REQUEST FOR PROPOSAL
Notice to Prospective Proposers

California Arts Council JUMP StArts Program Evaluation
RFP #2016-2

May 2, 2016

You are invited to review and respond to this Request for Proposal (RFP), entitled RFP #2016-2, California Arts Council JUMP StArts Program Evaluation. In submitting your proposal, you must comply with these instructions.

Note that all agreements entered into with the State of California will include by reference General Terms and Conditions, and Contractor Certification Clauses that may be viewed and downloaded at Internet site http://www.dgs.ca.gov/ols/Resources/StandardContractLanguage.aspx. If you do not have Internet access, a hard copy can be provided by contacting the person listed below.

In the opinion of the California Arts Council (CAC), this RFP is complete and without need of explanation. However, if you have questions, or should you need any clarifying information, the contact person for this RFP is:

Shelly Gilbride, Programs Officer
California Arts Council
916-324-0075
shelly.gilbride@arts.ca.gov

Please note that no verbal information given will be binding upon the State unless such information is issued in writing as an official addendum.

Shelly Gilbride
Programs Officer
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A. Purpose, Background and Scope of Work

1. Purpose

As delineated in the original program approval language, the staff of the California Arts Council (CAC) will commission an external review of the JUMP StArts program upon completion of the third year of program activities, with review beginning in June 2016. A firm or individual consultant(s) is needed to conduct research, to develop a comprehensive evaluation tool, and to collect, analyze, and document data regarding current JUMP StArts grantee program. The firm or individual consultant(s) is expected to demonstrate proven ability to create evaluation tools; to execute large-scale program evaluation in the arts, government, education, nonprofit, or related fields; and ideally, to have experience working in juvenile justice and/or corrections policy.

2. Background about the California Arts Council

The California Arts Council, a state agency, is dedicated to building public will and resources for the arts; fostering accessible arts initiatives that reflect contributions from all of California’s diverse populations; serving as a thought leader and champion for the arts; and providing relevant programs and services. More information about the agency may be found on the website: www.arts.ca.gov.

The California Arts Council, with its mission to advance California through the arts and creativity, provides funding for arts education and community arts programs across California, and provides services for the state’s arts community.

3. Background on the JUMP StArts Program

Started as a pilot program in 2013, the JUMP StArts program is rooted in the California Arts Council’s (CAC) commitment to ensuring that art is accessible to all Californians, including the young, vulnerable and at-risk. Now in its third year, JUMP StArts supports high quality arts education and artist(s)-in-residence programs for at-risk youth within the juvenile justice system. Activities take place in classroom, after-school, social services, or incarceration settings. Projects are designed and developed in partnership between an arts organization and a juvenile justice/social services entity, reflecting a collaborative relationship between the partnering organizations that maximizes positive impact for youth participants.

4. Scope of Work / Goal of this RFP

The goal of this RFP is to conduct a mixed methodology review of the JUMP StArts program, including but not limited to:

- Research: Gathering data from the 26 current and past grantee organizations, supplemented by input from the field, to define industry-standard impact outcomes for arts programs in juvenile justice settings.
- Standard Assessment Development: Utilizing research to build a standard assessment tool, such as a rubric or set of protocols, that will serve as the foundation of the JUMP StArts evaluation, but that can also be disseminated to other organizations supporting or administering arts in juvenile justice programs.
- Evaluation: Conducting a full evaluation of all current and prior JUMP StArts grantees, including a minimum of 3 case studies of model programs.

5. Expected Expertise

Minimum expertise of a vendor for this RFP includes, but is not limited to:

- Ability to create all research, program evaluation metrics, and written work products as needed.
• Experience evaluating programs, preferably in the arts, government, education, nonprofit, or related fields.
• Ability to develop and deliver standardized assessment tools.

Additional desired qualifications include:
• Experience in research, education, or advocacy of juvenile justice and/or corrections policy.

The contractor is expected to maintain communication with California Arts Council staff throughout the contract period on a weekly basis, at minimum. The contractor will have completed the scope of work and contract of this RFP 6 months from the onset of the contract date.

