



**Michigan Department of Lifelong
Education, Advancement, and Potential**

Request for Proposals Webinar

Agenda

- Introductions
- Overview of Current Structure
- Feedback from the Field
- Overview of New Structure
- Overview of RFPs to support CCDF quality
 - Regional Coalition Lead
 - GSQ Lead
 - FCCN Lead
 - T/TA for GSC/GSFC Lead
- 32v - Workforce
- Application process
- Dates/Deadlines
- Q&A
- Contact Information

Introductions



CDC Program Office Supports

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MiLEAP

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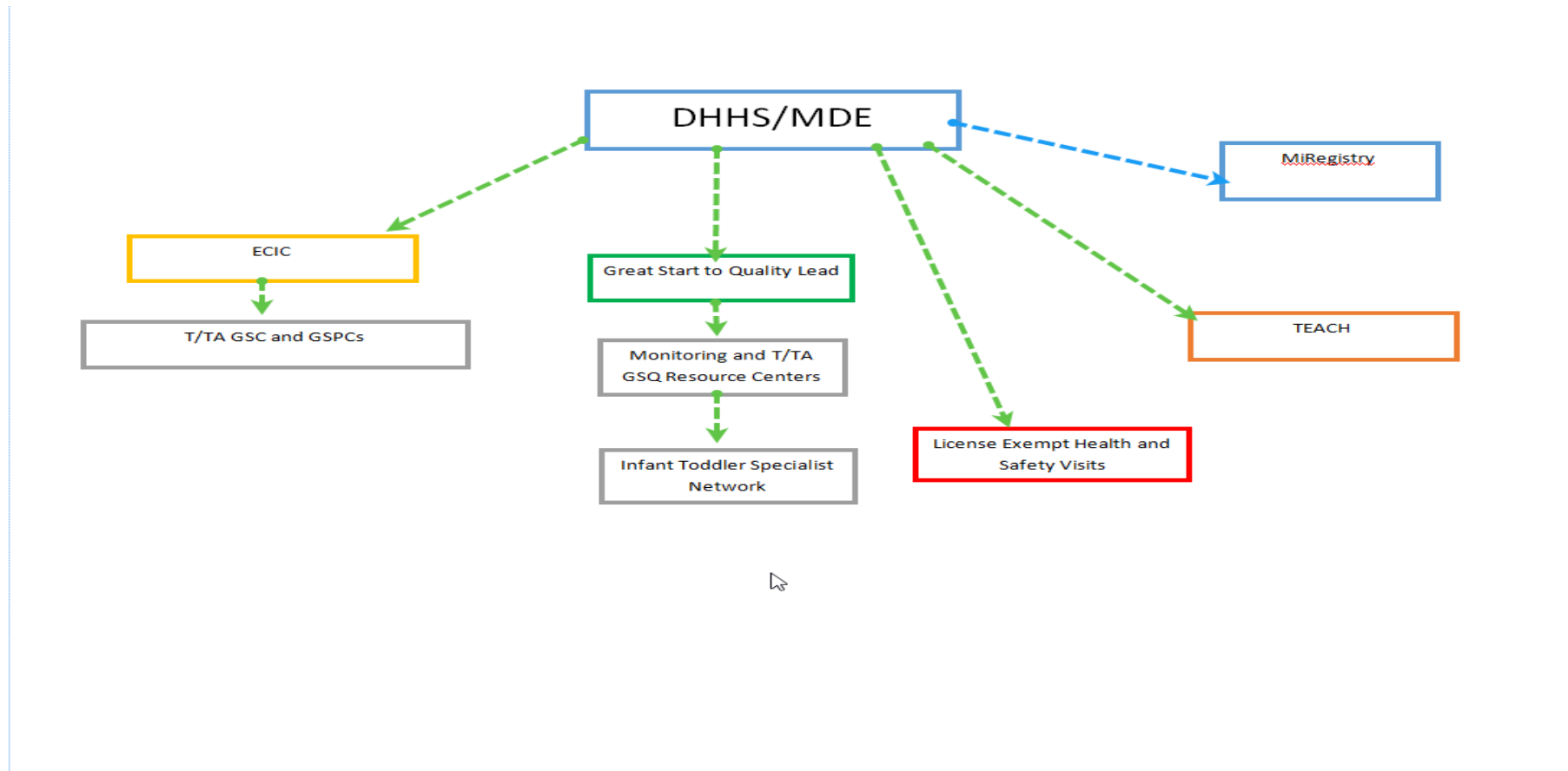
Contract Administrator, Child Development and Care

