



Edwin M .Lee
Mayor

Revised on February 7, 2017



September Jarrett
Director

Notification of Funding Availability (NOFA) #746

Early Learning Scholarships

(Family Child Care Application)

Application package available: Friday, January 27, 2017

Application Due Date: Friday, March 3, 2017 – No later than 5:00 p.m.

Courtesy Copies of this NOFA are available in Spanish and Chinese and can be found at <http://sfoece.org/funding-opportunities/>

I. General Information and Schedule

A. Introduction

The San Francisco Office of Early Care and Education (OECE), in partnership with the San Francisco Human Services Agency (SF-HSA), is accepting applications for the new Early Learning Scholarship (ELS) funding. Funding is being made available to qualified, licensed Family Child Care (FCC) homes to support the City’s implementation of the [San Francisco Citywide Plan for Early Care and Education](#).

All family child care providers are encouraged to apply through this open, competitive process. All family child care providers currently receiving City funding (through C-Wages, Preschool for All and any other City funding) must apply in order to continue to receive this City funding. Licensed child care centers interested in applying for City funding should apply through the separate Center NOFA Application, which can be found at www.sfoece.org.

Building on research, and in response to input from the field, the Early Learning Scholarship approach aims to:

- Pay FCCs enhanced rates that cover the cost of operating a quality program (as defined as meeting Tier 3 of the California Quality Rating and Improvement System)¹
- Ensure continuity of care for Target Populations²
- Reduce redundant paperwork and reporting

The Early Learning Scholarship funding approach was informed by a year-long [Comprehensive Fiscal Analysis](#) that included a review of all federal, state and local funding used to support ECE services and analysis of revenues and expenses of a diverse variety of San Francisco Family

¹ For a description of the QRIS and the Tier 3 requirements, go to page 11-12.

² For a description of Target Populations, go to page 3.

Child Care homes and Centers. More than 100 local stakeholders participated in the process, which resulted in recommendations to streamline and improve the existing local funding approaches. (For more background on why this new funding approach was developed, please refer to Appendix D.)

The new ELS approach will take effect July 1, 2017. To be considered for City funding under this new approach, FCCs must complete the application accompanying this NOFA. It is anticipated that not all applications will be funded and/or funded at their requested amount.

FCCs that are selected through the application process will then work with OECE to develop one funding agreement with OECE that encompasses any ELS funding streams.

The term of the Funding Agreement will be July 1, 2017 to June 30, 2020 (three years). OECE shall have the option to extend the term for up to an additional two years. OECE may, at any point during the terms of this agreement, increase or otherwise modify the funding amount depending upon the availability of funding and service need. The option to extend or modify may be exercised at OECE's sole, absolute discretion. OECE reserves the right to make multiple or partial awards of funding agreements through this NOFA.

B. Schedule (dates and times subject to change)

NOFA Issued January 27, 2017

Information Sessions:

January 30th, 2017 (Held in Spanish)

6:30-8:30 pm

445 Church Street, Room 120

[Click here to register](#)

And

January 31st, 2017 (Held in English)

6:00-8:00 pm

1390 Market Street, Suite 1125

[Click here to register](#)

And

February 2nd, 2017 (Held in Chinese)

6:30-8:30 pm

445 Church Street, Room 120

[Click here to register](#)

February 3rd, 2017 (Held in Chinese)

6:00-8:00 pm

1650 Mission Street, 4th Floor

[Click here to register](#)

Applications due

March 3, 2017 by 5:00 PM

Review of Response Packages	through April
Tentative Award Letter (Approximate)	early May
Funding begins as of	July 1, 2017

C. **Definitions**

See Appendix A

D. **Target Population**

The San Francisco early care and education system is focused on serving the needs of 0 – 5 year olds with a focus on low-income families. OECE has adopted a particular emphasis on “Target Population” families which include: low-income African American children, low-income Latino children, low-income English Language Learners, families who are homeless, children at-risk of abuse and/or neglect or involved with the child welfare system, and children with identified special needs or disabilities. Low-income is defined as a family’s income at or below 70% of the State Median Income (see Appendix C).

E. **Description of Early Learning Scholarship Funding Streams**

This NOFA makes local funds available to licensed FCCs to serve children ages 0 – 5. In an attempt to maximize federal and state funding before spending local City funding, OECE has created the following ELS funding streams. Several of the funding streams below augment federal and state funds already supporting subsidized FCCs. ELS funding streams provide enhanced rates to cover the cost of providing quality services at Tier 3 on the QRIS in San Francisco.

The application forms that accompany this NOFA ask FCCs to estimate how many children they plan to enroll using each of the following funding streams during peak enrollment between July 1, 2017 through June 30, 2018.

Note: California Department of Education Family Child Care Home Network (FCCHN) Contract Administrators are not eligible for this NOFA. OECE will conduct a separate procurement process for FCCHN Contract Administrators. FCCs that are members of these networks are encouraged to apply for funding through this NOFA.

Below is a description of the Early Learning Scholarship (ELS) funding streams:

ELS – City (Reserved): This funding is “reserved” or assigned to specific FCCs and is designated to support Target Population families. If an FCC is approved for an ELS-City (Reserved) slot, the FCC must fill that “reserved” slot with an eligible child to receive full tuition reimbursement until the child reaches Kindergarten, subject to funding availability. ELS-City (Reserved) slots will be funded at the ELS FCC Rate, which is based on the cost of providing quality services at Tier 3 on the QRIS.

FCCs awarded ELS-City (Reserved) funding must enroll families from the centralized waiting and eligibility list (currently SF3C) to fill their reserved slots. Children at the time of their initial subsidy enrollment must be under the age of 4. OECE's ECE Integrated Services Grantee(s) will determine families' need and eligibility (e.g., low-income and employed, attending school or training, job search or incapacitated, etc.).

FCCs with significant experience serving: families who are homeless, children at-risk of abuse and/or neglect or involved with the child welfare system (FCS), children with identified special needs or disabilities, low-income infants and toddlers will be prioritized for this type of funding.

ELS – City (Voucher): This funding provides a “portable” City funded voucher to low-income children under the age of 4 whose families need ECE services but for whom other state or federal subsidies are unavailable. Approved children will receive full tuition reimbursement for at least a minimum of one program year, and Target Population families will be funded until the child reaches kindergarten, subject to funding availability.

FCCs apply for ELS-City (Voucher) funding based on their projected peak enrollment capacity for serving ELS-City (Voucher) children. ELS-City (Voucher) funded enrollments may not supplant, or replace, state/federal funded slots. Families are selected for available ELS-City (Voucher) funding through the centralized waiting and eligibility list (currently SF3C). OECE's ECE Integrated Services Grantee(s) will determine families' need and eligibility (e.g., low-income and employed, attending school or training, job search or incapacitated, etc.). Approved families may then select and enroll in any Center or FCC awarded funding through this NOFA if the provider has a vacancy. FCCs selected by families will receive funding for enrolled eligible children at the ELS FCC Rate, which is based on the cost of providing quality services at Tier 3 on the QRIS.

Priorities for this funding are families with a child under age 4 who are homeless or at-risk of abuse and/or neglect or involved with the child welfare (FCS) or have identified special needs or disabilities.

Note: Families *involved with the child welfare system or who are homeless* with a child under the age of 4 may also receive ELS-City (Voucher) funding for their older siblings, through age 12, to receive care through an eligible provider.