6. Deliverables

1) Overview document: Contractor will provide a research, assessment development, and evaluation plan brief to serve as the overview document.

2) Research: Contractor will conduct necessary research and constituent outreach to inform development of the assessment tool, including but not limited to:
   a) Identifying and systematizing sets of impact outcomes being utilized by current and prior JUMP StArts grantees.
   b) Amending or extending these outcomes as necessary to reflect intervention rubrics commonly utilized in the field of juvenile justice.
   c) Conducting case studies of the most successful JUMP StArts programs in order to identify best practices.

3) Standard Assessment Development: Contractor will design a standard assessment tool for arts programs in the juvenile justice system that includes, but is not limited to, the following elements:
   a) Quantitative metrics to measure success of industry-standard impact outcomes.
   b) Rubrics to guide collection and analysis of qualitative data.

4) Evaluation: Utilizing the standard assessment outlined above, contractor will conduct an evaluation of the first three years of JUMP StArts grantee programs, and produce the following:
   a) Report analyzing both quantitative and qualitative data for current and prior grantees.
   b) Analysis of model program case studies highlighting best practices.
   c) Logic model for overall JUMP StArts program improvement based on the above.

7. Intellectual Property Considerations

• The collective work created under this contract shall be considered a work for hire.
• Contractor shall acquire and transfer to the California Arts Council in written form all necessary rights and permissions for ideas and/or images use without restriction.

B. Minimum Qualifications for Proposers

A) The proposer must be located in California.

B) The proposing firm or each project principal(s) must have an expertise and focus in large-scale program evaluation, preferably in the arts, government, education, nonprofit, or related fields, and have worked in these areas for at least 5 years.

C) The proposing firm and/or project principal(s) must have at least 5 years experience in developing standardized program evaluation metrics.
D) Ideally, the proposer, project principal(s) or project partners will demonstrate understanding of and experience working with juvenile justice and/or corrections policy.

E) The proposer or project principal(s) will also ideally demonstrate previous contractual relationships with entities in the arts, government, or nonprofit field.

C. Proposal Requirements and Information

1. Key Action Dates

<table>
<thead>
<tr>
<th>EVENT</th>
<th>DATE</th>
<th>TIME</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFP Available to Prospective Proposers</td>
<td>May 2, 2016</td>
<td>12:00 noon</td>
</tr>
<tr>
<td>Final Date for Submission of Questions on RFP</td>
<td>May 11, 2016</td>
<td>5:00 p.m.</td>
</tr>
<tr>
<td>All Questions Answered and Posted Online</td>
<td>May 18, 2016</td>
<td>5:00 p.m.</td>
</tr>
<tr>
<td>Final Date for Proposal Submissions</td>
<td>June 8, 2016</td>
<td>5:00 p.m.</td>
</tr>
<tr>
<td>Closed Session Committee Review of Proposals</td>
<td>June 9, 2016</td>
<td>10:30 a.m.</td>
</tr>
<tr>
<td>Notice of Intent to Award</td>
<td>June 10, 2016</td>
<td>12:00 noon</td>
</tr>
<tr>
<td>Proposed Award Date</td>
<td>June 17, 2016</td>
<td>12:00 noon</td>
</tr>
</tbody>
</table>

2. Work Plan and Work Schedule Requirements

   a) Work Plan and Schedule. Work must start before June 30, 2016 and conclude 6 months after the start date of the contract; depending upon approval of this contract by the California Department of General Services, if required. The contract term is for a maximum of 6 months. The extension shall be by mutual agreement between the contractor and the State. The terms, conditions and prices for the contract extension shall be by mutual agreement between the contractor and the State. If a mutual agreement cannot be met, the contract may be terminated at the end of the current contract term.

   The timeline and milestones for payment will be developed between the California Arts Council and the contractor once the award of this contract has been finalized. Post-contract award revisions to timeline and finish date are subject to approval by the California Arts Council.

