



1700 S. El Camino Real, Suite 405  
San Mateo, CA 94402-3050  
www.first5sanmateo.org

**FIRST 5 SAN MATEO COUNTY  
FINANCE AND ADMINISTRATION COMMITTEE MEETING**

**DATE:** Monday, August 13, 2018  
**TIME:** 9:00 AM to 10:00 AM  
**ADDRESS:** 1700 S. El Camino Real, Suite 405  
San Mateo, CA 94402

**MEMBERS:** Pam Frisella, Michael Garb, Rosanne Foust

**STAFF:** Kitty Lopez, Khanh Chau

**AGENDA**

AGENDA		
1.	<b>Approval of the Finance and Administration Committee Agenda</b>	<b>Garb</b>
2.	<b>Approval of the June 11, 2018 Finance and Administration Committee Meeting Minutes (See Attachment 2)</b>	<b>Garb</b>
3.	<b>Review of F5SMC Financial Documents; Provide Feedback for Follow-Up Presentation at the August 27, 2018 Commission Meeting (See Attachments 3 – 3C)</b>	<b>Lopez / Chau</b>
4.	<b>Verbal Update:</b> <ul style="list-style-type: none"><li>• <b>MOU with County of San Mateo Human Services Agency for the Build-Up Kids in San Mateo</b></li></ul>	<b>Lopez</b>
<b>Next Meeting: September 10, 2018</b>		

**FIRST 5 SAN MATEO COUNTY  
FINANCE AND ADMINISTRATION COMMITTEE  
MEETING MINUTES**

**June 11, 2018**

- Commission Member: Michael Garb, Pam Frisella
- Staff: Kitty Lopez, Khanh Chau
- Minutes: Khanh Chau

Commissioner Rosanne Foust absent.

**1. Approval of the Finance and Administration Committee Meeting Agenda**

A Motion for Approval of the June 11, 2018 Finance and Administration Committee Meeting Agenda was made by Commissioner Frisella, seconded by Commissioner Garb. Unanimously approved.

**2. Approval of the April 16, 2018 Finance and Administration Committee Meeting Minutes**

A Motion for Approval of the April 16, 2018 Finance and Administration Committee Meeting Minutes was made by Commissioner Frisella, seconded by Commissioner Garb. Unanimously approved.

**3. Review Budget Monitoring Report as of April 30, 2018**

Kitty Lopez briefly highlighted key points of the Budget Monitoring Report as of April 30, 2018. Revenues produce net projections with 4% lower than YTD benchmark due to timing issues in grant execution of the F5CA IMPACT Grant and the Help Me Grow Grant. Total Appropriations produce net projections with 16% lower than YTD benchmark in both Program Appropriations and Administrative Appropriations.

Committee members reviewed the Budget Monitoring Report and had no further questions.

**4. FY2018-2019 Draft Budget**

Kitty Lopez briefly highlighted key points of the FY2018-2019 Draft Budget and the accompanying Budget memo. F5SMC will receive back-fill in FY2018-2019 for the drop of Prop 10 Tax Revenue in FY2017-2018 due to the implementation of various Tobacco Tax laws.

Committee members reviewed the FY2018-2019 Draft Budget; asked about the size of back-fill from Prop 10 monies and the update of A87 adjustment by the County. Staff Khanh Chau responded that the back-fill will be approximately \$800K in FY2018-2019; there was an A87 adjustment of \$30K in FY2017-2018 to F5SMC and it would be a one-time adjustment.

The FY 2018-2019 Draft Budget includes moving the Administrative Secretary from an Agile Term Position to Regular, Full time position starting in September, 2018. Myra Cruz, in addition to fulfilling the many administrative duties of the agency, also fulfills the role of communications coordination and website maintenance; all are critical components to the agency's infrastructure and operations. The Committee supported the change in position and the increase in the Administrative Salaries and Benefits line item in the budget.

Committee members suggested reallocating the \$4K budget as the under spending fund carried-over to FY2018-2019 for one-time purchase of smaller office furniture from the Annual Facilities Lease budget line to the General Office Supplies budget line; Committee members also suggested staff to review for any possible budget reduction in the Membership Dues, Meeting and Conference Expenses, and All Other Services Charges. Kitty Lopez instructed staff to take action on Committee members' suggestions for the budget presentation at the Commission Meeting. Committee members endorsed the approval of the modified FY18-19 Draft Budget reflecting the changes that Committee members' suggested above.

