**20-966 BUSINESS PROPOSAL**

**ATTACHMENT E**

**Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.**

***Business Proposal***

* + 1. **General -** Please introduce or summarize any information the Respondent deems relevant or important to the State’s successful acquisition of the products and/or services requested in this RFP.

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| **About Social Legends**  Social Legends is an Indiana-based philanthropic consulting firm which was founded in 2009 and certified as an Indiana Women Business Enterprise in 2016. Social Legends supports individual, corporate, and foundation philanthropic endeavors, as well as government, collective impact initiatives, education institutions, and nonprofit organizations who provide direct service to their communities. Social Legends has had the opportunity to work with many local and national high-impact clients representing diverse missions, stakeholders, organizational life cycles and structures.  Social Legends values a customized approach with all clients that necessitates that each client receives supports tailored to their individual needs and desired outcomes. This model ensures that our efforts build upon the impact that the entity already has within the state, honors its unique history and strengths, and creates a clear and meaningful focus for the future that will drive significant and relevant community change.  **Our Local, State, and National 21st CCLC and Out-Of-School Time Experience**  Local  Providing technical assistance and consulting support directly to 21st CCLC grantees has become a core component of Social Legends work, and a major part of our passion for afterschool over the years. From partnership development and stakeholder engagement, to sustainability and strategic planning, Social Legends has provided customized supports for grantees serving diverse participant populations and geographic locations. Our dedication to 21st CCLC programs is driven by the knowledge and belief in the impact high quality programs can have on the families and students they serve.  State  For 8 years, Social Legends has served as a technical assistance provider to the Indiana Department of Education’s 21st CCLC team, guiding state level strategy and managing projects that support 21st CCLC grantees. From supporting the development of the first grantee readiness program and the implementation of the 21st CCLC peer review process for several cohorts over the years, to creating continuous quality improvement and professional development systems, Social Legends experience and expertise has been leveraged by several administrations to continue to strengthen the structure that supports grantees and the families and children they serve.  National  On a national level, Social Legends has been an integral part of the Afterschool Technical Assistance Collaborative (ATAC) team, created by the Charles Stewart Mott Foundation to provide technical assistance to the 50 state afterschool networks. In collaboration with partners such as the Afterschool Alliance, American Institutes of Research (AIR), National Conference of State Legislatures, and Board Source, Social Legends supports afterschool networks across the country as they focus on improving afterschool program quality, increasing program partnerships, ensuring provider sustainability, and advancing policy efforts in their respective states and on a national level. As a member of the ATAC team, Social Legends has access to expertise, resources, and tools that could be leveraged to support grantees, and to also strengthen the implementation of the 21st CCLC program at the state level.  The awareness and knowledge Social Legends has developed, supported by the depth of existing partnerships both at the state and national levels, will bring increased efficiencies and cost savings coupled with increased impact. Social Legends, along with the identified subcontractors who will round out the team supporting the project and provide substantial capacity and expertise, is confident of our ability to fulfill the scope of work as requested to support and advance the work of IDOE’s 21st CCLC program. |

* + 1. **Respondent’s Company Structure** - Please include in this section the legal form of the Respondent’s business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

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| Social Legends is a Limited Liability Company (LLC) formed and based in Indiana in 2009 and is currently registered to do business in the State of Indiana (Attachment E-1). Social Legends is not comprised of various divisions, but does offer a variety of services including, but not limited to:   |  |  | | --- | --- | | * Compliance Monitoring * Governance Planning * Quality Program Evaluation & Assessment * Program Planning * Resource Development and Sustainability * Event and Conference Planning * Fiscal Management & Planning * Human Resources Support * Advocacy, Communications, & Outreach * Organizational and Strategic Planning * Cross-sector Initiative Support (public and private sectors) * Grantmaking (RFP development, review, and process management) | * Leadership Development, Coaching, and Teambuilding * Project Management * Technical Assistance * Training Development & Facilitation * Succession Planning (Planned and Unplanned) * Stakeholder Engagement * Organizational Culture Building * Philanthropic Planning & Assessment * Resource and Tool Creation * Partnership Development * Workforce and Pipeline Development * Collective Impact Facilitation * System Building (quality, professional development, technical assistance |   **Chart of Organization:**  Social Legends practices a unique collaborative consulting approach to meet and exceed the needs of clients. While many consultants claim to be experts in all areas, we bring the best experts together to work collaboratively based on the project’s specific focus and intended impact. Social Legends has a broad pool of individuals with education, out-of-school time, and youth work experience from which to hire for this important project (many who are former educators or youth workers). |

* + 1. **Company Financial Information** - This section must include documents to demonstrate the Respondent’s financial stability. Examples of acceptable documents include: most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.

