**Draft Update: 9/1/2023** 



## REQUEST FOR PROPOSAL (RFP)

## Request for Proposal Future Business Partners for The OC

Forney ISD is seeking proposals from business partners interested in operating a retail store, office, or providing a service inside of the Opportunity Central (OC), our career, college and community campus that opened to students in August 2023. The ideal partner will provide goods and/or services that are "in demand" and will benefit the students, FISD staff and the community in exchange for low-cost facility use.

## **Purpose**

The OC campus is intentionally designed to 1.) facilitate the development, training and upskilling of present and future career workforce 2.) provide access to innovative higher education programs and certifications, and 3.) accommodate successful business operations within the facility designed for student and community integration specifically for students to gain real-world experience.

As an innovative concept, The OC will require future partners and business models to embrace purpose-driven education through student employment, training and mentorship.

## RFP process

Potential partners submit proposal

FISD proposal review

FISD conduct interviews/presentations with selected RFP responders

FISD complete selection process

FISD to notify partners of acceptance

FISD & Partner to complete Letter of Intent

Execution of Partner Agreements/License for Facility Use Agreements

## **Background**

Forney Independent School District's Keith Bell Opportunity Central, or "The OC," is a career, college and community campus that partially opened to students in August 2023 and will fully open in January 2024.

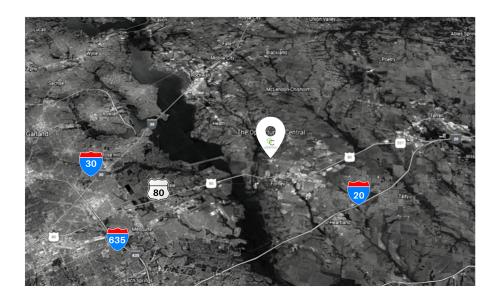
The OC is an imaginative, creative and one-of-a-kind idea that will transform the way schools and communities educate future generations. Part career and college center, multi-purpose complex, student-run business hub, fine arts spaces and so much more, it's designed to create new opportunities for everyone in the Forney Family.

The 350,000 square foot facility will operate seven days a week with evening hours to accommodate practices, night classes, meetings and special events. The campus will feature retail and restaurant spaces, professional services and entrepreneurial offices, an early childhood development center, 600-seat theater, and a 7,000+ seat arena. The multi-purpose arena will host a variety of special events, trade shows, athletic tournaments and competitions. Future FISD graduations will take place in this facility.

As a Forney ISD (FISD) campus, approximately 2,000 high school students will be transported from North Forney High School and Forney High School each school day to take advantage of classes and programs available at The OC. In addition, the facility's first-floor will be open to the public for access to The OC retail, professional service and eatery businesses.

FISD has partnered with Dallas College and Texas Tech University to offer programs and courses in a variety of fields. High school students and adults can acquire college hours and/or take classes toward their degrees/certifications. Evening and night classes will also be available.

View the OC Flyover Video.



## Location

The Opportunity Central is located 20 miles east of Dallas at 680 Innovation Blvd, Forney, TX 75126

## **Levels of Partnership Commitment**

There are three levels of commitment available to business partners.

**Level 1:** Reserve space to operate a business inside The OC to provide a product or service to serve the Forney community and students

**Level 2:** Same as Level 1 *including* employment of qualified FISD students as determined by the business

**Level 3:** Same as Level 1, and Level 2 *including* student learning opportunities through hands-on training and/or observation learning through practicums

In exchange, FISD will enter into a License for Facility Use Agreement with the ideal business (Partner) for up to three year terms, with the opportunity to renew.