   The proposer shall develop a work plan or schedule for task completion. Identify each major task, necessary subtask, and/or suggest specific milestones by which progress can be measured and payments made.

   b) Project Personnel. Provide a comprehensive list of all personnel (not only the leads) that will contribute to the proposed work plan and include their bios.

   c) Facilities and Resources. Explain where the services will be provided.

   d) Experience with Program Evaluation. Explain to what extent and in what way the proposing firm and/or project principals have experience with government and/or non-profit program evaluation. Include at least three references to past clients, dates, and description of relevant services or projects completed.
3. Cost Detail Format and Requirements

The proposed work and associated costs should be broken down by the tasks outlined in the Work Plan and Work Schedule. The total costs of all tasks of this RFP cannot exceed $20,000. Use the Cost Proposal Worksheet (Attachment 4) as a guide in preparing your cost proposal.

4. Submission of Proposal

a) Proposals should provide straightforward and concise descriptions of the proposer's ability to satisfy the requirements of this RFP. The proposal must be complete and accurate. Omissions, inaccuracies or misstatements may be cause for rejection of a proposal.

b) The proposal package should be prepared by the least expensive method.

c) All proposals must be submitted under sealed cover and sent to California Arts Council by dates and times shown in the Proposal Requirements and Information - Key Action Dates (page 5). Proposals received after this date and time will not be considered.

d) A minimum of 4 copies plus the original of the proposal must be submitted.

e) The original proposal must be marked “ORIGINAL COPY”. All documents contained in the original proposal package must have original signatures and must be signed by a person who is authorized to bind the proposing firm. All additional proposal sets may contain photocopies of the original package.

f) The proposal envelopes must be plainly marked with the RFP number and title, your firm name and address, and must be marked with "DO NOT OPEN", as shown in the following example:

   J.P. Bidder  
   XYZ Consultant Group  
   123 Main Street  
   Somewhereville, CA  90000  

   RFP #2016-2  
   JUMP StArts Program  
   Evaluation  
   DO NOT OPEN

g) If the proposal is made under a fictitious name or business title, the actual legal name of proposer must be provided.

h) Proposals not submitted under sealed cover and marked as indicated may be rejected.

i) All proposals shall include the documents identified in Section F, Required Attachment Checklist (see page 9). Proposals not including the proper "required attachments" shall be deemed non-responsive. A non-responsive proposal is one that does not meet the basic proposal requirements and may be rejected.

j) Mail or deliver proposals to the following address:

   Ian Branaman  
   Budget Officer  
   California Arts Council  
   1300 I St., Suite 930  
   Sacramento, CA  95814

k) Proposals must be submitted for the performance of all the services described herein. Any deviation from the work specifications will not be considered and will cause a proposal to be rejected.

l) A proposal may be rejected if it is conditional or incomplete, or if it contains any alterations of form or other irregularities of any kind. The State may reject any or all proposals and may waive an immaterial deviation in a proposal. The State's waiver of an immaterial deviation shall in no way modify the RFP document or excuse the proposer from full compliance with all requirements if awarded the agreement.
m) Costs incurred for developing proposals and in anticipation of award of the agreement are entirely the responsibility of the proposer and shall not be charged to the State of California.

n) An individual who is authorized to bind the proposing firm contractually shall sign the Attachment 3, Proposal/Proposer Certification Sheet, page 11. The signature must indicate the title or position that the individual holds in the firm. An unsigned proposal may be rejected.

o) A proposer may modify a proposal after its submission by withdrawing its original proposal and resubmitting a new proposal prior to the proposal submission deadline as set forth in the Key Action Dates. Proposal modifications offered in any other manner, oral or written, will not be considered.

p) A proposer may withdraw its proposal by submitting a written withdrawal request to the State, signed by the proposer or an authorized agent. A proposer may thereafter submit a new proposal prior to the proposal submission deadline. Proposals may not be withdrawn without cause subsequent to proposal submission deadline.

q) The awarding agency may modify the RFP prior to the date fixed for submission of proposals by the issuance of an addendum to all parties who received a proposal package.

r) The awarding agency reserves the right to reject all proposals. The agency is not required to award an agreement.

s) Before submitting a response to this solicitation, bidders should review, correct all errors and confirm compliance with the RFP requirements.

t) The State does not accept alternate contract language from a prospective contractor. A proposal with such language will be considered a counter proposal and will be rejected. The State’s General Terms and Conditions (GTC’s) are not negotiable, and are located at: www.documents.dgs.ca.gov/ols/GTC-610.doc.

u) No oral understanding or agreement shall be binding on either party.

