

RFQ 24MISC9
QUALIFICATION FOR STUDENT ENRICHMENT SERVICES

FACT SHEET

A. **Overview:** This recommendation is to establish a contract with qualified vendors to provide student enrichment services aligned with the Maryland Blueprint for Title I schools. Proposals were opened on April 22, 2024.

1. **Bid Participation:**

62 proposals downloaded
15 companies submitted a proposal

2. **Proposals were received from:**

Arde Kids LLC (Brooklyn, NY)
Athena Coding (Hingham, MA)
Black Rocket Productions, LLC dba: Black Rocket (Freehold, NJ)
BTST Cares Inc. (Baltimore, MD)
Catapult Learning, LLC (Elmsford, NY)
Discover STEAM, Inc. (Rockville, MD)
IQRA Educational Services Inc. dba: Mathnasium of Mount Airy (Elkridge, MD)
Leaders of Tomorrow Youth Center, Inc (Baltimore, MD)
PBSG Services, LLC dba: Mathnasium of Frederick (Frederick, MD)
Right At School, LLC (Evanston, IL)
Science Guys of Baltimore (Nashville, TN)
Springboard Collaborative (Philadelphia, PA)
Tutor Partners, LLC (Ellicott City, MD)
VitalizeGroup, LLC dba: Whiz Kid Academy (Rockville, MD)
Young Mens Christian Association (YMCA) of Frederick County MD (Frederick, MD)

3. **Other Facts:**

- The intent of this solicitation is to qualify vendors to provide students with extended learning and enrichment services, while also providing childcare at our five community schools. Based on the wraparound services in the Maryland Blueprint. A needs assessment was completed to gather data about the needs of the families at the community schools. Childcare and safe and secure activities in the neighborhood were the top two priorities identified. Additionally, families and staff indicated that access to music, art, theater and STEAM/STEM activities would be helpful to students.
- The initial qualification period will be effective from the date of award through June 30, 2026. The qualification period may be extended on an annual basis for three additional terms at the sole discretion of the Board of Education of Fredrick County Public Schools.
- Staff members reviewed and scored the technical proposals. New firms that submitted a technical proposal were interviewed. The cost proposals were reviewed and given a minimal score to ensure all prices were in line with each other. Selection is based on the total score of each vendor's technical and cost proposal.
- Vendors that were qualified and awarded under the previous bid, RFQ 23MISC14, were invited to participate under this RFQ, with a pre-approved status, provided they submitted a complete packet. Pricing for these vendors remained the same as under RFQ 23MISC14.
- The pre-approved companies who submitted valid responses were: Right At School, Tutor Partners, Whiz Kid Academy, and the YMCA of Frederick County.
- The contract will be administered by DeVeda Coley, Supervisor of Community Schools, System Accountability and School Administration (SASA).

4. **Source of funding:** Parents pay the providers directly for services.

B. **Recommendation:** Staff recommends RFQ 24MISC9, Qualification for Student Enrichment Services, be awarded to various vendors, per the attached Scoring Summary and Cost Summary.

C. **Action taken by the Board (Purchasing use only):**

Approved Denied Deferred Other DG/sg
06.26.24 Date _____ Date _____ Date _____ Date BOE Mtg.: 06.26.24

RFQ 24MISC9, Qualification for Student Enrichment Services
Scoring Summary

Vendor	Tech Score	Interview	Cost Score	Total
Possible score	150	30	30	210
Discover STEAM Incorporated	133.98	24	20.31	178.29
Science Guys of Baltimore	109	26.67	30	165.67
Catapult Learning, LLC	86.3	26	16.3	128.6
BTST Cares	95.18	26	3.85	125.03
Black Rocket Productions, LLC	83.11	24.67	13.44	121.22
Springboard Collaborative	61.57	21	17.58	100.15
IQRA Educational Services	70.75	24	0.75	95.5
Athena Coding	63.73	26.67	3.4	93.8
Mathnasium of Frederick	68.75	20.67	1.75	91.17
Arde Kids LLC	60.92	11.67	3.25	75.84
Leaders of Tomorrow Youth Center Inc	67.33	0	0	67.33

Technical Evaluation Criteria:

- Financial resources
- Satisfactory performance references
- Adequate facilities and equipment
- Satisfactory evaluation of legal history
- Any other criteria deemed pertinent by the committee
- Satisfactory review of Program Workplan