## **Available Partner Spaces**

Spaces available include:

Retail Spaces: 1,000 sq ft - 1,302 sq ft

Office/Consulting Spaces: 635 sq ft - 668 sq ft

Eatery Spaces: 389 sq ft 780 sq ft

Coffee Bar: 1,196 sq ft

## RETAIL SPACE SPECIFICS (1,000 sq ft - 1,302 sq ft)

## Space includes:

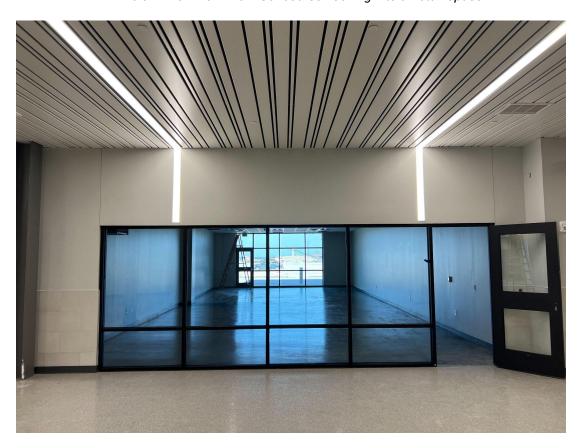
- Storefront (access & visibility) to exterior and interior concourse
- Finishes:
  - Sealed concrete floor
  - Lay-in ceiling tiles
  - Painted drywall

## Partner responsible for:

- Signage that meets defined guidelines
- Furniture that meets defined guidelines
- Equipment
- Point-of-sale system (if applicable)
- Build out of space (if desired)
- Internet service
- Custodial of reserved space



Above: 2D Rendering of Retail Space with Exterior and Interior Access Below: View from Main Concourse Looking into a Retail Space



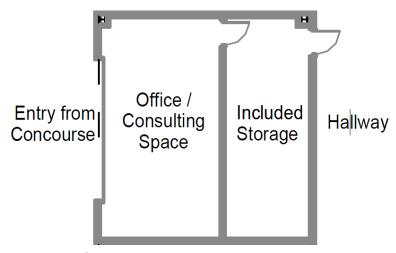
## OFFICE/CONSULTING SPACE SPECIFICS (635 sq ft - 668 sq ft)

## Space includes:

- Lockable coiling grille open to concourse
- Dedicated storage within space
- Finishes:
  - Sealed concrete floor
  - Lay-in ceiling tiles
  - Painted drywall

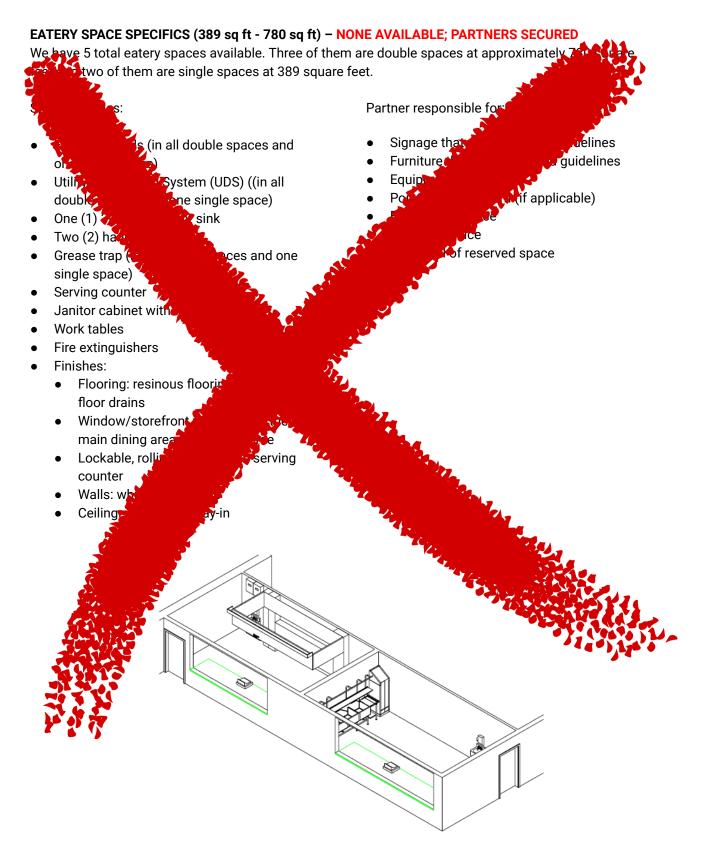
#### Partner responsible for:

- Signage that meets defined guidelines
- Furniture that meets defined guidelines
- Equipment
- Point-of-sale system (if applicable)
- Build out of space
- Internet service
- Custodial of reserved space



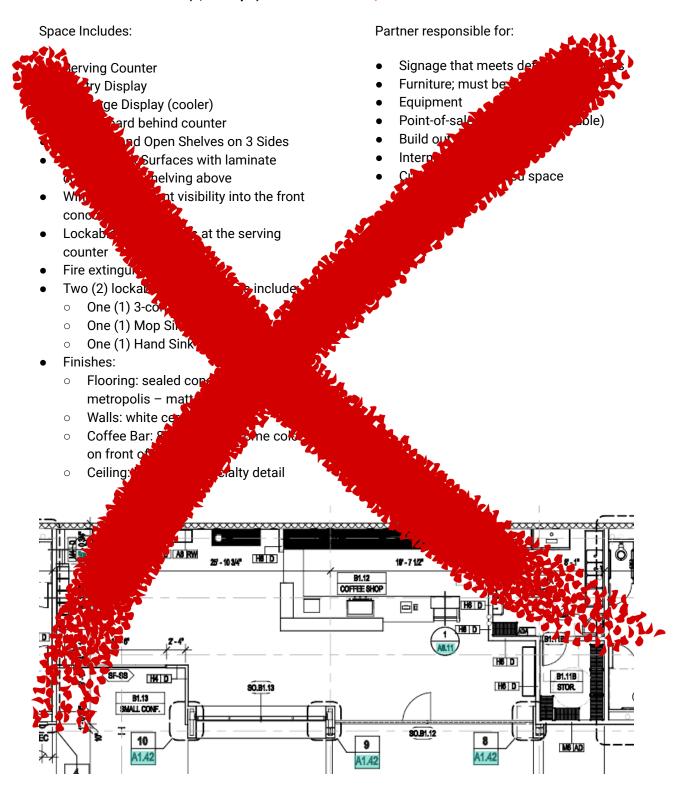
Above: 2D Rendering of Entrepreneurial Space with Main Concourse Entry and Storage Below: View from Main Concourse into Entrepreneur Storefront (storage area not shown)





Aerial 3D Rendering of Eatery & Equipment (two separate spaces)

## COFFEE BAR SPECIFICS (1,196 sq ft) - NOT AVAILABLE; PARTNER SECURED



Coffee Shop blueprint

## **Hours of Operation**

The OC will be open to students and the public seven days a week. Business partners inside The OC have the ability to set their own public hours as well as published hours open for student practicums.

#### **Closed Holidays**

The OC will not be open on the following dates: Thanksgiving Day, Christmas Day, New Year's Day, Labor Day, Easter Sunday, Memorial Day, Independence Day

#### **Open Hours**

Monday - Friday 7am - 10pm Saturdays 8am - 6pm\* Sundays 12 noon - 5pm\*

## **Facility Use Options**

The facility use fee will be negotiated with selected business partners based on the square footage needed, the business commitment level, as well as the business plan to provide goods and services to the community, students and staff. All selected business partners will be required to execute a Facility Use Agreement with Forney ISD (see Exhibit A).

For reference only - sample facilities use fee structure.

# FACILITY USE FEE SCHEDULE

AVG SQ FT	AVG SQ FT PRICE	AVG / SQ FT PRICE LEV 1 / LEV 2 / LEV 3	STUDENTS LV 3 PER SEMESTER*	
Retail Space 1,151	\$25/sq ft annual	\$25 / \$18 / \$10	15	
Office Space 650	\$25/sq ft annual	\$25 / \$18 / \$10	6	
Eatery Space 400	\$25/sq ft annual	\$25 / \$18 / \$10	6	
Coffee Bar 1,200	\$25/sq ft annual	\$25 / \$18 / \$10	16	

<sup>\*</sup>Each student needs only a minimum of 8 hours per week

<sup>\*</sup>There will be additional opportunities for partners to be open for special events/occasions.

