

PRITZKER

Children's Initiative

July 29, 2020

Children's Trust of Alachua County
218 SE 24th Street
Gainesville, FL 32641
Attn: Colin Murphy
Executive Director

Dear Colin:

It is my pleasure to confirm that the *Pritzker Children's Initiative* (the "Foundation") has agreed to make a grant in the amount of Two Hundred Fifty Thousand Dollars (\$250,000) (the "Grant") to Children's Trust of Alachua County (the "Grantee") in support of Grantee's PN-3 project, as described more fully in the Grantee's impact plan, deliverables table, and budget, attached hereto as Exhibit A (the "Initiatives"), subject to the terms and conditions of this agreement (this "Agreement").

These terms apply to the Grantee's use of the Foundation's Grant:

1. Use of Grant Funds. Foundation Grant funds, and income earned thereon, may be expended only for charitable, religious, scientific, literary or educational purposes. The Grant is made only for the purposes stated in this Agreement, and no substantial variances may be made without the prior written approval of the Foundation. The Grant shall be used by the Grantee to support the Initiatives and in accordance with the grant goals, key activities, and milestones as described more fully in the attached Exhibit A.

2. Payment Terms. Upon receipt by the Foundation of a countersigned copy of this Agreement by an authorized officer of the Grantee, the Foundation agrees to pay the Grant in accordance with the following payment schedule, subject to Section 4:

Payment 1 of Forty-one Thousand Six Hundred Sixty-seven Dollars (\$41,667.00) upon receipt by the Foundation of a countersigned copy of this Agreement;

Payment 2 of Forty-one Thousand Six Hundred Sixty-six Dollars (\$41,666.00) upon receipt and review by the Foundation of the interim report and Deliverable #2 (due by January 30, 2021, as described in Exhibit A), provided that Grantee has made substantial progress on the Initiatives;

Payment 3 of Forty-one Thousand Six Hundred Sixty-seven Dollars (\$41,667.00) upon receipt and review by the Foundation of the interim report and Deliverable #3 (due by July 30, 2021, as described in Exhibit A), provided that Grantee has made substantial progress on the Initiatives;

Payment 4 of Forty-one Thousand Six Hundred Sixty-six Dollars (\$41,666.00) upon receipt and review by the Foundation of the interim report and Deliverable #4 (due by January 30, 2022, as described in Exhibit A), provided that Grantee has made substantial progress on the Initiatives;

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Payment 5 of Forty-one Thousand Six Hundred Sixty-seven Dollars (\$41,667.00) upon receipt and review by the Foundation of the interim report and Deliverable #5 (due by July 30, 2022, as described in Exhibit A), provided that Grantee has made substantial progress on the Initiatives;

Payment 6 of Twenty Thousand Eight Hundred Thirty-four Dollars (\$20,834.00) upon receipt and review by the Foundation of the interim report and Deliverable #6 (due by January 30, 2023, as described in Exhibit A), provided that Grantee has made substantial progress on the Initiatives;

Payment 7 of Twenty Thousand Eight Hundred Thirty-three Dollars (\$20,833.00) upon receipt and review by the Foundation of the final report and Deliverable #7 (due by July 30, 2023, as described in Exhibit A), provided that Grantee has made substantial progress on the Initiatives.

3. Use of Income and Return of Unused Funds. The Foundation encourages, whenever feasible, the deposit of Grant funds in an interest-bearing account. Any grant funds, and any income earned thereon, not expended or committed for the purposes of the grant will be returned to the Foundation. The Grantee will notify the Foundation prior to returning any unused funds.

4. Material Adverse Change. Should any material adverse change occur or become known to the Foundation affecting the business, operations, properties, or financial condition of the Grantee, including a material change in leadership or inability of Grantee to complete the project, the Foundation may withhold payment according to the abovementioned schedule until such material adverse change shall be cured, or indefinitely should the defect not be cured.

