



Proposal

JANUARY 16, 2025

RFP #20250404

School Division Redistricting Services

**Williamsburg-James City County Public School
Division, Virginia**

Submitted by:

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Cover Letter

January 16, 2025

Kitty Hall, Purchasing Director
Williamsburg-James City County Public School Division
James City County Purchasing Office
101-F Mounts Bay Road
Williamsburg, VA 23185



Dear Ms. Hall:

As the nation's leading provider of demographic forecasting solutions for K-12 school districts, MGT Impact Solutions, LLC (MGT) is uniquely well qualified to partner with Williamsburg-James City County Public School Division (WJCC) to exceed all your expectations on this School Division Redistricting Services project. MGT's team brings extensive experience in public schools, offering a deep understanding of the issues and concerns related to redistricting projects, along with up-to-date knowledge of current trends. MGT understands the complex challenges of these types of projects. Our communication strategy provides complete transparency and allows all stakeholders to feel heard and valued during the process. We will deliver a comprehensive redistricting process, enabling WJCC to concentrate on its Elevate '28 Strategic Plan and excel in its primary mission: ensuring all students succeed.

HOW CAN WE SUPPORT YOU?

We will deliver bold but realistic recommendations that will include immediate actionable options and provide a roadmap for the coming years that will guide WJCC into the future. We have reviewed your requirements and have prepared the following proposal to produce a study that meets all your specifications and expectations as described in the request for proposals (RFP):

- Significant communication and interaction with key WJCC stakeholders including the Williamsburg-James City County School Board, senior leadership, administrative team, families, schools, and the community
- Deep and thorough understanding of the issues and concerns of public-school systems in addition to extensive knowledge of technology and various aspects of school administration
- Working knowledge of current trends in K-12 education and the use of these trends in the development of reports and studies

We know location is vital to planning – new housing, school boundary lines, and enrollment patterns are all tied to geography. Our forecasting is accomplished using the same underlying Geographic Information System (GIS) software currently in use by your local county and municipalities, ensuring seamless interoperability through facilitating the integration of data. This shared platform allows for more accurate and easy data exchange, ultimately improving decision-making for better planning.

More than 250 districts in the United States and Canada are empowered with our most advanced analytical tools in the industry, including Esri ArcGIS Pro and MGT's exclusive

COVER LETTER

SchoolSite Pro software. We fully understand the complexities of this project and the critical importance of collaborating closely with Williamsburg-James City County Public School Division throughout its execution. We ensure WJCC's staff are kept informed at every stage of the research, so there are no unexpected outcomes at the conclusion. Our commitment is to advance WJCC's vision, driving operational effectiveness and achieving seamless, long-term success.

The following proposal has been tailored to your specifications and provides a detailed plan of how we will partner with you to meet your objectives. Thank you for the opportunity to present our qualifications to Williamsburg-James City County Public School Division. If you have questions on any part of this proposal, please contact [REDACTED]

Regards,



Patrick J. Dyer
Vice President
Authorized to bind the firm



Firm Profile

Impacting communities for good.

MGT brings **50 years** of experience driving positive social change and performance in education, government, nonprofits, and critical infrastructure/private industries through **assisting clients to strengthen their foundation, change systematically, and enable resiliencies for long-lasting change**. Since inception, MGT has significantly grown in size and capacity – working with state and local governments and education partners. Today, we bring a team of over **900 professionals** who offer in-depth market knowledge and understanding so we can hit the ground running.

MGT is a privately held, employee-owned and financially stable limited liability company with a deep roster of staff and a commitment to serving the public. Our clients care about addressing the world’s most-pressing problems, and so do we. Their “why” is our why.

What sets us apart is our ability to customize and offer individualized support but also the resources of a larger infrastructure to enable flexibility in impacting to-scale. Throughout our history, MGT has successfully delivered more than **30,000 projects** through a thoughtful balance of balancing the “immediate” needs while changing systems to plan for future resilience and success.

Our Commitment

MGT embraces the most complex challenges on the leadership agenda, with deep commitment, agility, and local expertise to make a measurable and profound impact. Simply stated, **We are impacting communities for good.**

MGT | FIRST LOOK

Name: MGT Impact Solutions, LLC (MGT)

Locations: Headquarters in Tampa, FL; branch offices nationwide.



Structure: Privately held, employee-owned, client-driven Limited Liability Company.

Lines of Business: Strategy and Implementation, Performance and Operations, IT Infrastructure, and Cyber Security and Resilience for public sector and commercial companies.



