

EXHIBIT A



**BOARD OF TRUSTEES
Business/Finance Committee Agenda Items**

To: Board of Trustees
From: Office of the President
Date: January 21, 2021

The following Finance Committee items are recommended to the Ocean County College Board of Trustees for approval at its meeting on **Thursday, January 28, 2021**:

1. Recommend acceptance of the statement of income and expenditures as of December 31, 2020 (**Exhibit A-1**)
2. Recommend adoption of a resolution to commit to a 0% increase in tuition and fees for FY 2020 to demonstrate the commitment of the Board of Trustees to providing affordable, quality educational opportunities to the residents of Ocean County, especially during the current economic climate and financial challenges resulting from the Coronavirus pandemic. (**Exhibit A-2**)
3. Recommend adoption of resolutions to award the following contracts:
 - a. For addiction counseling apprenticeship experience with New Hope Behavioral Integrated Health Care, Inc., Marlboro, New Jersey, funded through the Growing Apprenticeship in Non-Traditional Sectors (GAINS) Grant for students studying Addiction Counseling at Ocean County College (**Exhibit A-3**)
 - b. For addiction counseling apprenticeship experience with Ocean Mental Health, Bayville, New Jersey, funded through the Growing Apprenticeship in Non-Traditional Sectors (GAINS) Grant for students studying Addiction Counseling at Ocean County College (**Exhibit A-4**)
 - c. For addiction counseling apprenticeship experience with Relevance Behavioral Health, Freehold, New Jersey, funded through the Growing Apprenticeship in Non-Traditional Sectors (GAINS) Grant for students studying Addiction Counseling at Ocean County College (**Exhibit A-5**)

Business and Finance Committee Meeting Agenda

January 21, 2021

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- d. For the purchase and installation of audio and video equipment for the new Student Enrollment Building through the Omnia Partners Cooperative Purchasing Program at Ocean County College **(Exhibit A-6)**
4. Recommend that the following contracts be amended:
 - a. An additional \$1,500, for a maximum total of \$61,500, for registration and contributor sponsorship for the virtual Delaware Estuary Science and Environmental Summit as part of the subcontract agreement “Utilizing the Mid-Atlantic Coastal Wetlands Assessment to Quantify Wetlands Ecosystem Services in New Jersey’s Coastal Communities” project to be held March 1, 2021, through March 3, 2021, administered through the Barnegat Bay Partnership at Ocean County College (contract originally awarded at the June 25, 2020, Board meeting) **(Exhibit A-7)**
 - b. An additional \$23,982.58, for a maximum total of \$6,757,240.40, to Catel, Inc., Bradley Beach, New Jersey, for adding and removing insulation in walls and ceilings, installation of fiberglass reinforced plastic wall panels, storage room wall demolition, lowering acoustic ceiling, modifying door, purchasing smoke detectors for temporary heating, and adding water meter and drain piping, as part of the construction of the new Student Enrollment Building at Ocean County College (contract originally awarded at the January 9, 2020, Board retreat) **(Exhibit A-8)**
 - c. An additional \$20,000, for a maximum total of \$60,000, to B&H Photo Video Pro Audio, Inc., New York, New York, for the purchase of additional purchase of audio video equipment and peripherals on an as needed basis through the Hunterdon County Educational Services Commission (HCESC) Cooperative Contract, for use at Ocean County College (contract originally awarded at the July 23, 2020, Board meeting) **(Exhibit A-9)**
 - d. An additional \$31,000, for a maximum total of \$71,000, to Bahr and Sons Electrical Contractors, Inc., Bayville, New Jersey, for additional professional electrician services on an as needed basis at Ocean County College (contract originally awarded at the August 27, 2020, Board meeting) **(Exhibit A-10)**
 - e. An additional \$33,255.83, for a maximum total of \$193,073.53, to Spacesaver Storage Solutions, Inc., Fort Atkinson, Wisconsin, c/o Diversified Storage Solutions, Norristown, Pennsylvania, for the purchase and installation of additional shelving and storage cabinets in various rooms for the Performing Arts Academy at Ocean County College (contract originally awarded at the May 30, 2019, Board meeting) **(Exhibit A-11)**

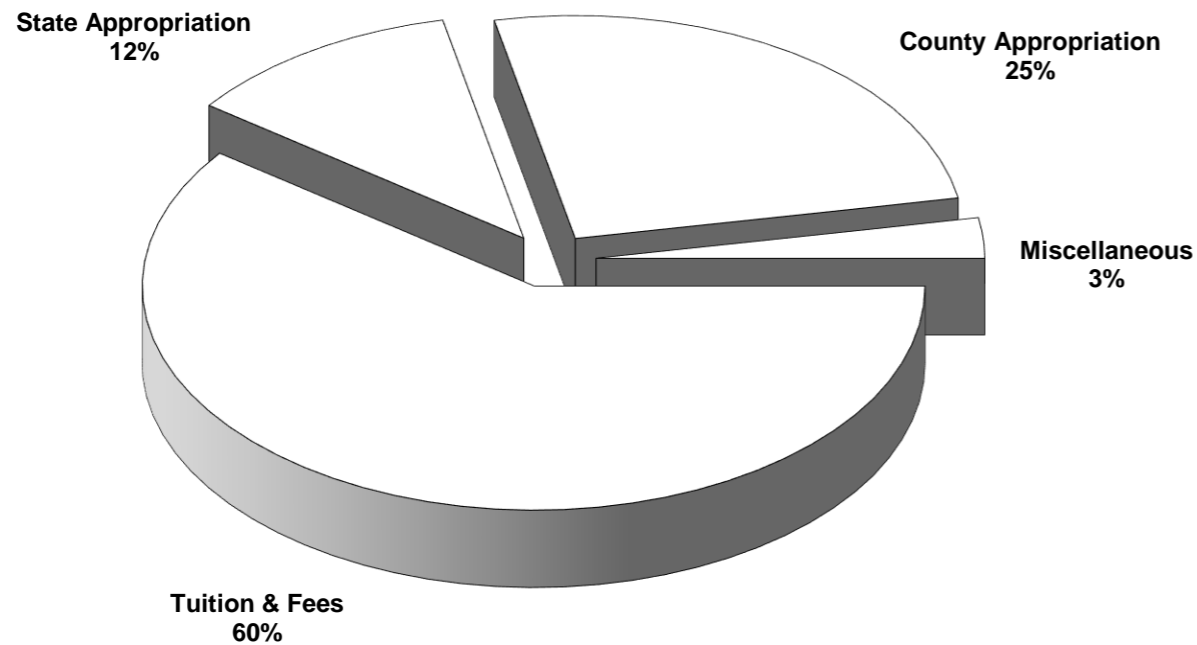
- f. An additional \$5,156.02, for a maximum total of \$100,879.32, to Indiana Furniture Industries, Inc., Jasper, Indiana, for the purchase and installation of additional administrative furniture and instructor chairs for use in the Performing Arts Academy at Ocean County College (contract originally awarded at the May 30, 2019, Board meeting) **(Exhibit A-12)**
 - g. An additional \$108,587.47, for a maximum total of \$548,770.97, to Krueger International, Inc., Green Bay, Wisconsin, for the purchase and installation of additional administrative and classroom furniture for use in the Performing Arts Academy at Ocean County College (contract originally awarded at the May 30, 2019, Board meeting) **(Exhibit A-13)**
 - h. An additional \$2,000, for a maximum total of \$454,750, to JRS Architect, P.C., Princeton, New Jersey, for additional professional architectural and engineering design services for a new aluminum and glass door and engineering pump relocation for the Conference Center renovation project at Ocean County College (contract originally awarded at the January 25, 2018, Board meeting) **(Exhibit A-14)**
 - i. An additional \$51,000, for a maximum total of \$302,750, to Success Communications Group, Parsippany, New Jersey, for additional media placement agency services to promote the Community College Opportunity Grant (CCOG) Student Success Initiative at Ocean County College (contract originally awarded at the May 28, 2020, Board meeting) **(Exhibit A-15)**
5. Recommend acceptance of a \$265,000 Community College Opportunity Grant (CCOG) award from the New Jersey Office of the Secretary of Higher Education which will be used to support HUB staff and increase marketing initiatives at Ocean County College. Project period: November 15, 2020, to June 30, 2021. Project director: Ms. Sara Winchester, Executive Vice President of Finance and Administration.
 6. Recommend acceptance of a \$444,130 grant award from the U.S. Department of Education, Fund for the Improvement of Postsecondary Education (FIPSE), for the designation of OCC as a Center of Excellence for Veteran Student Success to expand the Veterans and Military Resource Center and its staff to serve the needs of student veterans. Project period: January 1, 2021, through December 31, 2023. Project director: Mr. Ryan Luurtsema, Coordinator of the Veterans and Military Resource Center.

