



**ALBUQUERQUE  
PUBLIC SCHOOLS**

PRICE AGREEMENT NO. 14281  
AMENDMENT NO. 1

ALBUQUERQUE PUBLIC SCHOOLS - PROCUREMENT DIVISION  
PO BOX 25704  
ALBUQUERQUE, NEW MEXICO 87125  
PHONE (505) 881-8415  
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Children's Choice Child Care  
6501 Lomas Blvd NE  
Albuquerque, NM 87110

SHIP TO

Student, Family & Community Supports

ATTENTION  
OF

Daphne Harvey Strader

DATE	VENDOR CODE
5/19/2016	29851

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

**PLEASE SHOW PRICE AGREEMENT NUMBER ON ALL INVOICES, SHIPPING PAPERS, PACKAGES, CORRESPONDENCE, ETC. INVOICE IN DUPLICATE.**

**ITEMS, TERMS, & CONDITIONS**

**PRICE AGREEMENT**

Community School Activities for APS  
Contract Term: June 23, 2015 - June 22, 2019  
Per terms and conditions of: 15-056RR-SL  
Board Approved: 6/17/2015  
Pricing Attached

**SERVICES AND/OR GOODS TO BE PROVIDED:** The Contractor shall provide the good(s) and/or service(s), as defined in this agreement, on an "as ordered" basis. This is not an order and no funds are obligated under this Pricing Agreement. Funds are obligated by approved purchase orders on an "as needed" basis. Contractor shall receive separate individual Purchase Orders for each individual requests.

**MINIMUM AMOUNT:** Albuquerque Public Schools does not guarantee a minimum amount of purchases in conjunction with this pricing agreement.

**QUOTES AND PAYMENT:** The Contractor shall include the APS Pricing Agreement Number on each quote and reflect the price as awarded. The invoice submitted for payment shall match the quote and shall note the purchase order number.

**PRICING ESCALATION:** Price escalation will be considered only at yearly observance of award and only upon receipt of written request from contractor stating reason for escalation and the amount being requested. Justifying documentation must accompany price escalation request.

**Amendments:** This Pricing Agreement shall not be altered, changed, or amended except by written agreement signed by both parties.

**Reason for Amendment:** Renewal of Price Agreement

Contact: Mike Ashcraft

Phone: 505-296-2880

Email: ashcraft@childrens-choice.org

PROCUREMENT DIVISION AUTHORIZED SIGNATURE

*Sandra Sanchez* 5-26-16  
Date

VENDOR AUTHORIZED SIGNATURE

*[Signature]* 8/28/16  
Date

## ALBUQUERQUE PUBLIC SCHOOLS (APS) GENERAL TERMS AND CONDITIONS

- 1. INSPECTION.** The materials, supplies or services furnished shall be exactly as specified in this order, free from defects in Seller's design, workmanship and materials, and, except as otherwise provided in this order, shall be subject to inspection and test by APS at all times and places. If, prior to final acceptance, any materials, supplies or services are found to be defective or not as specified, APS may reject them, require Seller to correct them without charge, or require delivery of such materials, supplies, or services at a reduction in price which is equitable under the circumstances. If Seller is unable or refuses to correct such defects within a time deemed reasonable by APS, APS may terminate the order in whole or in part. Seller shall bear all risks as to rejected materials, supplies and services and, in addition to any other costs for which Seller may become liable to APS under other provisions of this order, shall reimburse APS for all transportation costs, other related costs incurred, or payments to Seller in accordance with the terms of this order for unaccepted materials, supplies and services. Notwithstanding final acceptance and payment, Seller shall be liable for latent defects, fraud or such gross mistakes as amount to fraud. Any test programs and procedures required by the specifications are in addition to, and do not limit, APS's rights provided in this Paragraph.
- 2. WARRANTIES.** Seller warrants the materials, supplies or services furnished to be exactly as specified in this order, free from defects in Seller's design, labor, materials and manufacture, and to be in compliance with any drawings or specifications incorporated herein and with any samples furnished by Seller. All applicable UCC warranties, express or implied are incorporated herein.
- 3. ASSIGNMENT.** Neither the order nor any interest therein, nor claim thereunder shall be assigned or transferred by the Seller except as authorized in writing by APS. No assignment or transfer shall relieve the Seller from its obligations and liabilities.
- 4. CHANGES.** APS may make changes within the general scope of this order by giving notice to Seller and subsequently confirming such changes in writing. If such changes affect the cost of, or the time required for performance of this order, an appropriate equitable adjustment shall be made. No change by Seller shall be recognized without written approval of APS. Any claim of Seller for an adjustment under this Paragraph must be made in writing within thirty (30) days from the date of receipt by Seller of notification of such change unless APS waives this condition. Nothing in this Paragraph shall excuse Seller from proceeding with performance of the order as changed hereunder.
- 5. LABOR DISPUTES.** Seller shall give prompt notice to APS of any actual or potential labor dispute which delays or may delay timely performance of this order.
- 6. TERMINATION AND DELAYS.** APS may by written notice stating the extent and effective date, terminate this order for convenience in whole or in part, at any time. APS shall pay Seller as full compensation for performance until such termination: (1) the unit or pro rata order price for the delivered and accepted portion; and (2) a reasonable amount, not otherwise recoverable from other sources by Seller as approved by APS with respect to the undelivered or unaccepted portion of this order; provided compensation hereunder shall in no event exceed the total order price. Such amount will be limited to the Seller's actual cost and shall not include anticipated profits.