50 years

900 consultants

30,000 projects

A Social Impact Commitment

DEFINED BY **IMPACT**

Making a profound impact on society is at the heart of who we are and what we do. MGT will deliver a comprehensive redistricting process, enabling the district to concentrate on its Elevate '28 Strategic Plan and excel in its primary mission: ensuring all students succeed.

MGT's Expertise

Our firm includes more than **900 professionals**, structured into the following primary groups, along with various internal infrastructure groups to support our operations and growth.



Strategy & Implementation

Working alongside an organization's C-suite, we help leaders co-create strategy through organizational reviews and data analytics to create actionable roadmaps for success.



IT Infrastructure & Digital

We provide engineering expertise to modernize IT infrastructure and ensure your technology implementation is properly designed, integrated, modernized, and maintained.



Cyber Security & Resilience

From real-time, 24/7 monitoring to proactive threat detection and rapid incident response, we can give you the tools to heighten your network's security posture and keep it there.



Performance & Operations

Bridging the gap between strategy and enduring change, we support efficient revenue allocation, promote economic development, and create fairness in hiring and contracting systems.






Our MGT Vision

To achieve our mission of being the social impact and performance leader in our industry, we are continuously improving to earn the privilege of being selected as our clients' partner of choice in the mission-critical domains we impact. By elevating education systems, managing and securing critical networks, solving complex human capital and fiscal problems, and advancing equity as a performance imperative, we can impact communities, for good through client partnership.

We deliver these solutions through our "three-point stance" of technology, education, and performance offerings. With our long-term vision of creating profound social impact through client performance, we seek out the "best of the best" to join us in our work supporting clients' top priorities.

Markets we serve:

- Higher Education
- Prek-12
- Government
- Nonprofits
- Commercial Industries

PEOPLE	PURPOSE	PERFORMANCE
 <p>We believe in the power of connecting people and ideas which solve mission-critical, complex challenges to foster a trusted connection with our clients...for life.</p>	 <p>We are led by a transformative movement, fueled by people, innovation, and solutions designed to provide enduring opportunities for prosperity and well-being.</p>	 <p>We partner with clients to advance learning outcomes, reduce operational costs, recover revenue, improve workflows, and provide resilient and hardened technology networks and infrastructure.</p>



Cost Proposal

*Defined by Impact. Driven by People.
Dedicated to the Community.*

MGT proposes to complete all the work outlined in the preceding sections for [REDACTED]. The following table outlines the fees by task as described in our work plan. This is an all-inclusive fee, including both professional fees and travel expenses, and is billed monthly by percent of tasks completed.

Milestones and Tasks		Professional Hours	Total (\$)
1.0	Project Initiation	[REDACTED]	[REDACTED]
2.0	School District Data Collection & Analysis	[REDACTED]	[REDACTED]
3.0	Demographics and Enrollment Forecast	[REDACTED]	[REDACTED]
4.0	Boundary Analysis and Scenario Building	[REDACTED]	[REDACTED]
5.0	Community Engagement Sessions	[REDACTED]	[REDACTED]
6.0	Forecasting and Redistricting Report	[REDACTED]	[REDACTED]
7.0	Presentation of Final Report to Board	[REDACTED]	[REDACTED]
GRAND TOTAL		[REDACTED]	[REDACTED]

Project Assumptions

DATA

The district staff is responsible for furnishing the data necessary to fulfill the contracted scope of work, with the understanding that the information provided is accurate. MGT will offer guidance on the required data attributes and configuration.

Additional data may be supplied by state and local agencies, and noteworthy delays in obtaining the requested information from these entities could impact the project timeline.

If the data received is inaccurate or incomplete, or if there are delays in its receipt, MGT will consult with the district to determine whether a revision to the project schedule is necessary.

If MGT is required to update, correct, or create district-supplied data, an additional fee will be proposed and agreed upon before the work begins and may cause delay in the deliverables.

SCOPE OF WORK/DELIVERABLE

MGT will provide the deliverables outlined in this proposal. Any additional deliverables, such as analyses, maps, and reports, may incur an additional fee.

MEETINGS (STAFF/BOARD)

MGT will provide up to the number of meetings specified in this proposal. Any additional meetings may incur an additional fee and could potentially cause delays in the delivery of final deliverables.

ADDITIONAL FEES

The fee in this proposal includes only the services, deliverables, and quantities specifically described. Any additional deliverables, such as analyses, maps, and reports, may incur an additional fee. Any additional meetings may incur an additional fee and could potentially cause delays in the delivery of final deliverables. Updating, correcting or creating district-supplied data may incur additional fees.