EXHIBIT A-1

**EXHIBIT A
OCEAN COUNTY COLLEGE
STATEMENT OF CURRENT EXPENDITURES FY 2020-2021
For the Period Ending December 2020**

	ACTUAL	ENCUMBRANCES	TOTAL	FY2020-2021 BUDGET	(OVER) UNDER BUDGET	% BUDGET
REVENUE:						
Tuition & Fees	29,107,045		29,107,045	37,927,044	8,820,000	76.74%
State Appropriation	3,246,671		3,246,671	7,267,753	4,021,082	44.67%
County Appropriation	7,850,841		7,850,841	16,013,832	8,162,991	49.03%
Miscellaneous	1,310,676		1,310,676	1,838,819	528,143	71.28%
Total Revenue:	41,515,233		41,515,233	63,047,448	21,532,215	65.85%
EXPENDITURES:						
Instruction	8,492,116	299,345	8,791,461	22,558,026	13,766,565	38.97%
Academic Support	4,818,437	160,247	4,978,685	10,183,963	5,205,279	48.89%
Student Services	2,847,538	100,252	2,947,790	6,531,628	3,583,838	45.13%
Institutional Support	5,980,269	744,320	6,724,589	12,510,210	5,785,621	53.75%
Plant Maint-Opr.	3,014,866	1,432,090	4,446,956	9,513,620	5,066,664	46.74%
Scholarships	690,423	-	690,423	700,000	9,577	98.63%
Debt Service	-	-	-	1,050,000	1,050,000	0.00%
Total Expenditures:	25,843,650	2,736,255	28,579,905	63,047,448	34,467,543	45.33%

FY 2021 BUDGET REVENUE SOURCES



12/31/20 YTD EXPENDITURES BY FUNCTION

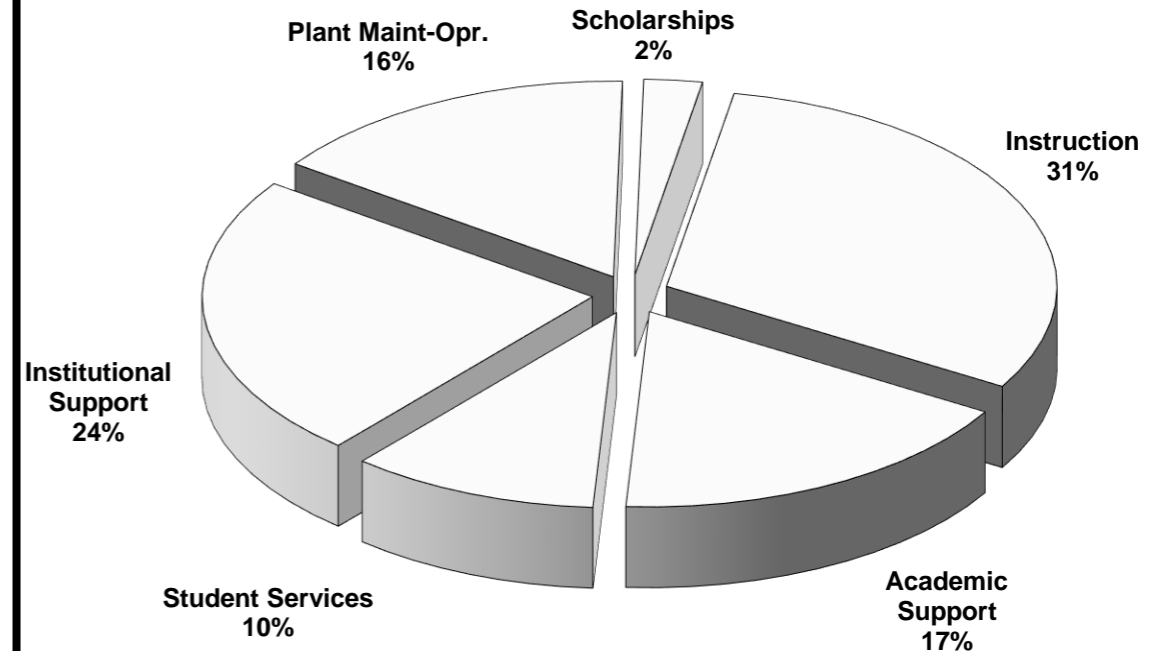


EXHIBIT A-2



BOARD OF TRUSTEES

RESOLUTION

WHEREAS, with the emergence of the COVID-19 pandemic, Ocean County College has made many adjustments in order to continue its mission of educating students, while, at the same time, protecting the health and safety of students and employees; and

WHEREAS, Ocean County College has been operating largely in a remote environment, with restrictions on in-person instruction on campus; and

WHEREAS, the primary concern of the Ocean County College Board of Trustees is the impact of COVID-19 on student success; and

WHEREAS, the Board of Trustees recognizes the economic climate and financial challenges being faced by students, their families, and the residents of Ocean County as a result of the pandemic and wishes to assist students complete their studies in a timely manner;

NOW, THEREFORE, BE IT RESOLVED that the Board of Trustees of Ocean County College has directed the appropriate College officials to continue Ocean County College tuition and fees in FY 2022 at the same level as in FY 2021; and

BE IT FURTHER RESOLVED that the Board of Trustees has committed to a 0% tuition and fee increase for FY 2022 to demonstrate its commitment to provide affordable, quality educational opportunities to the residents of Ocean County, especially during this unprecedented coronavirus pandemic, with the hope that it will assist students in reaching their educational goals.