5. No Lobbying or Political Campaign Activity. The Grant funds may not be used by the Grantee to carry on propaganda, or otherwise to attempt to influence any legislation, within the meaning of Section 4945 of the Internal Revenue Code of 1986, as amended (the "Code"), and the Treasury Regulations thereunder. For the avoidance of doubt, Grantee agrees that neither Grantee nor its partners may use the funds of the Grant for any lobbying or political campaign activities, regardless of whether such activities are otherwise permissible for the Grantee or its partners. Specifically, to the extent the projects involve meetings with candidates for public office, then Grantee and its partners specifically must provide and require that such meetings will be for educational and issue advocacy purposes only and not include or involve any request or ask for support of the issues as part of a campaign promise or other intervention in the political campaign.

If the Initiatives include activities that constitute attempts to influence legislation within the meaning of section 4945 of the Code, Grantee represents and warrants to the Foundation that the amount of the Grant to be paid to the Grantee for each year (as set forth in the schedule in section 2 above) does not exceed the amount budgeted for such year for activities that are not attempts to influence legislation (as shown in the budget set forth in Exhibit A hereto).

6. Required Reports. Written reports, signed by an appropriate officer of the Grantee, are to be furnished to the Foundation, to the attention of the President, as follows: interim reports shall be due on or before January 30, 2021; July 30, 2021; January 30, 2022; July 30, 2022; and January 30, 2023; and a final report shall be due on or before July 30, 2023. All reports shall contain a financial statement and a detailed narrative account of what was accomplished by the Grant funds, including a statement of progress describing the steps taken toward achieving the Grant goals, key activities, and milestones set forth in Exhibit A. The financial statement should

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reflect expenditures of the grant funds, and any income earned thereon as of the end of the period covered by the report.

In addition, each report shall include a certification by an appropriate officer of the Grantee that the amount of the Grant funds paid to the Grantee during the applicable reporting period did not exceed the amount budgeted by the Grantee for such year for activities of the project that are not attempts to influence legislation within the meaning of section 4945 of the Code.

7. Evaluation and Monitoring. The Foundation may monitor and conduct an evaluation of operations under the Grant, which may include a visit from Foundation Directors or other personnel to (a) observe the Grantee's programs, (b) discuss the programs with the Grantee's personnel, and (c) review financial and other records and materials connected with the activities financed by the Grant.

8. Publicity and Recognition. The Grantee may include basic information about the Grant in its public reports and may also refer to the Grant in a press release. If there are special considerations concerning the public announcement of the Grant at your organization, or if you would like to coordinate a public announcement of the Grant with the Foundation's announcement, we encourage you to contact the President of the Foundation to discuss your concerns. The Grantee shall refer to the Foundation and the Grant in all appropriate publications, including the Grantee's annual reports, donor honor rolls, websites, brochures, announcements and commemorative signage, and the Foundation shall be referred to in all such materials as the "Pritzker Children's Initiative." The Foundation may at any time direct the Grantee to discontinue any use of the Pritzker name in connection with the Grant, whereupon the Grantee shall promptly cease to use the Pritzker name.

9. Tax Status. The Grantee certifies that it has been determined by the IRS to be a governmental unit described in Code Section 501(c)(1) or an organization described in Code Section 501(c)(3) and a public charity described in either Code Section 509(a)(1) or 509(a)(2), and that this determination has not been revoked or modified and continues in full force and effect. If at any time the tax status of the Grantee is revoked or modified, please notify the Foundation immediately. No payment hereunder shall be required to be made by the Foundation at any time after the Grantee ceases to be a governmental unit described in Code Section 501(c)(1) or an organization described in Code Section 501(c)(3) and a public charity described in Code Section 509(a)(1) or 509(a)(2).

10. No Personal Benefit. None of the current or former directors or officers of the Foundation are intended to receive any personal benefit in exchange for facilitation of the Grant from the Foundation to the Grantee.

11. Compliance with U.S. Law. The Grantee agrees to comply with all applicable United States law.

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If this Agreement correctly sets forth your understanding of the terms of the Grant, please indicate your agreement to such terms by having the enclosed copy of this Agreement countersigned by an appropriate officer of your organization and returned to the Foundation to the attention of the President.

