RFQ 111765 Z6 – The New Beginnings Transitional Living Home LLC

Part 1 – Corporate Overview

PROJECT DESCRIPTION AND SCOPE OF WORK CORPORATE OVERVIEW

A. PROPOSAL SUBMISSION

1. CORPORATE OVERVIEW

a. CONTRACTOR IDENTIFICATION AND INFORMATION

The New Beginnings Transitional Living Home LLC 9682 E 3rd Ave.
Denver, CO 80230
Incorporated in the State of Nebraska August 2020

b. FINANCIAL STATEMENTS

See attached financial statements

c. CHANGE OF OWNERSHIP

New Beginnings does not anticipate any change of ownership or control during the contractual period.

d. OFFICE LOCATION

Corporate office: 9682 E 3rd Ave, Denver, CO 80230

Transition home – Elm House: 5008 N 60th Ave, Omaha, NE 68104 Transition home – Oak House: 5607 N 69th St, Omaha, NE 68104 Transition home – Maple House: 7395 N 89th St, Omaha, NE 68122

e. RELATIONSHIP WITH THE STATE

New Beginnings has limited work experience with the NBOP and/or Division of Parole Supervision. New Beginnings provided transition housing services to one Parole resident in 2021. New Beginnings has close to two years of providing transitional living home services to the State of Nebraska Probation Department.

f. CONTRACTOR'S EMPLOYEE RELATIONS TO STATE

No party within New Beginnings was an employee of the State within the past five (5) months.

g. CONTRACT PERFORMANCE

No party within New Beginnings has had a contract with the State of Nebraska that was terminated at any time.

h. SUMMARY OF CONTRACTOR'S CORPORATE EXPERIENCE

New Beginnings has no prior contractor experience with the State of Nebraska Department of Correctional Services. However, New Beginnings currently works with the State of Nebraska Probation. The transitional living home services we provide State Probation is similar in scope to what the State of Parole is requiring.

The contract time frame for Parole's RFQ is 2 years with an option to renew (up to a total of 6 years). The time frame with State Probation is ongoing. New Beginnings has been providing transitional living services for Probation for almost two (2) years.

Our current responsibilities with Probation include, providing safe housing, supportive, and case management services. For reference purposes, Ms. Amber S. Pace can be contacted. Amber is the Programs and Services Specialist. C: 402-853-0087; F: 402-471-2136; amber.pace@nebraska.gov

All work completed for State Probation is completed by New Beginnings and not a separate contractor.

i. SUMMARY OF CONTRACTORS PROPOSED PERSONNEL/MANAGEMENT APPROACH Most of the New Beginnings staff with direct supervision over the Parole clients have overcome their own life challenges. Their life experiences enable them to better relate to our Parole clients. None of the staff at New Beginnings can be under community supervision or have committed a crime within the last 6 months. Most of the staff have dealt with addiction and actively participate in the Recovery community. Background checks are done on all staff who has direct supervision over the Parole clients. The professional staff, who are responsible to make sure all contractor work on the project is carried out, hold bachelor's degrees in business administration. Resumes for Linda Davis (President/Owner) and Randy Davis (Vice President) have been provided with this proposal.

i. SUBCONTRACTORS

None

Part 2 – Technical Approach

TECHNICAL APPROACH

A. PROJECT OVERVIEW:

The New Beginnings Transitional Living Home has been in business since August 2020. Our transitional homes provide a safe, clean, and comfortable environment so the residents can focus on their recovery. New Beginnings provides programming and supportive services for parole clients.

New Beginnings typical program duration is 12 weeks. Clients are eligible for an extension which is determined on a case-by-case basis.

New Beginnings does not provide mental health programming. However, we partner with various organizations and companies that can provide these services for our clients.

B. PROJECT ENVIRONMENT

New Beginnings meets all local zoning ordinances and requirements applicable to the physical address of the transitional living facilities or have obtained a special use permit applicable the geographical areas the homes are located. New Beginnings will provide documentation that the homes are either owned or leased.

C. SERVICE REQUIREMENTS/IN SCOPE SERVICES

- 1. New Beginnings will provide a safe, clean and comfortable short-term transitional living home for individuals released from the Nebraska Department of Correctional Services for parole supervision by the NBOP/Division of Parole Supervision
 - a. The transitional living homes are all located in the State of Nebraska and the City of Omaha. (5008 N 60th Ave, 5607 N 69th St, 7395 N 89th St.)
 - b. All homes are equipped with security cameras for the safety of the clients and neighbors.
- 2. The New Beginnings Transitional Living Home is a transitional living home with programming. We will provide the supportive, temporary housing along with services that help the client successfully transition into independent living
 - Our House managers are required to establish a transition plan within 7 days when a resident moves into one of the New Beginnings homes. New Beginnings partners with Community service providers to create opportunities for the residents to develop real-life skills.
 - ii. Some examples of classes provided include Budgeting, Health & wellness, Job prep, time management, 12 -step meetings, etc.

D. REQUIREMENTS

The New Beginnings Transitional Living Hoe will meet or exceed all standards, regulations, laws, and ordinances as adopted by federal, state, and local authorities. These laws and ordinances must include, but not be limited to, any governing body under which the State may operate now or in the future. The documentation for this standard shall include copies of all annual licensing and inspection certificates indicating conformance to all local fire, health, building, and zoning regulations.

- 1. Program Requirements: New Beginnings will have a policy and procedure/operation manual that is accessible to all employees/contractors and volunteers. The manual should include:
 - a. Fiscal Management: including a strict prohibition on collecting or utilizing government aid and/or assistance provided directly to or received by an individual, e.g., food assistance benefits, for the benefit of the Contractor
 - b. Personnel;
 - c. Intake;
 - Housing support services New Beginnings shall implement a housekeeping and maintenance plan and the facility shall be maintained in a clean manner and in good repair;
 - e. Resident rules and regulations, which shall be readily available to all residents;
 - f. Resident grievance and appeal process policy;
 - g. Resident case records; and
 - h. Written emergency plans that are received and updated annually. Plans should be communicated to all employees/contractors and residents and be conspicuously posted in the facility. Emergency fire and disaster drills should be conducted on a regular basis and documented.
- New Beginnings shall coordinate activities for Parole with the Director of Supervision and Services and shall abide by all Rules and Regulations as set forth by the Parole, which can be found at https://parole.nebraska.gov/rules
- 3. New Beginnings will establish a staffing pattern that ensures that staff will be available to assist and monitor parole clients as needed.
 - The staffing plan should ensure that coverage is available in the event of vacancies due to vacation, extended illness.
- 4. New Beginnings shall establish a means of limiting ingress into the facility.
- 5. An unusual incident is defined as an event outside the normal rules and regulations of the housing provider, or an incident that may have the potential to disrupt a safe, sober and/or drug-free environment. Any unusual incidents shall be reported in writing to the Director of Supervision and Services within 24 hours. A copy of the incident report should be maintained in the parole client's/resident's record.
- 6. New Beginnings must maintain the following records for each parole client residing in the facility: Intake and termination forms;
 - a. A signed copy of resident rules and regulations', as requested by NBOP
 - b. Unusual incident reports as appropriate; and
 - c. Grievance forms.
- 7. New Beginnings shall be duly authorized to conduct business in the State of Nebraska and shall provide a copy of the following forms, if applicable to type of entity:
 - a. Articles of incorporation or constitution
 - b. By-laws
 - c. Federal tax identification number
 - d. A current list of the board of directors, their occupations, and addresses.

- e. Nebraska Secretary of State, as appropriate.
- 8. New Beginnings must implement a policy and procedure that prohibits any current parole client from being assigned to a position of authority over another parole client. Prohibited assignments include, but are not limited to, performing, or assisting in any security duties or providing parole client services or permissions such as commissary or telephone calls. New Beginning's staffing policy does not allow any individual under community supervision (probation or parole) to oversee another person on probation or parole. They also cannot have any criminal infraction within the past 6 months.
- 9. New Beginnings must identify the assigned transitional living point of contact any/all potential areas of concern and the mitigation plan. Areas may include but not limited to: staffing, cleanliness, and/or building code deficiencies.
- 10. Individualized length of stay based on the progress. The typical length of stay ranges from six (6) to eight (8) weeks. These figures are estimates and in no way are a guarantee of a specific length of stay. They typical length of stay with the New Beginnings plan is 12 weeks.
- 11. No maximum or minimum class size is required.
- 12. Upon request, New Beginnings and their contractor(s) will provide NBOP with reporting for data evaluation purposes. Reports may include but are not limited to:
 - a. the number of individuals served;
 - average length of stay;
 - c. types of programming and classes offered; and
 - d. general demographic information.
- 13. New Beginnings and their contractor(s) shall always maintain the confidentiality and dignity of clients. Disclosure of information shall be controlled by Part 2 of Title 42 of the Code of Federal Regulations, (42 C.F.R. Part 2), which governs the confidentiality and recipient re-disclosure of substance abuse patient records.
- 14. <u>Site Location:</u> The Contractor(s) should list the addresses offered to the NBOP/Division of Parole Supervision. **If offering multiple sites, a cost proposal should be submitted for each site location**. New Beginnings will have 3 sites. Cost proposals will be the same for each site.

E. DELIVERABLES

New Beginnings and their Contractor(s) will provide programming and communicate fully and completely with NBOP staff regarding client needs and/or issues.

New Beginnings currently has three (3) single family transitional home locations. Two (2) women homes and one (1) men's home. Total capacity for all homes is 21 available beds.

