



Department of Purchasing

100 N. Main Street, 2nd Floor
Suffolk, VA 23434
(757) 925-6762 Fax (757) 942-4333

JUN 30 PM 1:09

NOTICE OF AWARD

TO: Judy Nee, CEO
AlphaBEST Education
5980 Kinney Road
Lewisville, NC 27023

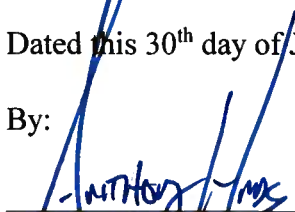
Date: June 30, 2020

Topic: RFP 1732 – Before and After School Care Programs

This notice of award is to AlphaBEST to provide Before and After School Care Programs based on the evaluation of the committee. Performance of all services related to this award shall be in accordance with RFP 1732 and addenda, your proposal received on February 24, 2020, and any negotiations all of which are incorporated in this award letter. If you have any questions concerning this matter, please contact me. Please return an acknowledged copy of this **NOTICE OF AWARD** to the Purchasing Manager at the above address within ten (10) calendar days.

Dated this 30th day of June 2020

By:



Anthony Hinds, CPPB
Purchasing Manager

ACCEPTANCE OF NOTICE

Receipt of the above **NOTICE OF AWARD** is hereby acknowledged by:

AlphaBEST _____, this the _____ day of _____, 2020.

By _____ Title _____

Copies: Dr. John B. Gordon, III, Superintendent
Wendy Forsman, Executive Director of Finance
Pam Connor, Director of Elementary Education
Bid File

RFP 1732 P
Before and After School Care Programs
June 30, 2020

Terms of Agreement

The initial term of this agreement shall begin on July 1, 2020 and continue through June 30, 2021 after which this agreement will automatically be extended for five additional one year periods, beginning July 1st and ending June 30th of each year, unless otherwise terminated by either party by giving written notice prior to April 1st of each year. The School Board may approve a price increase for each subsequent year. The request shall be presented in writing by April 1st of each year and the cost increases shall not exceed the Consumer Price Index (CPI) as developed by the Bureau of Labor Statistics, U.S. Department of Labor, for all Urban Consumers (CPI-U) South, for the preceding calendar year. Suffolk Public Schools reserves the right to purchase additional services as needed to provide the intent of this Request for Proposals and to negotiate for additional years in order to provide for the continuation of services. Furthermore, the School Board reserves the right to add or delete locations based on the needs of the School Board during the duration of this agreement and any subsequent renewals.

Pricing details are found in Attachment 1 which details the final negotiations.

AlphaBEST agrees to provide employment opportunities for all previous provider's employees.

Pandemic clause: During the time that the school division requires full-day service due to a pandemic or any time the school division ceases normal operations (five days per week) which requires all participants to use full day, the following is agreed to as a part of this agreement: Suffolk Public Schools employees will receive a 25% discount for employees for the first quarter. This discount percentage can be revised every quarter thereafter.

Pricing is as follows for the all-day services:

- 1-day: \$40.00 per day
- 2-day: \$40.00 per day
- 3-day: \$105.00 for three days
- 4-day: \$140.00 for four days

After school resumes normal operations, the pricing found in Attachment 1 will resume.

Initials _____

Date _____



May 28, 2020

Mr. Anthony W. Hinds, CPPB
Department of Purchasing
Suffolk Public Schools
10 North Main Street, 2nd Floor
Suffolk, VA 23434

Dear Mr. Hinds,

AlphaBEST Education is pleased to submit our BOFA (Best and Final Offer) to Suffolk Public Schools as follow up to our response to RFP #1722-P for Before and After School Enrichment Program services.

A revised fee schedule is attached and the highlights of our BOFA are as follows:

- Our proposed rates reflect a savings of more than 10% to families as compared to the current provider rates for the 2020/2021 school year.
- We have reduced our annual registration fee from \$75 to \$50 per student.
- We have reduced our before or after rates from \$39 to \$38 per week.
- We have reduced our before and after rates from \$71 to \$70 per week.
- We have reduced our Punch Pass rate from \$150 to \$125 for 10 drop-in visits.
- We have reduced our full day rate from \$55 to \$40 per day.
- We have increased our Suffolk Public Schools employee discount from 20% to 50%.
- We are guaranteeing a fund equal to \$150,000 for full or partial scholarships. (based on estimated enrollments, this guaranteed fund will provide 1 full or partial scholarship for every 6 students)
- A fund equal to 3% of revenue will be available to the district and can be directed to the education foundation if desired. (3% of revenue is estimated to be \$35,000)
- Bonus: AlphaBEST will donate a \$1,500 Kaplan Early Learning Company gift card annually to Suffolk Public Schools for the purchase of PreK materials and supplies.

Thank you for continuing to consider our proposal.

Sincerely,

A handwritten signature in cursive script, appearing to read "Judy Nee".

Judy Nee
CEO

AlphaBEST Proposed Fee Schedule

(proposed rates are less than current provider)

Program Offerings for Suffolk Public Schools

		<u>Weekly Fees</u>
Before School (6:30am to start)	5 Days per Week	\$38.00
After School (dismissal to 6:00pm)	5 Days per Week	\$38.00
Before & After School	5 Days per Week	\$70.00
Registration Fee	\$50.00	Per Child
Full Day (6:30a to 6:00p)	\$40.00	Per Day
10-Visit Drop-in Punch Pass	\$125.00	Per 10-Visit Pass
Early Release Days	\$162.00	Per School Year Pass
Sibling Discount		10%
Military and First Responder Discount		20%
Reduced Lunch Qualified Discount		12%
Free Lunch Qualified Discount		15%
Suffolk Public Schools Employee Disc.		50%

Revenue Share and Scholarship Fund

<p>Revenue Share</p> <p>District may choose to direct any portion of the funds to the Education Foundation</p>	<p>3%</p> <p>(projected to be approximately \$35,000)</p>
<p>Scholarship Fund</p> <p>Full or partial scholarship awarded based on free/reduced lunch status</p>	<p>\$150,000</p> <p>(based on estimated enrollments, this guaranteed fund will provide at a minimum 1 full or partial scholarship for every 6 students enrolled)</p>

Bonus

\$1,500 Gift Card from Kaplan Early Learning Company – Annually