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| Social Legends LLC has included income statements and balance sheets for each of the two most recently completed fiscal years (2018 & 2019) Given scope and scale of Social Legends, along with being a single member LLC, audits are not required. Social Legends does have an independent accountant that manages tax preparation separate from those who are responsible for accounts receivable/payable, bookkeeping, and payroll. Social Legends has not been required to submit a D&B business report prior to this RFP. We have recently submitted information (business demographics and financials) so we can do so in the future. (Attachment E-2 \* CONFIDENTIAL). |

* + 1. **Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The particular areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

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| Social Legends’ implements fiscal best practices for companies operating under the corporate structure of a Limited Liability Company (LLC). Because Social Legends operates in this manner, Kelly Frank, owner and president, owns and operates the business and its operations without oversight from a Board of Directors. Social Legends practices strong cash management and bookkeeping and regularly analyzes financial statements to monitor and advance the financial condition of the business. Kelly Frank, owner and president, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal.  Social Legends has been consistently in good standing at both the state and federal level and contracts with independent and external supports ensure financial integrity and competence. Social Legends contracts with a seasoned COO/CFO who provides support in the areas of budgeting, cash flow management, bookkeeping, and operations. Social Legends contracts with a CPA for tax preparation and advice. Social Legends also utilizes PayChex Inc for payroll support and management of withholdings. |

* + 1. **Contract Terms/Clauses** - Please provide the requested information in RFP Section 2.3.5.

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| Social Legends accepts all terms of the contract, including all non-mandatory contract clauses. |

* + 1. **References** - Reference information is captured on ATTACHMENT H. Respondent should complete the reference information portion of the ATTACHMENT H which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of ATTACHMENT H should be completed by the reference and emailed **DIRECTLY** to the State. The State should receive three (3) ATTACHMENT Hs from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. ATTACHMENT H should be submitted to [idoareferences@idoa.in.gov](mailto:idoareferences@idoa.in.gov) or mailed to the address listed in section 1.8 of the RFP. Attachment H should be submitted no more than ten (10) business days after the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

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| **Customer 1** |  |
| Legal Name of Company or Governmental Entity | Indiana Afterschool Network |
| Company Mailing Address | 445 N Pennsylvania St #945 |
| Company City, State, Zip | Indianapolis, IN 46204 |
| Company Website Address | https://www.indianaafterschool.org/ |
| Contact Person | Sara Beanblossom |
| Contact Title | Director of Communications and Advocacy |
| Company Telephone Number | 317-289-6024 |
| Company Fax Number | N/A |
| Contact E-mail | sbeanblossom@indianaafterschool.org |
| Industry of Company | Education |
| **Customer 2** |  |
| Legal Name of Company or Governmental Entity | John Boner Neighborhood Center |
| Company Mailing Address | 2236 E 10th Street |
| Company City, State, Zip | Indianapolis, IN 46201 |
| Company Website Address | https://jhbcc.org/ |
| Contact Person | Brittany Kronmiller |
| Contact Title | Director of Children and Youth |
| Company Telephone Number | [(317) 633-8210](tel:646-237-0111(317)%20633-8210) Ext:2372 |
| Company Fax Number | N/A |
| Contact E-mail | [bkronmiller@jbncenters.org](mailto:bkronmiller@jbncenters.org) |
| Industry of Company | Education – 21st CCLC Grantee |
| **Customer 3** |  |
| Legal Name of Company or Governmental Entity | Mainspring Consulting  Consultant to the Mott Foundation on  50 Statewide Afterschool Networks |
| Company Mailing Address | 146 Grand Boulevard |
| Company City, State, Zip | Scarsdale, NY 10583 |
| Company Website Address | http://mainspringconsulting.org/  https://www.mott.org/ |
| Contact Person | Victoria Wegener |
| Contact Title | Mainspring Consulting – Founding Partner |
| Company Telephone Number | 301-495-0322 |
| Company Fax Number | N/A |
| Contact E-mail | victoria@mainspringconsulting.org |
| Industry of Company | Consulting and Foundation |

