



SOLE SOURCE FILING JUSTIFICATION

TO: Kris Gorgas
CONTRACT # 25-1163
TODAY'S DATE: 9/20/2024
CONTRACT SUB OBJECT CODE: CZ - Other Pro Serv

CONTRACTOR'S LEGAL NAME	TIN/UBI NUMBER
Northwest Center Kids IMPACT	

ADDRESS	1119 SW 7 th Street, Renton WA 98057
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CONTRACT PURPOSE
The purpose of this contract is to offer comprehensive professional development program that is dedicated to supporting early learning providers in creating inclusive environments where children of all abilities can thrive. Through consultation, training, resources, and ongoing support, equipping providers with the necessary skills and knowledge to effectively care for and educate children with disabilities, developmental delays, or challenging behaviors.

FUNDING	
FEDERAL FUNDING \$650,000	STATE FUNDING \$

CONTRACT TOTAL \$650,00

CONTRACT DATES	
START DATE: 11/8/2024	END DATE: 6/30/2025

SOLE SOURCE CRITERIA
<u>What is a sole source contract?</u> <i>"Sole source" means a contractor providing goods or services of such a unique nature or sole availability at the location required that the contractor is clearly and justifiably the only practicable source to provide the goods or services. (RCW 39.26.010)</i>
<i>Unique qualifications or services are those which are highly specialized or one-of-a-kind. Other factors which may be considered include past performance, cost-effectiveness (learning curve), and/or follow-up nature of the required goods and/or services. Past performance alone does not provide adequate justification however will not be on its own a sufficient justification.</i>
<u>Why is a sole source justification required?</u> <i>The State of Washington, by policy and law, believes competition is the best strategy to obtain the best value for the goods and services it purchases, and to ensure that all interested vendors have a fair and transparent opportunity to sell goods and services to the state.</i>
<i>A sole source contract does not benefit from competition. Thus the state, through RCW 39.26.010, has determined it is important to evaluate whether the conditions, costs and risks related to the proposal of a sole source contract truly outweigh for going the benefits of a competitive contract.</i>

SPECIFIC PROBLEM OR NEED

1. What is the business need or problem that requires this contract?

Over 90% of brain development occurs during the first five years of life. A reliable, high quality early educational experience provides children with nurturing interactions that their growing brains and bodies need while allowing parents to pursue the employment and educational opportunities that undergird a family's economic security. An already under-funded childcare industry has been pushed into crisis, as the pandemic devastated childcare programs, leaving them increasingly under-resourced and overwhelmed.

When provider stress increases, this means frequent turnover in teachers which leads to less skilled teachers, lower quality of care, and increased expulsion rates. The rate of preschool expulsion in the US is 3x higher than that of any grade K-12. The odds of being expelled are more than 14.5x higher for children with disabilities and emotional challenges than for their typically developing peers (Center for American Progress). While children with disabilities account for 75% of preschool expulsions, they only make up 12% of students enrolled. Current statistics show that one in six children has an identified delay in their development, and one in four families has a child with a disability. With over 22 million children aged birth to five in the US, that means over 3.8 million children have a disability (US Census and CDC). Without support and training on inclusive practices, children with challenging behaviors and disabilities will continue to be expelled at an alarming rate.

Unlike the K-12 education system, there are not regulated and organized opportunities for ongoing professional development in the birth to five early learning sector that are high-quality and meet the diverse needs of children in care. This is leaving our nation's most vulnerable children in early learning settings that are not prepared to care for them and that lack the resources necessary to improve their practice.

PROVIDING COMPELLING ANSWERS TO THE FOLLOWING QUESTIONS WILL FACILITATE THE EVALUATION

2. Describe the unique features, qualifications, abilities or expertise of the contractor proposed for this sole source contract.

Early learning providers want to offer inclusive environments but need training and resources to do so. Northwest Center Kids IMPACT (the Inclusion Mentorship Program for increasing Access in Childcare Team) is an innovative, community-driven model, that provides professional development and coaching to early learning providers to offer inclusive environments where children of all abilities are not only welcome but thrive in the classroom.

Northwest Center Kids IMPACT builds on over 55 years of experience of Northwest Center offering high quality inclusive early learning programming and early intervention services. Northwest Center Kids IMPACT launched in 2018 in King County, Washington and in five years has trained over 9,000 providers and reached over 65,000 children. Northwest Center Kids IMPACT services are strengths-based, disability and racial equity focused, trauma-informed, and rooted in infant and early childhood mental health.

