

**Early Childhood Education and Care
Department
REQUEST FOR PROPOSALS (RFP)**



**Local Early Childhood Systems Building Coalition
RFP# 2024-0023**

RFP Release Date: January 31, 2024

Proposal Due Date: March 6, 2024

ELECTRONIC-ONLY PROPOSAL SUBMISSION

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I. INTRODUCTION

A. PURPOSE OF THIS REQUEST FOR PROPOSALS

The purpose of the Request for Proposal (RFP) is to solicit sealed proposals to establish a contract through competitive negotiations to strengthen the capacity, collaboration, and coordination within local communities to deliver high-quality prenatal to age five early childhood programs and services.

B. BACKGROUND INFORMATION

The New Mexico Early Childhood Education and Care Department (ECECD) is releasing a competitive funding opportunity for New Mexico Early Childhood Coalitions through the Local Early Childhood Systems Building Grant (LECSBG). Funding through the LECSBG is designed to aid in the actionable implementation of each coalition's strategic plan which must reflect a commitment to systems-building efforts and results. Coalitions funded through the LECSBG are required to utilize this funding for policy and community change by reaching and engaging those with lived experience.

Through effective local leadership and community-relevant strategies, Coalitions will concentrate on aligning efforts with their community-specific strategic plan and ECECD's overall strategic plan (*Floreecer*), to implement systems-building activities and execute community outreach leading to enhanced access and utilization of early childhood resources and programs that are trauma-responsive and culturally relevant.

C. SCOPE OF PROCUREMENT

Offerors awarded under this procurement will work to strengthen the infrastructure within their local community to create a more cohesive, equitable, and effective early childhood system in New Mexico by convening an early childhood coalition. The coalition will be comprised of diverse partners representing different sectors and/or organizations, including families and service providers who work with families prenatally through age five. The coalition will develop or update the coalition's strategic plan, and ensure alignment with the priorities outlined in *Floreecer*, ECECD's strategic plan. The Offeror must develop culturally inclusive family leadership opportunities in their coalition initiatives to ensure that strategies and actions are family driven and increase the community's understanding of the importance of early childhood education.

Contract Period

This RFP will result in multiple awards between the two parties (awarded Offeror and ECECD); the procurement may ONLY be used by those two parties exclusively. Funding under this RFP will be awarded with an end date of **two years from date of award, with an option to extend for two**

additional years. An awarded offeror may choose to have their contract awarded immediately, should time permit, depending on processing deadlines, ending two years from that date of award OR July 1, ending June 30, 2026, with approval from ECECD. In no case will this contract, including all amendments thereof, exceed a total of four (4) years in duration PER CONTRACT, as set forth in NMSA 1978, § 13-1-150.

Funding Availability

Continuation of services as a result of this RFP is contingent upon the annual appropriation by the New Mexico Legislature or other funding sources for the period of this RFP, satisfactory contract compliance as determined by ECECD, and the Contractor's ability to successfully provide services. Should contract non-compliance be determined by ECECD, the contract may be terminated or amended as needed.

Funding is subject to current and future appropriations from the New Mexico Legislature and other funding sources for the period of this RFP. No guarantee is made or implied by the State of New Mexico or ECECD that the amount allocated to this RFP will result in a contract equal to that amount.

Eligibility Criteria to Apply

Any established or emerging early childhood coalition (also known as collaboratives, networks, or planning teams) who have a fiscal agent that meets one of the following criteria:

- Federal tax-exempt non-profit organizations under section 501(c)(3) of Title 26 of the United States Code
- Indigenous Tribes, Pueblos, and Nations
- Governmental entities
- Institutions of Higher Education

The fiscal agent **must** be registered with SAM.GOV and have a **valid and active** Unique Entity Identifier (UEI) number at the time of submission.

D. PROCUREMENT MANAGER

ECECD has assigned a Procurement Manager who is responsible for the conduct of this procurement whose name, telephone number and Email address are listed below:

Name: Marlene Acosta, Procurement Manager
Telephone: 505-660-9273
Email: ececd.rfa@ececd.nm.gov

1. **Any inquiries or requests** regarding this procurement should be submitted, in writing, to the Procurement Manager. Offerors may contact **ONLY** the Procurement Manager

regarding this procurement. Other state employees or Evaluation Committee members do not have the authority to respond on behalf of the ECECD.

2. **Protests of the solicitation or award must be submitted in writing to the Protest Manager identified in Section II.B.13.** As a Protest Manager has been named in this Request for Proposals, pursuant to §13-1-172, NMSA 1978 and 1.4.1.82 NMAC, **ONLY protests delivered directly to the Protest Manager in writing and in a timely fashion will be considered to have been submitted properly and in accordance with statute, rule and this Request for Proposals.** Protests submitted or delivered to the Procurement Manager will **NOT** be considered properly submitted.

E. PROPOSAL SUBMISSION

Submissions of all proposals must be accomplished via ececd.rfa@ececd.nm.gov **Refer to Section III.B.1 for instructions.**

F. DEFINITION OF TERMINOLOGY

This section contains definitions of terms used throughout this procurement document, including appropriate abbreviations:

“**Agency**” means the Early Childhood Education and Care Department.

“**Award**” means the final execution of the contract document.

“**Business Hours**” means 8:00 AM thru 5:00 PM Mountain Standard Time (MST) or Mountain Daylight Time (MDT), whichever is in effect on the date given.

“**Close of Business**” means 5:00 PM MST or MDT, whichever is in use at that time.

“**Confidential**” means confidential financial information concerning Offeror’s organization and data that qualifies as a trade secret in accordance with the Uniform Trade Secrets Act §§57-3-A-1 through 57-3A-7, NMSA 1978. See also NMAC 1.4.1.45. The following items may **not** be labelled as confidential: Offeror’s submitted Cost response, Staff/Personnel Resumes/Bios (excluding personal information such as personal telephone numbers and/or home addresses), and other submitted data that is **not** confidential financial information or that qualifies under the Uniform Trade Secrets Act.

“**Contract**” means any agreement for the procurement of items of tangible personal property, services, or construction.

“**Contractor**” means any business having a contract with a state agency or local public body.

“**Department**” means the Early Childhood Education and Care Department. This term is used interchangeably with “Agency”.

“Determination” means the written documentation of a decision of a procurement officer including findings of fact required to support a decision. A determination becomes part of the procurement file to which it pertains.

“Desirable” – the terms “may,” “can,” “should,” “preferably,” or “prefers” identify a desirable or discretionary item or factor.

“DFA” means the Department of Finance and Administration for the State of New Mexico.

“Early Childhood Coalition” means a collaborative effort or alliance of individuals, organizations, and other partners who work together to promote and support the well-being, development, and education of families and young children, ages prenatal to five.

“Electronic Version/Copy” means a digital form consisting of text, images or both readable on computers or other electronic devices that includes all content that the Original and Hard Copy proposals contain. The digital form may be submitted through Email.

“Evaluation Committee” means a body appointed to perform the evaluation of Offerors’ proposals.

“Evaluation Committee Report” means a report prepared by the Procurement Manager and the Evaluation Committee to support the Committee’s recommendation for contract award. It will contain scores and written evaluations of all responsive Offeror proposals.

“Final Award” means, in the context of this Request for Proposals and all its attendant documents, that point at which the final required signature on the contract(s) resulting from the procurement has been affixed to the contract(s) thus making it fully executed.

“Finalist” means an Offeror who meets all the mandatory specifications of this Request for Proposals and whose score on evaluation factors is sufficiently high to merit further consideration by the Evaluation Committee.

“FY” means Fiscal Year.

“Hourly Rate” means the proposed fully loaded maximum hourly rates that include travel, per diem, fringe benefits and any overhead costs for contractor personnel, as well as subcontractor personnel if appropriate.

“IT” means Information Technology.

“Mandatory” – the terms “must,” “shall” “will,” “is required,” or “are required,” identify a mandatory item or factor. Failure to meet a mandatory item or factor may result in the rejection of the Offeror’s proposal.

“**Minor Irregularities**” means anything in the proposal that does not affect the price, quality and/or quantity, or any other mandatory requirement.

“**Most Advantageous**” means the proposals may or may not have received the most points but **must** meet all the mandatory specifications of this Request for Proposal.

“**Offeror**” is any person, corporation, or partnership who chooses to submit a proposal.

“**Procurement Manager**” means any person or designee authorized by a state agency or local public body to enter into or administer contracts and make written determinations with respect thereto.

“**Procuring Agency**” means all State of New Mexico agencies, commissions, institutions, political subdivisions, and local public bodies allowed by law to entertain procurements.

“**Project**” means a temporary process undertaken to solve a well-defined goal or objective with clearly defined start and end times, a set of clearly defined tasks, and a budget. The project terminates once the project scope is achieved, and project acceptance is given by the project executive sponsor.

“**Redacted**” means a version/copy of the Offeror’s proposal with the information considered proprietary or confidential (as defined by §§57-3A-1 to 57-3A-7, NMSA 1978 and NMAC 1.4.1.45 and summarized herein and outlined in Section II.C.8 of this RFP) blacked-out BUT NOT omitted or removed.

“**Request for Proposals (RFP)**” means all documents, including those attached or incorporated by reference, used for soliciting proposals.

“**Responsible Offeror**” means an Offeror who submits a responsive proposal and who has furnished, when required, information and data to prove that his financial resources, production or service facilities, personnel, service reputation and experience are adequate to make satisfactory delivery of the services, or items of tangible personal property described in the proposal.

“**Responsive Offer**” means an offer which conforms in all material respects to the requirements set forth in the request for proposals. Material respects of a request for proposals include, but are not limited to price, quality, quantity, or delivery requirements.

“**Sealed**” means, in terms of a non-electronic submission, that the proposal is enclosed in a package which is completely fastened in such a way that nothing can be added or removed. Open packages submitted will not be accepted except for packages that may have been damaged by the delivery service itself. The State reserves the right, however, to accept or reject packages where there may have been damage done by the delivery service itself. Whether a package has been damaged by the delivery service or left unfastened and should or should not be accepted is a determination to be made by the Procurement Manager. By submitting a proposal, the Offeror

agrees to and concurs with this process and accepts the determination of the Procurement Manager in such cases.

“**Staff**” means any individual who is a full-time, part-time, or an independently contracted employee with the Offerors’ company.

“**State (the State)**” means the State of New Mexico.

“**State Agency**” means any department, commission, council, board, committee, institution, legislative body, agency, government corporation, educational institution or official of the executive, legislative or judicial branch of the government of this state.

“**Statement of Concurrence**” means an affirmative statement from the Offeror to the required specification agreeing to comply and concur with the stated requirement(s). This statement shall be included in Offerors proposal. (E.g. “We concur,” “Understands and Complies,” “Comply,” “Will Comply if Applicable,” etc.)

“**Systems-level change**” means comprehensive and transformative shifts in the systems and structures that support young children's development and well-being. It involves addressing multiple interconnected factors, such as policies, programs, and services to create an environment that promotes positive outcomes for children.

“**Unredacted**” means a version/copy of the proposal containing all complete information; including any that the Offeror would otherwise consider confidential, such copy for use only for the purposes of evaluation.

“**Written**” means typewritten on standard 8 ½ x 11-inch paper. Larger paper is permissible for charts, spreadsheets, etc.

G. PROCUREMENT LIBRARY

A procurement library has been established. Offerors are encouraged to review the material contained in the Procurement Library by selecting the link provided in this document through your own internet connection. The library contains information listed below:

RFP, Questions & Answers, RFP Amendments, etc.

<https://www.nmeccd.org/grants-rfps-and-procurement-opportunities/>

Other relevant links:

ECECD Strategic Plan, *Floreecer*: [ECECD-Strategic-Plan-FY-22-27_OCT-2023-REVISION.pdf \(nmeccd.org\)](#)

New Mexico Early Childhood Strategic Plan 2021-2024: [2021-2024_NMEarlyChildhood_StrategicPlan.pdf \(nmeccd.org\)](#)

II. CONDITIONS GOVERNING THE PROCUREMENT

This section of the RFP contains the schedule of events, the descriptions of each event, and the conditions governing this procurement.

A. SEQUENCE OF EVENTS

The Procurement Manager and ECECD will make every effort to adhere to the following schedule. These dates are subject to change at the discretion of ECECD. Dates indicated in Events 6 through 12 are estimates only and may be subject to change without necessitating an amendment to the RFP.