ELS – City (Moderate): OECE is also interested in expanding, over time, ELS – City subsidies for low-moderate income families -- ELS – City (Moderate). These Early Learning Scholarships are for providers who serve low-moderate-income families with children under the age of 4 whose families need ECE services but who are not eligible for other state or federal subsidies. Approved families verified as low-moderate-income - defined as above 70% of State Median Income and less than 110% of Area Median Income (for example, between \$42,215 and \$106,656 for a family of 3) - by the ECE Integrated Services Grantee(s) may select and enroll in any OECE approved provider. Approved children may receive Early Learning Scholarship support for at least a minimum of one program year.

ELS – Gap: This funding provides an enhanced rate to fill the gap between state and/or federal funding and the cost of providing quality services at Tier 3 on the QRIS in San Francisco. The gap funding amount per child will depend on the amount of the state and/or federal subsidies supporting that child.

The gap funding amount will be calculated by the following formula for all FCCs: the ELS FCC Rate, which is based on the cost of providing quality services at Tier 3 on the QRIS, **minus** the State Reimbursement Rate and/or applicable Child and Adult Food Program rate, or any combination (i.e., stacked funding) of any state/federal funding streams= ELS Gap funding amount.

Children supported by this funding must be between the ages of 0 and 5.

ELS – Bridge: This funding provides continuity of care, when approved by OECE, for families who lose their eligibility for local, state and/or federal subsidies. FCCs serving children ages 0 to 5 years old who have lost their subsidy eligibility and that have been approved by OECE will be funded at the ELS FCC Rate, which is based on the cost of providing quality services at Tier 3 on the QRIS, for at least a minimum of one program year. Target Population families will be funded until the child reaches kindergarten if they do not regain eligibility for state or federal subsidies, subject to funding availability.

Target Population families will be prioritized for this type of funding. The length of continuity and criteria for approving eligible children may change depending upon funding availability.

ELS Full Day, Part Day, Full Year and Part Year Definitions

ELS funding can be used for both full day and part day enrollments, and for both full year and part year enrollments. As noted below, ELS-GAP funding will use the definitions of full day, part day, full year and part year determined by the underlying subsidy. Below is a table that defines these terms:

For FCC ELS-Gap funding used with a State Voucher	
Full Day	30 hours per week
Part Day	Less than 30 hours per week
For FCC ELS-City and FCC ELS-Bridge funding	
Full Day	6.5 -10.5 hours a day
Part Day	3.5-6.4 hours a day
Full Year	At least 246 days a year
Part Year	At least 175 days a year

ELS Infant, Toddler, and Preschool Definitions

ELS-Gap funding will use the definitions of infant, toddler, and preschool age determined by the underlying subsidy. ELS-City funding will use the following definitions of age groups:

Infant: ages 0 to 24 months

Toddler: more than 24 months to less than 36 months

Preschool: ages 3 to 5 years old

Preschool for All (9 month or 12 month): This funding is a continuation of the Preschool for All “Tuition Credit” and “Quality Enhancement” funding for existing Preschool for All-9 month and Preschool for All-12 month FCCs serving 4 year olds for two fiscal years. OECE has the sole discretion to extend that term. This funding stream provides FCCs a “PFA Tuition Credit” paid by OECE toward unsubsidized eligible child enrollment on behalf of the parent. The Tuition Credit is determined in accordance with the OECE Program Operating Guidelines available at www.sfoece.org. Only existing Preschool for All providers are eligible for this funding stream.

PFA earnings not utilized as a “PFA Tuition Credit” are budgeted by the FCC as “PFA Enhancement funding,” which must be budgeted in support of a Quality Improvement Plan.

Preschool for All rates will continue to vary based on the permit level of the Lead Teacher in the Preschool for All FCC. Part day Preschool for All is defined as either 2.5 hours per day (if 245 enrollment days per year) or 3.5 hours per day (if 175 enrollment days per year), per OECE Program Operating Guidelines. Programs are designated as either Preschool for All- 9 Month if the program operates for 9 months, or as Preschool for All – 12 Month if the program operates for 12 months or more. The rates are the same for both designations.

Annual Quality Grant: This funding is an additional annual, per child amount (calculated on subsidized enrollments) that is added to a FCC’s OECE funding agreement if they are rated as Tier 4 or 5 on the QRIS. This funding stream signals that the City recognizes increasing levels of quality, and over time, aims to enhance funding to incentivize and reward FCCs for higher QRIS ratings. This funding is from both the California Department of Education and the City.

Transition Funding: This funding is to help currently funded providers ensure continuity of services for children currently enrolled, and provide some funding stability during the first two years of OECE’s new ELS funding approach. FCCs currently funded through CWAGES and/or Preschool for All which will face reductions in their OECE funding under the new approach will be prioritized for this funding stream. Transition funding will be one-time funding paid over two years. Transition funding is limited and will be negotiated with OECE. Programs must apply through the application that accompanies this NOFA in order to be eligible.

F. **Rates**

Below is a table of the rates for each applicable ELS funding stream, including rates for full day, part day, full year and part year:

Early Learning Scholarship FCC Rates				
	Full day, Full Year	Full day, Part Year	Part day, Full Year	Part day, Part Year
Infant	\$20,707	\$14,731	\$11,389	\$8,102
Toddler	\$20,707	\$14,731	\$11,389	\$8,102
Preschooler	\$19,494	\$13,868	\$10,722	\$7,627

Below is a table of the rates for Preschool for All funding:

Preschool for All Rates

Permit level of Lead Teacher in the Classroom	Preschool for All (9-month or 12 month)
Teacher Permit	\$ 4,950
Master Teacher Permit	\$ 5,750
Site Supervisor Permit	\$ 5,750
Program Director Permit	\$ 6,000

Annual Quality Grant Amounts:

This funding is an annual per child amount (calculated on subsidized enrollments) that is added to a FCC’s OECE funding agreement if they are rated as Tier 4 or 5 on the QRIS.

One-Time, Per Child Amount	Tier 4	Tier 5
Infant/Toddler	\$ 300	\$ 330
Preschooler	\$ 200	\$ 220

Transition Funding: There is no rate for Transition funding. The amount of transition funding per agency will not exceed the agency’s projected loss under the new funding approach, as determined by OECE. Amounts will be negotiated with OECE. Transition funding is limited.

Examples

For two examples of how an FCC’s funding agreement with OECE would be calculated under this new approach using the above rates, please see Appendix E.

II. Scope of Work

The Scope of Work is to be used as a general guide and is not intended to be a complete list of all work necessary to complete the project.

A. Program Assurances

Below is a brief description of the program requirements any FCC receiving Early Learning Scholarship or Preschool for All funding must agree to. For more detailed information on these program requirements, please refer to the OECE Program Operating Guidelines located at www.sfoece.org.

Quality:

1. **Curriculum** – FCCs must utilize an evidenced-based curricula, which aligns with either the California Department of Education [Infant/Toddler Learning & Development Foundations](#), California Department of Education [California Preschool Curriculum Frameworks \(Volumes 1-3\)](#) (if serving preschool-age children), or the [Head Start Early Learning Outcomes Framework: Ages Birth to Five](#).
2. **Quality**– FCCs must participate in a staffed family child care network and develop and implement a Quality Improvement Plan that incorporates analysis and reflection on child assessments, observations, and other data about the program.
3. **Intentional Approach & Parent-Teacher Conferences** OECE requires FCCs to have an intentional approach to engage families and to hold at least two individual parent-teacher conferences each program year to discuss the child’s progress. OECE may require FCCs to comply with additional family engagement requirements that are developed in partnership with the Family Child Care providers at a future date during the funding term.
4. **Family Surveys** To help ensure that families’ needs are being met and that they have a formal mechanism to provide feedback to the FCC, OECE will require FCCs to survey families of OECE-funded children, should their program be selected. Each year, different providers across the City will be randomly selected to participate.
5. **No Faith-Based Teaching** Providers may not deliver any direct faith-based instruction during program time supported with OECE funds.
6. **Quality Supports** Participate in quality supports, such as training and mental health consultation.