PROJECT TIMELINES

A project timeline will be collaboratively established and approved by both district staff and MGT. All timelines presuppose the timely delivery of data without defects or errors, as well as prompt feedback and input from district staff concerning draft deliverables. Inaccurate data or delays in feedback may require a reevaluation of the agreed upon timeline.

COMMUNITY ENGAGEMENT

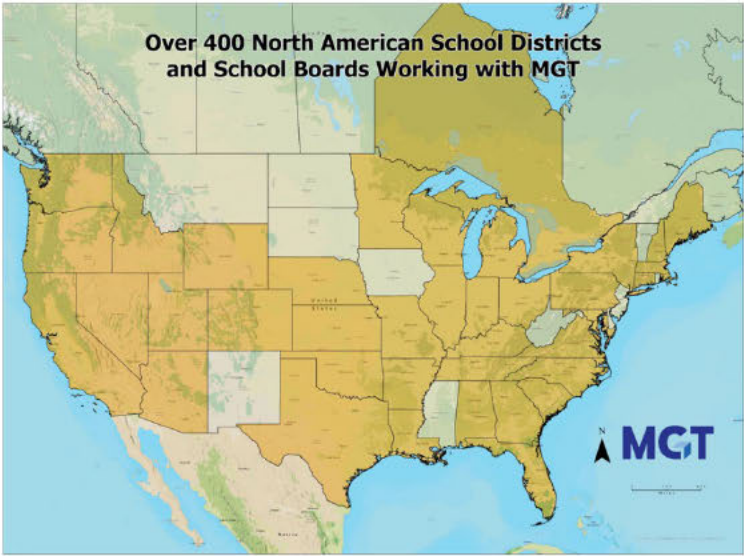
District staff will be responsible for facilitating any community engagement, including committees, presentations and Board meetings unless it is specifically part of the agreed upon scope of work. District staff will also be responsible for creating any required press releases and collateral materials, as well as managing updates to the website and social media.



Demonstrated Success

Incomparable Consulting Expertise.

The education experts of MGT have been dedicated to providing planning services exclusively to school districts across the nation for 50 years: we firmly understand school district needs in planning and growth management. From the very formation of our company, education operations have been at the forefront of our solutions and practices. **Our solutions have impacted more than 50 million children in every state across the country, along with important work with 38 state departments of education.** MGT’s demographers offer a full-service GIS empowered by comprehensive mapping and enrollment software solutions.



We have assisted more school districts nationwide over the past 30 years than any other demographer. Our software and services are in over 250 districts in both the United States and Canada.

Our personnel are highly skilled demographers, analysts, and statisticians, holding degrees in Geography, Urban Planning, Land Management, and other fields. They are empowered with the most advanced analytical tools in the industry, including Esri ArcGIS Pro and MGT’s SchoolSite Pro software. With these tools and expertise, the team is able to dig deeper, leverage more data, discover more, process more, and accurately model and simulate more “What-If?” scenarios than any other demographer.

Our Methodology Sets Us Apart

For 50 years, we have been clearly demonstrating to public school districts that long-range planning is done best when based on where students LIVE rather than based on a student’s school of enrollment. We help establish a clear understanding of where students reside versus where they attend school, visually displayed on GIS maps, which begins to uncover patterns and insights likely never-before-seen in a district’s student data and mapping.

TESTIMONIAL VIDEOS:	
SUCCESS IN FORECASTING https://vimeo.com/showcase/5429760	ATTENDANCE BOUNDARY CHANGES https://vimeo.com/showcase/5327996

We are well versed with educational clients, having helped hundreds of school districts across North America and bringing together diverse groups with variable needs to make planning a

DEMONSTRATED SUCCESS

data-backed roadmap rather than a wish list. We not only understand the educational implications of demographic, forecasting, and developer fee analysis, but also the political, social, and emotional impacts these studies can expose for both the school district and larger community. Our team will support WJCC by bringing together the data in a comprehensive manner to guide decisions regarding utilization and capacity needs, equity needs, and the impacts of boundary adjustments.

Through analysis and attentive alignment, we can work with Williamsburg-James City County Public School Division to establish solid baseline data analysis that will guide WJCC for years in the future.

SPRINGFIELD R-12 SCHOOL DISTRICT, MO DEMOGRAPHIC STUDY AND REZONING



Springfield R-12 School District (SPS) engaged MGT to optimize school utilization and enhance student outcomes for the 2023-2024 school year. MGT conducted a comprehensive analysis of resident student population trends, examining historical and current enrollment data, demographic shifts, and housing development patterns to identify areas of growth and decline. This analysis pinpointed schools experiencing overcrowding or underutilization.

