



King County Early Learning PSTAA Grant

Informational Webinar

JUANITA SALINAS

SAVANNAH DANIELS

CASSANDRA ELLIS

NOVEMBER 7, 2024



Informational Webinar: **Today's Agenda**

- **Review of grant goals, prioritized projects & eligibility requirements**
- **Review of Application Sections & Budget Template**
 - **Guidance & Tips**
- **Commonly asked questions**
- **Important Dates & Timelines**
- **Enterprise Program updates**
- **Q&A Time**

Table of Contents

Slide 4 – Grant Goals

Slide 6 – What this Grant Funds

Slide 8 – Eligibility Requirements

Slide 10– Priority Projects

Slide 13 – What this Grant Does Not Fund

Slide 15 – Reviewing Key Application Questions

Slide 22– Project Budget & Attachments

Slide 29 – Application Link

Slide 30 – Important Dates & Timeline

Slide 33 – Scoring Criteria

Slide 35 – Enterprise Program Updates

Slide 39 – Q & A Time

*****RFP Application will be provided during this webinar***

GRANT GOALS

IMPLEMENTATION PLAN FOR INVESTMENT IN PSTAA PROCEEDS

Grant Goals

The primary goal is to improve the educational outcomes for students in vulnerable & underserved populations in King County. Priority will be given to projects that serve:

- Children & youth of color;
- Children & youth from families at or below 200% of the federal poverty level;
- Children & youth who are:
 - Homeless;
 - In the foster care system;
 - In the child welfare system or
 - Are at risk of being involved or involved in the juvenile justice system;
- Children & youth with disabilities
- Children & youth who identify as LGBTQ;
- Locations/regions in King County that have limited access to childcare

WHAT THIS GRANT FUNDS

What this Grant Funds

- There is approximately up to **\$2M** in grant funds.
- Up to **8** grants are anticipated to be awarded.
- Funding is available to support the construction of new or the expansion of existing childcare facilities.
- Applicants may apply for:
 - Predevelopment funding
 - Renovation funds of existing facilities or
 - Construction funding for new facilities.
 - Acquisition
- Projects must be located within King County.

ELIGIBILITY REQUIREMENTS

Eligibility Requirements

- Child Care Centers
- Non-profit property management organizations
- Affordable housing developers (for-profit and nonprofit)
- Recognized Tribes
- Community and Technical colleges
- Religious affiliated entities
- Projects must be licensed and in good standing or intend to become licensed through the WA State Department of Children, Youth and Families (DCYF)
- Childcare centers must be, or intend to become, active participants in good standing with Early Achievers, OR a comparable accreditation program that signals compliance with high quality standards
- Childcare centers must serve low-income children by accepting local/state subsidy programs
- Must have a WA State business license to provide early learning services

PRIORITY PROJECTS

Priority Projects

Priority will be given to the following:

- Serve PSTAA prioritized populations (refer to Slide 5)
- Projects that increase capacity in childcare slots and classrooms for King County communities
- Co-located with affordable housing or a community development project or a multi-use facility that serves low-income households
- “Shovel Ready” projects (construction applications): These are projects that are ready for construction start and/or an award of PSTAA funding is the last piece of funding to get the project done.
- Programs that demonstrate:
 - Services with a trauma informed lens & care that fosters resiliency
 - Programs that provide culturally competent care
 - A whole child approach to care (i.e. family supports, transportation support and referrals for housing, employment, education, etc.)

