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# **NC Smart Start RFP Bidders Conference**

**October 12, 2020**



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# AGENDA

- I. Introduction and Welcome
- II. Strategic Priorities & Guiding Factors
- III. Eligibility Requirements
- IV. PFC & Smart Start Requirements
- V. Smart Start Review Process
- VI. Application Assessment
- VII. Timeline for Annual Plan Review and Approval
- VIII. Application – Bidders Packet
  - a. Smart Start Application
  - b. Logic Model
  - c. Budget
  - d. Budget Narrative
- IX. Technical Assistance (TA) for RFP Development

# Introduction & Welcome



## *Partnership's Mission and Strategic Goals*

**Vision:** Successful children ensure a thriving community and long-term economic prosperity.

**Mission:** Be the driving force to engage partners to achieve lasting positive outcomes for all children, beginning at birth.



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# Strategic Plan



## Goals

- **Organizational Development:** Internal Capacity to Realize Its Mission and Achieve Greater Impact
- **Engagement:** Families and Communities Play a Leading Role
- **Strengthening Partnerships:** An Innovative and Connected System
- **Programs:** High-Quality Opportunities for All Children.

## Strategic Priorities

- Advancing Children's Well-being
- Strengthening the Early Care and Education System
- Empowering Families



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# Guiding Principles



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## **EFFECTIVE EARLY CHILDHOOD INTERVENTIONS PROMOTE ACADEMIC SUCCESS & IMPROVED WELL-BEING**

- Improving the educational experiences of our children, beginning at birth, leads to a healthier community. Healthier communities have lower healthcare costs and more productive workforces.
- Early childhood experiences influence early brain development and contribute to later academic success and lifetime well-being.
- High-quality early childhood educational investments are cost effective strategies for improving academic success and promoting lifetime health.



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# Guiding Factors



## Guiding Factors for Decision Making



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# Eligibility Requirements

## Organization Type

- Organizations must be classified as tax-exempt under Section 501(c)(3) of the Internal Revenue Code and as public charities under Section 509(a).
- Schools, municipalities, and government programs are eligible.
- Individuals, child care facilities, and for-profit organizations are not generally funded, except in some instances where there is no suitable tax-exempt organization to carry out a program or project.
- Organizations that do not meet the above criteria (1, 2 or 3) may not use conduit organizations to apply for funding.

# Eligibility Requirements

## Target Audience

- Serve the Cumberland County area
- Serve families with children between prenatal and kindergarten entry and/or service providers of children between prenatal and kindergarten entry

## Capacity

- Organizations should have at least a three-year history of programming of EB/EI related services funding.



# PFC & Smart Start Requirements



## ALLOCATION PROCESS

Smart Start conducts an annual allocation process to review and approve funding for programs that meet the criteria of Smart Start's objectives based on both availability of annual funding and requirements of the state legislature.

Every three years, bids are requested from community agencies who are direct service providers and information is given about the types of programs we are able to fund, including proposal requirements, deadlines, procedures, etc. Funding is not guaranteed for a full three years as it depends on available funding and program performance.

Program activities are reviewed and approved by the Smart Start Board of Directors on an annual basis.



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# PFC & Smart Start Requirements



1. PFC follows a three-year strategic planning cycle, and the three-year Smart Start bidding process aligns with the Board's planning cycle and strategic directives.
  - a. *FY 2021-22, FY 2022-2023, & FY 2023-2024*
  - b. *Contracts for each subsequent fiscal year in the multi-year bidding period will be executed ONLY after satisfactory evaluation of performance, and availability of funds is confirmed.*
  
2. Smart Start funds must be allocated to programs that meet Evidence-Based or Evidence-Informed (EB/EI) criteria and evidence.



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# PFC & Smart Start Requirements



3. Smart Start funding is required to be allocated the following portions:
  - a. 41-45% to Child Care Subsidy;
  - b. 25-29% (totaling 70%) for Child Care related activities;
  - c. Remaining 30% to Family Support, Health, and System Support.
  
4. Smart Start grantees must use *Grant Evaluation Management Solutions (GEMS) Lite Data System* unless a prior written exception is made. If other data systems are used by Smart Start Grantee, the grantee must provide client-level demographic data, program participation data and outcome data.



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# PFC & Smart Start Requirements



5. A 19% match is required for all Smart Start Local Partnerships; however, PFC requests documentation of a minimum of 5% to Smart Start grantees.
6. All proposals must include a copy of the applicant's most recent audit report for amounts over \$500,000. Amounts under \$500,000, will be required to submit a Certification and Sworn Statement if funding is approved.



