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Juvenile Welfare Board of Pinellas County

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11-13-2019

## **Juvenile Welfare Board Finance Committee Meeting: 2019: 11: 13**

Juvenile Welfare Board of Pinellas County.

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**Juvenile Welfare Board**  
Investing in children. Strengthening our community.

## **JWB FINANCE COMMITTEE MEETING**

**Wednesday, November 13, 2019  
1:30 PM**

**Juvenile Welfare Board  
14155 58<sup>th</sup> Street North  
Edmonds Neri Conference Room  
Clearwater, FL 33760**

### **I. ACTION**

- A. Approve Award for Early Learning Center Clinical Consultation & Intervention Services Request for Proposals
- B. Approve Removal of Surplus and Obsolete Inventory
- C. Approve Neighborhood Family Center Capital and Licensing Budget Amendments
- D. Approve Unite Pinellas Funding Proposal for Lectio Institute

### **II. DISCUSSION**

- A. Program Monitoring Updates
- B. Middle School Academy Solicitation Strategy

### **III. OPEN AGENDA**

*The Juvenile Welfare Board Finance Committee welcomes input from the public. Public Presentation Procedures are available to assist with addressing the Board. Requests for special funding are not appropriate during the Open Agenda.*

### **IV. ADJOURN**

#### **Future Meetings**

##### **JWB Board Meeting**

Thursday, November 14, 2019

##### **JWB Finance Committee Meeting**

Thursday, December 19, 2019

*Notice: These meetings are subject to audio and video recording at any time.*

## Finance Committee Meeting

November 13, 2019

### Approve Award for Early Learning Center Clinical Consultation and Intervention Services Request for Proposals

Item I.A.

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**Recommended Action:** Approve Early Learning Center Clinical Consultation and Intervention Services Request for Proposals (RFP) Funding Recommendation

**Strategic Plan Alignment:** School Readiness

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In January 2019, the JWB Board of Directors voted to allocate \$2.7 million for Future Programming based on: 1) specific items in the JWB Strategic Plan, 2) observations from program monitoring for program enhancement, and 3) discussion that occurred during the November 29, 2018 Board Workshop. One of the Future Programming recommendations that was approved for \$675,000 was to increase behavioral supports to funded early learning centers.

This recommendation was based upon staff observations and feedback from the ten JWB-funded early learning centers that identified the need for these services to preserve the integrity of the quality of the early learning environments. (See attached map of the JWB Funded Early Learning Centers.) Children are presenting with complex needs and challenging behaviors that often go beyond the scope of expertise available within the current staffing models in the Centers.

There is a growing body of research that supports the relationship between traumatic experiences in birth through five years and its impact on memory, language, emotional, and brain development. In addition, poor attention, impulse control, regulation of emotions, and aggression can result from adverse experiences<sup>1</sup>. Twelve years ago, Yale University researchers found that preschoolers are three times more likely than older children to be removed from school and to face social, emotional and academic consequences. Subsequent research found that the effect of this phenomenon was also racialized.<sup>2</sup>JWB, however, has maintained the stance that expulsions are not in the best interest of these children. In recognition of the increased demands placed on the Centers due to this expectation, staff conducted market research and found proven models exist and are in operation that provide data-driven guidance for developing and implementing early childhood mental health consultation programs for young children manifesting behavior problems in preschool settings.

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<sup>1</sup> McConnico, Boyton-Jarrett, Bailey, & Nandi. (2016). A Framework for Trauma-Sensitive Schools: Infusing Trauma-Informed Practices into Early Childhood Education Systems. *Zero to Three*, 36(5), 36–44. Retrieved from <http://www.coastfraseridpscd.ca/wp-content/uploads/2016/07/Zero-to-3-May-2016-Chronic-Stress-Complex-Trauma.pdf#page=36>

<sup>2</sup>Rasheed Malik. "New Data Reveal 250 Preschoolers Are Suspended or Expelled Every Day." Center for American Progress. November 6, 2017. <https://www.americanprogress.org/issues/early-childhood/news/2017/11/06/442280/new-data-reveal-250-preschoolers-suspended-expelled-every-day/>