The purpose of the program is to provide a safe space for residents to grow to become more self-reliant. Our focus on substance abuse recovery and life skills training will help the men and women transition from a crisis to a life of more stability.

Positive life skills are developed with the help of New Beginning staff and through the partnership with Community service organizations.

New Beginning's standard program duration is typically 8 - 12 weeks. If a resident is not ready to transition after 8-12 weeks, the resident has the option to continue with New Beginnings as a self-pay resident.

New Beginnings is a drug free environment. All new residents must pass a UA before allowed to move into any home. All residents must read, agree and sign the house policies. New Beginnings does not accept sex offenders or gang affiliated individuals as residents.

New Beginnings programming is based on the individualized transition/case management plan created for each resident. Because every resident is unique and has specific areas of developmental/skill set needs, programs are selected based on those needs.

Residents are required to find employment within two weeks of moving into the home. The New Beginning's staff and community partners are available to assist the resident in securing a job within that time frame. Residents are assigned daily chores.

Evening programming include 12-step meetings, work on 12 steps with sponsor, time management, budgeting/money management, Healthy & wellness classes, problem solving, decision making, social skills, job prep training, etc.

Form A Contractor Proposal Point of Contact Request for Qualification Number 111765 Z6

Form A should be completed and submitted with each response to this solicitation. This is intended to provide the State with information on the contractor's name and address, and the specific person(s) who are responsible for preparation of the contractor's response.

Preparation of Response Contact Information				
Contractor Name:	Linda M. Davis			
Contractor Address:	9682 E 3rd Ave Denver, CO 80230			
Contact Person & Title:	Linda M. Davis , President/Owner			
E-mail Address:	Linda@Newbeginningstlh.com			
Telephone Number (Office):	402-850-4271			
Telephone Number (Cellular):	402-850-4271			
Fax Number:	303-927-7828			

Each contractor should also designate a specific contact person who will be responsible for responding to the State if any clarifications of the contractor's response should become necessary. This will also be the person who the State contacts to set up a presentation/demonstration, if required.

Communication with the State Contact Information				
Contractor Name:	Linda M. Davis			
Contractor Address:	9682 E 3rd Ave Denver, CO 80230			
Contact Person & Title:	Linda M. Davis, President/Owner			
E-mail Address:	Linda@Newbeginningstlh.com			
Telephone Number (Office):	402-850-4271			
Telephone Number (Cellular):	402-850-4271			
Fax Number:	303-927-7828			

REQUEST FOR QUALIFICATION FOR CONTRACTUAL SERVICES FORM

By signing this Request for Qualification for Contractual Services form, the contractor guarantees

CONTRACTOR MUST COMPLETE THE FOLLOWING

compliance with the procedures stated in this Solicitation and agrees to the terms and conditions unless otherwise indicated in writing and certifies that contractor maintains a drug free workplace.

Per Nebraska's Transparency in Government Procurement Act, Neb. Rev Stat § 73-603 DAS is required to collect statistical information regarding the number of contracts awarded to Nebraska Contractors. This information is for statistical purposes only and will not be considered for contract award purposes.

X NEBRASKA CONTRACTOR AFFIDAVIT: Bidder hereby attests that bidder is a Nebraska Contractor. "Nebraska Contractor" shall mean any bidder who has maintained a bona fide place of business and at least one employee within this state for at least the six (6) months immediately preceding the posting date of this Solicitation.

I hereby certify that I am a Resident disabled veteran or business located in a designated enterprise zone in accordance with Neb. Rev. Stat. § 73-107 and wish to have preference, if applicable, considered in the award of this contract.

I hereby certify that I am a blind person licensed by the Commission for the Blind & Visually Impaired in accordance with Neb. Rev. Stat. §71-8611 and wish to have preference considered in the award of this contract.

FORM MUST BE SIGNED USING AN INDELIBLE METHOD OR DOCUSIGN

FIRM:	The New Beginnings Transitional Living Home LLC
COMPLETE ADDRESS:	9682 E 3rd Ave., Denver, CO 80230
TELEPHONE NUMBER:	402-850-4271
FAX NUMBER:	303-927-7828
DATE:	3/15/2022
SIGNATURE:	Lind M. Davis
TYPED NAME & TITLE OF SIGNER:	Linda M. Davis, President/Owner

4. COMPLETED SECTIONS II THROUGH VI

II. TERMS AND CONDITIONS

Contractors should complete Sections II through VI as part of their proposal. Contractor is expected to read the Terms and Conditions and should initial either accept, reject, or reject and provide alternative language for each clause. The contractor should also provide an explanation of why the contractor rejected the clause or rejected the clause and provided alternate language. By signing the solicitation, contractor is agreeing to be legally bound by all the accepted terms and conditions, and any proposed alternative terms and conditions submitted with the proposal. The State reserves the right to negotiate rejected or proposed alternative language. If the State and contractor fail to agree on the final Terms and Conditions, the State reserves the right to reject the proposal. The State of Nebraska is soliciting proposals in response to this solicitation. The State of Nebraska reserves the right to reject proposals that attempt to substitute the contractor's commercial contracts and/or documents for this solicitation.

The contractors should submit with their proposal any license, user agreement, service level agreement, or similar documents that the contractor wants incorporated in the Contract. The State will not consider incorporation of any document not submitted with the contractor's proposal as the document will not have been included in the evaluation process. These documents shall be subject to negotiation and will be incorporated as addendums if agreed to by the Parties.

If a conflict or ambiguity arises after the Addendum to Contract Award have been negotiated and agreed to, the Addendum to Contract Award shall be interpreted as follows:

- 1. If only one Party has a particular clause, then that clause shall control;
- 2. If both Parties have a similar clause, but the clauses do not conflict, the clauses shall be read together;
- 3. If both Parties have a similar clause, but the clauses conflict, the State's clause shall control.

A. GENERAL

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
LD			

The contract resulting from this solicitation shall incorporate the following documents:

- 1. Request for Qualification and Addenda:
- A Provider Term Agreement (if awarded);
- 3. Amendments to the solicitation;
- 4. Questions and Answers:
- Contractor's proposal (Solicitation and properly submitted documents);
- 6. Amendments/Addendums to the Contract.

These documents constitute the entirety of the contract.

Unless otherwise specifically stated in a future contract amendment, in case of any conflict between the incorporated documents, the documents shall govern in the following order of preference with number one (1) receiving preference over all other documents and with each lower numbered document having preference over any higher numbered document: 1) Amendment or Addendum to the executed Contract with the most recent dated amendment or addendum having the highest priority, unless otherwise specified in the respective amendment or addendum 2) executed Provider Term Agreement, 3) Amendments to solicitation and any Questions and Answers, 4) the original solicitation document and any Addenda, and 5) the Contractor's submitted Proposal.

Any ambiguity or conflict in the contract discovered after its execution, not otherwise addressed herein, shall be resolved in accordance with the rules of contract interpretation as established in the State of Nebraska.

B. NOTIFICATION

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
LD			

Contractor and State shall identify the contract manager who shall serve as the point of contact for the executed contract.

Communications regarding the executed contract shall be in writing and shall be deemed to have been given if delivered personally or mailed, by U.S. Mail, postage prepaid, return receipt requested, to the parties at their respective addresses set forth below, or at such other addresses as may be specified in writing by either of the parties. All notices, requests, or communications shall be deemed effective upon personal delivery or five (5) calendar days following deposit in the mail.

Either party may change its address for notification purposes by giving notice of the change and setting forth the new address and an effective date.

C. NOTICE (POC)

The State reserves the right to appoint a Buyer's Representative to manage [or assist the Buyer in managing] the contract on behalf of the State. The Buyer's Representative will be appointed in writing, and the appointment document will specify the extent of the Buyer's Representative authority and responsibilities. If a Buyer's Representative is appointed, the Contractor will be provided a copy of the appointment document and is expected to cooperate accordingly with the Buyer's Representative. The Buyer's Representative has no authority to bind the State to a contract, amendment, addendum, or other change or addition to the contract.

D. GOVERNING LAW (Statutory)

Notwithstanding any other provision of this contract, or any amendment or addendum(s) entered into contemporaneously or at a later time, the parties understand and agree that, (1) the State of Nebraska is a sovereign state and its authority to contract is therefore subject to limitation by the State's Constitution, statutes, common law, and regulation; (2) this contract will be interpreted and enforced under the laws of the State of Nebraska; (3) any action to enforce the provisions of this agreement must be brought in the State of Nebraska per state law; (4) the person signing this contract on behalf of the State of Nebraska does not have the authority to waive the State's sovereign immunity, statutes, common law, or regulations; (5) the indemnity, limitation of liability, remedy, and other similar provisions of the final contract, if any, are entered into subject to the State's Constitution, statutes, common law, regulations, and sovereign immunity; and, (6) all terms and conditions of the final contract, including but not limited to the clauses concerning third party use, licenses, warranties, limitations of liability, governing law and venue, usage verification, indemnity, liability, remedy or other similar provisions of the final contract are entered into specifically subject to the State's Constitution, statutes, common law, regulations, and sovereign immunity.

The Parties must comply with all applicable local, state, and federal laws, ordinances, rules, orders, and regulations.

E. BEGINNING OF WORK

The contractor shall not commence any billable work until a valid contract has been fully executed by the State and the successful Contractor. The Contractor will be notified in writing when work may begin.

F. AMENDMENT

This Contract may be amended in writing, within scope, upon the agreement of both parties.