To address these challenges, MGT assessed the utilization of existing school buildings, considering factors such as building capacity, enrollment trends, and future projections. Based on these findings, MGT developed multiple rezoning scenarios that balanced student capacity, proximity to schools, and community impact. The ultimate goal of these rezoning efforts was to create smaller, more manageable learning environments, reduce overcrowding, alleviate transportation challenges, and promote equitable resource distribution. By prioritizing data-driven decision-making and student-centered planning, MGT's work with SPS positions the district to provide a high-quality education for all students.

RED OAK INDEPENDENT SCHOOL DISTRICT, TX DEMOGRAPHIC STUDY



This was part of a three-year contract for three back-to-back demographic studies, which included a build-out study along with attendance boundary assistance, and three years of spring geocoding. Red Oak Independent School District (ISD) enrollment increased by nearly 300 students from school year (SY) 2020 to SY 2021. Red Oak ISD is expected to see a districtwide enrollment increase of about 280 students in SY 2022 with the highest growth occurring at the elementary level. There are 23 residential development projects actively under construction or currently planned within Red Oak ISD boundaries totaling 3,115 single-family dwelling units which will be the driving force for population growth over the next 10 years.

CRANDALL INDEPENDENT SCHOOL DISTRICT, TX DEMOGRAPHIC STUDY



MGT assisted Crandall ISD with redistricting for the 2022-23 school year and the new developments will be more equally distributed across the Barbara Walker, Hollis T. Dietz, and Noble Reed attendance zones. There are 31 residential developments actively under construction or currently planned within the Crandall ISD boundary, totaling nearly 5,800 dwelling units, which will be the driving force for population growth over the next 10 years. Crandall ISD enrollment increased by more than 11% from Fall 2020 to Fall 2021 with a net gain of nearly 550 students in grades PK-12.

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HARLANDALE INDEPENDENT SCHOOL DISTRICT, TX DEMOGRAPHIC STUDY



MGT provided Demographic Services to Harlandale ISD. This included estimating and projecting the population in order to produce a student forecast for the next six years. The forecast data was formatted by each school and grade (three high schools, four middle schools, 13 elementary schools, and three special program schools). Future school attendance zones were examined, and options were recommended.

CLAY COUNTY DISTRICT SCHOOLS, FL (ACTIVE PROJECT) DEMOGRAPHIC FORECASTING



Clay County Districts Schools (CCSD) entered into a three-year Consulting Services Agreement with MGT that included a far-reaching Build-Out Study. This project kicked off in February 2022, as Clay County is experiencing an increase in enrollment, and they needed a Build-Out Study for housing saturation analysis to determine the number of future schools needed, as well as optimal locations of those future schools. This entire project will help the District's GIS department better plan for the future as they have also purchased licenses for the SchoolSite software. The entirety of the project comes with extensive GIS data preparation by MGT so that CCSD users of GIS can undertake many of their own planning tasks in the future.

ACADEMY DISTRICT 20, CO DEMOGRAPHICS & STUDENT POPULATION FORECAST



Academy District 20 contracted with MGT to update and analyze demographic data relevant to the District's facility planning efforts. The scope of contracted work included mapping the District, address-matching the current student file, creating and researching pertinent demographic data, identifying future residential development plans, and generating a five-year student population forecast. MGT assisted the District in creating solutions for housing the future student population. This study was prepared to assist the District's efforts in evaluating future site requirements and attendance area changes.

FAYETTE COUNTY PUBLIC SCHOOLS, KY DEMOGRAPHICS & STUDENT POPULATION FORECAST



Fayette County Public Schools (FCPS) contracted with MGT to update and analyze demographic data relevant to the District's facility planning efforts. The scope of contracted work included: mapping the District, address-matching the current student file, creating and researching pertinent demographic data, identifying future residential development plans, and generating a ten-year student population forecast. MGT then assisted the District in creating solutions for housing the future student population. Additionally, this study was prepared to assist the District's efforts in evaluating future site requirements and boundary changes. MGT has assisted with numerous boundary changes at FCPS.

PASADENA UNIFIED SCHOOL DISTRICT, CA DEMOGRAPHICS & STUDENT POPULATION FORECAST



The Pasadena School District contracted with MGT to update and analyze demographic data relevant to the District's facility planning efforts. The scope of contracted work included: mapping the District, geocoding a student file that is usually representative of October's official head count, developing and researching pertinent demographic data, identifying future residential development plans, if any, and developing a seven-year student population forecast. MGT then assisted the District in developing solutions for housing the future student population. This study was prepared to assist the District's efforts in evaluating future site requirements and attendance area changes.