A Motion for Recommend Approval of F5SMC's FY2018-2019 Draft Budget with the budget modification suggested above and the Use of Ending Fund Balance (Reserves\*) to Fund F5SMC's FY2018-2019 Adopted Budget was made by Commissioner Frisella, seconded by Commissioner Garb. Unanimously approved.

**5. Review and Recommend Approval to Present Long-Term Financial Plan (LTFP) from FY2018-2019 through FY2024-2025 (FY17/18 Update)**

Kitty Lopez briefly highlighted key points of the F5SMC's Long-Term Financial Plan (LTFP) as presented in the fiscal memo and accompanying charts. Kitty Lopez cited that the proposed SPIP investment reduction during period FY2020-2025 represents a step down of 39% with an even investment of \$3.79 million each year across said 5-year span.

Committee members commended that given the continuing declining trend of Prop 10 Tax Revenue, the new additional revenue sources that have been added make the overall financial picture look better than previously projected.

Committee members commended the LTFP memo and accompanying charts are clean and good documents. Committee members endorsed the presented LTFP.

A Motion for Recommend Approval of F5SMC's Long-Term Financial Plan (LTFP) from FY2018-2019 through FY2024-2025 (FY17/18 Update) was made by Commissioner Frisella, seconded by Commissioner Garb. Unanimously approved.

**6. Review and Recommend Approval of Communication Consultation Services Agreement to Runyon Saltzamn Inc. (RSE) in the Amount of \$99,396, Contract Term effective July 1, 2018 through June 30, 2019**

Kitty Lopez cited that agency received 2 proposals out of 3 RFQs. Kitty Lopez made recommendation for contracting the Communication Consultation Services to Runyon Saltzman, Inc. (RSE), F5SMC's current contractor, who has delivered good communication services during the last two years; RSE was selected also for its good and thorough proposal of Communication Consultation Services to F5SMC.

Committee members reviewed and endorsed the Communication Consultation Services Agreement to RSE.

A Motion for Recommend Approval of the Communication Consultation Services Agreement to Runyon Saltzamn Inc. (RSE) in the Amount of \$99,396, Contract Term effective July 1, 2018 through June 30, 2019, was made by Commissioner Frisella, seconded by Commissioner Garb. Unanimously approved.

**7. Review and Recommend Approval of Amendments to Agreements for the First 5 California IMPACT Grant to San Mateo Office of Education in the Amount of \$1,327,526, and to Child Care Coordinating Council of San Mateo County, Inc., Contract Term effective May 1, 2016 through June 30, 2020**

Kitty Lopez cited these Amendments to Agreements for the First 5 California IMPACT Grant to San Mateo County Office of Education (SMCOE) and Child Care Coordinating Council of San Mateo County, Inc., (4Cs) are for contract term extension to align with 5-year F5CA IMPACT Grant

Committee members reviewed and endorsed the Amendment to Agreement to SMCOE and 4Cs.

A Motion for Recommend Approval of Amendments to Agreements for the First 5 California IMPACT Grant to San Mateo Office of Education in the Amount of \$1,327,526, and to Child Care Coordinating Council of San Mateo County, Inc., Contract Term effective May 1, 2016 through June 30, 2020 was made by Commissioner Frisella, seconded by Commissioner Garb. Unanimously approved.

**8. Verbal Update: Amendment to the Watch Me Grow grant to Community Gatepath.**

Kitty Lopez cited that staff has currently worked on leveraging funding from County Health System for a cost sharing contribution to the Watch Me Grow grant to Community Gatepath with more details will be update to Finance and Commission Meeting.

Committee members voted to cancel the July 9, 2018 Finance and Administration Committee Meeting. The next Finance and Administration Committee Meeting is scheduled on Monday August 13, 2018

Commissioner Garb adjourned the meeting at 9:45AM.