Action	Responsible Party	Due Dates
1. Issue RFP	ECECD	January 31, 2024
2. Acknowledgement of Receipt Form	Potential Offerors	February 9, 2024
3. Pre-Proposal Conference	ECECD	February 9, 2024
4. Deadline to submit Written Questions	Potential Offerors	February 12, 2024
5. Response to Written Questions	ECECD	February 15, 2024
6. <i>Submission of Proposal</i>	<i>Potential Offerors</i>	March 6, 2024
Dates below subject to change		
7. Proposal Evaluation	Evaluation Committee	March 11 th – March 19 th , 2024
8. Selection of Finalists	Evaluation Committee	March 20, 2024
9. Finalize Contract Agreement	ECECD/Finalist Offerors	March 18 th -March 22 th , 2024
10. Contract Awards	ECECD/ Finalist Offerors	T+45
11. Protest Deadline	ECECD	15 days after awarding of contract.

B. EXPLANATION OF EVENTS

The following paragraphs describe the activities listed in the Sequence of Events shown in Section II.A., above.

1. Issue RFP

This RFP is being issued on behalf of the Early Childhood Education and Care Department (ECECD) on the date as indicated in Section II.A, Sequence of Events.

2. Acknowledgement of Receipt Form

Potential Offerors may Email the Acknowledgement of Receipt Form (APPENDIX A), to the Procurement Manager at ececd.rfa@ececd.nm.gov, to have their organization placed on the procurement Distribution List. The form must be returned to the Procurement Manager by 3:00 pm MST/ MDT on the date indicated in Section II.A, Sequence of Events.

The procurement distribution list will be used for the distribution of written responses to questions, and/or any amendments to the RFP. Failure to return the Acknowledgement of Receipt Form does not prohibit potential Offerors from submitting a response to this RFP. However, by not returning the Acknowledgement of Receipt Form, the potential Offeror's representative shall not be included on the distribution list.

3. Pre-Proposal Conference

A pre-proposal conference will be held as indicated in Section II.A, Sequence of Events, beginning at **2:00 PM MST/MDT via Microsoft Teams**. **In order to be included in the Pre-Proposal Conference, a potential offeror should contact the Procurement Manager, Marlene Acosta @ ececd.rfa@ececd.nm.gov no later than 3:00 PM, Tuesday, February 6, 2024, and submit a formal request. The email subject line should indicate "Pre-Proposal Invite Request for RFP#2024-0023" and provide the name of the organization, names, titles, and email addresses of requested attendees. An invite will be sent out to all potential offerors that request an invite by the date and time referenced.**

Potential Offeror(s) are encouraged to submit written questions in advance of the conference to the Procurement Manager (see Section I.D). The identity of the organization submitting the question(s) will not be revealed. Additional written questions may be submitted at the conference. All questions answered during the Pre-Proposal Conference will be considered unofficial until they are posted in writing. All written questions will be addressed in writing on the date listed in Section II.A, Sequence of Events. A public log will be kept of the names of potential Offeror(s) that attended the pre-proposal conference.

Attendance at the pre-proposal conference is highly recommended, but not a prerequisite for submission of a proposal.

4. Deadline to Submit Written Questions

Potential Offerors may submit written questions to the Procurement Manager as to the intent or clarity of this RFP by 3:00 pm MST/MDT as indicated in Section II.A, Sequence of Events. All written questions must be addressed to the Procurement Manager as declared in Section I.D. Questions shall be clearly labeled and shall cite the Section(s) in the RFP or other document which form the basis of the question.

5. Response to Written Questions

Written responses to the written questions will be provided via Email, on or before the date indicated in Section II.A, Sequence of Events, to all potential Offerors who timely submitted an Acknowledgement of Receipt Form (Section II.B.2 and APPENDIX A).

The Questions and Answers will be posted to:

<https://www.nmeccd.org/grants-rfps-and-procurement-opportunities/>

6. Submission of Proposal

At this time, only **electronic** proposal submission is allowed. **Do not** submit hard copies until further notice.

ALL OFFEROR PROPOSALS MUST BE RECEIVED FOR REVIEW AND EVALUATION BY THE PROCUREMENT MANAGER OR DESIGNEE NO LATER THAN **3:00 PM** MST/MDT ON THE DATE INDICATED IN SECTION II.A, SEQUENCE OF EVENTS. **PROPOSALS RECEIVED AFTER THIS DEADLINE WILL NOT BE ACCEPTED.** The date and time of receipt will be recorded on each proposal.

Proposals must be submitted electronically through eccd.rfa@ecccd.nm.gov Refer to Section III.B.1 for instructions. Proposals submitted by facsimile, or other electronic means other than through the Email, **will not be accepted.**

Pursuant to §13-1-116, NMSA 1978, the contents of proposals shall not be disclosed to competing potential Offerors during the negotiation process. The negotiation process is deemed to be in effect until the contract is awarded pursuant to this Request for Proposals. Awarded in this context means the final required state agency signature on the contract(s) resulting from the procurement has been obtained.

7. Proposal Evaluation

An Evaluation Committee will perform the evaluation of proposals. This process will take place as indicated in Section II.A, Sequence of Events, depending upon the number of proposals received. During this time, the Procurement Manager may initiate discussions with Offerors who submit responsive or potentially responsive proposals for the purpose of clarifying aspects of the proposals. However, proposals may be accepted and evaluated without such discussion. Discussions SHALL NOT be initiated by the Offerors.

8. Selection of Finalists

The Evaluation Committee will select, and the Procurement Manager will notify the finalist Offerors as per schedule Section II.A, Sequence of Events or as soon as possible thereafter. A schedule for Oral Presentation, if any, will be determined at this time.

9. Best and Final Offers

Finalist Offerors may be asked to submit revisions to their proposals for the purpose of obtaining best and final offers by as per schedule Section II. A., Sequence of Events or as soon as possible. Best and final offers may also be clarified and amended at finalist Offeror's oral presentation.

10. Oral Presentations

Not Applicable

11. Finalize Contractual Agreements

After approval of the Evaluation Committee Report, any contractual agreement(s) resulting from this RFP will be finalized with the most advantageous Offeror(s), taking into consideration the evaluation factors set forth in this RFP, as per Section II.A., Sequence of Events, or as soon as possible thereafter. The most advantageous proposal may or may not have received the most points. In the event mutually agreeable terms cannot be reached with the apparent most advantageous Offeror in the timeframe specified, the State reserves the right to finalize a contractual agreement with the next most advantageous Offeror(s) without undertaking a new procurement process.

12. Contract Awards

Upon receipt of the signed contractual agreement, the Agency Procurement office will award as per Section II.A., Sequence of Events, or as soon as possible thereafter. The award is subject to appropriate Department and State approval.

13. Protest Deadline

Any protest by an Offeror must be timely submitted and in conformance with §13-1-172, NMSA 1978 and applicable procurement regulations. As a Protest Manager has been named in this Request for Proposals, pursuant to §13-1-172, NMSA 1978 and 1.4.1.82 NMAC, ONLY protests delivered directly to the Protest Manager in writing and in a timely fashion will be considered to have been submitted properly and in accordance with statute, rule and this Request for Proposals. The 15-calendar day protest period shall begin on the day following the notice of award of contract(s) and will end at 5:00 pm MST/MDT on the 15th day. Protests must be written and must include the name and address of the protestor and the request for proposal number. It must also contain a statement of the grounds for protest

including appropriate supporting exhibits and it must specify the ruling requested from the party listed below. The protest must be delivered to:

Protest Office
ECECD Office of General Counsel
PO Drawer 5619
Santa Fe, NM 87502-5619

PROTESTS RECEIVED AFTER THE DEADLINE WILL NOT BE ACCEPTED.

C. GENERAL REQUIREMENTS

1. Acceptance of Conditions Governing the Procurement

Potential Offerors must indicate their acceptance of these Conditions Governing the Procurement, Section II.C, by completing and signing the Letter of Transmittal form, pursuant to the requirements in Section II.C.30, located in APPENDIX E.

2. Incurring Cost

Any cost incurred by the potential Offeror in preparation, transmittal, and/or presentation of any proposal or material submitted in response to this RFP shall be borne solely by the Offeror. Any cost incurred by the Offeror for set up and demonstration of the proposed equipment and/or system shall be borne solely by the Offeror.

3. Prime Contractor Responsibility

Any contractual agreement that may result from this RFP shall specify that the prime contractor is solely responsible for fulfillment of all requirements of the contractual agreement with a State Agency which may derive from this RFP. The State Agency entering into a contractual agreement with a vendor will make payments to only the prime contractor.

4. Subcontractors/Consent

The use of subcontractors is allowed with ECECD prior approval. The prime contractor shall be wholly responsible for the entire performance of the contractual agreement whether or not subcontractors are used. Additionally, the prime contractor must receive approval, in writing, from the agency awarding any resultant contract, before any subcontractor is used during the term of this agreement.

5. Amended Proposals

An Offeror may submit an amended proposal before the deadline for receipt of proposals. Such amended proposals must be complete replacements for a previously submitted

proposal and must be clearly identified as such in the transmittal letter. **Agency personnel will not merge, collate, or assemble proposal materials.**

6. Offeror's Rights to Withdraw Proposal

Offerors will be allowed to withdraw their proposals at any time prior to the deadline for receipt of proposals. The Offeror must submit a written withdrawal request addressed to the Procurement Manager and signed by the Offeror's duly authorized representative.

The approval or denial of withdrawal requests received after the deadline for receipt of the proposals is governed by the applicable procurement regulations, 1.4.1.5 & 1.4.1.36 NMAC.

7. Proposal Offer Firm

Responses to this RFP, including proposal prices for services, will be considered firm for one-hundred eighty (180) days after the due date for receipt of proposals or ninety (90) days after the due date for the receipt of a best and final offer, if the Offeror is invited or required to submit one.

8. Disclosure of Proposal Contents

The contents of all submitted proposals will be kept confidential until the final award has been completed by the Agency. At that time, all proposals and documents pertaining to the proposals will be available for public inspection, *except* for proprietary or confidential material as follows:

- a. ***Proprietary and Confidential information is restricted to:***
 1. confidential financial information concerning the Offeror's organization; and
 2. information that qualifies as a trade secret in accordance with the Uniform Trade Secrets Act, §§57-3A-1 through 57-3A-7, NMSA 1978.
- b. An additional but separate redacted version of Offeror's proposal, as outlined and identified in Sections III.B.1.a.i., shall be submitted containing the blacked-out proprietary or confidential information, in order to facilitate eventual public inspection of the non-confidential version of Offeror's proposal.

IMPORTANT: The price of products offered, or the cost of services proposed **SHALL NOT** be designated as proprietary or confidential information.

If a request is received for disclosure of proprietary or confidential materials, the Agency shall examine the request and make a written determination that specifies which portions of the proposal should be disclosed. Unless the Offeror takes legal action to prevent the disclosure, the proposal will be so disclosed. The proposal shall be open to public inspection subject to any continuing prohibition on the disclosure of proprietary or confidential information.

9. No Obligation

This RFP in no manner obligates the State of New Mexico or any of its Agencies to the use of any Offeror's services until a valid written contract is awarded and approved by appropriate authorities.

10. Termination

This RFP may be canceled at any time and any and all proposals may be rejected in whole or in part when the Agency determines such action to be in the best interest of the State of New Mexico.

11. Sufficient Appropriation

Any contract awarded as a result of this RFP process may be terminated if sufficient appropriations or authorizations do not exist. Such terminations will be affected by sending written notice to the contractor. The Agency's decision as to whether sufficient appropriations and authorizations are available will be accepted by the contractor as final.

12. Legal Review

The Agency requires that all Offerors agree to be bound by the General Requirements contained in this RFP. Any Offeror's concerns must be promptly submitted in writing to the attention of the Procurement Manager.

13. Governing Law

This RFP and any agreement with an Offeror which may result from this procurement shall be governed by the laws of the State of New Mexico.

14. Basis for Proposal

Only information supplied in writing by the Procurement Manager or contained in this RFP shall be used as the basis for the preparation of Offeror proposals.

15. Contract Terms and Conditions

The contract between an agency and a contractor will follow the format specified by the New Mexico Office of the State Auditor and contain the terms and conditions set forth in the Sample Contract Appendix C. However, the Agency reserves the right to negotiate provisions in addition to those contained in this RFP (Sample Contract) with any Offeror. The contents of this RFP, as revised and/or supplemented, and the successful Offeror's proposal will be incorporated into and become part of any resultant contract.