**2.3.7 Registration to do Business -** Selected out-of-state Respondents providing the products and/or services required by this RFP must be registered to do business within the State by the Indiana Secretary of State and the Indiana Department of Administration, Procurement Division. The address contact information for this office may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent’s responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

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| Social Legends is registered to do business within the State by the Indiana Secretary of State and the Indiana Department of Administration, Procurement Division. |

* + 1. **Authorizing Document -** Respondent personnel signing the Transmittal Letter of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

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| As an LLC, Social Legends’ organizational structure does not include governance or oversight by a Board of Directors. As such, there are no corporate by-laws or other board-related documents.  Kelly Frank, Owner and President, is identified as the Registered Agent for Social Legends as indicated on the attached certified copies of the organizations’ Articles of Organization, Articles of Amendment, and Indiana Business Entity Reports, included in Attachment E -1.  As the Registered Agent, Kelly Frank is authorized to accept service of process and commit the organization contractually. |

* + 1. **Subcontractors -** The Respondent is responsible for the performance of any obligations that may result from this RFP, and shall not be relieved by the non-performance of any subcontractor. Any Respondent’s proposal must identify all subcontractors and describe the contractual relationship between the Respondent and each subcontractor. Either a copy of the executed subcontract or a letter of agreement over the official signature of the firms involved must accompany each proposal.  
         
       Any subcontracts entered into by the Respondent must be in compliance with all State statutes, and will be subject to the provisions thereof. For each portion of the proposed products and services to be provided by a subcontractor, the technical proposal must include the identification of the functions to be provided by the subcontractor and the subcontractor’s related qualifications and experience. The combined qualifications and experience of the Respondent and any or all subcontractors will be considered in the State’s evaluation. The Respondent must furnish information to the State as to the amount of the subcontract, the qualifications of the subcontractor for guaranteeing performance, and any other data that may be required by the State. All subcontracts held by the Respondent must be made available upon request for inspection and examination by appropriate State officials, and such relationships must meet with the approval of the State.  
         
       The Respondent must list any subcontractor’s name, address, and the state in which formed that are proposed to be used in providing the required products and/or services. The subcontractor’s responsibilities under the proposal, anticipated dollar amount for subcontract, form of organization, and an indication from the subcontractor of a willingness to carry out these responsibilities are to be included for each subcontractor. This assurance in no way relieves the Respondent of any responsibilities in responding to this RFP or in completing the commitments documented in the proposal. The Respondent must indicate which, if any, subcontractors qualify as a Minority Business Enterprises or Women’s Business Enterprises under IC 4-13-16.5-1. See Section 1.21 and Attachment A for Minority and Women’s Business Enterprises information. Please enter your response below and indicate if any attachments are included.

