

# BECOMING A FRESNO UNIFIED VENDOR

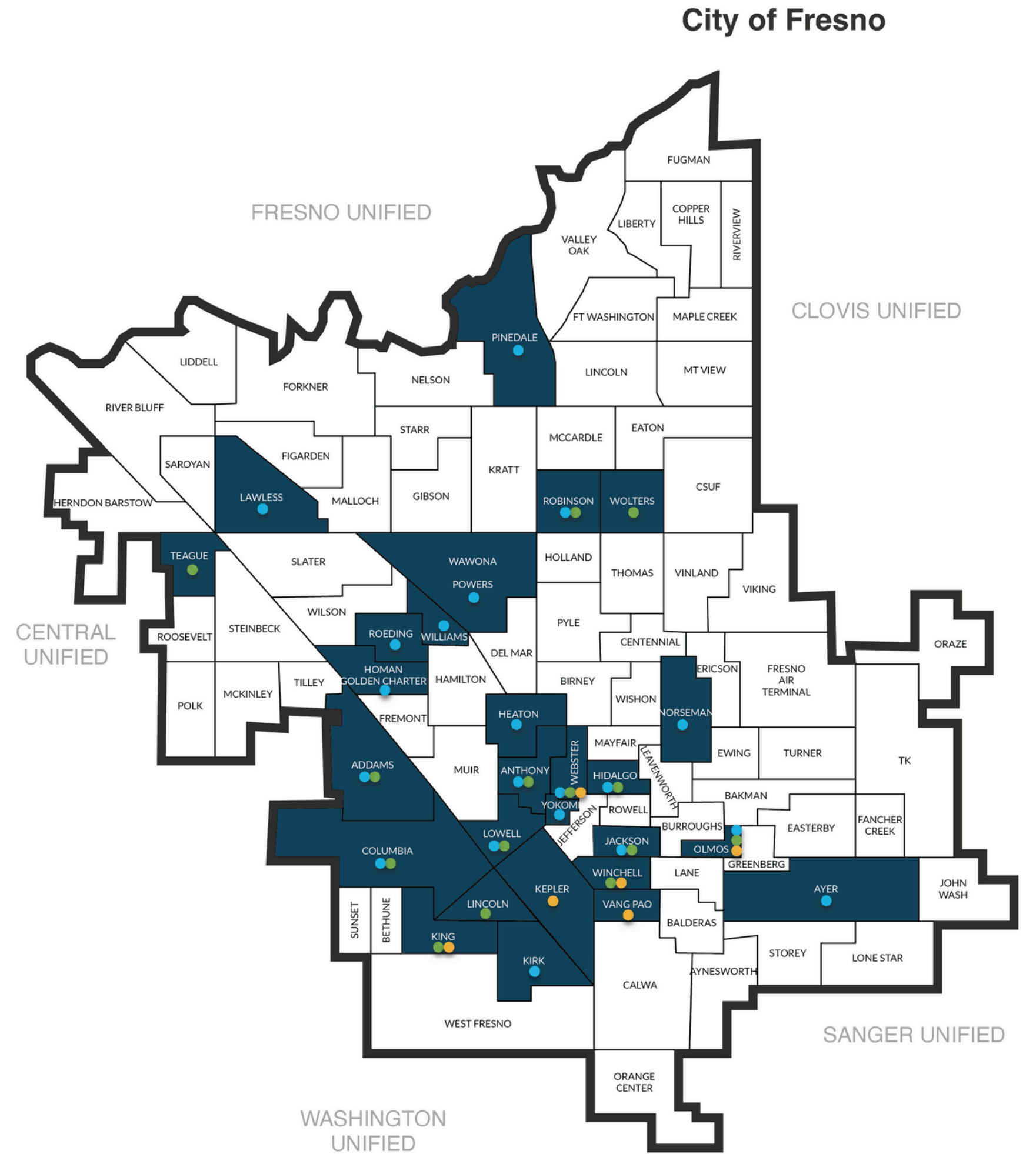
# Andrew Feil & Darrin Person



# Every Neighborhood Partnership



# RFP PDF

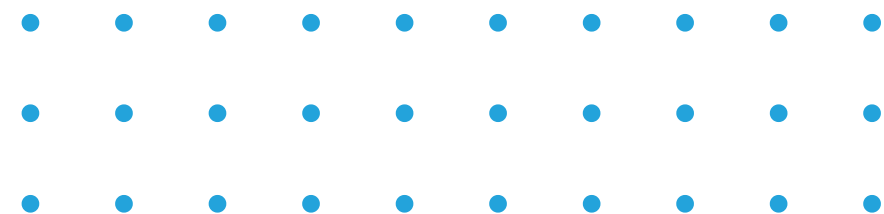


**IN THE CHAT...**



**01. NAME / ORG**

**02. IS THERE ANYTHING SPECIFIC YOU  
WANT TO LEARN TODAY?**



**WHO'S IN THE ROOM?**



**ANDREW FEIL**  
**EVERY NEIGHBORHOOD  
PARTNERSHIP**



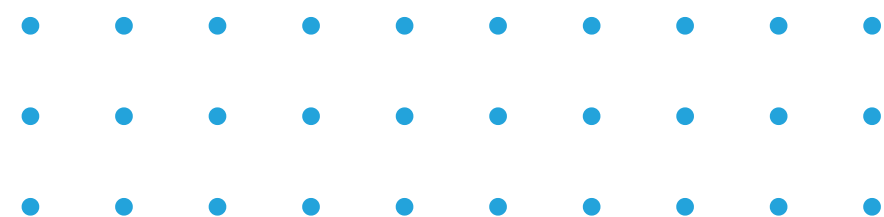
**DARRIN PERSON**  
**FRESNO UNIFIED  
COMMUNITY SCHOOLS**