APS may by written notice terminate this order for Seller's default, in whole or in part, at any time, if Seller refuses or fails to comply with the provisions of this order, or so fails to make progress as to endanger performance and does not cure such failure within a reasonable period of time, or fails to make deliveries of the items or services or to perform the services within the time specified or any written extension thereof. In such event, APS may purchase or otherwise secure items or services and, except as otherwise provided herein, Seller shall be liable to APS for any excess costs occasioned APS thereby, including incidental and consequential damages.

If, after notice of termination for default, APS determines that the Seller was not in default or that the failure to perform this order is due to causes beyond the control and without the fault or negligence of Seller (including, but not restricted to, acts of God or of the public enemy, acts of APS, acts of Government, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, unusually severe weather, and delays of a subcontractor or supplier due to such causes and without the fault or negligence of the subcontractor or supplier), termination shall be deemed for the convenience of APS, unless it shall be determined that the items or services covered by this order were obtainable from other sources in sufficient time to meet the required delivery schedule.

If APS determines that Seller has been delayed in the work due to causes beyond the control and without the fault and negligence of the Seller, APS may extend the time for completion of the work called for by this order, when promptly applied for in writing by the Seller; and if such delay is due to failure of APS, not caused or contributed by Seller, to perform services or deliver property in accordance with the terms of the order, the time and price of the order shall be subject to change under the Changes Paragraph. Sole remedy of Seller in event of delay by failure of APS to perform shall, however, be limited to any money actually and necessarily expended in the work during the period of delay, solely by reason of delay. No allowance will be made for anticipated profits.