Adopted: January 28, 2021

Stephan R. Leone
Secretary

EXHIBIT A-3

OCEAN COUNTY COLLEGE

RESOLUTION

Authorizing a Contract for Addiction Counseling Services

Contract Term: October 1, 2020 – March 31, 2021

WHEREAS, the Board of Trustees of Ocean County College has a need to provide an Apprenticeship experience for students studying Addiction Counseling at Ocean County College. Apprenticeship is an employment opportunity for an individual to start a new career through a training program that has both an on-the-job training component and an educational schooling component, where individuals obtain workplace relevant knowledge and skills to be successful as they start their new career; and

WHEREAS, these services are funded through the Growing Apprenticeship in Non-Traditional Sectors (GAINS) Grant awarded by the New Jersey Department of Labor and Workforce Development (NJDOLE), for the Addictions Counseling and Hospitality apprentices at Ocean County College. The purpose of the GAINS program is to promote the expansion and development of United States Department of Labor (USDOL) approved Registered Apprenticeship programs that drive economic development through skills and educational attainment and create pathways to better-paying careers and advanced credentials.; and

WHEREAS, the Board of Trustees of Ocean County College has a need to acquire goods and services which are exempt from bidding pursuant to the provisions of N.J.S.A. 18A:64A-25.5a.(15) et seq. professional consulting services; and

WHEREAS, the Executive Vice President of Finance of Ocean County College has determined and certified in writing that the value of the acquisition will exceed \$17,500; and

WHEREAS, in accordance with N.J.A.C. 5:30-5.4, a Certificate has been provided by the Executive Vice President of Finance of Ocean County College, stating that funds are available for this purpose, which certificate is attached to the original of this resolution and is on file in the office of the Executive Vice President of Finance; and

WHEREAS, the vendor has completed and submitted a Business Entity Disclosure Certification which certifies it has not made any reportable contributions to a political or candidate committee in the County of Ocean the previous one year, and that the contract will prohibit making any reportable contributions through the term of the contract; and

WHEREAS, Ocean County College wishes to award a required disclosure contract in compliance with the provisions of N.J.S.A. 19:44A-20.4 and without the need for public bidding in compliance with the provisions of County College Contracts Law, N.J.S.A.18A:64A-25.1 et seq.;

NOW THEREFORE, BE IT RESOLVED by the Board of Trustees of Ocean County College, in the County of Ocean and the State of New Jersey as follows:

1. The Ocean County College Board of Trustees hereby authorizes and directs the appropriate officials of the college to execute an Agreement with **New Hope Behavioral Integrated Health Care, Inc.**, 80 Conover Road, Marlboro, NJ 07746 in the amount not to exceed: **\$40,000.00** to provide an Apprenticeship experience for students at Ocean County College.

RESOLUTION

CERTIFICATION OF THE EXECUTIVE VICE PRESIDENT OF FINANCE AND ADMINISTRATION AS TO THE AVAILABILITY OF FUNDS FOR THE AWARDING OF A CONTRACT BY THE OCEAN COUNTY COLLEGE BOARD OF TRUSTEES.

Authorizing a Contract for Addiction Counseling Services

Contract Term: October 1, 2020 – March 31, 2021

VENDOR: **New Hope Behavioral Integrated Health Care, Inc**
80 Conover Road
Marlboro, NJ 07746

ACCOUNT: GAINS Apprenticeship/ Contract Payment
FY 2020/2021

SOURCE: Growing Apprenticeship in Non-Traditional Sectors (GAINS) Grant

AMOUNT: **\$40,000.00**
=====

I HEREBY CERTIFY that funds are available in the Ocean County College Board of Trustees budget for FY 2020/2021 and the appropriation is sufficient to cover this contract and the contract shall be encumbered against such appropriation.



Executive Vice President of Finance and Administration

EXHIBIT A-4

OCEAN COUNTY COLLEGE

RESOLUTION

Authorizing a Contract for Addiction Counseling Services

Contract Term: October 1, 2020 – March 31, 2021

WHEREAS, the Board of Trustees of Ocean County College has a need to provide an Apprenticeship experience for students studying Addiction Counseling at Ocean County College. Apprenticeship is an employment opportunity for an individual to start a new career through a training program that has both an on-the-job training component and an educational schooling component, where individuals obtain workplace relevant knowledge and skills to be successful as they start their new career; and

WHEREAS, these services are funded through the Growing Apprenticeship in Non-Traditional Sectors (GAINS) Grant awarded by the New Jersey Department of Labor and Workforce Development (NJDOLE), for the Addictions Counseling and Hospitality apprentices at Ocean County College. The purpose of the GAINS program is to promote the expansion and development of United States Department of Labor (USDOL) approved Registered Apprenticeship programs that drive economic development through skills and educational attainment and create pathways to better-paying careers and advanced credentials.; and

WHEREAS, the Board of Trustees of Ocean County College has a need to acquire goods and services which are exempt from bidding pursuant to the provisions of N.J.S.A. 18A:64A-25.5a.(15) et seq. professional consulting services; and

WHEREAS, the Executive Vice President of Finance of Ocean County College has determined and certified in writing that the value of the acquisition will exceed \$17,500; and

WHEREAS, in accordance with N.J.A.C. 5:30-5.4, a Certificate has been provided by the Executive Vice President of Finance of Ocean County College, stating that funds are available for this purpose, which certificate is attached to the original of this resolution and is on file in the office of the Executive Vice President of Finance; and

WHEREAS, the vendor has completed and submitted a Business Entity Disclosure Certification which certifies it has not made any reportable contributions to a political or candidate committee in the County of Ocean the previous one year, and that the contract will prohibit making any reportable contributions through the term of the contract; and

WHEREAS, Ocean County College wishes to award a required disclosure contract in compliance with the provisions of N.J.S.A. 19:44A-20.4 and without the need for public bidding in compliance with the provisions of County College Contracts Law, N.J.S.A.18A:64A-25.1 et seq.;

NOW THEREFORE, BE IT RESOLVED by the Board of Trustees of Ocean County College, in the County of Ocean and the State of New Jersey as follows:

1. The Ocean County College Board of Trustees hereby authorizes and directs the appropriate officials of the college to execute an Agreement with **Ocean Mental Health**, 687 Route 9, Bayville, NJ 08721 in the amount not to exceed: **\$40,000.00** to provide an Apprenticeship experience for assigned addictions students at Ocean County College.

RESOLUTION

CERTIFICATION OF THE EXECUTIVE VICE PRESIDENT OF FINANCE AND ADMINISTRATION AS TO THE AVAILABILITY OF FUNDS FOR THE AWARDING OF A CONTRACT BY THE OCEAN COUNTY COLLEGE BOARD OF TRUSTEES.

Authorizing a Contract for Addiction Counseling Internship Services

Contract Term: October 1, 2020 – March 31, 2021

VENDOR: **Ocean Mental Health**
687 Route 9
Bayville, NJ 08721

ACCOUNT: GAINS Apprenticeship/ Student Affairs / Contract Payment
FY 2020/2021

SOURCE: Growing Apprenticeship in Non-Traditional Sectors (GAINS) Grant

AMOUNT: **\$40,000.00**
=====

I HEREBY CERTIFY that funds are available in the Ocean County College Board of Trustees budget for FY 2020/2021 and the appropriation is sufficient to cover this contract and the contract shall be encumbered against such appropriation.



