

State of New Mexico

CHILDREN, YOUTH and FAMILIES DEPARTMENT

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DATE: November 25, 2020

TO: Lucy Vigil Rendon, Chief Procurement Officer

THROUGH: Michelle Taylor, Procurement Manager

FROM: Colleen Lambert, Contract Specialist
PSD/Prevention and Initiatives Bureau

SUBJECT: Evaluation Committee Report, Children's Trust Fund Innovative Projects and Programs
RFP # 10-69000-20-21436

The purpose of the Request for Proposal (RFP) was to solicit sealed proposals to establish a contract through competitive negotiations for the procurement of innovative projects and programs that address preventing abuse and neglect of children; provide medical, psychological and other appropriate treatment for children who are victims of abuse or neglect; and/or develop community-based programs, projects and/or services aimed at the prevention and treatment of child abuse and neglect.

The scope of procurement encompassed soliciting applicants to secure statewide innovative community-based programs that focus on primary, secondary, and tertiary child abuse & neglect prevention as well as treatment.

This RFP will result in one or more contractual agreements between two parties (awarded Offeror and CYFD). The Board anticipates negotiations and approval of annual budget requests for each successful offeror on an annual basis within the approximate range of \$25,000.00 and \$100,000.00 per year. The total amount of any one contract issued under this RFP may be less or greater than the amount initially awarded during the effective period of this RFP. This procurement will result in multiple awards between two parties dependent on the number and quality of the proposals received. Final funding decisions will be made to ensure an adequate service array in all geographic areas of the state.

In accordance with the terms and conditions of the Request for Proposals for Children's Trust Fund Innovative Projects and Programs issued August 28, 2020, Twenty (20) responses were submitted prior to the October 29, 2020, 3:00 P.M. MST/MDT deadline from the following Offerors:

1. All Faith's Children's Advocacy Center
2. Aprendamos Early Intervention Team, P.A.
3. Inner Guidance, LC dba Attachment Healing Center
4. Childhaven, Inc.
5. Cuidando Los Ninos
6. Families and Youth, Inc.
7. Guidance Center of Lea County, Inc.
8. Holy Cross Medical Center, Maternal/Child Health Programs

9. Janus, LLC Consulting and Co-Creating
10. Jardin de Los Ninos
11. Las Cumbres Community Services, Inc.
12. Many Mothers, Inc.
13. NM Black Leadership Council
14. New Mexico Coalition of Sexual Assault Programs, Inc.
15. NMCAN
16. PB&J Family Services, Inc.
17. Santa Fe Recovery Center
18. Sierra Blanca Counseling, LLC
19. Solace Crisis Treatment Center
20. Valencia Shelter Services

Evaluation Summary

This Evaluation Committee Report documents the results from a thorough evaluation of the proposals submitted on October 29, 2020, in response to the RFP and summarizes the scoring of the responses and the rationale supporting each evaluation factor. The Evaluation Committee considered the Offeror(s) ability to effectively meet the needs of the Children’s Trust Fund Innovative Projects and Programs RFP. Each responsive proposal was evaluated and scored independently based on the completeness of the narrative as described in Section IV – Specifications and Section V – Evaluation of the RFP. This report summarizes all criteria used in scoring the proposals prior to and including the release of the completed Cost Response Forms, utilizing the RFP Requirements, the Evaluation Point Summary point values, and accumulated scores for each Offeror.

Nineteen (19) proposals were deemed responsive by the Procurement Manager.

One (1) Proposal failed to meet the Mandatory Specifications as listed in the RFP documents.

The proposal submitted by **NM Black Leadership Council** was deemed non-responsive and rejected on the basis of not adhering to the Submissions of Proposals requirements of Section IV.C of this RFP.

Summary of Evaluation Committee Activity

The Evaluation Committee members are as follows:

Colleen Lambert, Contract Specialist
PSD/Prevention and Initiatives Bureau

Robert Morrison, Contract Specialist
PSD/Prevention and Initiatives Bureau

Bridget Schneider, Chair
Children’s Trust Fund Board of Trustees

Kim Straus, Co-Chair
Children’s Trust Fund Board of Trustees

Corinne Carmony, Board Member
Children’s Trust Fund Board of Trustees

This Evaluation Committee Report summarizes all criteria used in scoring the responses:

- November 2, 2020 Evaluation Committee met to review Evaluation Committee duties and RFP process, and to receive Offeror technical proposal(s).
- November 6, 2020

- NM Black Leadership Council proposal was deemed non-responsive by the Evaluation Committee, and was disqualified on the basis of not adhering to the Submission of Proposal Requirements of this RFP in the following Sections:
 - Section I.E. “**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 will result in the rejection of the Offeror’s proposal.
 - Section I.E. “**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.
 - Section II.C.19 The Evaluation Committee verifies that only NM Black Leadership Council did not follow the stated instructions and submit the Organization Financial Statements,
 - Section III.B.1.d Any proposal that does not adhere to the requirements of this Section and **Section III.C.1 Proposal Content and Organization** may be deemed non-responsive and rejected on that basis.,
 - Section III.C.1.Technical Proposal.G.3. Financial Stability –(Financial information considered confidential, as defined in Section I.E. and detailed in Section II.C.8, should be placed in the **Confidential Information** binder, per Section II.B.1.a.i or Section II.B.2.a.i, as applicable) was not submitted,
 - Section IV.C.1 Organizations Financial Stability documentation was not submitted,
 - Section V.C.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.12). Please note, however, that a serious deficiency in the response to any one factor may be grounds for rejection regardless of overall score.

In accordance with this RFP, Section(s) I.E., II.C.19, III.B.1.d, III.C.1.Technical Proposal.G3 Financial Stability, IV.C.1, V.C.3 were not addressed and will automatically disqualify the Offerors proposal from being considered.

The evaluation committee deemed these items as a mandatory disqualification.

- November 16 & 17, 2020: The evaluation committee meeting occurred to discuss evaluation recommendations and determine the review of the submitted cost proposals.

- November 19, 2020: The Evaluation Committee met to review the Cost Responses for final decisions to determine those awards that will be made. The Cost Responses of the following Offerors were requested for further review:
 - PB&J Family Services, Inc.
 - NMCAN
 - Holy Cross Medical Center, Maternal/Child Health Programs
 - Guidance Center of Lea County, Inc.
 - Childhaven, Inc.
 - Solace Crisis Treatment Center
 - All Faiths Children’s Advocacy Center

EVALUATION

Below are the requirements as set forth in the RFP, follow up discussion between the Evaluation Committee Members listed below, and documenting the evaluation results for each proposal by evaluation category.

All responsive proposals were reviewed for compliance with the requirements and specifications stated within the RFP. Points were awarded based on the evaluation of the Offeror’s documented thoroughness and clarity of their response, as well as the perceived validity of their response.

Offerors proposals will be scored and evaluated based on the depth, breadth and validity of their response. The order of the information shall correspond to the outline below and shall be labeled or tabbed accordingly.

Each item must be answered completely. The proposal narrative is limited to fifteen (15) pages and the narrative must include responses to the Mandatory Specifications sections 1 through 4. Sections must be formatted as required in Part III Response Format and Organization.

Section IV.B.1 Statement of Problem/Community Need/Target Population

1. Statement of Problem/Community Need/Target population 150 points

Offerors **must**:

1. Describe the target population that is intended to be served. Determine the proposed number of individuals to be served and describe how the projected number is determined and cite the sources used to make the determination of the projected numbers. Explain how the target population will be recruited, including outreach and networking activities.
2. Discuss how your organization demonstrates cultural competence with respect to the population to be served (Reference Section I.D – Scope of Procurement). Describe how the proposed services will respect cultural diversities while meeting the needs of clients served. (Example: provide for bi-lingual services or transportation to facilities).
3. Identify and describe the service area for the target population and explain the need for child abuse prevention services in the target service area. Describe any needs that have not been addressed or provide a needs assessment for your community or geographic area. Focus on the unique characteristics of the need in the geographic area to be served and cite sources used to determine justification and demographic data (3) years that would support your ability to provide these services and supports.

Evaluation Factors:

Points will be awarded based on the thoroughness and clarity of the response in Section IV (B) (1).

All Faiths Children’s Advocacy Centers

Offeror proposes to implement a child abuse primary prevention public campaign in collaboration with the 10 other Child Advocacy Centers (CAC) in the state. The Offeror received a reduction in points because the Offeror did not estimate the number of families this campaign would/could reach, nor did the Offeror acknowledge other such campaigns currently in or being planned for the state. Points were deducted for the Offeror’s brief description of its cultural competency standards and for lacking detail as to the subcontractor’s ability (marketing firm) to respect New Mexico’s diverse communities.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	117.7

Apredamos Early Intervention Team, P.A.