**01. UNDERSTAND RFQ PROCESS**

**02. UNDERSTAND COMMUNITY SCHOOLS**

**03. UNDERSTAND THIS RFQ**

**04. GET CLARITY TO DECIDE NEXT STEPS**



**GOALS FOR  
WORKSHOP**



# WHAT IS AN RFQ?

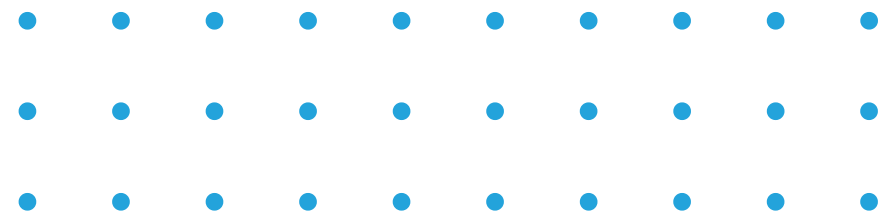
**RFQ = REQUEST FOR QUALIFICATION**

**WHEN APPROVED YOU ARE APPROVED AS A  
VENDOR FOR THIS SELECT PROGRAM WITHIN  
FUSD.**

**YOU ARE **NOT** APPROVED FOR EVERY  
DEPARTMENT**

**YOU **DO NOT** HAVE AN ACTUAL CONTRACT**

**YOU NOW MUST GET A CONTRACT WITH THE  
DEPARTMENT OR SPECIFIC SCHOOL SITE**



**RFQ**

# MORE ON RFQS

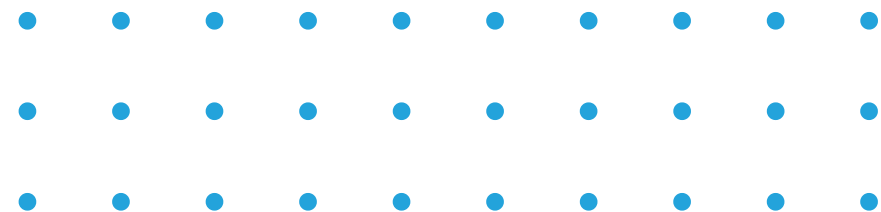
**FUSD IS USING RFQS ACROSS THE DISTRICT**