**DATE:** August 13, 2018

**TO:** First 5 San Mateo County Finance and Administration Committee

**FROM:** Kitty Lopez, Executive Director

**RE:** Review of F5SMC Financial Documents; Provide Feedback for Follow-Up Presentation at the August 27, 2018 Commission Meeting

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#### **ACTION REQUESTED**

**Review of F5SMC Financial Documents; Provide Feedback for Follow-Up Presentation at the August 27, 2018 Commission Meeting**

#### **BACKGROUND**

1. **F5SMC's Long-Term Financial Plan LTFP (FY17/18 Update)** was approved at the June 25, 2018 Commission Meeting (**Attachment 3A**) including 2 Funding Cycles:

A: Round 1: 3-year Funding Cycle FY15-18

B: Round 2: 2-year Funding Cycle FY18-20

Due to timing issues of the new Strategic Plan Implementation Plan (SPIP), Round 1 has several strategies that are staggered and contracted one year later under 2-year contracts while majority of Round 1 contracts are 3-year contracts.

2. **Master Strategic Plan Implementation Plan (SPIP) Funding Allocations FY18-20 - Round 2 (Attachment 3B)** was approved at the August 28, 2017 Commission Meeting.

#### **ISSUE REQUIRED FURTHER CLARIFICATION**

At the June 25, 2018 Commission Meeting, some grantees raised concerns about the variances of their grant awards in FY18-20 with approximate 20% funding reduction versus the 3% Average Step-Down FY18-20 that was presented in the LTFP (FY17/18 Update).

Grantees did not have any questions on other elements of the LTFP (FY17/18 Update) or any questions about the dollar amount of its grant awards in FY2018-2020.

This memo is to provide further clarification and analysis to address the public question about the differences between the Average Step-Down (%) FY18-20 as presented in the LTFP (FY17/18 Update) and the contract reduction % amount and to demonstrate First 5 San Mateo County's fiscal transparency policy.

#### **ANALYSIS**

The comparison of the Funding Changes % of an individual grant award in FY18-20 as presented on the Master Strategic Plan Implementation Plan (SPIP) Funding Allocations FY18-20 (Attachment 3B) with the SPIP Average Step-Down (%) in FY18-20 as presented on the LTFP (FY17/18 Update) (Attachment 3A) is not completely comparable due to the following:

1. The FTFP provides a big picture of 10-year financial position and financial planning of the F5SMC; whereas the Master SPIP Funding Allocations FY18-20 details funding recommendations for Continuing Program Grants over the 2-year Funding Cycle FY18-20. In other word, the Master SPIP Funding Allocations FY18-20 is a small portion of F5SMC's LTFP.

2. LTFP uses 3-year SPIP Average of Round 1 to compare with 2-Year SPIP Average of Round 2
3. Meanwhile, the Master SPIP Funding Allocations FY18-20 uses the Average Annual Allocation of 2 or 3 Year Contracts of Round 1 in its compilation of the Funding Changes %. This approach makes Round 2 Step-Down % of individual program with 2-year contract term look larger than with 3-year contract term.
4. LTFP presents BOTH Financial Actuals and Financial Planning and includes Discontinued Grants and Cycle 2's Grants executed in FY15-16 whereas the Master SPIP Funding Allocations FY18-20 reflects ONLY Financial Planning of the Recommended Funding Allocations of Continuing Grants:
  - There were \$521K of various Cycle 2 grants that were executed and reported in Cycle 3 of the LTFP (\$428K Bridge to Success grant, \$5.2K Services Corp grant, and \$88K Comprehensive Evaluation); however, these grant expenditures are not included in the Master SPIP Funding Allocations FY18-20;
  - There are also Discontinued Grants in Round 2 totaling \$750K that are reported on LTFP (FY17/18 Update); however, these Discontinued Grants in Round 2 are not presented on the Master SPIP Funding Allocations FY18-20.
5. **Summary Master SPIP Funding Allocations FY18-20 Analysis (Attachment 3C)**

A detailed analysis of the Summary Master SPIP Funding Allocations FY18-20 shows that Funding Allocations for EACH investment focus areas vary in a wide range and include BOTH Increased Funding, Decreased Funding, Discontinued Funding, and/or NEW Funding Allocations:

- There are 3 investment focus areas with NEW Funding Allocations (\$290K Other Evaluation Project; \$200K Help Me Grow Call Center, and \$400K Emerging Projects) and with Average Increased Funding Allocations in Round 2 (presented in blue color) showing both the range of increases and average percentage increase;
- There are 3 investment focus areas with Average Decreased Funding Allocations in Round 2 (presented in pink color) showing both the range of reductions and the average percentage reduction.