MiLEAP

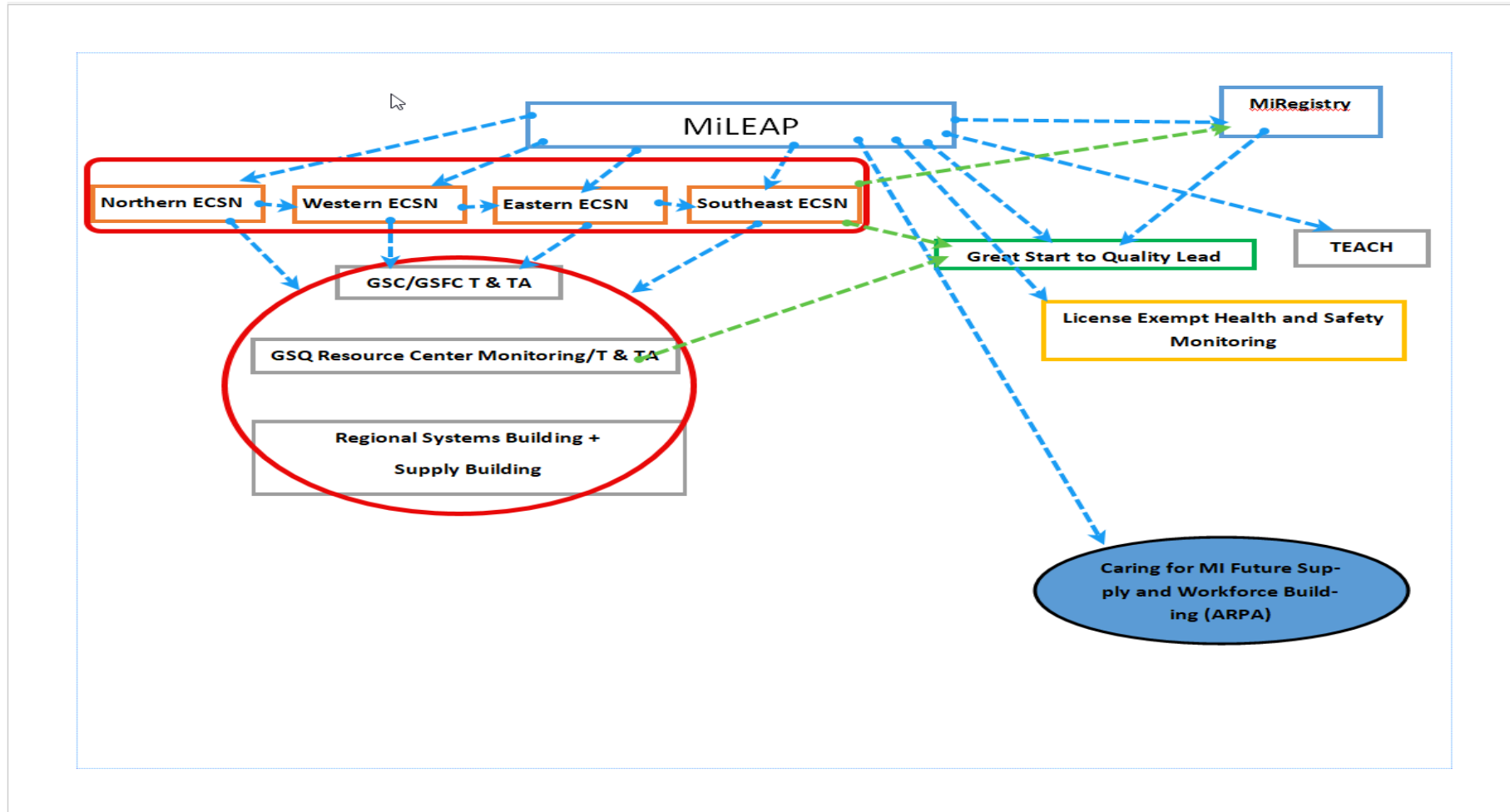
Overview of Current Structure



Original Structure



Overview of Current Structure Model



Feedback from the Field



Feedback on Current Structure

Themes Identified	Recommendations
<p>Inconsistency in Supports Provided and Geographical Inequities</p> <ul style="list-style-type: none"> ECSNs provide varying levels of support across the different regions, leading to feelings of inequities. Concerns about travel requirements and need for more equitable distribution of in-person meeting locations. 	<p>Reevaluate the Regional Model: Consider restructuring or centralizing ECSN operations to reduce disparities in service levels and increase cost-effectiveness. This may involve standardizing processes and expectations across regions.</p> <p>Geographic Inclusivity in Planning: Plan events and training sessions considering the geographic diversity of participants to reduce travel burdens and ensure equitable access.</p>
<p>State-level Coordination and Resource Management</p> <ul style="list-style-type: none"> Many call for more strategic and consistent support, including state-level coordination and guidance to align efforts across the board. Many shared a need for a centralized platform for resource sharing, training materials, and other essential information to prevent duplication of efforts and ensure uniform access to tools and information. 	<p>Statewide Coordination and Support: Strengthen statewide coordination to ensure consistency and uniformity in initiatives and support across different regions.</p> <p>Establish a Centralized Resource Hub or Website: Create a statewide website or digital platform where all can access and share resources, training modules, meeting minutes, and other crucial materials.</p>
<p>Value Added</p> <ul style="list-style-type: none"> Many feel that ECSNs have not added significant value, often duplicating efforts without providing substantial support. While individual ECSN staff members are appreciated for their kindness and willingness to help, there's a systemic issue in terms of meeting the operational and strategic needs. 	<p>Invest in Leadership and System Building Expertise: Ensure that leaders within the ECSNs possess not only administrative capabilities but also a deep understanding of system building and strategic planning relevant to early childhood development.</p>

