead>
<tr>
<th></th>
<th>changes</th>
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<tbody>
<tr>
<td>Salaries and Fringes:</td>
<td>$363,051</td>
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<tr>
<td>Mileage</td>
<td>$810</td>
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<tr>
<td>Consumable Supplies:</td>
<td>$3,050</td>
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<tr>
<td>Professional Services (i.e.,</td>
<td>$1,450</td>
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<tr>
<td>engineering, legal)</td>
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<tr>
<td>Relocation Expenses for Families</td>
<td>$14,400</td>
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<tr>
<td>Translation Services</td>
<td>$950</td>
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<tr>
<td>Telephone/IT</td>
<td>$9,000</td>
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<tr>
<td>Marketing</td>
<td>0</td>
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<tr>
<td>Lead Training Events</td>
<td>$15,000</td>
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<tr>
<td>Lead Training Materials</td>
<td>$3,000</td>
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<tr>
<td>Indirect Costs</td>
<td>$23,616</td>
</tr>
<tr>
<td>Total</td>
<td>$434,327</td>
</tr>
</tbody>
</table>

**Translation Services:** We now have internal capacity to provide translation services at no cost to the project. The $950 for this line item has been re-apportioned to 2 other line items below.

**Mileage:** We have determined that in order to properly monitor the lead hazard control jobs that a slightly higher amount of miles will be needed.

**Marketing:** We request a small budget line item for marketing of the project to Trenton residents.