The Funding Changes % (Step-Up/Step-Down %) of each individual program FY18-20 within each SPIP investment focus areas varies from decreased to increased funding. Therefore, an Average Step-Up or Average Step-Down % is generally used.

#### **6. Calculation of 3% SPIP Average Step-Down compiled in the LTFP**

- We use 3-year Average in compilation of the % SPIP Average Step-Down on the LTFP because Round 1 is a 3-year Funding Cycle in nature.
- LTFP (FY17/18 Update) reflects a 3% SPIP Average Step-Down from Round 1 to Round 2, or a reduction from 3-year SPIP Average of \$6.379M (Round 1) down to 2-year SPIP Average of \$6.183M SPIP (Round 2).

#### **ACTION REQUESTED**

**Review of F5SMC Financial Documents; Provide Feedback for Follow-Up Presentation at the August 27, 2018 Commission Meeting**



**LONG-TERM FINANCIAL PLAN LTFP ( FY17/18 UPDATE)**

Commission approved at the June 25, 2018 Commission Meeting

	CYCLE 3					CYCLE 4					Notes
	FY 15-16 Actual	FY16-17 Actual	FY 17-18 Revised Budget	FY 18-19 Projection	FY 19-20 Projection	FY20-21 Projection	FY21-22 Projection	FY22-23 Projection	FY23-24 Projection	FY24-25 Projection	
<b>BEGINNING FUND BALANCE (Beginning Reserves*)</b>	16,205	15,457	14,922	11,195	9,147	6,969	6,892	6,657	6,249	5,631	
Interest	136	156	125	112	91	70	64	56	46	50	
Tobacco Tax - Prop 10 Tax Revenue	6,098	5,846	5,086	5,783	5,560	5,369	5,217	5,053	4,851	4,657	
F5CA Other Prop 10 Tax Grants / IMPACT Grant	219	428	673	524	575	300	300	300	300	300	
Other Non-Prop 10 Grants & Other Revenue	289	263	100	321	-	200	200	200	200	200	
<b>Total Revenues</b>	<b>6,742</b>	<b>6,693</b>	<b>5,984</b>	<b>6,740</b>	<b>6,226</b>	<b>5,939</b>	<b>5,781</b>	<b>5,609</b>	<b>5,397</b>	<b>5,207</b>	
<b>TOTAL AVAILABLE FUND (Total Sources*)</b>	<b>22,947</b>	<b>22,150</b>	<b>20,906</b>	<b>17,935</b>	<b>15,373</b>	<b>12,908</b>	<b>12,673</b>	<b>12,265</b>	<b>11,647</b>	<b>10,837</b>	
<b>APPROPRIATIONS</b>											
<b>A. SPIIP Average Step Down (%)</b>		<b>-20%</b>		<b>-3.09%</b>				<b>-39%</b>			
<b>A. SPIIP Average (\$)</b>		<b>6,379</b>		<b>6,183</b>				<b>3,780</b>			
<b>A. Strategic Plan Investment SPIIP (excl. B. Other Grants)</b>	<b>5,663</b>	<b>5,781</b>	<b>7,694</b>	<b>6,253</b>	<b>6,112</b>	<b>3,780</b>	<b>3,780</b>	<b>3,780</b>	<b>3,780</b>	<b>3,780</b>	
Community Investments (FE, CD, EL)	5,392	5,261	6,659	5,020	4,954						