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# PFC & Smart Start Requirements



## 7. Fidelity Bonding Requirements

All grantees are required to have and maintain fidelity bond insurance, naming the Local Partnership as an additional insured or joint loss payee. Grantees who receive than \$100,000 in grant funds per fiscal year are also required to list the Local Partnership as a Certificate Holder, insure that amount of coverage is at least 50% of the total funds allocated, and that the policy remains in effect for at least one year after the end of the fiscal year in which funds are received.

***Governmental entities are exempt from this requirement.***



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# Smart Start Review Process

- 1. Decision Levels:** Funding decisions are approved at three levels - a local committee, the local PFC Board, and the NC Partnership for Children.
- 2. Role of the Review Panel:** A review panel of PFC staff, parents, representatives from community organizations, and experts involved in children's issues and grantmaking will review proposals and make funding recommendations to the PFC Board.
- 3. Role of Board:** The PFC Board will approve final local funding decisions.
- 4. Role of NC Partnership for Children:** NC Partnership for Children will approve Smart Start Investments for Cumberland County

# Timeline for Annual Plan Review and Approval

**October 12, 2020:** Mandatory Bidder's Meeting – 10:00 a.m. and 2:00 p.m.  
(select one from "Applicant's Next Step" above).

**December 9, 2020:** Proposals due electronically by close of business (5:00 pm).

**Jan – March, 2021:** Partnership Review Process.

**March 2021:** Annual plan recommendations for programs and funding reviewed by the Partnership Board of Directors for approval.

**March 31, 2021:** Annual plan due to the North Carolina Partnership for Children.

# Timeline for Annual Plan Review and Approval

**April 2021:** Notice to applicants regarding proposal approval.

**Late May 2021:** Notice of tentatively approved allocation with a request for any changes to the initial budget if it differs from that submitted with the proposal. ***Funding and allocation are dependent on availability of state funds.***

**June 2021:** Notice of pre-contracting documentation requirements.

**July/August 2021:** Partnership will process FY 2021-2022 contracts

August 2021: Direct Service Provider Mandatory In-Service.



# Smart Start Application

## Requirements

The following are required for submission of your FY 2021-2024 Smart Start Application:

1. Smart Start Application (Online Upload)
2. Logic Model (Word File)
3. Budget (Excel File)

# Smart Start Application

## Suggested Resources

Documents are listed with each section of the application that will assist with background information, data, and context, including factors important to Smart Start.

# Smart Start Application

## Suggested Resources Include:

- [Factors To Consider](#)
- [NCPC Early Childhood Profile Indicators for Cumberland County](#)
- [EdNC Leandro](#)
- [Why Smart Start Works](#)
- [NC Early Childhood Action Plan](#)
- [NC Early Childhood Action Plan Cumberland County Data Report](#)
- [Center on the Developing Child - Harvard University – Key Concepts in Early Childhood](#)

And more...

# Application Assessment



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Applications will be reviewed and scored based on a number of key factors. Examples include:

- How well your activity is linked to Smart Start EB/EI programming or has sufficient research underpinning the program to be approved by NCPC.
- Relationship to the Guiding Factors, including the Partnership's Strategic Priorities.
- The strength of potential impact to required measures of impact.
- The level of impact in the community for children birth to kindergarten, their families, and the early childhood community of professionals.
- An organization's ability to leverage funding to support the activity and their overall fiscal capacity.



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# Application Availability

## NEXT STEPS

The online application will be available on November 9<sup>th</sup>  
via the [Smart Start Application Center](#).

Suggested Resources not already available on the same  
site will be posted by Wednesday, October 14<sup>th</sup>.

# Technical Assistance

During the proposal development period, Zoom, telephone, and email technical assistance will be available. The following Fiscal and Program staff will provide support and guidance during the application process.

- Grant application, Evidence-Based or Evidence-Informed (EB/EI) Practices, Outcomes & Valid Assessment Tools, Logic Model:

Pamela Federline [pfederline@ccpfc.org](mailto:pfederline@ccpfc.org)

Genelle Blue [gblue@ccpfc.org](mailto:gblue@ccpfc.org)

Lydia Wiles [lwiles@ccpfc.org](mailto:lwiles@ccpfc.org)

- Budget/Contract

Marie Lilly [mlilly@ccpfc.org](mailto:mlilly@ccpfc.org)

Anna Hall [amhall@ccpfc.org](mailto:amhall@ccpfc.org)