Offeror proposes to implement a statewide fatherhood program utilizing the *Conscious Fathering* and *Fathering in 15* curriculums. Offeror is also proposing to host a statewide fatherhood conference. Offeror provided demographic data, points were deducted for not fully explaining how participant numbers were calculated for both programs they propose and the statewide conference. Offeror received a reduction in points because their response did not speak fully to cultural competence and their non-discrimination policy did not include sexual orientation. Offeror adequately described unmet need for Fatherhood programs in the proposed service area by including a chart later in the narrative that listed only 25 programs throughout the state supporting responsible fatherhood according to the U.S. Department of Health and Human Services National Responsible Fatherhood Clearinghouse and the National Fatherhood Initiative Father Source Program Locator. However, points were deducted because Offeror lacks data and fails to acknowledge fathers as abusers even though they often play that role.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	96.3

Inner Guidance, LC dba Attachment Healing Center

Offeror provided a detailed description of their existing program which works with children with Reactive Attachment Disorder. The Offeror is proposing to expand their existing program by training clinicians and community collaborators, including teachers, around the state. The organization detailed the success of their existing program; 80% of cases had behavioral change in the first year with parents reporting most of this is in the first six months. Points were deducted for not clearly identifying the target population; the target population is described as youth ages birth to 18, however, this is not who will be receiving the training as described by the program—clinicians and community members will be receiving the training. The Offeror received a reduction in points for not clearly explaining how they determined the number of clinicians & community members that will be served by their proposed program. Points were deducted for not providing cited data, however, the data presented does demonstrate a need for child abuse prevention services. The Offeror received a reduction in points for its lack of detail regarding how they demonstrate cultural competence—Offeror only explained that their approach allows the family to guide the therapeutic process. The Offeror was not specific on outreach activities other than mentioning Pueblos they will reach out to. Points were also deducted for not clearly identifying the service area, however, it seems the Offeror will work statewide.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	67.7

Childhaven, Inc.

Offeror outlined innovative changes to its existing Parent Education Program; transforming it into a holistic, multi-dimensional parent/family support program accessible to families statewide, including those residing in remote and underserved areas. The Offeror defines in detail the existing community of San Juan and McKinley counties and states that this will be their primary service area, but does not adequately describe the statewide target population, therefore points were deducted. The narrative included a very thorough description of how the target population will be recruited including strategies to be used such as conducting presentations quarterly, utilizing client testimonials, and distributing information about the program to referral sources. The narrative demonstrates an impressive cultural competence with a very diverse staff. The need for these services was well established for San Juan County, but points were deducted for not thoroughly describing the need for this service statewide. The impact of COVID is addressed.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	114.7

Cuidando Los Ninos

The Offeror is proposing to implement a prevention program comprised of parenting classes for families impacted by domestic violence, home visits, and case management services. The Offeror will be developing a curriculum for the parenting class that will help parents understand what constitutes domestic violence, help recognize abusive behavior, and help understand the impact domestic violence has on their children. The Offeror submitted a well-rounded response regarding their target population and their interest in focusing on homelessness as a result of domestic violence. Offeror was awarded points for their strong cultural competency response, but received a reduction in points for lacking detail as to how they will recruit clients beyond their current clientele. The Offeror's response regarding unmet need would have been strengthened if it included more data about numbers of people in the county who experience homelessness or near-homelessness as a result of domestic violence.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	124.7

Families and Youth, Inc.

Offeror provided a program description for PATHS (Preventing Abuse Through Housing Stability) which seeks to rapidly rehouse families who are facing homelessness in order to prevent child abuse and neglect, by providing case care coordination and referrals to local resources and services. The target population is clearly identified with explanations to how they came up with the number served. Points were deducted because the Offeror's outreach strategies were limited to recruiting participants through the use of the agency's own website and current collaborations and partnerships with area agencies. The Offeror received a reduction in points because their discussion of the cultural competence was lacking by only stating they approach working with families from a trauma informed lens with no other explanation or justification provided. The description of the service area of Las Cruces was very comprehensive. Points were deducted because some of the data used to establish the need for the program was suggestive rather than definitive

(68% of respondents to a survey said housing was a need, but it was not noted how many people responded to the survey). Points were also deducted for not clearly identifying that other organizations in Dona Ana County do not have the capacity to meet the housing needs of families.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	81

Guidance Center of Lea County, Inc.

Offeror proposed providing a trauma informed care support group to youth in Lea County where they will develop coping skills, safety plans that will be utilized to prevent abuse or neglect, and learn about the impact of trauma. Youth and their families will be offered home visits, which will include linkages to other community resources to support their basic needs. Offeror described the target population thoroughly, which are families and with youth ages 11-14. Points were deducted for not fully explaining how the Offeror demonstrates cultural competence as the description of the Sanctuary model was insufficient justification. Points were awarded for a comprehensive description of the service area, which is Lea County, including the service area’s unmet need for services targeting youth mental health.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	119

Holy Cross Medical Center. Maternal/Child Health Programs

Offeror describes a prevention program that aims to create a vertical track of access to social emotional learning and community support throughout the many stages of a child’s life, prenatally through age 18. The Offeror is proposing to provide an array of classes to families with children to include Nurturing Parenting, Love & Logic, Circle of Security, and Emotional Intelligence. Offeror proposes to develop a support group for grandparents raising grandchildren and pregnant/parenting youth. The narrative convincingly describes its service area and the issues families face. The parent organization integrates cultural competence into its culture and current staff reflect all aspects of diversity. The program addresses Spanish speaking community members. Recruiting is well-explained through an extensive network including pueblo programs, schools and healthcare providers. The proposal gives a good analysis of the service area and its needs, but points were deducted because the Offeror did not fully explain the need for services for families with children age 8 to 18.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	132

Janus, LLC Consulting and Co-Creating

Offeror stated a goal of focusing on treatment and prevention of child abuse and neglect through tele-behavioral health. Points were deducted for not clearly identifying the target population; the proposal provided a definition of the target population as children, youth, parents, and families needing and receiving behavioral health services delivered via telehealth platforms, however, the target population seems to be telehealth providers. The Offeror is proposing to expand its telehealth learning community to help increase providers’ capacity to recognize and prevent child abuse and neglect. Although the Offeror identified the number of telehealth providers as 12, it is unclear how this number was determined. Points were deducted for an inadequate explanation as to how the organization demonstrates cultural competency. Cultural

competency is left up to the provider agencies with some retrospective review, and the Offeror failed to discuss how their organization specifically demonstrates cultural competency. The narrative states that providers will be chosen from across the state with preference given to tribal communities, minority serving, and border, rural, and frontier areas of the state, however, the families served will be statewide. The Offeror received a reduction in points because their recruitment plan is lacking detailed strategies on how outreach will be conducted and their description of the target service area is not well defined.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	61.7

Jardin de Los Niños

Offeror is proposing to continue providing secondary prevention services to homeless families through their already established programming which includes wraparound case management services, behavioral health services, early childhood programming, and mobile pediatric medical clinic. Offeror did not adequately describe the service area for the proposed services as Offeror provided data on a geographic area greater than the proposed service area (Dona Ana County vs. City of Las Cruces). Points were deducted for lacking detail as to how participants will be recruited. Offeror identifies the number of families they are expecting to serve, but Offeror received a reduction in points for not explaining how this number was determined. While Offeror described the characteristics of families they currently serve, Offeror received a reduction in points for not thoroughly identifying how they demonstrate cultural competence. Points were deducted for not utilizing data to describe the unmet need for child abuse prevention services, instead the data offered focuses on the homeless/near homeless population.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	92.3

Las Cumbres Community Services, Inc.

Offeror is proposing to provide therapy services to families in Rio Arriba, Taos, Santa Fe and Los Alamos counties in order to prevent the recurrence of child abuse and neglect. Offeror provided an adequate explanation of the target population, and included demographic statistics to describe the target population. While Offeror determined the proposed number of individuals to be served, points were deducted because it was unclear to the committee how the Offeror made this determination. While Offeror described their referral network, Offeror lacked a thorough explanation as to how they utilize this network to recruit families. Offeror provided a concise and informative overview of how their organization respects cultural diversities while meeting the needs of the clients they serve by describing how they offer access to language interpretation, ongoing staff training, and by enacting a race & social justice committee to review the organization’s policies/practices and make recommendations for change. Points were deducted because the Offeror did not provide a thorough description of the needs that have not been addressed in the proposed service areas. The proposal focused on funding mental health services, but the data, as it was presented, did not explain the unmet need for mental health services.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	110

Many Mothers, Inc.

The Offeror is proposing to continue its already established child abuse prevention program that matches families with a volunteer who provides in home support to the family to meet their identified needs. The Offeror’s plan gave conflicting information about target population and number of families they intend to serve which also called into question whether they have the capacity to serve 50-100 families. The program listed characteristics of families, but did not effectively demonstrate cultural competence. Service area lacked detail to show an understanding of the service area. Did not provide information on need for child abuse prevention. There were no sources for demographic information in the section.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	27.7

New Mexico Coalition of Sexual Assault Programs, Inc.