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| **Engaging Solutions LLC**  Engaging Solutions LLC is a certified Minority Business Enterprise (Attachment E-3), formed in Indiana and located at 3965 North Meridian Street Suite 1B Indianapolis, IN 46208. The scope of work outlined for Engaging Solutions includes the following as outlined in the retainer agreement (Attachment E-4):   * + Conduct stakeholder engagement to assess existing strengths, gaps, and opportunities of DEI strategies within afterschool in Indiana   + Research and identify recommended best practices for DEI in afterschool service provision   + Support Advisory Board meeting facilitation and collaborative strategy development to define the vision for DEI in afterschool   + Document all input compiled during Advisory Board Convening and create a report highlighting key findings and recommending best practices.   + Support Grantee Work Group Convening to review best practices, collect input, and identify tools/resources required for implementation. Compile recommendations and requested tools/resources list.   + Coordinate and facilitate Kick-Off Event to Present/Review Best Practices with Grantees   + Develop evaluation strategy, process, and tools to measure impact of DEI Best Practices   Engaging Solutions has transferable skills from several IDOE projects that required their organization to conduct data collection, research, analysis, identify best practices and prepare technical reports. Engaging Solutions has designed and conducted cultural competency training for IU Health, IU School of Social Work, the Indiana FSSA Department of Mental Health, and the Indiana Minority Health Coalitions, among others. Past project have examined policies, programs and collateral to evaluate optics and efficacy regarding diversity, equity and inclusion, developed recommendations and implementation steps, and included training for entire organizations on diversity, equity and inclusion.  Engaging Solutions is competent in working with diverse communities; assigning the right strategies and techniques of outreach to targeted audiences; preparing appropriate messaging; and engaging audiences effectively. (More information on Engaging Solutions LLC and the alignment of their experience to the proposed scope of work can be found in Attachment F 2.4.3)  The anticipated dollar amount of the subcontract with Engaging Solutions is $24,000 (11% of total request). Engaging Solutions is a Limited Liability Company (LLC)., and has indicated their willingness to carry out the responsibilities above in the Letter of Commitment (Attachment E-5). Social Legends and Engaging Solutions have signed a retainer agreement outlining the scope of work, anticipated project dates, and cost (Attachment E-4).  **Optimist Business Solutions**  Optimist Business Solutions is a certified Women Business Enterprise (Attachment E-6), formed in Indiana and located at 9783 E. 116th Street, PMB 2018, Fishers, IN 46037. The scope of work outlined for Optimist Business Solutions includes the following as outlined in the retainer agreement (Attachment E-7):   * + Design framework for Grantee Readiness Program that includes a series of 4 sessions to prepare potential grantees and increases their capacity to apply for a grant and implement a successful afterschool program.   + Coordinate and support the delivery of 4 training sessions   + Design process to analyze grantee readiness program impact and effectiveness, conduct analysis, and produce outcomes report   + Review RFP and scoring rubric – identity potential areas of improvement and provide input on updates to finalize both the RFP and rubric   + Plan and coordinate grant reviewer training (agenda, location, materials, invitations, logistics and follow-up)   + Develop grant reviewer score collection strategy and manage process   + Support reviewers and respond to any and all questions throughout grant review process   + Aggregate reviewer scores and support outlier score review process   Optimist Business Solutions has transferrable skills that align with the proposed scope from working alongside several large-sized clients like Ivy Tech College Central Indiana on strategic implementation strategies and with smaller-sized clients like Core Planning Strategies on lean tools such as value stream mapping. Optimist Business Solutions is known for designing and implementing processes focused on continuous improvement for the organization. As the co-founder of the Indianapolis Coalition for Community Schools Partnerships, Optimist Business Solutions founder Joy Mason led the development and delivery of Community School Training for school principals. This training initiative, for the Indianapolis Mayor’s portfolio schools, incorporated best practices and principles from the National Center for Community Schools. For these and other clients, Optimist Business Solutions has designed frameworks, collaborated with key stakeholders, and developed, coordinated, and delivered training content.  Optimist Business Solutions (OBS) experience supporting grant review processes includes being contracted to serve as a grant-reviewer for Lilly Endowment Inc (May 2020 and September 2020). OBS’s expertise is utilized in reading, evaluating, and scoring grant proposals, as well as preparing recommendation reports. (More information on Optimist Business Solutions and the alignment of their experience to the proposed scope of work can be found in Attachment F 2.4.3)  The anticipated dollar amount of the subcontract with Optimist Business Solutions is $20,250 (9% of total request). Optimist Business Solutions is a Limited Liability Company (LLC)., and has indicated their willingness to carry out the responsibilities above in the Letter of Commitment (Attachment E-8). Social Legends and Optimist Business Solutions have signed a retainer agreement outlining the scope of work, anticipated project dates, and cost (Attachment E-7).  **Mangas Global Solutions Inc.**  Mangas Global Solutions Inc. is a certified Indiana Veteran Owned Small Business (Attachment E-9), formed in Indiana and located at 2201 E. 46th St, Suite 122, Indianapolis, IN 46205. The scope of work outlined for Mangas Global Solutions Inc includes the following as outlined in the retainer agreement (Attachment E-10):   * + Design, disseminate and manage surveys to assess grantee professional development needs   + Analyze survey data   + Produce report identifying strengths, gaps, and opportunities   + Research service providers and practitioners aligned with identified program needs for inclusion in the updated 21st CCLC Professional Development Guide   + Provide logistical coordination for (3) training session to lead grantees through process of assessing staff needs, creating PD plans, and implementing plans with fidelity. (format based on current safety regulations and grantee need)   Mangas Global Solutions Inc. has extensive experience conducting research in both the federal and corporate sectors and will provide expertise and capacity to utilize the input received during stakeholder engagement activities to identify additional providers and services to add to the 21st CCLC Professional Development Resource Guide. Mangas Global Solutions Inc also possesses significant experience designing and managing stakeholder engagement opportunities including statewide survey design, distribution, data analysis, and reporting. Their experience in both the federal and corporate sectors coordinating testing and training opportunities demonstrates their expertise in the logistical coordination necessary to support the 21st CCLC training program needs. (More information on Mangas Global Solutions and the alignment of their experience to the proposed scope of work can be found in Attachment F 2.4.3)  The anticipated dollar amount of the subcontract with Mangas Global Solutions Inc is $6,750 (3% of total request). Mangas Global Solutions Inc is a Domestic For Profit Corporation., and has indicated their willingness to carry out the responsibilities above in the Letter of Commitment (Attachment E-11). Social Legends and Mangas Global Solutions Inc. have signed a retainer agreement outlining the scope of work, anticipated project dates, and cost (Attachment E-10).  \* More information regarding the alignment of subcontractor roles and experience can be found in Attachment F 2.4.3. |