DERRY COOPERATIVE SCHOOL DISTRICT, NH DEMOGRAPHIC STUDY



The Derry Cooperative School District (DCSD) contracted with MGT to develop and analyze demographic data relevant to the District’s facility planning efforts. The scope of contracted work included: updating District mapping files, analyzing the District’s past four years of geocoded student data files (each representative of late October’s head count), developing and researching pertinent demographic data in and around the District, identifying current and future residential development plans, and preparing a ten-year student population projection. The purpose of this report was to identify and inform the District of the demographic trends occurring within the community, how these trends may affect future student populations, and to assist in illustrating facility adjustments that may be necessary to accommodate the potential student population shifts, to assist the District in evaluating future site requirements and the need for potential attendance area boundary changes.

References

A leader in demographer services.

MGT has earned a reputation as a leader in demographer services and has extensive experience across PK-12 education. We appreciate the need to focus on partnering with each client to appropriately merge industry best practices with unique district requirements. Many of our clients have contracted with us for multiple projects or updates. We feel repeat business is the greatest testament to our commitment to customer service and client satisfaction. We encourage you to contact any of our references to learn of our professionalism, ability to meet timelines, and the expertise of our staff.





*MGT has reviewed the District's RFP in detail and is **committed and able** to ensure the timely delivery of quality products to meet your schedule.*

Key Personnel

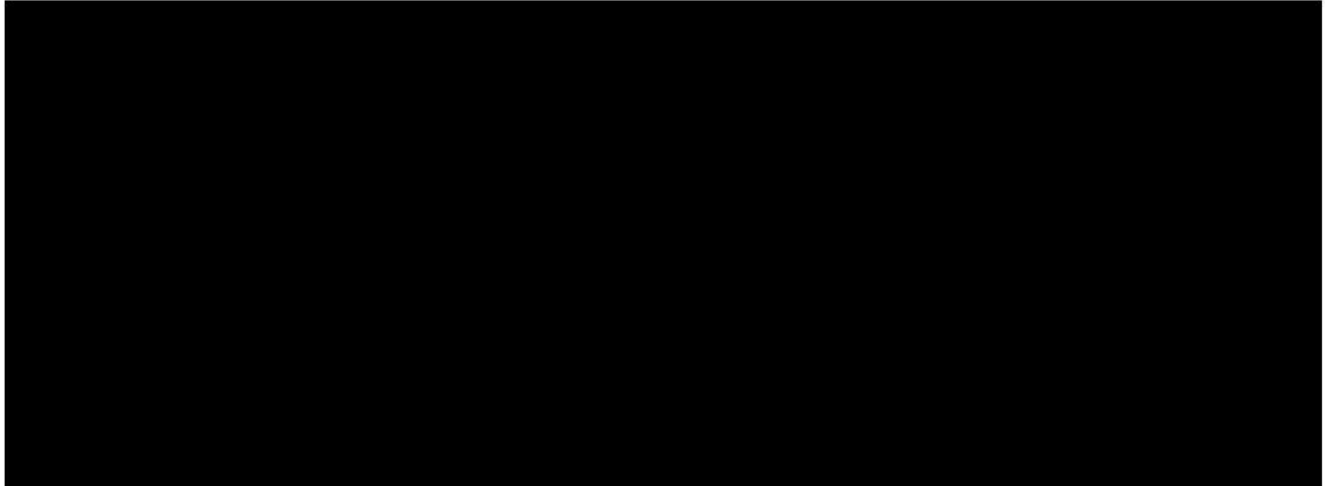
The success of a consulting engagement depends on the qualifications of the project team and the way in which the project is structured and managed.

We are proposing a team whose combined skillset and experience align with the scope of services desired and who have extensive experience in conducting boundary, utilization, and program analysis in school districts. They understand the educational implications of projection planning for both the school district and its community.

Our team for WJCC's project consists of [REDACTED] who will serve as the Solutions and Services Executive and will hold final authority for work associated with the project. Our Project Director, [REDACTED] will be the day-to-day contact person for WJCC and will have primary responsibility for the duration of the project. Many members of our team are based out of our Austin, Texas, office but most are teleworkers, supported by our corporate headquarters in Tampa, Florida, and other remote staff through our remote platforms.

We are school people helping school people. We see our job as partners helping our clients achieve their vision, mission, and goals. The reward of our work is the lasting positive impact we make in communities.