The Offeror is proposing to improve the rates of prosecution in sexual assault cases through a mentorship program which will provide remote mentoring and case consultation to prosecutors. The Offeror’s target population are prosecutorial offices and MDT professionals. No demographic information, unique characteristics in the geographic area were cited. Cultural diversity was defined as working with leadership organizations in Navajo Nation. Offeror did not detail proposed services in respect to cultural diversity. Used sex crimes report to show that the number of sexual assault cases that were dismissed is high.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	51.7

NMCAN

The Offeror is proposing the development of a skill building and support group specifically designed for young parents. The proposed programming will be centered in five targeted approaches; 1) Monthly, professionally facilitated groups; 2) Staff training to better support young parents, 3) Outings for young families; 4) Expanding capacity of NMCAN’s “Opportunity Passport program; 5) Linking young parents to needed community resources. The Offeror provided a robust explanation of the target population, including how they will recruit and conduct outreach to this population through presentations to partners and social media campaigns. Points were deducted because Offeror did not clearly explain how the projected number of families to be served was determined. It was also unclear if the total number of clients to be served was per year or per the 4 year contract cycle. The Offeror clearly articulated how they demonstrate cultural competence. The Offeror received a reduction in points for lacking a comprehensive description of the service area. The Offeror provided statewide statistics, and no statistics pertaining to Valencia, Sandoval and Bernalillo Counties, which is their proposed service area. Offeror also failed to provide New Mexico specific data regarding parenting/pregnant youth in need of services & instead relied on nationwide data.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	126.7

PB&J Family Services, Inc.

The Offeror is proposing a group program for high-risk elementary and middle school youth, focused on social-emotional development and self-care to foster resilience, healing, and safety in the face of rising

child abuse. Strategies include: self-care approach, engagement of partners in facilitating psychosocial activities, peer mentorship opportunities and linkages to services. Offeror provided a detailed description of the target population, but received a reduction in points for not thoroughly describing how outreach activities to recruit the target population will be conducted. Offeror adequately described how cultural competence is demonstrated by explaining their heart-centered approach, explaining how their staff composition reflects the client population and explaining how they individualize their interventions to each client. Points were awarded for the Offeror’s thorough description of the unmet need for services to this target population. Offeror explained how the South Valley lacks a support group for elementary and middle school aged youth, and utilized data to support the need for this service in this community.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	120.7

Santa Fe Recovery Center

The Offeror is proposing to increase child well-being domains to include cognitive and academic development, mental and emotional well-being, social behavior, physical health and functioning, and relationships for 52 infants and young children age 0-3 who are accompanying their mothers into Offeror’s substance abuse residential treatment program. Offeror provided data regarding SUD in NM, ACES, child outcomes, overdose deaths, NAS incidents in NM and proposed that they would serve 52 children. However, it is unclear how it was determined that 52 families would be served per year. Points were deducted because the Offeror did not discuss how families would be recruited for the program nor how outreach would occur in the community. Offeror received a reduction in points for not defining their service area nor did they describe how their organization demonstrates cultural competence.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	36.7

Sierra Blanca Counseling, LLC

The Offeror is proposing to create a South-Central Mountain regional resource, advocating for and educating families in Lincoln and Otero Counties in order to prevent and treat child abuse and neglect. Offeror’s proposal included basic population data regarding the service area and target population, and effectively used screened out Statewide Central Intake reports to demonstrate a need for preventive services in the proposed service area. Offeror received a reduction in points for not demonstrating cultural competence with respect to working with tribal populations. Offeror explained that they would work with the tribal population in Lincoln/Otero counties, but failed to articulate how tribal leadership would be involved; this lack of detail demonstrates a lack of understanding of the intricacies of working with the tribal population.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	106.7

Solace Crisis Treatment Center

The Offeror is proposing to provide workshops for community-based providers designed to support teachers, school staff, parents and other adults who work with youth and are concerned with reducing the impact of violence in their lives, offering technical assistance to organizations and groups who are interested

in changing or implementing policies to prevent child abuse. The Offeror states that the target population is 300 providers that serve youth from low income, Hispanic households. Points were deducted because the Offeror did not cite sources or data that discuss the population that these programs serve. The Offeror received a reduction in points for not explaining how the number of providers to be served was determined. The Offeror trains staff in cultural competency including LGBTQ+ and immigrant population, however, the proposal did not address language barriers. Offeror provides rates of child abuse in the service area and cites a source that claims child abuse is under-reported.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	104.3

Valencia Shelter Services

The Offeror is proposing to add a therapist to its already existing Child Advocacy Center to support children and families who have experienced child abuse. The Offeror provided internal data from its Child Advocacy Center and did not review data from other sources regarding its service area. Points were deducted because the program did not provide information regarding outreach efforts or networking activities other than working with current referral sources. Program has a bilingual therapist and clinical director, but does not demonstrate an understanding of cultural competency beyond this. Offeror did not utilize service area data, protective services data or demographic statistics.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.1. Statement of Problem/Community Need/Target Population	150	41.7

Section IV.B.2, Program Design and Implementation (350 Total Points)

Offerors **must**:

- a) Describe how the proposed project or program relates to the target population and is tailored to the individual communities or geographical area to be served (rural versus urban). Include both definitions/explanations of the proposed project or program. If providing direct services, provide the number of the service activities that will be provided for the projected number of participants (Example: ten 3-hour parenting workshops or four cycles of 8-week parenting classes meeting once/week for 2 hours). Identify in the narrative if the proposed project or program will be Primary Prevention/Promotion or Secondary Prevention. (Reference Section I. D – Scope of Procurement).
- b) Describe completely in the narrative how the proposed project or program is innovative in design or delivery, will not be duplicated by other organizations in the targeted service area, and/or will build upon or enhance an existing, successful program that addresses child abuse prevention in the community.
- c) Include a timeline that identifies and describes the dates that activities are to be completed during the overall contract including the start-up dates when the project or program will be initiated and conclusion dates, if appropriate.

- d) Describe the plans developed by your organization for maintaining sustainability of this project or program and explain how support will continue after funding ends from the CTF. Please describe the strategies to be implemented for generating replacement funds. In addition, if the program has matching dollars, in-kind support and/or partnerships with other programs or agencies, please provide this information.

Evaluation Factors:

Points will be awarded based on the thoroughness and clarity of the response in Section IV (B) (2).

All Faith’s Children’s Advocacy Center

Offeror proposed a prevention campaign to raise awareness of child abuse and neglect demonstrating how each campaign could be tailored to geographical areas to be served, and how focus groups, in conjunction with the other child advocacy centers located in each region of the state, would be conducted. The marketing strategies to be utilized would be based on the information received from these focus groups, therefore ensuring each community would enact a prevention campaign that is reflective of their community’s needs. Offeror noted that this would be a primary prevention campaign. Offeror included a timeline that identifies when activities would be completed, however, all agreed that information on the marketing firm’s role and timeline to execute a subcontract was lacking. Points were deducted for lacking detail as to how this specific campaign is unique compared to other existing statewide child abuse campaigns. Points were also deducted for lacking detail as to specific strategies to sustain the campaign after the CTF funding ends.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	276.7

Aprendamos Early Intervention Team, P.A.

Offeror proposes expanding the program it already provides in Region 5, statewide, but must rely on collaboration with programs in other regions and recruitment of volunteer facilitators. The response lacked detail as to how this would be implemented throughout the state. Offeror described the proposed program in detail, including an overview of the curricula to be utilized which are *Conscious Fathering* and *Fathering in 15*. Classes would be available via virtual platforms, in person, or through self-study depending on the curriculum utilized. Offeror identified the number of classes to be provided, and explained that after facilitated in-person classes, fathers would be offered a home visit. At the home visit, the facilitator would reinforce concepts learned in the class, offer support with car seats, and make any necessary referrals to other community services. Offeror proposed to work with other partners to develop a fatherhood conference in year four of the contract, but failed to explain how they would recruit & work with these partners to organize the conference. Offeror’s response lacked detail as to the how fathers from throughout the state would be able to attend the fatherhood conference. Points were deducted because the Offeror did not explain how these programs would be tailored to communities and populations throughout the state as what has worked in Region 5 may not work in other regions. The Offeror received a reduction in points for failing to explain why this program is considered primary prevention. The Offeror provided a brief timeline of events that described when they would initiate roll out of the program statewide, however, the timeline lacked detail as to the activities needed to roll-out the program statewide. Offeror sufficiently described innovativeness by providing a list of fatherhood programs in the state which demonstrated the unmet need for this type of program. The proposed sustainability plan was not very solid and the Evaluation Committee is not sure if the idea of charging a fee is feasible.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	41.7

Inner Guidance, LC dba Attachment Healing Center

The Offeror proposes providing training to clinicians and community collaborators, and identified the projected number of participants per training cohort. The Proposal explained how the theory behind the training would be tailored to clinicians who work with children that demonstrate signs of or are diagnosed with Reactive Attachment Disorder. The Proposal included details for a two-year statewide training plan. Points were deducted because the narrative did not specify how the training would take place. The description of the training is clinically based and the narrative did not explain how this would be tailored to the community collaborators, who are not clinicians. Training would be held on weekends and attendees would receive a certificate, however, the value of the certification (credits/non-credit) was not described, other than higher reimbursements for potential new CPT codes. Points were deducted for its lack of innovation as the innovation is merely taking the existing program which is already developed and copyrighted statewide. Offeror provided a timeline of activities that will occur during the four year contract term. The sustainability plan offered is to charge participants for enrollment and obtain more grants, but did not provide any information on potential grant funding opportunities that could be applied for.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	208.3

Childhaven, Inc.