* + 1. **Evidence of Financial Responsibility** - This section will indicate the ability to provide the mandatory evidence of financial responsibility. See Section 1.25 of RFP for details.

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* + 1. **General Information** - Each Respondent must enter your company’s general information including contact information.

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| **Business Information** |  |
| Legal Name of Company | Social Legends, LLC |
| Contact Name | Kelly Frank |
| Contact Title | President |
| Contact E-mail Address | kelly@sociallegends.com |
| Company Mailing Address | 601 W Fry Road |
| Company City, State, Zip | Gosport, IN 47433 |
| Company Telephone Number | 317-435-2529 |
| Company Fax Number | N/A |
| Company Website Address | www.SocialLegends.com |
| Federal Tax Identification Number (FTIN) | 26-4073368 |
| Number of Employees (company) | 6 |
| Years of Experience | 11 |
| Number of U.S. Offices | 1 |
| Year Indiana Office Established (if applicable) | 2009 |
| Parent Company (if applicable) | N/A |
| Revenues ($MM, previous year) | $965,900.87 |
| Revenues ($MM, 2 years prior) | $934,276.51 |
| % Of Revenue from Indiana customers | 90% |

* 1. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

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| Yes. Social Legends Network Disaster Recovery Plan (Attachment E -12) |

* 1. What is your company’s technology and process for securing any State information that is maintained within your company?

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| Social Legends has a contract in place with Trajectory LLC an independent, comprehensive IT consulting firm who informs our IT strategy and supports its successful implementation. Social Legends is able to identify and classify sensitive data and apply varying, necessary levels of protection by utilizing all available security measures available through the OneDrive Platform. This allows us to enhance our security and privacy posture to comply with General Data Protection Regulation (GDPR) and other regulatory requirements to ensure that any State information maintained by Social Legends is secure. Examples include the ability to encrypt data, restrict access, and remotely wipe devices to prevent data leaks and enabling a two-step verification requirement for accessing all saved files on both platforms. |

* + 1. **Experience Serving State Governments -** Please provide a brief description of your company’s experience in serving state governments and/or quasi-governmental accounts.