Feedback on Current Structure (continued)

Inadequate Knowledge and Training Supports

- Many feel ECSN teams lack the necessary knowledge and skills to effectively support regions, notably in understanding the core functions of the work and systems change. There's a perceived gap in understanding and prioritizing the real work of the collaboratives.
- There is a strong call for more comprehensive and role-specific training to better equip individuals for their duties, with a focus on both introductory and advanced levels.
- There's a desire for more structured opportunities for peer-to-peer learning and networking as well as more in-person meetings and training sessions.

Clarify Knowledge Expectations: Ensure ECSN staff are well-equipped with the knowledge and skills necessary to support GSCs effectively and understand their roles and responsibilities, including the goals and operations of the collaboratives they are supposed to support.

Enhance Training and Development: Encourage ECSNs to implement role-specific tiered training programs that cater to different experience levels, from beginners to veterans, covering essentials to advanced system- building concepts.

Facilitate Structured Peer Networking: Encourage ECSNs to organize and facilitate peer networking sessions that are structured to focus on constructive discussions and shared learning.

Balance Virtual and In-person Engagements: Schedule regular in-person sessions to complement virtual meetings, allowing for richer interaction and collaboration among participants.

Communication and Coordination

- Gaps in communication and a lack of streamlined processes across different regions and roles have led to inconsistencies and inefficiencies.
- Information flow from the state level to ECSNs is slow, and ECSNs often do not have timely or accurate answers to inquiries.

Enhance Communication Channels: Streamline communication across all levels with regular updates and structured feedback mechanisms to ensure everyone is informed and aligned with the latest developments and expectations.

Solicit Regular Feedback: Implement a regular feedback mechanism to monitor the satisfaction and effectiveness of the support provided by ECSNs, facilitating continuous improvement.

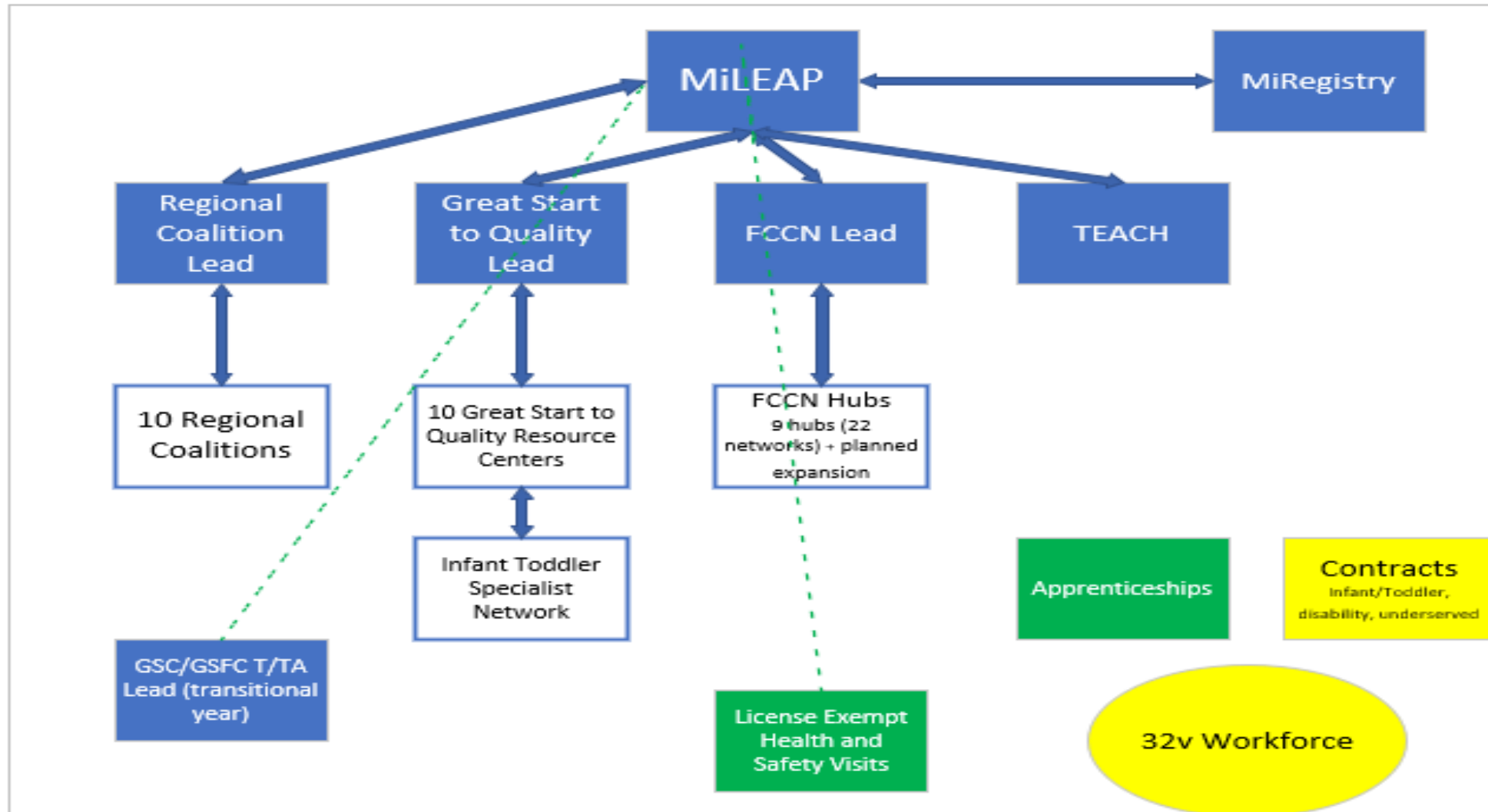
CCDF/PRE-K For All and a Changing Landscape