Offeror proposes enhancing an existing program by offering the Nurtured Heart Approach to families, expanding it statewide, and states it will create a statewide provider network. The Proposal provided a description of a broad program addressing different members of families at different levels of need, and it demonstrated how the program would be tailored to meet the needs of the target population and gives details on timing and number of classes. The narrative includes a plan for caregivers who do not demonstrate sufficient knowledge/skill acquisition, or who have repeat incidents, by referring them to the Nurtured Heart Approach. Points were deducted because the proposed timeline did not provide a lot of detail or explain how creating a support group, provider network or expanding statewide would be accomplished. The sustainability of the program presented some good possibilities such as utilizing program outcomes to lobby for additional funds from donors. Points were also deducted because the proposal lacked detail on the new providers network; how it would work or why it would take a year for the initial meeting to fully implement.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	221.7

Cuidando Los Ninos

The Offeror intends to build on what it already does by offering parenting classes, home visits and peer supports that focus on families that have experienced domestic violence. Offeror's Proposal thoroughly described the proposed components of the program, including how often classes and case management meetings would be held, as well as the expected length of program participation. However, points were deducted for not thoroughly explaining the peer support component, including how peer mentors would be recruited, supported, and compensated. The Offeror clearly explains how the proposed program would meet the needs of their target population. The innovation is that they will create the parenting class curriculum

to include discussion as to what constitutes domestic violence, helping parents recognize abusive behaviors, and helping parents understand how domestic violence impacts their children. In addition, families will be eligible to receive family support services that would include case management. The proposed timeline seemed ambitious as staff needs to be hired, curriculum developed, find and orient peer supporters, as well as enroll participants. The Offeror included a sustainability plan that explains how program outcomes would be utilized to leverage funding from other funders such as the City of Albuquerque.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	267.7

Families & Youth, Inc.

Offeror describes how the proposed project is tailored to meet the needs of the community and target population by providing supportive case management and housing stipends to homeless or near homeless families. The proposed activities of the program are well thought out, and provide a holistic approach to serving the family. The target population appears to be the clientele already served by FYI. Points were deducted because the Offeror fails to adequately convey what makes this program innovative in design or delivery. It does not adequately address if other housing programs are available in Las Cruces and how this program differs. This appears to be an enhancement of case management and services already provided by FYI with a focus on housing stability as one of several factors that can prevent child abuse and neglect. The Offeror received a reduction in points because the timeline lacks specific detail other than stating the program will begin upon hiring a coordinator. The proposal describes several possibilities for future sustainability of the project such as seeking funding from Community Development grants.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	170

Guidance Center of Lea County, Inc.

Offeror provided an adequate description of the activities that comprise the project including how often and how contact will be made (Zoom, home visits, in-person events) with the target population and the curriculum to be utilized (Our Heroes: Sanctuary Curriculum). Offeror explains that the program is tailored to meet the needs of a large, rural county by offering transportation to families, home visits, and by offering the ability to engage in programming via telehealth. The Offeror clearly explains the composition of the youth support groups: a support group for those identifying as male and a support group for those identifying as female will be established. The Offeror clearly explains why the program is considered secondary prevention as the supports are available to a certain “at risk” group of individuals. Offeror justified the innovativeness of its program by explaining how the components of the program make it unique including developing safety plans for youth to utilize to prevent child abuse/neglect and in times of crisis, ensuring both the youth and youth’s guardians have their basic needs met, and by helping youth and their guardians understand and develop skills for coping with trauma. Offeror provided a clear timeline of activities that will occur throughout the contract term. Offeror received a reduction of points for not thoroughly explaining its sustainability plan, including how it will pursue fee for service. The Offeror explained the desire for training of staff in the Trauma and Grief Therapy model.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	278.7

Holy Cross Medical Center, Maternal/Child Health Program

Offeror provided a through description of its class array that will enhance its strong existing program of serving families with children 0-8 year olds to 0-18. The available classes include Nurturing Parenting, Love & Logic, Emotional Intelligence and Circle of Security. Classes will include a mindfulness component. The proposed program enhances current services by creating support groups for teen parents and grandparents raising grandchildren, however, points were deducted because the proposal lacked detail on what this will entail. These enhancements are based on feedback from existing clients, which demonstrates how the program is tailored to the community. The components of the program were clearly described. Classes will be taught in person and via Zoom during COVID. The narrative states that currently there are no support groups specifically for grandparents raising grandchildren in the Taos area, making this an innovative program. The proposal lists the equitable provision of English and Spanish as another innovation. The Offeror identifies the program as primary and secondary prevention, but does not explain why. The timeline is a probable schedule of classes to be offered with no detail of work needed to add new classes/programs, therefore points were deducted. While sustainability is spoken of in terms of new partnerships that will emerge with the targeting of a new age range and new populations (grandparents et al), it isn't clear that funding comes along with these new alliances.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	261.7

Janus, LLC Consulting and Co-Creating

The Offeror was not clear as to what this project entails; whether this proposal is to expand telehealth or help telehealth providers better identify child abuse/neglect? The activities described are training and consulting services and not direct services. The response was not clear in regards to innovation only stating that peer (provider-led) learning communities are unique, but offers no evidence of that. In addition, the Offeror does indicate that a peer learning community is currently offered, but is proposing to expand this learning community if granted funding from this proposal. Offeror identifies this program as tertiary prevention and explains why. Points were deducted because the timeline was not detailed and was effectively a calendar of trainings with periodic data collection. It is unclear why existing agencies would mentor other agencies. Offeror provided some detail as to current funding sources, to include Behavioral Health Services Division, and makes a promissory statement to explore other funding opportunities.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	138

Jardin de Los Niños

The Offeror failed to adequately explain the innovativeness of the program. Offeror describes the services that the Offeror currently offers to include: early childhood programming, mobile pediatric clinic, case management and behavioral health services. The evaluation committee agreed that the program description is primarily an effort to increase the number of clients served in already existing programs rather than being innovative. Points were deducted because the Offeror did not explain how the program design is considered secondary prevention services. The timeline of activities was very vague, and was essentially a promissory

statement to just continue services as is. The Offeror received a reduction in points for lacking detailed strategies in its sustainability plan and relies on a promise to seek funding through state, federal, and private donations.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	133

Las Cumbres Community Services, Inc.

Offeror provides an adequate overview of the proposed project components which is to offer therapy services to families in Taos, Rio Arriba, Los Alamos and Santa Fe Counties. However, points were deducted for lacking detail as to the specifics of how those therapies and classes will be offered to the target population (in person, virtual, hybrid, length of session, number in each Circle of Security class, etc.). While the Offeror explains the modalities of treatment they intend to offer, they fail to describe why these services are needed in the proposed service area. The Offeror received a reduction in points for failing to demonstrate the innovativeness of their proposed program; throughout the proposal, Offeror explained they were seeking CTF funding to replace federal funding that ends in 2021. Points were deducted for providing a vague timeline of activities as it was unclear in the narrative as to why it would take a year to develop clinician capacity to provide direct services. Offeror did not provide a comprehensive sustainability plan. The sustainability plan relies on promissory statements to pursue other federal funding opportunities, and Medicaid billing and lacks detail about their efforts at private fundraising and pursuing private grants.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	100

Many Mothers, Inc.

The Offeror stated that the goal is to provide 36-64 hours of in home support to families by modeling parenting strategies, discussing safe-sleep, assessing for needs and connecting families to services. Offeror explains that services are tailored to fit the needs of each family. Points were reduced because the Offeror does not explain how this is a primary prevention program, does not explain how this is an innovative program nor the differences between its program with current home visitation programs. The program is already in existence and is seeking CTF funding to fund current activities. The Offeror did not include a timeline of activities as the plan is to continue with the existing program. Offeror does not have a clear sustainability plan beyond applying for more grants.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	85

New Mexico Coalition of Sexual Assault Programs, Inc.

Offeror proposed a project training and mentoring prosecutors in the prosecution of child sexual assault around the state. This project is based on an already existing program which will be expanded statewide. Points were reduced because there was a lack of detail around how many prosecutors would apply and the narrative lacks detail on how mentoring would be administered. There were no details around the number of activities that would be provided. While the Offeror stated that this was secondary and tertiary prevention based on the conviction of child sex offenders, the Offeror did not seem to understand that secondary prevention are efforts to individuals with certain “risk factors” and when warning signs appear. There was

no information regarding the recruitment of mentors, and the timeline was inadequate for a four year plan. Points were deducted because there was no sustainability plan provided other than the Offeror is committed to develop necessary resources.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	90

NMCAN

Offeror provided a thorough description of the proposed project which includes facilitated monthly parenting groups for young parents, quarterly outings for young parents, coaching and community linkages to services. Offeror was awarded points for providing a comprehensive response as to the why the program is considered primary prevention. Offeror clearly explained how this program will meet an unmet need and why it is innovative by explaining how young parents feel unsupported by the current service array and explaining how this project will address that. Points were deducted because the Offeror did not provide a complete timeline of activities that would be completed during the overall contract and, instead, only focused on the first year. Offeror provided a sustainability plan which includes fundraising efforts and seeking government grants.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	288.3

PB&J Family Services, Inc.

