



Quality Child Care Support - RFP 20/21-07
Mandatory Conference – October 15, 2020
Questions and Answers

Question	Answer
1. Can tables go in the proposal and does it needs to follow the 1.5 spacing?	1. Yes tables can be included in the proposal. However, 1.5 spacing must be used in the text within the table.
2. Clarify what's allowed in the appendices.	2. Only what is specified in the proposal should be included in the appendices – the organization chart, resumes/job descriptions, letters of support.
3. Is there a specific format for the Letter of Intent (LOI)?	3. The LOI is available on our website: www.first5sacramento.net in a fillable Word form. It provides instructions for completion.
4. If there is staff not paid through F5 (match funding), do they include their resumes in the appendices?	4. Only positions that would be paid for in part or whole with First 5 funding need to have a resume or job description appended; however, if you feel the position is integral to the program that you are proposing that First 5 fund, you may include the resume or job description at your discretion (but please note on it that this is a match position). You may also consider mentioning these positions as a part of the response to the leveraging and sustainability questions.
5. Is the 15% sustainability requirement at the end of the grant period, or is it for each year?	5. The 15% sustainability requirement is for the end of the grant term.
6. Can there be items included in the appendices beyond what is required?	6. Only what is specified in the proposal should be included in the appendices – the organization chart, resumes/job descriptions, letters of support.
7. Is this the last opportunity to ask questions?	7. You may e-mail questions up to two weeks before the deadline.

<p>8. Is it best to use this funding to expand an existing child care program or to create a new one and use the money for scholarships?</p>	<p>8. This funding is to be used to provide professional development to child care providers, not direct child care services.</p>
<p>9. The Requirements sheet refers to both the fact that 90% of participants must be new each year and the fact that service cannot last more than two years. What does that mean?</p>	<p>9. In any given year, 10% of participants may have been served the previous year and not yet be ready to move on, but no one may be served longer than two years.</p>
<p>10. The requirements sheet talks about short and long term services – do you have further guidance on that?</p>	<p>10. The short term services are around the behavioral consultation piece; generally supporting providers who reach out in crisis with a behavioral challenge. If you choose to offer workshops, trainings, and the like, some providers may engage in these activities as short-term engagement as well, without signing on for longer term supports.</p>
<p>11. For the requirement that we collaborate with the Sacramento County Department of Behavioral Health, is that the funding they have through MHSA for behavioral consultation?</p>	<p>11. Yes</p>
<p>12. If providing ASQ and ASQ-SE screenings is a critical piece of what we do in working with providers and families around a child with challenging behavior, do we have to utilize Help Me Grow?</p>	<p>12. Not for the screening, but if the child were flagged with a developmental concern in any area, a referral to Help Me Grow would be appropriate in order to get assessments and services, as appropriate.</p>
<p>13. Please confirm there is no match requirement other than the sustainability 15% at end of contract.</p>	<p>13. This is correct. We are not tracking match funding.</p>
<p>14. Are workman's comp costs allowable or if not, can they be used as match?</p>	<p>14. Insurance, including workers' compensation, shall be at the sole cost and expense of the contractor.</p>
<p>15. What do you mean by "maintain the same level of service"?</p> <ul style="list-style-type: none"> • Is that to mean that following the end of this contract period the sustainability amount (15%) will allow for maintaining that level OR • We would maintain the existing match (10%) we have in our current contract and that 15% total by end of contract would be on top of that (which would be 15% per year) 	<p>15. The first bullet is accurate. When the 2021 Strategic Plan (SP) funding is awarded, service levels will be written into the contract. First 5 would like to maintain the same level of services for the 2024 SP in spite of an anticipated 15%+/- reduction in funding. During the 2021 SP term, contractors should be engaging in sustainability efforts and planning in order to demonstrate how the same levels of services will be provided in the 2024 SP with the anticipated funding.</p>

	reduction. However, this does not guarantee funding for any entity for the 2024 SP.
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Reminders:

- The Letter of Intent is due by **5:00 p.m. on October 23, 2020** via email to: fongli@saccounty.net for the Infant Safe Sleep Education Campaign, and to: dunckell@saccounty.net for Quality Child Care Support. This Letter of Intent is a non-binding document, but is required in order to be eligible to apply.
- Attachment A (Cover Page and Checklist), Attachment C (Scope of Work), and Attachment D (Budget) will be emailed to those that submit a Letter of Intent by the deadline. The documents will be sent as fillable documents in Word and Excel formats.
- The proposal in response to the RFP is due no later than **5:00 p.m. on November 17, 2020**. Proposals may be submitted electronically, via mail, or hand delivery. We encourage you to plan ahead and allocate ample time for all methods of delivery. Hand deliveries will be accepted between 2:00 p.m. – 5:00 p.m. on November 17, 2020. Please wear a mask and practice social distancing measures if you select this method of delivery.