

**RFP2021-27 ANIMAL WELFARE SERVICES FOR A PERIOD OF SIX (6) MONTHS FOR
THE CITY OF TRENTON, DEPARTMENT OF HEALTH AND HUMAN, DIVISION OF
ANIMAL SHELTER - 5/26/2021 AT 11:00AM**

RFP2021-27 ANIMAL WELFARE SERVICES FOR A PERIOD OF SIX (6) MONTHS FOR THE CITY OF TRENTON, DEPARTMENT OF HEALTH AND HUMAN SERVICES, DIVISION OF ANIMAL SHELTER - 5/26/2021 AT 11:00AM - VIRTUAL OPENING	
NUMBER OF RESPONDENTS:	1
NAME OF BIDDER	TRENTON ANIMALS ROCK
ADDRESS	1971 N. OLDEN AVENUE, #555
CITY, STATE, ZIP	TRENTON, NJ 08618
CONTACT NAME	DANIELLE GLETOW
TELEPHONE	732-513-5562
FAX	N/A
E-MAIL	INFO@TARNJ.ORG
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED
EQUAL EMPLOYMENT OPPORTUNITY EXHIBIT A	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE	REQUIRED FROM AWARDED VENDOR
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA 5/14/2021	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE	REQUIRED FROM AWARDED VENDOR
NON-COLLUSION AFFADAVIT	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED
ETHICS COMPLAINT DISCLOSURE	INCLUDED
DEBARMENT NOTICE	INCLUDED
CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS	INCLUDED
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN	INCLUDED
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	INCLUDED
EIC	REQUIRED FROM AWARDED VENDOR
CERTIFICATE OF INSURANCE	REQUIRED FROM AWARDED VENDOR
60-DAY EXTENSION COMPLIANCE	YES
PROVIDE PRIORITY EMERGENCY SERVICES	YES
REFERENCES	N/A
W-9	N/A
EXCEPTIONS (IF ANY)	NONE
TOTAL AMOUNT FOR SIX (6) MONTHS	\$187,086.00 (SEE ATTACHED BREAKDOWN OF PRICING)
FATAL FLAW	NONE

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ANIMAL WELFARE SERVICES
PROPOSAL PRICE SUMMARY FOR A PERIOD OF SIX (6) MONTHS
RESPONDENTS MUST COMPLETE

We, the undersigned company, agree to furnish to the City of Trenton, County of Mercer, New Jersey, with animal welfare services for the City of Trenton, Department of Health and Human Services for a period of six (6) months for the prices as indicated below:

Shelter Manager	\$ <u>32,500</u>
Conducts day-to-day operational management, policy management, inventory, purchasing, accounts payable/receivable, staffing management	
Animal Welfare Manager	\$ <u>27,500</u>
Manages and performs assessment and care of animals, oversight and placement. Runs all components of rescue, foster care, adoption of all animals	
Veterinarian Technician	\$ <u>9,360</u>
Basic veterinary care, wellness exams, weight, nail trims, etc.	
Outreach Coordinator	\$ <u>22,000</u>
Manages public relations, community outreach and education, food pantry, manage resources, adoption/post adoption support	
Office/Cleaning Supplies	\$ <u>3,000</u>
Basic office supplies/cleaning products	
Veterinarian Care	\$ <u>75,000</u>
Basic Veterinary Care of all animals to include wellness exam, SNAP test administration, Spay/Neuter	
Medications	\$ <u>8,750</u>
Rabies vaccinations 6:1/3:1, dewormer, antifungal, etc.	
Food (Dog/Cat)	\$ <u>4,250</u>
Food, treats, food, water and bowls	
Dog/Cat Supplies	\$ <u>5,500</u>
Bedding, blankets, toys, collars and leashes, carriers, scale, L-Lysine, KMR	

For further clarification, we ESTIMATE that the animal shelter will see the following over the course of six months:

- **250 dogs for intake**
- **100 cats for intake**
- **Euthanasia – one-hundred (100) animals, 50 large, 50 small**

If a wider range of pricing options is available, please indicate here and attach.

In addition, the undersigned has read the technical specifications which are attached and made a part hereof; and agrees to furnish such service in the manner as indicated in the technical specifications.

If any exceptions are taken to any of the specifications, please indicate here and include a complete written explanation:

Item	Description	TERMS	6 MONTH COST 250 dogs 100 cats
Shelter Manager	40 hours+ per week Inclusive of workman's comp costs	To contract our services, this must be paid upfront so we can secure an employee. We will not accept payment in the form of reimbursement for employee costs.	\$ 32,500.00
Animal Welfare Manager	40 hours+ per week Inclusive of workman's comp costs	To contract our services, this must be paid upfront so we can secure an employee. We will not accept payment in the form of reimbursement for employee costs.	\$ 27,500.00
Vet Tech	20 hours per week at \$18/hr Inclusive of workman's comp costs	To contract our services, this must be paid upfront so we can secure an employee. We will not accept payment in the form of reimbursement for employee costs.	\$ 9,360.00
Outreach Coordinator	40 hours per week Inclusive of workman's comp costs	To contract our services, this must be paid upfront so we can secure an employee. We will not accept payment in the form of reimbursement for employee costs.	\$ 22,000.00
Office/Cleaning Supplies	\$500 per month	To be billed monthly to the city for reimbursement. Must be paid within 7 days of receipt of invoice.	\$ 3,000.00
Veterinary Care	\$250 per dog (average) \$125 per cat (average)	To be billed monthly to the city for reimbursement. Must be paid within 7 days of receipt of invoice.	\$ 75,000.00
Medications	\$25 per dog \$25 per cat	To be billed monthly to the city for reimbursement. Must be paid within 7 days of receipt of invoice.	\$ 8,750.00
Food	6 month supply	To be billed monthly to the city for reimbursement. Must be paid within 7 days of receipt of invoice.	\$ 4,250.00
Animal Supplies	\$20 per dog \$5 per cat	To be billed monthly to the city for reimbursement. Must be paid within 7 days of receipt of invoice.	\$ 5,500.00
TOTAL			\$ 187,860.00

Trenton Animals Rock
Response to RFP2021 - 27 Animal Welfare Services
May 21, 2021

Trenton Animals Rock is a 501c3 NJ nonprofit corporation that was formed in June 2018 for the purpose of providing medical care, training, foster, adoption and rescue services to animals in Trenton, NJ that were abused, injured, abandoned or neglected. The organization is composed of a volunteer board of directors with expertise in nonprofit management, fundraising, animal welfare, legal services, accounting, event planning and retail.

Since 2018, Trenton Animals Rock (TAR) has rescued over 400 dogs from the Trenton Animal Shelter and provided over \$250,000 in medical care; both basic and emergent. We have also worked tirelessly to properly assess all dogs that enter the Trenton Animal Shelter so that a case plan can be made to address medical and behavioral issues before the animal is deemed fit for adoption. We have built up a network of hundreds of foster and adoptive families and rescue partners as well. This work has resulted in a decrease in euthanasia rates for dogs in the shelter from 47% to under 7%. Further, TAR has created and carried out a robust volunteer program that works with animal control and the community and brings together all parties to work towards a common goal.

The budget included in this response outlines the cost of providing the following services based on our experience and expertise in this area. This budget covers, as requested, 250 dogs and 100 cats. We have not provided a cost to euthanize 100 animals as we do not wish to operate a kill shelter and if that is a requirement, we are not interested in the contract.

SERVICES:

Animal Intake & Assessment: This includes a comprehensive intake process that gathers as much information about an animal's physical state, behavior history and other factors that determine the path forward.

Database Management: By entering animal information into a database we are able to quickly and easily pull information on intakes, length of stay, costs and other factors that help to determine resources needed and resources strained. To date we have used Shelter Manager to track 100s of animals coming in and out of the Trenton Animal Shelter.

Veterinary Care: TAR has established a network of veterinary professionals that provide top-notch service for a reduced rate. These include Nassau Animal Hospital, CARES, Woodbourne Animal Hospital, Veterinary Care Center, Newtown Veterinary Hospital, HousePaws and others. These services include: spay/neuter, vaccinations, wellness exams, minor medical, major medical, surgical procedures, critical care, emergency care.

Rescue, Foster and Adoption: TAR has a network of hundreds of adopters, fosters and rescue partners including EASEL, Sammy's Hope, Garden State German Shepherd Rescue, ResQPets, Philly Bully Team, Ruff Life and others. TAR works with Trenton Cats Rescue on foster/adoption for cats.

Owner Support: TAR offers a low-cost euthanasia option and some veterinary care support to assist owners with financial issues in caring for their pets in their time of need. This practice, along with placement services for owner-released pets, has reduced the number of animals that ever enter the shelter and ensure that, when possible, they can stay in home or be rehomed without entering the shelter. This also includes the possibility of establishing and running a pet food pantry in Trenton either in the shelter, in another location in the city or through a mobile service. We want to also ensure that homebound residents have the ability to reach out to a group that can assist them even though they cannot travel to the shelter.

Animal Welfare: With a team of dedicated animal professionals, TAR has the ability to ensure that all dogs and cats are fed according to their nutritional needs and that all animals are properly exercised and socialized throughout the day.

Training and behavior modification: TAR works with a network of trainers that provide both in-shelter training and consultations to all newly placed animals.

Educational Events: Trenton Animals Rock plans to hold monthly events that will be open to the public to offer educational information about animal care, foster and adoption. Most events will take place at the animal shelter or in nearby locations within the city. Further, when schools open up again in the Fall, we plan to hold events at least once per year in each school to discuss animal welfare, safety and support.

Marketing and Public Relations: Trenton Animals Rock has several board members who are experienced and reputable marketing professionals with a vast network of media contacts and corporate relationships.

It is our goal that the residents of the City of Trenton will begin to see the Trenton Animal Shelter as a resource as opposed to a depressing place where animals go to suffer and possibly die. We believe that by creating more relationships with community organizations, schools, businesses and residents, we can continue to improve the quality of life for all of the animals and pet owners in the city.

If you have any questions about the services or costs included in this response, please contact Danielle Gletow at info@tarnj.org.