Evaluation	88	182	148	307	281						
Policy, Advocacy, & Communications (PAC)	183	338	887	926	877						
<b>B. Other Grants</b>	<b>360</b>	<b>326</b>	<b>709</b>	<b>683</b>	<b>405</b>	<b>400</b>	<b>400</b>	<b>400</b>	<b>400</b>	<b>400</b>	
F5CA IMPACT /Other Prop 10 Tax Grants	10	326	624	417	405	250	250	250	250	250	
Other Non-Prop 10 Grants (RTT, DLP, HMG, SBCF)	350		85	266		150	150	150	150	150	
<b>C. Evaluation and Program Staff S&amp;B</b>	<b>426</b>	<b>585</b>	<b>692</b>	<b>752</b>	<b>762</b>	<b>703</b>	<b>703</b>	<b>703</b>	<b>703</b>	<b>703</b>	
<b>Total Program Appropriations (A+B+C)</b>	<b>6,449</b>	<b>6,692</b>	<b>9,095</b>	<b>7,688</b>	<b>7,279</b>	<b>4,883</b>	<b>4,883</b>	<b>4,883</b>	<b>4,883</b>	<b>4,883</b>	
<b>D. Services and Supplies</b>	<b>107</b>	<b>55</b>	<b>122</b>	<b>142</b>	<b>142</b>	<b>145</b>	<b>145</b>	<b>145</b>	<b>145</b>	<b>145</b>	
<b>E. Other Charges</b>	<b>207</b>	<b>245</b>	<b>290</b>	<b>285</b>	<b>285</b>	<b>285</b>	<b>285</b>	<b>285</b>	<b>285</b>	<b>285</b>	
<b>F. Admin Staff S&amp;B</b>	<b>730</b>	<b>626</b>	<b>660</b>	<b>673</b>	<b>698</b>	<b>703</b>	<b>703</b>	<b>703</b>	<b>703</b>	<b>703</b>	
<b>Total Operations Appropriations (D+E+F)</b>	<b>1,044</b>	<b>926</b>	<b>1,072</b>	<b>1,100</b>	<b>1,125</b>	<b>1,133</b>	<b>1,133</b>	<b>1,133</b>	<b>1,133</b>	<b>1,133</b>	
<b>TOTAL APPROPRIATIONS (Net Appropriations*)</b>	<b>7,492</b>	<b>7,617</b>	<b>10,168</b>	<b>8,788</b>	<b>8,404</b>	<b>6,016</b>	<b>6,016</b>	<b>6,016</b>	<b>6,016</b>	<b>6,016</b>	
<b>ENDING FUND BALANCE before Pension Liability and Operational Reserves (Ending Reserves* before Pension Liability and Operational Reserves)</b>	<b>15,456</b>	<b>14,922</b>	<b>10,739</b>	<b>9,147</b>	<b>6,969</b>	<b>6,892</b>	<b>6,657</b>	<b>6,249</b>	<b>5,631</b>	<b>4,821</b>	
<b>Pension Liability and Operational Reserves (previously labled as Reserves)</b>	<b>1,640</b>	<b>1,850</b>	<b>1,850</b>	<b>1,900</b>	<b>1,900</b>	<b>1,900</b>	<b>1,900</b>	<b>1,900</b>	<b>1,800</b>	<b>1,800</b>	<b>Restricted Fund set aside</b>
<b>ENDING FUND BALANCE after Pension Liability and Operational Reserves (Ending Reserves* after Pension Liability and Operational Reserves)</b>	<b>13,816</b>	<b>13,072</b>	<b>8,889</b>	<b>7,247</b>	<b>5,069</b>	<b>4,992</b>	<b>4,757</b>	<b>4,349</b>	<b>3,831</b>	<b>3,021</b>	<b>Approximate 5.8 months of fiscal year Revenues for safety cash flow after FY2020</b>