Overview of New Structure



Overview of New Structure



Roles and Responsibilities: MiLEAP

- Sets policy direction for early childhood education by creating a path to prosperity for every Michigander and support the long-term economic health of our state with a coordinated strategy from preschool to postsecondary.
- Lead for CCDBG implementation (funding for this work is part of required quality spending in the CCDF State Plan).
- Lead for implementation of Pre K for All.
- Lead for workforce supports (32v).
- Lead for GSC/GSFC implementation (32p).
- Lead for Tri Share.
- Lead for Early Childhood Systems Building Implementation Team.

Roles and Responsibilities: Early Childhood Systems Building Implementation Team

- Implementation Team Membership: MiLEAP, Regional Coalition Lead, T/TA for GSC/GSFC Lead, GSQ Lead, FCCN lead, TEACH, and Apprenticeships.
 - As other projects begin they will be added to the Implementation Team (32v – Workforce and CCDF Contracts).
- Partner with MiLEAP to coordinate and implement activities that increase access to high quality early learning opportunities for children and families.
- Provide recommendations (as requested) to MiLEAP.

Overview of RFPs



Roles and Responsibilities: Regional Coalition Lead

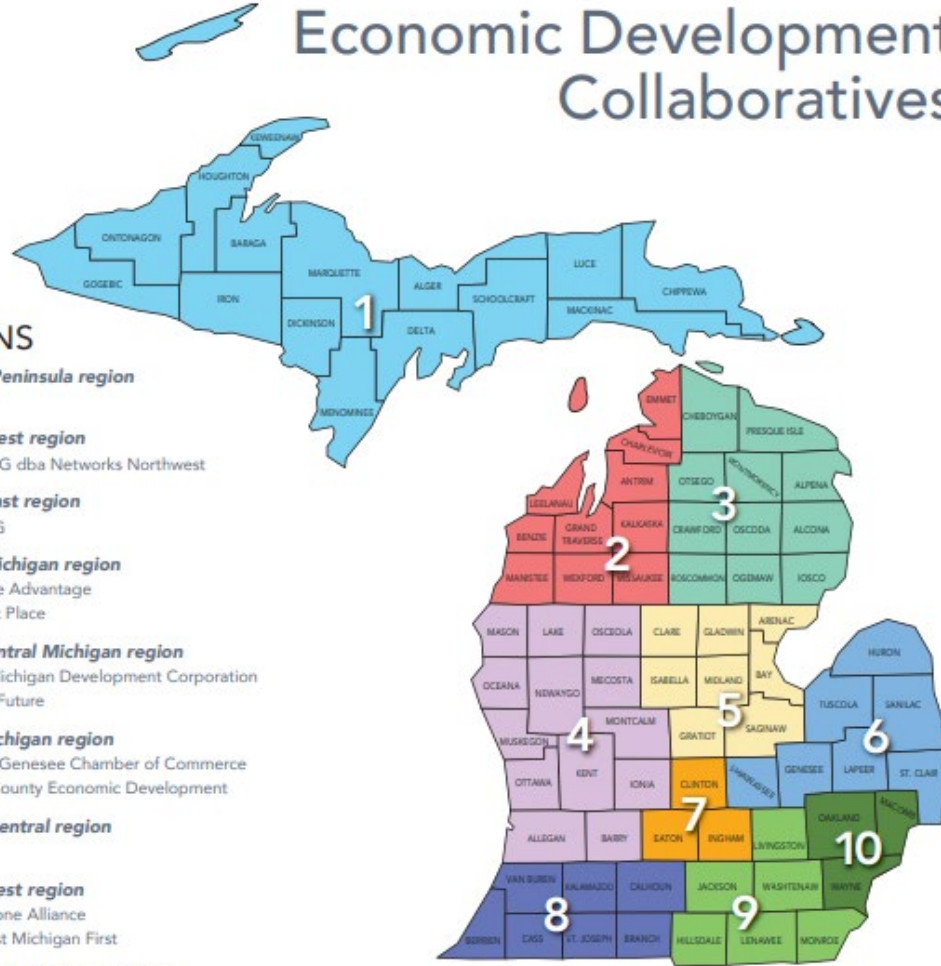
- **Oversight entity** who will grant funds to **10 regional coalitions** (based on the EDO regions) **led/co-led by economic development organizations**.
- Provide assistance to connect parents from the region to lead grantees.
- Ensure engagement of GSCs, GSFCs, RCs and Tri Share hubs to increase engagement of families and providers.
- Plan and provide **technical assistance** opportunities for parents.
- Provide technical assistance to lead grantee on:
 - Effective practices for compensating parent for their expertise
 - Effective practices for compensating child care business owners/child care providers for their expertise
- Plan and provide a grantee **learning community**.
- Provide templates and resources for required activities, including action plans.
- **Monitor** grantees to ensure they meet federal guidelines for the use of funds.
- Support grantees in reporting on progress and spending.