#### Facility use fee includes:

- Negotiated, secure space for operation
- Common space dining areas, restrooms
- Electric
- Water / standard

- Security
- HVAC
- Janitorial / custodial of common spaces
- Landscape
- Power and data drops
- Parking

## Partner is responsible for:

- Buildout of space
- Furnishings & equipment
- Custodial of reserved space

- Point-of-Sale
- Internet Service
- Signage

## **Student Practicums (Level 3 partnerships)**

High school students register for practicums which allow them to receive supervised practical experience within each student's area of career interest. Students enrolled in a practicum class are required to complete a minimum of eight hours face-to-face learning per week. (Maximum of six hours in one day). A FISD Career Tech Educator will be the official practicum "teacher of record" and will help business partners schedule and prepare students for a successful practicum experience.

Business partners interested in the Level 3 Partnership commitment, agree to take on a certain number of students for the *Fall and Spring semesters* determined by square footage of reserved space. Business Partners agree to provide students with supervised opportunities (minimum of 8 hours per week) for observation, hands-on learning, mentorship, and other workforce training. Student practicum times are finalized by business partners in cooperation with students' schedules.

Approximately one (1) student per 75 sq ft

#### For example:

Retail space 15 students
Office space 6 students
Eatery space 6 students
Coffee Bar space 16 students

## **Proposal Contents**

Proposal submissions should include the following information listed below. Final RFP submissions should be emailed to Susan Johnson, Executive Director of Strategic Partnerships at <a href="mailto:sejohnson@fornevisd.net">sejohnson@fornevisd.net</a>.

- Name of business
- Name of business owner
- Name, title and contact information of person submitting RFP
- Product or service provided
- Business background/history
- Desired OC space and ideas for buildout
- Estimated business investment to include all equipment, signage and space buildout
- The future partner level of commitment (Level 1, 2 or 3)
  - If level 3 is desired, please specify which programs your business can support.
     What career training is available for students? (see attached "programs of study" list)
- Suggested pricing structure for goods or services to include 1. Community 2. Students and 3. Staff
- Proposed hours of operation
- Sample employee schedule
- Bio or profile of owner(s) and/or business leader(s)
- Demonstrated business/education knowledge & success
- Other documentation for consideration

## **Other Requirements**

- All Business Partner employees with access to The OC are required to submit to background checks by FISD paid for by the business partner.
- Food service establishments must comply with standards by the authorized Texas health department agency.

#### **Evaluation Process**

Prospective business partners will submit proposals to be reviewed by a committee of select administrators, business advisors, faculty, students and community members. Selected businesses with winning proposals will move on to the interview/presentation phase for consideration of a facility agreement.

## Questions

Questions may be emailed to Susan Johnson, Executive Director of Strategic Partnerships <a href="mailto:sejohnson@forneyisd.net">sejohnson@forneyisd.net</a>.

## **Appendix**

RFP Evaluation Criteria
FISD Academic Calendar 2023-2024
2026 Master List of Programs
OC First Floor Architecture Rendering
Sample License for Facility Use Agreement

## **Evaluation Criteria**

	Weight	Evaluation Criteria	Rating (0-5)
		Partnership Level Commitment	
	20%	Level 1 (1 pt)	1
	20%	Level 2 (3 pts)	3
		Level 3 (5 pts)	5
			max points 5
		Business Attributes	
		Demonstrated business/education knowledge and success	0-5
		Quality of product/service to be offered	0-5
	40%	Proposed business operations plan including hours of operation, management, etc.	0-5
		Proposed buildout plan and implementation strategy and timeline	0-5
		Proposed capital investment for buildout, furniture, equip and/or signage	0-5
			max points 25
		Value and demand for students and community	
		Benefit for FISD Students: opportunity for engagement and learning	0-5
		Benefit to FISD Students: aligns with current/future program offerings	0-5
	40%	Benefit to FISD Students: meets student demand with quality and relevant service/product	0-5
		Benefit for Community: opportunity for engagement and learning	0-5
		Benefit for Community: product/service serves a need / meets community demand	0-5
ı			max points 25
		Other considerations	
		Number of FISD ed programs this business could serve	
		Previous successful partnership experience with FISD or other entity	