The Agency discourages exceptions from the contract terms and conditions as set forth in the RFP Sample Contract. Such exceptions may cause a proposal to be rejected as nonresponsive when, in the sole judgment of the Agency (and its evaluation team), the proposal appears to be conditioned on the exception, or correction of what is deemed to be a deficiency, or an unacceptable exception is proposed which would require a substantial proposal rewrite to correct.

Should an Offeror object to any of the terms and conditions as set forth in the RFP Sample Contract (APPENDIX C) strongly enough to propose alternate terms and conditions in spite of the above, the Offeror must propose **specific** alternative language. The Agency may or may not accept the alternative language. General references to the Offeror's terms and conditions or attempts at complete substitutions of the Sample Contract are not acceptable to the Agency and will result in disqualification of the Offeror's proposal.

Offerors must provide a brief discussion of the purpose and impact, if any, of each proposed change followed by the specific proposed alternate wording.

If an Offeror fails to propose any alternate terms and conditions during the procurement process (the RFP process prior to selection as successful Offeror), no proposed alternate terms and conditions will be considered later during the negotiation process. Failure to propose alternate terms and conditions during the procurement process (the RFP process prior to selection as successful Offeror) is an **explicit agreement** by the Offeror that the contractual terms and conditions contained herein are **accepted** by the Offeror.

16. Offeror's Terms and Conditions

Offerors must submit with the proposal a complete set of any additional terms and conditions they expect to have included in a contract negotiated with the Agency. See Section II.C.15 for requirements.

17. Contract Deviations

Any additional terms and conditions, which may be the subject of negotiation (such terms and conditions having been proposed during the procurement process, that is, the RFP process prior to selection as successful Offeror), will be discussed only between the Agency and the Offeror selected and shall not be deemed an opportunity to amend the Offeror's proposal.

18. Offeror Qualifications

The Evaluation Committee may make such investigations as necessary to determine the ability of the potential Offeror to adhere to the requirements specified within this RFP. The Evaluation Committee will reject the proposal of any potential Offeror who is not a Responsible Offeror or fails to submit a Responsive Offer as defined in §13-1-83 and §13-1-85, NMSA 1978.

19. Right to Waive Minor Irregularities

The Evaluation Committee reserves the right to waive minor irregularities, as defined in Section I.F.19. The Evaluation Committee also reserves the right to waive mandatory requirements, provided that **all** of the otherwise responsive proposals failed to meet the same mandatory requirements and the failure to do so does not otherwise materially affect the procurement. This right is at the sole discretion of the Evaluation Committee.

20. Change in Contractor Representatives

The Agency reserves the right to require a change in contractor representatives if the assigned representative(s) is (are) not, in the opinion of the Agency, adequately meeting the needs of the Agency.

21. Notice of Penalties

The Procurement Code, §§13-1-28 through 13-1-199, NMSA 1978, imposes civil, and misdemeanor and felony criminal penalties for its violation. In addition, the New Mexico criminal statutes impose felony penalties for bribes, gratuities and kickbacks.

22. Agency Rights

The Agency in agreement with the Evaluation Committee reserves the right to accept all or a portion of a potential Offeror's proposal.

23. Right to Publish

Throughout the duration of this procurement process and contract term, Offerors and contractors must secure from the agency written approval prior to the release of any information that pertains to the potential work or activities covered by this procurement and/or agency contracts deriving from this procurement. Failure to adhere to this requirement may result in disqualification of the Offeror's proposal or removal from the contract.

24. Ownership of Proposals

All documents submitted in response to the RFP shall become property of the State of New Mexico.

25. Confidentiality

Any confidential information provided to, or developed by, the Contractor in the performance of the contract resulting from this RFP **shall be kept confidential** and shall not

be made available to any individual or organization by the Offeror without the prior written approval of the Agency.

The Contractor(s) agrees to protect the confidentiality of all confidential information and not to publish or disclose such information to any third party without the procuring Agency's written permission.

Offeror/Contractor agrees to take all reasonable and commercially accepted measures to ensure the security and confidentiality of such information, including but not limited to password protection of all confidential data stored and transmitted. Agency data shall be protected in flight and at rest by encryption best practices and Contractor agrees such encryption shall be used on every device where the Agency data may be stored or transmitted.

26. Electronic mail address required

A large part of the communication regarding this procurement will be conducted by electronic mail (Email). Offeror must have a valid Email address to receive this correspondence. (See also Section II.B.4, Response to Written Questions).

27. Use of Electronic Versions of this RFP

This RFP is being made available by electronic means. In the event of conflict between a version of the RFP in the Offeror's possession and the version maintained by the Agency, the Offeror acknowledges that the version maintained by the agency shall govern.

28. New Mexico Employees Health Coverage

- A. If the Offeror has, or grows to, six (6) or more employees who work, or who are expected to work, an average of at least 20 hours per week over a six (6) month period during the term of the contract, Offeror must agree to have in place, and agree to maintain for the term of the contract, health insurance for those employees if the expected annual value in the aggregate of any and all contracts between Contractor and the State exceed \$250,000 dollars.
- B. Offeror must agree to maintain a record of the number of employees who have (a) accepted health insurance; (b) decline health insurance due to other health insurance coverage already in place; or (c) decline health insurance for other reasons. These records are subject to review and audit by a representative of the state.
- C. Offeror must agree to advise all employees of the availability of State publicly financed health care coverage programs by providing each employee with, as a minimum, the following web site link to additional information <https://bewellnm.com>.
- D. For Indefinite Quantity, Indefinite Delivery contracts (price agreements without specific limitations on quantity and providing for an indeterminate number of orders to be placed

against it); these requirements shall apply the first day of the second month after the Offeror reports combined sales (from state and, if applicable, from local public bodies if from a state price agreement) of \$250,000.

29. Campaign Contribution Disclosure Form

Offeror must complete, sign, and return the Campaign Contribution Disclosure Form, APPENDIX B, as a part of their proposal. This requirement applies regardless whether a covered contribution was made or not made for the positions of Governor and Lieutenant Governor or other identified official. **Failure to complete and return the signed, unaltered form will result in Offeror's disqualification.**

30. Letter of Transmittal

Offeror's proposal must be accompanied by an **unaltered** Letter of Transmittal Form (APPENDIX E), which must be **completed** and **signed** by the individual authorized to contractually obligate the company, identified in #2 below.

Failure to complete and return the signed form will result in Offeror's disqualification. DO NOT LEAVE ANY OF THE ITEMS ON THE FORM BLANK (N/A, None, Does not apply, etc. are acceptable responses).

The Letter of Transmittal **MUST**:

1. Identify the submitting business entity (its Name, Mailing Address and Phone Number);
2. Identify the Name, Title, Telephone, and Email address of the person authorized by the Offeror's organization to (A) contractually obligate the business entity providing the Offer, (B) negotiate a contract on behalf of the organization; and/or (C) provide clarifications or answer questions regarding the Offeror's proposal content (*A response to B and/or C is only required if the responses differs from the individual identified in item A*);
3. Identify any subcontractor/s that may be utilized in the performance of any resultant contract award;
4. Describe any relationship with any other entity (such as State Agency, reseller, etc., that is not a sub-contractor identified in #3), if any, which will be used in the performance of this awarded contract; and
5. The individual identified in #2 above; must sign and date the form, attesting to the veracity of the information provided, and acknowledging (a) the organization's acceptance of the Conditions Governing the Procurement stated in Section II.C.1, (b) the organizations acceptance of the Section V Evaluation Factors, and (c) receipt of any and all amendments to the RFP.

31. Disclosure Regarding Responsibility

- A. Any prospective Contractor and any of its Principals who enter into a contract greater than sixty thousand dollars (\$60,000.00) with any state agency or local public body for

professional services, tangible personal property, services or construction agrees to disclose whether the Contractor, or any principal of the Contractor's company:

1. is presently debarred, suspended, proposed for debarment, or declared ineligible for award of contract by any federal entity, state agency or local public body;
 2. has within a three-year period preceding this offer, been convicted in a criminal matter or had a civil judgment rendered against them for:
 - a. the commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) contract or subcontract;
 - b. violation of Federal or state antitrust statutes related to the submission of offers; or
 - c. the commission in any federal or state jurisdiction of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, tax evasion, violation of Federal criminal tax law, or receiving stolen property;
 3. is presently indicted for, or otherwise criminally or civilly charged by any (federal state or local) government entity with the commission of any of the offenses enumerated in paragraph A of this disclosure;
 4. has, preceding this offer, been notified of any delinquent Federal or state taxes in an amount that exceeds \$3,000.00 of which the liability remains unsatisfied. Taxes are considered delinquent if the following criteria apply.
 - a. The tax liability is finally determined. The liability is finally determined if it has been assessed. A liability is not finally determined if there is a pending administrative or judicial challenge. In the case of a judicial challenge of the liability, the liability is not finally determined until all judicial appeal rights have been exhausted.
 - b. The taxpayer is delinquent in making payment. A taxpayer is delinquent if the taxpayer has failed to pay the tax liability when full payment was due and required. A taxpayer is not delinquent in cases where enforced collection action is precluded.
 - c. Have within a three-year period preceding this offer, had one or more contracts terminated for default by any federal or state agency or local public body.
- B. Principal, for the purpose of this disclosure, means an officer, director, owner, partner, or a person having primary management or supervisory responsibilities within a business entity or related entities.
- C. The Contractor shall provide immediate written notice to the Agency if, at any time during the term of this Agreement, the Contractor learns that the Contractor's disclosure was at any time erroneous or became erroneous by reason of changed circumstances.
- D. A disclosure that any of the items in this requirement exist will not necessarily result in termination of this Agreement. However, the disclosure will be considered in the

determination of the Contractor's responsibility and ability to perform under this Agreement. Failure of the Contractor to furnish a disclosure or provide additional information as requested will render the Offeror nonresponsive.

- E. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render, in good faith, the disclosure required by this document. The knowledge and information of a Contractor is not required to exceed that which is the normally possessed by a prudent person in the ordinary course of business dealings.
- F. The disclosure requirement provided is a material representation of fact upon which reliance was placed when making an award and is a continuing material representation of the facts during the term of this Agreement. If during the performance of the contract, the Contractor is indicted for or otherwise criminally or civilly charged by any government entity (federal, state or local) with commission of any offenses named in this document the Contractor must provide immediate written notice to the Agency. If it is later determined that the Contractor knowingly rendered an erroneous disclosure, in addition to other remedies available to the Government, the State Purchasing Agent or Central Purchasing Officer may terminate the involved contract for cause. Still further the State Purchasing Agent or Central Purchasing Officer may suspend or debar the Contractor from eligibility for future solicitations until such time as the matter is resolved to the satisfaction of the State Purchasing Agent or Central Purchasing Officer.

32. New Mexico/Native American Resident Preferences

The New Mexico/Native American Resident Preferences shall not apply because the expenditures for this RFP includes federal funds.

III. RESPONSE FORMAT AND ORGANIZATION

A. NUMBER OF RESPONSES

Offerors shall submit only one proposal in response to this RFP.

B. NUMBER OF COPIES

1. **ELECTRONIC SUBMISSION ONLY** Responses: eccd.rfa@eccd.nm.gov

Proposals in response to this RFP must be submitted through ECECD's Email eccd.rfa@eccd.nm.gov ONLY.

Follow all submission instructions. Complete proposal upload prior to submission deadline. The Offeror must allow adequate time for uploads to be submitted electronically.

A submission that is not both: (1) fully complete; and (2) received by ECECD after the deadline,

will be deemed late. Further, a submission that is not fully complete and received by ECECD after the deadline because the response was captured, blocked, filtered, quarantined or otherwise prevented from reaching the proper destination server by any anti-virus or other security software will be deemed late. In accordance with statute and rule, **NO LATE OFFER CAN BE ACCEPTED.**

- Do not upload **.zip files** - In accordance with the State of New Mexico's Information Technology (IT) policies and procedures, we are unable to accept .zip files.
- **DO NOT password-protect proposal documents** – The ececd rfa email address is secure, and accessible only to the ECECD CPO and Procurement Manager. Confidential information must adhere to the requirements of Section II.C.8 and must be submitted pursuant to Section II.B.6.

Proposals must be submitted in the manner outlined below. The Technical and Cost portions of Offerors proposal must be submitted as **separate attachments**, and must be prominently identified as “Technical Proposal,” or “Cost Proposal,” on the front page of each upload.