G. CHANGE ORDERS OR SUBSTITUTIONS

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
LD			

The State and the Contractor, upon the written agreement, may make changes to the contract within the general scope of the solicitation. Changes may involve specifications, the quantity of work, or such other items as the State may find necessary or desirable. Corrections of any deliverable, service, or work required pursuant to the contract shall not be deemed a change. The Contractor may not claim forfeiture of the contract by reasons of such changes.

The Contractor shall prepare a written description of the work required due to the change and an itemized cost sheet for the change. Changes in work and the amount of compensation to be paid to the Contractor shall be determined in accordance with applicable unit prices if any, a pro-rated value, or through negotiations. The State shall not incur a price increase for changes that should have been included in the Contractor's proposal, were foreseeable, or result from difficulties with or failure of the Contractor's proposal or performance.

No change shall be implemented by the Contractor until approved by the State, and the Contract is amended to reflect the change and associated costs, if any. If there is a dispute regarding the cost, but both parties agree that immediate implementation is necessary, the change may be implemented, and cost negotiations may continue with both Parties retaining all remedies under the contract and law.

In the event any product is discontinued or replaced upon mutual consent during the contract period or prior to delivery, the State reserves the right to amend the contract or purchase order to include the alternate product at the same price.

Contractor will not substitute any item that has been awarded without prior written approval of SPB

H. VENDOR PERFORMANCE REPORT(S)

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
TIL			

The State may document any instance(s) of products or services delivered or performed which exceed or fail to meet the terms of the purchase order, contract, and/or solicitation specifications. The State Purchasing Bureau may contact the Vendor regarding any such report. Vendor performance report(s) will become a part of the permanent record of the Vendor.

NOTICE OF POTENTIAL CONTRACTOR BREACH

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:	
LR				

If Contractor breaches the contract or anticipates breaching the contract, the Contractor shall immediately give written notice to the State. The notice shall explain the breach or potential breach, a proposed cure, and may include a request for a waiver of the breach if so desired. The State may, in its discretion, temporarily or permanently waive the breach. By granting a waiver, the State does not forfeit any rights or remedies to which the State is entitled by

law or equity, or pursuant to the provisions of the contract. Failure to give immediate notice, however, may be grounds for denial of any request for a waiver of a breach.

J. BREACH

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
LD.			

Either Party may terminate the contract, in whole or in part, if the other Party breaches its duty to perform its obligations under the contract in a timely and proper manner. Termination requires written notice of default and a thirty (30) calendar day (or longer at the non-breaching Party's discretion considering the gravity and nature of the default) cure period. Said notice shall be delivered by Certified Mail, Return Receipt Requested, or in person with proof of delivery. Allowing time to cure a failure or breach of contract does not waive the right to immediately terminate the contract for the same or different contract breach which may occur at a different time. In case of default of the Contractor, the State may contract the service from other sources and hold the Contractor responsible for any excess cost occasioned thereby. OR In case of breach by the Contractor, the State may, without unreasonable delay, make a good faith effort to make a reasonable purchase or contract to purchased goods in substitution of those due from the contractor. The State may recover from the Contractor as damages the difference between the costs of covering the breach. Notwithstanding any clause to the contrary, the State may also recover the contract price together with any incidental or consequential damages defined in UCC Section 2-715, but less expenses saved in consequence of Contractor's breach.

The State's failure to make payment shall not be a breach, and the Contractor shall retain all available statutory remedies and protections.

K. NON-WAIVER OF BREACH

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
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The acceptance of late performance with or without objection or reservation by a Party shall not waive any rights of the Party nor constitute a waiver of the requirement of timely performance of any obligations remaining to be performed.

L. SEVERABILITY

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
LD			

If any term or condition of the contract is declared by a court of competent jurisdiction to be illegal or in conflict with any law, the validity of the remaining terms and conditions shall not be affected, and the rights and obligations of the parties shall be construed and enforced as if the contract did not contain the provision held to be invalid or illegal.

M. INDEMNIFICATION

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
LR			

1. GENERAL

The Contractor agrees to defend, indemnify, and hold harmless the State and its employees, volunteers, agents, and its elected and appointed officials ("the indemnified parties") from and against any and all third party claims, liens, demands, damages, liability, actions, causes of action, losses, judgments, costs, and expenses of every nature, including investigation costs and expenses, settlement costs, and attorney fees and expenses ("the claims"), sustained or asserted against the State for personal injury, death, or property loss or damage, arising out of, resulting from, or attributable to the willful misconduct, negligence, error, or omission of the Contractor, its employees, Subcontractors, consultants, representatives, and agents, resulting from this contract, except to the extent such Contractor liability is attenuated by any action of the State which directly and proximately contributed to the claims.

2. INTELLECTUAL PROPERTY

The Contractor agrees it will, at its sole cost and expense, defend, indemnify, and hold harmless the indemnified parties from and against any and all claims, to the extent such claims arise out of, result from, or are attributable to, the actual or alleged infringement or misappropriation of any patent, copyright, trade secret, trademark, or confidential information of any third party by the Contractor or its employees, Subcontractors, consultants, representatives, and agents; provided, however, the State gives the Contractor prompt notice in writing of the claim. The Contractor may not settle any infringement claim that will affect the State's use of the Licensed Software without the State's prior written consent, which consent may be withheld for any reason.

If a judgment or settlement is obtained or reasonably anticipated against the State's use of any intellectual property for which the Contractor has indemnified the State, the Contractor shall, at the Contractor's sole cost and expense, promptly modify the item or items which were determined to be infringing, acquire a license or licenses on the State's behalf to provide the necessary rights to the State to eliminate the infringement, or provide the State with a non-infringing substitute that provides the State the same functionality. At the State's election, the actual or anticipated judgment may be treated as a breach of warranty by the Contractor, and the State may receive the remedies provided under this solicitation.

3. PERSONNEL

The Contractor shall, at its expense, indemnify and hold harmless the indemnified parties from and against any claim with respect to withholding taxes, worker's compensation, employee benefits, or any other claim, demand, liability, damage, or loss of any nature relating to any of the personnel, including subcontractor's and their employees, provided by the Contractor.

4. SELF-INSURANCE

The State of Nebraska is self-insured for any loss and purchases excess insurance coverage pursuant to Neb. Rev. Stat. § 81-8,239.01 (Reissue 2008). If there is a presumed loss under the provisions of this agreement, Contractor may file a claim with the Office of Risk Management pursuant to Neb. Rev. Stat. §§ 81-8,829 – 81-8,306 for review by the State Claims Board. The State retains all rights and immunities under the State Miscellaneous (Section 81-8,294), Tort (Section 81-8,209), and Contract Claim Acts (Section 81-8,302), as outlined in Neb. Rev. Stat. § 81-8,209 et seq. and under any other provisions of law and accepts liability under this agreement to the extent provided by law.

5. ALL REMEDIES AT LAW

Nothing in this agreement shall be construed as an indemnification by one Party of the other for liabilities of a Party or third parties for property loss or damage or death or personal injury arising out of and during the performance of this contract. Any liabilities or claims for property loss or damages or for death or personal injury by a Party or its agents, employees, contractors or assigns or by third persons, shall be determined according to applicable law.

6. The Parties acknowledge that Attorney General for the State of Nebraska is required by statute to represent the legal interests of the State, and that any provision of this indemnity clause is subject to the statutory authority of the Attorney General.

N. ATTORNEY'S FEES

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
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In the event of any litigation, appeal, or other legal action to enforce any provision of the contract, the Parties agree to pay all expenses of such action, as permitted by law and if ordered by the court, including attorney's fees and costs, if the other Party prevails.

O. ASSIGNMENT, SALE, OR MERGER

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
ZD			

Either Party may assign the contract upon mutual written agreement of the other Party. Such agreement shall not be unreasonably withheld.

The Contractor retains the right to enter into a sale, merger, acquisition, internal reorganization, or similar transaction involving Contractor's business. Contractor agrees to cooperate with the State in executing amendments to the contract to allow for the transaction. If a third party or entity is involved in the transaction, the Contractor will remain responsible for performance of the contract until such time as the person or entity involved in the transaction agrees in writing to be contractually bound by this contract and perform all obligations of the contract.

P. CONTRACTING WITH OTHER NEBRASKA POLITICAL SUB-DIVISIONS OF THE STATE OR ANOTHER STATE

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
210			

The Contractor may, but shall not be required to, allow agencies, as defined in Neb. Rev. Stat. §81-145, to use this contract. The terms and conditions, including price, of the contract may not be amended. The State shall not be contractually obligated or liable for any contract entered into pursuant to this clause. A listing of Nebraska political subdivisions may be found at the website of the Nebraska Auditor of Public Accounts.

The Contractor may, but shall not be required to, allow other states, agencies or divisions of other states, or political subdivisions of other states to use this contract. The terms and conditions, including price, of this contract shall apply to any such contract, but may be amended upon mutual consent of the Parties. The State of Nebraska shall not be contractually or otherwise obligated or liable under any contract entered into pursuant to this clause. The State shall be notified if a contract is executed based upon this contract.

Q. FORCE MAJEURE

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
De			

Neither Party shall be liable for any costs or damages, or for default resulting from its inability to perform any of its obligations under the contract due to a natural or manmade event outside the control and not the fault of the affected Party ("Force Majeure Event"). The Party so affected shall immediately make a written request for relief to the other Party and shall have the burden of proof to justify the request. The other Party may grant the relief requested; relief may not be unreasonably withheld. Labor disputes with the impacted Party's own employees will not be considered a Force Majeure Event.

