



# Lexington Public Schools

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To: Paul Ash, Superintendent  
From: Mary Ellen Dunn, Assistant Superintendent for Finance and Business  
Date: April 19, 2011  
Re: Recommendation for Award: Extended Day Child Care Lease

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## **Summary:**

The recommendation of the Extended Day Review Committee is to award the lease to Bridge Extended Day, Inc. d/b/a Lextended Day (Lextended Day). The Committee is comprised of the Principals of the elementary schools and the Assistant Superintendent for Finance and Business. The Principals concluded that the Lextended Day has the higher quality program and a better transition plan. Lextended Day is offering a program that is closest to meeting the needs of the students in a competitive academic environment. In addition, the transition plan presented by Lextended Day is sensitive to the needs of parents and students at Harrington, Fiske, and Bowman. Lextended Day's proposal is inclusive and continues parent advisory committees at each school, and parent representation on the Board of Directors from each school. They also acknowledge that each site needs to have its own "personality and uniqueness" which generates from the interests and needs to the students attending.

While Springboard and Champions appear to offer great programming for students, there were mixed references from our school district peers in other communities where Springboard and Champions had or are currently providing services. Transition planning was not clear on how they would transition current students and parents from existing programs into their program and culture. While we believe these programs are offering students great opportunities to learn and grow, it was not a good match for the needs of students as identified by the Review Committee.

## **Review and Evaluation of RFP responses:**

All responses were read by the Review Committee members representing their specific buildings for comparative purposes. The only RFPs evaluated were those that had submitted a proposal to support all six elementary schools. Provided is the Review Committee's completed review of program, transition planning, lease, and tuition comparisons. The evaluations of these four components lead the committee to its final recommendation. Copies of all open submittal documents are available by appointment.

## **Program Comparison Summary:**

The Review Committee received mixed references from other communities that use or used Springboard and Champions services. In addition, it was the opinion of the review committee that the proposals did not meet the needs of the students in our buildings. Our students need play (free or structured), less rigor, creative outlets, and the like. More academics are not a priority of parent community or of our Principals.

All respondents requested additional space for their program. However, the district does not have dedicated classroom space to provide afterschool while teachers are still working in their classrooms. The District does not support asking a teacher to leave their classroom during their planning and professional time, to be used by an extended day program. Should there be classroom space available the Principals will work with the site coordinators to allow additional space to be used.

**Transition Planning:**

In advance of the recommendation, Lextended Day was interviewed regarding their transition plan. The district confirmed their ability to honor our requests as follows:

- Offer to hire all individuals currently employed by Harrington Extended Day, Fiske Extended Day, and Bowman Extended Day. Lextended Day will retain their right to ensure that the employees meet their performance and qualification criteria.
- Allow all local Extended Day programs to continue offering their building specific program and content for at least one year during the time the programs transition to be under the Lextended Day umbrella.
- Assist in Transition Planning for parents and students ensuring that stability and services are consistent at least for one year.
- Continue to update the Assistant Superintendent for Finance and Business regarding transition planning and seek support needed from the School Department.
- As required by Chapter 30B, Lextended Day understands that there will be another competitive RFP released between November 2015 and January 2016 for another 5 year lease award to be made on or around April 2016. They will partner with the school district in educating parents regarding the requirement.

**Lease Payment Comparison:**

The School Committee has an expressed goal of providing “quality affordable child care” for all students attending the Lexington Public Schools. The amount of the base lease in the RFP is \$238,758 for five years, the minimum required to operate the program and cover the cost to the district for custodial, utilities, routine maintenance, etc. The Lease payment is paid into the Department of Public Facilities Rental of Facilities account.

***Lease Payment Comparison***

Amount over RFP Rate	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	Sub-Total	Vacation Week	Total
	August	August	August	August	August			
	2011 – June 2012	2012 – June 2013	2013 – June 2014	2014 – June 2015	2015 – June 2016			
RFP Base Lease Amount	\$45,021	\$46,374	\$47,768	\$49,203	\$50,392	\$238,758		\$238,758
Bridge Extended Day, Inc	\$1,701	\$1,729	\$1,756	\$1,792	\$1,826	\$8,804		\$8,804
Springboard	\$33,550	\$34,725	\$35,900	\$37,075	\$38,250	\$179,500	(\$109,500)	\$70,000
Champions	\$5,371	\$4,018	\$2,624	\$1,189	\$0	\$13,202		\$13,202

The financial goal of the School Committee is to meet the cost of the program. Obtaining the highest rent does not meet “affordable child care” goal when we know that these costs will be passed on to tuition payments. Lextended Day, bid a premium of \$8,804 above our base lease with no commitment to vacation week programming. Vacation week programming is allowed and priced under the RFP and in the lease should the additional programming be the desire of their parent community.