JWB subsequently recommended procuring a qualified agency to deliver clinical consultation and child-specific intervention services grounded in best practices to further enhance services at the Centers. On July 11, 2019, the Board approved the release of the Early Learning Center Clinical Consultation and Intervention Services RFP. These services are defined in the RFP as:

**Clinical Consultation Services**

- An ongoing, collaborative relationship of technical assistance and guidance between a consultant with expertise in Young Children’s social-emotional and behavioral development and Center leadership, teachers and families.
- Serves as an important resource for Centers to improve the learning environment by: 1) improving their skillsets and knowledge bases to recognize and respond to challenging behaviors; 2) nurturing the social-emotional development of all children within their care; 3) increasing children’s access to early identification and intervention services needed to address social-emotional wellness, and 4) ultimately, helping to reduce problem behaviors in those children at highest risk.

**Child-Specific Intervention Services**

- Interventions specifically targeting the identified needs of an individual child. In order to achieve this, the team will collaborate and convene with center staff, and other clinical and health care providers working with the family in order to create a unified Behavioral Support Plan to improve the functioning of the children and families served by the program.

The program will be evaluated on the following outcomes:

**Clinical Consultation Services**

- 90% of staff who receive technical assistance and training will increase their knowledge of behavior management techniques and demonstrate the techniques in the classroom
- 90% of Center staff will be satisfied with consultation services

**Child-Specific Intervention Services**

- 75% of children who received child-specific intervention services will demonstrate improvement in behaviors as identified in the Behavior Support Plan
- 90% of parents whose children receive child-specific intervention services will express satisfaction with their child’s progress during program participation

Additional performance measures will be established in alignment with proposed standardized assessment and other tools submitted by the successful Proposer.

The Evaluation Committee consisted of the following members:

<u>Name</u>	<u>Title</u>	<u>Employer</u>
Karen Boggess	Program Management and Evaluation Manager	JWB
Paul Webb	Senior Program Consultant	JWB
Cheryl Miller	Senior Program Consultant	JWB
Lori Lewis	Program Finance Manager	JWB
Gayle Ingraham, Ed.D	Program Manager	The Children’s Home, Inc.

The following criteria and weights were used to evaluate and score the Proposals.

<u>Evaluation Criteria</u>	<u>Weight</u>
Experience and Qualifications	50%
Approach to Complete the Scope of Work	35%
<u>Budget and Cost Effectiveness</u>	<u>15%</u>
<b>Total Potential Points</b>	<b>100%</b>

JWB received four proposals from: Children’s Home Society of Florida, Directions for Living, Suncoast Center, and University of South Florida. All proposals were selected to be interviewed by the Evaluation Committee and re-evaluated using the same criteria and weights shown above. The final scores were as follows. (See attached recommendations and detailed scoring sheet.)

<u>Agency</u>	<u>Score</u>
Children’s Home Society of Florida	88.2
Suncoast Center	88.0
University of South Florida	87.6
Directions for Living	80.8

The Evaluation Committee’s recommendations were presented to the JWB Executive Team and the Executive Team approved the Committee’s recommendation as presented. The Executive Team recommends approval to award an agreement to the Children’s Home Society of Florida for \$675,000 in FY20 (01/01/2020 – 09/30/2020) and \$675,000 in FY21 (10/01/2020 – 09/30/2021).