Executive Vice President of Finance and Administration

EXHIBIT A-5

OCEAN COUNTY COLLEGE

RESOLUTION

Authorizing a Contract for Addiction Counseling Services

Contract Term: October 1, 2020 – March 31, 2021

WHEREAS, the Board of Trustees of Ocean County College has a need to provide an Apprenticeship experience for students studying Addiction Counseling at Ocean County College. Apprenticeship is an employment opportunity for an individual to start a new career through a training program that has both an on-the-job training component and an educational schooling component, where individuals obtain workplace relevant knowledge and skills to be successful as they start their new career; and

WHEREAS, these services are funded through the Growing Apprenticeship in Non-Traditional Sectors (GAINS) Grant awarded by the New Jersey Department of Labor and Workforce Development (NJDOLE), for the Addictions Counseling and Hospitality apprentices at Ocean County College. The purpose of the GAINS program is to promote the expansion and development of United States Department of Labor (USDOL) approved Registered Apprenticeship programs that drive economic development through skills and educational attainment and create pathways to better-paying careers and advanced credentials.; and

WHEREAS, the Board of Trustees of Ocean County College has a need to acquire goods and services which are exempt from bidding pursuant to the provisions of N.J.S.A. 18A:64A-25.5a.(15) et seq. professional consulting services; and

WHEREAS, the Executive Vice President of Finance of Ocean County College has determined and certified in writing that the value of the acquisition will exceed \$17,500; and

WHEREAS, in accordance with N.J.A.C. 5:30-5.4, a Certificate has been provided by the Executive Vice President of Finance of Ocean County College, stating that funds are available for this purpose, which certificate is attached to the original of this resolution and is on file in the office of the Executive Vice President of Finance; and

WHEREAS, the vendor has completed and submitted a Business Entity Disclosure Certification which certifies it has not made any reportable contributions to a political or candidate committee in the County of Ocean the previous one year, and that the contract will prohibit making any reportable contributions through the term of the contract; and

WHEREAS, Ocean County College wishes to award a required disclosure contract in compliance with the provisions of N.J.S.A. 19:44A-20.4 and without the need for public bidding in compliance with the provisions of County College Contracts Law, N.J.S.A.18A:64A-25.1 et seq.;

NOW THEREFORE, BE IT RESOLVED by the Board of Trustees of Ocean County College, in the County of Ocean and the State of New Jersey as follows:

1. The Ocean County College Board of Trustees hereby authorizes and directs the appropriate officials of the college to execute an Agreement with **Relevance Behavioral Health**, 61 W Main St, Freehold, NJ 07728 in the amount not to exceed: **\$40,000.00** to provide an Apprenticeship experience for assigned addictions students at Ocean County College.

RESOLUTION

CERTIFICATION OF THE EXECUTIVE VICE PRESIDENT OF FINANCE AND ADMINISTRATION AS TO THE AVAILABILITY OF FUNDS FOR THE AWARDING OF A CONTRACT BY THE OCEAN COUNTY COLLEGE BOARD OF TRUSTEES.

Authorizing a Contract for Addiction Counseling Services

Contract Term: October 1, 2020 – March 31, 2021

VENDOR: **Relevance Behavioral Health**
61 W Main St
Freehold, NJ 07728

ACCOUNT: GAINS Apprenticeship/ Student Affairs / Contract Payment
FY 2020/2021

SOURCE: Growing Apprenticeship in Non-Traditional Sectors (GAINS) Grant

AMOUNT: **\$40,000.00**
=====

I HEREBY CERTIFY that funds are available in the Ocean County College Board of Trustees budget for FY 2020/2021 and the appropriation is sufficient to cover this contract and the contract shall be encumbered against such appropriation.



Executive Vice President of Finance and Administration

EXHIBIT A-6

OCEAN COUNTY COLLEGE

RESOLUTION

Authorizing a Contract for Audio Video Equipment and Installation

WHEREAS, the Board of Trustees of Ocean County College recognizes the need to furnish and install Audio and Video equipment, including monitors, Extron control, computers, iPads and accessories for the new Student Enrollment Building at Ocean County College, procured through Omnia Partners Cooperative Purchasing Program; and

WHEREAS, Ocean County College has a need to acquire goods and services which are exempt from bidding pursuant to the provisions of N.J.S.A. 18A:64A-25.11(a) et seq.; a county college may make purchases and contract for services through the use of a nationally-recognized and accepted cooperative purchasing agreement; and

WHEREAS, the Executive Vice President of Finance and Administration of Ocean County College has determined and certified in writing that the value of the acquisition will exceed \$17,500.00; and

WHEREAS, in accordance with N.J.A.C. 5:30-5.4, a Certificate has been provided by the Executive Vice President of Finance and Administration of Ocean County College, stating that funds are available for this purpose, which certificate is attached to the original of this resolution and is on file in the office of the Executive Vice President of Finance and Administration; and

WHEREAS, Ocean County College wishes to award a fair and open contract in compliance with the provisions of N.J.S.A. 19:44A-20.4 and without the need for public bidding in compliance with the provisions of County College Contracts Law, N.J.S.A.18A:64A-25.1 et seq.;

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of Ocean County College, in the County of Ocean and the State of New Jersey as follows:

1. The Ocean County College Board of Trustees hereby authorizes and directs the appropriate officials of the College to enter into and execute an Agreement with **SHI International Corp.**, 290 Davidson Avenue, Somerset, NJ 08873 in the amount not to exceed: **\$57,332.00** to furnish and install Audio and Video equipment for the new Student Enrollment Building at Ocean County College. This contract will be procured through Omnia Partners Cooperative Purchasing Program, Contract #2018011-02 – Contract Term: 3-1-2018 to 2-28-2023.

RESOLUTION

CERTIFICATION OF THE EXECUTIVE VICE PRESIDENT OF FINANCE AND ADMINISTRATION AS TO THE AVAILABILITY OF FUNDS FOR THE AWARDING OF A CONTRACT BY THE OCEAN COUNTY COLLEGE BOARD OF TRUSTEES.

Contract for Audio Video Equipment and Installation

VENDOR: **SHI International Corp.**
290 Davidson Avenue
Somerset, NJ 08873

ACCOUNT: Minor Capital – Instructional Technology
Stimulus Funded

AMOUNT: **\$57,332.00**
=====

I HEREBY CERTIFY that funds are available in the Ocean County College Board of Trustees budget for 2020/2021 and the appropriation is sufficient to cover this contract and the contract shall be encumbered against such appropriation.



Executive Vice President of Finance and Administration

EXHIBIT A-7

OCEAN COUNTY COLLEGE

RESOLUTION

Authorizing a Contract for Partnership of Delaware Virtual Science Summit

Registration and Contributor Sponsorship

Summit Registration and Sponsorship Dates: March 1, 2021 – March 3, 2021

WHEREAS, a contract in the amount of **\$60,000.00** has been awarded to **Partnership for the Delaware Estuary, Inc.**, 110 South Poplar Street Suite 202, Wilmington, DE 19801 for Utilizing the Mid-Atlantic Coastal Wetlands Assessment to Quantify Wetlands Ecosystem Services in New Jersey’s Coastal Communities Project, which was administered through the Barnegat Bay Natural Estuary Program at Ocean County College; and

WHEREAS, an additional **\$1,500.00** is needed to cover the costs of the Registration and Contributor Sponsorship for the Delaware Estuary Science and Environmental Summit that will be held Virtually from March 1, 2021 to March 3, 2021 via Zoom and Shed. Contributor Sponsorship includes 5 Summit registrations, Logo on Summit website and Registration website, dedicated company page on scheduling website, featuring logo, an “about” section, space to embed video, and more; and

WHEREAS, Ocean County College has a need to acquire goods and services which are exempt from bidding pursuant to the provisions of N.J.S.A. 18A:64A-25.5(a)(15) et seq. Professional consulting services; and

WHEREAS, the Executive Vice President of Finance and Administration of Ocean County College has determined and certified in writing that the value of the acquisition will exceed \$17,500; and

WHEREAS, in accordance with N.J.A.C. 5:30-5.4, a Certificate has been provided by the Executive Vice President of Finance and Administration of Ocean County College, stating that funds are available for this purpose, which certificate is attached to the original of this resolution and is on file in the office of the Executive Vice President of Finance and Administration; and

WHEREAS, Ocean County College wishes to amend a required disclosure contract in compliance with the provisions of N.J.S.A. 19:44A-20.4 and without the need for public bidding in compliance with the provisions of County College Contracts Law, N.J.S.A.18A:64A-25.1 et seq.;

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of Ocean County College, in the County of Ocean and the State of New Jersey as follows:

1. The Ocean County College Board of Trustees hereby authorizes and directs the appropriate officials of the College to enter into a partnership with **Partnership for the Delaware Estuary, Inc.**, 110

EXHIBIT A-7

South Poplar Street Suite 202, Wilmington, DE 19801 for an additional **\$1,500.00** to cover the costs of the Sponsorship and Registration for the Virtual Delaware Estuary Science and Environmental Summit for a total aggregate amount of **\$61,500.00**.