R. CONFIDENTIALITY

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
LIQ			

All materials and information provided by the Parties or acquired by a Party on behalf of the other Party shall be regarded as confidential information. All materials and information provided or acquired shall be handled in accordance with federal and state law, and ethical standards. Should said confidentiality be breached by a Party, the Party shall notify the other Party immediately of said breach and take immediate corrective action.

It is incumbent upon the Parties to inform their officers and employees of the penalties for improper disclosure imposed by the Privacy Act of 1974, 5 U.S.C. 552a. Specifically, 5 U.S.C. 552a (i)(1), which is made applicable by 5 U.S.C. 552a (m)(1), provides that any officer or employee, who by virtue of his/her employment or official position has possession of or access to agency records which contain individually identifiable information, the disclosure of which is prohibited by the Privacy Act or regulations established thereunder, and who knowing that disclosure of the specific material is prohibited, willfully discloses the material in any manner to any person or agency not entitled to receive it, shall be guilty of a misdemeanor and fined not more than \$5,000.

S. EARLY TERMINATION

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
ZD			

The contract may be terminated as follows:

- 1. The State and the Contractor, by mutual written agreement, may terminate the contract at any time.
- 2. The State, in its sole discretion, may terminate the contract for any reason upon thirty (30) calendar day's written notice to the Contractor. Such termination shall not relieve the Contractor of warranty or other service obligations incurred under the terms of the contract. In the event of termination, the Contractor shall be entitled to payment, determined on a pro rata basis, for products or services satisfactorily performed or provided.
- 3. The State may terminate the contract immediately for the following reasons:
 - a. if directed to do so by statute;
 - Contractor has made an assignment for the benefit of creditors, has admitted in writing its inability to pay debts as they mature, or has ceased operating in the normal course of business;

- a trustee or receiver of the Contractor or of any substantial part of the Contractor's assets has been appointed by a court;
- fraud, misappropriation, embezzlement, malfeasance, misfeasance, or illegal conduct pertaining to performance under the contract by its Contractor, its employees, officers, directors, or shareholders;
- e. an involuntary proceeding has been commenced by any Party against the Contractor under any one of the chapters of Title 11 of the United States Code and (i) the proceeding has been pending for at least sixty (60) calendar days; or (ii) the Contractor has consented, either expressly or by operation of law, to the entry of an order for relief; or (iii) the Contractor has been decreed or adjudged a debtor;
- f. a voluntary petition has been filed by the Contractor under any of the chapters of Title 11 of the United States Code;
- g. Contractor intentionally discloses confidential information;
- h. Contractor has or announces it will discontinue support of the deliverable; and,
- i. In the event funding is no longer available.

T. CONTRACT CLOSEOUT

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
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Upon contract closeout for any reason the Contractor shall within 30 days, unless stated otherwise herein:

- 1. Transfer all completed or partially completed deliverables to the State;
- 2. Transfer ownership and title to all completed or partially completed deliverables to the State;
- 3. Return to the State all information and data unless the Contractor is permitted to keep the information or data by contract or rule of law. Contractor may retain one copy of any information or data as required to comply with applicable work product documentation standards or as are automatically retained in the course of Contractor's routine back up procedures;
- 4. Cooperate with any successor Contactor, person, or entity in the assumption of any or all of the obligations of this contract:
- Cooperate with any successor Contactor, person, or entity with the transfer of information or data related to this contract;
- 6. Return or vacate any state owned real or personal property; and,
- 7. Return all data in a mutually acceptable format and manner.

Nothing in this Section should be construed to require the Contractor to surrender intellectual property, real or personal property, or information or data owned by the Contractor for which the State has no legal claim.

III. CONTRACTOR DUTIES

A. INDEPENDENT CONTRACTOR / OBLIGATIONS

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
ZD			

It is agreed that the Contractor is an independent contractor and that nothing contained herein is intended or should be construed as creating or establishing a relationship of employment, agency, or a partnership.

The Contractor is solely responsible for fulfilling the contract. The Contractor or the Contractor's representative shall be the sole point of contact regarding all contractual matters.

The Contractor shall secure, at its own expense, all personnel required to perform the services under the contract. The personnel the Contractor uses to fulfill the contract shall have no contractual or other legal relationship with the State; they shall not be considered employees of the State and shall not be entitled to any compensation, rights, or benefits from the State, including but not limited to, tenure rights, medical and hospital care, sick and vacation leave, severance pay, or retirement benefits.

By-name personnel commitments made in the Contractor's proposal shall not be changed without the prior written approval of the State. Replacement of these personnel, if approved by the State, shall be with personnel of equal or greater ability and qualifications.

All personnel assigned by the Contractor to the contract shall be employees of the Contractor or a subcontractor, and shall be fully qualified to perform the work required herein. Personnel employed by the Contractor or a subcontractor to fulfill the terms of the contract shall remain under the sole direction and control of the Contractor or the subcontractor respectively.

With respect to its employees, the Contractor agrees to be solely responsible for the following:

- 1. Any and all pay, benefits, and employment taxes and/or other payroll withholding;
- 2. Any and all vehicles used by the Contractor's employees, including all insurance required by state law;
- 3. Damages incurred by Contractor's employees within the scope of their duties under the contract;
- 4. Maintaining Workers' Compensation and health insurance that complies with state and federal law and submitting any reports on such insurance to the extent required by governing law;
- 5. Determining the hours to be worked and the duties to be performed by the Contractor's employees; and,
- 6. All claims on behalf of any person arising out of employment or alleged employment (including without limit claims of discrimination alleged against the Contractor, its officers, agents, or subcontractors or subcontractor's employees)

If the Contractor intends to utilize any subcontractor, the subcontractor's level of effort, tasks, and time allocation should be clearly defined in the contractor's proposal. The Contractor shall agree that it will not utilize any subcontractors not specifically included in its proposal in the performance of the contract without the prior written authorization of the State.

The State reserves the right to require the Contractor to reassign or remove from the project any Contractor or subcontractor employee.

Contractor shall insure that the terms and conditions contained in any contract with a subcontractor does not conflict with the terms and conditions of this contract.

The Contractor shall include a similar provision, for the protection of the State, in the contract with any Subcontractor engaged to perform work on this contract.

B. EMPLOYEE WORK ELIGIBILITY STATUS

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:

The Contractor is required and hereby agrees to use a federal immigration verification system to determine the work eligibility status of employees physically performing services within the State of Nebraska. A federal immigration verification system means the electronic verification of the work authorization program authorized by the Illegal Immigration Reform and Immigrant Responsibility Act of 1996, 8 U.S.C. 1324a, known as the E-Verify Program, or an equivalent federal program designated by the United States Department of Homeland Security or other federal agency authorized to verify the work eligibility status of an employee.

If the Contractor is an individual or sole proprietorship, the following applies:

- 1. The Contractor must complete the United States Citizenship Attestation Form, available on the Department of Administrative Services website at http://das.nebraska.gov/materiel/purchasing.html
- 2. The completed United States Attestation Form should be submitted with the solicitation response.
- If the Contractor indicates on such attestation form that he or she is a qualified alien, the Contractor agrees
 to provide the US Citizenship and Immigration Services documentation required to verify the Contractor's
 lawful presence in the United States using the Systematic Alien Verification for Entitlements (SAVE)
 Program.
- 4. The Contractor understands and agrees that lawful presence in the United States is required and the Contractor may be disqualified or the contract terminated if such lawful presence cannot be verified as required by Neb. Rev. Stat. §4-108.

C. COMPLIANCE WITH CIVIL RIGHTS LAWS AND EQUAL OPPORTUNITY EMPLOYMENT / NONDISCRIMINATION (Statutory)

The Contractor shall comply with all applicable local, state, and federal statutes and regulations regarding civil rights laws and equal opportunity employment. The Nebraska Fair Employment Practice Act prohibits Contractors of the State of Nebraska, and their Subcontractors, from discriminating against any employee or applicant for employment, with respect to hire, tenure, terms, conditions, compensation, or privileges of employment because of race, color, religion, sex, disability, marital status, or national origin (Neb. Rev. Stat. §48-1101 to 48-1125). The Contractor guarantees compliance with the Nebraska Fair Employment Practice Act, and breach of this provision shall be regarded as a material breach of contract. The Contractor shall insert a similar provision in all Subcontracts for goods and services to be covered by any contract resulting from this solicitation.

D. COOPERATION WITH OTHER CONTRACTORS

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
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Contractor may be required to work with or in close proximity to other contractors or individuals that may be working on same or different projects. The Contractor shall agree to cooperate with such other contractors or individuals and shall not commit or permit any act which may interfere with the performance of work by any other contractor or individual. Contractor is not required to compromise Contractor's intellectual property or proprietary information unless expressly required to do so by this contract.

E. DISCOUNTS

Prices quoted shall be inclusive of ALL trade discounts. Cash discount terms of less than thirty (30) days will not be considered as part of the proposal. Cash discount periods will be computed from the date of receipt of a properly executed claim voucher or the date of completion of delivery of all items in a satisfactory condition, whichever is later.

F. PRICES

Prices quoted shall be net, including transportation and delivery charges fully prepaid by the contractor, F.O.B. destination named in the solicitation. No additional charges will be allowed for packing, packages, or partial delivery costs. When an arithmetic error has been made in the extended total, the unit price will govern.

Prices submitted on the cost proposal form shall remain fixed for the first year of the contract. Any request for a price increases subsequent to the year of the contract shall not exceed five percent (5%) of the previous Contract period. Increases will be cumulative across the remaining periods of the contract. Requests for an increase must be submitted in writing to the Department of Correctional Services a minimum of 120 days prior to the end of the current contract period. Documentation may be required by the State to support the price increase.