Attachments: Map of JWB Funded Early Learning Centers  
Recommendations by the Evaluation Committee to the Executive Team  
Scoring Sheet by the Evaluation Team- Round 3

Staff Resource: Judith Warren  
Brian Jaruszewski  
Diana Carro  
Lorrayne Hayes

Early Learning Center Clinical Consultation and Intervention Services RFP  
 Recommendations by the Evaluation Committee to the Executive Team

Agency Name	Total Score	Original - Round 1-2				Revised - Round 3				Award Recommendation		Notes/Comments
		FY20 (1/1/2020-9/30/2020)		FY21 (10/1/2020-9/30/2021)		FY20 (1/1/2020-9/30/2020)		FY21 (10/1/2020-9/30/2021)		FY20	FY21	
		Total Program Budget	JWH Funding Request	Total Program Budget	JWH Funding Request	Total Program Budget	JWH Funding Request	Total Program Budget	JWH Funding Request			
Children's Home Society of Florida	88.2	\$822,386	\$675,000	\$971,000	\$675,000	\$822,386	\$675,000	\$971,100	\$675,000	\$675,000	\$675,000	After demo, received cost breakdown for one time only start-up costs requested for FY20.
Suncoast Center	88.0	\$774,496	\$675,000	\$781,678	\$675,000	\$615,736	\$541,841	\$781,678	\$675,000			After demo, FY20 JWH Funding Request decreased to reflect nine months of salaries instead of twelve and increased funding for specialized assessments, staff educational therapy training tools, and one time only conference room furniture.
University of South Florida	87.6	\$874,155	\$674,998	\$906,818	\$674,999	\$874,155	\$674,998	\$906,724	\$674,911			During demo, received revised budget that decreased operating supplies in order to increase professional services for specialized assessments and made minor adjustment to salaries for two positions.
Directions for Living	80.8	\$701,226	\$675,000	\$701,279	\$675,000	\$771,744	\$806,630	\$1,012,052	\$675,000			After demo, FY20 JWH Funding Request decreased to reflect nine months instead of twelve and Total Program Budget increased to reflect anticipated Medicaid revenue and add four additional positions.

Early Learning Center Clinical Consultation and Intervention Services RFP  
Scoring Sheet by the Evaluation Team- Round 3

Children's Home Society of Florida	Criteria	Cheryl	Gayle	Karen	Lori	Paul	Weighted Average
	Experience and Qualifications (1-5) 50%	5	5	4	5	4	46.00
	Approach to Complete the Scope of Work (1-5) 35%	5	5	4	5	3	30.80
	Budget and Cost Effectiveness (1-5) 15%	4	4	4	4	3	11.40
	<b>Total</b>	<b>97</b>	<b>97</b>	<b>80</b>	<b>97</b>	<b>70</b>	<b>88.20</b>

Directions for Living	Criteria	Cheryl	Gayle	Karen	Lori	Paul	Weighted Average
	Experience and Qualifications (1-5) 50%	4	5	4	4	4	42.00
	Approach to Complete the Scope of Work (1-5) 35%	4	3	4	4	5	28.00
	Budget and Cost Effectiveness (1-5) 15%	3	5	3	3	4	10.80
	<b>Total</b>	<b>77</b>	<b>86</b>	<b>77</b>	<b>77</b>	<b>87</b>	<b>80.80</b>

Suncoast Center	Criteria	Cheryl	Gayle	Karen	Lori	Paul	Weighted Average
	Experience and Qualifications (1-5) 50%	5	5	4	5	5	48.00
	Approach to Complete the Scope of Work (1-5) 35%	4	3	4	4	5	28.00
	Budget and Cost Effectiveness (1-5) 15%	4	5	3	4	4	12.00
	<b>Total</b>	<b>90</b>	<b>86</b>	<b>77</b>	<b>90</b>	<b>97</b>	<b>88.00</b>

University of South Florida	Criteria	Cheryl	Gayle	Karen	Lori	Paul	Weighted Average
	Experience and Qualifications (1-5) 50%	5	5	5	5	5	50.00
	Approach to Complete the Scope of Work (1-5) 35%	4	3	4	4	5	28.00
	Budget and Cost Effectiveness (1-5) 15%	3	4	3	3	3	9.60
	<b>Total</b>	<b>87</b>	<b>83</b>	<b>87</b>	<b>87</b>	<b>94</b>	<b>87.60</b>

ATTACHMENT C – MAP OF JWB FUNDED EARLY LEARNING CENTERS



The data within this map is for reference only and should not be considered to be of survey precision. Considerable effort is made to verify the information; however, due to its volume and highly dynamic nature, only original data sources should be used where accuracy, completeness and currency are required.