The Offeror provided a comprehensive description of the proposed project which includes weekly support group sessions, psycho-social activities, service coordination, and peer mentorship to elementary and middle school aged youth in Albuquerque’s South Valley. Offeror provides a clear description of the number of activities being offered (12 week support group program that is 1.5 hours per week, with two psycho-social activities). Offeror identifies the program as secondary and tertiary prevention, but points were deducted because Offeror did not justify this categorization. Offeror was awarded points for thoroughly explaining the innovativeness of the program, including explaining that there are no similar services available to the target population in the South Valley. Offeror provides a timeline of proposed activities, however, some of the proposed components of the project are not included in the timeline (peer mentorship). Offeror describes an adequate plan for sustainability including building their capacity to bill Medicaid for Medicaid eligible services in order to free up philanthropic monies for other uses.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	303.3

Santa Fe Recovery Center

Offeror did a thorough job explaining the how their facility is unique in offering treatment services to pregnant women and women of infants and toddlers. They are the only CARF accredited facility in the service area. The bulk of this section was devoted to information on brain development, numbers of people addicted to Opioids in the US, effects of opioid use on the fetus, etc. While the Offeror is clearly knowledgeable about the subject matter, the proposal did not address the required content of this section. Points were deducted because Offeror did not explain how trainings and tools would be utilized or how they would prevent child abuse. Offeror did not identify whether this was primary, secondary or tertiary

prevention. Components of the proposed programming were unclear, such as how every child would receive an Early Intervention Evaluation. Since the Offeror was unclear on the project it was difficult to assess whether this was an innovative program. Points were also deducted because timeline included only one year of activity and proposal lacked a sustainability plan.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	33.3

Solace Crisis Treatment Center

The Offeror described the project as a joint venture with a subcontractor (Resolve) who will facilitate groups and workshops to provide community programs in order to prevent child abuse and Solace would provide technical support to community organizations in developing policies, assessing current capability, environmental scans, model language, hiring and training to facilitate lasting change within those organizations in order to prevent child abuse and neglect. The Offeror explained that the trainings are different from other prevention trainings in that it encompasses more than recognizing and reporting instances of child abuse and neglect, but supports organizations in helping children become less susceptible to child abuse. Points were deducted because the timeline provided was insufficient in showing how the project would be implemented and the sustainability plan was unclear how they will use strategy to sustain the program.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	258.3

Sierra Blanca Counseling, LLC

The Offeror states that the project directly relates to the target population by way of the supports and services offered and are specific to the needs of the family and are not predetermined. The Offeror received a reduction in points due to not clearly explaining the specific activities of the project. The Offeror lacks a clear vision for the proposed program. The Offeror’s narrative discusses a wide range of programming: families could receive 4-12 weeks of services from 1-6 hours a week – case management, equine therapy, and opportunities for experiential activities. It is unclear how this all fits together and whether all family members are eligible for these activities or if only the children are. Offeror identifies components of the proposed project as primary, secondary and tertiary prevention, but they lack an explanation as to why. Offeror provided a timeline, however, the timeline did not adequately address all proposed program activities throughout the contract period, and after soft opening, it was unclear as to when they’d have a grand opening or expand to other communities as mentioned earlier in the proposal. Offeror provided a plan for sustainability, but the bulk of the plan hinges on the organization’s ability to become a non-profit so they can be eligible for other grant opportunities.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	141.7

Valencia Shelter Services

The Offeror explained that there will be counseling sessions for 30-60 minutes 1x per week as needed to victims of child abuse and neglect. The Offeror received a reduction in points for not providing a thorough explanation as to how the proposed project is tailored to individual communities as it lacks detail as to how

families in Torrance and Socorro County will receive services that are based in Valencia County. While the Offeror stated that it was going to provide an outdoor therapy area, it is unclear why an outdoor space is needed or how that will enhance the therapeutic process. Points were deducted due to the vague timeline of activities which consists of hiring and on-boarding a therapist, but does not address how long it would take to get the outdoor therapy area ready for use. The Offeror gave a promissory statement that they will hire a development specialist and utilize government funding for sustainability and does not explain if they have any matching dollars or in-kind support.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.2. Program Design and Implementation	350	38.3

Section IV.B.3, Organizational Capability (250 Total Points)

Offerors **must**:

- a) Describe the experiences and activities that qualify your organization to implement the project or program described in this RFP. Identify any significant accomplishments made within the past three (3) years that support your organization’s ability to provide the proposed services. Include job descriptions and qualifications for all staff members (include in section 3 of your proposal) who will provide services in the proposed program and indicate if the person (s) is currently employed by your agency.
- b) Provide information as to how this project or program fits within your larger organizational structure or organizational work. Describe how the organization will provide additional support to this project or program beyond the CTF funding, such as salaries, managerial support, and promotion and marketing.
- c) Explain how the proposed child abuse prevention services will engage or work with other community services operating within the targeted service area. List the names of other organizations and individuals that have a collaborative relationship or partnership with your organization.
- d) Describe any other contracts your organization currently has or has had in the past five (5) years with the CYFD and/or any other State or federal programs, noting the outcomes or results of the funded programs.
- e) Provide a summary of the continuous quality program improvement practices that will be utilized by your organization with the proposed project or program. For example, summarization of pre/post-test results, review of increases/decreases in abuse and neglect of a county’s statistics (CYFD 360 Data Report) participant program evaluation surveys (such as client satisfaction data).
- f) Describe any additional technical assistance, data or capacity building your organization needs to develop in order to establish the project or program.

Evaluation Factors:

Points will be awarded based on the thoroughness and clarity of the response in Section IV (B) (3).

All Faiths Children’s Advocacy Center

Offeror provided a detailed overview of its programming, but did not clearly highlight its specific accomplishments from the past three years. Offeror included job descriptions of staff. Offeror explained their capacity to undertake this project by explaining how this project fits in with their marketing department. Offeror listed the contracts they have had with CYFD, state and federal programs from the previous five years, but lacks a description of each contract and does not note specific outcomes for each funded program. The narrative explains how the Offeror will collaborate with Child Advocacy Centers to host focus groups and develop marketing campaigns specific to each community. Offeror explains how they collect data as a part of their continuous quality improvement (CQI) processes and that they have a CQI department who will track deliverables and monitor success. Offeror stated that no other technical support was needed, but lacked an explanation as to why.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	205

Apredamos Early Intervention Team, P.A.

The Offeror is a large, multi-program organization and could have explained better how their proposed program fits into its overall strategy. Points were deducted for not including job descriptions nor specifically noting the organization’s accomplishments in the last three years. The Offeror clearly identifies its philosophical framework, but does not clearly articulate how this proposed program fits within the larger organizational structure. Offeror provided an extensive list of partners in Doña Ana County, but not in other areas of the state. Offeror identified some contracts held within the last five years, but did not correctly identify their current Children’s Trust Fund contract. Offeror explained what each contract entailed, but does not mention specific outcomes other than stating that site reviews are satisfactory. Offeror did not provide a strong response about continuous quality improvement mechanisms because it did not explain what the monitoring plan was. The Offeror indicated that it needed technical support around its database.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	190.67

Inner Guidance, LC dba Attachment Healing Center

The Offeror provided a thorough description of their existing program. The Offeror proposes to leverage all currently employed personnel within its organization to develop and facilitate the training curriculum but did not address if the agency has capacity for this. The narrative discusses previous tribal partners but did not elaborate on how the services will work to engage other community service providers. Points were deducted because a description of the tools and outcome measures was discussed, but a discussion of continuous quality programs was not included in this section. The Offeror did not indicate whether or not it has held contracts with CYFD or other state/federal entities within the last five years. The narrative also did not address any additional technical assistance, data or capacity building needs.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	124

Childhaven, Inc.

Offeror provided a description of its program history, experienced staff, long track record of working in San Juan County and was clear as to how this program fits within its larger organizational structure. The proposal states that the Offeror has the administrative capacity to execute the program, but there are concerns that there are not enough program staff to execute the proposed program, and if staff can successfully do this on a part-time basis. The narrative provides a long list of other community services in their current service area, but did not address other parts of the state. A list of other contracts was provided, but points were deducted because the Offeror did not include specific outcomes. The Offeror describes a fairly comprehensive quality improvement process. Offeror indicates that they need technical support around data collection and determining the maltreatment rate.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	219

Cuidando Los Ninos

The evaluation committee felt this expansion of services was within the scope and capability of the Offeror although, it failed to clearly note accomplishments over the past three years. Offeror includes job descriptions and resumes for current staff. Offeror identifies their community partners, but points were deducted for not addressing how they work with these partners to support families other than making referrals to one another. Offeror utilized a table to describe the contracts they have held within the last five years, and noted specific outcomes for those contracts. Offeror needed to provide a bit more detail about how they incorporate quality improvement into programs including how they utilize data from tools/surveys to refine their practices. Offeror noted that the technical assistance they would need revolves around start-up funds for laptop & having adequate time to hire staff.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	209

Families and Youth, Inc.