- a) **Technical Proposals** – One (1) ELECTRONIC Email must be organized in accordance with **Section III.C.1. Proposal Format**. All information for the Technical Proposal **must be combined into a single file/document for Emailing**. *EXCEPTION: Single electronic files that exceed 20mb may be submitted as multiple Emails, which must be the least number of Emails necessary to fall under the 20mb limit.* The Technical Proposals **SHALL NOT** contain any cost information.
- i. **Confidential Information**: If Offeror's proposal contains confidential information, as defined in Section I.F and detailed in Section II.C.8, Offeror **must** submit **two (2) separate ELECTRONIC technical files** :
- One (1) ELECTRONIC version of the requisite proposals identified in Section III.B.1.a above as **unredacted** (def. Section I.F) versions for evaluation purposes; and
 - One (1) **redacted** (def. Section I.F) ELECTRONIC. for the public file, in order to facilitate eventual public inspection of the non-confidential version of Offeror's proposal. Redacted versions **must** be clearly marked as “REDACTED” or “CONFIDENTIAL” on the first page of the electronic file;
- b) **Cost Proposals** – One (1) ELECTRONIC Email of the proposal containing **ONLY** the Cost Proposal. All information for the cost proposal **must be combined into a single file/document for Emailing**. *EXCEPTION: Single electronic files that exceed 20mb may be submitted as multiple Emails, which must be the least number of Emails necessary to fall under the 20mb limit.*

For technical support issues contact the Procurement Manager.

Any proposal that does not adhere to the requirements of this Section and **Section III.C.**

Proposal Format and Proposal Content and Organization may be deemed non-responsive and rejected on that basis.

C. PROPOSAL FORMAT

All proposals must be submitted as follows:

- Proposal must be typewritten on standard 8 ½ x 11 inch paper (larger paper is permissible for charts, spreadsheets, etc.).
- Typeface must be easily readable such as Ariel, Courier, or Times Roman and type size must be 12-point.
- Response to Technical Mandatory Specifications is limited to a 10-page limit.

Within each section of the proposal, Offerors must organize and address the RFP requirements in the order indicated below. All forms provided in this RFP must be thoroughly completed and included in the appropriate section of Offeror's proposal.

1. Proposal Content and Organization

Technical Proposal – DO NOT INCLUDE ANY COST INFORMATION IN THE TECHNICAL PROPOSAL.

- A. Signed Letter of Transmittal
- B. Signed Campaign Contribution Form
- C. Table of Contents
- D. Response to Contract Terms and Conditions (from Section II.C.15)
- E. Offeror's Additional Terms and Conditions (from Section II.C.16)
- F. Response to Technical Mandatory Specifications (**except Cost information which shall be included ONLY in Cost Proposal**)
 1. Organizational Background
 2. Coalition Structure
 3. Family Leadership
 4. Strategic Plan
 5. Training, Technical Assistance and Reporting
 6. Desirable Specifications

Cost Proposal:

Completed Cost Response Form (APPENDIX D)

Within each section of the proposal, Offerors should address the items in the order indicated above. All forms provided in this RFP must be thoroughly completed and included in the appropriate section of the proposal. **Any and all discussion of proposed costs, rates or expenses must occur ONLY in the Cost Proposal.**

A Proposal Summary may be included in Offeror's Technical Proposal, to provide the Evaluation Committee with an overview of the proposal; however, this material will not be used in the evaluation process unless specifically referenced from other portions of the Offeror's proposal. **DO NOT INCLUDE COST INFORMATION IN THE PROPOSAL SUMMARY.**

IV. SPECIFICATIONS

A. DETAILED SCOPE OF WORK

Deliverables:

1. Strengthen the capacity, collaboration, and coordination within local communities to deliver high-quality prenatal to age five early childhood programs and services.
2. Build local capacity for work on the actions and measures outlined in the New Mexico Early Childhood Strategic Plan 2021-2024.
3. Develop intentional local to state partnerships through effective local leadership and community-specific strategies that align with the Early Childhood Education and Care Department's (ECECD's) five-year strategic plan, 2022-2027 (*Floreecer*).

Activities:

1. Convene and Facilitate Coalition Meetings:
 - a. Establish a coordinator position (minimum .75 FTE) focused on outreach, communication, coordination, and collaboration at the local level, including the facilitation of at least eleven (11) meetings per fiscal year with cross-sector coalition members and other interested parties. Meetings may be held in person and/or virtually. A meeting agenda must be created and disseminated to meeting participants prior to the meeting. Meeting minutes must be taken during each coalition meeting and be made available to ECECD upon request. Meeting minutes shall be disseminated to coalition members within ten (10) business days of the meeting.
 - b. Ensure participation of a diverse array of partners representing different sectors and/or organizations, including families & service providers who work with families prenatally through age five. Quarterly contact (i.e. phone calls, emails, in-person or hybrid meetings) must be made to ensure the participation of the healthcare sector, such as representatives from local hospitals and/or birthing centers, healthcare providers, Community Health Workers (CHWs), and Community Health Representatives (CHRs). Efforts shall be made to ensure coalition membership reflects local demographics (e.g., racial, socioeconomic, culture, ability).
 - c. Include coalition meeting agendas and attendance sheets when submitting the monthly invoice to ECECD.

2. Develop culturally inclusive family leadership opportunities in coalition initiatives to ensure that strategies and actions are family driven and increase understanding of the importance of early childhood education. Submit a plan to ECECD explaining how the coalition will develop and implement the aforementioned family leadership opportunities within ninety (90) days of contract execution. Once created, this plan must be reviewed by the coalition annually, and any updates to the plan must be submitted to ECECD within thirty (30) days.
3. Local-State Strategic Plan Alignment:
 - a. Develop or update the coalition’s strategic plan. The strategic plan shall be reviewed by the coalition annually, and any revisions to the plan must be submitted to ECECD within thirty (30) days.
 - b. Implement the coalition’s strategic plan, selecting two to three goals and objectives that align with the following priorities in *Floreecer*, ECECD’s Strategic Plan:
 - i. Increase equitable access to and participation in quality early childhood programs that are trauma-responsive and culturally relevant (*Floreecer* Goal 1).
 1. Knowledge and use of trauma-responsive practice is integrated across all prenatal-to-five services (*Floreecer* Objective 1.4).
 2. Quality, universal, accessible and affordable early care and education is available for all families and children (*Floreecer* Objective 1.5).
 - ii. Ensure that NM’s early childhood workforce is supported to meet the needs of all families & young children (*Floreecer* Goal 1).
 1. All early childhood professionals are supported by a fully implemented equitable career and compensation system (*Floreecer* Objective 1.1).
 2. Knowledge and use of trauma-responsive practice is integrated across all prenatal-to-five services. (*Floreecer* Objective 1.4).
 - iii. Promote school readiness (*Floreecer* Goal 1).
 1. All early childhood professionals are supported by a fully implemented equitable career and compensation system (*Floreecer* Objective 1.1).
 2. Support for the social and emotional development of children will be enhanced through the Infant Early Childhood Mental Health Consultation (IECMHC) initiative (*Floreecer* Objective 1.2).

3. Early care and education services for children are supported through a redesigned FOCUS program that incorporates outcome-based measures of quality and supports diversity, equity and inclusion (*Floreecer* Objective 1.3).
 4. Knowledge and use of trauma-responsive practice is integrated across all prenatal-to-five services (*Floreecer* Objective 1.4).
 5. Quality, universal, accessible and affordable early care and education is available for all families and children (*Floreecer* Objective 1.5).
- iv. Build supply to address community needs (for example, increasing access to child care, home visiting and mental health supports, etc.) (*Floreecer* Goals 1 and 4).
1. Quality, universal, accessible and affordable early care and education is available for all families and children (*Floreecer* Objective 1.5).
 2. The prevention, intervention and promotion of the health and well-being of children, families, and communities is equitably supported through use of early childhood cross-agency resources and expertise (*Floreecer* Objective 4.1).
 3. All children and families are centered in alignment processes and projects across the early childhood ecosystem (*Floreecer* Objective 4.4).
- v. Increase opportunities for family leadership and voice in decision making (*Floreecer* Goal 2).
1. A framework for family engagement and leadership is developed and implemented based on mutual trust and respect (*Floreecer* Objective 2.1).
 2. Collaborate with families, community-based organizations, providers, Head Start, and schools that support families to engage and foster children's learning and development (*Floreecer* Objective 2.2).
- vi. Develop a coordinated referral system (*Floreecer* Goal 4).
1. A comprehensive home visiting and perinatal case management system provides a continuum of services and coordinated referral that meets individual families' needs (*Floreecer* Objective 4.2).
4. Participate in virtual or in-person ECECD training and technical assistance that supports coalition systems building capacity.

- a. Participate in all training and technical assistance activities as requested by ECECD.
 - b. Attend coalition convenings, where local and state leaders come together to learn from each other, address challenges, and share information.
 - c. Attend a coordinator retreat at a location determined by ECECD.
 - d. Attend other meetings as required by ECECD with reasonable notice.
5. Submit invoices monthly to the designated ECECD Program Manager on a template provided by ECECD.
 6. Submit a quarterly report on a template provided by the Early Childhood Education and Care Department (ECECD) describing the progress made on the activities conducted by the Contractor to carry out the aforementioned activities.
 7. Submit an annual report on a template provided by ECECD. In lieu of a final written report, an interview with ECECD can be arranged to provide this information verbally.

Data Collection Requirements:

The Contractor will establish targets based on the results of its community assessment, root-cause analysis and subsequent systems change work, and provide quarterly progress reports on a template provided by ECECD on the following five measures:

1. Number, type (e.g., educational outreach, workshops, community events), and language of communications to families (number and languages in which materials/information were provided) to increase awareness of early childhood programs and services.
2. Amount of local funding, direct and in-kind, leveraged by the Coalition to support the early childhood systems.
3. Number of education and outreach efforts, including skill-building training opportunities for individuals, teams, and communities to improve collaboration across programs and systems, specifically public schools, private early care and education agencies, and Tribal and non-Tribal Head Start grantees.
4. Strength of the Coalition regarding shared decision-making and member engagement.

Coalitions will be required to send a representative to an ad hoc data committee which will meet within forty-five (45) days of contract execution. The purpose of this committee will be to jointly agree on additional measures that will track indicators around child well-being.

***** END OF SCOPE OF WORK *****

B. TECHNICAL MANDATORY SPECIFICATIONS

The Offeror shall provide a written response not to exceed the 10-page limitation to each Mandatory Technical Specification listed below, and the answer must correlate to the specification criteria. Failure to do so can result in a point reduction and/or not meeting

the mandatory technical specification criteria and may be deemed non-responsive and can be rejected on that basis or will result in disqualification of their proposal.

Offerors shall respond in the form of a thorough narrative to each specification, unless otherwise instructed.

Based on the Agency requirements and the documents appended to this RFP, Offerors must respond to the Technical Mandatory Specifications below.

Proposals will be scored based upon the thoroughness and clarity of their response of the engagements cited, and the perceived validity, depth, breadth, and value of the response to the requirements set forth.

1. Organizational Background

- a. Please describe your Coalition’s mission and vision. How does this mission and vision align with ECECD’s values?
- b. Identify which county or counties your coalition will serve.
- c. Describe how you will establish a Coordinator for a minimum of .75 FTE to focus on outreach, communication, coordination, and collaboration at a local level.

2. Coalition Structure

- a. Describe your coalition’s governance structure.
- b. Describe the steps that will be taken to develop and facilitate coalition meetings.
- c. How will the coalition ensure the participation of a diverse array of partners, including families and service providers who work with families prenatally through age five?

3. Family Leadership

- a. How will you provide culturally inclusive family leadership opportunities in coalition initiatives to ensure that strategies and actions are family driven and increase understanding of the importance of early childhood education?

4. Strategic Plan

- a. Describe how your coalition’s strategic plan aligns with at least two of the following goals and objectives in *Floreecer, ECECD’s strategic plan*. If your strategic plan does not currently align with at least one of these priorities, explain how you will update the plan to ensure alignment.
 - (i) Increase equitable access to and participation in quality early childhood programs that are trauma-responsive and culturally relevant (Floreecer Goal 1).