## Finance Committee Meeting

November 14, 2019

### Approve Removal of Surplus and Obsolete Inventory

Item I.B.

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**Recommended Action:** Approve Removal of Surplus and Obsolete Inventory

**Strategic Plan Alignment:** Administration

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All JWB equipment is evaluated on a semi-annual basis to determine its usefulness and whether it meets current needs. The attached Surplus Property Report lists the unused equipment staff is requesting to remove from the building.

The report includes a description of surplus furniture and equipment to be removed, reason for removal, designation (intended method of disposal), and date of purchase. Items classified as inefficient are either outdated or do not match our current technology needs. Items classified as uneconomical are too costly to maintain or repair when considering the value the item brings.

Pursuant to s. 274.05, F.S., "Surplus Property," a governmental unit shall have discretion to classify as surplus any of its property that is obsolete or the continued use of which is uneconomical or inefficient, or which serves no useful function. Section 274.06, F.S., "Alternative Procedure", specifically provides that "if the property is without commercial value it may be donated, destroyed, or abandoned." Useable items will be donated to local nonprofit agencies as defined in 273.01(3), F.S.

Pending Board approval, JWB will offer items designated as *donate* to the JWB funded agencies on a first-come, first-serve basis. Remaining items will be donated to other 501(c)(3) organizations or disposed of in the appropriate manner such as recycling or waste disposal.

Staff Resource: Laura Peele

Asset ID	Description of Item	Reason for Removal	Purchase Date	Purchase Price	Net Book Value	Disposition
002135/1348	Cisco Router 2960	Inefficient	2/17/2011	\$ 1,455.00	\$0.00	Recycle
	Credenza	Inefficient	Donated from Chase Bank	NA	\$0.00	Donate
001529	HP Color Printer CLJ Pro 400	Inefficient	6/6/2013	\$ 429.75	\$0.00	Recycle
	Hutch	Inefficient	Donated from HHSCC	NA	\$0.00	Donate
001166	LCD TV Panasonic TC-32LX85	Inefficient	1/4/2009	\$ 609.97	\$0.00	Donate
002429	Lenovo E550	Inefficient	8/27/2015	\$ 842.81	\$0.00	Donate
001382	RCA TV with DVD player	Inefficient	9/29/2008	\$ 457.86	\$0.00	Donate
001308	SAS Disc Enclosure/Storage	Inefficient	6/13/2012	\$ 15,390.00	\$0.00	Recycle
002076	Scanner - flat bed	Inefficient	3/16/2010	\$ 1,211.10	\$0.00	Donate
001679/001446	Sound System	Inefficient	3/12/1996	\$ 1,770.45	\$0.00	Donate
002541, 002544-002545, 002547, 002549, 002551, 002555, 002559, 002711	Verizon MIFI	Inefficient	12/13/2016	\$ -	\$0.00	Recycle
002560	Verizon MIFI	Item lost	2/1/2017		\$0.00	NA
	White Board	Inefficient	Donated from Chase Bank	NA	\$0.00	Donate
	2 Drawer vertical file cabinet	Inefficient	Unknown	NA	\$0.00	Donate
	Conference room chairs (7)	Inefficient	Donated from Chase Bank	NA	\$0.00	Donate
	Conference table chairs (5)	Inefficient	Donated from Chase Bank	NA	\$0.00	Donate
	Credenza	Inefficient	Donated from Chase Bank	NA	\$0.00	Recycle
	Folding chairs (4)	Inefficient	Unknown		\$0.00	Donate
001511	iPad	Inefficient	5/1/2013	\$ 489.00	\$0.00	Donate