Workforce and Compensation:

1. **Compensation** – Given OECE’s commitment to supporting the ECE workforce and the recommendations in the [Citywide Early Care and Education Plan](#), OECE suggests FCCs pay classroom staff wages based on job responsibilities and level of education. Paid FCC staff must be compensated at a rate no less than the San Francisco Minimum Wage Ordinance (\$14.00 per hour starting July 1, 2017).
2. **Staff Training** – OECE will provide orientation and training sessions, and hold regular, required Administrators Roundtable meetings each fiscal year to share critical

information with Providers. OECE will also require three in-depth trainings on the following topics: Support for English Learners, Inclusion and Meeting the Needs of Young Children with Disabilities or Other Special Needs, and Family Engagement and Support.

Enrollments:

1. **Residency Requirement** Children funded by the Early Learning Scholarship or Preschool for All must be a San Francisco resident during the time that they are enrolled in the funded program.
2. **Filling Child Vacancies** – FCCs must fill all OECE-funded vacancies with children who are on the San Francisco Child Care Connection (SF3C) centralized waiting list. Note: PFA FCCs are not required to fill PFA-9 month or PFA-12month funded vacancies with children from the SF3C list, although they must use the list to fill vacancies for any applicable Title 5 or ELS-City (Reserved) funded children.
3. **Enrollment Recordkeeping** – FCCs shall establish and maintain a basic file for each family receiving Early Learning Scholarship or Preschool for All funding.
4. **Child Attendance Recordkeeping** All FCCs receiving Early Learning Scholarship funding shall maintain electronic enrollment and attendance records for **all** children using a web-based database specified by OECE and its electronic sign in and sign out features. OECE will provide technical assistance and a limited amount of start-up funding to purchase tablets, security devices, and equipment to enhance Wi-Fi connections. FCCs serving PFA-funded children only shall maintain attendance records for all PFA-funded children in a web-based database specified by OECE.
5. **Child Attendance Policy** OECE-funded children are allowed up to 10 days of non-attendance that is unexcused (vacation, leave, “best interest of child”) during the Program Year.
6. **Consent Form** FCCs must include the OECE Consent form in their application/reapplication materials and keep them on file.
7. **Nondiscrimination Policy** FCCs must have a written enrollment policy that includes language about not discriminating against any child or his or her parent(s) on the basis of race, color, national origin, sex, sexual orientation, religion or disability.
8. **Children with Disabilities and Special Needs** FCCs will make reasonable accommodations for children identified as eligible for special education and/or related services under the Individuals with Disabilities Act (IDEA) and the Americans with Disabilities Act (ADA).

Other Requirements:

1. **Program Evaluation** – FCCs shall participate in OECE-sponsored evaluation activities aimed at better understanding the impact of City-funded programs.
2. **OECE Logo** – FCCs shall be required to use an approved OECE logo in all materials used to market OECE-funded programs, including brochures, websites, flyers, banners, and advertisements.

Funding Agreements

FCCs selected through this NOFA will enter into funding agreements for a specific maximum dollar amount. OECE will determine that maximum dollar amount based on the number of enrollments the FCC is awarded in each funding stream (ELS-City (Reserved) and Preschool for All) and any QRIS Quality Grants and/or Transition Funding. An award under this NOFA will qualify FCCs to receive ELS City (Voucher), ELS City (Moderate), and ELS-Gap funding for state voucher children as eligible families select their FCC. Funding to serve those types of enrollments will be administered by the ECE Integrated Services Grantee(s). The funding agreement will encompass all the funding for which the FCC is awarded; however, verified enrollments will determine actual payments.

III. Submission Requirements

A. Final Application Submission

The complete application **must be received** on or before **5:00 p.m., on Friday, March 3, 2017**. Applications cannot be mailed through the US Postal Service and postmarks will not be considered in judging the timeliness of submissions. Applications that are submitted by fax will not be accepted. Late submissions will not be considered.

There are two forms that need to be completed as part of your full Notice of Funding Availability Application:

1. **The NOFA Application Form** – a Word document that allows applicants to answer questions and enter information in empty fields.
2. **The Projected Peak Enrollment Form** – an Excel spreadsheet that allows applicants to enter information about their FCC in empty cells.

Both the application and enrollment forms must be submitted together using the same method. You may submit these two forms together in one of the following two ways:

1. Complete the required fields and print them out (or you can print them out and handwrite in the fields), and then hand-deliver them to the Human Services Agency Contracts Office at 1650 Mission Street, Suite 300, San Francisco, CA Attention: Steve Kim. (Note: These forms will not be accepted through the US Postal mail nor through fax.)
or
2. Fill out the forms electronically, save them as a Microsoft Word document and an Excel spreadsheet, and email them to Steve.Kim@sfgov.org AND HSARFP@sfgov.org.

Both of these forms can be downloaded from www.sfoece.org. If you are unable to print any of the application documents, hard copies are available at the **Human Services Agency Contracts Office, 1650 Mission Street, Suite 300, San Francisco, CA on Monday – Friday, from 8am-5pm.**

THE NOFA APPLICATION AND THE PROJECTED PEAK ENROLLMENT FORM MUST BE SUBMITTED AT THE SAME TIME IN ORDER TO BE CONSIDERED A COMPLETE RESPONSE PACKAGE. PLEASE CHOOSE ONLY ONE METHOD OF SUBMISSION, VIA EMAIL OR HAND DELIVERY.

RESPONDENTS MUST ALLOW FOR ADEQUATE TIME FOR PARKING, LOCATING THE OFFICE, AND OBTAINING APPROVAL THROUGH SECURITY STAFF TO DELIVER THE RESPONSE PACKAGE. PLEASE PLAN ADEQUATE TIME FOR ANY POSSIBLE DELAYS. RESPONSES NOT RECEIVED IN OUR OFFICE BY 5:00 P.M., FRIDAY, MARCH 3, 2017 AT THE ABOVE ADDRESS OR EMAIL WILL NOT BE ACCEPTED OR CONSIDERED FOR FUNDING. EARLY SUBMISSIONS ARE ENCOURAGED.

B. Content of Application

The application and enrollment forms are available both as hard copies and electronically as a Word and Excel file on Friday, January 27, 2017. To obtain an electronic copy, please visit www.sfoece.org or <http://mission.sfgov.org/OCABidPublication/> Select "Consultants and Professional Services" from the Category Drop Down Menu and look for NOFA #746.

Submissions in reply to this NOFA must be in the form of an application containing the application and required supporting information. Respondents are required to provide complete information for the items requested below.

IV. Minimum Qualifications and Selection Criteria

The following are the minimum requirements to be qualified for ELS funding:

- Located in the City and County of San Francisco and serving San Francisco families.
- Must have current licenses with Community Care Licensing Division (CCLD) of the California Department of Social Services, and be in good standing.
- FCCs must either have a Tier 3 rating or higher on the California Quality Rating and Improvement System (QRIS) Matrix, **or if an FCC has a score lower than 3 or has not yet been scored, agree to actively work with the QRIS technical assistance and training (T&TA) contractor(s) to achieve a Tier 3 rating no later than June 30, 2020** to be selected to receive OECE funds. To be rated as a Tier 3, FCCs must:
 - **Child Observation:** Conduct child observations using the Desired Results Developmental Profile two times a year, per child for every child in a classroom with an OECE-funded child
 - **Developmental & Health Screenings:** Work with families to ensure screening of all children using a valid and reliable developmental screening tool at entry and as indicated by results thereafter, and ensure the Health Screening Form (Community Care Licensing form LIC 701 "Physician's Report -Child Care Centers")

or equivalent) is used at entry and annually (or alternatively, ensures vision and hearing screenings are conducted)

- **Minimum Qualifications for Lead Teacher:** 24 units of ECE/CD + 16 units of General Education or Teacher Permit, and 21 hours professional development annually
- **Effective Teacher-Child Interactions: CLASS Assessments:** Independent CLASS assessment by reliable observer to inform the program's professional development/improvement plan
- **Program Environment Rating Scale(s):** Assessment on the whole Tool. Results used to inform the program's Quality Improvement Plan

Note: The QRIS is subject to change due to state, regional and local policy shifts.