Note: Reserves\*, Net Appropriations\*, Total Sources\*, Total Requirements\* are budget terminologies used County of San Mateo



MASTER SPIP FUNDING ALLOCATIONS FY 2018-2020 (approved at Commission Meeting August 28, 2017)

Attachment 3B

Line	Focus Area	Service Strategy	Agency	Program Name	SPIP Continuation /New	Average annual allocation of 2 or 3 year contracts	FY 18-19	FY 19-20	Funding Changes %
		<b>TOTAL SPIP ALLOCATION FY2018-2020</b>					<b>6,112,500</b>	<b>6,112,500</b>	
1	FE	Intensive Supports for Children with Multiple Risk Factors	Peninsula Family Service	Therapeutic Child Development Centers	SPIP Continuation	277,337	224,200	224,200	-19%
2	FE	Intensive Supports for Children with Multiple Risk Factors	StarVista	Healthy Homes	SPIP Continuation	1,243,576	1,002,534	1,002,534	-19%
3	FE	Intensive Supports for Children with Multiple Risk Factors	Family Connections	Nurturing Families - Intensive Supports	SPIP Continuation	158,420	127,666	127,666	-19%
4	FE	Training & Capacity Building	SMCOE-FE	Family Engagement Professional Dev	SPIP Continuation	230,000	184,000	184,000	-20%
5	FE	Parent Partnerships, Parent Connectivity, Training & Capacity Building	StarVista	PAT	SPIP Continuation	100,000	79,000	79,000	-21%
6	FE	Parent Partnerships, Parent Connectivity	Family Connections	Nurturing Pre-K Families	SPIP Continuation	86,563	68,850	68,850	-20%
7	FE	Parent Partnerships, Parent Connectivity	Puente de la Costa Sur	Suenos Unidos	SPIP Continuation	43,277	53,277	53,277	23%
8	FE	Parent Partnerships, Parent Connectivity, Training & Capacity Building	RWC2020	Socios for Success	SPIP Continuation	25,000	30,000	30,000	20%
		<b>Family Engagement Total</b>				<b>2,164,173</b>	<b>1,769,527</b>	<b>1,769,527</b>	<b>-18%</b>
9	CH&D	Health Care Access & Utilization: Oral Health Systems Building	SMC Health System	Oral Health Strategic Plan Implementation	SPIP Continuation	50,000	50,000	25,000	25%
10	CH&D	Health Care Access & Utilization: Oral Health Service Delivery	Ravenswood Family Health System	Oral Health Services (Virtual Dental Home)	SPIP Continuation	300,000	250,000	250,000	-17%
11	CH&D	Health Care Access & Utilization: Mental Health Systems Building	TBD	TBD	SPIP Continuation	130,000	130,000	130,000	0%
12	CH&D	Integrated Systems for Children with Special Needs and Their Families	TBD	Help Me Grow Call Center	New	0	100,000	100,000	N/A
13	CH&D	Integrated Systems for Children with Special Needs and Their Families	Gatepath	Watch Me Grow Initiative and Special Needs Family Engagement Project	SPIP Continuation	1,146,000 + 45,000	1,015,000	1,015,000	-15%



Line	Focus Area	Service Strategy	Agency	Program Name	SIIP Continuation /New	Average annual allocation of 2 or 3 year contracts	FY 18-19	FY 19-20	Funding Changes %
14	CH&D	Safe, Healthy, & Equitable Communities	TBD	TBD	SIIP Continuation	50,000	50,000	50,000	0%
		<b>Child Health &amp; Development Total</b>				<b>1,721,000</b>	<b>1,595,000</b>	<b>1,570,000</b>	<b>-7%</b>
15	EL	EL Quality Improvement	SMCOE	SMCOE	SIIP Continuation	1,296,000	1,140,000	1,140,000	-12%
16	EL	Access for Children with Special Needs	Subcontracts under EQ+IP	Subcontracts under EQ+IP	SIIP Continuation	475,000	425,000	425,000	-11%
17	EL	Infant/Toddler Access	TBD	TBD	SIIP Continuation	175,000	50,000	50,000	-71%
		<b>Early Learning Total</b>				<b>1,946,000</b>	<b>1,615,000</b>	<b>1,615,000</b>	<b>-17%</b>
18	EVAL	Big Data Projects	TBD	TBD	SIIP Continuation	62,000	62,000	36,000	0%
19	EVAL	Online Grant Management System	Persimmony	Online Grant Management System	SIIP Continuation	101,585	100,000	100,000	-2%
20	EVAL	Other Evaluation Projects	TBD	TBD	New Activities	75,000	145,000	145,000	93%
		<b>Total Evaluation</b>				<b>238,585</b>	<b>307,000</b>	<b>281,000</b>	<b>29%</b>
21	PAC	Pre-K to Kinder Articulation	Silicon Valley Community Foundation- CEL	Close the Gap	SIIP Continuation	125,000	100,000	100,000	-20%
22	PAC	HSA or other Social Services Projects	TBD	TBD	SIIP Continuation	50,000	50,000	50,000	
23	PAC	Communications Consultant	TBD	F5SMC Communications	SIIP Continuation	150,000	120,000	120,000	20%
24	PAC	HMG Coordination & Policy	F5 Association	CA Help Me Grow	New	5,000	5,000	5,000	0%