## **Simple Scoring Rating System:**

Proposed value-added incentives FISD staff

- 0 No response / no evidence
- 1 Minimal
- 2 Average
- 3 Okay
- 4 Good
- 5 Great

## **Weighted Scoring System:**

20% Partnership Level Commitment

40% Business Attributes

40% Value and Demand for Students and Community

## 2026 Career & Technology Programs

CLASS	OF	PR C

## PROGRAMS OF STUDY COURSE OUTLINE

		LEVEL I	LEVEL II	LEVEL III	LEVEL IV
OF STEM	CYBERSECURITY (7 credits)	Computer Science I	Computer Science II (1.0)	AP Computer Science (1.0) Practicum of Information Technology Intern (2.0)	Practicum of Information Technology - Extended (3.0)
SCHOOL OF	ENGINEERING (7 credits)	Aerospace Engineering (1.0)	Engineering Design and Presentation I (1.0) Prereq: Alg I	Engineering Design and Presentation II (2.0) Prereq: EDP I	Practicum of STEM - Extended (2.0)
	COSMETOLOGY (7 credits)  *Program of Study will require application ofter Level I course	Entrepreneurship (	Nail Care Enhancements and Spa Services (2.0)	Cosmetology I/Lab (3.0.)	Cosmetology II/Lab (3.0)
HUMAN SERVICES	CULINARY ARTS (7 credits)	Introduction to Culinary Arts (1.0)	Culinary Arts (2.0)	Advanced Culinary Arts (2.0)  Prereq: Culinary Arts	Practicum of Culinary Arts - Extended(3.0)
P	EDUCATION & TRAINING (7 credits)	Human Growth and Development (1.0)	Instructional Practices (2.0)	Practicum in Education and Training (2.0)  Prereq: Instructional Practices	Practicum in Education and Training - Extended (3.0)
SCHOOL	EMERGENCY SERVICES (7 credits) *Program of Study with require application ofter Level I course	Federal Law Enforcement & Protective Services (1.0)	Firefighter I (2.0)	Emergency Medical Technician - Basic (2.0)	Practicum in LPSCS - Extended (3.0)
	LAW ENFORCEMENT (7 credits)	Federal Law Enforcement & Protective Services (1.0)	Law Enforcement I (1.0)	Law Enforcement II (1.0) AND Forensic Science (1.0)  Prereq: Law Enforcement	Practicum in LPSCS - Extended (3.0)
S	DESIGN & MULTIMEDIA ARTS (7 credits)	Principles of A/V, Arts, and Communications (1.0)	Graphic Design I/Lab (2.0)	Graphic Design II/Lab (2.0) OR Commercial Photography I/Lab	Career Prep - Extended (3,0)
VISUAL ARTS	DIGITAL COMMUNICATIONS (7 credits)	Principles of A/V, Arts, and Communications (1.0)	A/V Production I/Lab (2.0)	A/V Production II/Lab (2.0)	Practicum in A/V - Extended (3.0)
SCHOOL OF VISU	FASHION DESIGN (7 credits)	Entrepreneurship (1.0)	Fashion Design I/Lab (2.0)	Fashion Design II/Lab (2.0) Prereq: Fashion Design I	Career Prep - Extended (3.0)
o,	HORTICULTURE & FLORAL DESIGN (7 credits)	Entrepreneurship (1.0)	Floral Design I (1.0)	Advanced Floral Design (1.0) AND Project Based Research: Floral (1.0) Prereq: Floral Design I	Career Prep - Extended (3.0)