Priority Projects Continued

Priority will also be given to the following:

- Demonstrates financial and operational capacity
- Demonstrates strong project feasibility
- Projects aligned with or intend to be aligned with WCCC, ECEAP, Head Start/Early Head Start, or other local, city, county, tribal childcare subsidies
- Projects in areas with limited access to quality childcare programs and services, otherwise known as childcare deserts or high needs geographic area

WHAT THIS GRANT DOES NOT FUND

What this Grant **Does Not** Fund

- Playground equipment
- Childcare equipment such as activities, toys, games, curriculum, etc.
- Food/Snacks
- Emergency funding
- Staffing costs, start up costs and/or salaries
- Rent, mortgage or other utility bills
- Licensed home-based family childcare programs

REVIEWING KEY APPLICATION QUESTIONS

Reviewing Application

Total of 7 sections plus required attachments

Section 1: Organization Questions

- *28 questions; Mix of multiple choice & short answer*

Section 2: Project Data Questions

- *9 questions; Mix of multiple choice & short answer*

Guidance & Tips

- ❖ Answer Who, What, Where, of your organization(s)
- ❖ Answer “How many” of your project

Reviewing Application

Section 3: Organizational Description and Community Impact

- *5 Questions; Narrative questions*
- *Key topics covered:*
 - a. Mission statement
 - b. **Who** do you serve? Describe the communities you currently provide care for, or the communities you intend to provide care for once the project is complete.
 - c. **How** do you serve / provide care to infants & children? How do you currently or intend to provide trauma informed care, cultural competency, and whole child approach to care.
 - d. Early Learning Providers expertise and experience in providing inclusive & culturally competent care
 - e. Partnerships that enhance early learning services

Guidance & Tips

❖ **Who you serve and How you provide care**

Reviewing Application

Section 4: Project Description: Includes: Scope of Work, Project Feasibility, and Implementation

Scope of Work:

- *1 question; Narrative question*
 - Question #1: Main Scope of Work: *Please describe in detail your proposed project. What will the PSTAA funds be paying for? (example, acquisition, predevelopment, renovation, or construction)*

Guidance & Tips

- ❖ Intended to help us understand how the funds will be used
- ❖ Be as detailed as possible. Do not assume that anyone reading this application knows anything about you, your area, or the development/construction of the project as proposed
 - "Building an additional classroom" will not suffice.

Reviewing Application

Section 4 Continued: Includes: Scope of Work, Project Feasibility and Implementation

Project Feasibility and Milestones:

1 question; Narrative question:

Question: Project Feasibility Milestones: *Please provide a description and dates of completed project milestones. If activities have not yet been completed please provide the expected timeline. Activities Listed***

Guidance & Tips

- ❖ Feasibility and Milestones are designed to determine the feasibility and readiness of your project
 - If items have not been completed, describe your plan of completion
 - Options listed are including but not limited to
- ❖ Do not assume that anyone reading this application knows anything about you, your area, or the development/construction of the project as proposed
- ❖ Write in N/A or Not Applicable in the categories that do not pertain to your project*

Reviewing Application

Section 4 Continued: Includes: Scope of Work, Project Feasibility and Implementation

Project Implementation:

1 question; Narrative question:

Question: Who will be doing the work to implement grant funding and ensure project success? Please describe each project team members roles. *Lists potential roles***

Guidance & Tips

- ❖ Question is designed to determine the feasibility and readiness of your project based on your current partners and their roles
 - Options listed are including but not limited to
 - Describe your team, roles and responsibilities
- ❖ Do not assume that anyone reading this application knows anything about you, your area, or the development/construction of the project as proposed

Reviewing Application

Section 5: Funding Requests and Project Budget

- 3 questions; mix of multiple choice and short answer

Section 6: Other

- 1 question; Narrative, optional

Section 7: Demographics of Applicant

- 4 questions; *OPTIONAL*

Guidance & Tips:

- ❖ Review the amount of funding you are requesting
 - Up to \$2M is available
- ❖ We intend to provide up to 8 grants, meaning you may not receive your full request, this sections helps us understand your funding needs and other secured funding sources within your project
 - ❖ Note: No match percentage is required for your other funding sources
- ❖ Other-anything else you'd like to share with us that hasn't already been covered in the application.

PROJECT BUDGET & ATTACHMENTS

Project Budget & Attachments

What are the required attachments?

- Project budget – **required***
- Pictures of the project or intended project, i.e. pictures of buildings, classrooms, drawings/renderings – **required***
- 2 Other Attachment Opportunities– this is an optional attachment, i.e. more pictures, general contractor scope of work, etc.