Line	Focus Area	Service Strategy	Agency	Program Name	SPIP Continuation /New	Average annual allocation of 2 or 3 year contracts	FY 18-19	FY 19-20	Funding Changes %
25	PAC	Early Learning Facilities-OPERATIONS	TBD ( 4Cs)	Build Up for SMC Kids	SPIP Continuation	50,000	50,000	50,000	0%
26	PAC	Early Learning Facilities-Consultation	Sarah Kinahan Consulting	Build Up for SMC Kids	SPIP Continuation	50,000	25,000	25,000	50%
27	PAC	Leveraging Support (MAA, MHSA, EPSDT, CALworks etc)	TBD	TBD	SPIP Continuation	20,000	20,000	20,000	0%
28	PAC	F5SMC Collateral Materials		TBD	SPIP Continuation	5,000	15,000	15,000	
29	PAC	KNP (Other Support)	TBD	TBD	SPIP Continuation	15,000	15,000	15,000	0%
30	PAC	Communications/ Messaging Campaigns/events	TBD	TBS	SPIP Continuation		25,000	25,000	0%
31	PAC	Policy Systems Work/Consultation	TBD	TBD	SPIP Continuation	50,000	50,000	50,000	50%
32	PAC	Systems - Grantee Level Policy Convening	TBD	TBD	SPIP Continuation		10,000	10,000	
33	PAC	Unallocated	TBD	TBD	TBD		43,973	94,973	
		<b>PAC Total</b>				<b>445,000</b>	<b>528,973</b>	<b>579,973</b>	<b>19%</b>
34	OPA	Sponsorship Policy	TBD	TBD	Currently move in to SPIP	10,000	10,000	10,000	0%
35	OPA	Emerging Projects	TBD	TBD	New		200,000	200,000	
36	OPA	Kit For New Parents	Various Vendors	KNP	Currently move in to SPIP	41,000	42,000	42,000	2%
37		Regional Cost Sharing	TBD	TBD	Currently move in to SPIP	30,000	45,000	45,000	50%
		<b>Other Program Appropriations</b>				<b>81,000</b>	<b>297,000</b>	<b>297,000</b>	<b>267%</b>

To Note: FSCA- IMPACT

SMCOE and 4Cs

Quality Count SMC

Continuation

## SUMMARY of MASTER SPIP FUNDING ALLOCATIONS ROUND 2 FY 2018-2020

	ROUND 1 (FY15-18)	ROUND 2 (FY18-20)				Notes
	Average annual allocation of 2 or 3 year contracts	FY 18-19	FY 19-20	Funding Change Average (%)	The Range of Step-Up / Step-Down from Round 1 to Round 2 (%)	
<b>TOTAL SPIP ALLOCATION FY2018-2020</b>	<b>6,595,758</b>	<b>6,112,500</b>	<b>6,112,500</b>		-	
<b>Family Engagement</b>	2,164,173	1,769,527	1,769,527	-18%	(21%) to +23%	<b>Changes in Round 2:</b> Discontinued the Parent Partnership, Connectivity, Training and Capacity Building strategy; also shifted the FE with special needs to Children Health Development under WMG by Community Gatepath.
<b>Children Health Development</b>	1,721,000	1,595,000	1,570,000	-7%	(17%) to 100%	<b>Changes in Round 2:</b> Discontinued the CHI program of the Healthcare Access and Utilization (ACA) and the Safe, Healthy & Equitable Communities strategies; also a combined FE and Children Health Development Strategy under WMG by Community Gatepath; also include \$200K new investment in Help Me Grow Call Center.
<b>Early Learning</b>	1,946,000	1,615,000	1,615,000	-17%	(71%) to (11%)	<b>Changes in Round 2:</b> Discontinued the Strengthen Understanding of High Quality Early Learning (QRIS) strategy; Round 1 also included \$429K of the Cycle 2's Bridge to Successes (the grant ended Dec' 31 2015).
<b>Evaluation</b>	238,585	307,000	281,000	29%	(2%) to 93%	<b>Changes in Round 2:</b> Include \$290K for new activities in Other Comprehensive Evaluation project, that represents nearly <b>29% increase</b> comparing with Round 1; Round 1 also included \$88K of SRI Evaluation contract (the contract ended March 31, 2017).
<b>Policy Advocacy, Communications and System Changes</b>	445,000	528,973	579,973	19%	(20%) to 100%	<b>Changes in Round 2: Continue</b> increasing focus in Policy, Advocacy, Communications, and System Changes with <b>19% increase</b>
<b>Other Program Projects</b>	81,000	297,000	297,000	267%	0% to 100%	<b>Changes in Round 2:</b> Include \$400K of Emerging Projects , that represents nearly <b>267% increase</b> comparing with Round 1.