



# City of San Antonio

## Agenda Memorandum

**File Number:**  
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**Agenda Item Number:** 11

**Agenda Date:** Invalid date

**In Control:** San Antonio Early Childhood Education Municipal Development Corporation Meeting

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**DEPARTMENT:** Pre-K 4 SA

**DEPARTMENT HEAD:** Dr. Sarah Baray

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

Approval of Consulting Enterprise Professional Services Agreement

**SUMMARY:**

This item requests Board action to approve a professional services agreement with Bounceology, Inc. to provide consulting services for Pre-K 4 SA to support the development and implementation of a Consulting Enterprise model for a term of two years, with one, one-year option to renew for a total contract value not to exceed \$540,000.00.

**BACKGROUND INFORMATION:**

Third party evaluators have confirmed that Pre-K 4 SA is more than a preschool. A visionary initiative and citywide movement for the future of San Antonio, it began and is supported by business leaders, city officials, and a Board of Directors who believe that access to high-quality pre-kindergarten education can make a positive change in one generation.

The efficacy of the Pre-K 4 SA initiative has been documented through annual independent program evaluations. These studies focused primarily on outcomes associated with Pre-K 4 SA Education Centers and Family Engagement. Collectively, these studies suggest that children who attend Pre-K 4 SA tend to enter the program below the national norm in key developmental indicators and meet or exceed those norms by the end of the prekindergarten year. Further, these studies show that children who attend Pre-K 4 SA continue to reap academic and social benefits from the program well beyond the prekindergarten year. In addition to direct benefits to children, Pre-K 4 SA has demonstrated strong economic benefits to the community. An independent benefit-cost analysis found that Pre-K 4 SA returned an estimated \$7.36 million in benefits to the San Antonio community in a single year.

Through the program's first eight years, Pre-K 4 SA has provided a high-quality early education model that empowers children at a critical age for school and life success, has provided training and resources to early education teachers and leaders throughout our city, and has supported other prekindergarten programs across San Antonio. Due to the overwhelming success of Pre-K 4 SA, the citizens of San Antonio voted to approve an additional eight-year authorization of the program.

The program's focus on advocacy, operations, high-quality early childhood education, research and training has positioned Pre-K 4 SA as a national leader and expert in high-quality early learning and care. Cities and counties across the United States frequently turn to Pre-K 4 SA as a thought partner and consultant when evaluating how to achieve similar outcomes in their communities. As a part of its strategic plan for the second authorization period, Pre-K 4 SA seeks to leverage its position as a national leader and expert to advance early childhood policy, research, and innovation both within San Antonio and beyond by providing consulting services to interested parties, giving them the tools and resources needed for replication, and generating revenue for the Pre-K 4 SA program.

Pre-K 4 SA worked in coordination with the City's Finance Department, Procurement Division (Procurement) to develop a Request for Proposals (RFP) inviting qualified individuals and/or firms to submit proposals for an assets assessment and development of a self-sustaining Consulting Enterprise model for the Pre-K 4 SA program. The City issued a Request for Proposals for a Consulting Enterprise on December 13, 2022, with a submission deadline of February 1, 2023. Five (5) proposals were received and deemed responsive to move forward to evaluation.

The Finance Department, Procurement Division facilitated the process by ensuring compliance with City's procurement policies and procedures. The proposals were evaluated based on the firm's experience, background, qualifications and proposed plan. The evaluation of each proposal response was based on a total of 100 points; 25 points allotted for experience, background and qualifications; 30 points allotted for proposed plan; 20 points allotted for respondent's price schedule. A total of 10 points was allotted for the Small Business Economic Development Advocacy (SBEDA) SBE (5 points) and M/WBE (5 points) Prime Contract Program. Up to 10 points were allotted for Local Preference Program (LPP) and 5 points were allotted for Veteran-Owned Small Business Preference Program (VOSBPP).

The evaluation committee met to review, discuss, and score all proposals on February 27, 2023.

The committee recommended awarding the contract to the top-ranked respondent, Bounceology, Inc. The initial term of this agreement shall begin May 15, 2023 through May 14, 2025. At Pre-K 4 SA's option, this contract may be renewed for one (1) additional, one (1) year period and shall be authorized by this action.

#### **ISSUE:**

This contract with Bounceology, Inc. will provide for an assets assessment and development of a self-sustaining Consulting Enterprise model for the Pre-K 4 SA program. The contract will be awarded in compliance with the Small Business Economic Development Advocacy (SBEDA) Program, which requires contracts be reviewed by a Goal Setting Committee to establish a requirement and/or incentive unique to the particular contract in an effort to maximize the amount of small, minority, and women-owned business participation on the contract. The Goal Setting Committee applied the Small and Minority/ Women-Owned Business Enterprise Prime Contract Program with ten (10) evaluation preference points awarded to Bounceology, Inc. as they are a certified SBE and M/WBE firm located within the San Antonio Metropolitan Statistical Area.

#### **FISCAL IMPACT:**

**This action would result in approval of a professional services agreement with Bounceology, Inc. to provide consulting services for Pre-K 4 SA to support the development and implementation of a Consulting Enterprise model for a term of two years, with one, one-year option to renew for a total contract value not to exceed \$540,000.00.**

**Funds are budgeted and available within the Pre-K 4 SA Operating Fund. Future contract year funds are contingent upon approval of the annual operating budget by the Corporation's Board of Directors.**

#### **ALTERNATIVES:**

Should this contract not be approved, Pre-K 4 SA will be unable to develop a Consulting Enterprise Model to provide consulting services to interested parties, give them the tools and resources needed for replication, and generate revenue for the Pre-K 4 SA program using this strategy.

#### **RECOMMENDATION:**

Staff recommends Board approval of a professional services agreement with Bounceology, Inc. to provide consulting services for Pre-K 4 SA to support the development and implementation of a Consulting Enterprise model for a term of two years, with one, one-year option to renew for a total contract value not to exceed \$540,000.00.

This contract is procured by means of Request for Proposals and a Contract Disclosure Form is attached.