RESOLUTION

CERTIFICATION OF THE EXECUTIVE VICE PRESIDENT OF FINANCE AND ADMINISTRATION AS TO THE AVAILABILITY OF FUNDS FOR THE AWARDING OF A CONTRACT BY THE OCEAN COUNTY COLLEGE BOARD OF TRUSTEES.

**Authorizing a Contract for Partnership of Delaware Virtual Science Summit
Registration and Contributor Sponsorship
Summit Registration and Sponsorship Dates: March 1, 2021 – March 3, 2021**

VENDOR:	Partnership for the Delaware Estuary, Inc. 110 South Poplar Street Suite 202 Wilmington, DE 19801
ACCOUNT:	EPA R2 WPDG FY20 / Contract Payment - \$60,000.00 BBP EPA 320 FY17 / Travel - \$1,500.00 FY 2020/2021
ORIGINAL CONTRACT:	\$60,000.00
ADDITIONAL AMOUNT:	\$1,500.00
	=====
TOTAL AMOUNT:	\$61,500.00

I HEREBY CERTIFY that funds are available in the Ocean County College Board of Trustees budget for 2020/2021 and the appropriation is sufficient to cover this contract and the contract shall be encumbered against such appropriation.



Executive Vice President of Finance and Administration

EXHIBIT A-8

OCEAN COUNTY COLLEGE

AMENDMENT

AWARD for General Contractor Construction Services

RECOMMENDATION: Contract award to **Catel, Inc.**, PO Box 33, Bradley Beach, NJ 07720 be amended with an additional **\$23,982.58** for a total amount of **\$6,757,240.40**. The original contract in the amount of **\$6,545,000.00** for BID Item #1 to provide General Contractor Construction Services to construct a new Student Enrollment Building at Ocean County College was awarded at the Board of Trustees Retreat on January 9, 2020. Amendments in the amounts of **\$15,000.00, \$6,733.36, \$13,215.44, \$50,528.09, \$4,327.09, \$5,178.39, \$31,149.57, \$13,750.43** and **\$48,375.45** were awarded at the Board of Trustees Retreat on April 7, 2020 and Board of Trustees meetings on May 28, 2020, June 25, 2020, July 23, 2020, August 27, 2020, September 24, 2020, November 5, 2020 and December 10, 2020 respectively.

Additional monies are needed for Allowance Usage (AU) Authorization #18 - **\$9,836.26**, #19 - **\$14,146.32**.

#18 - Adding and removing insulation in the walls up to 9 inches and ceilings in Rooms 117, 118, 119, 120, 122 & 125; Installing Fiberglass Reinforced Plastic (FRP) wall panels around mop sinks; Demolishing storage room wall; Lowering Room #115 acoustic ceiling; Modifying door 103E; Purchasing horn strobe smoke detectors for temporary heating.

#19 – Adding water meter and drain piping to roof top hose bib. Water meter and drain piping were not originally included in the scope of work.

Said contract to be in accordance with bid specifications and requirements of BID #19/20 B-778 publicly advertised on October 16, 2019, with addendums issued on November 5, 2019 and November 12, 2019 and bids received November 21, 2019.

NATURE OF BID: General Contractor Construction Services

BID ITEM #1: Base Bid Amount

BID ITEM #2: Alternate #1 – Building #10 Signage
Alternate #2 – Concrete Paving at the OCC Main Campus Mall

SOURCE OF FUNDS: Capital Account / New Student Services / Hub Building
FY 2020/2021

BID SUMMARY

BIDDER'S NAME	BID ITEM #1	ALTERNATE #1	ALTERNATE #2	GRAND TOTAL
Catel Inc.*	\$6,545,000.00	\$50,000.00	\$195,000.00	\$6,790,000.00

EXHIBIT A-9

OCEAN COUNTY COLLEGE

AMENDMENT

Authorizing a Contract for Audio Video Equipment and Peripherals

Contract Term: July 23, 2020 – June 30, 2021

WHEREAS, the Board of Trustees of Ocean County College recognizes the need to amend the Agreement for Audio Video Equipment and Peripherals at Ocean County College. This purchase will be procured through Hunterdon County Educational Services Commission (HCESC) Cooperative contract #HCESC-CAT-18-02; and

WHEREAS, an additional **\$20,000.00** is needed for Additional Audio Video Equipment and Peripherals on an as needed basis campus-wide at Ocean County College; and

WHEREAS, Ocean County College has a need to acquire goods and services which are exempt from bidding pursuant to the provisions of N.J.S.A. 18A:64A-25.10 et seq.; joint purchases by county colleges, municipalities or counties; authority; and permits purchases to be made through such a cooperative; and

WHEREAS, the Executive Vice President of Finance and Administration of Ocean County College has determined and certified in writing that the value of the acquisition will exceed \$17,500.00; and

WHEREAS, in accordance with N.J.A.C. 5:30-5.4, a Certificate has been provided by the Executive Vice President of Finance and Administration of Ocean County College, stating that funds are available for this purpose, which certificate is attached to the original of this resolution and is on file in the office of the Executive Vice President of Finance and Administration; and

WHEREAS, Ocean County College wishes to amend a fair and open contract in compliance with the provisions of N.J.S.A. 19:44A-20.4 and without the need for public bidding in compliance with the provisions of County College Contracts Law, N.J.S.A.18A:64A-25.1 et seq.;

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of Ocean County College, in the County of Ocean and the State of New Jersey as follows:

1. The Ocean County College Board of Trustees hereby authorizes and directs the appropriate officials of the College to amend the Agreement with **B&H Photo Video Pro Audio, Inc.**, 420 9th Avenue, New York, NY 10001 with an additional **\$20,000.00** for a total amount of **\$60,000.00** to purchase Audio Video Equipment and Peripherals on an as needed basis campus-wide at Ocean County College. This contract will be procured through Hunterdon County Educational Services Commission (HCESC) Cooperative contract #HCESC-CAT-18-02 - Contract term: 4-16-2020 – 4-16-2021.

A M E N D M E N T

CERTIFICATION OF THE EXECUTIVE VICE PRESIDENT OF FINANCE AND ADMINISTRATION AS TO THE AVAILABILITY OF FUNDS FOR THE AWARDING OF A CONTRACT BY THE OCEAN COUNTY COLLEGE BOARD OF TRUSTEES.

Contract for Audio Video Equipment and Peripherals

Contract Term: July 23, 2020 – June 30, 2021

VENDOR: **B&H Photo Video Pro Audio, Inc.,**
420 9th Avenue
New York, NY 10001

ACCOUNT: Campus-Wide / Audio Video Equipment
FY 2020/2021

ORIGINAL CONTRACT: \$40,000.00

AMENDMENT: \$20,000.00
=====

TOTAL AMOUNT: \$60,000.00

I HEREBY CERTIFY that funds are available in the Ocean County College Board of Trustees budget for 2020/2021 and the appropriation is sufficient to cover this contract and the contract shall be encumbered against such appropriation.



