



Memo

To: Commissioners, First 5 Ventura County
From: Holly Goldberg, PhD, Program Manager
Date: July 20, 2017
Re: Recommendation to Grant Authority to Contract with the Sorensen Impact Center to Conduct the Pay for Success Feasibility Study

Background

In April 2017, the Commission released a Request for Proposals (RfP) for a contractor to conduct a feasibility study that will determine the viability of using a Pay for Success (PFS) approach to expand high-quality preschool to children in Ventura County who do not currently have access. The RfP described the scope of work, a set of desired qualifications, and criteria which would be used for evaluating proposals.

Four applications were received by the May 24, 2017 due date. The four applications were read and scored by three independent readers without a conflict of interest, utilizing a scoring matrix that aligned with the application questions and evaluation criteria set forth in the RfP.

In June 2017, the three independent readers met to discuss the application and to develop funding recommendations. The following factors were considered in the decision making:

- Applicant's qualifications and capacity to implement the scope of work.
- Applicant's strong knowledge and experience with the PFS financing model.
- Applicant's prior history conducting feasibility studies specifically for early childhood programs.
- Applicant's demonstrated ability to develop a robust plan for stakeholder engagement.

Three of the four applicants clearly met the expectations outlined in the RfP. The independent reviewers directed staff to interview the three applicants and to contact their respective references in order to determine the most qualified applicant. Information gathered from the interviews and reference checks was brought back to the reviewers for final assessment and funding recommendation.

Recommendation

The recommended action would grant authority to the Executive Director to enter into a contract with the Sorenson Impact Center to conduct a Preschool Pay For Success Feasibility Study. The total contract would be for an amount not to exceed \$130,000 for July 21, 2017 through June 30, 2019. No new allocation of funds would be required as funds are provided by the U.S. Department of Education.