The rights and remedies of APS provided in this Paragraph shall not be exclusive and are in addition to any other rights and remedies provided by law or under this order. As used in this Paragraph, the word "Seller" includes Seller and its sub suppliers at any tier.
- 7. AFFIRMATIVE ACTION.** Seller shall not maintain or provide racially segregated facilities for employees at any establishment under his control. Seller agrees to adhere to the principle set forth in Executive Order 11246 and 11375, and to undertake specifically to maintain employment policies and practices that affirmatively promote equality of opportunity for minority group persons and women; to take affirmative steps to hire and promote women and minority group persons at all job levels and in all aspects of employment; to communicate this policy effectively to all persons concerned within Seller's company, with outside recruiting services and the minority community at large; to provide APS on request a breakdown of its labor force by ethnic group, sex, and job category; and to discuss with APS its policies and practices relating to its affirmative action program.
- 8. INDEMNIFICATION AND INSURANCE.** Seller assumes the entire responsibility and liability for losses, expenses, damages, demands and claims in connection with or arising out of any actual or alleged personal injury (including death) and/or damage or destruction to property sustained or alleged to have been sustained in connection with or arising out of the performances of the work by Seller, its agents, employees, subcontractors or consultants, except to the extent of liability arising out of the negligent performance of the work by or willful misconduct of APS. Seller shall indemnify and hold harmless APS, its officers, agents, and employees from any and all liability for such losses, expenses, damages, demands, and claims and shall defend any suit or action brought against any or all of them based on any actual or alleged personal injury or damage and shall pay any damage costs and expenses including attorneys' fees, in connection with or resulting from such suit or action. Seller agrees that it and its subcontractors will maintain public liability and property damage insurance in reasonable amounts covering the above obligation and will maintain workers' compensation coverage covering all employees performing this order on premises occupied by or under the control of APS.
- 9. PATENT AND COPYRIGHT INDEMNITY.** Seller shall pay all royalty and license fees relating to deliverables and other items covered hereby. In the event any third party shall claim that the reproduction, manufacture, use or sale of goods or items covered hereby infringes any copyright, trademark, patent, or other intellectual property rights, Seller shall indemnify and hold APS harmless from any cost, expense, damage, or loss resulting therefrom.
- 10. DISCOUNTS.** APS will take advantage of prompt payment discounts whenever possible; however these will not be used as a means to determine the low responsive and responsible bidder. Any discount period will not begin until the materials, supplies or services have been received and accepted and a correct invoice submitted for payment. If testing is required, discount period will not begin until such tests are satisfactorily completed.
- 11. CONTINGENCY FEES.** Seller warrants that no person or selling agency has been employed or retained to solicit or secure this order upon an agreement or understanding for a commission, percentage, brokerage or contingent fee excepting bona-fide employees or bona-fide established commercial or selling agencies maintained or utilized by Seller for the purpose of securing business. For violation or breach of this warranty, APS shall have the right to annul this order without liability or, at its discretion, to deduct from this order, price or consideration or otherwise recover the full amount of such commission, percentage, brokerage or contingent fee.
- 12. PENALTIES.** The New Mexico Procurement Code (NMSA 1978) imposes civil and criminal penalties for its violation. In addition, New Mexico criminal statutes impose penalties for bribes, gratuities and kickbacks.
- 13. TITLE AND DELIVERY.** Title to the materials and supplies passed hereunder shall pass to APS at the F.O.B. point specified subject to the right of APS to reject upon inspection. For any exception to the delivery date specified, Seller shall give prior notification and obtain approval thereto from APS's Purchasing Department. Order is subject to termination for failure to make timely delivery.
- 14. TAX STATUS.** APS holds a Class 9 Nontaxable Transaction Certificate and is exempt from payment of tax on the purchase of tangible personal property. This certificate will be issued upon request. It is not valid for the purchase of services including construction, or materials that become part of a construction project or for the lease of property. Seller is responsible for payment of all applicable taxes, which will be added to invoice as a separate item at the current rate.
- 15. APPLICABLE LAWS.** If this order is a subcontract under a U.S. Government Prime Contract, applicable clauses of the Federal Acquisition Regulations are incorporated herein by reference. Any provision required to be included in a contract of this type by any applicable and valid Executive Order, federal, state or local law, ordinance, rule or regulation also shall be deemed to be incorporated herein. Any contract or litigation resulting from acceptance of this purchase order will be construed according to the laws of the State of New Mexico unless otherwise stated.

## 5) Grants management infrastructure

Children's Choice has strong infrastructure when it comes to managing grants. There is a full time Development Director dedicated to writing grants, managing reporting, and stewarding budgets. The Development Director has over 100 professional development hours relating to grant writing and management. This is a skill many school staff don't have due to a lack training and experience.

Children's Choice's grants management abilities ensure proper fiscal management and reporting for the CSI grant. Schools have seen several benefits by partnering with Children's Choice when it comes to grants management:

- Children's Choice coordinated schools, on average, revert only .2% of their EMSI/CSI funding. This is significantly lower than the APS average of reverting 5% per EMSI/CSI funding. This is due to proper budget planning and stewarding that schools don't generally have the capacity for.
- Children's Choice manages the monthly reporting requirements helping schools stay on track with grant requirements.
- At the direction of the Afterschool Collaboratives, Children's Choice writes the EMSI/CSI grants. While the school administration and Afterschool Collaboratives have final say on what goes in the grant, the Development Director of Children's Choice does the leg work when it comes to writing and compiling the grant. This saves school staff countless hours on work that isn't their main focus. It allows them to pay attention to quality programming and a strong school rather than the minute details of grants.

## Cost Per Service

- Cost of coordination services

The cost of coordinating EMSI/CSI funded programs is 20% of the entire award to a school. This cost covers the time that the Afterschool Coordinator spends on the program. The formula is as follows:

- $A \cdot .20 = B$  where "A" is the total EMSI/CSI award amount and "B" is the total charged for coordination services.

- **Cost of assistants**

Assistants are typically paid \$10/hour for their time spent in EMSI/CSI funded programs. The starting rate is \$9/hour, but some experienced staff can make more. It averages out to \$10/hour. The formula for an employee that makes \$10/hour is as follows:

- $10*(A*B)=C$  where "10" is the hourly rate, "A" is the length of each class session, "B" is the total amount of sessions in one year, and "C" is the cost of an assistant per year.