Project Budget must include:

- Uses of Enterprise PSTAA grant funds
- Other (external) committed or expected funding sources, and
- Total budget costs

****project budget is available to download on our RFP website**

Example Budget - Page 1

Enterprise Community Partners-KC PSTAA RFP

Applicant / Provider Name	Little Ones Community Organization
Project Name	Little Ones Early Learning Center

Please complete the budget lines below, see instructions tab for details. Budget forms should reflect the total estimated program budget for your proposed project

Item Description (items are examples, if applicable)	Estimated Cost	PSTAA Funding Request	Other Funding Source: ABC Foundation	Other Funding Source: XYZ Giving	Other Funding Source: EFG Corporation	Other Funding Source: LMN Initiative	Other Funding Source: name the source here	Other Funding Source: name the source here	Other Funding Source: name the source here
Architect	\$ -								
Engineer	\$ -								
Permitting	\$ 52,500.00	\$ 50,000.00		\$ 2,500.00					
Designing and Procurement of Construction	\$ -								
Zoning Studies/Surveys	\$ -								
Environmental Studies	\$ -								
Construction Costs or Estimates	\$ 75,000.00				\$ 75,000.00				
Project Management	\$ -								
Insurance & Utilities during Construction	\$ 15,000.00	\$ 10,000.00	\$ 5,000.00						
Financing fees and interest	\$ -								
Acquisition (if applicable)	\$ 1,000,000.00					\$ 1,000,000.00			
Soft Cost Contingency	\$ -								
Hard Cost Contingency	\$ -								
Other:	\$ -								
Other:	\$ -								
Other:	\$ -								
Other:	\$ -								
Total Project Cost	\$ 1,142,500.00	\$ 60,000.00	\$ 5,000.00	\$ 2,500.00	\$ 75,000.00	\$ 1,000,000.00	\$ -	\$ -	\$ -

Maximum PSTAA Funding Available \$ **2,000,000**

Budget Narrative (Required)

Provide an explanation on 1) where or how you got the numbers for each line item above and 2) provide the status of each item - is it complete? If not, when will it be completed and describe challenges to completing the item, if any.

Example Budget – Page 2

Sources of Funds	
Applicant / Provider Name	Little Ones Community Organization
Project Name	Little Ones Early Learning Center

Please complete the Sources of Funds below

Funding Source Name <i>(Please list all)</i>	Total Funds Requested	Status*	Notes (if applicable)
<i>Enterprise PSTAA Grant</i>	\$ <u>60,000.00</u>	Will be applied for	
<i>Other Funding Source: ABC Foundation</i>	\$ 5,000.00	Committed	
<i>Other Funding Source: XYZ Giving</i>	\$ 2,500.00	Pending	Award announcement in 2024, first quarter
<i>Other Funding Source: EFG Corporation</i>	\$ 75,000.00	Pending	Award announcement by 2023 year-end
<i>Other Funding Source: LMN Initiative</i>	\$ 1,000,000.00	Committed	Must spend down by December 31, 2023
<i>Other Funding Source: name the source here</i>			
<i>Other Funding Source: name the source here</i>			
<i>Other Funding Source: name the source here</i>			
Total Funds Requested or Secured	\$ 2,000,000		

* Please identify the status of your application(s) from the following choices: 1) Committed, 2) Pending (application has been submitted), or 3) Will be applied for.

Commonly asked questions:

Most commonly asked questions:

1. What is Facility Pre-Development?

Examples include, but are not limited to:

- Development concept(s)
- Design expenses
- Due diligence items, such as zoning studies, environmental studies, geotechnical studies
- Permitting & zoning review
- Fundraising or capital campaign feasibility
- Construction cost estimates or engineering estimates
- DCYF licensing reviews

Commonly asked questions:

2. What is the maximum amount I can apply for?

- There is no maximum amount, tell us what you need to complete your project.
- There is no guarantee that you will be awarded your full/100% grant request.
- Be sure to answer the narrative project budget questions 1-3 under section “Funding Requests and Project Budget” in the RFP.