Offeror provided a comprehensive description of current staff qualifications and qualifications for the program coordinator to be hired. The Offeror identifies specific accomplishments from the last three years to include implementation of Treatment Foster Care and a perfect quality assurance score in a case review. The Offeror is clear on how PATHS fits within its current structure and that it is striving to make a continuum of care. The Offeror explains how the current organizational structure will support the program to include cost allocating the supervisor’s salary across other programs, and providing reflective & administrative supervision to staff. Points were deducted for not identifying the contracts the agency has had within the last five years with CYFD, other state agencies, and federal programs. The narrative describes a plan to formalize the quality improvement process. Offeror clearly identifies technical assistance needed which is permission to use CYFD Protective Services safety tool and training on that tool.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	217

Guidance Center of Lea County, Inc.

Offeror explained how the proposed program fits within their larger organizational structure as they provide a wide array of trauma informed services to include: transitional living program, behavioral health supports, and case management. Offeror lacked a detailed explanation as to the administrative support of program. Offeror listed their community partners, but failed to explain how they will work with community partners. Offeror identified other state, federal and CYFD contracts from the last five years and noted the current enrollment for each contract, but did not share any other outcomes. Offeror provided a summary of their continuous quality improvement process, including how their annual work plan is utilized to establish & monitor outcomes. Offeror identified training needs for staff as the technical support they need to implement the program.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	209.67

Holy Cross Medical Center. Maternal/Child Health Programs

Offeror described its experience running programs and interacting with the community and with the families they already serve. It failed to explicitly describe significant accomplishments within the last three years and did not provide job description nor adequately addresses qualifications for all staff members. The proposal describes excellent support from Holy Cross Medical Center/Taos Hospital for HR and other management, as well as staff supervision. The agency seems to have a long well-connected relationship with the local community. The Offeror described the contracts it's held with CYFD, state/federal entities for the last five years, but does not provide specific outcomes for each contract other than stating they meet programmatic benchmarks. The narrative gave a clear explanation of CQI process to include PAC, supervision, PDSA framework. The Offeror explained why no technical assistance is needed because of the support they have in house from Holy Cross Medical Center.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	219

Janus, LLC Consulting and Co-Creating

Offeror provided an overview of the owner's experience, and listed activities the company has engaged in. No job descriptions or resumes were provided. The company is the consulting firm managing the current Telehealth Learning Community (TLC) pilot project and proposes to continue in this capacity. The narrative mentions other projects, but does not list specific contracts and who funds them nor the outcomes/results of those projects. The proposal did not address any additional support it would provide to the project beyond CTF funding. The narrative states that the continuous quality program is inherent in the nature of the learning community format, but lacks specific details as to what this entails. Offeror identifies specific trainings as a technical assistance need.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	150

Jardin de Los Niños

The evaluation committee agreed that there was not much new in the proposal and therefore the organization fell short in making a good argument that they needed this innovative grant. The Offeror highlighted the

programs it currently offers to the community, but does not specifically identify accomplishments from the past three years. Offeror included resumes and job descriptions for staff. Offeror identified organizations they collaborate with, but did not define how they would work with collaborators, partners. Offeror identifies Pre-K contract with CYFD, but does not share specific information about outcomes such as the number of children served; however Offeror does explain that they were able to achieved 5 star FOCUS status. Offeror does not provide a thorough description of the CQI process; explains how surveys are used to identify family needs but does not provide a strong description of how this information is used to improve program performance. Offeror identified needing technical assistance in developing a data analysis tool.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	150	146.67

Las Cumbres Community Services, Inc.

The Offeror was awarded points for providing a comprehensive overview of their organization’s history and service array. Offeror provides job descriptions in a separate attachment. Points were deducted for lacking a detailed explanation as to how the services fit into their larger organizational structure and merely explains they have an “...established commitment to these services.” The Offeror noted community partners, but their response lacked detail as to how they engage and work those partners, and merely promises to maintain strong collaborative relationships. The Offeror provides some information as to their continuous quality improvement practices, however, their response lacks detail regarding how they measure if services were effective for the family. Offeror received a reduction in points for failing to explain why no technical assistance is needed.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	171.7

Many Mothers, Inc.

Offeror provides a description of programs offered and the number of families they serve and also offered a start-up guide so other agencies can duplicate their services. The proposal stated that number of families doubled in 2016 and 2018, but did not provide the actual numbers so it was difficult to know the actual growth of the Offeror. While the Offeror provided job descriptions for their program staff, the proposal did not describe which of these positions would be funded by CTF. They did, however, provide a job description of a grant manager that they want funded. The Offeror lists community service organizations, but does not explain how they will work with those organizations. Offeror provided some information regarding Quality Improvement but does not say how the information will be used for program improvement. Points were deducted due to the lack of detail about what would be funded, the lack of detail on collaboration with community service organizations, and the lack of detail on how information will be used in program changes or how quality assurance activities will support program or organizational change. The Offeror did not note outcomes with current contracts.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	55

NMCAN

Offeror provided a thorough description of their organization’s experience in serving youth with previous system involvement and through various capacities (advocacy, direct services, etc.). Points were deducted for not explaining how the proposed program fits within the larger organizational structure, however, it seems to fit through implication. Points were awarded for sharing specific accomplishments from the previous three years, and for describing staff credentials. Points were deducted for not describing the qualifications of the early childhood professional they plan to contract with and for not including job descriptions in the attachments. Offeror thoroughly explained how they collaborate with organizations through Project ECHO, however, the narrative was lacking information as to how they collaborate with other community providers outside of this capacity. Offeror noted current state and federal contracts and provided an overview of each project’s requirements, however, the narrative lacked specific outcomes for each project. Offeror provided an adequate summary of their quality assurance process. Offeror also provided justification as to why they did not need any technical assistance in implementing this project.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	219

New Mexico Coalition of Sexual Assault Programs, Inc.

The Offeror provides an overview of the agency’s mission and discussed how the proposed project was expanded from two to seven districts. Offeror’s organization has been in existence since 1978, that NM-NCA is under the umbrella of the organization and this project is already being utilized in seven judicial districts. Points were reduced because the Offeror does not state who would be coordinating this project or qualifications of the position. The description of the organization’s structure is unclear and the Offeror does not explain how this project fits within that structure. Offeror lists funders, but no specific contracts, no outcomes or the objectives of those contracts. The Offeror will utilize a qualitative survey for participants, but does not say how the feedback will be used for CQI. Additional technical assistance, the Offeror says that nothing is needed accept for CTF Funding.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	106.7

PB&J Family Services, Inc.

Offeror provided a thorough description of their organization’s history and experience which demonstrates the capacity to implement the proposed program. Offeror explains the program’s fit within their organizational structure, however, points were deducted for not thoroughly explaining what additional support will be provided to the program beyond CTF funding. Points were also deducted because job descriptions were not included in the attachments. Offeror identifies community organizations they work with and discusses how they collaborate with those entities. Points were deducted as the Offeror failed to identify all state contracts they were awarded in the last five years, and Offeror failed to include outcomes on all listed contracts. Offeror provides an overview of their quality assurance process, but points were deducted due to lacking a thorough explanation as to how the quality assurance process is communicated with direct service staff.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	214

Santa Fe Recovery Center

Offeror said that the organization serves 1400 clients annually, provided information on clientele, treatments and measurements used to admit clients. SFR provided organization charts, resumes and stated that SFR is also ASAM accredited. Offeror discusses how they assess clients to determine the level of care needed and explains that this program will be an extension of the Women and Children’s residential treatment program. A reduction in points occurred as the Offeror did not include job descriptions or describe a sustainability plan. While the Offeror mentions the MOU with Las Cumbres, it was unclear what the role Las Cumbres would play in service delivery. The Offeror did not name nor explain how they will work with other community services in the target area. The Offeror does not explain how performance measures will be used for CQI.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	84

Sierra Blanca Counseling, LLC.

Offeror provided a satisfactory description of their significant accomplishments from the last three years, including becoming designated as a National Health Service Corps site. Points were deducted for not clearly articulating the organization’s current service array; it was unclear if other services besides outpatient counseling were offered by the organization. Offeror described the current staff qualifications and the qualifications of staff that will be hired or subcontracted to perform some of the proposed program’s service components. Offeror has not had any contacts with state or federal agencies, therefore, the Offeror lacks a track record of adhering to scope of work requirements and administering government funded programs. Points were awarded for explaining how they will work with identified community partners, however, the committee noted that CYFD was not amongst the list of community partners.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	141.3

Solace Crisis Treatment Center

The Offeror provided a comprehensive discussion of organization’s programs and mission. The Offeror has 48 years of experience providing clinical services, is a Children’s Advocacy Center and provides education services. The Offeror has worked successfully with the subcontractor Resolve and provided job descriptions with qualified staff as the jobs for this project are integrated within the organization. It was clear how the project fits in with the mission. The Offeror will use its current MDT membership and community resources in service area. Offeror had several government and private foundation grants including CYFD, however, the Offeror was not specific about outcomes of each of the grants. Point reductions occurred as the Offeror did not address significant accomplishments over the last three years. While the Offeror was able to utilize assessments for the workshop pieces of this proposal, they were less clear about the CQI on the policy section. Also, the pre-post test results were not clear on the periodicity of their application.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	202.3