Asset ID	Description of Item	Reason for Removal	Purchase Date	Purchase Price	Net Book Value	Disposition
002495	iPad	Item lost	4/21/2016	\$ 399.00	\$0.00	NA
002502	Lenovo Laptop	Inefficient	5/23/2016	\$ 548.87	\$0.00	Recycle
002503	Lenovo T460	Inefficient	7/26/2016	\$ 1,466.22	\$0.00	Donate
002647	Lenovo Yoga 370	Item was returned and replaced with a new laptop	7/25/2017	\$ 1,400.00	\$0.00	Returned
	Promotional Tent	Inefficient	Unknown		\$0.00	Donate
	Table 94"x47"	Inefficient	Donated from Chase Bank	NA	\$0.00	Donate
002542, 002543, 002546, 002556, 002558, 002672	Verizon MIFI	Inefficient	12/13/2016	\$ -	\$0.00	Donate
000930	Viewsonic Monitor	Inefficient	1/9/2013	\$ 214.34	\$0.00	Donate



## Finance Committee Meeting

November 13, 2019

### Approve Neighborhood Family Center Capital and Licensing Budget Amendments

Item I.C.

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**Recommended Action:** Approve Budget Amendment for Neighborhood Family Centers Capital and Licensing Costs for FY20

**Strategic Plan Alignment:** Strengthening Community

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#### Background

In FY19, JWB added a provision to the Neighborhood Family Centers' (NFCs) contracts that required each NFC to fully comply with Pinellas County child care licensing standards through the Pinellas County Licensing Board (PCLB). Efforts commenced by reaching out to PCLB to understand both the physical building requirements and the staffing requirements for Child Care facilities.

Due to the extensive nature of the licensing process, not all of the requirements were able to be completed in FY19. In total, \$300,000 was budgeted in FY19 for NFC capital and licensing costs. Of this amount, approximately \$180,000 was spent (see chart below).

CAP	\$6,810.28
Clearwater	\$4,938.14
FCD	-
GRAYDI	-
High Point	\$3,457.20
ICAI	-
JBS	\$88,303.00
Lealman	\$2,738.29
MW	\$73,685.00
Total	\$179,931.91

In order to complete the licensing requirements in FY20, the following amounts are being requested for a budget amendment. These costs will be funded from the “Unassigned” Fund balance.

CAP -	\$1,000 (training)
CNFC -	\$1,000 (training)
GRAYDI -	\$1,000 (training)
HPNFC -	\$95,000 (kitchen and adjacent room renovations)
JBS -	\$125,000 (fire suppression / alerting system)
LANFC -	\$62,000 (kitchen renovations)
<u>MWNFC -</u>	<u>\$15,000 (plumbing and operating costs)</u>
Total -	\$300,000

Staff Resource: Brian Jaruszewski  
Judith Warren



# Juvenile Welfare Board

Investing in children. Strengthening our community

**To:** Dr. Marcie Biddleman, Chief Executive Officer

**From:** Danielle Hintz, Community Projects Manager

**Cc:** Judith Warren, Chief Operating Officer

Diana Carro, Budget & Business Services Manager

**Date:** April 4, 2018

**Subject:** Lectio Institute Purchasing Waiver Justification

**BOARD MEMBERS**

Dr. James Sewell, PhD, Chair  
Gubernatorial Appointee

Brian J. Aungst, Jr., Vice Chair  
Gubernatorial Appointee

Susan Rolston, Secretary  
Gubernatorial Appointee

Richard Butler  
Gubernatorial Appointee

The Honorable Bob Dillinger  
Public Defender

Dr. Michael A. Grego, EdD  
Pinellas County Schools  
Superintendent

The Honorable Bernie McCabe  
State Attorney

Michael G. Mikurak  
Gubernatorial Appointee

Chief James Millican  
Gubernatorial Appointee

The Honorable Patrice Moore  
Sixth Judicial Circuit Court

The Honorable Karen Seel  
Pinellas County Commissioner

Dr. Marcie A. Biddleman, DM  
Chief Executive Officer

Juvenile Welfare Board  
of Pinellas County

14155 58th St. N., Ste. 100  
Clearwater, FL 33760

P: 727.453.5600

F: 727.453.5610

JWBPinellas.org

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This is a request to waive JWB's Purchasing Policy to obtain a minimum of three oral or written quotations for purchases between \$5,001 and \$10,000 for on-site technical assistance and training services for \$9,850 from the Lectio Institute. Lectio Institute will provide: 1) a one hour pre-workshop planning and preparation call; 2) a full-day, on-site workshop for Pinellas County's Grade Level Reading Work Group; and 3) a post-workshop leadership strategic de-brief and consultative on-site session.