3. How long do I have to spend down the grant funds?

- Spend down funds by December 31, 2025
- Negotiable: project delays may occur due to permitting wait times, supply chain issues, etc.

4. Am I required to work with the WELL Fund?

- No

Commonly asked questions:

5. What kind of reporting will be required for grantees?

Funded projects will be required to submit reporting requirements during & upon completion of grant period of performance, including but not limited to:

- Total childcare slots & classrooms created;
- Community impacts
- Development progress & next steps;
- Pictures, plans or other documentation noting the progress and completion of project
- Enterprise staff conducting site visits
- Grantees will also be required to attend orientation after award announcements

6. Technical Assistance will be provided for awarded grantees and will be delivered throughout the grant process

Application Link to Apply via SlideRoom

<https://enterprise.slideroom.com/#/login/program/81722>

IMPORTANT DATES & TIMELINE

Important Dates & Timeline-insert the booking links instead here to schedule TA time

- Technical assistance will be available on:
 - ✓ Tuesday, November 12th, 8am-2:30pm PST
 - ✓ Wednesday, November 13th, 8am – 2:30pm PST
 - ✓ Thursday, November 14, 8am – 2:30pm PST
 - To book time, please [Click Here](#) or email Savannah Daniels sdaniels@enterprisecommunity.org to schedule time.
- Email questions about the RFP no later than Wednesday, December 4, 5:00pm PST. This is the last day you can ask questions.
 - Email Cassandra Ellis at: cellis@enterprisecommunity.org
- Applications are due December 6, 8:59pm PST, in the SlideRoom portal.

Application Review Timeline

- A team of 6-8 reviewers will score applications: Enterprise, King County, other local funders, community advocates and an outside consultant.
- Award announcements and contracting to begin by February 28, 2025.
- We will not be reviewing applications prior to the application due date.
- This is not a first come first serve process.

SCORING CRITERIA

Scoring Criteria

The review team will score each application that lists the following criteria:

- Serve PSTAA prioritized populations (refer to Slide 5)
- Services/programs/organizations that have trauma informed lens, culturally competent care & whole child approach to care
- Community impact & high needs geographic area
- Scope of work
- Project feasibility & Organization's operational capacity
- Project budget

Applications will be assessed via scoring and panel deliberations

ENTERPRISE PROGRAM UPDATES

Enterprise Programming Updates:

- Washington Early Learning Loan (WELL) Fund
 - Grant Funding & Financing options with our partner lenders: WCRA & Craft3
 - Ongoing TA and project Supports for projects in our pipeline
- Expansion of Enterprise Early Learning Team:
 - Cassandra Ellis
- External Consultant Patricia Julio from Julio Consulting, LLC
 - Supporting the RFP process

Enterprise Program Updates

- [King County Best Starts for Kids Grant Opportunity-LINK](#)
 - Currently Open, funding early learning facilities projects
 - You can apply for both!
 - Contact Leslie Miller - DCHScontracts@kingcounty.gov
- Free CPIN Grant 101 Workshop, tomorrow, November 8th at 12pm
[Register Here](#)

Emerging Provider Cohort: In Progress

- 8 participating organizations
- Bi-monthly trainings and TA
- Cohort receive one-on-one technical assistance in the form of:
 - Project development and real estate development
 - Financial development support
 - Intentional supports to become grant applicant ready

Last Key Reminders

- All Webinar attendees will receive:
 - A copy of slideshow
 - Link to webinar recording
 - Link to Enterprise grant website
- For others who could not attend webinar, please email Enterprise staff for templates, slideshow and other programmatic questions
- Webinar recording will also be available

Q & A TIME

Thank You!

Email us with
questions at:

Juanita Salinas

jsalinasaguila@enterprisecommunity.org

Savannah Daniels

sdaniels@enterprisecommunity.org

Cassandra Ellis

cellis@enterprisecommunity.org

 **Enterprise**

