

Request for Proposals
MULTIPLE SERVICES

May 2019



Kingsman Academy Public Charter School is seeking competitive proposals to provide legal and facility finance advisory services for the renovation and expansion of a public charter school facility.

Proposals are due no later than 5:00 PM on Monday, May 20, 2019.

The last day for questions is Wednesday, May 15. No phone calls, please.

School Overview

Kingsman Academy is an open-enrollment public charter school that serves approximately 300 students in grades 6 through 12 in a project-based academic program that emphasizes a therapeutic approach to personalized learning. Kingsman Academy welcomes all students, especially those who are over-aged and under-credited, who have attendance problems, or who have behavioral or emotional challenges.

Additional information on the school is available at www.kingsmanacademy.org.

Timeline

Responses must be received by 5:00 pm on Monday, May 20, 2019. Anticipated award notification and contract start dates are provided below. Contract start dates are negotiable.

Service	Anticipated Notification Date	Anticipated Contract Start Date
Facility finance advisory services	May 24, 2019	June 11, 2019
Legal services	May 24, 2019	June 11, 2019

This schedule reflects anticipated dates but may be modified by Kingsman Academy at any time in its sole discretion.

Contact Information

All communication regarding this RFP shall be delivered via e-mail only (no telephone calls) to rfp@kingsmanacademy.org. Please include your point of contact's email to get answers to questions, updates, etc.

Visits, Walkthroughs, and Presentations

A walkthrough for building-related services will take place on Wednesday, May 15 from 4:00 PM to 5:00 PM. RSVP for the walkthrough by sending an email to rfp@kingsmanacademy.org.

Request appointments for presentations or site visits by email to rfp@kingsmanacademy.org. Presentations and site visits will be at the discretion of the school.

Response Submission Guidelines

Responses to the RFP must be no more than thirty (30) pages, plus an appendix for personnel resumes and/or qualifications. Pages must be 8½” x 11”.

To submit a response to the RFP:

1. Complete the Submission Form available at <https://www.kingsmanacademy.org/rfpsubmission>
and
2. Upload the RFP (in PDF format only, 100GB limit) via ShareFile at <https://kingsmanacademy.sharefile.com/r-rb443ae06fd2488da>

The following actions may disqualify bids:

- Late submission of response.
- Submission of response in formats other than PDF (e.g., hard copies, Word, PowerPoint).
- Submission of response in manners other than through the upload link provided above.
- Inquiries/questions regarding this RFP or RFP that are directed to any other Kingsman Academy representative, vendor, agent, or email address other than rfp@kingsmanacademy.org.

Scope of Work

Kingsman Academy is requesting proposals for the following services:

Service	Description & Requirements
Facility Finance Advisory Services	<ul style="list-style-type: none">• Description: Work with the School to identify the best options for financing the renovation of the school facility. Assess School's capacity for and explore options for additional debt. Model the financial impact of various financing options. Work to secure project financing. Support underwriting, financial modeling, and due diligence requirements. Work with borrower counsel to review all loan documents. Help drive the transaction to close.• Requirements: Experience supporting charter schools required. At

	least one reference must be a charter school.
Legal services	<ul style="list-style-type: none"> ● Description: Provide legal advice and representation in all phases of facility renovation project, including design, construction, and financing. ● Requirement: Experience supporting public charter schools in Washington, D.C. required. References must include at least one D.C. public charter school. ● Preference: Preference for 1-year contract with renewal option.

Response Requirements

Responses to the RFP should include, at a minimum, the following information:

- Name of the organization, contact person, telephone number, and email address.
- A brief discussion of the company, its organization, services offered, and certifications, etc. Other information may also be included to demonstrate the company's experience and partnerships.
- Overview of the proposed service delivery model, including services excluded from the proposal.
- Qualifications of proposed staff, including experience with charter schools.
- Resumes/CVs/work histories of proposed staff.
- Information that demonstrates a history of providing successful solutions in the field matter of this RFP.
- Contact information for recent clients to serve as references.
- Cost estimate, including hourly rate or overall cost, discounts for bulk or multiple services, any necessary retainers, and estimated expenses.
- Details of any products and services not included in the proposed price.
- Requirements, if any, the company would request from Kingsman Academy to make the implementation and long-term relationship a success.

Respondent Qualifications

Vendors who are able to provide the services and meet the requirements specified in this RFP are invited to respond. A respondent, by submitting a proposal, represents to Kingsman Academy that:

- It is licensed to do business in the District of Columbia;
- It maintains liability insurance and will furnish, if selected to provide services to the school, evidence of insurance;
- It and its employees who will provide services to Kingsman Academy are legally and professionally qualified to provide services in the District of Columbia;
- It is not debarred and/or suspended from conducting business with locally or federally funded organizations;
- Within the two years before the anticipated contract start date, it has conducted or will conduct criminal and sex offender background checks for all its employees or subcontractors scheduled to engage with students;
- It possesses or is able to obtain adequate financial resources as required to perform under this RFP;
- It is able to comply with the required or proposed RFP; and
- It has a satisfactory record of integrity and ethics.

Response Evaluation Criteria

Kingsman Academy will evaluate responses on a qualitative and quantitative basis. Evaluation criteria may include the following:

- Past experience working with nonprofits, including charter schools in the District of Columbia, for provision of relevant services;
- Clarity of goals and objectives;
- Reasonableness of cost structure;
- Capacity for success;
- Potential impact;
- Interviews with senior personnel to be assigned to the school;

- Results of discussions with other clients; and
- Vendor's completeness and timeliness in its response to Kingsman Academy.

The contract will be awarded to the firm, which in Kingsman Academy's judgment, best represents the interests of Kingsman Academy. Kingsman Academy, in its sole discretion, reserves the rights to notify firms for interviews if it deems them necessary; reject specific consultants and team members; approve all sub-consultants, subcontractors, and project team members; and reject any and all responses.