Roles and Responsibilities: Regional Coalitions

- Utilize funding to **create a plan and/or implement the plan already developed** under CFMF to strengthen local child care system focused on:
 - Supporting child care business owners, including strategies to support CBOs participation in PreK for All
 - Access to full day/full year care (including emphasis on infant/toddler access)
 - Addressing the early childhood workforce gap and supporting the early childhood workforce
 - Ensuring family choice/voice
- Coalitions would have **required membership/partners** including:
 - The economic development sector, specifically pertinent regional economic development organizations (EDOs)
 - Local government with local zoning knowledge and expertise
 - Parents of young children, with expertise in seeking and utilizing high quality child care for children from birth to age six
 - Individuals representing the child care sector including child care programs which are licensed by the State of Michigan or Tribes
 - ISD Early Childhood lead
 - GSC Director, Great Start Family Liaison and RC Director
 - TriShare hub
- Coalitions would report on the **outcomes** of each strategy identified in their action plan
- **Navigators** to help parents search for care and apply for child care/preschool supports (part of regional plan – can be a contract with partner agency so those that exist are utilized)
- Engagement and information sharing for recruitment of employers and providers for TriShare

NOTE: Applicant who applies must at a minimum be a co-lead with an EDO

Economic Development Collaboratives



REGIONS

- 1 Upper Peninsula region**
InvestUP
- 2 Northwest region**
NWMCOG dba Networks Northwest
- 3 Northeast region**
NEMCOG
- 4 West Michigan region**
Lakeshore Advantage
The Right Place
- 5 East Central Michigan region**
Middle Michigan Development Corporation
Saginaw Future
- 6 East Michigan region**
Flint and Genesee Chamber of Commerce
Tuscola County Economic Development
- 7 South Central region**
LEAP
- 8 Southwest region**
Cornerstone Alliance
Southwest Michigan First
- 9 Southeast Michigan region**
Ann Arbor SPARK
- 10 Detroit Metro region**
Detroit Economic Growth Corp
Detroit Regional Partnership
Macomb County PED
Oakland County PCD
Wayne County EDGE

Utility Partners
Consumers Energy
DTE Energy

These collaboratives begin with the alignment of service providers, creating teams to serve each region. Regional teams are comprised of representatives from the following:

- | | |
|---|--|
| MEDC Business Development Managers | Michigan Dept. of Transportation (MDOT) |
| MEDC Community Development Managers | Michigan Manufacturing Technology Center (MMTC) |
| MEDC Development Project Managers | Michigan Small Business Center (MI-SBDC) |
| MEDC International Trade Managers | Michigan State Housing Development Authority (MSHDA) |
| Michigan Dept. of Agriculture and Rural Development (MDARD) | Apex Accelerators |
| Michigan Dept. of Environmental Quality (MDEQ) | Other state and federal agencies |
| Michigan Dept. of Natural Resources (MDNR) | |

Roles and Responsibilities: GSQ Lead

- **Oversight entity** who is responsible for day to day implementation of GSQ, including OST
- **System Management** (connect to MiRegistry, CCHIRP, and Bridges)
- **GSQ website** including search for care/subsidy calculator/connect to coordinated enrollment for PreK for All
- **Oversee/manage RC agreements and provide technical assistance** for the implementation of the scope of work:
 - Professional development
 - Lending libraries
 - GSQ QI supports, including OST
 - I/T Specialist Network (including leading of the state level team)
 - Support and/or implement Infant Toddler Credential that will be outlined in the 32v workforce project
- **Facilitate coordinated coaching across programs to increase program quality and support PreK for All** to ensure consistency and maximum support to providers (quarterly meetings) – licensing, GSRP, GSQ, OST, and FCCNs.

