

Names of vendors who submitted proposals: Fanwood - Scotch Plains YMCA
Right at School

Summary of Right at School Proposal: RANKED #1

- Before Care 7am - 8:30am
 - 5 Days \$235
 - 4 Days \$214
 - 3 Days \$186
 - 2 Days \$139
 - 1 Day \$85
 - Drop-In \$35
- After Care end of school day to 6:30pm
 - 5 Days \$385
 - 4 Days \$349
 - 3 Days \$305
 - 2 Days \$228
 - 1 Day \$140
 - 5 Day Partial Care until 4:30pm \$285/mo
 - Drop-In \$35
- Discount combination rates for Before & After Care
 - 5 Days \$558
 - 4 Days \$507
 - 3 Days \$442
 - 2 Days \$330
 - 1 Day \$202
- Assistance - Free & Reduced Lunch Eligible 100%
- Military Families 10%
- Sibling Discount 10%
- District Employees 50%
- Financial Proposal
 - 7% of Revenue Share with a guarantee of \$65,000
- Food Service
 - Will provide Before & After Care healthy snacks
 - Holiday Care Breakfast and Lunch
 - Early dismissal healthy snack
- Partial day care for early release days and full day camps for teacher in-service days and holiday breaks
- School Closed / Holidays \$35/day
- Enrichments
 - With district approval, can provide Electives Program as an additional offering to families. 1 hour, tuition based classes over several weeks in the arts, foreign languages, science, tech, sports, etc. Taught by local vendors, available to all students. Can also be led by district educators. RAS manages 100% of relationships with vendors, including insurance.

Summary of Fanwood - Scotch Plains YMCA Proposal: RANKED #2

- Before Care 7am - 8:30am
 - 5 Days only \$250/mo
 - Drop-In if space allows \$25/day with 24 hour notice
- AfterCare end of school day to 7pm
 - 5 Days \$405/mo
 - 3 Days \$335/mo
 - 5 Day Partial Care until 4:30pm \$270/mo
 - 2 Day Partial Care until 4:30pm \$255/mo
 - Drop-In if space allows \$45 with 24 hour notice
- Discount combination rates for Before & After Care (5 Days Only) \$655
- Assistance - Free Lunch Eligible - 90% (5 Days)
- Assistance - Reduced Eligible - 70% (5 Days)
- Sibling Discount 5%
- Financial Assistance Eligible Based on FSPY sliding scale
- Financial Proposal
 - 10% of Annual Gross Revenue from the B&A Care programs; minimum annual guarantee of \$30,000; waive all fees for use of the Y pool for SPF teams valued at \$30,000
- Food Service
 - Breakfast - none, to be supplied by family
 - After Care - healthy snack provided to include fresh fruit 2x per week
- Early Dismissal
 - Will run at each school on scheduled early dismissal days for no additional fee
- School Closed / Holidays
 - Vacation Day Programs are offered at the Y facility; pre-registration is required; Additional fees apply
- Enrichments
 - Offered in the 5 Elementary Schools for Grades K-4 on a rotating basis throughout the year. No fee for currently enrolled students. Students not enrolled in After Care will be able to register for Enrichments for an additional fee
- Additional Benefits:
 - District Employees will have free access to the Y's Virtual Fitness Platform
 - Free Membership for all 7th Graders

Through the Strategic Planning Process the district was charged with evaluating services provided for Before and After Care services under “Facilities and Infrastructure”, Objective #4 which addresses the goal to “Expand Before and After Care”. The focus of the committee was to evaluate programs to expand access to families by addressing the rate structure and program flexibility to best meet the needs of families.

The competitive contracting bid process was employed to provide a framework for this work.

Evaluation Process. Methodology of Awarding the Contract:

Committee members are required to be reported to the Board. The committee consisted of:

- Dr. Scott Bortnick
- Mrs. Candice Testa
- Christopher Jones
- James Canellas
- Lynn Hatter
- Jeanne Cleary
- Justin Fiory (participated in the site visit only)

After submission of the proposals, per the competitive contracting bid, presentations and interviews were conducted which allowed both vendors to individually present to the committee and address questions. Dr. Mast and Robin Broadbent participated in these discussions with committee members.

As part of the due diligence process, several contacts were made with other districts currently using the services of Right at School to gain feedback used in the decision making process. The information was shared with committee members and the Superintendent.

Additionally, a site visit was conducted at South River Elementary School which allowed Justin Fiory, Jeanne Cleary and Lynn Hatter to meet with staff and leadership of Right at School to see the program live. Additionally, we were able to meet separately with Dr. Zircher, Superintendent of South River Schools to gain perspective on how Right at School is conducting the Before and After Care programs in their schools. We discussed overall management, quality and services.

It is the determination of the committee that Right at School expands access to families as stated in the Strategic Plan via:

1. The rate structure
2. Discounts, including higher sibling discounts
3. 100% assistance for free and reduced eligible families
4. School Closed / Holiday coverage at \$35/day
5. Discount rates for Before and After Care for 1,2,3,4 and 5 day registrants
6. Holiday Care Breakfast & Lunch inclusion
7. Coverage for teacher in-service days

Cost Criteria

The cost criteria was broken down into two main categories, Rates for Families and Return to the District. In terms of Rates for Families, Right at School is preferable to the YMCA as the overall cost was lower and they provided additional options. Although the YMCA extended the hours of the After School Program, it is not a major need of families. In terms of Return to the District, YMCA is preferable to Right at School as the percentage return is higher. Overall, the proposals were equally ranked for the Cost Criteria. Both proposals received the full 50 points.

Technical Criteria

After review of both proposals and appropriate vetting, it was determined that Right at School provides advantages in program services. It was determined that the 180 day planned Right at School curriculum which has a focus on fostering skill for the 21st century and connecting students with their school, local and global communities will provide opportunities for students in a fun environment. Right at School received the 30 points

Management Criteria

Management criteria considered the organizational structure, training and staff resources of Right at School and the YMCA. Right at School provides access to a staff behaviorist and inclusion specialist which are resources that can support student access and success in the program. Right at School received the 20 points.