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| Social Legends has provided extensive support for both state government entities as well as organizations supported by government led entities and initiatives. Detailed descriptions and examples for each can be found below:   * + IDOE 21st CCLC: For 8 years, Social Legends has provided support to Indiana’s 21st Century Community Learning Centers program assisting in the stewardship of federally designated grant funds to strategically support afterschool and summer learning programs across the state, thereby increasing access and improving outcomes for children and families. Social Legends has been directly engaged in developing and managing the statewide RFP process to distribute grant awards, designing a grantee readiness program for potential applicants, developing policies and procedures for effective management of grant funds, and creating best practices to improve the quality of programs and services provided across the state. Social Legends has supported the further implementation of identified best practices across the state through the development of aligned resources, tools, and professional development opportunities for grantees serving diverse populations and in a variety of organizational structures, geographic locations, and partnerships. Social Legends has supported stakeholder engagement to ensure cross-sector partners are engaged in supporting OST program needs and in the creation of the OST Advisory Board structure to guide statewide strategy development and implementation. Social Legends has regularly supported the coordination and facilitation of events, meetings, and conferences supporting IDOE 21st CCLC grant specialists in delivering training content and professional development opportunities to grantees. Social Legends has also provided support to Indiana’s 21st CCLC program in the development of compliance monitoring and assessment tools, resulting in an extensive statewide program quality evaluation process.   + IDOE Charter School Program: In 2019, Social Legends provided support to the IDOE’s Charter School Program in the identification of best practices related to family and community engagement and associated design and development of resources and tools to support the education of charter school personnel and implementation of the identified practices. Social Legends coordinated the creation of a series of training webinars to support the toolkits and communications materials designed to allow charter schools of various sizes and formats to strengthen their family and community engagement strategies.   + Indiana’s Office of Early Childhood and Out of School Time Learning: Working through the Indiana Association for the Education of Young Children, Social Legends guided the development of the Indiana Early Childhood and Out of School Learning Career Pathway. The Career Pathway, which helps practitioners plan their training, education and career development goals so they may be well-prepared to educate, nurture and meet the needs of infants, children, youth, and their families, was conducted with the support from the Indiana Family and Social Services Administration, Office of Early Childhood and Out of School Learning through the federal Child Care and Development Fund.   + The Charles Stewart Mott Foundation: Social Legends currently provides ongoing technical assistance to the 50 state afterschool networks across the country supporting the strategic direction, network capacity development, and implementation of initiatives focused on desired outcomes of the network model. Social Legends routinely supports the development of partnerships between state agencies and the state networks including a state’s Department of Education, Department of Human Services, Office of School Age Childcare, Department of Child Welfare and other early learning entities.  Social Legends has a strong history of aligning state government priorities with the strategic focus of organizations dedicated to achieving similar outcomes and creating partnerships which result in improved alignment and increased efficiency. Social Legends annually supports the review of multiple RFP’s offered to the 50 state afterschool networks and provides technical assistance and consulting support on the development and review of the RFP’s. Social Legends is also engaged in the design, coordination, and facilitation of professional development and training opportunities (webinars, conferences, and meetings) offered in person and virtually to improve the capacity of network leadership across the country (Example topics: partnership development, rural program provision, quality systems building).   + Indianapolis Housing Trust Fund: Social Legends has supported the Indianapolis Housing Trust Fund in the identification and alignment of the entity’s funding priorities with their desired outcomes, with the intent of creating a more streamlined process for organizations seeking funding and a selection process focused on ensuring a substantial impact for low-income and homeless Indianapolis residents. Working with city-wide representation and engaging necessary stakeholders, Social Legends helped to define a focused funding strategy leading to the creation of a RFP, an associated review and selection process, and communication strategies designed to attract applicants and projects capable of producing outcomes that maximize the impact of Housing Trust Fund resources.   + Marion County STEM Education Coalition: Working alongside Marion County Education Leaders, Superintendents, and Business Professionals, Social Legends has supported the creation and ongoing collaboration of a county-wide coalition that has engaged in partnership with representatives from the Indiana Department of Education, Indiana Commission on Higher Education, Indiana Governor’s Office, and Indiana Department of Workforce Development to create and align strategies to ensure high quality STEM education is available for students across Marion County and the state of Indiana. Social Legends has assisted both members of the coalition along with government representatives to develop joint strategies and common understanding, resulting in improved partnerships and services for youth in school and during out of school time. Social Legends regularly designed, coordinated, and facilitated coalition convenings and joint strategy sessions to advance the goals and vision of the collective participants.   + City of Columbus, IN: Working though the Community Education Coalition’s CivicLab, Social Legends has supported the engagement of neighbors and residents to collect input and insight for consideration in the development of the City’s strategic plan.  Working alongside representatives of city agencies, Social Legends has been instrumental in the design and facilitation of neighborhood engagement strategies designed to provide voice and opportunity for residents to be an active part of the strategic planning process. |

* + 1. **Experience Serving Similar Clients -** Please describe your company’s experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