Executive Vice President of Finance and Administration

EXHIBIT A-10

OCEAN COUNTY COLLEGE

AMENDMENT

Authorizing a Contract for Professional Electrician Services

WHEREAS the Board of Trustees of Ocean County College recognizes the need to amend the contract for time and materials (T&M) Professional Electrician services at Ocean County College. The original contract in the amount of **\$40,000.00** was awarded at the Board of Trustees meeting on August 27, 2020; and

WHEREAS, an additional **\$11,000.00** is needed to support the Audio Visual system installation at the Southern Education Center, install Local Area Network (LAN) wiring and power conduits, cabling and wiring, install 12 LAN drops, 3 – 120-volt 20-amp circuits, associated conduit, cabling, supports with equipment back boxes; and

WHEREAS, an additional **\$20,000.00** is needed for additional Time and Materials (T&M) Professional Electrician Services as needed at Ocean County College; and

WHEREAS, this contract is awarded without public bidding in accordance with the provisions of County College Contracts Law N.J.S.A. 18A:64A-25.10, joint purchases by county colleges, municipalities or counties; authority; and

WHEREAS, the Executive Vice President of Finance and Administration of Ocean County College has determined and certified in writing that the value of the acquisition will exceed \$17,500.00; and

WHEREAS, in accordance with N.J.A.C. 5:30-5.4, a Certificate has been provided by the Executive Vice President of Finance and Administration of Ocean County College, stating that funds are available for this purpose, which certificate is attached to the original of this resolution and is on file in the office of the Executive Vice President of Finance and Administration; and

WHEREAS, Ocean County College wishes to amend a fair and open contract in compliance with the provisions of N.J.S.A. 19:44A-20.4 and without the need for public bidding in compliance with the provisions of County College Contracts Law, N.J.S.A.18A:64A-25.1 et seq.;

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of Ocean County College, in the County of Ocean and the State of New Jersey as follows:

1. The Ocean County College Board of Trustees hereby authorizes and directs the appropriate officials of the College to amend a contract with **Bahr & Sons Electrical Contractors, Inc.**, 82 Shorewood Drive, Bayville, NJ 08721 with additional **\$31,000.00** for a total amount of **\$71,000.00** for Professional Electrician Services at Ocean County College.
2. This contract is awarded without public bidding as a purchase through the County of Ocean’s Cooperative contract in accordance with the provisions of the County College Contracts Law (18A:64A-25.10) to **Bahr & Sons Electrical Contractors, Inc.**, Ocean County Cooperative Contract #B2019-176 - Term: 12/18/2019 to

12/17/2021.

RESOLUTION

CERTIFICATION OF THE EXECUTIVE VICE PRESIDENT OF FINANCE AND ADMINISTRATION AS TO THE AVAILABILITY OF FUNDS FOR THE AWARDING OF A CONTRACT BY THE OCEAN COUNTY COLLEGE BOARD OF TRUSTEES.

Contract for Professional Electrician Services

VENDOR: **Bahr & Sons Electrical Contractors, Inc.**
82 Shorewood Drive
Bayville, NJ 08721

ACCOUNT: Title III Student Success / Minor Capital-Instructional Technology
Maintenance / Service - Maintenance
FY 2020/2021

ORIGINAL CONTRACT: \$40,000.00

AMENDMENT: **\$11,000.00** - Title III Student Success
\$20,000.00 – Time & Materials as needed

=====
TOTAL AMOUNT: \$71,000.00

I HEREBY CERTIFY that funds are available in the Ocean County College Board of Trustees budget for 2020/2021, and the appropriation is sufficient to cover this contract and the contract shall be encumbered against such appropriation.



Executive Vice President of Finance and Administration

EXHIBIT A-11

OCEAN COUNTY COLLEGE

AMENDMENT

Authorizing a Contract to Furnish and Install New Furniture for the Performing Arts Academy

WHEREAS, the Board of Trustees of Ocean County College recognizes the need to amend the Agreement for Furnishing and Installing furniture for the New Performing Arts Academy at Ocean County College; and

WHEREAS, an additional **\$33,255.83** is needed is needed to furnish and install additional shelving & storage cabinets in various rooms for the Performing Arts Academy project at Ocean County College; and

WHEREAS, **Spacesaver Storage Systems**, 1450 Janesville Avenue, Fort Atkinson, WI 53538 was awarded the contract for shelving& storage cabinets to **Diversified Storage Solutions, Inc.**, 56 Buttonwood Street, Norristown, PA 19401 is the authorized dealer per NJ State Contract #19-GNSVI-00630 T-G8015; and

WHEREAS, Ocean County College has a need to acquire good and services which are exempt from bidding pursuant to the provisions of County College Contracts Law N.J.S.A. 18A:64A-25.9.a. County college purchases through State agency; procedure. Any county college, without advertising for bids, or after having rejected all bids obtained pursuant to advertising therefor, may purchase any materials, supplies, goods, services or equipment pursuant to a contract or contracts for such materials, supplies, goods, services or equipment entered into on behalf of the State by the Division of Purchase and Property; and

WHEREAS, the Executive Vice President of Finance and Administration of Ocean County College has determined and certified in writing that the value of the acquisition will exceed \$17,500; and

WHEREAS, in accordance with N.J.A.C. 5:30-5.4, a Certificate has been provided by the Executive Vice President of Finance and Administration of Ocean County College, stating that funds are available for this purpose, which certificate is attached to the original of this resolution and is on file in the office of the Executive Vice President of Finance and Administration; and

WHEREAS, Ocean County College wishes to amend a fair and open contract in compliance with the provisions of N.J.S.A. 19:44A-20.4 and without the need for public bidding in compliance with the provisions of County College Contracts Law, N.J.S.A.18A:64A-25.1 et seq.;

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of Ocean County College, in the County of Ocean and the State of New Jersey as follows:

1. The Ocean County College Board of Trustees hereby authorizes and directs the appropriate officials of the College to amend the Agreement with **Spacesaver Storage Solutions, Inc.**, 1450 Janesville Avenue, Fort Atkinson, WI 53538 C/O **Diversified Storage Solutions**, 56 Buttonwood Street, Norristown, PA 19401 with an additional **\$33,255.83** for a total amount of **\$193,073.53** to furnish and install additional shelving & storage cabinets in various rooms for the Performing Arts Academy project at Ocean County College.

2. This contract is awarded without public bidding as a purchase through the State Division of Purchase and Property in accordance with the provisions of the County College Contracts Law (18A:64A-25.9a)

Diversified Storage Solutions, State Contract #19-GNSVI-00630 T-G8015, Term: 1-01-2019 to 12-31-2021.

A M E N D M E N T

CERTIFICATION OF THE EXECUTIVE VICE PRESIDENT OF FINANCE AND ADMINISTRATION AS TO THE AVAILABILITY OF FUNDS FOR THE AWARDING OF A CONTRACT BY THE OCEAN COUNTY COLLEGE BOARD OF TRUSTEES.

Contract to Furnish and Install New Furniture for the Performing Arts Academy

VENDOR: **Spacesaver Storage Systems**
 1450 Janesville Avenue
 Fort Atkinson, WI 53538
 C/O
Diversified Storage Systems
 56 Buttonwood Street
 Norristown, PA 19401

ACCOUNT: Capital Account / Performing Arts Academy
FY 2020/2021

ORIGINAL CONTRACT: \$159,817.70

AMENDMENT: \$33,255.83

TOTAL AMOUNT: \$193,073.53

I HEREBY CERTIFY that funds are available in the Ocean County College Board of Trustees budget for 2020/2021 and the appropriation is sufficient to cover this contract and the contract shall be encumbered against such appropriation.