Roles and Responsibilities: GSQ Resource Centers

- **Professional development** to meet needs of service area (including state level required trainings/OST)
- **Lending libraries**
- **GSQ quality improvement** supports, including OST
- **Infant Toddler Specialist Network** (including participating in the state level team)

Roles and Responsibilities: Family Child Care Network Lead

- **Oversight entity** who will continue funding with current FCCN hubs and bid as necessary to create new FCCN hubs for statewide coverage
- Provide **technical assistance and professional development** on the successful implementation of FCCN hubs
- Provide opportunities for entities awarded grants to engage in **learning cohorts** to enhance implementation of FCCN hubs
- Provide **monitoring and oversight** of FCCN hubs that are awarded funds to ensure grant funds are used appropriately
- **Collect data and provide reports** on the implementation, participation, and expansion of the early childhood workforce through a FCCN hub
- Partner (as requested) with the MiLEAP to implement home-based PreK contracts (*if funding becomes available*)

Roles and Responsibilities: Family Child Care Network Hubs

- **FCCNs are organizations that connect, stabilize, and support home-based child care businesses** by addressing their common challenges and offering:
 - **Tangible business and financial support** that promotes solutions and sustainability.
 - **Tools and training** to increase capacity and enhance quality practices.
 - **Business owner connections** to share effective practices and promote wellbeing.
 - A governance structure where the voices and individual needs of providers are prioritized.
- Partner (as requested) with the MiLEAP to implement home-based PreK contracts if funding becomes available

Roles and Responsibilities: T/TA for GSC/GSFC Lead (transitional year)

- One entity who will provide support to GSCs and GSFCs via peer to peer **learning opportunities** to support workplan implementation.
- **Ensure engagement** of GSCs/GSFCs in regional efforts to increase the supply of child care.
- Plan and provide **technical assistance** opportunities to connect annual workplan to regional planning efforts.
- Support grantees in reporting on **progress and spending**.

Roles and Responsibilities: GSC/GSFC (transitional year)

- Provide supports for early childhood programs for children from birth through age 8
- Include an **active partnership** with at least 1 community-based organization
- Ensure the **coordination and expansion** of local early childhood systems and programs that achieve the identified outcomes
- **Convene workgroups** to make recommendations about community services designed to achieve identified outcomes
- System must include the following supports:
 - Physical and social-emotional health
 - Family supports, including, but not limited to, the provision of basic needs and economic self-sufficiency
 - Parent leadership and family engagement
 - Early education, including the child's development of skills linked to success in foundational literacy, and care
 - Community infrastructure
- Provide **home visits** to at-risk children and their families

32v Workforce Project



32v Boilerplate Language

Section 32v (PA 103 of 2023)

(1) From the state school aid fund money appropriated under section 11, there is allocated for 2022-2023 only an amount not to exceed **\$30,000,000.00 to implement an early childhood workforce project.**

(2) The department must award funding under this section to an intermediate district or a consortium of intermediate districts to serve as a fiscal agent. The recipient intermediate district or consortium of intermediate districts at the direction of the department and in collaboration with the department of licensing and regulatory affairs child care licensing bureau, and organizations with experience recruiting and training early childhood professionals, must do all of the following:

(a) Assess early childhood workforce needs, with a priority placed on professionals in child care, Head Start, and the great start readiness program settings, and support improvements in how data on the early learning and care workforce is collected, stored, and used for professional advancement.

(b) Update and promote clear career pathways for early learning and care roles, including current compensation levels.

(c) Ensure professional development, certificates, and degrees align to the career pathway and quality rating and improvement system.

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32v Boilerplate Language (continued)

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(d) Develop and pilot alternative education and training programs, including, but not limited to, competency-based credentials and micro credentials for early learning and care professionals.

(e) Pilot projects that support the recruitment and retention of early learning and care professionals with a priority placed on professionals in child care and the great start readiness program settings. At least 1 pilot project must test strategies to sustainably increase wages and benefits to align with professionals with similar levels of educational requirements, specialization requirements, and job responsibilities.

(3) Funds allocated under this section for 2022-2023 are a work project appropriation, and any unexpended funds for 2022-2023 are carried forward into 2023-2024. **The purpose of the work project is to launch an early childhood workforce project to recruit, train, and retain professionals in all early learning settings, with a priority on child care and preschool settings.** The estimated completion date of the work project is September 30, 2027.

Application Process



Application Documents

- Completed applications must be submitted via email to MiLEAP-CDC-ADMIN@michigan.gov.
- All RFP Applications are available on the CDC website: www.michigan.gov/childcare
- Required documents:
 - Notice of Intent to Apply (Form A)
 - Application Cover Page (Form B)
 - Assurances and Certifications (Form C)
 - Narrative Proposal (Form D)
 - Budget Summary (Form E)

CDC Website

- Information regarding the application process, links to required documents, and updated information will be posted on the website: www.michigan.gov/childcare on the main page under “Request For Proposals”.

