



WASHINGTON STATE  
 Department of  
 Children, Youth, and Families

<b>TO:</b> Karena McGovern
<b>CONTRACT #</b> 2332-48340
<b>TODAY'S DATE:</b> 5/9/2022
<b>CONTRACT SUB OBJECT CODE:</b> CZ - Other Pro Serv

## SOLE SOURCE FILING JUSTIFICATION

<b>CONTRACTOR'S LEGAL NAME</b>		<b>TIN/UBI NUMBER</b>	
Northwest Credible Messengers, LLC		84-2090892	
<b>ADDRESS</b>	3812 Lanyard Dr. NE, Lacey, WA 98516		
<b>CONTRACT PURPOSE</b>			
The purpose of this Contract is to provide the Department of Children, Youth & Families, with consultation services to develop and implement Transformational Mentoring through a Credible Messenger (CM) Statewide Framework that will have a greater impact on violence prevention and help communities develop a pathway to address this alarming social issue, resulting in a greater return on our investment.			
<b>FUNDING</b>			
FEDERAL FUNDING \$NA		STATE FUNDING \$125,000	
<b>CONTRACT TOTAL \$125,000</b>			
<b>CONTRACT DATES</b>			
START DATE: 7/1/2023		END DATE: 6/30/2024	
<b>SOLE SOURCE CRITERIA</b>			
<p><u>What is a sole source contract?</u>  <i>"Sole source" means a contractor providing goods or services of such a unique nature or sole availability at the location required that the contractor is clearly and justifiably the only practicable source to provide the goods or services. (RCW 39.26.010)</i></p> <p><i>Unique qualifications or services are those which are highly specialized or one-of-a-kind. Other factors which may be considered include past performance, cost-effectiveness (learning curve), and/or follow-up nature of the required goods and/or services. Past performance alone does not provide adequate justification however will not be on its own a sufficient justification.</i></p> <p><u>Why is a sole source justification required?</u>  <i>The State of Washington, by policy and law, believes competition is the best strategy to obtain the best value for the goods and services it purchases, and to ensure that all interested vendors have a fair and transparent opportunity to sell goods and services to the state.</i></p> <p><i>A sole source contract does not benefit from competition. Thus, the state, through RCW 39.26.010, has determined it is important to evaluate whether the conditions, costs and risks related to the proposal of a sole source contract truly outweigh for going the benefits of a competitive contract.</i></p>			

## **SPECIFIC PROBLEM OR NEED**

### **1. What is the business need or problem that requires this contract?**

The Washington State Legislature recognized that street gang activities are a serious problem that threatens the long-term economic, social, and public safety interests of Washington State and its counties and cities and mandated grant funding to DCYF/JR to focus on criminal street gang intervention and intervention.

JR is seeking to continue the implementation of Transformational Mentoring through a Credible Messenger Statewide Framework as a means to truly look at transformational work occurring. JR believes that by having an outcome based statewide strategy with a research component, it will have a greater impact on violence prevention, help communities develop a statewide vision and pathway to address an alarming social issue, and result in a greater return on our investment.

**PROVIDING COMPELLING ANSWERS TO THE FOLLOWING QUESTIONS WILL FACILITATE THE EVALUATION**

**2. Describe the unique features, qualifications, abilities or expertise of the contractor proposed for this sole source contract.**

There are only two organizations leading the nationally recognized Credible Messenger Model trainings, coaching, consultation, technical assistance and capacity building. There is one based in Washington D.C., Credible Messenger Mentoring Movement (CM3) for the East Coast, the other is Northwest Credible Messengers, LLC, CM3 Washington State Ambassadors, designated for the West Coast.

Northwest Credible Messenger, LLC (NWCM), founded by Jason Clark, is a Community Based Collaboration entity focused on developing system partnerships, facilitating positive youth development, healing centered engagement and certifying peer support counselors through Credible Messengers, strengthening families and developing the capacity in local communities.

Northwest Credible Messengers, LLC is the only Credible Messenger Mentoring Movement certified master trainer ambassadors on the West Coast. Mr. Clark's unique ability is to provide the training, capacity building and programmatic development of Credible Messenger programs and projects to fidelity.