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COST SUMMARY

	Arde Kids LLC			Athena Coding			Black Rocket Productions dba: Black Rocket			BTST Cares Inc.			Catapult Learning LLC			Discover STEAM Inc.			IQRA Educational Services, Inc dba: Mathnasium of Mount Airy			Leaders of Tomorrow Youth Center			PBSG Services, LLC dba: Mathnasium of Frederick			Science Guys of Baltimore			Springboard Collaborative				
	Rate	Period	Total	Rate	Period	Total	Rate	Period	Total	Rate	Period	Total	Rate	Period	Total	Rate	Period	Total	Rate	Period	Total	Rate	Period	Total	Rate	Period	Total	Rate	Period	Total	Rate	Period	Total		
A. School Year — One Child:																																			
1) Annual Registration Fee (One time/year)	\$50.00	1	\$50.00	\$100.00	1	\$100.00	\$12.00	1	\$12.00	\$50.00	1	\$50.00	\$1.00	1	\$0.00	\$1.00	1	\$1.00	\$199.00	1	\$199.00				\$120.00	1	\$120.00	\$1.00	1	\$0.00	\$1.00	1	\$1.00		
2) Weekly Cost for Enrichment Services (Non-holiday weeks)	\$66.00	9	\$594.00	\$60.00	9	\$540.00	\$16.00	9	\$144.00	\$55.00	9	\$1,980.00	\$150.00	9	\$1,350.00	\$36.70	9	\$330.30	\$288.00	9	\$2,592.00				\$120.00	9	\$1,080.00	\$13.00	9	\$9.00	\$75.50	9	\$679.50		
3) Weekly Cost for Enrichment Services (Holiday weeks)	\$66.00	2	\$132.00	\$50.00	2	\$100.00	\$125.00	2	\$250.00	N/A	2	N/A	\$150.00	9 weeks	\$1,350.00	N/A	N/A	N/A	\$192.00	19 weeks	\$3,648.00				\$150.00	2 weeks	\$300.00	\$13.00	Unknown	Unknown	N/A	N/A	N/A		
4) 1/2 Day Closings with Extended Services Offered	N/A	N/A	N/A	\$20.00	1 day	\$20.00	N/A	N/A	N/A	\$20.00	4 days	\$80.00	N/A	N/A	N/A	N/A	N/A	N/A	\$224.00	2 days	\$448.00				N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
5) 2 Hour Delayed Openings/Early Dismissals With Extended Services Offered	N/A	N/A	N/A	\$20.00	1 day	\$20.00	N/A	N/A	N/A	\$10.00	6 days	\$60.00	N/A	N/A	N/A	\$20.00	3 days	\$60.00	\$160.00	7 days	\$1,120.00				N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
6) Full Day School Closings with Services Offered	N/A	N/A	N/A	\$20.00	29 days	\$580.00	\$75.00	10 days	\$750.00	N/A	N/A	N/A	N/A	N/A	N/A	\$70.00	3 days	\$120.00	N/A	N/A	N/A				N/A	N/A	N/A	\$60.00	1 day	\$60.00	N/A	N/A	N/A		
*Total School Year Fees:			\$644.00		\$640.00			\$156.00			\$2,030.00			\$1,350.00			\$331.30			\$2,791.00						\$1,200.00			\$9.00			\$680.50			
B. Summer Services — One Child:																																			
Summer Registration Fee	\$20.00	Once	\$20.00	\$0.00		\$0.00	\$12.00		\$50.00	Once	\$50.00	\$0.00		\$0.00	N/A	N/A	N/A	\$99.00	Once	\$99.00				\$60.00	Once	\$60.00	Unknown	Unknown	Unknown	N/A	N/A	N/A			
Full Time Regular Billed Weeks	\$90.00	9 weeks	\$810.00	\$300.00	12 weeks	\$3,600.00	\$315.00	8 weeks	\$2,520.00	\$240.00	8 weeks	\$1,920.00	\$550.00	5 weeks	\$2,750.00	N/A	N/A	N/A	\$667.50	9 weeks	\$6,007.50				\$120.00	12 weeks	\$1,440.00	Unknown	Unknown	Unknown	N/A	N/A	N/A		
*Total Summer Fees:			\$830.00		\$3,600.00		\$2,532.00		\$1,970.00		\$2,750.00			\$2,750.00			N/A		\$1,500.00		\$6,106.50						\$1,500.00			Unknown	Unknown	Unknown	N/A	N/A	N/A
*TOTAL ANNUALIZED COST PER CHILD			\$1,606.00		\$6,630.00		\$4,056.00		\$4,110.00		Unknown			Unknown		\$1,070.90			\$17,857.50						\$6,240.00		Unknown	Unknown	Unknown			N/A			
C. Extended Emergency Care on an Hourly Basis, outside normal hours:																																			
	N/A			\$300.00/hour			N/A			\$22.00/hour			N/A			N/A			N/A			\$50.00/hour			N/A			N/A							
D. How do the above rates change for more than one child in the program:			The rates above are given based on a 9 child min. per class and a max. of 16. More than 16 children will constitute to a secondary class.			They are discounted 10%			Black rocket offers a fixed rate per child per instructional hour. Black Rocket is willing to work with district to offer multi-week or multi-child discounts.			For families with more than one child enrolled, a 10% sibling discount will be applied to the weekly enrichment fee for each additional child during the school year and summer. The registration fee will be waived for additional children. All other fees will remain the same.			N/A			N/A, we can consider on a per school basis based on need.			We offer a 10% sibling discount.			N/A			Minimum of students for this program is 5 per site.			N/A					