Organizational Chart



Roles and Responsibilities

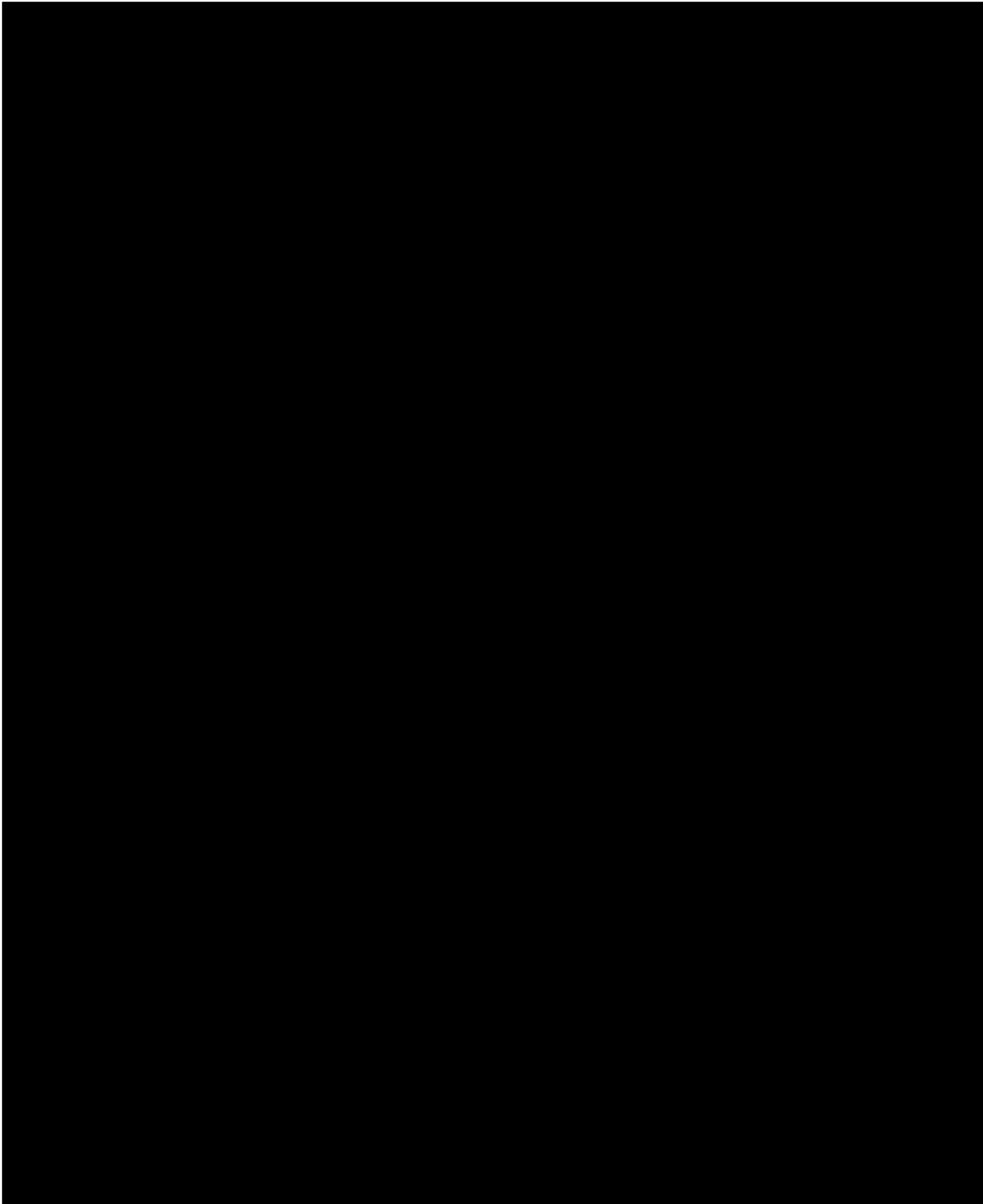
ROLE ASSIGNED	RESPONSIBILITIES
<p><i>WILLIAMSBURG-JAMES CITY COUNTY PUBLIC SCHOOL DIVISION'S PROJECT MANAGER</i> MGT suggests that WJCC appoint a single Project Manager to serve as the point of contact between the MGT team and WJCC.</p>	<p>MGT assumes WJCC's Project Manager will hold the following responsibilities:</p> <ul style="list-style-type: none"> ▪ Overall project guidance and directions. ▪ Primary responsibility and final authority over all activities. ▪ Approval of the contract, work plan, and final report. ▪ Receive and distribute all project correspondence, progress reports, and final reports to other key stakeholders.
<p><i>MGT SOLUTIONS AND SERVICES EXECUTIVE</i> [REDACTED]</p>	<p>The MGT Solutions and Services Executive holds the following responsibilities:</p> <ul style="list-style-type: none"> ▪ Manages MGT contractual requirements. ▪ Provides solutions to address needs. ▪ Supports additional solutions and amendments. ▪ Manages resources appropriately. ▪ Resolves any conflicts during the project or point of escalation for any challenges. ▪ Ensures MGT fulfills all contractual requirements. ▪ Is the final authority over project deliverables.
<p><i>PROJECT DIRECTOR</i> [REDACTED]</p>	<p>The Project Director holds the following responsibilities:</p> <ul style="list-style-type: none"> ▪ Main point of contact for WJCC. ▪ Day-to-day management of the project tasks and deliverables. ▪ Oversight over service and deliverable quality. ▪ Management of all project deadlines. ▪ Maintains frequent contact with WJCC's Project Manager throughout the lifecycle of the project.