**EXAMPLES OF RECENT FUSD RFQS:**

- **EXPANDED LEARNING (AFTER SCHOOL)**
- **ARTS**
- **MENTORING**
- **CURRICULUM AND INSTRUCTION**

**ALL RFQS ARE DONE THRU FUSD PURCHASING PORTAL**

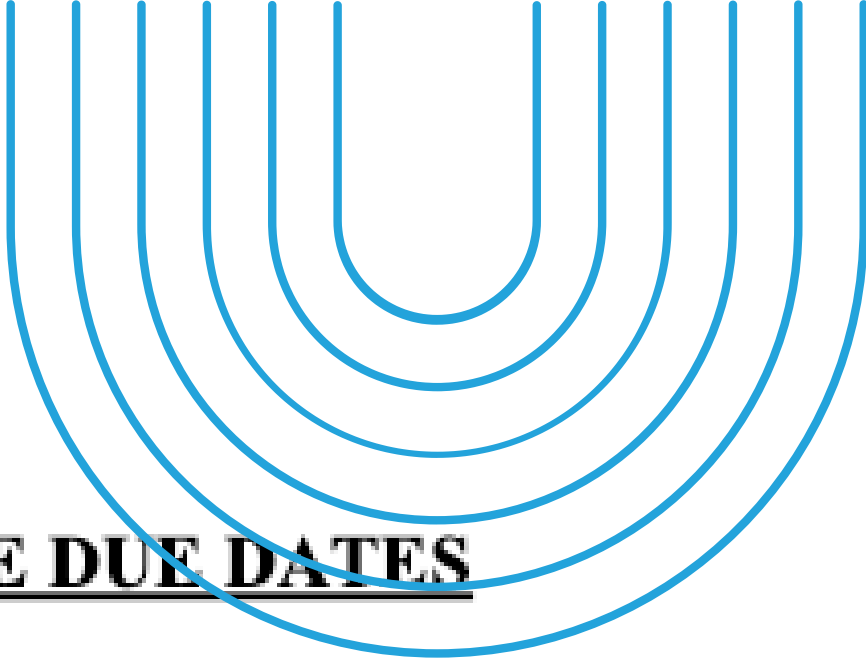
**[HTTPS://FRESNOUSDPURCHASING.PROCUREWARE.COM](https://fresnousdpurchasing.procurement.com)**



**RFQ**



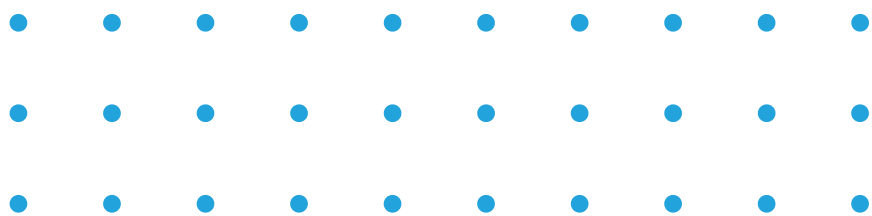
# SCHEDULE FOR RFQ:



## III. REFERENCE: RFQ INSTRUCTIONS, ITEM 6, TENTATIVE TIMELINE DUE DATES

*Change: Tentative Timeline due dates*

<u>RFQ Schedule of Events</u>	<u>Dates</u>
RFQ release date	12/9/2024
Questions due for Pre-Proposal conference	<del>12/16/2024</del> <b>1/13/2025</b> at 2:00 PM
Pre-Proposal conference	<del>12/18/2024</del> <b>1/15/2025</b> at 10:00 AM
Deadline to receive final questions	<del>1/3/2025</del> <b>2/5/2025</b> at 2:00 PM
Proposal due date	<del>1/10/2025</del> <b>2/14/2025</b> , before 2:00 PM
Evaluation of Proposals	<del>1/13/2025 — 1/24/2025</del> <b>2/18/25 – 2/28/25</b>
Opportunity for Panel to ask Questions	Tentative <del>1/13/2025 — 1/24/2025</del> <b>2/18/25 – 2/28/25</b>
Anticipated Board Award Date	<del>March 12, 2025</del> <b>April 9, 2025</b>