Services are delivered by a multidisciplinary team, and are outcome driven to make measurable and sustainable change that benefits the provider, and all children enrolled. Professional development trainings teach foundational knowledge ECE providers need, and cover topics such as, but not limited to, challenging behaviors, sensory strategies, universal screeners, partnering with families, specific diagnoses, and more. Northwest Center Kids IMPACT offers live trainings and an online school (LMS) to allow providers to take trainings on-demand and at their own pace. Northwest Center Kids IMPACT seeks to continue its work addressing disparities in access and retention for children with challenging behaviors and disabilities building on the strengths of the childcare community. Demand for these services is high, the need is great, and Northwest Center Kids IMPACT is poised to meet this need.

3. What kind of market research did the agency conduct to conclude that alternative sources were inappropriate or unavailable? Provide a narrative description of the agency's due diligence in determining the basis for the sole source contract, including methods used by the agency to conduct a review of available sources. Use DES' Market Research Template if assistance is needed.

DCYF performed an internet search to conduct a review of available sources and could not find any other non-profits besides Northwest Center to provide the services needed.

4. As part of the market research requirements, include a list of statewide contracts reviewed and/or businesses contacted, date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why

the agency has determined that no businesses other than the prospective contractor can perform the contract.

The Legislature intended for Northwest Center Kids IMPACT to be the contractor for Section 229(43) \$650,000 of the general fund—federal appropriation. This information was provided to us by Washington State Supplemental Operating Budget (Senate Bill 5950) solely for the department to contract with a nonprofit organization that implements an inclusion mentorship program for child care and early learning providers. The mentorship program shall provide early learning providers with the necessary skills and knowledge to effectively care for and educate children with disabilities, developmental delays, or challenging behaviors. See attached letter sent to Northwest Center Kids IMPACT from the State of Washington House of Reportative

5. Per the Supplier Diversity Policy, DES-090-06: was this purchase included in the agency's forecasted needs report?

No

6. Provide a detailed and compelling description of the costs and risks mitigated by contracting with this contractor (i.e. learning curve, follow-up nature).

The allocation of \$650,000 to this program will help Northwest Center Kids IMPACT's expansion across the state. This investment will empower more educators to create inclusive learning environments and cater to the diverse needs of children, especially those with disabilities and challenging behaviors.

7. Describe what targeted industry outreach was completed to locate small and/or veteran-owned businesses to meet the agency's need?

Northwest Kids Center IMPACT is the only vendor that meets the requirements outlined in the legislation cited above and were the intended contractor. Services shall be provided to a range of Early Childhood Education settings including but not limited to licensed centers, family home centers, and part-day programs within King County.

8. What considerations were given to unbundling the goods and/or services in this contract, which would provide opportunities for Washington small, diverse, and/or veteran-owned businesses. Provide a summary of your agency's unbundling analysis for this contract.

Northwest Kids Center IMPACT is the only vendor that meets the requirements outlined in the legislation cited above and were the intended contractor. Therefore, no additional considerations were reviewed for opportunities for small business. This information was provided by OFM Budget.

9. Provide a detailed and compelling description that includes quantification of the costs and risks mitigated by contracting with this contractor (i.e. learning curve, follow-up nature).

The Contractor shall provide a Project Status Report that includes successes, challenges and an overall status update of the work that has been done to date semi-annually.

10. Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? If so, please describe.

NOT APPLICABLE

11. Is the agency proposing this sole source contract because of unavoidable, critical time delays or issues that prevented the agency from completing this acquisition using a competitive process? If so, please describe. For example, if time constraints are applicable, identify when the agency was on notice of the need for the goods and/or service, the entity that imposed the constraints, explain the authority of that entity to impose them, and provide the timelines which work must be accomplished.

NOT APPLICABLE

12. What are the consequences of not having this sole source filing approved? Describe in detail the impact to the agency and to services it provides if this sole source filing is not approved.

If this sole source filing is not approved, DCYF would not be compliant with Washington State's 23-25 operating budget (ESSB5187) which requires DCYF to work with a Washington state based nonprofit organization that implements an inclusion mentorship program for child care and early learning providers. The implementation would be significantly delayed if DCYF were to competitively procure these services; ramp up time would be extensive, and the agency would need to allocate more resources.

REASONABLENESS OF COST

13. Since competition was not used as the means for procurement, how did the agency conclude that the costs, fees, or rates negotiated are fair and reasonable. Please make comparison with comparable contracts, use the results of a market survey, or employ other appropriate means calculated to make such a determination.

These costs are in line with the Quality Recognition and Improvement System Assessment – Ratings contract currently held by the University of Washington, 24-1033-02. Specifically, Professional Development & Coaching (trainings – in person and virtual), Ratings and Monitoring, Evaluation, and Content Review.