 Executive Vice President of Finance and Administration

EXHIBIT A-12

OCEAN COUNTY COLLEGE

AMENDMENT

**Authorizing a Contract to Furnish and Install New Furniture
for the Performing Arts Academy**

WHEREAS, the Board of Trustees of Ocean County College recognizes the need to amend the Agreement for furnishing and installing administrative furniture and instructor chairs for the new Performing Arts Academy at Ocean County College; and

WHEREAS, an additional **\$5,156.02** is needed to furnish and install additional task chairs & center drawers in various rooms for the Performing Arts Academy project at Ocean County College; and

WHEREAS, Ocean County College has a need to acquire good and services which are exempt from bidding pursuant to the provisions of County College Contracts Law N.J.S.A. 18A:64A-25.9.a. County college purchases through State agency; procedure. Any county college, without advertising for bids, or after having rejected all bids obtained pursuant to advertising therefor, may purchase any materials, supplies, goods, services or equipment pursuant to a contract or contracts for such materials, supplies, goods, services or equipment entered into on behalf of the State by the Division of Purchase and Property; and

WHEREAS, the Executive Vice President of Finance and Administration of Ocean County College has determined and certified in writing that the value of the acquisition will exceed \$17,500; and

WHEREAS, in accordance with N.J.A.C. 5:30-5.4, a Certificate has been provided by the Executive Vice President of Finance and Administration of Ocean County College, stating that funds are available for this purpose, which certificate is attached to the original of this resolution and is on file in the office of the Executive Vice President of Finance and Administration; and

WHEREAS, Ocean County College wishes to amend a fair and open contract in compliance with the provisions of N.J.S.A. 19:44A-20.4 and without the need for public bidding in compliance with the provisions of County College Contracts Law, N.J.S.A.18A:64A-25.1 et seq.;

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of Ocean County College, in the County of Ocean and the State of New Jersey as follows:

1. The Ocean County College Board of Trustees hereby authorizes and directs the appropriate officials of the College to amend the Agreement with **Indiana Furniture Industries, Inc.**, 1224 Mill Street, Jasper, IN 47546 with an additional **\$5,156.02** for a total amount of **\$100,879.32** to furnish and install additional task chairs & center drawers in various rooms for the Performing Arts Academy project at Ocean County College.

2. This contract is awarded without public bidding as a purchase through the State Division of Purchase and Property in accordance with the provisions of the County College Contracts Law (18A:64A-25.9a) **Indiana Furniture Industries, Inc.**, NJ State Contract # A81622,

Term: 7/30/2012 - 4/30/2021.

A M E N D M E N T

CERTIFICATION OF THE EXECUTIVE VICE PRESIDENT OF FINANCE AND ADMINISTRATION AS TO THE AVAILABILITY OF FUNDS FOR THE AWARDING OF A CONTRACT BY THE OCEAN COUNTY COLLEGE BOARD OF TRUSTEES.

Contract to Furnish and Install New Furniture for the Performing Arts Academy

VENDOR: **Indiana Furniture Industries, Inc.**
1224 Mill Street
Jasper, IN 47546

ACCOUNT: Capital Account / Performing Arts Academy
FY 2020/2021

ORIGINAL CONTRACT: \$95,723.30

AMENDMENT: \$5,156.02

TOTAL AMOUNT: \$100,879.32

I HEREBY CERTIFY that funds are available in the Ocean County College Board of Trustees budget for 2020/2021, and the appropriation is sufficient to cover this contract and the contract shall be encumbered against such appropriation.



Executive Vice President of Finance and Administration

EXHIBIT A-13

OCEAN COUNTY COLLEGE

AMENDMENT

**Authorizing a Contract to Furnish and Install New Furniture
for the Performing Arts Academy**

WHEREAS, the Board of Trustees of Ocean County College recognizes the need to amend the Agreement for furnishing and installing new furniture for the new Performing Arts Academy at Ocean County College. This purchase will be procured through Educational Services Commission of New Jersey (ESCNJ) Approved Cooperative Contract, Bid #20/21-01; and

WHEREAS, an additional **\$108,587.47** is needed to furnish and install additional administrative and classroom furniture in various rooms; and

WHEREAS, the Board of Trustees of Ocean County College has a need to acquire goods and services which are exempt from bidding pursuant to the provisions N.J.S.A.18A:64A-25.10, joint purchases by county colleges, municipalities or counties; authority, permits purchases to be made through such a cooperative; and

WHEREAS, the Executive Vice President of Finance and Administration of Ocean County College has determined and certified in writing that the value of the acquisition will exceed \$17,500.00; and

WHEREAS, in accordance with N.J.A.C. 5:30-5.4, a Certificate has been provided by the Executive Vice President of Finance and Administration of Ocean County College, stating that funds are available for this purpose, which certificate is attached to the original of this resolution and is on file in the office of the Executive Vice President of Finance and Administration; and

WHEREAS, Ocean County College wishes to amend a fair and open contract without the need for public bidding in compliance with the provisions of the County College Contracts Law, N.J.S.A. 18A:64A-25.1 et seq., and the provisions of N.J.S.A. 19:44A-20.4 et seq.;

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of Ocean County College, in the County of Ocean and the State of New Jersey as follows:

1. The Ocean County College Board of Trustees hereby authorizes and directs the appropriate officials of the College to amend the Agreement with **Krueger International, Inc.** 1330 Bellevue Street, Green Bay, WI 54302 with an additional **\$108,587.47** for a total amount of **\$548,770.97** to furnish and install additional administrative and classroom furniture for the Performing Arts Academy at Ocean County College. This purchase and installation is procured through Educational Services Commission of New Jersey (ESCNJ) Approved Cooperative Contract, Bid #20/21-01 –Contract Term: 7-2-2020 - 7-1-2022.

AMENDMENT

CERTIFICATION OF THE EXECUTIVE VICE PRESIDENT OF FINANCE AND ADMINISTRATION AS TO THE AVAILABILITY OF FUNDS FOR THE AWARDING OF A CONTRACT BY THE OCEAN COUNTY COLLEGE BOARD OF TRUSTEES.

Contract to Furnish and Install New Furniture for the Performing Arts Academy

VENDOR: Krueger International, Inc.
1330 Bellevue Street
Green Bay, WI 54302

ACCOUNT: Capital Account / Performing Arts Academy
FY 2020/2021

ORIGINAL CONTRACT: \$440,183.50

AMENDMENT: \$108,587.47

TOTAL AMOUNT: \$548,770.97

I HEREBY CERTIFY that funds are available in the Ocean County College Board of Trustees budget for 2020/2021, and the appropriation is sufficient to cover this contract and the contract shall be encumbered against such appropriation.


Executive Vice President of Finance and Administration

EXHIBIT A-14

OCEAN COUNTY COLLEGE

AMENDMENT

AWARD for Professional Architectural and Engineering Services

RECOMMENDATION: Contract award to **JRS Architect P.C.**, 116 Village Blvd. Princeton, NJ 08540 be amended with an additional amount of **\$2,000.00** for a total amount of **\$454,750.00**. The original contract in the amount of **\$376,150.00** was awarded at the Board of Trustees meeting on January 25, 2018. Amendments in the amounts of **\$33,350.00 and \$43,250.00** were awarded at the Board of Trustees meeting on January 24, 2019 and March 28, 2019 respectively.

The additional monies are needed to provide design for a new aluminum and glass door and engineering for pump relocation for the Conference Center Renovation project.