**Tuition Comparison:**

Tuition is calculated in blocks and paid monthly. A block is 3 hours per day. The rate table represents a monthly rate based upon the number of hours a student attends on a weekly basis. Every Thursday, all elementary school children are dismissed at 12:15 p.m. which is the reason 6 blocks is indicated as an option in the tuition table. All programs require that if only Thursday is selected that a second block is paid and attended.

**Tuition Comparison**

<b>Current Rates</b>							
Program	Block	2 Blocks	3 Blocks	4 Blocks	5 Blocks	6 Blocks	
Bowman		\$ 216	\$ 300	\$ 373	\$ 430	\$ 472	All Grades
Estabrook		\$ 144	\$ 216	\$ 288	\$ 360	\$ 432	All Grades
Fiske		\$ 180	\$ 246	\$ 312	\$ 367	\$ 419	1st - 5th
Fiske		\$ 194	\$ 267	\$ 338	\$ 396	\$ 455	Kindergarten
Harrington		\$ 215	\$ 280	\$ 340	\$ 400	\$ 450	All Grades
Hastings		\$ 144	\$ 216	\$ 288	\$ 360	\$ 432	All Grades
<b>AVERAGE</b>							
		\$ 180	\$ 252	\$ 320	\$ 383	\$ 441	1st - 5th

  

<b>Bridge Extended Day, Inc</b>										
Program	Block	2 Blocks		3 Blocks		4 Blocks		5 Blocks		6 Blocks
Bowman	28	\$ 200	-7.41%	\$ 267	-11.00%	\$ 334	-10.46%	\$ 401	-6.74%	\$ 445
Estabrook	28	\$ 200	38.89%	\$ 267	23.61%	\$ 334	15.97%	\$ 401	11.39%	\$ 445
Fiske	28	\$ 200	11.11%	\$ 267	8.54%	\$ 334	7.05%	\$ 401	9.26%	\$ 445
Harrington	28	\$ 200	-6.98%	\$ 267	-4.64%	\$ 334	-1.76%	\$ 401	0.25%	\$ 445
Hastings	28	\$ 200	38.89%	\$ 267	23.61%	\$ 334	15.97%	\$ 401	11.39%	\$ 445
<b>AVERAGE</b>										
		\$ 200	11.23%	\$ 267	6.12%	\$ 334	4.31%	\$ 401	4.59%	\$ 445
										0.91% 1st - 5th

The RFP did not ask for year 2, 3, 4 or 5 tuition rates. The RFP states “The annual tuition/fee schedule for the lease term (first year is fixed and should reflect actual tuition to be charged).” Thus the lease will need to be adjusted to include language for tuition rates for year 2, 3, 4, and 5 before the lease is final. This adjustment is to ensure that tuition rates do not rise in year 2, 3, 4, and 5 at a rate that exceeds reasonableness and affordability. Attached are the tuition rates for all RFPs evaluated.

The Tuition pricing by Lextended Day was more equitable across the district. Variations in cost structure by the other respondents were confusing and not well explained as the programs were to be similar in each building. In addition, the Principals would like to have stricken from the RFP the Kindergarten half-day option. There is no space available to accommodate this program even if the district were to have a half-day class room once again. The district has moved to a full-day kindergarten model and space is no longer available.

*Lexington Public Schools – Recommendation for Award: Extended Day Child Care Lease 2011-2016*

Current Rates							
Program	Cost Per Block	2 Blocks	3 Blocks	4 Blocks	5 Blocks	6 Blocks	
Bowman		\$ 216	\$ 300	\$ 373	\$ 430	\$ 472	All Grades
Estabrook		\$ 144	\$ 216	\$ 288	\$ 360	\$ 432	All Grades
Fiske		\$ 180	\$ 246	\$ 312	\$ 367	\$ 419	1st - 5th
Fiske		\$ 194	\$ 267	\$ 338	\$ 396	\$ 455	Kindergarten
Harrington		\$ 215	\$ 280	\$ 340	\$ 400	\$ 450	All Grades
Hastings		\$ 144	\$ 216	\$ 288	\$ 360	\$ 432	All Grades

<b>AVERAGE</b>	<b>\$</b>	<b>180</b>		<b>\$</b>	<b>252</b>		<b>\$</b>	<b>320</b>		<b>\$</b>	<b>383</b>		<b>\$</b>	<b>441</b>	<b>1st - 5th</b>
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<b>Bridge Extended Day, Inc</b>													
Program	Block	Cost Per 2 Blocks		3 Blocks		4 Blocks		5 Blocks		6 Blocks			
Bowman	28	\$	200	-7.41%	\$	267	-11.00%	\$	334	-10.46%	\$	401	-5.72% 1st - 5th
Estabrook	28	\$	200	38.89%	\$	267	23.61%	\$	334	15.97%	\$	401	3.01% 1st - 5th
Fiske	28	\$	200	11.11%	\$	267	8.54%	\$	334	7.05%	\$	401	6.21% 1st - 5th
Harrington	28	\$	200	-6.98%	\$	267	-4.64%	\$	334	-1.76%	\$	401	-1.11% 1st - 5th
Hastings	28	\$	200	38.89%	\$	267	23.61%	\$	334	15.97%	\$	401	3.01% 1st - 5th
<b>AVERAGE</b>	<b>\$</b>	<b>200</b>		<b>\$</b>	<b>267</b>		<b>\$</b>	<b>334</b>		<b>\$</b>	<b>401</b>		<b>0.91% 1st - 5th</b>