Valencia Shelter Services

Offeror provided a narrative that described the agency’s history, accomplishments, list of names of collaborating agencies, contracts and surveys they will use for continuous quality improvement. While the Offeror provided job descriptions for the therapist and roles of the managerial staff, the Offeror did not explain how the managerial staff would support the project and lacked information on how it would fit within the organizational structure. Quality improvement would be the use of client satisfaction surveys, and community assessment per the National Children’s Alliance (NCA) for best practices mandated for NCA accreditation. There was no information regarding NCA accreditation best practices which would be needed to understand the quality assurance practices. While information was provided regarding other grants, outcomes of those grants were not provided. Requested technical assistance for determining appropriate salary which made it unclear how they were able to complete the cost proposal.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.3. Organizational Capacity	250	118.3

Section IV.B.4, Outcomes and Performance Measures (250 Points)

Offerors **must** show a direct connection between the proposed activities and the specific outcomes that are expected:

- a) Propose and describe the performance measures that will be used to measure the activities and outcomes you are proposing.
- b) Propose and describe the specific outcomes and tools that will be used to demonstrate the effectiveness of this program in your community.
- c) Describe how you will verify that the services provided accomplish the goals and objectives for which they are intended. For example, if the goal is to reduce the incidence of child abuse or neglect within the service area, how will this goal be measured and determined.
- d) Identify and explain the evaluation process to be used for the proposed program and clearly describe how specific performance outcomes will be measured.
- e) Explain how your organization will determine, measure, verify and document the accomplishment of the proposed participant outcomes.
- f) Include hard copies of the evaluation instruments/tools to be used, such as pre/post-test surveys, family functioning surveys, increased number of attendees, client satisfaction surveys and self-evaluation surveys to document participant outcomes as a result of received services (this is not included in the fifteen (15) page narrative).
- g) Describe within the fifteen (15) page narrative what each tool will measure, and how the findings will be used to verify and document the accomplishment of proposed participant outcomes. If an evaluation tool has not yet been developed, describe the proposed tool and how it will be

implemented once it is developed. (The evaluation instruments may be attached as an appendix to the proposal. Clearly identify the appendices that contain the evaluation instruments).

Evaluation Factors:

Points will be awarded based on the thoroughness and clarity of the response in Section IV (B) (4).

All Faiths Children’s Advocacy Center

The Offeror identified performance measures as the number of people who are reached by the campaign, but lacks information on how it will precisely measure impact and effectiveness of campaign. As mentioned earlier, offeror doesn’t define well who the “participants” are. Much of evaluation metrics are to be developed by subcontractor which are not described. Offeror lists the tools which include social media analytics, website analytics, focus group feedback, TV analytics and radio analytics, and included sample analytic tools in the attachments. The Offeror’s response does not describe what each tool measures and how the findings will be used to verify & document accomplishment of the proposed outcomes.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	208.33

Aprendamos Early Intervention Team, P.A.

The Offeror’s proposed performance measures focus on direct services; there are no performance measures identified for the proposed fatherhood conference. The evaluation committee felt that having participants demonstrate a 10% increase in skills or knowledge was not a high threshold, nor did the proposed measures adequately address the goal of reducing/preventing child abuse. The performance measures proposed rely on participant self-report. The Offeror explained how an attendance tracking log will be utilized to track program participation, and that they have tools that will be utilized to track participant demographic data. The Offeror attached the tools to be utilized including a survey.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	167.33

Inner Guidance, LC dba Attachment Healing Center

Offeror proposed the outcome of preventing out of home placements due to extreme defiant behaviors and reducing amount of child abuse cases before they get to CYFD. It is not clear how the Offeror will obtain the data necessary to determine whether that performance measure is achieved. The Offeror also provided a detailed description of tools to measure the outcomes of their program including one developed with CYFD. Examples of these tools were provided. The tools described are clinical or used with families and it is not clear how the results of these tools will impact proposed trainings. It was unclear if the community members would be utilizing the clinical tools or if they would be utilizing other tools. The need for developing a new tool to track reduction of child abuse was addressed.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	153

Childhaven, Inc.

Offeror provided outcomes of providing holistic family support services to children and families, increased knowledge of nurturing/positive parenting skills and family functioning, absence of child maltreatment after receiving services and increased communication among family support service providers in New Mexico. It is evident how they will utilize tools & data to determine whether the proposed performance measures/outcomes were achieved. The proposal describes the tools adequately and includes how they will be implemented to demonstrate effectiveness. The Offeror uses a tool that is evidence-based and rated well. They propose using assessments and surveys with caregivers that seem rather labor intensive as it includes one-on-one follow-up with each caregiver after taking the pre-test.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	197

Cuidando los Ninos

The performance measures described are clear and directly connect to the goal of the project which is to prevent child abuse and neglect, including 90% of families will not experience substantiated maltreatment while enrolled in the program, children who have experienced abuse will be connected to a referral for therapeutic support services, 90% of parents will report that the developed domestic violence curriculum effectively helped them reduce domestic violence incidents in their family. Offeror identifies tools to be used to include PICCOLO, ACES, and Protective Factors survey, however, the information that each of these tools gather is not thoroughly described in the narrative. Offeror provides hard copies of the proposed tools.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	180.7

Families and Youth, Inc.

Offeror provided aggressive goals of 90% of families served will not be the subject of substantiated child abuse or have an entry into foster care during service provision or six months after completing services, will have stable housing up to six months after closure, will be engaged in case management, demonstrate improved wellbeing and exit with a “safe” assessment. Tools were clearly described and specific outcomes were identified. The narrative was clear on how they will use the ongoing assessment tools to ensure the goals and objectives are being met. Housing stability seems to be fairly easy to measure short-term, but no mention if program intends to track families over a period of time after they are no longer in the program.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	224

Guidance Center of Lea County, Inc.

The evaluation committee agreed that this section could have used a bit more explanation. The proposed performance measures include participants reporting a reduction in anxiety, depression, and indicators toward suicide and that families will have no additional referrals for abuse and neglect. The Offeror identifies and describes tools to be used including Severity Measure for Generalized Disorder, PHQ, self-report, and treatment plans. Offeror explains how often screening tools will be utilized with families. Some discrepancy between program evaluation and individual participant progress reports.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	174

Holy Cross Medical Center, Maternal/Child Health Programs

The Offeror proposes two broad outcomes: children are safe and families are connected to services they need. Much of the evaluation described in the narrative involves qualitative reports such as individual feedback as opposed to quantitative, however, the evaluation process is clear. Offeror identifies the tools to be used to measure success to include the Protective Factors Survey, SEEK, and satisfaction surveys. Offeror provided hard copies of the tools and provided a brief explanation as to what the Protective Factors Survey and SEEK measure.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	198

Janus, LLC Consulting and Co-Creating

Offeror proposed an outcome of “improved skills in behavioral health providers using Telemed to recognize and prevent future or repeated child abuse and neglect via telehealth platforms”. This outcome does not tie into all the activities that the project will engage in. This outcome also measures an accomplishment by the provider and not on “focusing on treatment and prevention of child abuse and neglect through tele-behavioral health” as was the original stated objective of the program. The measure proposed will be done with self-evaluations and by tracking provider participation in training. The narrative states that evaluation instruments will be developed in the first three months of the project. An end-of-grant evaluation survey will measure longitudinal skill development and rank the effectiveness of trainings. The narrative also states that the pilot TLC project is still developing its measures.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	87

Jardin de Los Niños

There seemed to be some confusion between promoting the program and evaluating it. Tools did not seem to fully measure effectiveness. The Offeror identifies broad outcomes to include advancing health & safety of homeless, abused/neglected children, strengthening and stabilizing the family, decreasing food insecurity, reduce child maltreatment and identifying matching funds for \$10,000.00 requested in grant funding. Offeror identified tools to be utilized to include surveys and ACES, and tools were attached. Parent survey only done once per year – doesn’t seem often enough. Did not adequately explain what the tools would actually measure.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	101.67

Las Cumbres Community Services, Inc.

Offeror was awarded points for describing the evaluation instruments/tools to be used and for including copies of those tools in the attachments. Offeror received points for describing how they will verify services

occurred by tracking information in EMR, including tracking data as to how many appointments were kept vs. how many were missed. Offeror received a reduction in points for not describing performance measures, but instead they described data points that would determine a performance measure. Offeror received a reduction in points for not explaining how they will obtain some of the data points they are proposing to track/measure.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	196.3

Many Mothers, Inc.

Offeror attached surveys that focus on volunteer information, pre- and post- surveys, verification of information through phone calls, emails, texts. Offeror states that they are using a database to enter surveys. Points were reduced because the information being collected are output measures and do not measure improvement in parenting skills, well-being, etc. The proposal suggests that the Offeror is measuring client satisfaction of the volunteers and while this is an important measure, this does not measure if the risk factors of child abuse have been reduced. The Offeror did not describe what each tool would measure or how the findings will be used to verify and document the accomplishment of participant outcomes.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	41.7

New Mexico Coalition of Sexual Assault Programs, Inc.