Said contract to be in accordance with quote specifications and requirements of RFQ #16/17 Q-22, received on February 27, 2019. The Professional Qualified Architectural Pool, RFQ #16/17 Q-22, was approved at the Board of Trustees meeting on November 3, 2016.

NATURE OF QUOTE: Professional Architectural and Engineering Services

ITEM #1: Total Cost

SOURCE OF FUNDS: Capital Account / Conference Center
FY 2020/2021

QUOTE SUMMARY

VENDOR	ITEM #1
JRS Architect P.C.*	\$376,150.00

EXHIBIT A-15

OCEAN COUNTY COLLEGE

AMENDMENT

AWARD for Media Placement Agency Services

RECOMMENDATION: Contract award to **Success Communications Group**, 26 Eastmans Road, Parsippany, NJ 07054 be amended with an additional amount of **\$51,000.00** for a total amount of **\$302,750.00**. The original contract in the amount of **\$251,750.00** for a one-year contract with a second-year contract option for Media Placement Agency Services was awarded at the Board of Trustees meeting on May 28, 2020.

Additional grant funds were awarded by Office of the Secretary of Higher Education and shall be used to support activities related to promoting the Community College Opportunity Grant (CCOG) Student Success Initiative. CCOG is the state’s free community college initiative that will provide last dollar awards to New Jersey community college students with adjusted gross income (AGI) under \$65,000.

Said contract to be in accordance with proposal specifications and requirements of RFP #20/21 #860 publicly advertised on March 14, 2020, with an addendum issued on April 21, 2020 and proposals received May 12, 2020.

Contract Term: July 1, 2020 – June 30, 2021 (first year)
CCOG Agreement Term: November 15, 2020 to June 30, 2021

NATURE OF PROPOSAL: Media Placement Agency

YEAR 1:

Primary Media

- 1 – Radio Messages from College President - Cost per Insertion
- 2 – Radio (Satellite) – Pandora/Spotify - Cost per Insertion
- 3 – Google Ad Word - Cost per Insertion
- 4 - Facebook Platform - Cost per Insertion

Secondary Media

- 1 - Billboards (Retail & Outdoor) - Cost per Insertion
- 2 –Television (Cable) - Cost per Insertion
- 3 – Web - Cost per Insertion
- 4 – Movies - Cost per Insertion
- 5 – Telephone (Cisco IP Phone Recordings) - Cost per Insertion

Reports

- 6 – Reports (Bi-monthly & Statistical) - Cost per Report

Support & Management Cost

- 7 – Support (in-house support capabilities to include production, implementation, graphic design, audio visual, technology support - Hourly Rate
- 8 – Managing Media Services (including providing reports, pick-up & delivery of ad materials, work and meet with media representatives on behalf of OCC Management) - Hourly Rate

SOURCE OF FUNDS: Marketing – Promotion / Paid Media - **\$251,750.00**
 Community College Opportunity Grant / Paid Media - **\$51,000.00**
 FY 2020/2021

Proposals were evaluated by the Evaluation Committee to ascertain which proposal best meets the needs of Ocean County College. Proposals were evaluated using the following criteria:

1. Ability to monitor Ocean County media outlets and provide recommendations for local buys
2. Provide data / tracking for all media buys to drive future opportunities (no media retreads)
3. Ability to provide concentrated web capabilities (targeted)
4. Ability to deliver strategic media solutions to maximize ROI

PROPOSAL SUMMARY

VENDOR	Success Advertising *	Positive Solutions
Primary Media	Cost Per Insertion	Cost Per Insertion
Item #1	\$2900/mo	\$2,000
Item #2	\$1500/mo	\$2,000
Item #3	\$7500/mo	\$5,000
Item #4	\$4000/mo	\$2,500
Secondary Media		
Item #1	\$1000/mo	\$1200-\$1600
Item #2	\$4500/mo	\$10-\$20
Item #3	\$750/mo	\$100
Item #4	\$850/mo	\$2,825
Item #5	\$500/yr	\$100
Item #6 Reports	\$500/ea	n/c included
Item #7 Support Cost	ranges \$95/hr-\$150/hr	\$75/hr
Item #8 Management Cost	ranges \$95/hr-\$150/hr	n/c included
Total Cost Year (1) One 2020-2021	\$251,750	\$300,000
Option	7% Over Gross Media Spend	Hourly rates
	retainer \$1500/mo vs by hr	ranges \$100-\$115
		reimbursable expenses 12.5%
		Media/social & add'l exps on OCC

*Recommended Vendor

PROPOSAL SUMMARY		
VENDOR	Marketsmith	Interact Communications
Primary Media	Cost Per Insertion	Cost Per Insertion
Item #1	0	\$2,100
Item #2	\$21,000	\$2,000
Item #3	\$40,000	\$2,000
Item #4	\$45,000	\$4,000
	option retarget \$15,000	You Tube \$1500/Display with
Secondary Media		OTT remarketing/geofencing \$1500
Item #1	0	\$9,000 only run max of 2mos/yr
<u>Item #2</u>	<u>0</u>	<u>n/a</u>
Item #3	\$75,000	n/a
Item #4	0	n/a
Item #5	n/a	\$300-\$500 spot
		6x/yr \$400 spot/\$2400yr
Item #6 Reports	n/c included	n/c included
Item #7 Support Cost	\$165/hr	range \$80-\$525/hr
Item #8 Management Cost	15% incl in media cost above	15% of direct media placement costs
Total Cost Year (1) One 2020-2021	\$275,750.15	\$202,980-\$255,080
Option	Excludes creative dev costs	includes direct media costs based on
	Support \$165/hr Prod costs	recommended buy and 15% mgmt fee
	components except OOHposters	on prepay of media/can be adjusted
	radio spot dev/prod Direct mail	based on budget costs for creative
		support as recommended range based on OCC
		need/preference yearly fee based on direct
		media costs \$175,200 & 15% media mgmt fee
		\$26,280

The following is a list of vendors who received the proposal. Vendors in **Bold-Type** submitted proposals:

- 25th Hour Communications
- Avanza Advertising
- Barbara Howard
- Barbara Terry
- BBR Printers
- Broad Waverly Staffing
- BVK
- CAMPBELL CONSULTING STUDIO LLC
- Carnegie Dartlet
- CI-Group
- COGENT Infotech Corporation
- Creative Muse Marketing Inc.
- custom websites to go
- DCW mEdia
- DM and Associates
- Educational Marketing Group
- Edufficient
- EFK Group
- eRepublic, Inc.
- Fuseideas
- Futurety
- Harpdata
- i- Sourcing Technologies Pvt Ltd
- Interact Communications**
- JL Media
- Kivvit
- Legai BUild
- Linnihan Foy Advertising
- Lipman Hearne
- Mamaazhi LLC
- Mambo Media Inc
- Market Mentors
- Market Smith**
- McIntosh & Moon Strategies
- Mediassociates
- Mvation Worldwide Inc
- National CineMedia
- Net Natives
- North America Procurement Council Inc., PBC
- Onvia, Inc
- OPUA LLC
- Positive Solutions, LLC**
- Prohaska &Company, Inc.
- Rebel Interactive Group
- RFX Analyst, Inc.
- Ruffalo Noel Levitz LLC
- S.Sutton and Associates, Inc
- School Wholesale Supplies LLC
- Scottb Design LLC
- Secure Networkers, LLC
- Semgeeks
- SevenOutsource
- Shay Enterprise
- Smartprocure Inc
- Success Advertising**
- Thallo Design
- The Graphics House LLC
- Transidt Ads Inc.
- VisionPoint Marketing
- WCM
- Winstar Interactive Media