The State reserves the right to deny any requested price increase. No price increases are to be billed to any State Agencies prior to written amendment of the contract by the parties.

The State will be given full proportionate benefit of any decreases for the term of the contract.

G. COST CLARIFICATION

The State reserves the right to review all aspects of cost for reasonableness and to request clarification of any proposal where the cost component shows significant and unsupported deviation from industry standards or in areas where detailed pricing is required.

H. PERMITS, REGULATIONS, LAWS

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
LD			

The contract price shall include the cost of all royalties, licenses, permits, and approvals, whether arising from patents, trademarks, copyrights or otherwise, that are in any way involved in the contract. The Contractor shall obtain and pay for all royalties, licenses, and permits, and approvals necessary for the execution of the contract. The Contractor must guarantee that it has the full legal right to the materials, supplies, equipment, software, and other items used to execute this contract.

I. OWNERSHIP OF INFORMATION AND DATA / DELIVERABLES

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
ZD			

The State shall have the unlimited right to publish, duplicate, use, and disclose all information and data developed or obtained by the Contractor on behalf of the State pursuant to this contract.

The State shall own and hold exclusive title to any deliverable developed as a result of this contract. Contractor shall have no ownership interest or title, and shall not patent, license, or copyright, duplicate, transfer, sell, or exchange, the design, specifications, concept, or deliverable.

J. INSURANCE REQUIREMENTS

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
ZD			

The Contractor shall throughout the term of the contract maintain insurance as specified herein and provide the State a current Certificate of Insurance/Acord Form (COI) verifying the coverage. The Contractor shall not commence work on the contract until the insurance is in place. If Contractor subcontracts any portion of the Contract the Contractor must, throughout the term of the contract, either:

- Provide equivalent insurance for each subcontractor and provide a COI verifying the coverage for the subcontractor:
- 2. Require each subcontractor to have equivalent insurance and provide written notice to the State that the Contractor has verified that each subcontractor has the required coverage; or,
- Provide the State with copies of each subcontractor's Certificate of Insurance evidencing the required coverage.

The Contractor shall not allow any Subcontractor to commence work until the Subcontractor has equivalent insurance. The failure of the State to require a COI, or the failure of the Contractor to provide a COI or require subcontractor insurance shall not limit, relieve, or decrease the liability of the Contractor hereunder.

In the event that any policy written on a claims-made basis terminates or is canceled during the term of the contract or within one (1) year of termination or expiration of the contract, the contractor shall obtain an extended discovery or reporting period, or a new insurance policy, providing coverage required by this contract for the term of the contract and one (1) year following termination or expiration of the contract.

If by the terms of any insurance a mandatory deductible is required, or if the Contractor elects to increase the mandatory deductible amount, the Contractor shall be responsible for payment of the amount of the deductible in the event of a paid claim.

Notwithstanding any other clause in this Contract, the State may recover up to the liability limits of the insurance policies required herein.

1. WORKERS' COMPENSATION INSURANCE

The Contractor shall take out and maintain during the life of this contract the statutory Workers' Compensation and Employer's Liability Insurance for all of the contactors' employees to be engaged in work on the project under this contract and, in case any such work is sublet, the Contractor shall require the Subcontractor similarly to provide Worker's Compensation and Employer's Liability Insurance for all of the Subcontractor's employees to be engaged in such work. This policy shall be written to meet the statutory requirements for the state in which the work is to be performed, including Occupational Disease. The policy shall include a waiver of subrogation in favor of the State. The COI shall contain the mandatory COI subrogation waiver language found hereinafter. The amounts of such insurance shall not be less than the limits stated hereinafter. For employees working in the State of Nebraska, the policy must be written by an entity authorized by the State of Nebraska Department of Insurance to write Workers' Compensation and Employer's Liability Insurance for Nebraska employees.

2. COMMERCIAL GENERAL LIABILITY INSURANCE AND COMMERCIAL AUTOMOBILE LIABILITY INSURANCE

The Contractor shall take out and maintain during the life of this contract such Commercial General Liability Insurance and Commercial Automobile Liability Insurance as shall protect Contractor and any Subcontractor performing work covered by this contract from claims for damages for bodily injury, including death, as well as from claims for property damage, which may arise from operations under this contract, whether such operation be by the Contractor or by any Subcontractor or by anyone directly or indirectly employed by either of them, and the amounts of such insurance shall not be less than limits stated hereinafter.

The Commercial General Liability Insurance shall be written on an **occurrence basis**, and provide Premises/Operations, Products/Completed Operations, Independent Contractors, Personal Injury, and Contractual Liability coverage. The policy shall include the State, and others as required by the

contract documents, as Additional Insured(s). This policy shall be primary, and any insurance or self-insurance carried by the State shall be considered secondary and non-contributory. The COI shall contain the mandatory COI liability waiver language found hereinafter. The Commercial Automobile Liability Insurance shall be written to cover all Owned, Non-owned, and Hired vehicles.

REQUIRED INSURANCE COVERAGE COMMERCIAL GENERAL LIABILITY	
General Aggregate	\$2,000,000
Personal/Advertising Injury	\$1,000,000 per occurrence
Bodily Injury/Property Damage	\$1,000,000 per occurrence
Medical Payments	\$10,000 any one person
Independent Contractors	Included
Abuse & Molestation	Included
WORKER'S COMPENSATION	
Employers Liability Limits	\$500K/\$500K/\$500K
Statutory Limits- All States	Statutory - State of Nebraska
Voluntary Compensation	Statutory
COMMERCIAL AUTOMOBILE LIABILITY	
Bodily Injury/Property Damage	\$1,000,000 combined single limit
Include All Owned, Hired & Non-Owned	Included
Automobile liability	
Motor Carrier Act Endorsement	Where Applicable
UMBRELLA/EXCESS LIABILITY	
Over Primary Insurance	\$5,000,000 per occurrence
PROFESSIONAL LIABILITY	
All Other Professional Liability (Errors &	\$1,000,000 Per Claim / Aggregate
Omissions)	
MANDATORY COI SUBROGATION WAIVER LANGUA	GE
"Workers' Compensation policy shall include a	a waiver of subrogation in favor of the State of
Nebraska."	
MANDATORY COI LIABILITY WAIVER LANGUAGE	
"Commercial General Liability & Commercial Au	tomobile Liability policies shall name the State of
Nebraska as an Additional Insured and the pol	icies shall be primary and any insurance or self
insurance carried by the State shall be considered	ed secondary and non-contributory as additionally

3. EVIDENCE OF COVERAGE

insured."

The Contractor shall furnish the Contract Manager, with a certificate of insurance coverage complying with the above requirements prior to beginning work at:

Agency: Department of Correctional Services Attn: Assistant Materiel Administrator

Email: DCS.Purchasing@nebraska.gov

These certificates or the cover sheet shall reference the RFQ number, and the certificates shall include the name of the company, policy numbers, effective dates, dates of expiration, and amounts and types of coverage afforded. If the State is damaged by the failure of the Contractor to maintain such insurance, then the Contractor shall be responsible for all reasonable costs properly attributable thereto.

Reasonable notice of cancellation of any required insurance policy must be submitted to the contract manager as listed above when issued and a new coverage binder shall be submitted immediately to ensure no break in coverage.

4. DEVIATIONS

The insurance requirements are subject to limited negotiation. Negotiation typically includes, but is not necessarily limited to, the correct type of coverage, necessity for Workers' Compensation, and the type of automobile coverage carried by the Contractor.

K. NOTICE OF POTENTIAL CONTRACTOR BREACH

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
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If Contractor breaches the contract or anticipates breaching the contract the Contractor shall immediately give written notice to the State. The notice shall explain the breach or potential breach and may include a request for a waiver of the breach if so desired. The State may, at its discretion, temporarily or permanently waive the breach. By granting a temporary waiver, the State does not forfeit any rights or remedies to which the State is entitled by law or equity, or pursuant to the provisions of the contract. Failure to give immediate notice, however, may be grounds for denial of any request for a waiver of a breach.

L. ANTITRUST

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
ZD			

The Contractor hereby assigns to the State any and all claims for overcharges as to goods and/or services provided in connection with this contract resulting from antitrust violations which arise under antitrust laws of the United States and the antitrust laws of the State.

M. CONFLICT OF INTEREST

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
ZD.			

By submitting a proposal, bidder certifies that no relationship exists between the bidder and any person or entity which either is, or gives the appearance of, a conflict of interest related to this Request for Qualification or project.

Bidder further certifies that bidder will not employ any individual known by bidder to have a conflict of interest nor shall bidder take any action or acquire any interest, either directly or indirectly, which will conflict in any manner or degree with the performance of its contractual obligations hereunder or which creates an actual or appearance of conflict of interest.

If there is an actual or perceived conflict of interest, bidder shall provide with its proposal a full disclosure of the facts describing such actual or perceived conflict of interest and a proposed mitigation plan for consideration. The State will then consider such disclosure and proposed mitigation plan and either approve or reject as part of the overall bid evaluation.

N. STATE PROPERTY

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
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The Contractor shall be responsible for the proper care and custody of any State-owned property which is furnished for the Contractor's use during the performance of the contract. The Contractor shall reimburse the State for any loss or damage of such property; normal wear and tear is expected.

