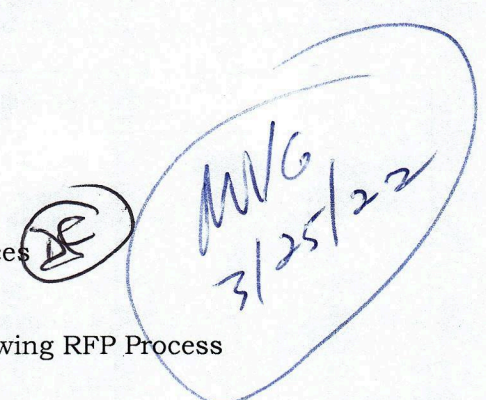


**SWEET HOME CENTRAL SCHOOL DISTRICT
OF AMHERST AND TONAWANDA**

M E M O R A N D U M

TO: Michael V. Ginestre, Superintendent of Schools
FROM: Donald G. Feldmann, Director of Finance & Plant Services
DATE: March 25, 2022
RE: Before and After School Program Recommendation following RFP Process



Background:

Specifications for the Before and After School Program Request for Proposal (RFP) were developed by the district and responses were due back by February 9, 2022.

The District was in search of a program provider who submitted a plan to accommodate the needs of all students, including those with disabilities and able to implement District-Wide program that includes activities that will address the learning styles and age-appropriate needs of the students served by the program.

Proposals were received from a total of five (5) vendors:

- **Champions Child Care (Portland, Oregon)**
- **Just for Kids (Williamsville, NY)**
- **Locally Enriching Educational Experiences (LE3) (Williamsville, NY)**
- **Right at School (Evanston, Illinois)**
- **YMCA Buffalo Niagara (Buffalo, NY)**

Interview Process:

A District committee interviewed three of the five potential vendors – Just for Kids, LE3 and YMCA Buffalo Niagara. The committee felt it was important to have a provider based locally which is why two of the five respondents were not interviewed. The interviews centered on discussions of overall program and cost to or families. The district committee consisted of Don Feldmann, Bob Polino, James Ryan and Anne Nowak from Central Registration.

Following the initial round of interviews, the committee felt as though the proposals of LE3 and YMCA Buffalo Niagara were the best options in terms of structured program and cost to our families.

The committee conducted site visits to both programs and determined, in terms of program structure, either of the providers would offer a program that our parents would be satisfied with.

Cost Comparisons – Just for Kids / LE3 / YMCA Buffalo Niagara

	YMCA Buffalo Niagara	Just for Kids	LE3
<i>Pricing for Families & Discounts</i>	- YMCA member discounts - YMCA financial assistance program Full-time attendance: 4-5 days per week Part-time attendance: 1-3 days per week	- Sibling discounts (10%) - Pay in Full discounts (5%) - Veteran discounts (5%) - Just for Kids Scholarship Fund	- 3% automatic payment discount - LE3 internal financial aid program - \$80 registration fee for each family
<i>Before School Cost to Families</i>	Full Time Member - \$200 / month Full Time Non-Member - \$230 / month Part Time Member - \$130 / month Part Time Non-Member: \$143 / Month	5 days/week: \$217 month 4 days/week: \$212 month 3 days/week: \$141 month 2 days/ week: \$112 month 1 day/week: \$92 month	Before School \$5/day/child
<i>After School Cost to Families</i>	Full Time Member - \$270 / month Full Time Non-Member - \$311 / month Part Time Member - \$176 / month Part Time Non-Member: \$194 / Month	5 days/week: \$252 month 4 days/week: \$239 month 3 days/week: \$165 month 2 days/ week: \$117 month 1 day/week: \$92 month	After School \$12/hr/child Full day camps - \$66/day Half day camps - \$50/day **5 days/week: -3-6pm = \$720 -3-5pm = \$480 -3-4pm = \$240

Cost Comparison – YMCA Membership is \$120

Scenario 1: Before School Care – 1 child full time (5 days per week)

- **YMCA:** \$230/month non-member // \$200 / month member
- **Just for Kids:** \$217 / month
- **LE3:** \$5.00/ day x 20 days = \$100

Scenario 2: After School Care – 1 child full time (5 days per week), 6pm pick-up, non-member YMCA

- **YMCA:** \$311/month non-member // \$270 / month member
- **Just for Kids:** \$252 / month
- **LE3:** \$12/hr X 3 hrs/day X 20 days = \$720

Scenario 3: After School Care – 1 child part time (3 days per week), 6pm pick-up, non-member YMCA

- **YMCA:** \$194/month non-member // \$176 / month member
- **Just for Kids:** \$165 / month
- **LE3:** \$12/hr X 3 hrs/day X 12 days = \$432

Rent Proposals

As part of the RFP, the District requested a rent structure for using our facilities to offer the Before and Afterschool Program. Minimum annual rent requested was \$20,000. The rent proposals for the two finalists are outlined here:

YEAR	YMCA	Just for Kids	LE3
2022-23	\$21,000	\$23,000	\$30,000
2023-24	\$21,000	\$23,460	\$32,000
2024-25	\$21,000	\$23,930	\$34,000
2025-26	\$21,000	\$24,408	\$36,000
2026-27	\$21,000	\$24,895	\$38,000
TOTAL RENT PROPOSAL	\$105,000	\$119,693	\$170,000

Recommendation:

Following the interview process, and cost analysis, I recommend the District enter into a five-year agreement with **Just for Kids**. I believe Just for Kids will offer a structured program that is affordable for all of our families. Just for Kids presently serves in the Williamsville, Amherst and Grand Island School Districts and all reported an outstanding relationship with the vendor. The agreement should include an annual review of the program to determine its overall effectiveness in meeting the needs of our families.