The screenshot shows the website header for the Department of Lifelong Education, Advancement, and Potential. The main navigation includes Early Childhood Education, Higher Education, Education Partnerships, Inside MILEAP, and Press Releases. The page title is "Child Development and Care". Below the title is a navigation breadcrumb: Home > Early Childhood Education > Early Learners and Care > Child Development and Care. A paragraph describes the CDC's mission: "The Office of Child Development and Care (CDC) supports low-income working families by providing access to affordable, high-quality early care and afterschool programs. To achieve this end, the office supports numerous efforts designed to assess and improve the level of quality across the spectrum of Michigan's early learning and care settings." Below this are three columns of content: "Parents" with links like "Am I Eligible?", "How do I apply?", "Finding Quality Child Care", and "Military Child Care in Your Neighborhood - Plus Program (MCCYN-PLUS)"; "Providers" with links like "CDC Handbook", "Billing & Provider Payments", "Child Care Time & Attendance Record", "CDC 2024 Payment Schedule", "CDC 2025 Payment Schedule", "License Exempt Provider Application", "Solicitud de proveedor sin licencia de Desarrollo y cuidado infantil", and "Military Child Care in Your Neighborhood - Plus Program (MCCYN-PLUS)"; and "Partners" with links like "Child Care Licensing", "Great Start to Quality", "T.E.A.C.H. Scholarships", and "FY22-24 CCDF State Plan" and "FY25-27 CCDF State Plan & Hearings". At the bottom, there are three dropdown menus: "Click Here for News (Updated on 4/12/2024)", "Grant Information", and "Request for Proposals". A red arrow points to the "Request for Proposals" dropdown.

Application Review Process

- The administrative **completeness and eligibility** of applications will be verified by staff of the MiLEAP CDC.
- Proposals will then be reviewed and scored by a **panel of reviewers**.
 - Reviewers will be knowledgeable about content of RFP and will be trained prior to reviewing any proposals.
 - Persons involved in the development of a proposal or associated with an applicant or co-applicant submitting a proposal are ineligible to serve on the review panel.
- Award selection will be based on merit and quality, as determined by points awarded for the **review criteria section** and all relevant information.
- Only those applications that **meet all the identified criteria and are in compliance with submission requirements** will be considered for funding.
- The award will be subject to approval by the State Administrative Board. All applicants will be notified in writing of the State Administrative Board's action.

Review Criteria – Regional Coalition Lead

- The Scoring Rubric will be used as a rating instrument in the review process.
 - **The application maximum score is 100 points.**
 - Applicants with an application score below **80 points** will not be recommended for funding.
- The narrative proposal should be prepared by providing a straightforward, concise description of the applicant's ability to meet the requirements of the grant.
- Proposals are limited to not more than 25 pages and should include the following information:
 - 1. Narrative Proposal:
 - Ability to provide assistance to connect and engage families and providers
 - Plan and provide a grantee learning community
 - Provide templates and resources for required activities including action plans
 - Provide technical assistance and monitoring to grantees to achieve their facility goals and invest federal dollars appropriately and in a timely manner
 - Support grantees in reporting on spending, and provide a summary report documenting impact of the Early Childhood Systems Building Regional Coalitions
 - Participate as part of the Implementation Team led by MiLEAP

Review Criteria – Regional Coalition Lead (continued)

- 2. Application Process:
 - Experience and background that would allow applicant to design and propose grant criteria for 10 Regional Coalitions, gather feedback from stakeholders, provide technical assistance to prospective grantees, and solicit strong applications
 - Develop and implement the grant application, develop and implement a process to award grants
- 3. Quality of Personnel:
 - Identify individuals who will be associated with the project and its implementation, including qualities and qualifications of the individuals
- 4. Budget:
 - Demonstrate that the project has an appropriate budget for the program and is cost-effective, and complete budget forms identifying expenditures that are allowable under the budget guidelines

Scoring Rubric – Regional Coalition Lead

Regional Coalition Lead Grant Scoring Rubric

OVERALL POINTS AVAILABLE	POINTS REQUIRED FOR FUNDING RECOMMENDATION
100	80

CRITERIA	TOTAL POINTS AVAILABLE	TOTAL POINTS AWARDED
Narrative Proposal	60	
Application Process	10	
Quality of Personnel	10	
Budget	20	
Overall Total Points Awarded		

Review Criteria – GSQ Lead

- The Scoring Rubric will be used as a rating instrument in the review process.
 - **The application maximum score is 100 points.**
 - Applicants with an application score below **80 points** will not be recommended for funding.
- The narrative proposal should be prepared by providing a straightforward, concise description of the applicant's ability to meet the requirements of the grant.
- Proposals are limited to not more than 25 pages and should include the following information:
 - 1. Narrative Proposal:
 - Ability to oversee daily implementation of Great Start to Quality, including OST
 - Ability to oversee system management (New World Now, WorkLife Systems) and data shares (MiRegistry, CCHIRP, Bridges)
 - Manage daily operations of GSQ website platform
 - *(continued on next page)*

Review Criteria – GSQ Lead (continued)

- 1. Narrative Proposal (continued)
 - Provide oversight of contracts for the GSQ Resource Centers, including technical assistance for implementing scope of work
 - Provide financial oversight of Resource Centers
 - Facilitate a workgroup to foster coordination across programs to increase program quality and support for PreK for All
 - Participate as part of the Implementation Team led by MiLEAP
- 2. Quality of Personnel:
 - Identify individuals who will be associated with the project and its implementation, including qualities and qualifications of the individuals
- 3. Budget:
 - Demonstrate that the project has an appropriate budget for the program and is cost-effective, and complete budget forms identifying expenditures that are allowable under the budget guidelines