- To be eligible for Early Learning Scholarship funding, FCCs must enroll a minimum of 2 low-income children. Low income is defined as meeting 70% of the State Median Income for their family size. There is no minimum number of low-income children required for Preschool for All (PFA) funding.

Selection Process and Criteria

The selection process will include an initial screening of the application, based on the minimum qualifications. Only applicants that meet minimum qualifications will move forward to the technical review panel. FCC applicants who do not meet minimum qualifications will not be reviewed and are considered ineligible for funding.

The City reserves the right to request follow up documentation of information submitted in the application. The City reserves the right to conduct oral interviews and/or site visits as part of the selection process, if deemed necessary. If OECE opts to conduct interviews and/or site visits to assess respondents' ability to provide the services, OECE may elect to interview or visit only the most qualified respondents if the number of responses is high (based on the minimum qualifications). The final selection, based upon the written application (and possibly an interview and/or site visits) will be made by the Director of OECE.

The City (i.e., technical review panel and Director of OECE) will evaluate and score the applications for **ELS** funding in accordance with the criteria listed below in priority order for a total of 100 points

1. Quality Rating and Improvement System (QRIS) score or agreement to actively work with the QRIS technical assistance and training (T&TA) contractor(s) to achieve a Tier 3 rating no later than June 30, 2020 –(26 points)
2. Years of experience the applicant has using an evidenced-based curricula –(25 points)
3. Experience serving low-income and/or Target Population families with the applicant's FCC-based ECE services
 - a. Years of experience the applicant has serving families with an income at or below 70% of the State Median Income (3 points)
 - b. Years of experience the applicant has serving homeless families (3 points)

- c. Years of experience the applicant has serving families involved in the child welfare system (3 points)
 - d. Years of experience the applicant has serving families who have children with identified Special Needs (3 points)
 - e. Years of experience the applicant has serving low-income African American families (3 points)
 - f. Years of experience the applicant has serving low-income Latino families (3 points)
 - g. Years of experience the applicant has serving low-income English Language Learner families-5 (3 points)
 - h. Training, infrastructure, and/or partnerships that support the applicant's efforts to serve Target Populations (3 points)
4. Intent to serve infants and toddlers from low-income families (5 points)
 5. Willingness to serve families with a State and/or local voucher (5 points)
 6. Proximity to priority neighborhoods as defined by Child Care Planning and Advisory Council (CPAC) for relevant ages of children (See Appendix B.) (5 points)
 7. Demonstrated commitment to increasing workforce compensation (5 points)
 8. Evidence of an intentional approach to engage families of children in the program-(5 points)
 9. Intent to serve infants, toddlers, and preschoolers so as to foster continuity of care from ages 0 to 5, (tie-breaker criteria only, 10 points)
 10. Proximity to public transportation (tie-breaker criteria only, 5 points)

The City (i.e., technical review panel and Director of OECE) will evaluate and score the applications that apply only for **Preschool for All-9 month or Preschool for All-12 month funding** (i.e., FCC is applying for no other City funding) in accordance with the criteria listed below in priority order for a total of 100 points:

1. Quality Rating and Improvement System (QRIS) score or agreement to actively work with the QRIS technical assistance and training (T&TA) contractor(s) to achieve a Tier 3 rating no later than June 30, 2020 —(44 points)
2. Years of experience receiving Preschool for All funding(28 points)
3. Proposed Preschool for All- 9 month or Preschool for All-12 month enrollments for FY 2017-18 are the same or less than those enrollments in FY 2016-17 (24 points)

The City (i.e., technical review panel and Director of OECE) intends to evaluate and rate the applications for **Transition Funding** in accordance with the criteria listed below for a total of 100 points:

1. Quality Rating and Improvement System (QRIS) score or agreement to actively work with the QRIS technical assistance and training (T&TA) contractor(s) to achieve a Tier 3 rating no later than June 30, 2020 —(20 points)
2. Amount of projected loss in OECE Funding in FY 2017-18 assuming Proposed ELS and PFA enrollments are fully funded (20 points)
3. Years of experience serving low-income and Target Population families (20 points)
4. Intent to serve infants and toddlers from low-income families (20 points)
5. Compelling reason why the FCC needs transition funding (20 points)

V. Application Information Sessions and Contract Award

A. Application Information Sessions/Submission of Written Questions for Clarification

Application Information Sessions will be held on the following dates:

January 30th, 2017 (Held in Spanish), 6:30-8:30 pm, 445 Church Street, Room 120

January 31st, 2017 (Held in English), 6:00-8:00 pm, 1390 Market Street, Suite 1125

February 2nd, 2017 (Held in Chinese), 6:30-8:30 pm, 445 Church Street, Room 120

February 3rd, 2017 (Held in Chinese), 6:00-8:00 pm, 1650 Mission Street, 4th Floor

Attendance at these workshops is highly encouraged, but is not mandatory. Respondents are encouraged to submit any questions concerning the NOFA by February 14, 2017, to Steve.Kim@sfgov.org. All questions received by February 14, 2017 will be addressed and e-mailed to all who submitted the questions and posted on the OECE website at www.sfoece.org.

B. Contract Award

OECE will select respondents with whom OECE staff shall commence contract negotiations. The selection of any response shall not imply acceptance by the City of all terms of the response, which may be subject to further negotiations and approvals before the City enters into a final, binding award contract with respondent. If a satisfactory contract cannot be negotiated in a reasonable time OECE, in its sole discretion, may terminate negotiations with the highest ranked respondent and begin contract negotiations with the next highest ranked respondent.

C. Subject to Meeting City Standards

Selected respondents will be required to meet City Standards in development of funding agreement process.

VI. Terms and Conditions for Receipt of Applications

A. Errors and Omissions in NOFA

Respondents are responsible for reviewing all portions of this NOFA. Respondents must promptly notify the Department, in writing, if the respondent discovers any ambiguity, discrepancy, omission, or other error in the NOFA. Any such notification should be directed to the Department promptly after discovery, but in no event later than five working days prior to the date for receipt of proposals. The Department will make modifications and clarifications by addenda as provided below.

B. Inquiries Regarding NOFA

Inquiries regarding the NOFA and all oral notifications of intent to request written modification or clarification of the NOFA, must be directed to:

Steve Kim, GB22
Office of Contract Management
San Francisco Human Services Agency
1650 Mission Street, Suite 300
San Francisco, CA 94103
Steve.Kim@sfgov.org

C. Objections to NOFA Terms

Should a respondent object on any ground to any provision or legal requirement set forth in this NOFA, the respondent must, not more than ten calendar days after the NOFA is issued, provide written notice to the Department setting forth with specificity the grounds for the objection. The failure of a respondent to object in the manner set forth in this paragraph shall constitute a complete and irrevocable waiver of any such objection.

D. Change Notices

The Department may modify the NOFA, prior to the response due date, by issuing Change Notices, which will be posted on the website. The respondent shall be responsible for ensuring that its proposal reflects any and all Change Notices issued by the Department prior to the response due date regardless of when the response is submitted. Therefore, the City recommends that the respondent consult the website frequently, including shortly before the response due date, to determine if the respondent has downloaded all Change Notices.