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| The examples included in the above section 2.3.12 on Experience Serving State Governments also speak to our Experiencing Serving Similar Clients (see section 2.3.12).  Additional examples have been included below that speak to Social Legends LLC experience serving customers of a similar size to the State with similar scope.   * + Indiana Afterschool Network: Since 2011, Social Legends has provided technical assistance to the Indiana Afterschool Network to develop and implement strategies to support 21st CCLC grantees serving youth from diverse backgrounds and geographic areas. From assisting with the development of the Indiana Afterschool Standards and Specialty Standards to supporting the creation of the Indiana Quality Program Self-Assessment (IN-QPSA), Social Legends has an extensive history of helping IAN to develop complex systems and processes with the goal of supporting out-of-school time providers across the state. In addition, Social Legends has been significantly engaged over the years in designing, coordinating, and facilitating customized training opportunities for IAN (example topics: Rural program provision, program quality improvement, and partnership development), while also supporting the creation of resources and tools for providers.   + Child and Youth Care Certification Board: Social Legends designed and facilitated a strategic planning process for the CYC Certification Board to create a vision for the national certification that was grounded in a common set of competencies and ensured alignment of other national existing competencies (like those from the National Afterschool Association), while providing the opportunity for each state to customize the certification process in alignment with their individual quality systems. Social Legends also supported the development of a plan to align and expand professional development offerings for professionals to ensure the provision of high-quality training opportunities and thus certification attainment.   + Colorado Afterschool Partnership: Social Legends provides technical assistance for the Colorado Afterschool Partnership (CAP), Colorado’s Afterschool Network, focusing on strengthening the Network’s board governance structure, communications efforts, resource development strategies, stakeholder engagement, and program quality improvement strategy. Social Legends has designed, coordinated, and facilitated professional development and training to support professionals from across the state including participants from both urban and rural 21st CCLC programs. Social Legends supports the Network’s continued partnership and alignment with the Colorado Department of Education’s 21st CCLC program and has assisted in the design and facilitation of convenings to develop statewide strategies to support 21st CCLC programs.   + New Mexico Out-of-School Time: Social Legends provides technical assistance for New Mexico Out-of-School Time (NMOST), New Mexico’s Afterschool Network, focusing on strengthening statewide stakeholder engagement, program quality improvement strategies, and strengthening statewide partnerships. Social Legends has supported NMOST in establishing work groups and committees with representatives from state agencies, intermediaries, and service providers to develop and implement collaborative strategies to support out-of-school time providers. Social Legends has also supported the design and facilitation of stakeholder convenings to create a vision for strengthening afterschool quality, partnerships, and advocacy efforts across the state.   + United Way of Central Indiana: Social Legends consistently provides consulting and technical assistance through contracts with United Way of Central Indiana to support education and 2-gen initiatives across the city of Indianapolis. From community centers (such as Martin Luther King Community Center and Hawthorne Community Center) to early learning providers, Social Legends has provided support to align and strengthen youth and family support strategies that many times have included 21st CCLC programs offerings. By supporting the alignment of programs and services provided for youth and families, efficiencies can be experienced and often times the impact of programs can be collectively and substantially improved.   + Afterschool Alliance: Social Legends designed and facilitated a leadership development program for the staff of the Afterschool Alliance to identify their individual DiSC profile, align the strengths of the staff, and devise strategies to support staff in effectively collaborating based on their knowledge of their team members’ strengths.   + La Plaza: Social Legends provided support to plan, design, and implement an evaluation of the organization’s Tu Futuro afterschool program which addresses the achievement gap faced by Latino students by providing crucial support to 9th – 12th grade Latino students, ensuring that they complete high school and pursue college. Based on the evaluation of the program, Social Legends also provided recommendations to strengthen the quality and structure of the program in alignment with the organization’s vision and intended outcomes.   + Youth Serving Organizations: Social Legends consistently provides professional development, technical assistance, and training to youth serving organizations and programs. Examples of Social Legends’ service provision to individual 21st CCLC grantees can be found in Attachment F 2.4.2. |

* + 1. **Indiana Preferences -** Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent’s ability to claim eligibility for Buy Indiana points. **Respondent must clearly indicate which preference(s) they intend to claim. Additionally, the Respondent’s Buy Indiana status must be finalized when the RFP response is submitted to the State.**

**Additionally, Respondents that wish to claim the Buy Indiana preference (for any criteria listed below) must have an email confirmation of their Buy Indiana status provided by** [**buyindianainvest@idoa.in.gov**](mailto:buyindianainvest@idoa.in.gov) **included in the proposal response. The email confirmation must have been provided from within one year prior to the proposal due date.**

Buy Indiana

Refer to Section 2.7 for additional information.

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| Social Legends claims (1) preference and is recognized as a Buy Indiana entity. Proof of the Buy Indiana registration is provided in Attachment E-13. |

* + 1. **Payment -** Please provide the requested information in RFP Section 2.3.15.

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