Jason Clark is a certified project manager, consultant, Credible Messenger trainer and coach with extensive leadership development experience.

**3. What kind of market research did the agency conduct to conclude that alternative sources were inappropriate or unavailable?**

This is the only entity that possesses the credentials and offers this specific training in the northwest. All others with like credentials/training are designated on the East Coast. Northwest Credible Messengers is the sole northwest representative recognized by Credible Messenger Mentoring Movement (CM3) and Credible Messenger Justice Center (CMJC) to develop, conduct and train in the northwest.

**4. Provide a detailed and compelling description of the costs and risks mitigated by contracting with this contractor (i.e. learning curve, follow-up nature).**

NWCM currently possesses the essential knowledge, training, expertise and experience through the CM3 specialized training. The contractor has designed and implemented the Credible Messenger model in multiple demonstration sites in the northwest and would not require significant start-up costs. It would be cost beneficial for this contractor to develop the scope, design and implementation for a statewide strategy. This contractor has demonstrated experience and skills to operationalize the desired outcomes. JR does not possess the necessary staff with the level of expertise of this Contractor and it would be

unrealistic to to have staff trained to the level of competency to implement the Credible Messenger Model in the timeframe needed.

- 5. Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? If so, please describe.**

NOT APPLICABLE

- 6. Is the agency proposing this sole source contract because of unavoidable, critical time delays or issues that prevented the agency from completing this acquisition using a competitive process? If so, please describe. For example, if time constraints are applicable, identify when the agency was on notice of the need for the goods and/or service, the entity that imposed the constraints, explain the authority of that entity to impose them, and provide the timelines which work must be accomplished.**

NOT APPLICABLE

- 7. Is the agency proposing this sole source contract because of a geographic limitation? If the proposed contractor is the only source available in the geographical area, state the basis for this conclusion and the rationale for limiting the size of the geographical area selected.**

NOT APPLICABLE

- 8. What are the consequences of not having this sole source filing approved? Describe in detail the impact to the agency and to services it provides if this sole source filing is not approved.**

There have been no statewide demonstrated outcomes to date to address the criminal gang activity and violence. There is not a unified statewide approach to this issue. The collateral consequences of not having this sole source would lead to further increase in criminal gang activity and violence. There is a local need to introduce, offer training and consultation grounded in research to address public safety and reduce harm caused from criminal gang activity and violence. Desired outcomes that align with independence, self-sufficiency, and demonstrates positive civic community engagement is necessary. Northwest Credible Messengers provides this framework and expertise.

- 9. What considerations were given to providing opportunities in this contract for small business, including but not limited to unbundling the goods and/or services acquired.**

Currently, the identified Contractor, Northwest Credible Messengers, is a small business, minority owned entity. Activities associated in the planning and implementation will include local community engagement and small businesses in goods/services.

## REASONABLENESS OF COST

**10. Since competition was not used as the means for procurement, how did the agency conclude that the costs, fees, or rates negotiated are fair and reasonable. Please make comparison with comparable contracts, use the results of a market survey, or employ other appropriate means calculated to make such a determination.**

DCYF has reviewed the rates for the various professional services contracts we have held that contained consultation services, trainings, organizational studies to compare similar services to this contract in determining our costs. These contracts included Evidence-Based Programs such as Functional Family Therapy, LLC consultants who are paid an hourly rate of \$250 for initial 20-hour FFT trainings; trainings for a six-hour Popular Education and Empowering Facilitation Skills Workshops at \$3,400 per day; an Institutional and Community Facilities Staffing Study that was conducted for four (4) months at approximately \$149,000.

Additionally, in reviewing the pre-qualified list of consultants' costs for Organizational Development on the DES website, these Contractor's hourly rates ranged from \$90 to \$1,100 with an average rate of \$270 per hour.

Previous consultation and technical assistance work performed by NW Credible Messengers with other entities billed at a rate of \$250 per hour.

Based upon this research, DCYF believes the rates for the Deliverables in the contract based at \$250 per hour are fair and reasonable and within the average range of similar consultant fees.