- **Cost of instructors**

Because instructors are more highly qualified, have a greater impact on student outcomes, and are responsible for lesson planning, they are paid at a higher rate of \$20/hour. The formula is as follows:

- $20*(A*B)=C$  where "20" is the hourly rate, "A" is the length of each class session, "B" is the total amount of sessions in one year, and "C" is the cost of an assistant per year.

- **Cost of supplies**

The cost of supplies is determined by the Afterschool Collaborative and the instructor of each class. Because the cost of supplies varies from class-to-class there is no formula for this expense.

- **Fixed costs/benefits**

On average, each staff member's fixed costs and benefits are 10% of their pay. These costs include Workers Compensation Insurance, applicable taxes, and fringe benefits including health and dental insurance for employees who qualify. The formula is as following:

- $A*.10=B$  where "A" is the yearly cost for each staff member, .10 is the fixed costs/benefits rate, and "B" is the total yearly cost of fixed costs/benefits for each staff member.

## In-Kind/Match

Children's Choice regularly has leveraging funds from foundations and individuals they can leverage with the EMSI/CSI grant. Over the past two years, Children's Choice has provided leveraging funds from the following sources:

- The United Way of Central New Mexico: \$81,000
- Kiwanis Club of Albuquerque: \$12,000
- Individual Contributions: \$20,000

Children's Choice has not received confirmation of all funding requests for the 2015/2016 school year, however there is already \$20,000 of confirmed funds that will be available.

Children's Choice also provides in-kind support to the EMSI/CSI funded programs. This support mainly comes from volunteers or staff that is paid for by Children's Choice. Children's Choice also negotiates with partnering organizations to ensure they bring in-kind matches to the table. Over the past two years, Children's Choice has provided in-kind resources from the following sources. The formulas for calculating in-kind contributions are included:

- Volunteers (non-professional): \$8,500
  - Formula:  $10*(A*B)=C$  Where "10" is the standard \$10/hour rate for volunteers, "A" is the length of each class session, "B" is the total number of sessions per year, and "C" is total yearly cost.
- Volunteers (professional): \$18,000
  - Formula:  $75*(A*B)=C$  Where "75" is the standard \$75/hour rate for volunteers, "A" is the length of each class session, "B" is the total number of sessions per year, and "C" is total yearly cost.
- Children's Choice staff: \$11,000
  - Formula:  $(A+B)*(C*D)=E$  Where "A" is the hourly rate of the staff member, "B" is hourly cost of fixed costs/benefits, "C" is the length of each class session, "D" is the number of session in one year, and "E" is the total staffing cost for the year.
- Cost of staff trainings: \$4,000
  - Formula for assistants:  $A*24=B$  Where "A" is the hourly personnel cost, "24" is the total hours of training per year, "B" is the total cost of trainings per year.
  - Formula for instructors:  $A*6=B$  Where "A" is the instructor's hourly cost, "6" is the amount of training hours, and "B" is the total cost of training per year.
- Partnering organization matches: \$12,000

- Formula:  $A-B=C$  where "A" is the total cost of an organization's program for an entire year, "B" is the total cost being charged to the school, and "C" is the total amount of leveraging funds being provided by the organization.

## Charging Families

Children's Choice does not charge families who participate in the EMSI/CSI funded programs with one exception. Schools who are not eligible to receive the APS Free Snack Program must decide how to provide a snack program for their students. This decision is left up to the Afterschool Collaborative. Many times the Afterschool Collaborative will decide to approach a community partner for donations. However, sometimes they decide to charge a nominal fee to cover the cost for snacks. Typically, this fee is \$10 per class per semester. Because the snack fee may be a barrier to participation, students are allowed to opt out of paying the fee. Even if a student opts out they still receive snack before every class. The \$10 is typically enough to cover the direct cost of snacks for an entire semester for one student, plus a little to make up for those who opt out. The charge per snack does not take into account the personnel cost of ordering, delivery, and distribution to each site. Children's Choice covers the administrative costs of the snack.

The \$10 is charged to families per class their student enrolls in. The \$10 is due within the first three weeks of the class starting.

This fee is only at non-Title I schools. At all Title I schools the EMSI/CSI programs receive snack through the APS Afterschool Snack/Meal Program.