E. Term of Response

Submission of a response signifies that the proposed services and prices are valid for 120 calendar days from the response due date and that the quoted prices are genuine and not the result of collusion or any other anti-competitive activity.

F. Revision of Response

A respondent may revise a response on the respondent's own initiative at any time **before the deadline** for submission of responses. The respondent must submit the revised response in the same manner as the original. A revised response must be received on or before the response due date.

In no case will a statement of intent to submit a revised response, or commencement of a revision process, extend the response due date for any respondent.

At any time during the response evaluation process, the Department may require a respondent to provide oral or written clarification of its response. The Department reserves the right to make an award without further clarifications of responses received.

G. Errors and Omissions in Response

Failure by the Department to object to an error, omission, or deviation in the response will in no way modify the NOFA or excuse the vendor from full compliance with the specifications of the NOFA or any contract awarded pursuant to the NOFA.

H. Financial Responsibility

The City accepts no financial responsibility for any costs incurred by a firm in responding to this NOFA. Submissions of the NOFA will become the property of the City and may be used by the City in any way deemed appropriate.

I. Respondent’s Obligations under the Campaign Reform Ordinance

Respondents must comply with Section 1.126 of the S.F. Campaign and Governmental Conduct Code, which states:

No person who contracts with the City and County of San Francisco for the rendition of personal services, for the furnishing of any material, supplies or equipment to the City, or for selling any land or building to the City, whenever such transaction would require approval by a City elective officer, or the board on which that City elective officer serves, shall make any contribution to such an officer, or candidates for such an office, or committee controlled by such officer or candidate at any time between commencement of negotiations and the later of either (1) the termination of negotiations for such contract, or (2) three months have elapsed from the date the contract is approved by the City elective officer or the board on which that City elective officer serves.

If a respondent is negotiating a contract that must be approved by an elected local officer or the board on which that officer serves, during the negotiation period the respondent is prohibited from making contributions to:

- the officer’s re-election campaign
- a candidate for that officer’s office
- a committee controlled by the officer or candidate.

The negotiation period begins with the first point of contact, either by telephone, in person, or in writing, when a contractor approaches any city officer or employee about a particular contract, or a city officer or employee initiates communication with a potential contractor about a contract. The negotiation period ends when a contract is awarded or not awarded to the contractor. Examples of initial contacts include: (1) a vendor contacts a city officer or employee to promote himself or herself as a candidate for a contract; and (2) a city officer or employee contacts a contractor to propose that the contractor apply for a contract. Inquiries for information about a particular contract, requests for documents relating to a Request for Response, and requests to be placed on a mailing list do not constitute negotiations.

Violation of Section 1.126 may result in the following criminal, civil, or administrative penalties:

1. Criminal. Any person who knowingly or willfully violates section 1.126 is subject to a fine of up to \$5,000 and a jail term of not more than six months, or both.

2. Civil. Any person who intentionally or negligently violates section 1.126 may be held liable in a civil action brought by the civil prosecutor for an amount up to \$5,000.
3. Administrative. Any person who intentionally or negligently violates section 1.126 may be held liable in an administrative proceeding before the Ethics Commission held pursuant to the Charter for an amount up to \$5,000 for each violation.

For further information, respondents should contact the San Francisco Ethics Commission at (415) 581-2300.

J. Sunshine Ordinance

In accordance with S.F. Administrative Code Section 67.24(e), contractors' bids, responses to NOFAs and all other records of communications between the City and persons or firms seeking contracts shall be open to inspection immediately after a contract has been awarded. Nothing in this provision requires the disclosure of a private person's or organization's net worth or other proprietary financial data submitted for qualification for a contract or other benefits until and unless that person or organization is awarded the contract or benefit. Information provided which is covered by this paragraph will be made available to the public upon request.

K. Public Access to Meetings and Records

If a respondent is a non-profit entity that receives a cumulative total per year of at least \$250,000 in City funds or City-administered funds and is a non-profit organization as defined in Chapter 12L of the S.F. Administrative Code, the respondent must comply with Chapter 12L. The respondent must include in its response (1) a statement describing its efforts to comply with the Chapter 12L provisions regarding public access to respondent's meetings and records, and (2) a summary of all complaints concerning the respondent's compliance with Chapter 12L that were filed with the City in the last two years and deemed by the City to be substantiated. The summary shall also describe the disposition of each complaint. If no such complaints were filed, the respondent shall include a statement to that effect. Failure to comply with the reporting requirements of Chapter 12L or material misrepresentation in respondent's Chapter 12L submissions shall be grounds for rejection of the response and/or termination of any subsequent Agreement reached on the basis of the response.

L. Reservations of Rights by the City

The issuance of this NOFA does not constitute an agreement by the City that any contract will actually be entered into by the City. The City expressly reserves the right at any time to:

1. Waive or correct any defect or informality in any response or response procedure;
2. Reject any or all applications;
3. Reissue a NOFA;
4. Prior to submission deadline for responses, modify all or any portion of the selection procedures, including deadlines for accepting responses, the specifications or requirements for any materials, equipment or services to be provided under this NOFA, or the requirements for contents or format of the applications;
5. Procure any materials, equipment or services specified in this NOFA by any other means; or

6. Determine that no project will be pursued.

M. No Waiver

No waiver by the City of any provision of this NOFA shall be implied from any failure by the City to recognize or take action on account of any failure by a respondent to observe any provision of this NOFA.

N. Local Business Enterprise Goals and Outreach

Due to county, federal and state funding for these services, LBE bid discounts will not be used in this NOFA.

VII. Protest Procedures

A. Protest of Non-Responsiveness Determination

Within five working days of the City's issuance of a notice of non-responsiveness, any applicant that has submitted a proposal and believes that the City has incorrectly determined that its proposal is non-responsive may submit a written notice of protest. Such notice of protest must be received by the City on or before the fifth working day following the City's issuance of the notice of non-responsiveness. The notice of protest must include a written statement specifying in detail each and every one of the grounds asserted for the protest. The protest must be signed by an individual authorized to represent the respondent, and must cite the law, rule, local ordinance, procedure or RFP provision on which the protest is based. In addition, the protestor must specify facts and evidence sufficient for the City to determine the validity of the protest.

B. Protest of Contract Award

Within ten calendar days of the City's issuance of a notice of intent to award the contract, any applicant that has submitted a responsive proposal and believes that the City has incorrectly selected another Respondent for award may submit a written notice of protest. Such notice of protest must be received by the City on or before the tenth calendar day after the City's issuance of the notice of intent to award.

The notice of protest must include a written statement specifying in detail each and every one of the grounds asserted for the protest. The protest must be signed by an individual authorized to represent the respondent, and must cite the law, rule, local ordinance, procedure or RFP provision on which the protest is based. In addition, the protestor must specify facts and evidence sufficient for the City to determine the validity of the protest.