Sincerely,

PRITZKER CHILDREN'S INITIATIVE

By: _____
Janet Froetscher, President

Date: _____, 2020

AGREED AND ACKNOWLEDGED BY:

CHILDREN'S TRUST OF ALACHUA COUNTY

By: _____

Date: _____, 2020

APPROVED AS TO FORM



Alachua County Attorney

Exhibit A

COMMITMENTS FROM ALL PCI GRANTEES
Promote prenatal-to-three issues, policies, and opportunities in alignment with PCI’s Messaging Framework and Style Guide as provided by the PCI program officer. Grantee staff with responsibilities for external communications should be available to participate in communication strategy discussions as requested.
Promote PCI messages and resources throughout Grantee’s membership or network as applicable.
Be responsive to requests from the PCI team and fellow grantees for information, connections, or other resources in furtherance of our collective goals.
Be responsive to requests from PCI in furtherance of the overall initiative, such as feedback on strategy development and review of written materials on a reasonable, as-needed basis.
Contribute knowledge and connections to the PCI’s grantee initiatives as well as PCI Technical Assistance providers in furtherance of the strategy to equip state and local leaders with the resources and tools they need to advance PN-3 policies and programs.

DELIVERABLE TABLE			
DELIVERABLE	DESCRIPTION	DUE DATE	PAYMENT
#1 - FULLY-EXECUTED GRANT AGREEMENT	Payment #1/7: Made upon receipt of the fully-executed grant agreement.	07/30/2020	\$41,667.00
#2 - INTERIM REPORT #1 + DELIVERABLES	Payment #2/7: Will be made upon receipt and approval by PCI of satisfactory completion of the following deliverables: <ul style="list-style-type: none"> • Interim Progress and Financial Report that details that expenditures and cash receipts are occurring as proposed and that work is on track to achieve objectives. • Discussion between the grantee and PCI to assess the status of the work and PCI assessment that the work is on track to achieve objectives. • Submission to PCI of a template of baseline numbers of children/families served to date as a starting measure for the numbers proposed to achieve under this grant. Baseline data numbers should be disaggregated by race and ethnicity. If disaggregated data is not available, please include a plan for tracking future progress towards expanded services from a racial equity perspective. • Updated financial statements/most recent audit showing satisfactory financial condition 	01/30/2021	\$41,666.00
#3 - INTERIM REPORT #2 + DELIVERABLES	Payment #3/7: Made upon receipt and approval by PCI of satisfactory completion of the following deliverables: <ul style="list-style-type: none"> • Interim Progress and Financial Report that details that expenditures and cash receipts are occurring as proposed and that work is on track to achieve objectives. • Discussion between the grantee and PCI to assess the status of the work and PCI assessment that the work is on track to achieve objectives. • Achievement of service expansion goals as reflected in impact plan to be achieved by 6/30/2021 • Provision of updated plans and concrete measures/deliverables of anticipated progress for the next grant year that are approved in advance by PCI as acceptable. • Updated financial statements/most recent audit showing 	07/30/2021	\$41,667.00