## CLASS OF 2026

## PROGRAMS OF STUDY COURSE OUTLINE

		LEVEL I	LEVEL II	LEVEL III	LEVEL IV
JIING	ANIMAL SCIENCE (7 credits)	Principles of Agriculture (1.0)	Livestock Production(1.0)	Vet Med/Lab (2.0) Adv Animal Science (1.0) Prereq: Livestock	Practicum in Agriculture - Extended (3.0)  Prereq: Vet Med
BUSINESS & MARKETING	ENTREPRENEURSHIP (7 credits)	Entrepreneurship ( (1.0)	Entrepreneurship II (1.0) AND Business Information Management (1.0)	Practicum in Entrepreneurship (2.0) OR Synergy (2.0)	Career Prep - Entrepreneurship(3.0)
	HOSPITALITY & EVENT PLANNING (7 credits)	Entrepreneurship I (1.0)	Introduction to Event Planning (1.0) AND Foundations of Restaurant Management (1.0)	Hospitality Services (2.0)	Career Prep - Hospitality (3.0)
SCHOOL OF	MARKETING & SALES (7 credits)	Entrepreneurship I (1.0)	Social Media Marketing (0.5) Advertising (0.5) AND Sports and Entertainment Marketing (0.5) Virtual Business (0.5)	Advanced Marketing (2.0) Prereq: Marketing course OR Fundamentals in Real Estate (2.0)	Practicum in Marketing – Extended (3.0)
CIENCE	EXERCISE SCIENCE & WELLNESS (7 credits)	Kinesiology I (1.0)	Kinesiology II (1.0)	Physical Therapy I (1.0) AND Project Based Research (1.0)	Career Prep - Exercise Science (1.0)
HEALTH SCIENCE	HEALTHCARE DIAGNOSTICS (7 credits)	Medical Terminology (1.0)	Health Science Theory (1.0)	Practicum in Health Science (2.0) Prereq: HST	Practicum in Health Science - Extended (3.0)
SCHOOL OF	HEALTHCARE THERAPUTIC DUAL CREDIT (7 credits)	Medical Terminology	Health Science Theory COLL (1.0) Health Science Theory Clinical COLL (1.0)  Prereq: Biology	Pharmacology COLL (1.0)  Prereq: HST COLL, Chemistry	Practicum of Health Science/Extended COLL (3.0) Prereq: HST, Chemistry, Pharmacology COLL
S S	AUTOMOTIVE TECHNOLOGY (7 credits) *Program of Study will require application ofter Level I course	Principles of Construction (1.0)	Automotive Technology (2.0)	Automotive Technology II: Automotive Service (20)	Automotive Technology II: Auto Lab (3.0)
RUCTION (CHNOLOGI	CONSTRUCTION MANAGEMENT (7 credits)	Principles of Construction (1.0)	Construction Management I (2.0)	Construction Management    (2.0)  Prereq: Construction Mgmt	Practicum in Construction Technology - Extended (3.0) Prereq: Construction Mgmt II
SCHOOL OF CONSTRUCTION & MANUFACTURING TECHNOLOGIES	ELECTRICAL TECHNOLOGY (7 credits)	Principles of Construction (1.0)	Electrical Technology I (1.0)	Electrical Technology II (2.0) Prereq: Electrical Technology I	Career Prep - Extended (3.0)
	HVAC (7 credits)	Principles of Construction (1.0)	HVAC and Refrigeration Technology I (1.0) AND Sheet Metal (1.0)	HVAC and Refrigeration Technology II (2.0) Prereq: HVAC Tech I	Practicum in Construction Technology - Extended (3.0) Prereq: HVAC Tech II
	WELDING (7 credits) *Program of Study will require application ofter Level I course	intro to Welding (1.0)	Welding I (2.0)	Welding II (2.0) Prereq: Welding I	Practicum in Manufacturing – Extended (3.0) Prereq: Welding II
		*COCMETOLOGY Program	of Study will require application o	efter Level Leouree	

"COSMETOLOGY Program of Study will require application after Level I course

"EMT Program of Study will require application after Level I course AND will take Dual Credit courses that could lead to a certification and/or degree

"AUTOMOTIVE Program of Study will require application after Level I course AND will take Dual Credit courses that could lead to a certification and/or degree

"HVAC students will take Dual Credit courses that could lead to a certification and/or degree

"WELDING Program of Study will require application after Level I course AND will take Dual Credit courses that could lead to a certification and/or degree