O. SITE RULES AND REGULATIONS

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
ZD			

The Contractor shall use its best efforts to ensure that its employees, agents, and Subcontractors comply with site rules and regulations while on State premises. If the Contractor must perform on-site work outside of the daily operational hours set forth by the State, it must make arrangements with the State to ensure access to the facility and the equipment has been arranged. No additional payment will be made by the State on the basis of lack of access, unless the State fails to provide access as agreed to in writing between the State and the Contractor.

P. ADVERTISING

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
ZD			

The Contractor agrees not to refer to the contract award in advertising in such a manner as to state or imply that the company or its goods or services are endorsed or preferred by the State. Any publicity releases pertaining to the project shall not be issued without prior written approval from the State.

Q. NEBRASKA TECHNOLOGY ACCESS STANDARDS (Statutory)

Contractor shall review the Nebraska Technology Access Standards, found at http://nitc.nebraska.gov/standards/2-201.html and ensure that products and/or services provided under the contract are in compliance or will comply with the applicable standards to the greatest degree possible. In the event such standards change during the Contractor's performance, the State may create an amendment to the contract to request the contract comply with the changed standard at a cost mutually acceptable to the parties.

R. DISASTER RECOVERY/BACK UP PLAN

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
ZD			

The Contractor shall have a disaster recovery and back-up plan, of which a copy should be provided upon request to the State, which includes, but is not limited to equipment, personnel, facilities, and transportation, in order to continue delivery of goods and services as specified under the specifications in the contract in the event of a disaster.

S. DRUG POLICY

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
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Contractor certifies it maintains a drug free workplace environment to ensure worker safety and workplace integrity. Contractor agrees to provide a copy of its drug free workplace policy at any time upon request by the State.

T. WARRANTY

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
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Despite any clause to the contrary, the Contractor represents and warrants that its services hereunder shall be performed by competent personnel and shall be of professional quality consistent with generally accepted industry standards for the performance of such services and shall comply in all respects with the requirements of this Agreement. For any breach of this warranty, the Contractor shall, for a period of ninety (90) days from performance of the service, perform the services again, at no cost to Customer, or if Contractor is unable to perform the services as warranted, Contractor shall reimburse Customer the fees paid to Contractor for the unsatisfactory services. The rights and remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees, and costs.

IV. PAYMENT

A. PROHIBITION AGAINST ADVANCE PAYMENT (Statutory)

Neb. Rev. Stat. §§81-2403 states, "[n]o goods or services shall be deemed to be received by an agency until all such goods or services are completely delivered and finally accepted by the agency."

B. TAXES (Statutory)

The State is not required to pay taxes and assumes no such liability as a result of this solicitation. The Contractor may request a copy of the Nebraska Department of Revenue, Nebraska Resale or Exempt Sale Certificate for Sales Tax Exemption, Form 13 for their records. Any property tax payable on the Contractor's equipment which may be installed in a state-owned facility is the responsibility of the Contractor

C. INVOICES

	Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
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Invoices for payments must be submitted by the Contractor to the agency requesting the services with sufficient detail to support payment.

Invoices for payment shall be submitted on or before the 5th of the month following the services rendered.

Board of Parole, Business Office Division Parole Supervision, Accts. Payable 421 South 9th Street, Suite 220 Lincoln, NE 68508

Or may be sent electronically to: NBOP.invoices@nebraska.gov

Invoices must be correctly submitted for prompt payment. Invoices must be submitted monthly, including but is not limited to:

- · Vendor name and address, including Doing Business As (DBA) name, if applicable
- Facility addresses if different than vendor address
- Phone number
- Invoice number
- Invoice date
- Individual Client(s) Last Name and First Initial
- Dates of Service
- Rate of Service (Daily, Weekly or Monthly, as applicable)
- If groups or classes are held, invoices shall include the group/class name, dates group/class sessions were held, and names of attendees for each group/class session.

Inaccurate invoices may be placed into dispute and are not subject to the Prompt Payment Act. Inaccuracies in the invoice must be corrected by the contractor, not the requesting agency.

The terms and conditions included in the Contractor's invoice shall be deemed to be solely for the convenience of the parties. No terms or conditions of any such invoice shall be binding upon the State, and no action by the State, including without limitation the payment of any such invoice in whole or in part, shall be construed as binding or estopping the State with respect to any such term or condition, unless the invoice term or condition has been previously agreed to by the State as an amendment to the contract.

D. INSPECTION AND APPROVAL

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
LD			

Final inspection and approval of all work required under the contract shall be performed by the designated State officials.

The State and/or its authorized representatives shall have the right to enter any premises where the Contractor or Subcontractor duties under the contract are being performed, and to inspect, monitor or otherwise evaluate the work being performed. All inspections and evaluations shall be at reasonable times and in a manner that will not unreasonably delay work.

E. PAYMENT (Statutory)

Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
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Payment will be made by the responsible agency in compliance with the State of Nebraska Prompt Payment Act (See Neb. Rev. Stat. §81-2403). The State may require the Contractor to accept payment by electronic means such as ACH deposit. In no event shall the State be responsible or liable to pay for any goods and services provided by the Contractor prior to the Effective Date of the contract, and the Contractor hereby waives any claim or cause of action for any such services.

F. LATE PAYMENT (Statutory)

The Contractor may charge the responsible agency interest for late payment in compliance with the State of Nebraska Prompt Payment Act (See Neb. Rev. Stat. §81-2401 through 81-2408).

G. SUBJECT TO FUNDING / FUNDING OUT CLAUSE FOR LOSS OF APPROPRIATIONS (Statutory)

The State's obligation to pay amounts due on the Contract for a fiscal year following the current fiscal year is contingent upon legislative appropriation of funds. Should said funds not be appropriated, the State may terminate the contract with respect to those payments for the fiscal year(s) for which such funds are not appropriated. The State will give the Contractor written notice thirty (30) calendar days prior to the effective date of termination. All obligations of the State to make payments after the termination date will cease. The Contractor shall be entitled to receive just and equitable compensation for any authorized work which has been satisfactorily completed as of the termination date. In no event shall the Contractor be paid for a loss of anticipated profit.

H. RIGHT TO AUDIT (First Paragraph is Statutory)

The State shall have the right to audit the Contractor's performance of this contract upon a thirty (30) days' written notice. Contractor shall utilize generally accepted accounting principles, and shall maintain the accounting records, and other records and information relevant to the contract (Information) to enable the State to audit the contract. (Neb. Rev. Stat. §84-304 et seq.) The State may audit and the Contractor shall maintain, the Information during the term of the contract and for a period of five (5) years after the completion of this contract or until all issues or litigation are resolved, whichever is later. The Contractor shall make the Information available to the State at Contractor's place of business or a location acceptable to both Parties during normal business hours. If this is not practical or the Contractor so elects, the Contractor may provide electronic or paper copies of the Information. The State reserves the right to examine, make copies of, and take notes on any Information relevant to this contract, regardless of the form or the Information, how it is stored, or who possesses the Information. Under no circumstance will the Contractor be required to create or maintain documents not kept in the ordinary course of contractor's business operations, nor will contractor be required to disclose any information, including but not limited to product cost data, which is confidential or proprietary to contractor.

	Accept (Initial)	Reject (Initial)	Reject & Provide Alternative within Solicitation Response (Initial)	NOTES/COMMENTS:
9	LQ.			

The Parties shall pay their own costs of the audit unless the audit finds a previously undisclosed overpayment by the State. If a previously undisclosed overpayment exceeds two percent (2%) of the total contract billings, or if fraud, material misrepresentations, or non-performance is discovered on the part of the Contractor, the Contractor shall reimburse the State for the total costs of the audit. Overpayments and audit costs owed to the State shall be paid within ninety (90) days of written notice of the claim. The Contractor agrees to correct any material weaknesses or condition found as a result of the audit.

VI. PROPOSAL INSTRUCTIONS

This section documents the requirements that should be met by contractors in preparing the Technical and Cost Proposal. Contractors should identify the subdivisions of "Project Description and Scope of Work" clearly in their proposals; failure to do so may result in disqualification. Failure to respond to a specific requirement may be the basis for elimination from consideration during the State's comparative evaluation.

Proposals are due by the date and time shown in the Schedule of Events. Content requirements for the Technical and Cost Proposal are presented separately in the following subdivisions; format and order:

A. PROPOSAL SUBMISSION

1. CORPORATE OVERVIEW

The Corporate Overview section of the Technical Proposal should consist of the following subdivisions:

a. CONTRACTOR IDENTIFICATION AND INFORMATION

The contractor should provide the full company or corporate name, address of the company's headquarters, entity organization (corporation, partnership, proprietorship), state in which the contractor is incorporated or otherwise organized to do business, year in which the contractor first organized to do business and whether the name and form of organization has changed since first organized.

b. FINANCIAL STATEMENTS

The contractor should provide financial statements applicable to the firm. If publicly held, the contractor should provide a copy of the corporation's most recent audited financial reports and statements, and the name, address, and telephone number of the fiscally responsible representative of the contractor's financial or banking organization.

If the contractor is not a publicly held corporation, either the reports and statements required of a publicly held corporation, or a description of the organization, including size, longevity, client base, areas of specialization and expertise, and any other pertinent information, should be submitted in such a manner that proposal evaluators may reasonably formulate a determination about the stability and financial strength of the organization. Additionally, a non-publicly held firm should provide a banking reference.

The contractor must disclose any and all judgments, pending or expected litigation, or other real or potential financial reversals, which might materially affect the viability or stability of the organization, or state that no such condition is known to exist.

