

**RFP2022-07 ANIMAL WELFARE SERVICES FOR THE CITY OF TRENTON,
DEPARTMENT OF HEALTH AND HUMAN SERVICES PROPOSAL OPENED 3/2/2022
AT 11:00AM**

RFP2022-07 ANIMAL WELFARE SERVICES FOR THE CITY OF TRENTON, DEPARTMENT OF HEALTH AND HUMAN SERVICES FOR A PERIOD OF ONE (1) YEAR	
NUMBER OF RESPONDENTS:	1
NAME OF BIDDER	TRENTON ANIMAL ROCK
ADDRESS	1977 N. OLDEN AVENUE #553
CITY, STATE, ZIP	TRENTON, NEW JERSEY 08618
CONTACT NAME	MICHAEL RANALLO
TELEPHONE	(609)-540-6885 (609)-802-4857
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	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA	N/A
NJ BUSINESS REGISTRATION CERTIFICATE	INCLUDED
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 PRIOR TO AWARD
CERTIFICATE OF INSURANCE	REQUIRED FROM AWARDED VENDOR
60-DAY EXTENSION COMPLIANCE	N/A
PROVIDE PRIORITY EMERGENCY SERVICES	N/A
REFERENCES	INCLUDED
W-9	N/A
EXCEPTIONS (IF ANY)	YES, SEE ATTACHED
TOTAL PROJECT FOR SERVICES FOR CY'22	\$375,000.00 (SEE ATTACHED BREAKDOWN OF THE SERVICES)
FATAL FLAW	NONE

**ANIMAL WELFARE SERVICES
PROPOSAL PRICE SUMMARY
RFP2022-07**

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 twelve (12) months for the prices as indicated below:

The City of Trenton, Department of Health and Human Services has budgeted an estimate amount of \$375,000 for the execution of the scope of services in this request for proposal.

Shelter Manager \$ 42,000
Conducts day-to-day operational management, policy management, inventory, purchasing, accounts payable/receivable, staffing management

Animal Welfare Manager \$ 50,000
Manages and performs assessment and care of animals, oversight and placement. Runs all components of rescue, foster care, adoption of all animals

Veterinarian Technician \$ 14,000
Basic veterinary care, wellness exams, weight, nail trims, etc.

Outreach and Resource Coordinator \$ 71,000
Manages public relations, community outreach and education, food pantry, manage resources, adoption/post adoption support

Office/Cleaning Supplies \$ 6,000
Basic office supplies/cleaning products

Veterinarian Care \$ 125,000
Basic Veterinary Care of all animals to include wellness exam, SNAP test administration, Spay/Neuter

Medications \$ 17,500
Rabies vaccinations 6:1/3:1, dewormer, antifungal, etc.

Food (Dog/Cat) \$ 8,500
Food, treats, food, water and bowls

Dog/Cat Supplies \$ 11,000
Bedding, blankets, toys, collars and leashes, carriers, scale, L-Lysine, KMR

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ANIMAL WELFARE SERVICES
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Maintenance Personnel \$ 30,000
Maintain Kennels/Feeding/Laundry

For further clarification, we ESTIMATE that the animal shelter will see the following over the course of 12 months:

500 dogs for intake
200 cats for intake

Euthanasia – one hundred (100) animals, 50 large, 50 small

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

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

Please see attached explanation of our FULL 2022 budget and explanation of costs. In addition, please note that TAR will not agree to euthanize 100 animals as we seek to maintain no-kill status. Euthanizing 100 animals based on 700 animals on intake would be a nearly 15% euthanasia rate. To be no-kill we must maintain a live release rate of at least 90%.

Item	TOTAL COST	REQUESTED	TAR Paying	NOTES TO EXPLAIN LINE ITEM
Executive Director	\$ 11,440.00		\$ 11,440.00	TAR will cover the cost of this position which oversees all operations of our foundation, major medical care, outreach strategy, strategic planning, media and more
Shelter Manager/Administrator	\$ 42,000.00	\$ 42,000.00	\$ -	Shelter Manager - this is what we call our Administrator who handles most of the paperwork/database/inventory work
Shelter Manager/Animal Welfare Coordinator	\$ 50,000.00	\$ 50,000.00	\$ -	Animal Welfare Manager- this person manages onsite and in-foster care, medical needs, nutrition and staff
Animal Resource Coordinators	\$ 60,000.00	\$ 60,000.00	\$ -	This is for 2 positions and they handle all animal socialization, feeding, medication and meets with potential fosters and adopters
Training	\$ 24,960.00		\$ 24,960.00	2 trainers who come in to work on behavioral issues as well as basic obedience
Vet Tech	\$ 14,040.00	\$ 14,000.00	\$ 40.00	Veterinary tech 2x per week to assist with smaller medical needs and ensuring disease protocols are being followed or veterinarian coming in 2x per month to do the same
Outreach Coordinator & Volunteer Management	\$ 49,000.00	\$ 11,000.00	\$ 38,000.00	Volunteer management, outreach to the community, TAR will cover most of this
Maintenance	\$ 30,000.00	\$ 30,000.00	\$ -	This covers only 5 days per week and can be scheduled around city's maintenance employees
Office/Cleaning Supplies	\$ 6,000.00	\$ 6,000.00	\$ -	Cleaning products, general office supplies
Veterinary Care	\$ 150,000.00	\$ 125,000.00	\$ 25,000.00	This covers 500 dogs and 250 cats: spayed/neutered, rabies, microchip and 4DX Done at outside clinic as the shelter is not a sanitary medical facility.
Medications	\$ 17,500.00	\$ 17,500.00	\$ -	Basic medications and intake vaccines
Medical, major	\$ 150,000.00		\$ 150,000.00	This is covered by TAR for severe medical needs including, but not limited to, broken bones, surgeries, emaciated dogs, parvo dogs, etc
Food	\$ 8,500.00	\$ 8,500.00	\$ -	Dogs and cats are feed a consistent brand of food to ensure there is no GI upset

Item	TOTAL COST	REQUESTED	TAR Paying	NOTES TO EXPLAIN LINE ITEM
Animal Supplies	\$ 11,000.00	\$ 11,000.00	\$ -	Leashes, collars, slip leads, harnesses, muzzles, toys, enrichment, treats
Insurance - GL & D&O	\$ 5,000.00		\$ 5,000.00	This is our General Liability insurance cost which also covers our foster program
Workman's Comp	\$ 12,000.00		\$ 12,000.00	This covers our employees onsite
Payroll Taxes	\$ 37,200.00		\$ 37,200.00	This is what we pay in taxes
Payroll Fee	\$ 1,200.00		\$ 1,200.00	This is the fee to use Paychex
Marketing & Advertising	\$ 5,000.00		\$ 5,000.00	This is covered by TAR and assists with getting animals adopted
Professional Services	\$ 1,000.00		\$ 1,000.00	Tax prep, grant writing
Animal Services	\$ 2,500.00		\$ 2,500.00	Grooming, training, behavioral assessment, boarding
Bank Fees	\$ 1,800.00		\$ 1,800.00	PayPal transaction fees for donations made online
Licensing Fees	\$ 500.00		\$ 500.00	NJ state registration
Foster Support	\$ 6,000.00		\$ 6,000.00	We assist fosters with boarding stipends, at times, as well as medications, specialty food, crates and other supplies not covered in shelter
	\$ 696,640.00	\$ 375,000.00	\$ 315,640.00	