5. Evaluation Process

a) At the time of proposal opening, each proposal will be checked for the presence or absence of required information in conformance with the submission requirements of this RFP.

b) Proposals that contain false or misleading statements, or which provide references, which do not support an attribute or condition claimed by the proposer, may be rejected.

c) Award, if made, will be to the highest scored, responsible and responsive proposal.

6. Proposal Evaluation

The proposals that meet the minimum qualifications will be evaluated and scored according to the criteria indicated below.

<table>
<thead>
<tr>
<th>Rating/Scoring Criteria</th>
<th>Maximum Possible Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Demonstration of Ability to Fulfill Requirements and Qualifications¹</td>
<td>30</td>
</tr>
<tr>
<td>Effective Use of Resources²</td>
<td>15</td>
</tr>
<tr>
<td>Effective Use of Project Personnel³</td>
<td>15</td>
</tr>
<tr>
<td>Effectiveness of Timeline⁴</td>
<td>10</td>
</tr>
<tr>
<td>Cost of Proposal⁵</td>
<td>30</td>
</tr>
<tr>
<td>Total Possible Points</td>
<td>100</td>
</tr>
</tbody>
</table>

¹ Demonstration of Ability to Fulfill Requirements: scoring based on provider's experience and expertise.

² Effective Use of Resources: scoring based on cost-effective allocation of proposed costs for various line items of proposed plan; explain rationale, especially with unusual items.

³ Effective Use of Project Personnel: scoring based on validity of why specific personnel are used for specific purposes within the proposed plan.

⁴ Effectiveness of Timeline: scoring based on appropriateness, timeliness and effectiveness of proposed overall timeline, and milestone tasks and dates indicating progress.
7. Award and Protest

a) Notice of the proposed award shall be posted on our website at www.arts.ca.gov and in a public place in the office of the California Arts Council; 1300 I St., Suite 930; Sacramento, CA 95814 for a minimum of five (5) working days prior to awarding the agreement.

b) If any proposer, prior to the award of agreement, files a protest with the California Arts Council and the Department of General Services, Office of Legal Services, 707 Third Street, 7th Floor, Suite 7-330, West Sacramento, CA 95605, on the grounds that the (protesting) proposer would have been awarded the contract had the agency correctly applied the evaluation standard in the RFP, or if the agency followed the evaluation and scoring methods in the RFP, the agreement shall not be awarded until either the protest has been withdrawn or the Department of General Services has decided the matter. It is suggested that you submit any protest by certified or registered mail.

c) Within five (5) days after filing the initial protest, the protesting proposer shall file with the Department of General Services, Office of Legal Services and the California Arts Council a detailed statement specifying the grounds for the protest.

d) Upon resolution of the protest (if one is filed); award of this agreement will be made.

8. Disposition of Proposals

a) Upon proposal opening, all documents submitted in response to this RFP will become the property of the State of California, and will be regarded as public records under the California Public Records Act (Government Code Section 6250 et seq.) and subject to review by the public.

b) Proposal packages may be returned only at the proposer’s expense, unless such expense is waived by the awarding agency.

9. Agreement Execution and Performance

a) Performance shall start not later than 14 days, or on the express date set by the awarding agency and the Contractor, after all approvals have been obtained and the agreement is fully executed. Should the Contractor fail to commence work at the agreed upon time, the awarding agency, upon five (5) days written notice to the Contractor, reserves the right to terminate the agreement. In addition, the Contractor shall be liable to the State for the difference between Contractor's Proposal price and the actual cost of performing work by another contractor.

b) All performance under the agreement shall be completed on or before the termination date of the agreement.