The Florida Children's Council serves as Florida's state network lead for the Campaign for Grade Level Reading. In fall of 2013, the Council was approached by the Annie E. Casey Foundation to serve alongside 14 other states in an effort to elevate local Grade Level Reading campaigns from across the nation. As the lead organization, the Council works closely with experts from the national office on ways to support local efforts and strategies to expand the work. JWB has established a Grade Level Reading Work Group for Pinellas County, representing 45+ programs/services to help promote Florida's campaign.

In November, 2017, the Florida Campaign for Grade Level Reading provided a 3-day intensive training by the Lectio Institute to nine local Florida Campaigns. A variety of consultants were interviewed by the Florida Campaign for Grade Level Reading Director and the Lectio Institute was selected because their expertise, proven track record nationally and strategies aligned the closest with the measureable outcomes and principles that the Florida Campaign for Grade Level Reading was looking for.

Six key partner agencies (nine participants in total) of Pinellas County's Grade Level Reading Work Group, which includes JWB who also serves as the backbone of the Work Group, attended the training. The Florida Campaign for Grade Level Reading provided the training free of cost; however, each agency was responsible for their own travel expenses.

Lectio's training provides instruction and expertise in early literacy strategic change, program design and implementation, and resource (re)allocation for sustained growth and measurable impact. Additionally, a portion of the training includes facilitated interactive sessions as participants break into groups, using tools provided by Lectio, to evaluate their own program design

and resource allocation and identify strategies to achieve sustained growth and measurable impact.

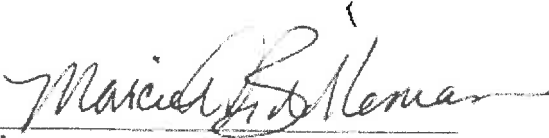
Each of the key partner agencies that attended the workshop found it to be very beneficial for analyzing the intensity of their own early childhood and early literacy programs and beginning to identify data-driven refinements that could be made to their programs and services.


Although the Florida Campaign for Grade Level Reading plans to make Lectio Institute's training available to members of the local Florida Campaigns for the next three, it is only open to local campaigns that have not already attended. By bringing Lectio to Pinellas County all 45 programs with more than 100 partners would be able to attend and the agenda can be customized to provide for more time for the facilitated interactive sessions, ultimately leading to a long-term plan with measurable outcomes.

Staff are requesting a purchasing policy waiver to select Lectio because the approach aligns the Pinellas County's Grade Level Reading Work Group with the direction of the Florida Campaign for Grade Level Reading, the satisfaction with the training that the key partners had who were able to attend the training, and the continuity that continuing to work with Lectio provides by allowing the Work Group to leverage the work that has been completed to date.

Approved       Denied       Other Action

Comment:

  
Signature

  
Date



## Finance Committee Meeting

November 13, 2019

### Approve Unite Pinellas Funding Proposal for Lectio Institute

Item I.D.

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**Recommended Action:** Approve Funding Recommendation for Lectio Institute

**Strategic Plan Alignment:** Strengthening Community

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#### Overview of the Lectio Institute

The Harvard-based Lectio Institute guides stakeholders through an intensive process focused on improving the quality and results of literacy programs and services, analyzing and adjusting efforts for measurable impact. As a critical part of our Pinellas Grade Level Reading Campaign, *Early Readers Future Leaders*, this multi-stage process includes an analysis of participating literacy programs, mapping along a countywide continuum, and examining gaps and needs for additional support. Lectio works with state agencies, community initiatives, school districts, organizations, funders and grant makers; results can be used for both programmatic improvement and system-wide planning.