Additional Notes:			1)Annual registration fee, unsure what they are registering for? Is this an additional fee on top of program fees? 2)If a week has one holiday during it, is it a holiday week? 3)Not clear from the schedule how many half days there are. 4)Not clear how many 2 hour delayed openings/early dismissals there are. 5)Total School Year Fees, as a rule, we like to charge \$20.00 per student, per hour. 6) Summer registration fee, what are they registering for separate from services rendered? Three hours of services per day in the summer?			1)Annual registration fee, unsure what they are registering for? Is this an additional fee on top of program fees? 2)If a week has one holiday during it, is it a holiday week? 3)Not clear from the schedule how many half days there are. 4)Not clear how many 2 hour delayed openings/early dismissals there are. 5)Total School Year Fees, as a rule, we like to charge \$20.00 per student, per hour. 6) Summer registration fee, what are they registering for separate from services rendered? Three hours of services per day in the summer?			2) Price per student, based on 1.5 hours/week 3) Price per student, based on 12 hours of curriculum			D. Example: For a family with 2 children, the total weekly enrichment fee during the school year would be: 1st child: \$55.00 2nd child: \$55.00 - 10% = \$49.50 Total weekly fee for 2 children: \$104.50 For the same family during the summer: 1st child: \$240.00 2nd child: \$240.00 - 10% = \$216.00 Total weekly fee for 2 children: \$456.00			Total Annualized cost per child, total will vary based on the number of 9 week school year cycles attended and participation in summer. Minimum of 12 students (4 groups) with average of 3 students per group. Groups need to encompass students of comparable grade levels. Minimum of 12 students (4 groups) with average of 3 students per group. Summer rates are based on 15 hours per week per group for 5 weeks. Groups need to encompass students of comparable grade levels. Please note that while we are prepared and excited to enter into partnership with FCPS, we are not equipped to set up a parent pay option.			See page 46.10 for Middle School pricing and for other programs such as the scientist in residence and sustainable STEM programs. This fee proposal is for STEAM enrichment and is scalable, see page 46.10 for example.			Additional fee proposal for more than one child was included in proposal.			No fee proposal included			We have listed "???" Under many of the above options, because we are happy to offer these programs, but without further information it is very difficult to price. In general, we would have before and after school class of up to 20 students for a minimum of \$200.00 per class. This can be achieved with a per child rate of \$13.00 per child with a minimum of 15 children, or it could be a base rate of \$200 per class for up to 20 kids. The base rate method is often most useful under these circumstance to ensure that even if 8 kids attend on a given day, the class will not be canceled due to low enrollment. Our rates will be \$300 minimum per class on major US Holidays. 1/2 day closings with extended services or 2 hour delays could be a one-hour class for the standard \$200 per class, or we could offer a multi-hour class to fill the unique time span for the flat rate, usually following \$200 per hour with a maximum of 20 kids. For a full day closing where we offer services from 9 am -4 pm or similar, we will charge \$60 per child and have a minimum rate of \$900 for the day or 15 students minimum. These are like mini								

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