C. Delivery of Protests

All protests must be received by the due date. If a protest is mailed, the protestor bears the risk of non-delivery within the deadlines specified herein. Protests should be transmitted by a means that will objectively establish the date the City received the protest. Protests or notice of protests made orally (e.g., by telephone) will not be considered. Protests must be delivered to:

Director
Office of Early Care & Education
P.O. Box 7988
San Francisco, CA 94120

Appendix A

Definitions:

0-5 Continuity	Target population families and their child(ren) may receive funding until the child reaches kindergarten, with annual eligibility redeterminations for state/federal funding.
CAPP	California Alternative Payment Program
CA ECE Workforce Registry	A web-based data system that collects workforce data such as qualifications, verified education, professional development, compensation and employment history, and demographics, and is linked to program data.
CDE	California Department of Education
CDSS	California Department of Social Services
CLASS	Classroom Assessment Scoring System. An external assessment of teacher-child interactions that is used as part of the QRIS.
Comprehensive Fiscal Analysis (CFA)	The Comprehensive Fiscal Analysis was conducted by a national team of experts, providing an inventory of federal, state, and local investments, and proposing approaches and models for restructuring San Francisco’s local early care and education investments. The CFA recommendations and analysis were critical to the development of the ELS approach.
DHS	San Francisco Department of Human Services, a division of HSA
DRDP	Desired Results Developmental Profile assessment for children ages 0-5 required of CDE contractors
ELS	San Francisco Early Learning Scholarships are local funds that ensure providers can cover the cost of operating at a QRIS Tier 3 level; OECE may determine, over time, changes in costs or tiers for ELS reimbursement.
ELS–Bridge	Early Learning Scholarship (ELS) Bridge provides continuity of care for families who have lost eligibility in local and/or state subsidy programs or provides funding, on a case-by-case basis, to maintain a family’s state eligibility when they have

	defaulted on their Family Fee payment(s). All low-income families receive continuity through the program year, while Target Population families may receive continuity until the child reaches kindergarten, subject to funding availability.
ELS-City (Voucher)	Early Learning Scholarships for providers who serve low-income children under the age of 4 whose families need ECE services but for whom other state or federal subsidies are unavailable. Approved children receive full tuition reimbursement for at least a minimum of one program year, and <u>Target Population families will be funded until the child reaches kindergarten, subject to funding availability.</u>
ELS-City (Moderate)	Subject to funding availability, these Early Learning Scholarships are for providers who serve moderate income families with children under the age of 4 whose families need ECE services but who are not eligible for other state or federal subsidies. Approved families verified as moderate income - defined as above 70% of State Median Income and less than 110% of Area Median Income (for example, between \$42,215 and \$106,656 for a family of 3) - by the ECE Integrated Services Grantee(s) may select and enroll in any OECE approved provider. Approved children may receive Early Learning Scholarship support for at least a minimum of one program year.
ELS-City (Reserved)	Early Learning Scholarships for providers who have “Reserved” or assigned slots designated to serve Target Population families <u>until the child reaches Kindergarten, subject to funding availability.</u>
ELS-Gap	Early Learning Scholarships for providers who have a “gap” between one or more state and/or federal subsidies and the cost of operating a program at the QRIS Tier 3 level.
ERS	Environmental Rating Scales designed to assess quality in early childhood settings. The scales are used in external assessments as part of the QRIS.
ECE Integrated Services Grantee(s)	Non-profit grantee selected by OECE that cuts payment checks to OECE authorized Early Learning Scholarship and Preschool for All FCCs and family child care homes
HSA	San Francisco Human Services Agency

Homeless	A family in San Francisco experiencing homelessness on the streets, or a homeless family staying in other temporary settings. Some San Francisco homeless families will be staying outside of San Francisco with children in San Francisco Unified School District or San Francisco child care and preschool. This definition is subject to change.
Low-Income	Families earning less than 70% of the State Median Income as determined by the California Department Education. (see Appendix C)
Low-Moderate-Income	Families earning at or above 70% of the State Median Income and less than 110% of the Area Median Income. For more detail, refer to Appendix C.
OECE	Office of Early Care and Education
P500	Project 500 is a San Francisco mayoral initiative that seeks to prevent the transfer of poverty from one generation to the next by providing meaningful pathways up and out of poverty and by building an integrated and comprehensive system of care
Preschool for All	San Francisco’s Preschool for All program offering free part-day preschool for four-year olds and a system of quality supports
Program Year Continuity	Low-income families who lose state subsidy eligibility may continue in care until the end of the program year, typically prior to fall.
Quality Rating and Improvement System (QRIS)	A Quality Rating and Improvement System is a vehicle to organize early learning quality standards. QRIS is intended to measure and raise the level of quality of early learning programs by developing quality standards, providing quality improvement supports, and aligning disconnected systems. In 2011, California was awarded a federal grant to develop regional QRIS in 16 counties across California. San Francisco is a member of the California Quality Rating and Improvement System consortium.
QRIS State Quality Block Grant	CDE funded state stipends for quality in Title 5 contracted settings. Also the basis for a local program for non-state contractors participating in the quality system.

Resource and Referral	Assisting parents in finding child care that best meets their family needs through the provision of robust, up-to-date information regarding licensed providers.
SF3C	San Francisco Child Care Connection – A centralized eligibility and waiting list and support to assist low-income families in connecting with quality subsidized early care and education options.
San Francisco Citywide Plan for Early Care and Education	The San Francisco Board of Supervisor approved Early Care and Education plan to align early education goals, frameworks, funding, and outcomes targeting children birth through age five.
Stacked funding	Funding from multiple sources that is used to cover different aspects of program costs, such as federal funding to cover food costs and state funding to cover other operating costs.
Target Population	Low-income African American children, low-income Latino children, low-income English Language Learners, families who are homeless, children at-risk of abuse and/or neglect or involved with the child welfare system, and children with identified special needs or disabilities. Low income is defined as a family’s income is at or below 70% of the State Median Income (see Appendix C).
Voucher	A voucher gives a family the ability to pay for child care at a program of their choosing. Providers qualified through this NOFA are eligible to receive an ELS rate (which is designed to be higher than solely a state or federal voucher rate) to serve families with vouchers.

Appendix B

Priority Neighborhoods defined by Child Care Planning and Advisory Council (CPAC)

San Francisco County State Preschool Program CSPP (for preschool-age children) Zip Code Priorities 2016				CA	San Francisco County General Child Care and Development (CCTR) (for infants and toddlers) Zip Code Priorities 2016			
County Number	Zip Code	Neighborhood	CSPP LPC Priority 2016		County Number	Zip Code	Neighborhood	CCTR LPC Priority 2016
38	94102*	Tenderloin/Civic	1		38	94102*	Tenderloin/Civic	1
38	94103++	SOMA	1		38	94103++	SOMA	1
38	94104++	Financial District	1		38	94104++	Financial District	1
38	94105++	Rincon Hill	1		38	94105++	Rincon Hill	1
38	94107	Potrero	2		38	94107	Potrero	2
38	94108*	Chinatown	1		38	94108*	Chinatown	1
38	94109*	Russian Hill	1		38	94109*	Russian Hill	1
38	94110	Mission	1		38	94110	Mission	1
38	94111	Embarcadero	3		38	94111	Embarcadero	3
38	94112	Excelsior	1		38	94112	Excelsior	1
38	94114	Castro	3		38	94114	Castro	3
38	94115	Western Addition	2		38	94115	Western Addition	2
38	94116	Outer Sunset	1		38	94116	Outer Sunset	1
38	94117	Haight	2		38	94117	Haight	2
38	94118	Richmond	2		38	94118	Richmond	2
38	94121	Outer Richmond	2		38	94121	Outer Richmond	2
38	94122	Sunset	1		38	94122	Sunset	1
38	94123	Marina	3		38	94123	Marina	3
38	94124	Bayview	1		38	94124	Bayview	1
38	94127	West Portal	3		38	94127	West Portal	3
38	94129	Presidio	3		38	94129	Presidio	3
38	94130	Treasure Island	3		38	94130	Treasure Island	3
38	94131	Glen Park	3		38	94131	Glen Park	2
38	94132	Merced	2		38	94132	Merced	2
38	94133*	North Beach	1		38	94133*	North Beach	1
38	94134	Visitacion Valley	1		38	94134	Visitacion Valley	1
38	94158	Mission Bay	2		38	94158	Mission Bay	3

