



## Department of Purchasing

100 N. Main Street, 2<sup>nd</sup> Floor

Suffolk, VA 23434

Ph. (757)925-6762 Fax (757)942-4333

### NOTICE OF AWARD

**TO:** Dawn Hosni  
Chief Development Officer  
AlphaBest Education  
620 Patterson Avenue  
Winston Salem, NC 27101

**Date:** March 10, 2026

**Topic:** RFP 1934-P Before and After School Enrichment Program

This Notice of Award is to AlphaBest Education, as specified for Suffolk Public Schools, based on the criteria listed in the RFP. Performance of all services related to this award shall be in accordance with RFP 1924-P and addenda, your proposal received on 01/20/2026, all made a part of this award by reference. Contact me if you have questions or need additional information.

Please return an acknowledged copy of this Notice of Award to the above address within ten (10) calendar days. Thank you and we look forward to working with you.

Sincerely,

Linda Bates, NIGP-CPP, VCO, VCA  
Coordinator of Purchasing

Receipt of the above **NOTICE OF AWARD** is hereby acknowledged by:

Acknowledged this the \_\_\_\_\_ day of \_\_\_\_\_, 2025

By \_\_\_\_\_ Title \_\_\_\_\_

Copies: Dr. John B. Gordon, III, Superintendent  
Wendy Forsman, Chief Financial Officer  
Bid File

**RFP 1934-P**  
**Before and After School Enrichment Program**  
**March 10, 2026**

**Terms of Agreement:**

The initial term of this agreement shall begin on July 1, 2026 and continue through June 30, 2027 after which, this agreement may be automatically extended for five additional one year periods, beginning July 1<sup>st</sup> and ending June 30<sup>th</sup> of each year, unless otherwise terminated by either party by giving written notice March 31<sup>st</sup> of each year. Price for the initial term of this agreement shall be negotiated as a part of this solicitation. The School Board may approve a price increase for each subsequent year but the cost increases shall not exceed the Consumer Price Index (CPI) as developed by the Bureau of Labor Statistics, U. S. Department of Labor, for all Urban Consumers (CPI U) South, for the preceding calendar year. The School Board reserves the right to extend this contract for additional time during the re-solicitation process should it be in the best interest of the School Board.

Pricing details are found in Attachment 1 which details the final negotiations

Initials \_\_\_\_\_

Date \_\_\_\_\_

March 9, 2026

TO: Linda Bates, NIGP-CPP, VCO, VCA  
Coordinator of Purchasing  
Suffolk Public Schools

SUBJECT: Best and Final Offer: RFP 1934-P

VIA: Email on 3/9/2026

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Dear Ms. Bates.

Thank you for your consideration of our proposal in response to your RFP 1934-P for Before and After School programs.

As our Best and Final Offer, AlphaBEST would propose:

1. Increase our revenue share from the proposed 8% to 10% of net revenue. This represents a 7% increase in our current revenue share arrangement.
2. Increase our offer from one (1) to two (2) full-time scholarships per school.
3. Provide a minimum of \$2,500 support, per year, to the Suffolk Education Foundation.

Thank you again for your continued consideration. We look forward to the next steps in the process.

Sincerely,

**Dawn Hosni**

Dawn Hosni  
Chief Development Officer  
480.815.7014

PROPOSAL FOR BEFORE AND AFTER SCHOOL ENRICHMENT PROGRAM

**Provide a detailed cost proposal to include the daily rate per child, any discounts available, and any other costs that may be charged to the parent(s) or guardian(s).**

AlphaBEST Proposed Fee Schedule For SUFFOLK PUBLIC SCHOOLS 2026/2027 SCHOOL YEAR			
WEEKLY RATES			
SCHEDULE	BEFORE SCHOOL	AFTER SCHOOL	BEFORE & AFTER SCHOOL
1-3 Days / week	\$26.00	\$26.00	\$47.00
4 Days / week	\$33.00	\$33.00	\$62.00
5 Days / week	\$42.00	\$42.00	\$78.00
DISCOUNTS			
Siblings 10% Active Military 15% Free/Reduced Lunch Qualified 15% - 100% * Suffolk Public School Employees 50%			
*AlphaBEST will collect childcare subsidies as full payment for all qualifying families.			
OTHER FEES			
Annual Registration Fee		\$50 / student or \$75 / family	
Drop-in Rate		\$25.00	
Full Week (spring Break, Winter Break)		\$200.00 per week	
Early Release Days		\$30.00 per day	
Full Day		\$47.00 per day	
ALPHABEST CONTRIBUTIONS			
AlphaBEST will provide one (1) full-time scholarship per school			

**REVENUE SHARE**

As part of our continued partnership, AlphaBEST Education will **increase our revenue share from 3% to 8% of net revenue—representing a 166% increase in our contribution to the district** compared to the current agreement.

**TUITION POLICIES**

**ALPHABEST TUITION POLICIES**

AlphaBEST will use tuition and registration fees to cover all expenses. We incorporate a **monthly billing** model to allow for consistent cash flow to support operations throughout the school year.

Tuition is due regardless of attendance. When a parent enrolls their child in AlphaBEST, they are buying a space in our program. It is that child's space as long as the family continues to pay for it, even if the child is not in the program. Failure to pay tuition will result in late fees being applied on Monday of the second week of each month. If payment is past due for two weeks, the family may lose their child's space in the program. AlphaBEST reserves the right to offer that space to another family. Days missed due to illness or vacation will **NOT** be discounted.