## **Certifications Offered**

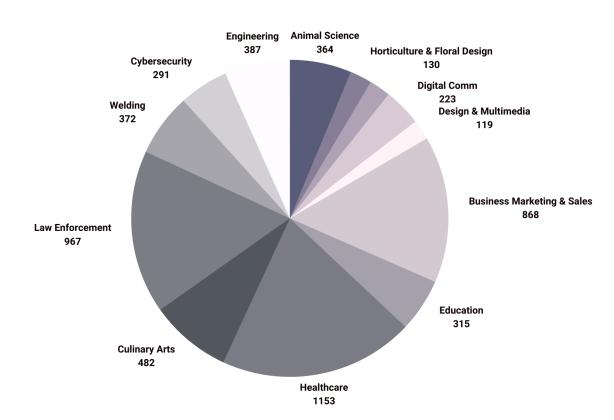
## **CERTIFICATIONS OFFERED**

- Health Science
- Certified Nursing Assistant (CNA)
- Certified EKG/ECG Technician
- · Phlebotomy Technician
- Pharmacy Technician (CPT)
- Certified Medical Assistant (CCMA)
- Medical Billing and Coding Specialist
- Hospitality and Culinary
- ServSafe Food Handler
- ServSafe Food Manager
- Information Technology (IT)
- Google IT Support
- Welding and Manufacturing
- · AWS Certified Welder
- Gas Metal Arc Welder (GMAW) Level 1 Certificate
- OSHA 30 Hour

- Education and Training
- · Educational Aide I
- · Business, Marketing & Sales
- Entrepreneurship and Small Business (ESB)
- Google Analytics
- STEM
- FAA Part 107 Remote Drone Pilot
- Certified Solidworks Associate
- Agriculture & Natural Resources
- Certified Vet Assistant, Level 1
- · Texas State Floral Association Floral Skills
- · Construction & Architecture
- IEC Electrical Apprenticeship, Level 1
- HVAC Residential Certificate, Level 1
- · Arts, A/V & Communication
- · Adobe Certified Associate Premier Pro

## **CTE Program Enrollment**

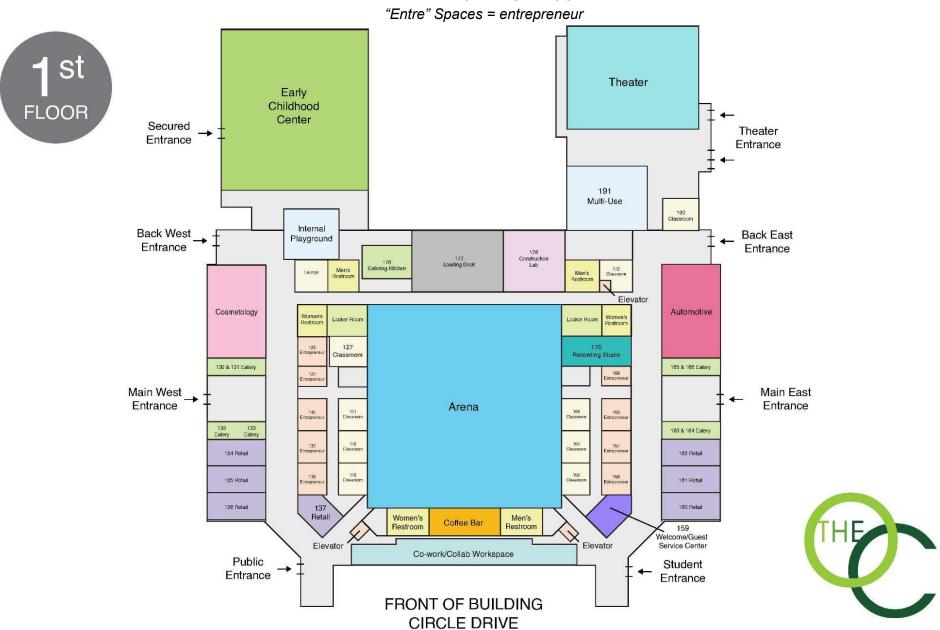




## **EXHIBIT A – Sample License for Facility Use Agreement**

Forney ISD Draft License Agreement for The OC

## **EXHIBIT B - THE OC FIRST FLOOR PLAN**



## 2023-2024 SCHOOL CALENDAR

## Professional Development and Student Holidays

July 31, Aug. 1-9 Oct. 6, Dec. 15 Jan. 2, Mar. 1, May 23

Flexible Professional Dev.