	satisfactory financial condition		
#4 - INTERIM REPORT #3 + DELIVERABLES	<p>Interim Report #4/7: Made upon receipt and approval by PCI of satisfactory completion of the following deliverables:</p> <ul style="list-style-type: none"> • Interim Progress and Financial Report that details that expenditures and cash receipts are occurring as proposed and that work is on track to achieve objectives. • Discussion between the grantee and PCI to assess the status of the work and PCI assessment that the work is on track to achieve objectives. • Updated financial statements/most recent audit showing satisfactory financial condition 	01/30/2022	\$41,666.00
#5 - INTERIM REPORT #4 + DELIVERABLES	<p>Payment #5/7: Made upon receipt and approval by PCI of satisfactory completion of the following deliverables:</p> <ul style="list-style-type: none"> • Interim Progress and Financial Report that details that expenditures and cash receipts are occurring as proposed and that work is on track to achieve objectives. • Discussion between the grantee and PCI to assess the status of the work and PCI assessment that the work is on track to achieve objectives. • Achievement of service expansion goals as reflected in impact plan to be achieved by 6/30/2023. • Receipt of an additional \$75,000 in funding to support achievement of efforts to move forward your PN-3 plans. • Provision of updated plans and concrete measures/deliverables of anticipated progress for the next grant year that are approved in advance by PCI as acceptable. • Projections for expanding services to 50% of the target population within 3-5 years • Updated financial statements/most recent audit showing satisfactory financial condition 	07/30/2022	\$41,667.00
#6 - INTERIM REPORT #5 + DELIVERABLES	<p>Payment #6/7: Made upon receipt and approval by PCI of satisfactory completion of the following deliverables:</p> <ul style="list-style-type: none"> • Interim Progress and Financial Report that details that expenditures and cash receipts are occurring as proposed and that work is on track to achieve objectives. • Discussion between the grantee and PCI to assess the status of the work and PCI assessment that the work is on track to achieve objectives. • Updated financial statements/most recent audit showing satisfactory financial condition 	01/30/2023	\$20,834.00
#7 - FINAL REPORT + DELIVERABLES	<p>Payment #7/7: Made upon receipt and approval by PCI of satisfactory completion of the following deliverables:</p> <ul style="list-style-type: none"> • Final Progress and Financial Report that details that expenditures and cash receipts are occurring as proposed and that work is on track to achieve objectives. • Discussion between the grantee and PCI to assess the status of the work and PCI assessment that the work is on track to achieve objectives. • Achievement of service expansion goals as reflected in impact plan to be achieved by 6/30/2023. • Documentation provided that indicates that outcomes will likely be achieved within the state by the years indicated in the impact plan as a result of the grant activities. 	07/30/2023	\$20,833.00

Implementation Plan

Children's Trust of Alachua County "On the Way" Strategic Plan				
Objective 1: Increase participation rates of those living <200% FPL by 17% annually in existing federally, state, and locally funded maternal and infant health programs (WIC, Healthy Start, MIECHV, NewboRN, etc.)				
Strategy 1 (How your initiative will achieve Objective 1)	Key Activities (what will you actually do or accomplish as part of this strategy)	Anticipated Results (Major Milestone)	Anticipated Completion Date	Year 1 Progress Markers (new progress markers will be submitted to and agreed upon by PCI before approval of second year payment)
Increased outreach and engagement of families and children living <200 %FPL	Development of a mobile application that with or without assistance prospective clients can determine which services they are likely eligible for	App available for all major platforms and in use by all key Providers like WIC, Healthy Start, NewboRN, etc.	12/1/2021	7/1/2021 Scope of work completed and contract issued for the development of a Web Application
	Direct street outreach activities to substance using, mentally ill, and otherwise vulnerable pregnant women	Additional pregnant and post-partum mothers will be engaged in services	6/1/2022	Working with Healthy Start, by 5/31/2021, 10 agencies will be identified and will receive additional support for outreach activities
	Staff training and Provider technical assistance to improve outreach and engagement activities	Documented increase in the number of staff hours dedicated to outreach, measurement of the number of contacts and enrollees.	12/1/2021	
System mapping of service touchpoints and formalization of intake, referral and information sharing protocols	Increase connections with the faith communities to develop a "Peer Support" component to overcome stigma and other concerns about connecting with programs	Peers recruited, training provided, 10 Peers trained and connecting with prospective families	12/1/2022	Completed by 5/31/2021
	Ongoing service touchpoint identification to add new services, introduce new key contacts, to maintain a complete and update catalog of services for families <200% FPL.	Ongoing updated data base of staff and agencies providing services to families >200% FPL	6/1/2021	
	Evaluation of changes in the number and percentage of all eligible families being served or connected	Achieve a documented increase in the number of eligible families served	12/1/2023	