1. Knowledge and use of trauma-responsive practice is integrated across all prenatal-to-five services (Florencer Objective 1.4).
 2. Quality, universal, accessible and affordable early care and education is available for all families and children (Florencer Objective 1.5).
- (ii) Ensure that NM's early childhood workforce is supported to meet the needs of all families & young children (Florencer Goal 1).
1. All early childhood professionals are supported by a fully implemented equitable career and compensation system (Florencer Objective 1.1).
 2. Knowledge and use of trauma-responsive practice is integrated across all prenatal-to-five services. (Florencer Objective 1.4).
- (iii) Promote school readiness (Florencer Goal 1).
1. All early childhood professionals are supported by a fully implemented equitable career and compensation system (Florencer Objective 1.1).
 2. Support for the social and emotional development of children will be enhanced through the Infant Early Childhood Mental Health Consultation (IECMHC) initiative (Florencer Objective 1.2).
 3. Early care and education services for children are supported through a redesigned FOCUS program that incorporates outcome-based measures of quality and supports diversity, equity and inclusion (Florencer Objective 1.3).
 4. Knowledge and use of trauma-responsive practice is integrated across all prenatal-to-five services (Florencer Objective 1.4).
 5. Quality, universal, accessible and affordable early care and education is available for all families and children (Florencer Objective 1.5).
- (iv) Build supply to address community needs (for example, increasing access to child care, home visiting and mental health supports, etc.) (Florencer Goals 1 and 4).
1. Quality, universal, accessible and affordable early care and education is available for all families and children (Florencer Objective 1.5).
 2. The prevention, intervention and promotion of the health and well-being of children, families, and communities is equitably supported through use of early childhood cross-agency resources and expertise (Florencer Objective 4.1).
 3. All children and families are centered in alignment processes and projects across the early childhood ecosystem (Florencer Objective 4.4).
- (v) Increase opportunities for family leadership and voice in decision making (Florencer Goal 2).

1. A framework for family engagement and leadership is developed and implemented based on mutual trust and respect (Florecer Objective 2.1).
2. Collaborate with families, community-based organizations, providers, Head Start, and schools that support families to engage and foster children’s learning and development (Florecer Objective 2.2).

(vi) Develop a coordinated referral system (Florecer Goal 4).

1. A comprehensive home visiting and perinatal case management system provides a continuum of services and coordinated referral that meets individual families’ needs (Florecer Objective 4.2).

b. Describe how the coalition will ensure successful implementation of its strategic plan.

5. Training, Technical Assistance and Reporting

- a. Describe your coalition’s plan to participate in all ECECD training and technical assistance that supports coalition systems building capacity. Explain how you will incorporate the information learned from ECECD trainings into your coalition’s work.
- b. Describe how you will collect and report on the required data/information requested in the quarterly and annual reports.
- c. What support do you need from ECECD to continue to be successful in the work you do?

6. Desirable Specifications

- a. Preference will be given to coalitions serving either Chaves or Colfax counties.

C. BUSINESS SPECIFICATIONS

1. Financial Stability

N/A

2. Performance Surety Bond

N/A

3. Letter of Transmittal Form

The Offeror’s proposal **must** be accompanied by the Letter of Transmittal Form located in APPENDIX E. The form **must** be completed and must be signed by the person authorized to obligate the company. **Failure to respond to ALL items, as indicated in Section II.C.30 and APPENDIX E, and to return a signed, unaltered form will result in Offeror’s disqualification.**

4. Campaign Contribution Disclosure Form

The Offeror must complete an unaltered Campaign Contribution Disclosure Form and submit a signed copy with the Offeror's proposal. This must be accomplished whether or not an applicable contribution has been made. (See APPENDIX B). **Failure to complete and return the signed, unaltered form will result in Offeror's disqualification.**

5. Oral Presentation

N/A

6. New Mexico / Native American Resident Preference

N/A

7. Cost

Offerors must complete **Appendix D, Line-Item Budget Form** and **Appendix D.1 an unaltered Cost Response Form.** All amounts represented in the cost proposal will be considered as "not to exceed" amounts. All charges listed on **APPENDIX D, Line-Item Budget Form** must be justified, and evidence of need documented in the proposal.

V. EVALUATION

A. EVALUATION POINT SUMMARY

The following is a summary of evaluation factors with point values assigned to each. These weighted factors will be used in the evaluation of individual potential Offeror proposals by sub-category.

Evaluation Factors <i>(Correspond to Sections IV.B and IV.C)</i>	Points Available
B. Technical Specifications (700 Total Points)	
B. 1. Organizational Background	100
B. 2. Coalition Structure	200
B. 3. Family Leadership	100
B.4. Strategic Plan	225
B.5 Training, Technical Assistance and Reporting	50
B.6 Desirable Specifications	25
C. Business Specifications	
C.3. Letter Of Transmittal	Pass / Disqualified
C.4. Campaign Contribution Disclosure Form	Pass / Disqualified
C.6. Cost (300 Total Points)	
C.6.i Line-Item Budget	200
C.6.ii Proposal Summary Sheet	100
TOTAL POINTS AVAILABLE	1,000

B. EVALUATION FACTORS

1. B. TECHNICAL MANDATORY SPECIFICATIONS

B.1 Organizational Background (See Table 1)

Points will be awarded based on the thoroughness and clarity of Offeror's response in this Section. Lack of a response will be awarded zero (0) points.

B.2 Coalition Structure (See Table 1)

Points will be awarded based on the thoroughness and clarity of Offeror's response in this Section. Lack of a response will be awarded zero (0) points.

B.3 Family Leadership (See Table 1)

Points will be awarded based on the thoroughness and clarity of Offeror's response in this Section. Lack of a response will be awarded zero (0) points.

B.4 Strategic Plan (See Table 1)

Points will be awarded based on the thoroughness and clarity of Offeror's response in this Section. Lack of a response will be awarded zero (0) points.

B.5 Training, Technical Assistance, and Reporting (See Table 1)

Points will be awarded based on the thoroughness and clarity of Offeror's response in this Section. Lack of a response will be awarded zero (0) points.

B.6 Desirable Specifications (See Table 1)

Points will be awarded based on the thoroughness and clarity of Offeror's response in this Section. Lack of a response will be awarded zero (0) points.

C. BUSINESS SPECIFICATIONS

C.1 Financial Stability

N/A

2. C.2 Performance Bond

N/A

3. C.3 Letter of Transmittal (See Table 1)

Pass/Disqualified. No points assigned.

4. C.4 Campaign Contribution Disclosure Form (See Table 1)

Pass/Fail only. No points assigned.

5. C.5 Oral Presentation

N/A

6. C.6 Cost (See Table 1)

Scored Line-Item Budget and Proposal Summary Sheet. (Appendices D and D.1)

C.6.i Line-Item Budget and Detailed Description (Appendix D1)	200 Of 300
C.6.ii Proposal Summary Sheet (Appendix D)	100 Of 300

C.6.i: All costs for the complete delivery of the required services must be entered in the **Line- Item Budget (Appendix D1)** and include a detailed description justifying the proposed costs. This section will be evaluated based on the thoroughness and clarity of Offeror's response in this Section. Lack of a response will be awarded zero (0) points.

C.6.ii: Offerors must complete the **Proposal Summary Sheet (Appendix D.1)**.

The evaluation of each Offeror's Proposal Summary Sheet will be conducted using the following formula for Appendix D, Proposal Summary Sheet:

Lowest Responsive Offeror's Cost (Appendix D)
----- X 100 Available Award Points

C. EVALUATION PROCESS

1. All Offeror proposals will be reviewed for compliance with the requirements and specifications stated within the RFP. Proposals deemed **non-responsive** will be eliminated from further consideration.
2. The Procurement Manager may contact the Offeror for clarification of the response as specified in Section II. B.6.
3. Responsive proposals will be evaluated on the factors in Section IV, which have been assigned a point value in Section V. The responsible Offerors with the highest scores will be selected as finalist Offerors, based upon the proposals submitted. In accordance with 13-1-117 NMSA 1978, the responsible Offerors whose proposals are most advantageous to the State taking into consideration the Evaluation Factors in Section V will be recommended for award (as specified in Section II.B.10). Please note, however, that a serious deficiency in the response to any one factor may be grounds for rejection regardless of overall score.

APPENDIX A

ACKNOWLEDGEMENT OF RECEIPT FORM

APPENDIX A

REQUEST FOR PROPOSAL

Local Early Childhood Systems Building Coalition
RFP#2024-0023

ACKNOWLEDGEMENT OF RECEIPT FORM

This Acknowledgement of Receipt Form should be signed and submitted no later than 3:00 pm MST/MDT on **February 9, 2024, to the Procurement Manager**. Only potential Offerors who elect to return this form will receive copies of all submitted questions and the written responses to those questions, as well as any RFP amendments, if any are issued.

In acknowledgement of receipt of this Request for Proposal, the undersigned agrees that he or she has received a complete copy of the RFP, beginning with the title page, and ending with APPENDIX E.

The name and address below will be used for all correspondence related to the Request for Proposal.

ORGANIZATION:

CONTACT NAME: _____

TITLE: _____ PHONE NO.: _____

EMAIL: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

Submit Acknowledgement of Receipt Form to:

To: Marlene Acosta, Procurement Manager

Email: ecccd.rfa@ecccd.nm.gov

Subject Line: RFP # 2024-0023

APPENDIX B

CAMPAIGN CONTRIBUTION DISCLOSURE FORM

Pursuant to the Procurement Code, Sections 13-1-28, et seq., NMSA 1978 and NMSA 1978, § 13-1-191.1 (2006), as amended by Laws of 2007, Chapter 234, a prospective contractor subject to this section shall disclose all campaign contributions given by the prospective contractor or a family member or representative of the prospective contractor to an applicable public official of the state or a local public body during the two years prior to the date on which a proposal is submitted or, in the case of a sole source or small purchase contract, the two years prior to the date on which the contractor signs the contract, if the aggregate total of contributions given by the prospective contractor or a family member or representative of the prospective contractor to the public official exceeds two hundred fifty dollars (\$250) over the two-year period. A prospective contractor submitting a disclosure statement pursuant to this section who has not contributed to an applicable public official, whose family members have not contributed to an applicable public official or whose representatives have not contributed to an applicable public official shall make a statement that no contribution was made.

A prospective contractor or a family member or representative of the prospective contractor shall not give a campaign contribution or other thing of value to an applicable public official or the applicable public official's employees during the pendency of the procurement process or during the pendency of negotiations for a sole source or small purchase contract.

Furthermore, a solicitation or proposed award for a proposed contract may be canceled pursuant to Section [13-1-181](#) NMSA 1978 or a contract that is executed may be ratified or terminated pursuant to Section [13-1-182](#) NMSA 1978 if a prospective contractor fails to submit a fully completed disclosure statement pursuant to this section; or a prospective contractor or family member or representative of the prospective contractor gives a campaign contribution or other thing of value to an applicable public official or the applicable public official's employees during the pendency of the procurement process.

The state agency or local public body that procures the services or items of tangible personal property shall indicate on the form the name or names of every applicable public official, if any, for which disclosure is required by a prospective contractor.

THIS FORM MUST BE INCLUDED IN THE REQUEST FOR PROPOSALS AND MUST BE FILED BY ANY PROSPECTIVE CONTRACTOR WHETHER OR NOT THEY, THEIR FAMILY MEMBER, OR THEIR REPRESENTATIVE HAS MADE ANY CONTRIBUTIONS SUBJECT TO DISCLOSURE.

The following definitions apply:

“Applicable public official” means a person elected to an office or a person appointed to complete a term of an elected office, who has the authority to award or influence the award of the contract for which the prospective contractor is submitting a competitive sealed proposal or who has the

authority to negotiate a sole source or small purchase contract that may be awarded without submission of a sealed competitive proposal.

“Campaign Contribution” means a gift, subscription, loan, advance or deposit of money or other thing of value, including the estimated value of an in-kind contribution, that is made to or received by an applicable public official or any person authorized to raise, collect or expend contributions on that official’s behalf for the purpose of electing the official to statewide or local office. “Campaign Contribution” includes the payment of a debt incurred in an election campaign, but does not include the value of services provided without compensation or unreimbursed travel or other personal expenses of individuals who volunteer a portion or all of their time on behalf of a candidate or political committee, nor does it include the administrative or solicitation expenses of a political committee that are paid by an organization that sponsors the committee.

“Family member” means a spouse, father, mother, child, father-in-law, mother-in-law, daughter-in-law or son-in-law of (a) a prospective contractor, if the prospective contractor is a natural person; or (b) an owner of a prospective contractor;

“Pendency of the procurement process” means the time period commencing with the public notice of the request for proposals and ending with the award of the contract or the cancellation of the request for proposals.

“Prospective contractor” means a person or business that is subject to the competitive sealed proposal process set forth in the Procurement Code [Sections [13-1-28](#) through [13-1-199](#) NMSA 1978] or is not required to submit a competitive sealed proposal because that person or business qualifies for a sole source or small purchase contract.