The State may elect to use a third party to conduct credit checks as part of the corporate overview evaluation.

c. CHANGE OF OWNERSHIP

If any change in ownership or control of the company is anticipated during the twelve (12) months following the proposal due date, the contractor should describe the circumstances of such change and indicate when the change will likely occur. Any change of ownership to an awarded contractor(s) will require notification to the State.

d. OFFICE LOCATION

The contractor's office location responsible for performance pursuant to an award of a contract with the State of Nebraska should be identified.

e. RELATIONSHIPS WITH THE STATE

The contractor should describe any dealings with the State over the previous five (5) years. If the organization, its predecessor, or any Party named in the contractor's proposal response has contracted with the State, the contractor should identify the contract number(s) and/or any other information available to identify such contract(s). If no such contracts exist, so declare.

f. CONTRACTOR'S EMPLOYEE RELATIONS TO STATE

If any Party named in the contractor's proposal response is or was an employee of the State within the past five (5) months, identify the individual(s) by name, State agency with whom employed, job title or position held with the State, and separation date. If no such relationship exists or has existed, so declare.

If any employee of any agency of the State of Nebraska is employed by the contractor or is a Subcontractor to the contractor, as of the due date for proposal submission, identify all such persons by name, position held with the contractor, and position held with the State (including job title and agency). Describe the responsibilities of such persons within the proposing organization. If, after review of this information by the State, it is determined that a conflict of interest exists or may exist, the contractor may be disqualified from further consideration in this proposal. If no such relationship exists, so declare.

q. CONTRACT PERFORMANCE

If the contractor or any proposed Subcontractor has had a contract terminated for default during the past five (5) years, all such instances must be described as required below. Termination for default is defined as a notice to stop performance delivery due to the contractor's non-performance or poor performance, and the issue was either not litigated due to inaction on the part of the contractor or litigated and such litigation determined the contractor to be in default.

It is mandatory that the contractor submit full details of all termination for default experienced during the past five (5) years, including the other Party's name, address, and telephone number. The response to this section must present the contractor's position on the matter. The State will evaluate the facts and will score the contractor's proposal accordingly. If no such termination for default has been experienced by the contractor in the past five (5) years, so declare.

If at any time during the past five (5) years, the contractor has had a contract terminated for convenience, non-performance, non-allocation of funds, or any other reason, describe fully all circumstances surrounding such termination, including the name and address of the other contracting Party.

h. SUMMARY OF CONTRACTOR'S CORPORATE EXPERIENCE

The contractor should provide a summary matrix listing the contractor's previous projects similar to this solicitation in size, scope, and complexity. The State will use no more than three (3) narrative project descriptions submitted by the contractor during its evaluation of the proposal.

The contractor should address the following:

- i. Provide narrative descriptions to highlight the similarities between the contractor's experience and this solicitation. These descriptions should include:
 - a) The time period of the project;
 - b) The scheduled and actual completion dates;
 - c) The Contractor's responsibilities;
 - For reference purposes, a customer name (including the name of a contact person, a current telephone number, a facsimile number, and e-mail address);
 and
 - e) Each project description should identify whether the work was performed as the prime Contractor or as a Subcontractor. If a contractor performed as the prime Contractor, the description should provide the originally scheduled completion date and budget, as well as the actual (or currently planned) completion date and actual (or currently planned) budget.
- Contractor and Subcontractor(s) experience should be listed separately. Narrative descriptions submitted for Subcontractors should be specifically identified as Subcontractor projects.
- iii. If the work was performed as a Subcontractor, the narrative description should identify the same information as requested for the Contractors above. In addition, Subcontractors should identify what share of contract costs, project responsibilities, and time period were performed as a Subcontractor.
- i. SUMMARY OF CONTRACTOR'S PROPOSED PERSONNEL/MANAGEMENT APPROACH The contractor should present a detailed description of its proposed approach to the management of the project.

The contractor should identify the specific professionals who will work on the State's project if their company is awarded the contract resulting from this solicitation. The names and titles of the team proposed for assignment to the State project should be identified in full, with a description of the team leadership, interface and support functions, and reporting relationships. The primary work assigned to each person should also be identified.

The contractor should provide resumes for all key personnel proposed by the contractor to work on the project. The State will consider the resumes as a key indicator of the contractor's understanding of the skill mixes required to carry out the requirements of the solicitation in addition to assessing the experience of specific individuals.

Resumes should not be longer than three (3) pages. Resumes should include, at a minimum, academic background and degrees, professional certifications, understanding of the process, and at least three (3) references (name, address, and telephone number) who can attest to the competence and skill level of the individual. Any changes in proposed personnel shall only be implemented after written approval from the State.

j. SUBCONTRACTORS

If the contractor intends to Subcontract any part of its performance hereunder, the contractor should provide:

- name, address, and telephone number of the Subcontractor(s);
- specific tasks for each Subcontractor(s);
- 3. percentage of performance hours intended for each Subcontract; and
- 4. total percentage of Subcontractor(s) performance hours.

5. TECHNICAL APPROACH

The technical approach section of the Technical Proposal should consist of the following subsections:

- Understanding of the project requirements;
- b. Proposed development approach;
- c. Technical considerations:
- d. Detailed project work plan; and
- e. Deliverables and due dates.

ATTACHMENT A, Bidder Questionnaire RFQ 111765 Z6 Transitional Living Housing, including Mental Health Programming, for Parole clients

Bidder Name: The New Beginnings Transitional Living Home LLC - Linda Davis, President/Owner

Bidder should complete all questions in Attachment A

	Locatio	n availability
1.1	Indicate which areas where transitional livi	ng will be available:
Respo	nse:	
	☑Near Omaha Regional Office	☐Near Lincoln Regional Office
	1313 Farnam Street	421 South 9th Street, Suite 220
	Omaha, NE 68102	Lincoln, NE 68508
	□Near Grand Island Regional Office	□Near Hastings Regional Office
	1811 West 2nd Street, Suite 225	2727 West 2nd Street, Suite 224
!	Grand Island, NE 68803	Hastings, NE 68901
	☐Near Kearney Regional Office	□Near Norfolk Regional Office
	4009 6th Avenue, Suite 22	1700 North Victory Lane
	Kearney, NE 68845	Norfolk, NE 68702
	□Near North Platte Regional Office	□Near Scottsbluff Regional Office
	200 South Silber Avenue	505-A Broadway, Suite 900
	North Platte, NE 69101	Scottsbluff, NE 69361
	□OTHER (Provide location):	
1.2	Provide the physical address of the Transi	tional Living with Programming location(s).
	nse: 1. 5008 N 60 th Ave, Omaha, NE 6810 ⁴ aha, NE 68122	4; 2. 5607 N 69 th St, Omaha, NE 68104; 3. 7395 N 89 th

ATTACHMENT A, Bidder Questionnaire RFQ 111765 Z6

Transitional Living Housing, including Mental Health Programming, for Parole clients

	General
2.1	Describe how any potential areas of concern will be identified and the mitigation plan. These areas may include but are not limited to: Staffing, cleanliness, and/or building code deficiencies.
require backgr and ch	nse: New Beginnings will address any concerns that affect the carrying out of the ements for this program. For example, If additional staff are needed, they will be vetted and cound checked before hired. Cleanliness of the homes are always a priority. Room checks ores are checked daily. All homes will be compliant will all housing codes for the safety of all nts and visitors.

2.2 Describe previous work experience with the NBOP and/or Division of Parole Supervision.

Response: New Beginnings has limited work experience with the NBOP and/or Division of Parole Supervision. New Beginnings provided transition housing services to one Parole resident in 2021. We do, however, have almost 2 years of experience working with the Nebraska Probation transitional living home program

2.3 Describe the number of beds that are available to the NBOP/Division of Parole Supervision.

Response:

There would be up to 21 beds available to the NBOP/Division of Parole Supervision based on availability.

ATTACHMENT A, Bidder Questionnaire RFQ 111765 Z6 Transitional Living Housing, including Mental Health Programming, for Parole clients

	Programs
3.1	Describe what programming/education that is provided.
netwo	onse: Programming/education is provided in-house and through an array of coordinated rks. Programming will focus on the areas of stable housing, education/employment, nent connections and social and emotional well-being.
3.2	Describe how many and which types of Mental Health Professionals, licensed by the State of Nebraska, and credentialed staff are available to provide Programming.
	Inse: New Beginnings does not employ any Mental Health Professionals. However, we partner arious organizations in the city that provide these services to our residents.



City of Omaha Jean Stothert, Mayor

Planning Department

Omaha/Douglas Civic Center 1819 Farnam Street, Suite 1100 Omaha, Nebraska 68183 (402) 444-5150 Telefax (402) 444-6140

> David K. Fanslau Director

July 23, 2021

Linda M Davis
The New Beginnings Transitional Living Home LLC
9682 East 3rd Avenue
Denver, CO 80230

RE: 7395 North 89th Streett (PIN: 2328995186) Legally described as TURNBRIDGE LOT 94 BLOCK 0 IRREG.

To Whom It May Concern:

The City of Omaha Planning Department received a request for information and zoning confirmation on the above, legally described property.

The property is zoned R4-Single-Family Residential District (High Density), All applicable zoning regulations can be found under Chapter 55 of the Omaha Municipal Code. A link to Chapter 55 can be found on our website: planning.cityofomaha.org. Adjacent properties are zoned as follows:

Direction:	Zoning:
North	R4-Single-Family Residential District (High Density)
South	R4-Single-Family Residential District (High Density)
East	R4-Single-Family Residential District (High Density)
West	R4-Single-Family Residential District (High Density)

No zoning or building code violations are open the property. The property is not within a PUD-Planned Unit Development. No special or conditional uses have been approved on the property. No variances exist on the property.

