

Questions and Answers
Opportunities for Learning Baldwin Park RFP #512: College and Career Readiness
Updated 5/11/20

Q: Does the School currently use CTE curriculum provided by either of the core curriculum vendors? If so, what are the deficiencies in the current curriculum that you are looking to address via this RFP?

Yes, the schools use some CTE curriculum provided by the core curriculum vendors. We are looking to increase the variety of CTE courses that result in an industry recognized certificate.

Q: Several of the high-demand areas listed on page 21 require offline / hands-on components (i.e. Health Sciences /Nursing, Building & Construction, etc.). Is the awarded vendor expected to coordinate required onsite experiences for students?

We are open to all instructional options available for hands-on components.

Q: The Scope of Work references that curriculum should be aligned to California CTE model curriculum standards. Do vendors need to submit evidence of alignment with RFP submission?

Proposers are not required to submit evidence that their curriculum is aligned to California CTE model curriculum standards. If you have evidence that your curriculum is aligned to California CTE model curriculum standards and feel this evidence will strengthen your proposal, you are welcome to include the evidence.

Q: Will OFL/OFY consider appropriately credentialed virtual instructors, or is onsite a mandatory requirement?

A: Yes, we would definitely consider virtual instructors.

Q: Is the School interested in vendors who can provide access to core curriculum in addition to CTE? If not, who is the current provider of your core curriculum?

A: We do not need core curriculum at this time, but are open to all curriculum options in addition to CTE. Our current providers are Edmentum and SkyRocket.

Q: Does the School intend to use teachers provided by the School / organization or should proposals include access to content plus vendor teaching services? If teaching services are requested, is it acceptable to provide these fully online with in-person staff provided by the School?

A: Please include access to content plus vendor teaching services, if available. It is acceptable to provide instruction fully online; the school may be able to provide on-site instruction.

Q: There are multiple RFPs available across the Charter Schools (both Opportunities for Learning-OFL and Options for Youth-OFY) for substantially similar services. If the product we are proposing is the same, is there an option to submit one response covering multiple Schools / programs?

A: All submissions should be submitted by Charter/school, but pricing may be scaled for the network of schools.

Q: Would you please provide the enrollment of each Learning Center expected to use the requested curriculum?

A: Each learning center will have about 15 to 30 students enrolled in CTE per semester.

Q: Are you interested more in federal and state grants or private foundation grants?

A: As the needs of OFL vary due to the changing climate for charter schools and the unique needs of the student population we serve, we are open to all grant opportunities that will help us increase students achievement and engagement in learning. However, as part of the grant writing services, we would benefit from additional guidance to target areas of focus for our schools.

Q: Does the organization have a history of successful grant applications?

A: Yes. OFL-Baldwin Park was awarded the STRONG Workforce grant this past school year.

Q: Do you intend to apply as an organization or as separate schools?

A: We intend to apply either as an individual charter or as a network, whichever is appropriate for the grant for which we are applying.

Q: How many grants do you typically apply for on an annual basis?

A: This past school year, we applied for two grants.

Q: Are you open to pricing structures that include incentive pay, i.e. an additional charge would be incurred if you win the grant?

A: This would be something that OFL would be willing to consider and can be discussed further during contract negotiations, if selected.

Q: Will there be a designated liaison within the organization that we can work with to gather information, necessary documents, develop and/or approve budgets, etc.?

A: Yes - there will be at least one designated liaison within the organization.

Q: Do you have an experienced grant coordinator within your organization?

A: No. Historically, one of our service providers has helped write grants on behalf of the school.

Q: Are you looking for a company based in California?

A: OFL is not limiting its service provider selection to companies based within California. OFL is looking to procure service provider(s) that have experience and knowledge of California requirements in regards to grant writing, processes and procedures.

Q: It is very difficult to establish a budget without knowing how many grants, what size, which funders, etc. Are you willing to accept an hourly rate and we'll provide quotes for each project as they become known?

A: We understand that without the number of grants and scope of the grant request it would be difficult to establish a budget. OFL is always looking for grant opportunities throughout the school year and with charter school requirements/laws changing, we need to pivot to meet the needs of our students. We would be willing to accept hourly rates and quotes as needed for each project.

Q: Will you have internal grant managers or will the full responsibility for management, reporting, etc. be the contractor's?

A: Ideally, OFL would prefer a full service grant writing provider to support management, reporting etc. However, we also understand that all grant writing service providers operate differently and some services are outside its normal scope of work. Please ensure that within the RFP response to identify which services will be able to provide and which ones are outside of your companies scope of services.