

CAMPBELL CITY SCHOOLS
REQUEST FOR PROPOSALS (RFP)
Vision Care Provider – CHCDC Vision Suite
Campbell Health and Community Development Center
(CHCDC)
Campbell, Ohio

RFP Issued: March 3, 2026

Proposal Deadline: Friday, March 27, 2026 at 3:00 PM EST

I. Introduction and Purpose

Campbell City Schools (“District”) is seeking proposals from qualified optometrists or vision care providers interested in leasing and operating a fully constructed and equipped Vision Care Suite within the Campbell Health and Community Development Center (CHCDC).

The District’s goal is to establish a long-term partnership that expands access to quality vision care services for students, families, and residents of the region while supporting workforce development pathways in collaboration with Youngstown State University (YSU).

This opportunity is intended to create a fiscally responsible, community-focused vision practice that prioritizes Medicaid-eligible students and families.

II. Facility Description

The Vision Care Suite includes:

- Three fully furnished exam lanes
- Handwashing station
- Storage areas
- Reception and waiting area.
- Optical fitting area with display wall space

The suite is located within CHCDC, a multi-partner health and workforce development facility operated by Campbell City Schools and designed to serve both students and the broader community.

Site visits may be scheduled by contacting the Superintendent.

III. Scope of Services

1. Operate a full-service optometry practice consistent with Ohio licensure requirements.
2. Provide services to Medicaid-eligible students and families.
3. Maintain appropriate staffing and operational hours sufficient to meet student and community needs.
4. Coordinate with school administration regarding access for referred students.
5. Allow scheduled use of equipment, as appropriate and mutually agreed upon, for students enrolled in Certified Ophthalmic Assistant (COA) or related workforce programs coordinated through Youngstown State University.
6. Permit structured student rotations for observational and workforce development experiences consistent with FERPA, HIPAA, and all applicable privacy laws.

IV. Minimum Qualifications

- Hold a current, valid Ohio optometry license.
- Be enrolled and in good standing with Ohio Medicaid.
- Demonstrate experience serving Medicaid populations.
- Maintain professional liability insurance consistent with Ohio standards.
- Comply with all applicable federal, state, and local laws, including HIPAA, OSHA, and Ohio health regulations.
- Provide documentation of business registration and good standing with the State of Ohio.

V. Proposal Requirements

- Cover letter expressing interest and outlining the provider's vision for the space.
- Description of qualifications and experience.
- Documentation of Ohio licensure and Medicaid participation.
- Description of proposed services and anticipated hours of operation.
- Commitment statement regarding workforce training partnership.
- Willingness to accept patients from the Sight for All United (SFAU) referral program, as needed.
- Proposed financial terms, including lease amount or revenue arrangement.
- Proof of insurance coverage.
- Three professional references.

Incomplete proposals may be rejected.

VI. Evaluation Criteria

Proposals will be evaluated based on best value to the District. Criteria include:

- Commitment to serving Medicaid-eligible students and families
- Experience and qualifications
- Willingness to participate in workforce development and student training
- Financial proposal
- Demonstrated ability to operate a sustainable practice

The highest financial offer will not automatically be selected.

VII. Timeline

- Questions Due: March 20, 2026 at 3:00 PM EST
- Proposal Deadline: March 27, 2026 at 3:00 PM EST
- Review Period: March 30– April 7, 2026
- Anticipated Board Consideration: April 2026

The District reserves the right to modify this timeline.

VIII. Submission Instructions

Proposals must be submitted electronically, no later than 3:00 PM EST on Friday, March 27, 2026 to:

Nora Montanez, Treasurer
nmontanez@campbell.k12.oh.us

AND

Carol Michaels, Administrative Assistant
cmmichaels@campbell.k12.oh.us

Late submissions will not be considered.

IX. Legal Notice and Conditions

7. This RFP is issued pursuant to the authority of the Campbell City Schools Board of Education. Final selection and lease approval are subject to formal Board action.

8. This RFP does not constitute an offer to contract. The District reserves the right to reject any or all proposals, waive informalities, request clarifications, or negotiate terms in the best interest of the District.

9. Proposers are responsible for all costs incurred in preparing and submitting proposals.

10. All submitted materials become public records and may be subject to disclosure under Ohio Revised Code §149.43.

11. The selected provider must comply with all applicable federal, state, and local laws and regulations.

12. The District reserves the right to enter into negotiations with one or more proposers prior to final selection.

13. Any resulting agreement shall be governed by the laws of the State of Ohio.

X. Equal Opportunity

Campbell City Schools does not discriminate on the basis of race, color, national origin, sex, disability, age, religion, or military status in its programs or contracting opportunities.