Offeror’s proposed performance measures indicate the level of improved training. Points were reduced because the performance measures are vague in how they measure proposed activities and there are no measures that include an increase in the prosecution of child sexual assault. The tools utilized include Logs, Survey Monkey and the individual expertise of participants. There are no evidence based tools, nor do any of these tools support the measurement of the number of prosecution of child sexual assault. The Offeror did not attach any hard copies of evaluation instruments or description of tools in the narrative.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	43.3

NMCAN

The Offeror provided performance measures that could show the program is effective based on utilizing tools that identify whether young people are exhibiting more productive behaviors and attitudes. The Offeror would verify services through leadership team meetings and data from tools and would be analyzed through “the lens of equity”. The Offeror will determine measures, verify and document accomplishments through information sharing with stakeholders, a written monthly report and through project ECHO. Offeror included surveys and described each survey in detail in the narrative. Points were awarded for explaining the tools that have been developed, including a description of how the tools will be used to verify and document the accomplishment of proposed participant outcomes. However, points were deducted because none of the proposed tools are validated measures. Points were deducted because none of the performance measures included a measure that shows whether the program prevented child abuse and neglect.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	213.3

PB&J Family Services, Inc.

Offeror provided verifiable performance measures around preventing child abuse; providing medical, psychological and other appropriate treatment to children who are victims of abuse and neglect; and developing community-based services aimed at the prevention and treatment of child abuse and neglect. The Offeror will be using peer reviewed tools and evaluate efforts through a third party agency (UNM). Evaluation instruments were provided and described in the narrative. Points were deducted for not providing a thorough response as to how they verify that the services provided accomplish the goals/objectives of the program.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	243

Sierra Blanca Counseling, LLC

Offeror identified tools and explained what the tools measure. The Offeror would utilize the CYFD 360 report to determine the impact of this project within the service area. With a project this small, it is not effective to look at the CYFD 360 report to determine impact as there will not be enough activity from this proposal to impact the macro child abuse numbers in the service area. The Offeror received a reduction in points for not clearly identifying performance measures for the program; the performance measures identified do not show effectiveness of programming. Instead, Offeror identified how assessment tools will be used with families during service provision to measure change within that specific family.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	146

Santa Fe Recovery Center

Offeror provided descriptions of the following tools: DIAPER, CIAP, IMH Red Flags Instrument, ACES, and GPRA and copies of some tools and instruments. There is no description of how these tools will be used or how the assessments are used to improve child-well-being. The Offeror does not propose performance measures, but rather data points from the above tools. There is no verification process of services, goals or objectives accomplishment. The proposal lacks a description of the evaluation process.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	99.7

Solace Crisis Treatment Center

Offeror provided performance measures that connect to all proposed activities. The measurement of those performance measures was stated as “statistically significant” which is not a clear statement of performance improvement. The tools used to measure outcomes are: sign-in sheets; participant feedback on the efficacy of program delivery, Bystander efficacy, Risk/Protective Factors Environmental Scan. Bystander efficacy

scan appears to be research based and is measured in three intervals (pre-, post-, and follow-up). It is unclear how these tools would demonstrate child abuse prevention. There is less detail about the environmental scan including its use, periodicity and how the results will be used to effect policy and organizational change. Lacked information on how the Offeror would determine, measure, verify and document the accomplishment of participant outcomes.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	160.3

Valencia Shelter Services

Offeror would utilize the PSI-4 short form, the DSM-5 form, program survey and children’s program survey and provided a periodicity of use for each tool. Offeror did not propose specific performance measures, outcomes, verification on services provided, or description of the evaluation process.

Evaluation Factors, Technical Specifications	Points Available	Points Award
B.4. Outcomes and Performance Measures	250	53

Section IV.B.5, Organizational References

Offerors must provide a minimum of three (3) references from similar projects performed for private, state or large local government clients within the last three years. Offerors are required to submit APPENDIX F, Organization Reference Questionnaire, to the business references they list. The business references must submit the Reference Form directly to the designee described in Sec I Paragraph D of the RFP.

Offerors shall submit the following Business Reference information as part of Offer:

- a) Client name;
- b) Project description;
- c) Project dates (starting and ending);
- d) Client project manager name, telephone number, fax number and e-mail address.

Evaluation Factors:

While points were not awarded for this item, a minimum of three references were required submittals for each Offeror. Any strengths and/or weakness taken into consideration in the overall total of each Offeror.

The Evaluation Committee received the minimum number of required references for all Offerors included herein.

Section IV.C, Business Specifications, Pass/Fail

C.1. Financial Stability

Offerors must submit copies of the most recent years independently audited financial statements and the most current 10K, as well as financial statements for the preceding three years, if they exist. The submission must include the audit opinion, the balance sheet, and statements of income, retained earnings, cash flows, and the notes to the financial statements. If independently audited financial statements do not exist, Offeror must state the reason and, instead, submit sufficient information (e.g. D & B report) to enable the Evaluation Committee to assess the financial stability of the Offeror.

- With the exception of NM Black Leadership Council, all other offerors met this requirement and received a “Pass” for this item.

C.2. Letter of Transmittal

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.

Evaluation Factors:

- Pursuant to this Section, all Offerors met this requirement and received a “Pass” for this item.

C.3. Campaign Contribution Disclosure 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.

- Pursuant to this Section, all Offerors met this requirement and received a “Pass” for this item.

C.4. Cost Response

The Offeror must provide a line item budget (Appendix D) with detailed justification for all costs. All costs should be reasonable, well justified, and related to the proposed project activities. Administrative overhead is capped at 10% per invoice. All charges listed on APPENDIX D must be justified and evidence of need documented in the proposal.

While points were not awarded for Cost Proposals, these were required submittals for each Offeror in order for funding determinations to be made by the Evaluation Committee, pursuant to the RFP’s Scope of the Procurement.

- All Offerors met this requirement and received a “Pass” for these items, **but only the Cost Proposals of seven (7) Offerors were evaluated** to determine funding level of those proposals that will be recommended for award to the Children’s Trust Fund Board.

EVALUATION SUMMARY

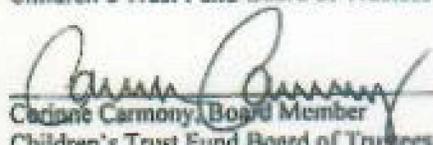
Offeror	B1	B2	B3	B4	TOTAL	C1-C5
	150 PTS	350 PTS	250 PTS	250 PTS	PTS	P/F
All Faith's Children's Advocacy Center	117.7	276.7	205	208	807.4	P
Aprendamos Early Intervention Team, P.A.	96.3	271.7	190.7	167.3	726	P
Inner Guidance, LC dba Inner Guidance, LC dba Attachment Healing Center	67.7	208.3	124.3	153	553.3	P
Childhaven, Inc.	114.7	221.7	219	197	752.4	P
Cuidando de Los Ninos	124.7	267.7	209	180.7	782.1	P
Families and Youth, Inc.	81	170	216.7	223.7	691.4	P
Guidance Center of Lea County, Inc.	119	278.7	209.7	174	781.4	P
Holy Cross Hospital	132	261.7	219.3	198.33	811.33	P
Janus, LLC Consulting and Co-Creating, LLC	61.7	138.3	150	87	437	P
Jardin de Los Ninos	110	133	146.7	101.7	491.4	P
Las Cumbres Community Center	92.33	100	171.7	196.3	560.33	P
Many Mothers, Inc.	27.7	85	55	60	227.7	P
NM Black Leadership Council	0	0	0	0	0	F
NM Coalition of Sexual Assault Center	51.7	90	106.7	43.3	291.7	P
NM CAN	126.7	288.3	219	213.3	847.3	P
PB&J Family Services, Inc.	120.7	303.3	214	243	881	P
Santa Fe Recovery Center	36.7	33.3	84	99.7	253.7	P
Sierra Blanca Counseling	106.7	141.75	141.3	146	535.75	P
Solace Crisis Treatment Center	104.3	258.3	202.3	160.3	725.2	P
Valencia County Shelter	41.7	38.3	118.3	53	251.3	P

Based on the Evaluation Committee's evaluation of the proposals submitted, as detailed above, the committee respectfully recommends awarding a contract to perform the scope of work as outlined in the **Children's Trust Fund Innovative Projects and Programs RFP # 10-69000-20-21436** to the below-listed Offerors, subject to agreement between the Children, Youth and Families Department and the selected Offerors. Awarding contracts to the recommended Offerors is in the best interest and is most advantageous to the State, the Agency, and Children and Families of New Mexico.

Recommended Awards:

<u>Offeror</u>	<u>Contract Amount</u>
PB&J Family Services, Inc.	\$95,000.00
NMCAN	\$95,000.00
Holy Cross Medical Center	\$90,000.00
Guidance Center of Lea County, Inc.	\$95,000.00

Evaluation Committee Signature Approval

 _____ Colleen Lambert, Contract Specialist	<u>12-4-2020</u> Date
 _____ Robert Morrison, Contract Specialist	<u>12/7/2020</u> Date
 _____ Bridget Schneider, Chairperson Children's Trust Fund Board of Trustees	<u>11/25/2020</u> Date
 _____ Kim Straus, Vice Chair Children's Trust Fund Board of Trustees	<u>12/7/2020</u> Date
 _____ Carole Carmony, Board Member Children's Trust Fund Board of Trustees	<u>11/30/2020</u> Date
<u>Michelle Taylor</u> Michelle Taylor, Procurement Manager	<u>12/09/2020</u> Date

Chief Procurement Officer Signature Approval

Lucy Vigil Rendon, CPO

Date