*Adjacent designated small zip codes

++Employment and Transportation Corridors

Source: SF3C July 2016 - Public Housing

Appendix C

Family Fee Schedule								
Monthly Part-time Fee	Monthly Full-time Fee	Family Size 1 or 2	Family Size 3	Family Size 4	Family Size 5	Family Size 6	Family Size 7	Family Size 8 or more
\$21.00	\$42.00	1,820	1,950	2,167	2,513	2,860	2,925	2,990
\$26.50	\$53.00	1,893	2,028	2,253	2,614	2,974	3,042	3,109
\$31.50	\$63.00	1,965	2,106	2,340	2,714	3,089	3,159	3,229
\$37.00	\$74.00	2,038	2,184	2,426	2,815	3,203	3,276	3,349
\$42.00	\$84.00	2,111	2,262	2,513	2,915	3,317	3,393	3,468
\$47.50	\$95.00	2,184	2,340	2,600	3,016	3,432	3,510	3,588
\$55.50	\$111.00	2,257	2,418	2,686	3,116	3,546	3,627	3,707
\$64.00	\$128.00	2,329	2,496	2,773	3,217	3,661	3,744	3,827
\$72.50	\$145.00	2,402	2,574	2,860	3,317	3,775	3,861	3,946
\$81.00	\$162.00	2,475	2,652	2,946	3,418	3,889	3,978	4,066
\$89.50	\$179.00	2,548	2,730	3,033	3,518	4,004	4,095	4,186
\$97.50	\$195.00	2,621	2,808	3,120	3,619	4,118	4,212	4,305
\$106.00	\$212.00	2,693	2,886	3,206	3,719	4,232	4,329	4,425
\$114.50	\$229.00	2,766	2,964	3,293	3,820	4,347	4,446	4,544
\$123.00	\$246.00	2,839	3,042	3,380	3,920	4,461	4,563	4,664
\$131.50	\$263.00	2,912	3,120	3,466	4,021	4,576	4,680	4,784
\$139.50	\$279.00	2,985	3,198	3,553	4,122	4,690	4,797	4,903
\$148.00	\$296.00	3,057	3,276	3,640	4,222	4,804	4,914	5,023
\$156.50	\$313.00	3,130	3,354	3,726	4,323	4,919	5,031	5,142
\$159.50	\$319.00	3,203	3,374	3,749	4,348	4,948	5,061	5,173
\$163.00	\$326.00	3,283	3,393	3,770	4,373	4,976	5,089	5,202
\$166.00	\$332.00	3,356	3,413	3,792	4,399	5,006	5,120	5,233
\$169.00	\$338.00	3,386	3,432	3,813	4,423	5,033	5,148	5,262
\$170.00	\$340.00	3,400	3,518	3,835	4,448	5,062	5,177	5,292
\$175.00	\$350.00	3,500	3,596	3,856	4,473	5,090	5,206	5,322
\$180.50	\$361.00	3,613	3,628	3,880	4,500	5,121	5,237	5,354
\$186.50	\$373.00	3,730	3,861	3,908	4,534	5,159	5,276	5,394
\$193.00	\$386.00	3,875	3,954	3,995	4,635	5,273	5,393	5,514
\$199.00	\$398.00	4,000	4,000	4,031	4,676	5,321	5,442	5,563
\$206.00	\$412.00	4,100	4,138	4,290	4,963	5,459	5,583	5,707
\$211.00	\$422.00	4,200	4,231	4,393	5,069	5,636	5,754	5,873
\$215.00	\$430.00	4,300	4,323	4,495	5,175	5,744	5,855	5,968
\$222.00	\$444.00	4,450	4,463	4,598	5,281	5,853	5,956	6,062
\$233.00	\$466.00	4,550	4,660	4,701	5,387	5,961	6,056	6,157
\$239.00	\$478.00	4,700	4,787	4,803	5,493	6,070	6,157	6,251
\$245.00	\$490.00	4,850	4,860	4,906	5,598	6,178	6,258	6,345
\$250.00	\$500.00	4,960	5,000	5,009	5,704	6,286	6,359	6,440
\$265.00	\$530.00	5,250	5,300	5,314	5,810	6,395	6,459	6,534
\$275.00	\$550.00	5,350	5,500	5,580	6,100	6,503	6,560	6,629
\$284.50	\$569.00	5,690	5,690	5,699	6,164	6,612	6,661	6,723
\$320.00	\$640.00	6,300	6,400	6,450	6,400	6,708	6,762	6,818
\$330.00	\$660.00	6,500	6,600	6,610	6,611	6,800	6,912	6,950
\$340.00	\$680.00	6,700	6,800	6,810	6,820	7,014	7,173	7,200
\$350.00	\$700.00	6,900	7,000	7,100	7,150	7,200	7,332	7,430
\$360.00	\$720.00	7,150	7,200	7,210	7,240	7,452	7,420	7,550
\$370.00	\$740.00	7,300	7,400	7,410	7,450	7,523	7,560	7,621
\$380.00	\$760.00	7,500	7,600	7,610	7,650	7,670	7,694	7,865
\$390.00	\$780.00	7,700	7,800	7,810	7,850	7,860	7,870	7,900
\$400.00	\$800.00	7,896	8,000	8,100	8,150	8,170	8,180	8,190
\$410.00	\$820.00		8,200	8,210	8,250	8,270	8,280	8,300
\$420.00	\$840.00		8,400	8,410	8,450	8,500	8,550	8,570
\$430.00	\$860.00		8,600	8,650	8,700	8,750	8,770	8,790
\$440.00	\$880.00		8,888	8,900	8,950	8,970	8,980	8,990
\$450.00	\$900.00			9,000	9,100	9,150	9,170	9,180
\$460.00	\$920.00			9,200	9,250	9,270	9,280	9,290
\$470.00	\$940.00			9,400	9,450	9,460	9,470	9,490
\$480.00	\$960.00			9,600	9,650	9,660	9,700	9,750
\$490.00	\$980.00			9,871	9,900	9,970	9,980	9,990
\$500.00	\$1,000.00				10,100	10,115	10,150	10,170
\$510.00	\$1,020.00				10,250	10,300	10,350	10,370
\$520.00	\$1,040.00				10,450	10,500	10,520	10,540
\$530.00	\$1,060.00				10,663	10,700	10,720	10,750
\$540.00	\$1,080.00					10,900	10,910	10,920
\$550.00	\$1,100.00					11,110	11,150	11,170
\$560.00	\$1,120.00					11,200	11,250	11,270
\$570.00	\$1,140.00					11,454	11,470	11,500
\$580.00	\$1,160.00						11,600	11,640
\$590.00	\$1,180.00						11,800	11,840
\$600.00	\$1,200.00						12,000	12,100
\$610.00	\$1,220.00						12,242	12,300
\$620.00	\$1,240.00							12,400
\$630.00	\$1,260.00							12,600
\$640.00	\$1,280.00							12,800
\$650.00	\$1,300.00							13,029
State Monthly Income Ceilings (70% SMI)		3,283	3,518	3,908	4,534	5,159	5,276	5,394
Pilot Monthly (85% SMI) Income Ceilings*		3,875	4,787	5,699	6,611	7,523	7,694	7,865
Early Learning Scholarship Income Ceilings (110% of AMI)**		7,896	8,888	9,871	10,663	11,454	12,242	13,029

*Pilot Monthly (85%) Income Ceilings calculated from the following source: <http://www.acf.hhs.gov/ocs/resource/liheap-im-2016-03-state-median-income-estimates-for-optional-use-in-ffy-2016-and-mandatory-use-in-ffy-2017>