Small Group Living (Disabled) is a permitted use in the R4 Zoning District.

To the best of our knowledge, the property complied with all landscaping, parking, signage, and site development, including density, height and setback regulations, at the time of construction or issuance of a Certificate of Occupancy. We have no reason to believe that the use of the Property is nonconforming. To determine compliance with current zoning regulations, an application for Site Plan review must be submitted. The application for site plan review is located on the City's website.

If you require information regarding building permits and/or a Certificate of Occupancy, please contact Permits and Inspections at $402-444-5150 \times 2121$. This information is provided as a public service and is believed to be accurate; however, neither the undersigned nor the City assumes liability for errors or omissions. If you have any further questions, please contact Geoff Solomonson at $402-444-5150 \times 2101$.

Sincerely,

OMAHA CITY PLANNING DEPARTMENT

Geoff Solomonson

City Planner, Omaha City Planning



City of Omaha Jean Stothert, Mayor

Planning Department

Omaha/Douglas Civic Center 1819 Farnam Street, Suite 1003 Omaha, Nebraska 68183 (402) 444-5371 Telefax (402) 546-0714

> David K. Fanslau Director

March 7, 2022

Linda M Davis
The New Beginnings Transitional Living Home LLC
9682 E 3rd Ave
Denver, CO 68128

RE: 5607 N 69th Street (PIN 1943781232) legally described as PARK VIEW TERRACE LOT 117 BLOCK 0 IRREG

The City of Omaha Planning Department received a request for information and zoning confirmation on the above, legally described property.

The property is zoned R3 Single-Family Residential District (Medium Density). All applicable zoning regulations can be found under Chapter 55 of the Omaha Municipal Code. A link to Chapter 55 can be found on our website: planning.cityofomaha.org.

Adjacent properties are zoned as follows:

Direction:	Zoning:
North	R3 Single-Family Residential District (Medium Density)
South	R3 Single-Family Residential District (Medium Density)
East	R3 Single-Family Residential District (Medium Density)
West	R3 Single-Family Residential District (Medium Density)

In Chapter 55, Zoning of the Omaha Municipal Code, the Small group living (disabled) use type is defined as "a dwelling unit housing, on a weekly or longer basis, at least four but no more than eight unrelated persons with a handicap, not including resident managers or house parents, and not defined as a family."

Small Group Living (Disabled) is a permitted use in the R3 Zoning District. City records indicate that there is not an existing small group living or large group living facility is located within 600 feet of this site. Prospective owners or operators of a facility are encouraged to contact other appropriate agencies, such as the State of Nebraska, to further determine if an existing facility is within 600 feet of the proposed site

The use will need to comply will all appropriate zoning regulations, including Section 55-763(d) (2) and off-street parking requirements.

If you require information regarding building permits and/or a Certificate of Occupancy, please contact Permits and Inspections at $402-444-5150 \times 2121$. This information is provided as a public service and is believed to be accurate; however, neither the undersigned nor the City assumes liability for errors or omissions. If you have any further questions, please contact me at $402-444-5150 \times 2101$.

Sincerely.

OMAHA CITY PLANNING DEPARTMENT

Michael R. Carter

Current Planning Manager, Omaha City Planning

Example of Reports included

a. The number of individuals served:

New Beginnings will have a total of 21 beds available from the three homes. Individuals released from the Nebraska Department of Corrections for parole supervision are able to be served based on availability of beds.

b. Average length of stay:

The average length of the New Beginnings program is 12 weeks

c. Types of programming and classes offered:

New Beginnings offers a variety of programming including mandatory Sunday house meetings – life skills training or speakers (on-site), Monday – AA meeting (off-site), Tuesday – NA meeting (off-site), Thursday – NA meeting (off-site), 12-step programs (both on-site & off-site)

d. General demographic information:

The general demographic population we service includes both male and female, all gender, all ethnicities, and all sexual orientations.

Resume

Linda M. Davis

9682 E 3rd Ave Denver, CO 80230 402-850-4271 linda@newbeginningstlh.com

PROFESSIONAL EXPERIENCE:

The New Beginnings Transitional Living Home LLC PRESIDENT/OWNER

August 2020 - Current

I am President/Owner of New Beginnings Transitional Living Home LLC in Omaha, NE. I started this company in 2020 with the goal of provide a safe, comfortable and clean environment for women to live while focusing on their recovery. Our goal is to provide our residents with life skills training and resources that will allow them to successfully transition back into the community. After a successful first year in business, I opened my second transition home for women in 2021. New Beginnings continued to grow because of the programs we offered the women to succeed. In 2022, New Beginnings will be opening our first men's transition home. As we continue to focus on our resident's and their needs, New Beginnings continues to make a difference in the lives of those who need a second chance.

Selected Accomplishments

- Successfully opened first transition home for women in 2020.
- Successfully opened 2nd transition home for women in 2021.
- > Scheduled to open first transition home for men in 2022.

Shred It, Denver, CO

July 2015-Aug 2019

SALES EXECUTIVE

- Build and maintain a strong sales pipeline. Prospect and business development. Assess customer needs and presents service options that best meet each customer's needs.
- Initiate and manage successful business-to-business sales and service relationships. Communicate, negotiate, and close sales.
- Educate potential customers on the various legislative regulations that impact their industry regarding the destruction of their confidential documents.
- Effectively use Salesforce.com to track sales performance, activity level, closing ratios, etc. Work closely with local Account Managers and National Account Managers on large volume accounts.

Dermatran Health Solutions, Denver CO

TERRITORY MANAGER

 Market and promote topical pain cream to Primary Care, Orthopedics, Rheumatologists, and Pain specialist in Colorado. Prospected and created target list of providers to maximize sales performance. Strong focus on Tricare

Merck Pharmaceuticals, Omaha, NE

March 2001 – Aug 2014

CUSTOMER SALES REPRESENTATIVE

- Market and promote diabetes, cardiovascular, respiratory, rheumatology and pain management products to endocrinologists, cardiologists, pulmonologists, allergists, and primary care.
 Marketed Januvia/Janumet, Zetia/Vytorin, Zocor, Cozaar/Hyzaar, Singular, Nasonex, Asmanex, Fosamax and Vioxx.
- Develop effective marketing and sales strategies that, in conjunction with extensive product knowledge, position products favorably and increase sales.
- Network extensively and partner with key professionals to increase brand awareness.

Accomplishments:

- Ranked number One in Region for Sales, total portfolio, achieving 108% (2014)
- Ranked number Two in Region for 1st Semester for Market Share change (2014)
- Director's Awards, MVP Awards, Triple S Hall of Fame Award, Award of Excellence recognitions for Account Management, Account Leadership, Innovation and Team Collaboration.

Education

University of Nebraska at Omaha, Omaha, Nebraska

Bachelor of Science: Business Administration

References

Available upon request

RANDY DAVIS



RANDY.DAVIS@THEBETTERM ATTRESS.COM



303-710-2888



LINKEDIN.COM/IN/RANDY-DAVIS-12594335

OBJECTIVE

To be a part of an organization that is open minded to growth and change and has the desire to be the best they can be

SKILLS

Sales & Product development trainer.

I am a firm believer in learning and mastering your craft. Along with the understanding of knowing what gets measured gets improved!

EXPERIENCE

DIRECTOR OF STORES/APPLIANCE FACTORY-MATTRESS KINGDOM

Jan 2019-Mar 2020

- In charge of all 17 retail store locations
- In one-year, increased mattress business by 2 million in sales
- Trained and developed all sales associates
- Increased the mattress business in our Mid-West stores
- Responsible for the P&L of all stores
- Responsible for the creating and developing new mattress product lines

FIELD SUPPORT DIRECTOR/MATTRESS FIRM

Oct 2017- Nov 2018

- Helped create and develop the tulo product line
- Exceeded expectations an achieved 105 million in sales in the first year with tulo
- Trained and developed salespeople from coast to coast
- Traveled three out of four weeks every month across the country to help develop the product line

DISTRICT MANAGER/MATTRESS FIRM

June 2014 - Oct 2017

- Managed 15 store locations
- Hired and trained a sales staff of 37
- Was in the top 5% of all districts across the country
- Achieved same store sales profit 80% of the time
- Help train and develop new hires and veteran salespeople

SR. VICE PRESIDENT/MATTRESS KING

November 2001 - June 2014

- In charge of 70 locations in Colorado & Arizona (Bedmart)
- · Buyer of all mattress and accessory product lines
- 20% or more same store business increase for 10-13 years
- Responsible for the hiring & sales training development of 400 plus employees
- Increased store locations from 5 to 70 in 10 years
- Helped increase overall sales from 8 million per year to 100 million in 13 years

EDUCATION

 Bachelor of Science business degree – University of Phoenix 2000-2004



Subcontractor – Facilitator of programming

Carla Habrich

LIMHP, LPC, LADC

Carla is a highly skilled, compassionate, empathetic, solution-focused, professional dedicated to providing exceptional care and implementing effective treatment plans for adults experiencing mental health and/or substance use issues. She is highly experienced with over ten years working with diverse client populations in one-on-one and group settings. Carla is an advocate with an inherent ability to defuse stressful situations and find attainable solutions to goals and objectives. She has an innate ability to establish and build rapport quickly, build trust, interact and relate to individuals on all levels. Carlas is familiar working with local, state, and federal agencies, including CPS, probation, and parole officers. She is an expert in producing comprehensive Nebraska Standardized Model mental health, substance use and co-occurring evaluations.