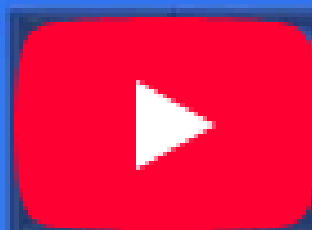
**TIMELINE**



# What is a Community School?



Share



Watch on  YouTube





A dedicated staff member coordinates support programs to address out-of-school learning barriers for students and families.

Mental and physical health services support student success.

## Integrated Student Supports

### Pillar 1. Integrated Student Supports

Vendors can provide services that address barriers to learning by meeting students' physical, mental, and emotional needs.

#### Examples of Vendor Services:

- **Healthcare Providers:** On-site or mobile health, dental, and vision screenings.
- **Mental Health Agencies:** Counseling services, trauma-informed care training, and group therapy.
- **Food Service Vendors:** Supplying food for pantries, meal programs, or nutrition workshops.
- **Housing Support Organizations:** Connecting families with housing resources and emergency support.
- **Mentor Organizations:** Providing role models for students



Enrichment activities emphasize real-world learning and community problem solving.

After-school, weekend, and summer programs provide academic instruction and individualized support.

## Expanded and Enriched Learning Time and Opportunities

### Pillar 2. Expanded and Enriched Learning Opportunities

Vendors can deliver specialized programs and experiences to enhance student learning inside and outside the classroom.

#### **Examples of Vendor Services:**

- **Arts Organizations:** Theater, music, dance, or visual arts classes.
- **Tutoring Companies:** Academic support for students in math, literacy, and other subjects.
- **Sports and Recreation Providers:** Facilitating sports clinics, after-school fitness programs, or recreational leagues.
- **Outdoor Education Vendors:** Providing nature-based learning experiences or field trips.



Promoting interaction among families, administration, and teachers helps families to be more involved in the decisions about their children's education.

Schools function as neighborhood hubs. There are educational opportunities for adults, and family members can share their stories and serve as equal partners in promoting student success.

## Active Family and Community Engagement

### Pillar 3. Family and Community Engagement

Vendors can strengthen family-school-community connections by offering services and resources that engage families and community members.

#### **Examples of Vendor Services:**

- **Parenting Support Providers:** Workshops on effective parenting, financial literacy, or navigating the school system.
- **Cultural Organizations:** Hosting culturally relevant events or celebrations.
- **Community Outreach Firms:** Helping schools communicate effectively with families and stakeholders.





Parents, students, teachers, principals, and community partners build a culture of professional learning, collective trust, and shared responsibility using strategies such as site-based leadership teams and teacher learning communities

## Collaborative Leadership and Practices

### **Pillar 4. Collaborative Leadership and Practices**

Vendors can support schools in creating systems and practices for collaboration and shared leadership.

#### **Examples of Vendor Services:**

- **Professional Development Providers:** Training for teachers and staff in equity, leadership, and trauma-informed practices.
- **Facilitation Experts:** Leading strategic planning sessions or community forums.
- **Data Analytics Firms:** Supporting schools in analyzing data to inform decision-making and track progress.
- **Consultants:** Assisting with partnership development or grant writing.