Greater interagency coordination, inclusiveness, and effectiveness among 10 County Regional providers	Information sharing, review of data metrics on number and percentages of all families <200% FPL	Steadily increasing percentages of families served	12/1/20, 12/1/21, 12/1/22, 12/1/23	Key members of a "coordinating council" identified and two quarterly meetings held by 5/31/2021
	Organized, routine meetings with expanded participation to include information sharing, review of data metrics, networking and collaborating on key projects like centralized intake	One or more systemic issues are eliminated and group project completed	12/1/20, 12/1/21, 12/1/22, 12/1/23	
Replication through State-wide agencies, collaborative, and similarly related initiatives	Building on existing relationships, Identify and engage state-wide policy makers and influencers, share project results, and suggest policies to better align key issues related to licensing, funding, and related legislative items	Following two and three years of activities the initiatives will show positive movement which is quantified and shared through various networks	12/1/22 and 12/1/23	By 5/31/2021, work with the Florida Children's Council to adopt at least one PN-3 policy agenda item

Strategy 2 (How your initiative will achieve Objective 2)	Key Activities (what will you actually do or accomplish as part of this strategy)	Anticipated Results (Major Milestone)	Anticipated Completion Date	Year 1 Progress Markers (new progress markers will be submitted to and agreed upon by PCI before approval of second year payment)
Provide financial and technical assistance for Providers to attain Gold Seal quality improvement status and increase availability of infant care	Assist providers in understanding requirements, help in selecting an accreditation body, share sample business plans, policies, and other related materials to attain Gold Seal status	Hold one or more annual informational events to introduce, dispel myths, and work through business plan dynamics of the Gold Seal program	12/1/2021	by 5/31/2021, develop and fund one TA cohort
	Pritzker Fellow will coordinate efforts to find financial incentives that will be provided to organizations demonstrating a commitment to provide high quality infant care	Increase the number of accredited entities providing infant care by 50% annually. Technical Assistance Consultants with expertise in accreditation requirements, financing, and professional development are engaged as needed	Measured annually	
	Arrange for the provision of individualized technical assistance to providers demonstrating a commitment to attaining Gold Seal status.		on-going	

	Coordinate with the Early Learning Coalition of Alachua County to identify centers in need of and willing to accept Practice-Based Coaching	8-10 classrooms (60 children) complete the coaching program	yearly	By 6/30/21, teachers in 8-10 infant/toddler classrooms have completed the coaching program
Provide financial incentives for Early Care and Education Personnel to attend training	Develop a scholarship and recognition program for early care para-professionals, professionals, and administrators attaining various levels of expertise through continual learning	At least 50% of those participating in the scholarship program will advance beyond minimum proficiencies	Measured annually	by 5/31/2021, develop an application process and plan for implementation

Impact Plan: The project above will result in the increases outlined in the chart below.

Anticipated Impact on Children and Families of Proposed Achievement (over baseline for 2021 then over prior year)	Year 1 06/30/2021 Increase over Baseline	Year 2 06/30/2022 Increase over Year 1	Year 3 06/30/2023 Increase over Year 2	Total Expansion
Annually increase the # of families with infants/toddlers participating in WIC	50	75	125	250
Annually increase the # of families participating in NewbornRN	15	30	60	105
Annually increase number of families with infants/toddlers receiving services through Connect	30	70	130	230
Annually increase the number of infants/toddlers in high quality classrooms as a result of their participation in ELC Coaching Services	60	60	60	180
Annually increase the # of families with infants/toddlers participating in home visiting programs	15	35	65	115
Annually increase # of infants/toddlers in quality early learning classrooms as measured by a minimum score of 4.0 in the CLASS assessment	0	96	97	145
Annually increase the # of infants/toddlers in high quality child care rated as "Gold Seal"	8	15	25	48
Alachua County's Total Goal	178	381	562	1,073
25% of Alachua County's 0-3, <200% FPL Population				916