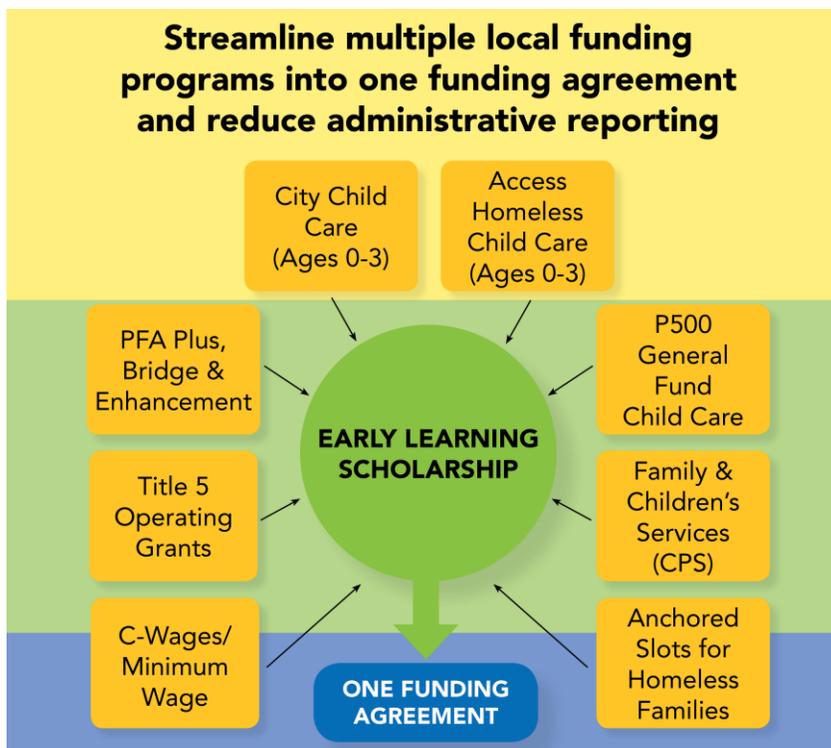
**Early Learning Scholarship Income Ceilings from the following source: http://sfmohcd.org/sites/default/files/Documents/MOH/2016_AMI_Income Limits-SanFranHMFA.pdf

Appendix D

Background on the Development of the Early Learning Scholarship Approach

OECE's new Early Learning Scholarship (ELS) funding, which includes Preschool for All funding, supports the City's implementation of the [San Francisco Citywide Plan for Early Care and Education](#), and responds to existing grantees' requests to streamline the City's funding and reporting requirements. Currently some programs receiving City funding may have five or six funding agreements with the City, each intended to support different aspects of the agency and each with different reporting requirements. The new ELS funding consolidates existing initiatives to streamline the City's effort to move toward a fee-for-service approach, in which programs are provided an enhanced reimbursement rate with local funding based on the cost of providing quality as defined by Tier 3 or higher on the QRIS. The streamlined model also aims to reduce administrative burden by reducing contracting and reporting requirements across multiple agreements to just one agreement.

As depicted below, the ELS approach consolidates the following current funding programs into the new ELS new streamlined funding approach: CWAGES, minimum wage support, Title 5 Operating Grants, Preschool For All (PFA), City Child Care, ACCESS homeless child care, Project 500 (P500), Family and Children's Service (FCS) child care subsidies, San Francisco Child Care Subsidy Support (SFCCSS) subsidies, and Homeless Reserved slots.



The new ELS approach was the result of the recommendations of the [Comprehensive Fiscal Analysis](#) that OECE commissioned in 2016. This analysis includes recommendations, a catalogue of local, state and federal funding supporting ECE services in San Francisco, revenue and expense models for Centers and Family Child Care homes, child financing profiles, a review of the Bay Area Quality Rating Improvement System (QRIS), and a brief description of the early care and education systems in Chicago, New York, and Seattle, as comparisons for San Francisco. The report set a direction including:

- Direct service funding should have a base level of quality for all providers. The base level of quality sets the expectation that all city funded programs operate at a Tier 3 of quality or higher on the QRIS.
- Determine rates recognizing the fact that federal and state rates are not sufficient to support a program operating at a Tier 3 and that rates must address a revenue gap
- Modify child and family eligibility policies and provider performance requirements for local funding.

OECE engaged in a collaborative planning process over the course of the fall to develop a strategy for implementing the recommendations. A report documenting the planning process is available on the OECE website.

Appendix E

Examples of How to Apply the ELS and PFA Rates to Determine A Possible OECE Funding Agreement Amount

Below are two examples of some possible scenarios of how a FCC’s funding agreement with OECE would be calculated under this new approach.

Example #1: FCC with 6 children (3 infants, 3 toddlers) at peak enrollment. 2 infants and 2 toddlers are low-income. One of the low-income infants has a state voucher through CalWORKS. FCC only offers full day, full year programming. FCC is rated as a Tier 3 on the QRIS.

Below is an example of how the ELS funding amount might be determined in this specific scenario:

Infants:

- 1 low-income infant is determined eligible for ELS City (Reserved) at the full-day, full year FCC Infant rate of \$20,707 and 1 low-income infant has a state voucher and is determined eligible for ELS-Gap at a full year FCC rate of \$4,286.

Infants	ELS-City or Gap Rate	Calculation	Total
1	\$20,707	1 x \$20,707	\$20,707
1	\$4,286	1 x \$4,286	\$4,286
		Total:	\$24,993

Toddlers:

- 2 low-income Toddlers are determined eligible for ELS City (Reserved) at the full-day, full year FCC Toddler rate of \$20,709

Toddlers	ELS-City Rate	Calculation	Total
2	\$20,707	2 x \$20,707	\$41,414
		Total:	\$41,414

Total Projected OECE Funding Agreement Amount:

Example #1: FCC’s Total OECE Funding Agreement Amount:	
Age Group	Total Funding
Infant	\$24,993
Toddler	\$41,414
Total:	\$66,407

Example #2: Existing Preschool for All FCC with 10 children (4-toddlers, 6 preschoolers) at peak enrollment, 50% of which are low-income. FCC only offers full day, full year programming. FCC is rated as a Tier 5 on the QRIS and the FCC owner has a Master Teacher Permit.

Below is an example of how the ELS and PFA funding amount might be determined in this specific scenario:

Toddler:

- 2 low-income Toddlers are determined eligible for ELS City (Reserved) at the full-day, full year FCC Toddler rate of \$20,707
- 2 Toddlers (not low-income nor low-moderate-income) are determined ineligible for ELS funding

Toddlers	ELS-City Rate	Calculation	Total
2 (ELS-Reserved)	\$20,707	2 x \$20,707	\$41,414
2 (not low-income)	N/A	N/A	N/A
		Total:	\$41,414

Preschool:

- 3 Preschoolers are 4 years old, not low-income nor low-moderate-income, and can receive Preschool for All-12 month funding for full-day, full year. The owner has a Master Teacher permit, so the rate for each of these preschoolers is \$5,750.
- 3 Preschoolers are 3 years old, low-income, and determined eligible for ELS City (Reserved) at the full-day, full year rate of \$19,494

Preschool	Rate	Calculation	Total
3 (PFA-12 month)	\$5,750	3 x \$5,750	\$17,250
3 (ELS-Reserved)	\$19,494	3 x \$19,494	\$58,482
		Total:	\$75,732

Total Projected OECE Funding Agreement Amount:

Example #2: FCC's Total OECE Funding Agreement Amount:	
Age Group	Total Funding
Toddler	\$41,414
Preschool	\$75,732
Total:	\$117,146