Program	Block	Cost Per 2 Blocks		3 Blocks		4 Blocks		5 Blocks		6 Blocks			
Bowman	28	\$	230	6.48%	\$	306	2.00%	\$	383	2.68%	\$	459	8.05% Kindergarten
Estabrook	28	\$	230	59.72%	\$	306	41.67%	\$	383	32.99%	\$	459	18.06% Kindergarten
Fiske	28	\$	230	18.56%	\$	306	14.61%	\$	383	22.76%	\$	459	12.09% Kindergarten
Harrington	28	\$	230	6.98%	\$	306	9.29%	\$	383	12.65%	\$	459	13.33% Kindergarten
Hastings	28	\$	230	59.72%	\$	306	41.67%	\$	383	32.99%	\$	459	18.06% Kindergarten

<b>Springboard</b>													
Program	Block	Cost Per 2 Blocks		3 Blocks		4 Blocks		5 Blocks		6 Blocks			
Bowman	85	\$	195	-9.72%	\$	285	-5.00%	\$	360	-3.49%	\$	425	-1.48% 1st - 5th
Estabrook	72	\$	140	-2.78%	\$	215	-0.46%	\$	285	-1.04%	\$	360	-1.62% 1st - 5th
Fiske	73	\$	175	-2.78%	\$	240	-2.44%	\$	299	-4.17%	\$	365	0.00% 1st - 5th
Harrington	79	\$	195	-9.30%	\$	265	-5.36%	\$	335	-1.47%	\$	395	-2.22% 1st - 5th
Hastings	72	\$	140	-2.78%	\$	215	-0.46%	\$	285	-1.04%	\$	360	-1.62% 1st - 5th
<b>AVERAGE</b>	<b>\$</b>	<b>169</b>		<b>\$</b>	<b>244</b>		<b>\$</b>	<b>313</b>		<b>\$</b>	<b>381</b>		<b>-1.41% 1st - 5th</b>

Program	Block	Cost Per 2 Blocks		3 Blocks		4 Blocks		5 Blocks		6 Blocks			
Bowman	85	\$	195	-9.72%	\$	285	-5.00%	\$	360	-3.49%	\$	425	-1.48% Kindergarten
Estabrook	72	\$	140	-2.78%	\$	215	-0.46%	\$	285	-1.04%	\$	360	-1.62% Kindergarten
Fiske	73	\$	175	-9.79%	\$	240	-10.11%	\$	299	-4.17%	\$	365	0.00% Kindergarten
Harrington	79	\$	195	-9.30%	\$	265	-5.36%	\$	335	-1.47%	\$	395	-2.22% Kindergarten
Hastings	72	\$	140	-2.78%	\$	215	-0.46%	\$	285	-1.04%	\$	360	-1.62% Kindergarten

<b>Champions</b>													
Program	Block	Cost Per 2 Blocks		3 Blocks		4 Blocks		5 Blocks		6 Blocks			
Bowman	108	\$	216	0.00%	\$	300	0.00%	\$	373	0.00%	\$	472	0.00% 1st - 5th
Estabrook	72	\$	144	0.00%	\$	216	0.00%	\$	288	0.00%	\$	432	0.00% 1st - 5th
Fiske	90	\$	180	0.00%	\$	246	0.00%	\$	312	0.00%	\$	419	0.00% 1st - 5th
Harrington	107	\$	215	0.00%	\$	280	0.00%	\$	340	0.00%	\$	450	0.00% 1st - 5th
Hastings	72	\$	144	0.00%	\$	216	0.00%	\$	288	18.06%	\$	432	0.00% 1st - 5th
<b>AVERAGE</b>	<b>\$</b>	<b>180</b>		<b>\$</b>	<b>252</b>		<b>\$</b>	<b>320</b>		<b>\$</b>	<b>383</b>		<b>0.00% 1st - 5th</b>

Program	Block	Cost Per 2 Blocks		3 Blocks		4 Blocks		5 Blocks		6 Blocks			
Bowman		\$	216	0.00%	\$	300	0.00%	\$	373	0.00%	\$	472	0.00% Kindergarten
Estabrook		\$	144	0.00%	\$	216	0.00%	\$	288	0.00%	\$	432	0.00% Kindergarten
Fiske	97	\$	194	0.00%	\$	267	0.00%	\$	338	0.00%	\$	455	0.00% Kindergarten
Harrington		\$	215	0.00%	\$	280	0.00%	\$	340	0.00%	\$	450	0.00% Kindergarten
Hastings		\$	144	0.00%	\$	216	0.00%	\$	288	0.00%	\$	432	0.00% Kindergarten