Project Budget

Children's Trust of Alachua County "ON THE WAY" Budget						
Children's Trust of Alachua County CIG - Alachua County, FL				Year 1	07/01/2020-06/30/2021	
				Year 2	07/01/2021-06/30/2022	
				Year 3	07/01/2022-06/31/2023	
EXPENSE	DESCRIPTION	YEAR 1	YEAR 2	YEAR 3	TOTAL	
Pritzker Fellow	Salary and Fringes	\$94,500	\$97,335	\$100,255	\$292,090	
Technical Assistance	Touchpoint Mapping	\$10,000	\$10,000	\$0	\$20,000	
Quality Improvements	Financial Incentives/Scholarships		\$20,000	\$28,500	\$48,500	
Infant Capacity Building	Financial Incentives and Training		\$10,000	\$28,500	\$38,500	
Travel	Required Meetings/Events	\$5,000	\$5,000	\$5,000	\$15,000	
NewboRN	Nurse Home Visit Program	\$400,000	\$400,000	\$400,000	\$1,200,000	
CHILD Center	Transforming Professional Development	\$439,228	\$439,228	\$439,228	\$1,317,684	
Meridian Behavioral	Social and Emotional Development Program	\$354,636	\$354,636	\$354,636	\$1,063,908	
Expense #9	Florida Children's Council	\$12,500	\$12,500	\$12,500	\$37,500	
Expense #10	App development	\$10,000			\$10,000	
TOTAL ANTICIPATED BUDGET TO ACHIEVE IMPLEMENTATION PLAN		\$1,325,864	\$1,348,699	\$1,368,619	\$4,043,182	
REVENUE SOURCES	SOURCE	YEAR 1	YEAR 2	YEAR 3	TOTAL	
Pritzker - CIG		\$83,500	\$83,500	\$83,000	\$250,000	
Children's Trust	Property Tax Revenue	\$48,500	\$71,335	\$91,755	\$211,590	
Children's Trust (in-kind)	NewboRN, CHILD Center, and Meridian	\$1,193,864	\$1,193,864	\$1,193,864	\$3,581,592	
TOTAL REVENUE		\$1,325,864	\$1,348,699	\$1,368,619	\$4,043,182	
					Total Lobbying Expenses	\$37,500
					Total Non-Lobbying Expenses	\$4,005,682
					Total Expenses	\$4,043,182
<p>The Children's Trust of Alachua County certifies that the funds requested from the Pritzker Children's Initiative for this project (Children's Trust - ON THE WAY) are less than or equal to the non-lobbying portion of the budget and that there is no agreement, oral or written, directing the grant funds to be used for lobbying activities. The Children's Trust of Alachua County agrees to assume sole responsibility for ensuring compliance with U.S. federal laws, rules, and regulations as they pertain to lobbying and the use of private foundation funds.</p>						

Budget Narrative

Children's Trust of Alachua County "Early Connections"	
Budget Narrative	
Expense	
Pritzker Fellow calculated at full time status (40 hours week, 52 weeks per year) on an estimated annual salary basis of \$70,000 plus the cost of fringes.	
Fringes include health, dental, life insurances, FICA, Florida retirement, and workers compensation; same level of benefits as offered to all other employees.	
A Technical Assistance provider will be contracted with to conduct a mapping exercise(s) including visuals of all touchpoints related to maternal health in a 10 County region to assist a network team with identifying where new and formal protocols need to be implemented to increase referrals.	
Financial incentives, specific amounts to be determined, will be provided to prospective early care and education centers committed to attaining Gold Seal status and are designed to eliminate financial barriers associated with developing a revised business plan, offsetting the expense of accreditation, etc. Once Gold Seal status is attained a Provider is eligible for a 20% increase in subsidy and certain tax exemptions. Financial incentives and scholarships will be provided to all Provider personnel that engage in recommended professional development programs and activities. CTAC intends to develop a structured level system of professional development consistent with Gold Seal status and best practice. Incentives will be cumulative to motivate personnel to continue building their skills over time and to help with employee retention. Travel costs are general estimates to send a minimum of 3 personnel to an annual Pritzker meeting. The annual contract cost for each of the three initiatives is included as these programs are essential to providing an increased level of direct service in support of the overall strategic initiative. As further explained below, each of these initiatives are subject to future appropriations. Current contracts are effective October 1, 2019 and continuing through September 30, 2020. Each contract has an option to renew for one additional year.	