“Representative of a prospective contractor” means an officer or director of a corporation, a member or manager of a limited liability corporation, a partner of a partnership or a trustee of a trust of the prospective contractor.

Name(s) of Applicable Public Official(s) : Current Governor of New Mexico and the Lieutenant Governor.

DISCLOSURE OF CONTRIBUTIONS BY PROSPECTIVE CONTRACTOR:

Contribution Made By: _____

Relation to Prospective Contractor: _____

Date Contribution(s) Made: _____

Amount(s) of Contribution(s) _____

Nature of Contribution(s) _____

Purpose of Contribution(s)

(Attach extra pages if necessary)

Signature

Date

Title (position)

--OR--

NO CONTRIBUTIONS IN THE AGGREGATE TOTAL OVER TWO HUNDRED FIFTY DOLLARS (\$250) WERE MADE to an applicable public official by me, a family member or representative.

Signature

Date

Title (Position)

APPENDIX C
SAMPLE CONTRACT

The Agreement included in this Appendix C represents the contract the Agency intends to use to make an award.

The State of New Mexico and the Agency reserve the right to modify the contract prior to, or during, the award process, as necessary.

STATE OF NEW MEXICO

EARLY CHILDHOOD EDUCATION AND CARE DEPARTMENT

PROFESSIONAL SERVICES CONTRACT # _____

THIS AGREEMENT is made and entered into by and between the State of New Mexico, **NAME OF AGENCY**, hereinafter referred to as the “Agency,” and **NAME OF CONTRACTOR**, hereinafter referred to as the “Contractor,” and is effective as of the date set forth below upon which it is executed by the General Services Department/State Purchasing Division (GSD/SPD Contracts Review Bureau).

IT IS AGREED BETWEEN THE PARTIES:

1. **Scope of Work.**

The Contractor shall perform the following work per Attachment 1, Scope of Work.

2. **Compensation.**

A. The Agency shall pay to the Contractor in full payment for services satisfactorily performed pursuant to the Scope of Work at the rate of _____ dollars (\$_____) in FYXX. The New Mexico gross receipts tax levied on the amounts payable under this Agreement in FYXX totaling (AMOUNT) shall be paid by the Agency to the Contractor. **The total amount payable to the Contractor under this Agreement, including gross receipts tax and expenses, shall not exceed (AMOUNT) in FYXX.**

(REPEAT LANGUAGE FOR EACH FISCAL YEAR COVERED BY THE AGREEMENT -- USE FISCAL YEAR NUMBER TO DESCRIBE EACH YEAR; DO NOT USE FY1, FY2, ETC.).

B. Payment in FYXX, FYXX, FYXX, and FYXX is subject to availability of funds pursuant to the Appropriations Paragraph set forth below and to any negotiations between the parties from year to year pursuant to Paragraph 1, Scope of Work, and to approval by the GSD/SPD. All invoices **MUST BE** received by the Agency no later than fifteen (15) days after the termination of the Fiscal Year in which the services were delivered. Invoices received after such date **WILL NOT BE PAID.**

C. Contractor must submit a detailed statement accounting for all services performed and expenses incurred. If the Agency finds that the services are not acceptable, within thirty days after the date of receipt of written notice from the Contractor that payment is requested, it shall provide the Contractor a letter of exception explaining the defect or objection to the services, and outlining steps the Contractor may take to provide remedial action. Upon certification by the Agency that the services have been received and accepted, payment shall be tendered to the Contractor within thirty days after the date of acceptance. If payment is made by mail, the payment shall be deemed tendered on the date it is postmarked. However, the agency shall not incur late charges, interest, or penalties for failure to make payment within the time specified herein.

3. **Term.**

THIS AGREEMENT SHALL NOT BECOME EFFECTIVE UNTIL APPROVED BY THE GSD/SPD Contracts Review Bureau. This Agreement shall terminate on **(TWO YEARS FROM DATE OF AWARD)** unless terminated pursuant to paragraph 4 (Termination), or paragraph 5 (Appropriations). In accordance with NMSA 1978, § 13-1-150, no contract term for a professional services contract, including extensions and renewals, shall exceed four years, except as set forth in NMSA 1978, § 13-1-150.

4. **Termination.**

A. **Grounds.** The Agency may terminate this Agreement for convenience or cause. The Contractor may only terminate this Agreement based upon the Agency's uncured, material breach of this Agreement.

B. **Notice; Agency Opportunity to Cure.**

1. Except as otherwise provided in Paragraph (4)(B)(3), the Agency shall give Contractor written notice of termination at least thirty (30) days prior to the intended date of termination.

2. Contractor shall give Agency written notice of termination at least thirty (30) days prior to the intended date of termination, which notice shall (i) identify all the Agency's material breaches of this Agreement upon which the termination is based and (ii) state what the Agency must do to cure such material breaches. Contractor's notice of termination shall only be effective (i) if the Agency does not cure all material breaches within the thirty (30) day notice period or (ii) in the case of material breaches that cannot be cured within thirty (30) days, the Agency does not, within the thirty (30) day notice period, notify the Contractor of its intent to cure and begin with due diligence to cure the material breach.

3. Notwithstanding the foregoing, this Agreement may be terminated immediately upon written notice to the Contractor (i) if the Contractor becomes unable to perform the services contracted for, as determined by the Agency; (ii) if, during the term of this Agreement, the Contractor is suspended or debarred by the State Purchasing Agent; or (iii) the Agreement is terminated pursuant to Paragraph 5, "Appropriations", of this Agreement.

C. **Liability.** Except as otherwise expressly allowed or provided under this Agreement, the Agency's sole liability upon termination shall be to pay for acceptable work performed prior to the Contractor's receipt or issuance of a notice of termination; provided, however, that a notice of termination shall not nullify or otherwise affect either party's liability for pre-termination defaults under or breaches of this Agreement. The Contractor shall submit an invoice for such work within thirty (30) days of receiving or sending the notice of termination. **THIS PROVISION IS NOT EXCLUSIVE AND DOES NOT WAIVE THE AGENCY'S OTHER LEGAL RIGHTS AND REMEDIES CAUSED BY THE CONTRACTOR'S DEFAULT/BREACH OF THIS AGREEMENT.**

D. **Termination Management.** Immediately upon receipt by either the Agency or the Contractor of notice of termination of this Agreement, the Contractor shall: 1) not incur any further obligations for salaries, services or any other expenditure of funds under this Agreement without written approval of the Agency; 2) comply with all directives issued by the Agency in the notice of termination as to the performance of work under this Agreement; and 3) take such action as the Agency shall direct for the protection, preservation, retention or transfer of all property titled to the Agency and records generated under this Agreement. Any non-expendable personal property or

equipment provided to or purchased by the Contractor with contract funds shall become property of the Agency upon termination and shall be submitted to the agency as soon as practicable.

5. Appropriations.

The terms of this Agreement are contingent upon sufficient appropriations and authorization being made by the Legislature of New Mexico for the performance of this Agreement. If sufficient appropriations and authorization are not made by the Legislature, this Agreement shall terminate immediately upon written notice being given by the Agency to the Contractor. The Agency's decision as to whether sufficient appropriations are available shall be accepted by the Contractor and shall be final. If the Agency proposes an amendment to the Agreement to unilaterally reduce funding, the Contractor shall have the option to terminate the Agreement or to agree to the reduced funding, within thirty (30) days of receipt of the proposed amendment.

6. Status of Contractor.

The Contractor and its agents and employees are independent contractors performing professional services for the Agency and are not employees of the State of New Mexico. The Contractor and its agents and employees shall not accrue leave, retirement, insurance, bonding, use of state vehicles, or any other benefits afforded to employees of the State of New Mexico as a result of this Agreement. The Contractor acknowledges that all sums received hereunder are reportable by the Contractor for tax purposes, including without limitation, self-employment and business income tax. The Contractor agrees not to purport to bind the State of New Mexico unless the Contractor has express written authority to do so, and then only within the strict limits of that authority.

7. Assignment.

The Contractor shall not assign or transfer any interest in this Agreement or assign any claims for money due or to become due under this Agreement without the prior written approval of the Agency.

8. Subcontracting.

The Contractor shall not subcontract any portion of the services to be performed under this Agreement without the prior written approval of the Agency. No such subcontract shall relieve the primary Contractor from its obligations and liabilities under this Agreement, nor shall any subcontract obligate direct payment from the Procuring Agency.

9. Release.

Final payment of the amounts due under this Agreement shall operate as a release of the Agency, its officers and employees, and the State of New Mexico from all liabilities, claims and obligations whatsoever arising from or under this Agreement.

10. Confidentiality.

Any confidential information provided to or developed by the Contractor in the performance of this Agreement shall be kept confidential and shall not be made available to any individual or organization by the Contractor without the prior written approval of the Agency.

11. Product of Service -- Copyright.

All materials developed or acquired by the Contractor under this Agreement shall become the property of the State of New Mexico and shall be delivered to the Agency no later than the termination date of this Agreement. Nothing developed or produced, in whole or in part, by the Contractor under this Agreement shall be the subject of an application for copyright or other claim of ownership by or on behalf of the Contractor.

12. Conflict of Interest; Governmental Conduct Act.

A. The Contractor represents and warrants that it presently has no interest and, during the term of this Agreement, shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance or services required under the Agreement.

B. The Contractor further represents and warrants that it has complied with, and, during the term of this Agreement, will continue to comply with, and that this Agreement complies with all applicable provisions of the Governmental Conduct Act, Chapter 10, Article 16 NMSA 1978. Without in anyway limiting the generality of the foregoing, the Contractor specifically represents and warrants that:

1) in accordance with NMSA 1978, § 10-16-4.3, the Contractor does not employ, has not employed, and will not employ during the term of this Agreement any Agency employee while such employee was or is employed by the Agency and participating directly or indirectly in the Agency's contracting process;

2) this Agreement complies with NMSA 1978, § 10-16-7(A) because (i) the Contractor is not a public officer or employee of the State; (ii) the Contractor is not a member of the family of a public officer or employee of the State; (iii) the Contractor is not a business in which a public officer or employee or the family of a public officer or employee has a substantial interest; or (iv) if the Contractor is a public officer or employee of the State, a member of the family of a public officer or employee of the State, or a business in which a public officer or employee of the State or the family of a public officer or employee of the State has a substantial interest, public notice was given as required by NMSA 1978, § 10-16-7(A) and this Agreement was awarded pursuant to a competitive process;

3) in accordance with NMSA 1978, § 10-16-8(A), (i) the Contractor is not, and has not been represented by, a person who has been a public officer or employee of the State within the preceding year and whose official act directly resulted in this Agreement and (ii) the Contractor is not, and has not been assisted in any way regarding this transaction by, a former public officer or employee of the State whose official act, while in State employment, directly resulted in the Agency's making this Agreement;

4) this Agreement complies with NMSA 1978, § 10-16-9(A) because (i) the Contractor is not a legislator; (ii) the Contractor is not a member of a legislator's family; (iii) the Contractor is not a business in which a legislator or a legislator's family has a substantial interest; or (iv) if the Contractor is a legislator, a member of a legislator's family, or a business in which a legislator or a legislator's family has a substantial interest, disclosure has been made as required by NMSA 1978, § 10-16-7(A), this Agreement is not a sole source or small purchase contract, and this Agreement was awarded in accordance with the provisions of the Procurement Code;

5) in accordance with NMSA 1978, § 10-16-13, the Contractor has not directly participated in the preparation of specifications, qualifications or evaluation criteria for this Agreement or any procurement related to this Agreement; and

6) in accordance with NMSA 1978, § 10-16-3 and § 10-16-13.3, the Contractor has not contributed, and during the term of this Agreement shall not contribute, anything of value to a public officer or employee of the Agency.

C. Contractor's representations and warranties in Paragraphs A and B of this Article 12 are material representations of fact upon which the Agency relied when this Agreement was entered into by the parties. Contractor shall provide immediate written notice to the Agency if, at any time during the term of this Agreement, Contractor learns that Contractor's representations and warranties in Paragraphs A and B of this Article 12 were erroneous on the effective date of this Agreement or have become erroneous by reason of new or changed circumstances. If it is later determined that Contractor's representations and warranties in Paragraphs A and B of this Article 12 were erroneous on the effective date of this Agreement or have become erroneous by reason of new or changed circumstances, in addition to other remedies available to the Agency and notwithstanding anything in the Agreement to the contrary, the Agency may immediately terminate the Agreement.