Scoring Rubric – GSQ Lead

Great Start to Quality Lead Grant Scoring Rubric

OVERALL POINTS AVAILABLE	POINTS REQUIRED FOR FUNDING RECOMMENDATION
100	80

CRITERIA	TOTAL POINTS AVAILABLE	TOTAL POINTS AWARDED
Narrative Proposal	70	
Quality of Personnel	10	
Budget	20	
Overall Total Points Awarded		

Review Criteria – FCCN Lead

- The Scoring Rubric will be used as a rating instrument in the review process.
 - **The application maximum score is 100 points.**
 - Applicants with an application score below **80 points** will not be recommended for funding.
- The narrative proposal should be prepared by providing a straightforward, concise description of the applicant's ability to meet the requirements of the grant.
- Proposals are limited to not more than 25 pages and should include the following information:
 - 1. Narrative Proposal:
 - Ability to provide technical assistance to grantees and professional development plan to ensure successful implementation
 - Create cohorts and support facilitated assistance to enhance implementation of FCCN hubs across the state
 - Create a monitoring and oversight plan
 - Support grantees in reporting on spending. Provide a summary report documenting impact of FCCN hubs
 - Partner (as requested) with MiLEAP to implement home-based PreK contracts if funding becomes available
 - Participate as part of the Implementation Team led by MiLEAP

Review Criteria – FCCN Lead (continued)

- 2. Application Process:
 - Experience and background that would allow applicant to continue funding for current FCCN hubs and bid as necessary to create new FCCN hubs for statewide coverage, including working with MiLEAP to implement SRC pilot recommendations
 - Develop and implement the grant application, develop and implement a process to award grants
- 3. Quality of Personnel:
 - Identify individuals who will be associated with the project and its implementation, including qualities and qualifications of the individuals
- 4. Budget:
 - Demonstrate that the project has an appropriate budget for the program and is cost-effective, and complete budget forms identifying expenditures that are allowable under the budget guidelines

Scoring Rubric – FCCN Lead

FCCN Lead Grant Scoring Rubric

OVERALL POINTS AVAILABLE	POINTS REQUIRED FOR FUNDING RECOMMENDATION
100	80

CRITERIA	TOTAL POINTS AVAILABLE	TOTAL POINTS AWARDED
Narrative Proposal	60	
Application Process	10	
Quality of Personnel	10	
Budget	20	
Overall Total Points Awarded		

Dates/Deadlines



Important Dates/Deadlines

- The RFPs are being released in a staggered manner:
 - RFPs for a **Regional Coalition Lead and GSQ Lead** were released on July 1, 2024.
 - The RFP for an **FCCN Lead** was released on July 3, 2024.
 - The RFP for a **GSC/GSFC Training/Technical Assistance Lead** will be released by August 2, 2024.
- All agreements will begin on October 1, 2024.

Important Dates/Deadlines – Regional Coalition/GSQ Leads

- **7/12/24: “Notice of Intent to Apply” due by 12pm**
- 7/17/24: Webinar Q&A posted to website by 12pm
- 7/26/24: TA available until 12pm
- **8/1/24: Applications submitted by 12pm**
- 8/23/24: Applicants notified of award decision
- 10/1/24: Contracts effective

Important Dates/Deadlines – FCCN Lead


- **7/12/24: “Notice of Intent to Apply” due by 12pm**
- 7/17/24: Webinar Q&A posted to website by 12pm
- 8/1/24: TA available until 12pm
- **8/8/24: Applications submitted by 12pm**
- 8/23/24: Applicants notified of award decision
- 10/1/24: Contracts effective

Important Dates/Deadlines – GSC/GSFC T/TA Lead

NOTE: dates are tentative

- **8/9/24: “Notice of Intent to Apply” due by 12pm**
- 8/14/24: Q&A posted to website by 12pm
- 8/26/24: TA available until 12pm
- **8/30/24: Applications submitted by 12pm**
- 9/13/24: Applicants notified of award decision
- 10/1/24: Contracts effective

Q&A



Q&A – Regional Coalition/GSQ/FCCN Leads

- Please submit questions following this webinar to: MiLEAP-CDC-ADMIN@michigan.gov. All questions submitted during the webinar presentation as well as via email will be compiled with answers and available to participants here: www.michigan.gov/childcare.
- Questions submitted after **7/15/24 at 12pm** will not be answered.
- Q&A will be posted on **7/17/24 by 12pm**.

Q&A – GSC/GSFC T/TA Lead

- Webinar will be held for the GSC/GSFC T/TA Lead RFP at a later date, along with Q&A available following the webinar.
- Please refer to www.michigan.gov/childcare for important dates and current information regarding the upcoming webinar and Q&A as they become available.

Contact Information



Contact Personnel

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