

**Saddle Brook School District
Committee Evaluation Report for
Before/After Care Proposals
May 10, 2021
Interviews held on April 26 and 28, 2021**

Committee: Angela Robinson, Kelly Mahoney, Steve Quinn, Sylvia Zottarelli, Danielle Shanley, Ray Karaty

This report is being provided pursuant to the requirements of the competitive contracting provisions of the Public Schools Contract Law.

Executive Summary

On March 10, 2021 the district posted a notice in the newspaper for a request for proposals (RFP) for the district's before and after care program as well as the summer program. The proposals were due on April 13, 2021. The district received six (6) proposals. The committee reviewed the six proposals in a first round screening. The committee determined that one of the providers, Innovation Learning did not meet a few criteria and also did not have any school districts in New Jersey and therefore did not select them for a second round interview. The committee decided to interview the other five (5) providers.

The committee interviewed Right At School ("Right"), Boys and Girls Clubs of Lower Bergen County ("BGCLBC") and Apollo After Care Inc. ("Apollo") on April 26 2021. On April 28, 2021 the committee interviewed YMCA of Garfield ("YMCA") and AlphaBest Education Inc. (Alpha). The evaluation of the proposals and the interviews were conducted in accordance with the Evaluation Matrix that has a potential score of 100 per the RFP. All five (5) proposals were deemed to be compliant with the RFP.

In summary, each provider, based upon the proposal and the interview was able to show that it was a qualified child care provider with the necessary qualifications.

AlphaBest scored the best overall as seen in the matrix below. The consensus of the committee was that they felt that Alpha had the best overall program and fit for the district. They also have been the provider since mid January with no issues. Therefore the committee is recommending that AlphaBest be the provider for the 2021-22 school year effective September 2021.

The matrix below outlines the scoring of each bidder in each of the evaluation categories.

ID	Requirement Element	Pt value	Alpha	Apollo	BGCLBC	Right	YMCA
1	Ability to demonstrate good safety practices for staff and students: including policies, proper protocols, training, secure drop off and pick up and parent communications.	15	14.8	13.2	13.7	14	14.3
2	Current New Jersey Child Care License and Ability to obtain liability insurance of at least \$2,000,000 dollars.	10	10	10	10	10	10
3	Ability to care for a minimum of 150 Pre-K through grade 6 students and maintain a staff to student ratio that meets or exceeds state standards	10	9.7	8.2	8.7	9.2	8.8
4	Provide before and after school care on all regular school days and (weekday, non-holiday) vacation days.	10	9.8	9.2	9.3	9.7	10
5	Online registration and payment portal, with ability to provide drop in care. Overall competitiveness of pricing, flexibility and discounts for parents	10	10	8.7	7.5	9.5	9.5
6	Ability to pay facilities rental fee of at least \$40,000 per school year, with potential for profit sharing.	10	10	9.2	9.2	9.8	8.7
7	The proposer's documented experience in successfully providing services of a similar scope	10	9.8	8.7	7.7	8.5	8.7
8	Sample Enrichment Activity Plan, Code of Conduct, Discipline policy	10	9.7	8.3	8.5	9.3	9.5
9	Ability to provide a summer camp	10	9.8	8.8	9.7	9.8	9.7
10	Willingness to accept Saddle Brook High School students in the program as volunteers and/or counselors in training.	5	4.5	3.3	4.8	2.7	5
	Totals	100	98.1	87.6	89.1	92.5	94.2

AlphaBest Education, Inc

AlphaBest is a national provider of before and after care services currently serving the districts of Cranberry, Hopatcong, Ridgewood, Long Hill, Stanhope and Warren Township in New Jersey. They currently serve over 30,000 students nationwide. They currently have Child Care Licenses issued by the State of NJ in the above districts. In their proposal and presentation they demonstrated that they can meet or exceed our program requirements. The district has been working with them and there have been no issues. This was a big plus for the committee. They have success with pre-k special education programs and will offer one at Washington school. They met all of the required RFP documentation. They provide an online portal for parents to register and process tuition payments. They met the minimum required facility use fee and also added a profit sharing percentage. Although they met the State requirement for staff to student ratio they will hire high school students to work in the program which will lower that ratio. They proposed to maintain the same fees as when the district was running the program.

Apollo After Care, LLC

Apollo is a national provider of before and after care services across the United States in eleven (11) metropolitan areas. They demonstrated an academic feel with the special attention of an individual owner. The concern of some committee members was their minimum student requirements and that they would not be able to handle a hybrid situation if it should continue in September. They would look to operate in one building in a hybrid situation. They provide an online portal for parents to register and process tuition payments. They exceed the minimum required facility use fee and also can contribute some of the revenues earned in a profit sharing arrangement.

Boys and Girls Clubs of Lower Bergen County

A national provider of child care services. This local organization operates clubhouses out of Lodi and Hackensack. They also run a program at the middle school in Lodi. They oversee approx. 1,400 children. The committee was impressed with their interview and presentation. They had a lower staff to student ratio and will use high school students and train them as counselors. They offered many crafts and student activities. The committee had concerns of their lack of running programs in the elementary schools. They proposed a higher revenue sharing percentage however they did not offer any rental fee. Their proposed tuition is a flat monthly amount whether a student attends one day or five days a week. They had a minimum student requirement of thirty (30) students at a site. If this is not met then they would look to restructure the program.

Right At School

A national provider of before and after school services in 75 districts across the nation. They began operating in New Jersey in September 2017 and have the districts of Barnegat, Hazlet, Mt. Olive, Nutley, Somerville and South River. They had a great presentation and their proposal was well prepared. They proposed good SEL programs and disguised learning through activities. A concern of the committee was that they appeared to be strict with the high school students having to be 18 years old to work in the programs. They also did not seem that they would be able to run a program at Washington School. The committee also liked that they offered a no cost program for free and reduced meal students.

YMCA of Garfield

The YMCA is a non profit national organization. This chapter has operated a before and after care program in Garfield for 29 years. They have a low student to staff ratio and a lower student to staff ratio for homework time. They would accept high school students in the program as junior counselors. Their proposed tuition is a flat monthly amount whether a student attends one day or five days a week. They have extensive training and hiring practices including background checks every year and a half. Their proposal was detailed and met the district's requirements however it was not presented very well. The committee was concerned that although the service students form surrounding towns they only operate in Garfield.