Teacher Planning & Prep

Professional Development

## **July 2023**

SMTWT<u>FS</u>

3 4 5 6 7 8

10 11 12 13 14 15

16 17 18 19 20 21 22

23 (24)(25)(26)(27)(28)29

July 31: Professional Dev.

July 4: District Staff

30 (3)

## August 2023

## September 2023

SMTWT 1 2

9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26

27 28 29 30 31

Aug. 1-4: Professional Dev. Aug. 7-9: Teacher Planning Aug. 10: First Day of School

Aug. 10: 1st Quarter Begins

## 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 Sept. 4: Labor Day

#### **Holidays**

Sept. 4...District Staff/Student Oct. 9-13...District Staff/Student Nov. 20-24...District Staff/Student Dec. 18-29...District Staff/Student Jan. 1...District Staff/Student Jan. 15...District Staff/Student

\*Feb. 16...District Staff/Student Feb. 19...District Staff/Student

Mar. 4-8...District Staff/Student

Mar. 29...District Staff/Student

\*April 1.....District Staff/Student May 27...District Staff/Student

## October 2023

## November 2023

## December 2023

SMTWT 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31

Oct. 5: 1st Quarter Ends Oct. 6: Professional Dev. Oct. 9-13: Dist. Staff/Student Oct. 16: 2nd Quarter Begins

6 7 8 9 10 11 12 13 14 15 16 17 18 20 21 22 23 24 25 26 27 28 29 30

Nov. 20-24: Dist. Staff/Student

3 4 5 6 7 8 9 10 11 12 13 14 15 16 18 19 20 21 22 23 24 25 26 27 28 29 30 31

Dec. 14: 2nd Quarter Ends Dec. 15: Professional Dev. Dec. 18-29: Dist. Staff/Student

#### Semesters

First Semester

August 10, 2023 December 14, 2023

**Second Semester** 

January 3, 2024 May 22, 2024

## January 2024

## February 2024

## March 2024

2 3 4 5 6 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31

Jan. 1: Dist. Staff/Student Jan. 2: Professional Dev. Jan. 3: 3rd Quarter Begins

Jan. 15: Dist. Staff/Student

5 6 7 8 9 10 11 12 13 14 15 16\* 17 18 19 20 21 22 23 24 25 26 27 28 29

Feb. 16: Dist. Staff/Student \*Bad weather make-up day Feb. 19: Dist. Staff/Student Feb. 29: 3rd Quarter Ends

4 5 6 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30

Mar. 1: Professional Dev. Mar. 4-8: Dist. Staff/Student Mar. 11: 4th Quarter Begins Mar. 29: Dist. Staff/Student

Beginning and Ending of **Grading Period** 

\*Bad Weather Make-Up Days

(Used in order Indicated)

February 16, 2024 April 1, 2024

ER- Early Release for Students May 22, 2024

#### April 2024

## May 2024

2 3 4 5 6 8 9 10 11 12 13 5 6 7 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30

April 1: Dist. Staff/Student \*Bad weather make-up day

1 2 3 4 8 9 10 11 12 13 14 15 16 17 18 19 20 21 ER 23 24 25 26 27 28 29 30 31

May 22: Last Day of School May 22: FHS/NFHS Graduation May 22: 4th Quarter Ends May 23: Teacher Planning

May 27: Memorial Day

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Front of The OC - across from Jackson+Rhodes Campus (conceptual drawing)





Interior view of The OC showing an eatery space with common eating areas. Across the hall are two office spaces (entre spaces - orange on the exhibit). The stairs lead to the upper floors with classrooms.