D. All terms defined in the Governmental Conduct Act have the same meaning in this Article 12(B).

13. Amendment.

A. This Agreement shall not be altered, changed or amended except by instrument in writing executed by the parties hereto and all other required signatories.

B. If the Agency proposes an amendment to the Agreement to unilaterally reduce funding due to budget or other considerations, the Contractor shall, within thirty (30) days of receipt of the proposed Amendment, have the option to terminate the Agreement, pursuant to the termination provisions as set forth in Article 4 herein, or to agree to the reduced funding.

14. Merger.

This Agreement incorporates all the Agreements, covenants and understandings between the parties hereto concerning the subject matter hereof, and all such covenants, Agreements and understandings have been merged into this written Agreement. No prior Agreement or understanding, oral or otherwise, of the parties or their agents shall be valid or enforceable unless embodied in this Agreement.

15. Penalties for violation of law.

The Procurement Code, NMSA 1978 §§ 13-1-28 through 13-1-199, imposes civil and criminal penalties for its violation. In addition, the New Mexico criminal statutes impose felony penalties for illegal bribes, gratuities and kickbacks.

16. Equal Opportunity Compliance.

The Contractor agrees to abide by all federal and state laws and rules and regulations, and executive orders of the Governor of the State of New Mexico, pertaining to equal employment

opportunity. In accordance with all such laws of the State of New Mexico, the Contractor assures that no person in the United States shall, on the grounds of race, religion, color, national origin, ancestry, sex, age, physical or mental handicap, or serious medical condition, spousal affiliation, sexual orientation or gender identity, be excluded from employment with or participation in, be denied the benefits of, or be otherwise subjected to discrimination under any program or activity performed under this Agreement. If Contractor is found not to be in compliance with these requirements during the life of this Agreement, Contractor agrees to take appropriate steps to correct these deficiencies.

17. Applicable Law.

The laws of the State of New Mexico shall govern this Agreement, without giving effect to its choice of law provisions. Venue shall be proper only in a New Mexico court of competent jurisdiction in accordance with NMSA 1978, § 38-3-1 (G). By execution of this Agreement, Contractor acknowledges and agrees to the jurisdiction of the courts of the State of New Mexico over any and all lawsuits arising under or out of any term of this Agreement.

18. Workers Compensation.

The Contractor agrees to comply with state laws and rules applicable to workers compensation benefits for its employees. If the Contractor fails to comply with the Workers Compensation Act and applicable rules when required to do so, this Agreement may be terminated by the Agency.

19. Records and Financial Audit.

The Contractor shall maintain detailed time and expenditure records that indicate the date; time, nature and cost of services rendered during the Agreement's term and effect and retain them for a period of three (3) years from the date of final payment under this Agreement. The records shall be subject to inspection by the Agency, the General Services Department/State Purchasing Division and the State Auditor. The Agency shall have the right to audit billings both before and after payment. Payment under this Agreement shall not foreclose the right of the Agency to recover excessive or illegal payments

20. Indemnification.

The Contractor shall defend, indemnify and hold harmless the Agency and the State of New Mexico from all actions, proceeding, claims, demands, costs, damages, attorneys' fees and all other liabilities and expenses of any kind from any source which may arise out of the performance of this Agreement, caused by the negligent act or failure to act of the Contractor, its officers, employees, servants, subcontractors or agents, or if caused by the actions of any client of the Contractor resulting in injury or damage to persons or property during the time when the Contractor or any officer, agent, employee, servant or subcontractor thereof has or is performing services pursuant to this Agreement. In the event that any action, suit or proceeding related to the services performed by the Contractor or any officer, agent, employee, servant or subcontractor under this Agreement is brought against the Contractor, the Contractor shall, as soon as practicable but no later than two (2) days after it receives notice thereof, notify the legal counsel of the Agency and the Risk Management Division of the New Mexico General Services Department by certified mail.

21. New Mexico Employees Health Coverage.

A. If Contractor has, or grows to, six (6) or more employees who work, or who are expected to work, an average of at least 20 hours per week over a six (6) month period during the term of the contract, Contractor certifies, by signing this agreement, to have in place, and agree to maintain for the term of the contract, health insurance for those employees and offer that health insurance to those employees if the expected annual value in the aggregate of any and all contracts between Contractor and the State exceed \$250,000 dollars.

B. Contractor agrees to maintain a record of the number of employees who have (a) accepted health insurance; (b) declined health insurance due to other health insurance coverage already in place; or (c) declined health insurance for other reasons. These records are subject to review and audit by a representative of the state.

C. Contractor agrees to advise all employees of the availability of State publicly financed health care coverage.

22. Invalid Term or Condition.

If any term or condition of this Agreement shall be held invalid or unenforceable, the remainder of this Agreement shall not be affected and shall be valid and enforceable.

23. Enforcement of Agreement.

A party's failure to require strict performance of any provision of this Agreement shall not waive or diminish that party's right thereafter to demand strict compliance with that or any other provision. No waiver by a party of any of its rights under this Agreement shall be effective unless express and in writing, and no effective waiver by a party of any of its rights shall be effective to waive any other rights.

24. Notices.

Any notice required to be given to either party by this Agreement shall be in writing and shall be delivered in person, by courier service or by U.S. mail, either first class or certified, return receipt requested, postage prepaid, as follows:

To the Agency:
State of New Mexico
Early Childhood Education and Care Department
Administrative Services Division
Attn: Contracts Unit
PO Drawer 5619
Santa Fe, NM 87502-5619

To the Contractor:
[insert name, address and email].

25. Authority.

If Contractor is other than a natural person, the individual(s) signing this Agreement on behalf of Contractor represents and warrants that he or she has the power and authority to bind Contractor, and that no further action, resolution, or approval from Contractor is necessary to enter into a binding contract.

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date of signature by the GSD/SPD Contracts Review Bureau below.

By: _____ Date: _____
Agency

By: _____ Date: _____
Agency's Legal Counsel – Certifying legal sufficiency

By: _____ Date: _____
Agency's Chief Financial Officer

By: _____ Date: _____
Contractor

The records of the Taxation and Revenue Department reflect that the Contractor is registered with the Taxation and Revenue Department of the State of New Mexico to pay gross receipts and compensating taxes.

ID Number: **00-000000-00-0**

By: _____ Date: _____
Taxation and Revenue Department

This Agreement has been approved by the GSD/SPD Contracts Review Bureau:

By: _____
GSD/SPD Contracts Review Bureau

Date: _____

Attachment 1-Scope of Work

Local Early Childhood Systems Building Coalition Scope of Work

Deliverables:

1. Strengthen the capacity, collaboration, and coordination within local communities to deliver high-quality prenatal to age five early childhood programs and services.
2. Build local capacity for work on the actions and measures outlined in the New Mexico Early Childhood Strategic Plan 2021-2024.
3. Develop intentional local to state partnerships through effective local leadership and community-specific strategies that align with the Early Childhood Education and Care Department's (ECECD's) five-year strategic plan, 2022-2027 (*Floreecer*).

Activities:

1. Convene and Facilitate Coalition Meetings:
 - a. Establish a coordinator position (minimum .75 FTE) focused on outreach, communication, coordination, and collaboration at the local level, including the facilitation of at least eleven (11) meetings per fiscal year with cross-sector coalition members and other interested parties. Meetings may be held in person and/or virtually. A meeting agenda must be created and disseminated to meeting participants prior to the meeting. Meeting minutes must be taken during each coalition meeting and be made available to ECECD upon request. Meeting minutes shall be disseminated to coalition members within ten (10) business days of the meeting.
 - b. Ensure participation of a diverse array of partners representing different sectors and/or organizations, including families & service providers who work with families prenatally through age five. Quarterly contact (i.e. phone calls, emails, in-person or hybrid meetings) must be made to ensure the participation of the healthcare sector, such as representatives from local hospitals and/or birthing centers, healthcare providers, Community Health Workers (CHWs), and Community Health Representatives (CHRs). Efforts shall be made to ensure coalition membership reflects local demographics (e.g., racial, socioeconomic, culture, ability).
 - c. Include coalition meeting agendas and attendance sheets when submitting the monthly invoice to ECECD.
2. Develop culturally inclusive family leadership opportunities in coalition initiatives to ensure that strategies and actions are family driven and increase understanding of the

importance of early childhood education. Submit a plan to ECECD explaining how the coalition will develop and implement the aforementioned family leadership opportunities within ninety (90) days of contract execution. Once created, this plan must be reviewed by the coalition annually, and any updates to the plan must be submitted to ECECD within thirty (30) days.

3. Local-State Strategic Plan Alignment:

- a. Develop or update the coalition's strategic plan. The strategic plan shall be reviewed by the coalition annually, and any revisions to the plan must be submitted to ECECD within thirty (30) days.
- b. Implement the coalition's strategic plan, selecting two to three goals and objectives that align with the following priorities in *Floreecer*, ECECD's Strategic Plan:
 - i. Increase equitable access to and participation in quality early childhood programs that are trauma-responsive and culturally relevant (*Floreecer* Goal 1).
 1. Knowledge and use of trauma-responsive practice is integrated across all prenatal-to-five services (*Floreecer* Objective 1.4).
 2. Quality, universal, accessible and affordable early care and education is available for all families and children (*Floreecer* Objective 1.5).
 - ii. Ensure that NM's early childhood workforce is supported to meet the needs of all families & young children (*Floreecer* Goal 1).
 1. All early childhood professionals are supported by a fully implemented equitable career and compensation system (*Floreecer* Objective 1.1).
 2. Knowledge and use of trauma-responsive practice is integrated across all prenatal-to-five services. (*Floreecer* Objective 1.4).
 - iii. Promote school readiness (*Floreecer* Goal 1).
 1. All early childhood professionals are supported by a fully implemented equitable career and compensation system (*Floreecer* Objective 1.1).
 2. Support for the social and emotional development of children will be enhanced through the Infant Early Childhood Mental Health Consultation (IECMHC) initiative (*Floreecer* Objective 1.2).
 3. Early care and education services for children are supported through a redesigned FOCUS program that incorporates outcome-based

- measures of quality and supports diversity, equity and inclusion (*Floreecer* Objective 1.3).
4. Knowledge and use of trauma-responsive practice is integrated across all prenatal-to-five services (*Floreecer* Objective 1.4).
 5. Quality, universal, accessible and affordable early care and education is available for all families and children (*Floreecer* Objective 1.5).
- iv. Build supply to address community needs (for example, increasing access to child care, home visiting and mental health supports, etc.) (*Floreecer* Goals 1 and 4).
1. Quality, universal, accessible and affordable early care and education is available for all families and children (*Floreecer* Objective 1.5).
 2. The prevention, intervention and promotion of the health and well-being of children, families, and communities is equitably supported through use of early childhood cross-agency resources and expertise (*Floreecer* Objective 4.1).
 3. All children and families are centered in alignment processes and projects across the early childhood ecosystem (*Floreecer* Objective 4.4).
- v. Increase opportunities for family leadership and voice in decision making (*Floreecer* Goal 2).
1. A framework for family engagement and leadership is developed and implemented based on mutual trust and respect (*Floreecer* Objective 2.1).
 2. Collaborate with families, community-based organizations, providers, Head Start, and schools that support families to engage and foster children’s learning and development (*Floreecer* Objective 2.2).
- vi. Develop a coordinated referral system (*Floreecer* Goal 4).
1. A comprehensive home visiting and perinatal case management system provides a continuum of services and coordinated referral that meets individual families’ needs (*Floreecer* Objective 4.2).
4. Participate in virtual or in-person ECECD training and technical assistance that supports coalition systems building capacity.
- a. Participate in all training and technical assistance activities as requested by ECECD.

- b. Attend coalition convenings, where local and state leaders come together to learn from each other, address challenges, and share information.
 - c. Attend a coordinator retreat at a location determined by ECECD.
 - d. Attend other meetings as required by ECECD with reasonable notice.
5. Submit invoices monthly to the designated ECECD Program Manager on a template provided by ECECD.
6. Submit a quarterly report on a template provided by the Early Childhood Education and Care Department (ECECD) describing the progress made on the activities conducted by the Contractor to carry out the aforementioned activities.
7. Submit an annual report on a template provided by ECECD. In lieu of a final written report, an interview with ECECD can be arranged to provide this information verbally.