#### Lectio 3 Day Institute – Foundation for a Health St. Petersburg (\$40,000)

The Foundation for a Healthy St. Petersburg (FHSP) / Unite Pinellas and JWB will engage smaller organizations and leaders in South St. Petersburg, who were unable to attend a previous Institute, to analyze and strengthen their literacy programs, through a Lectio 3 Day Institute to be held at FHSP's Center for Health Equity. JWB will contract with Lectio and assist FHSP in their coordination of efforts to engage St. Petersburg partners and host the 3-Day Institute and pre/post webinars at their site. In addition, efforts will be made to engage the transformational schools in St. Petersburg. All participating organizations/services will be added to the existing Lectio Learning Community, identifying gaps and training/technical assistance needs, and further engaging the St. Petersburg community in the Pinellas Campaign. The estimated cost of the 3 Day Institute is \$40,000 and the event will occur in Spring of 2020.

#### Lectio and the Pinellas Grade Level Reading Campaign, Early Readers Future Leaders (\$35,000)

In addition, Lectio will be engaged to continue strategic and systems-level planning work, utilizing the information we have from the 28 organizations (100+ literacy services) who have participated over the past two years. The gaps and challenges often associated with the achievement gap have been identified, and a Lectio Learning Community has been established to work together and learn from one another - this work will continue. Information gained from the Lectio 3 Day Institute will be incorporated in this systems work. Follow-up and technical assistance will be offered on an ongoing basis. In addition, our self-created Lectio Leadership Team will continue working with Lectio to assist with planning efforts as we work with other stakeholders on solutions to the larger system issues.



The Pinellas Campaign for Grade Level Reading is a community-wide effort, engaging 50+ organizations and 150+ individuals with the vision that all Pinellas County children will be reading on level by 3<sup>rd</sup> grade. This effort directly addresses one of JWB's three 2025 literacy goals: 70% of all 3<sup>rd</sup> Graders will perform at or above basic reading levels, based on FSA scores (currently at 56%), which aligns with the Pinellas County Schools strategic plan.

Currently in its 4<sup>th</sup> year, *Early Readers Future Leaders* addresses two of JWB's four strategic plan areas of work: school readiness and school success. The estimated cost of the Lectio Systems Planning is \$35,000 and will be used during FY20.

**Collaborative Partners:**

- Pinellas Grade Level Reading Campaign, *Early Readers Future Leaders*
- Lectio Institute
- Foundation for a Healthy St. Petersburg
- Pinellas Education Foundation (potential partner)
- Phyllis Wheatley Rise to Read Campaign (potential partner)
- Pinellas County Schools (potential partner)

**Budget Impact**

Funding for this initiative (\$75,000 in total) is budgeted in the Strengthening Community focus area in the Program Education and Outreach line item.

A purchasing waiver was approved for on-site technical assistance and training services in April 2018 and reported to the Board in May 2018. Under this Purchasing waiver, the Lectio Institute provided: 1) pre-workshop planning and preparation calls; 2) a full-day, on-site workshop for Pinellas County's Grade Level Reading Work Group; and 3) post-workshop leadership strategic de-brief and consultative on-site sessions. Lectio's approach aligns the Pinellas County Grade Level Reading Work Group with the direction of the Florida Campaign for Grade Level Reading. There was a high degree of satisfaction from key partners who attended the training.

Continuing to work with Lectio provides continuity by allowing the existing partners to leverage the work that has been completed to date. Two separate Agreements stemmed from this purchasing waiver with similar statements of work: one in FY18 for \$9,850 and the other in FY19 for \$42,500.

Attachment: Purchasing Waiver, April 4, 2018

Staff Resource: Brian Jaruszewski  
Judith Warren



**Finance Committee Meeting**

**November 13, 2019**

**Middle School Academy Solicitation Strategy**

**Item II.B.**

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**Recommended Action:** Discussion

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**Strategic Plan Alignment:** School Success

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For discussion, will be the intended strategy for selecting and awarding contracts for the Middle School Academy expansion funding.

Staff Resource: Brian Jaruszewski  
Judith Warren