D. Preference Programs

Small Business Preference – [http://www.dgs.ca.gov/pd/Programs/OSDS.aspx](http://www.dgs.ca.gov/pd/Programs/OSDS.aspx). Certified, responsive and responsible proposers with State of California Small Business designation will receive an additional 5 % of the total points awarded to the highest scored responsive and responsible non-small business bidder (per State Contracts Manual Volume 1, Chapter 8, Section 8.20). A bidder may claim the Small business and/or Micro business preference if the bidder submits a complete application for certification to the DGS/OSDS by 5:00 p.m. on May 27, 2016.

E. Standard Agreement (STD 213)

Standard Agreement (STD 213) is for reference only. A Sample of the Standard Agreement (STD 213) can be viewed at: [http://www.dgs.ca.gov/ols/Forms.aspx](http://www.dgs.ca.gov/ols/Forms.aspx). It does not need to be filled out and submitted at this time.
F. Required Attachments

Refer to the following pages for a list and links (where applicable) to Required Attachments 1-10, that are a part of this request for proposal.
ATTACHMENT 1: REQUIRED ATTACHMENT CHECK LIST

A complete proposal or proposal package will consist of the items identified below. Complete this checklist to confirm the items in your proposal. Place a check mark or “X” next to each item that you are submitting to the State. For your proposal to be responsive, all required attachments must be returned. This checklist should be returned with your proposal package also.

<table>
<thead>
<tr>
<th>Attachment</th>
<th>Attachment Name/Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>_____ Attachment 1</td>
<td>Required Attachment Check List (this page)</td>
</tr>
<tr>
<td>_____ Attachment 2</td>
<td>Proposal (including requirements outlined in section C2 and C3)</td>
</tr>
<tr>
<td>_____ Attachment 3</td>
<td>Demonstration of Minimum Requirements with Instructions</td>
</tr>
<tr>
<td>_____ Attachment 4</td>
<td>Proposal/Proposer Certification Sheet</td>
</tr>
<tr>
<td>_____ Attachment 5</td>
<td>Cost Proposal Worksheet</td>
</tr>
<tr>
<td>_____ Attachment 6</td>
<td>Proposer References</td>
</tr>
<tr>
<td>_____ Attachment 7</td>
<td>Payee Data Record (STD 204) can be found on the Internet at: <a href="http://www.dgs.ca.gov/ofam/Forms.aspx">http://www.dgs.ca.gov/ofam/Forms.aspx</a>, (see OSP Forms)</td>
</tr>
<tr>
<td>_____ Attachment 9</td>
<td>Darfur Contracting Act can be found on the Internet at: <a href="http://www.documents.dgs.ca.gov/pd/poliproc/darfurpcc10478.doc">www.documents.dgs.ca.gov/pd/poliproc/darfurpcc10478.doc</a></td>
</tr>
<tr>
<td>_____ Attachment 10</td>
<td>USB Drive Containing Work Samples &amp; Labeled</td>
</tr>
</tbody>
</table>

This checklist is not meant to be exhaustive. If the proposer needs to add additional documents to satisfy the need for information as outlined in this RFP or desires to add information in order to make the bid more competitive, the proposer should do so.
ATTACHMENT 3: DEMONSTRATION OF MINIMUM REQUIREMENTS

(Please use additional pages as needed)

1) Address of the proposing firm or proposer within California:

2) Specify the number of years the proposing firm has engaged in evaluating programs, preferably in the arts, government, education, nonprofit, or related fields, giving dates and names:
   OR
   Specify the number of years the project principal(s) have evaluating programs, preferably in the arts, government, education, nonprofit, or related fields, giving dates and names:

3) Specify the number of years the proposing firm has engaged in developing standardized program evaluation metrics, giving dates and names:
   OR
   Specify the number of years the project principal(s) have engaged in developing standardized program evaluation metrics, giving dates and names:

4) Specify the number of years the proposing firm has worked with policy, advocacy or evaluation regarding juvenile justice and/or corrections populations, giving dates and names:
   OR
   Specify the number of years the project principal(s) have worked with policy, advocacy or evaluation regarding juvenile justice and/or corrections populations, giving dates and names:

5) List the arts, government, education, or nonprofit field clients the proposing firm has had and give project descriptions and dates of projects:
   OR
   Specify the clients that project principal(s) have had in the arts, government, education, or nonprofit field and give project descriptions and dates of projects:

6) List the arts, government, education, or nonprofit projects the proposing firm has completed and give descriptions and dates of projects:
   OR
   Specify the arts, government, education, or nonprofit projects that project principal(s) have completed and give descriptions and dates of projects:
ATTACHMENT 4: PROPOSAL/PROPOSER CERTIFICATION SHEET

This Proposal/Proposer Certification Sheet must be signed and returned along with all the "required attachments" as an entire package in duplicate with original signatures. The proposal must be transmitted in a sealed envelope in accordance with RFP instructions.

A. Place all required attachments behind this certification sheet.

B. The signature affixed hereon and dated certifies compliance with all the requirements of this proposal document. The signature below authorizes the verification of this certification.

An Unsigned Proposal/Proposer Certification Sheet May Be Cause For Rejection

<table>
<thead>
<tr>
<th>1. Company Name</th>
<th>2. Telephone Number</th>
<th>2a. Fax Number</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

3. Address

Indicate your organization type:

<table>
<thead>
<tr>
<th>4.</th>
<th>5.</th>
<th>6.</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐ Sole Proprietorship</td>
<td>☐ Partnership</td>
<td>☐ Corporation</td>
</tr>
</tbody>
</table>

Indicate the applicable employee and/or corporation number:

7. Federal Employee ID No. (FEIN)  
8. California Corporation No.

9. Indicate applicable license and/or certification information:

10. Proposer’s Name (Print)  
11. Title

12. Signature  
13. Date

14. Are you certified with the Department of General Services, Office of Small Business Certification and Resources (OSBCR)

   a. California Small Business Yes ☐ No ☐
   
   If yes, enter certification number:

   b. Disabled Veteran Business Enterprise Yes ☐ No ☐
   
   If yes, enter your service code below:

   NOTE: A copy of your Certification is required to be included if either of the above items is checked “Yes”.

   Date application was submitted to OSBCR, if an application is pending:
Complete the numbered items on the Proposal/Proposer Certification Sheet by following the instructions below.

<table>
<thead>
<tr>
<th>Item Numbers</th>
<th>Instructions</th>
</tr>
</thead>
<tbody>
<tr>
<td>1, 2, 2a, 3</td>
<td>Must be completed. These items are self-explanatory.</td>
</tr>
<tr>
<td>4</td>
<td>Check if your firm is a sole proprietorship. A sole proprietorship is a form of business in which one person owns all the assets of the business in contrast to a partnership and corporation. The sole proprietor is solely liable for all the debts of the business.</td>
</tr>
<tr>
<td>5</td>
<td>Check if your firm is a partnership. A partnership is a voluntary agreement between two or more competent persons to place their money, effects, labor, and skill, or some or all of them in lawful commerce or business, with the understanding that there shall be a proportional sharing of the profits and losses between them. An association of two or more persons to carry on, as co-owners, a business for profit.</td>
</tr>
<tr>
<td>6</td>
<td>Check if your firm is a corporation. A corporation is an artificial person or legal entity created by or under the authority of the laws of a state or nation, composed, in some rare instances, of a single person and his successors, being the incumbents of a particular office, but ordinarily consisting of an association of numerous individuals.</td>
</tr>
<tr>
<td>7</td>
<td>Enter your federal employee tax identification number.</td>
</tr>
<tr>
<td>8</td>
<td>Enter your corporation number assigned by the California Secretary of State’s Office. This information is used for checking if a corporation is in good standing and qualified to conduct business in California.</td>
</tr>
<tr>
<td>9</td>
<td>Complete, if applicable, by indicating the type of license and/or certification that your firm possesses and that is required for the type of services being procured.</td>
</tr>
<tr>
<td>10, 11, 12, 13</td>
<td>Must be completed. These items are self-explanatory.</td>
</tr>
<tr>
<td>14</td>
<td>If certified as a California Small Business, place a check in the &quot;yes&quot; box, and enter your certification number on the line. If certified as a Disabled Veterans Business Enterprise, place a check in the &quot;Yes&quot; box and enter your service code on the line. If you are not certified to one or both, place a check in the &quot;No&quot; box. If your certification is pending, enter the date your application was submitted to OSBCR.</td>
</tr>
</tbody>
</table>
## ATTACHMENT 5: COST PROPOSAL WORKSHEET