Data Collection Requirements:

The Contractor will establish targets based on the results of its community assessment, root-cause analysis and subsequent systems change work, and provide quarterly progress reports on a template provided by ECECD on the following five measures:

1. Number, type (e.g., educational outreach, workshops, community events), and language of communications to families (number and languages in which materials/information were provided) to increase awareness of early childhood programs and services.
2. Amount of local funding, direct and in-kind, leveraged by the Coalition to support the early childhood systems.
3. Number of education and outreach efforts, including skill-building training opportunities for individuals, teams, and communities to improve collaboration across programs and systems, specifically public schools, private early care and education agencies, and Tribal and non-Tribal Head Start grantees.
4. Strength of the Coalition regarding shared decision-making and member engagement.

Coalitions will be required to send a representative to an ad hoc data committee which will meet within forty-five (45) days of contract execution. The purpose of this committee will be to jointly agree on additional measures that will track indicators around child well-being.

Attachment 2 – Budget

The Agency shall compensate the Contractor for the services rendered in Attachment 1, Scope of Work. To be billed on a monthly basis to the designated ECECD Program Manager on a template provided by ECECD.

The total amount of this agreement shall not exceed \$ _____.

Funding Source:

General and Federal Funds

Federal Funding Information [if applicable]:

**This information will be inserted at time of contract award.

Attachment 3 – Business Associate Agreement

This is a business associate agreement in compliance with 45 CFR Section 160.504(e)(2) of the HIPAA privacy rule. The contractor understands that it may be considered a business associate of the Agency under the HIPAA Privacy and Security Rules. Accordingly, the parties agree:

- The disclosures the Agency will make to Contractor of any information that identifies an individual and includes information about the individual's health (protected health information), whether in electronic or physical form, shall be limited to the minimum reasonably necessary for Contractor's delivery of services described in the Scope of Work to which the parties have agreed to in the Contract.
- Any disclosures by Contractor of any individual's protected health information inconsistent with this agreement are strictly prohibited and shall be cause for termination of the Contract. Contractor shall take all reasonable steps to avoid such disclosures, including but not limited to implementation of all practical administrative, physical and technical safeguards.
- After the expiration of this Contract, whether because a party has cancelled it, it is fully executed or for any other cause, Contractor shall return all documents containing any individual's protected health information to the Agency. Contractor also agrees that it shall take reasonable affirmative precautions to avoid any unauthorized disclosures of protected health information to third parties.
- Contractor understands that it is responsible for reporting unauthorized disclosures, including but not limited to electronic security violations, to the Agency's privacy office or the federal Office of Civil Rights. Contractor also understands it is responsible for reporting any other disclosure for purposes other than treatment, payment, or operations to the Agency's privacy office.
- Contractor agrees to bind their agents and subcontractors to the terms of this agreement.
- Contractor understands an individual has the right to inspect and request changes to the protected health information the parties use or create and that an appropriate privacy officer and/or the federal Office of Civil Rights has the authority to inspect the parties' procedures for management of the individual's protected health information.

Attachment 4

Early Childhood Education and Care Department Suspension and Debarment Form

- A. Consistent with either 7 C.F.R. Part 3017, 2 C.F.R. 108 or 45 C.F.R. Part 76, as applicable, and as a separate and independent requirement of this contract with the Early Childhood Education and Care Department [ECECD], known throughout this contract as “Agency”, the Contractor certifies by signing this form, that it and its principals, to the best of its knowledge and belief: (1) are not debarred, suspended, proposed for debarment, or declared ineligible for the award of contracts by any Federal department or agency; (2) have not, within a three-year period preceding the effective date of this contract, been convicted of or had a civil judgment rendered against them for: commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, state, or local) contract or subcontract; violation of Federal or state antitrust statutes relating to the submission of offers; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, tax evasion, or receiving stolen property; (3) have not been indicted for, or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with, commission of any of the offenses enumerated above in this Paragraph A; (4) have not, within a three-year period preceding the effective date of this contract, had one or more public agreements or transactions (Federal, State or local) terminated for cause or default; and (5) have not been excluded from participation from Medicare, Medicaid or other federal health care programs pursuant to Title XI of the Social Security Act, 42 U.S.C. § 1320a-7.
- B. The Contractor’s certification in Paragraph A, above, is a material representation of fact upon which the Agency relied when this contract was entered into by the parties. The Contractor’s certification in Paragraph A, above, shall be a continuing term or condition of this contract. As such at all times during the performance of this contract, the Contractor must be capable of making the certification required in Paragraph A, above, as if on the date of making such new certification the Contractor was then executing this contract for the first time. Accordingly, the following requirements shall be read so as to apply to the original certification of the Contractor in Paragraph A, above, or to any new certification the Contractor is required to be capable of making as stated in the preceding sentence:
- (1) The Contractor shall provide immediate written notice to the Agency’s Program Manager if, at any time during the term of this contract, the Contractor learns that its certification in Paragraph A, above, was erroneous on the effective date of this contract or has become erroneous by reason of new or changed circumstances.
 - (2) If it is later determined that the Contractor’s certification in Paragraph A, above, was erroneous on the effective date of this contract or has become erroneous by reason of new or changed circumstances, in addition to other remedies available to the Agency, the Agency may terminate the contract.
- C. As required by statute, regulation or requirement of this contract, and as contained in Paragraph A, above, the Contractor shall require each proposed first-tier subcontractor whose subcontract

will equal or exceed \$25,000, to disclose to the Contractor, in writing, whether as of the time of award of the subcontract, the subcontractor, or its principals, is or is not debarred, suspended, or proposed for debarment by any Federal department or agency. The Contractor shall make such disclosures available to the Agency when it requests subcontractor approval from the Agency. If the subcontractor, or its principals, is debarred, suspended, or proposed for debarment by any Federal, state or local department or agency, the Agency may refuse to approve the use of the subcontractor.

By: _____
Contractor

Date: _____

Attachment 5

Early Childhood Education and Care Department Sub Recipient Federal Award Identification APPLICABLE/NOT APPLICABLE

As required by the federal Uniform Grant Guidance (UGG) Title 2: Grants and Agreements Subpart D §200.331 the following information is being provided:

1. Sub-recipient name:
2. Sub-recipient's Data Universal Numbering System (DUNS) unique number:
3. Federal Award Identification Number (FAIN):
4. Federal Award Date (§200.39):
5. Sub-award Period of Performance Start and End Date:
6. Amount of Federal Funds Obligated by this action:
7. Total Amount of Federal Funds Obligated to the sub-recipient:
8. Total Amount of the Federal Award committed to the sub-recipient by the pass-through entity:
9. Federal award project description, as required to be responsive to the Federal Funding Accountability and Transparency Act (FFATA):
10. Name of Federal awarding agency, pass-through entity, and contact information for awarding official of the Pass-through entity:
11. Catalog of Federal Domestic Assistance (CFDA):
12. Identification of whether the award is Research and Development (R&D): Yes No
13. Indirect cost rate for the Federal award (including if the de minimis rate is charged per §200.414 Indirect (F&A) Admin costs):
14. Requirements imposed by pass-through entity specific to Federal award requirements:

APPENDIX D

COST RESPONSE FORM

LINE-ITEM BUDGET INSTRUCTIONS

Attach a detailed line item budget for the proposed Local Early Childhood Systems Building (LECSBG) Coalition using the required line item budget form below. Offeror must provide costs for every line item in the budget template. If a cost does not apply, please input “Not Applicable or N/A”. The detailed line item budget shall reflect the proposed annual costs of providing services under this RFP (i.e. a one year budget).

Personnel

All positions that are employed or projected to be employed by the applicant regardless of funding source. Each position must be listed separately.

- Regardless of funding source, include the total FTE, Salary, and Benefits for each position being utilized in the project. (1 FTE=40 hours a week)
- Include the FTE portion to be funded by LECSBG. (ex. .75 if 30 hours a week; .5 if 20 hours a week)
- Add total salary and benefits and multiply that total by the number of FTE to be funded by FTE (ex. If the total Salary and Benefits=\$50,000.00 and the FTE to be funded by LECSBG is .5, the total salary and benefits to be funded would be \$25,000.00)

Non-Personnel

Note the allowable costs for each line item.

Please provide a description of each cost. The description should include, as appropriate, purpose, appropriate staff, number and duration of meetings and describe any cost allocated items including the % of the cost allocation.

For employee travel multiply the total number of miles by .66 (or current State of NM mileage rates) (if estimated miles is **100 miles**, the total cost would be \$66.00).

Total Amount of Funding Request

Add the Personnel total and non-personnel total.

Please note: After contract execution, any Line-item budget increase requests are dependent on availability of funds and approval by the Agency.

**APPENDIX D
LINE-ITEM BUDGET FORM**

RFP # 2024-0023

Offeror Name _____ Completed By _____

Personnel-Position	FTE	Total Salary	Total Benefits	FTE to be funded by LECSBG	Total Salary and Benefits to be funded by LECSBG
Personnel Totals		\$	\$		\$

Non-Personnel Expenses	Allowable Costs	Description of Costs	Total Request
Contractual Services	<ul style="list-style-type: none"> Professional Services and/or Subcontracts 		
Employee Travel	<ul style="list-style-type: none"> In state mileage and fares and out of state mileage and fares Mileage rate is .66 (or current rates) a mile 		
Operating Costs	<ul style="list-style-type: none"> Printing & Photographic Postage and Mail Utilities Rent of land and buildings Rent of equipment Telecommunications Subscription and Dues Employee Training Advertising Translation/Interpreting Services (up to \$5,000) 		

	<ul style="list-style-type: none"> • Parent/Group Education Costs • Stipends/Incentive Pay 		
Maintenance (Cost Allocated as Appropriate)	<ul style="list-style-type: none"> • Furniture • Equipment • Building/Structure maintenance • Property Insurance • Other maintenance 		
Administrative Overhead	Limited to 10% of total Budget		
Total Non-Personnel Expenses			\$
Total Amount of Requested Funding (Personnel and Non Personnel Expenses)			\$

*Mileage rates will be at the current State of NM mileage rates. (should they change)

APPENDIX D. 1

PROPOSAL SUMMARY SHEET

Proposal Summary Sheet
RFP #2024-00236

Name of Organization: _____

Address: _____

Authorized Contact Person/Title: _____

Telephone Number(s): _____

Authorized Contact Person's Email Address: _____

Any Line-item budget increase requests are dependent on availability of funds and approval by the Agency.

In response to this RFP, the Offeror is proposing the following proposed annual costs to provide all services required under this RFP and resulting contract:

Total amount proposed/requested: \$_____ /Year 1

Offeror's Authorized Signature and Title

Date

APPENDIX E

LETTER OF TRANSMITTAL FORM

APPENDIX E

Letter of Transmittal Form

ITEMS #1 to #4 EACH MUST BE COMPLETED IN FULL (pursuant to Section II.C.30). FAILURE TO RESPOND TO ALL FOUR (4) ITEMS WILL RESULT IN THE DISQUALIFICATION OF OFFEROR'S PROPOSAL! DO NOT LEAVE ANY ITEM BLANK! (N/A, None, Does not apply, etc. are acceptable responses.)

RFP#: 2024-0023

1. Identify the following information for the submitting organization:

Offeror Name	
Mailing Address	
Telephone	
FED ID#	
NM BTIN (CRS) #	

2. Identify the individual(s) authorized by the organization to (A) contractually obligate, (B) negotiate, and/or (C) clarify/respond to queries on behalf of this Offeror:

	A Contractually Obligate	B Negotiate*	C Clarify/Respond to Queries*
Name			
Title			
Email			
Telephone			

* If the individual identified in Column A also performs the functions identified in Columns B & C, then no response is required for those Columns. If separate individuals perform the functions in Columns B and/or C, they must be identified.

3. Will any subcontractor/s be used in the performance of any resultant contract? (Select one):

No.
 Yes. Identify subcontractor/s: _____

4. Will any other entity/-ies (such as a State Agency, reseller, etc., that is not a subcontractor identified in #3 above) be used in the performance of any resultant contract? (Select one)

No.
 Yes. Identify entity/-ies: _____

By signing the form below, the Authorized Signatory attests to the accuracy and veracity of the information provided on this form, and explicitly acknowledges the following:

- On behalf of the submitting-organization identified in item #1, above, I accept the Conditions Governing the Procurement, as required in Section II.C.1. of this RFP;
- I concur that submission of our proposal constitutes acceptance of the Evaluation Factors contained in Section V of this RFP; and
- I acknowledge receipt of any and all amendments to this RFP, if any.

Sign: _____ Date: _____
(Must be signed by the individual identified in item #2.A, above.)