# Fresno Unified School District

## Community Schools

### Cohort 2

- Birney
- Holland
- Norseman
- Thomas
- Fort Miller MS

### Cohort 3

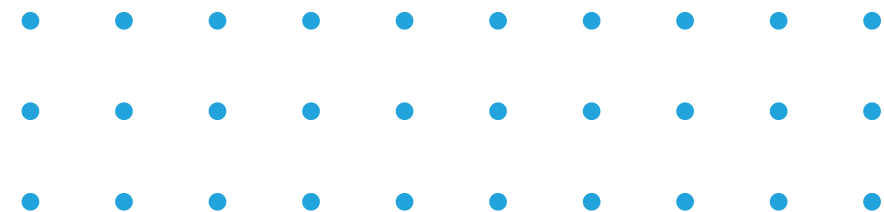
- Addams
- Ayer
- Calwa
- Columbia
- King
- Kirk
- Gaston MS
- Heaton
- Jackson
- Jefferson
- Lincoln
- Tioga MS
- Robinson
- Tehipite MS

### Cohort 4 (PROPOSED)

- Anthony
- Greenberg
- Hamilton K-8
- Hidalgo
- Kings Canyon MS
- Lane
- Pyle
- Rowell
- Sequoia MS
- Williams



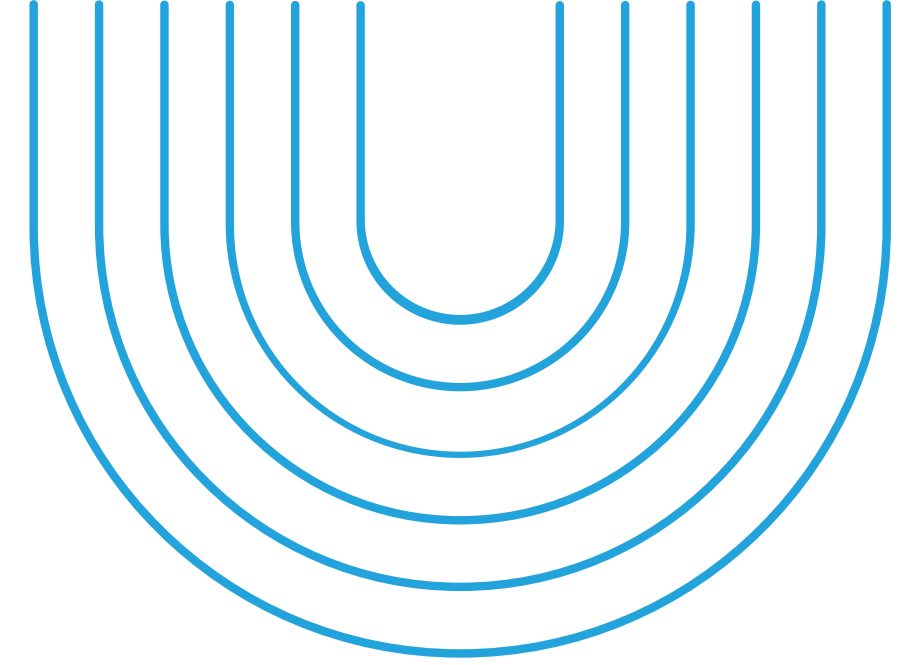
**LET'S OPEN THE RFQ**



**RFQ**



# IF YOU NEED INSURANCE:

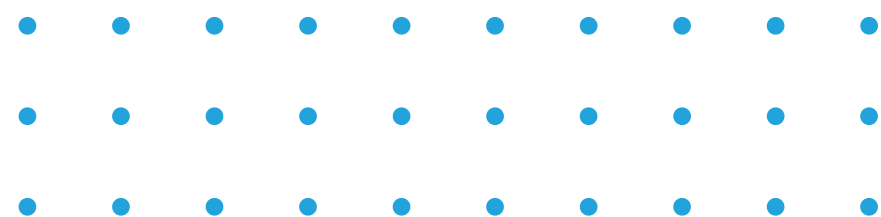


## **BROKERS:**

- **DIBUDO & DEFENDIS**

## **WORKERS COMP & LIABILITY**

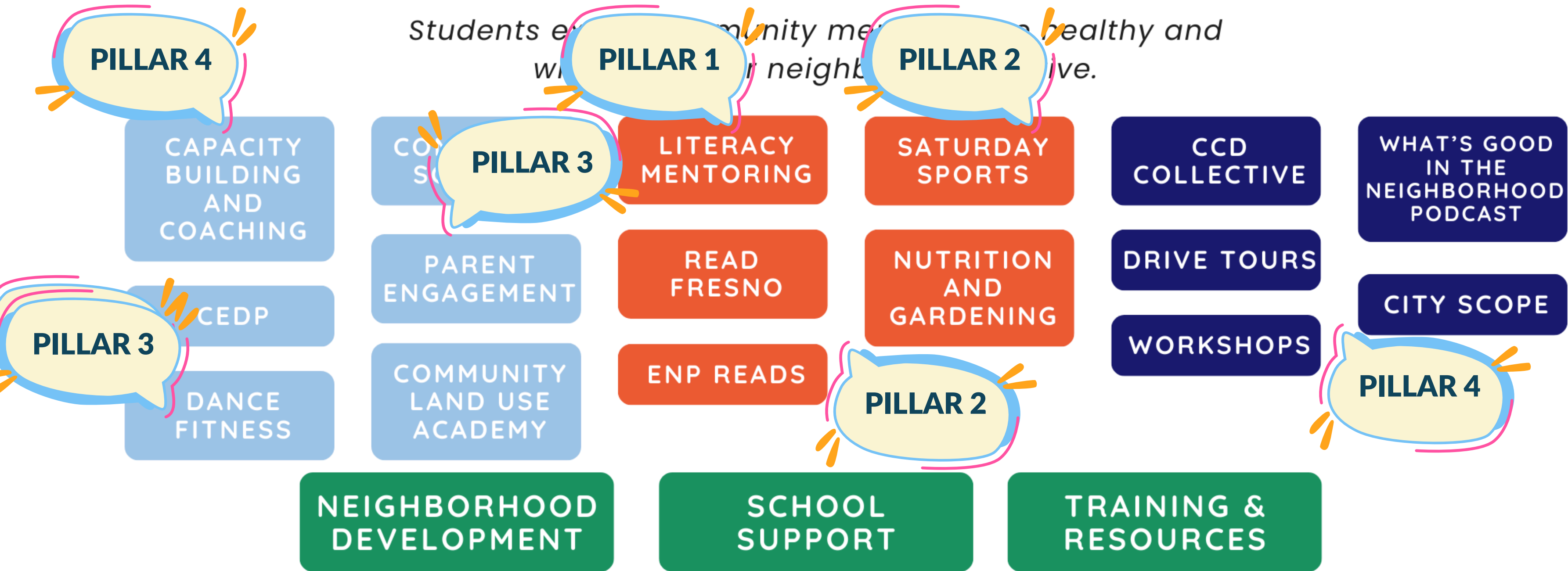
- **CHURCH MUTUAL INSURANCE COMPANY**
- **GALLAGHER RISK MANAGEMENT SERVICES**
- **BROTHERHOOD MUTUAL INSURANCE**
- **STATE FUND AND PHILADELPHIA**
- **EMPLOYERS INSURANCE COMPANY**
- **BEAZLEY - ADDITIONAL POLICY FOR ABUSE AND MOLESTATION**



# INSURANCE

# Activate. Equip. Mobilize. Transform.

Students every day in our community meet a healthy and vibrant neighborhood.



## STAFF VALUES

- Jesus-Centered
- Justice
- Integrity
- Well-being
- Collaboration

## OUR POINT OF VIEW

We are committed to a long-term, community-driven, revolutionary approach that honors human dignity, and rejects current limitations.

## OUR CAPABILITIES

- Innovative & Adaptable
- Operationally Excellent
- Empowering
- Relationally Focused & Authentically Rooted
- Conveners & Facilitators

# QUESTIONS?

Thank you!



For Community Schools:  
Darrin Person - [Darrin.Person@fresnounified.org](mailto:Darrin.Person@fresnounified.org)

For FUSD Purchasing & RFQ Process Qs  
Refer any questions to David Her at (559) 457-3580



[everyneighborhood.org](http://everyneighborhood.org)

Andrew Feil - [andrew@everyneighborhood.org](mailto:andrew@everyneighborhood.org)