### DIRECT LABOR

<table>
<thead>
<tr>
<th>Title</th>
<th>HOURS</th>
<th>RATE</th>
<th>TOTAL</th>
</tr>
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<tbody>
<tr>
<td>___________________________</td>
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$_________

### SUBCONTRACTOR(S) COST ITEMIZED

$_________

### INDIRECT COSTS (OVERHEAD AND FRINGE BENEFITS)

- Overhead Rate: $_________
- Fringe Benefits: $_________

$_________

### DIRECT COSTS (EXCEPT LABOR)

- Travel Costs (Itemized*): $_________
- Equipment and Supplies (Itemized*): $_________
- Other Direct Costs (Itemized*): $_________

$_________

### TOTAL COSTS

$_________

* Append to this page
ATTACHMENT 6: PROPOSER REFERENCES

Submission of this attachment is mandatory. Failure to complete and return this attachment with your proposal will cause your proposal to be rejected and deemed nonresponsive.

List below three references for services performed within the last five years, which are similar to the scope of work to be performed in this contract. If three references cannot be provided, please explain why on an attached sheet of paper.

<table>
<thead>
<tr>
<th>REFERENCE 1</th>
<th>Name of Firm</th>
<th>City</th>
<th>State</th>
<th>Zip Code</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Street Address</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Contact Person</td>
<td></td>
<td>Telephone Number</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Dates of Service</td>
<td></td>
<td>Value or Cost of Service</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Brief Description of Service Provided</td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>REFERENCE 2</th>
<th>Name of Firm</th>
<th>City</th>
<th>State</th>
<th>Zip Code</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Street Address</td>
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<tr>
<td></td>
<td>Contact Person</td>
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<td>Telephone Number</td>
<td></td>
</tr>
<tr>
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</table>

<table>
<thead>
<tr>
<th>REFERENCE 3</th>
<th>Name of Firm</th>
<th>City</th>
<th>State</th>
<th>Zip Code</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Street Address</td>
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</tr>
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</table>
ATTACHMENT 7: PAYEE DATA RECORD (STD 204)
Proposer must complete, sign and submit the Payee Data Record (STD 204, this form can be found on the Internet at: http://www.documents.dgs.ca.gov/dgs/fmc/pdf/std204.pdf.

ATTACHMENT 8: CONTRACTOR’S CERTIFICATION CLAUSES (CCC)
Proposer must complete, sign and submit page 1 of the Contractor Certification Clauses (CCC 307), which can be found on the Internet at: www.pd.dgs.ca.gov, by performing a search, or directly at www.documents.dgs.ca.gov/ols/CCC-307.doc.

ATTACHMENT 9: DARFUR CONTRACTING ACT
Proposer must complete, sign and submit the Darfur Contracting Act Form, which can be found on the internet at: www.documents.dgs.ca.gov/pd/poliproc/darfurpcc10478.doc

ATTACHMENT 10: WORK SAMPLES ON USB FLASH DRIVE (only one copy required)
Proposer must provide a USB Flash Drive containing samples of comparable work, including but not limited to published evaluations, case study narratives, assessment rubrics, survey protocols, and organizational logic models.