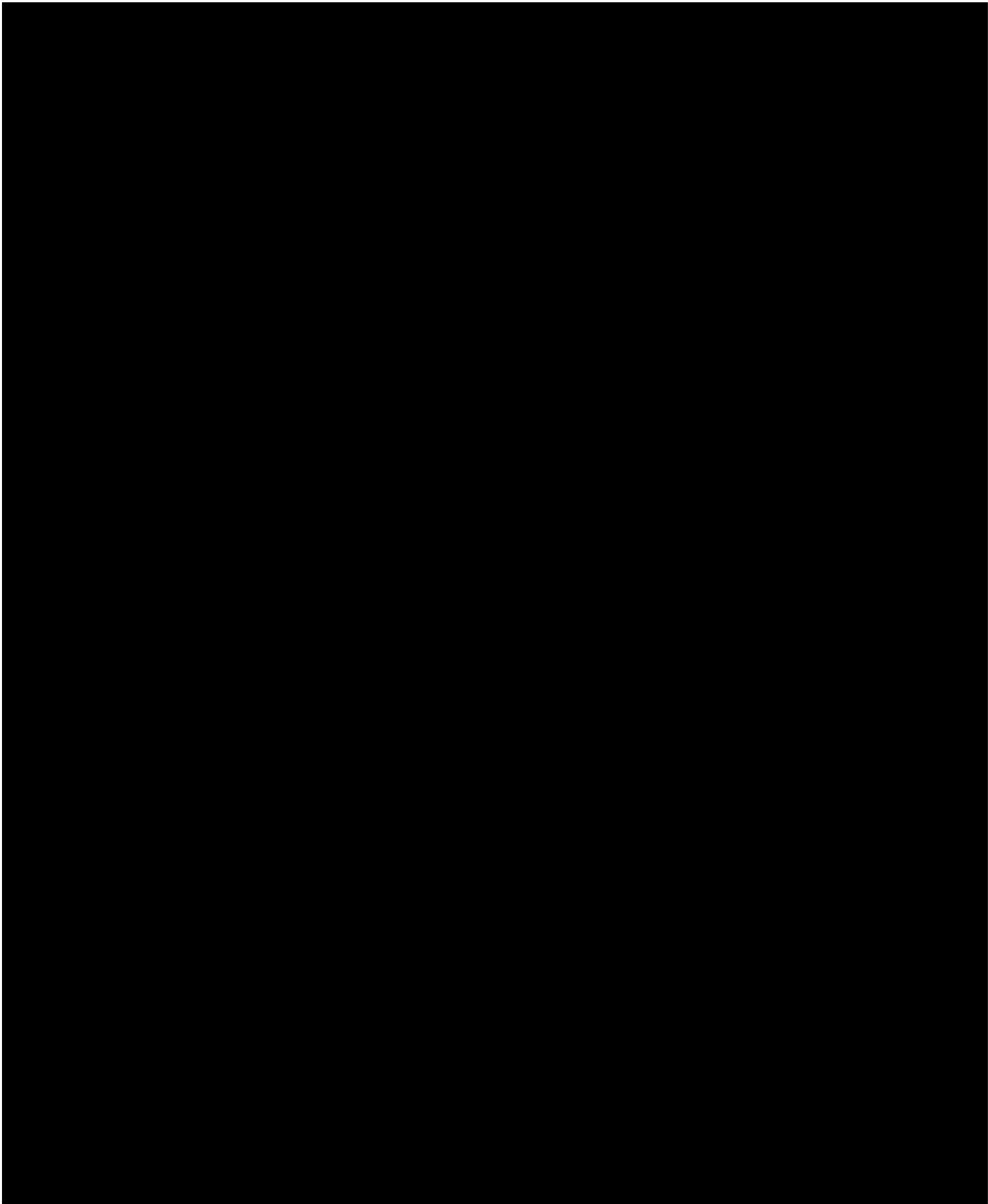
DEMONSTRATED SUCCESS

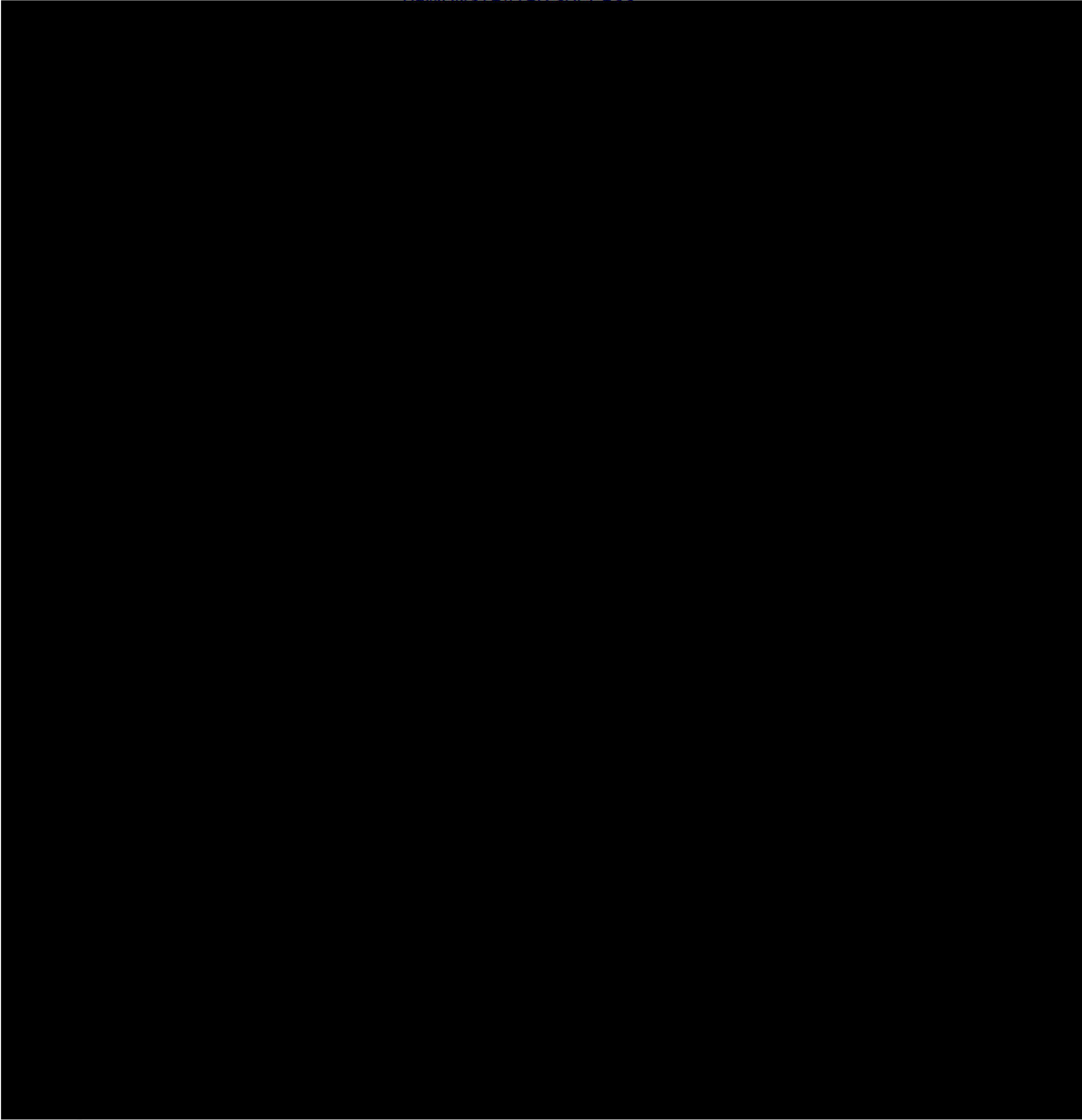
ROLE ASSIGNED	RESPONSIBILITIES
<p><i>CONSULTANT TEAM</i></p> 	<p>The consultant team holds the following responsibilities:</p> <ul style="list-style-type: none">▪ Work closely with WJCC under the direction of the Project Director to carry out the various tasks and deliverables.▪ Utilize individual subject matter expertise to customize and execute each work task and fulfill WJCC's stated expectations.▪ Review, document, evaluate, and generate recommendations in accordance with each component of the work plan.

Resumes

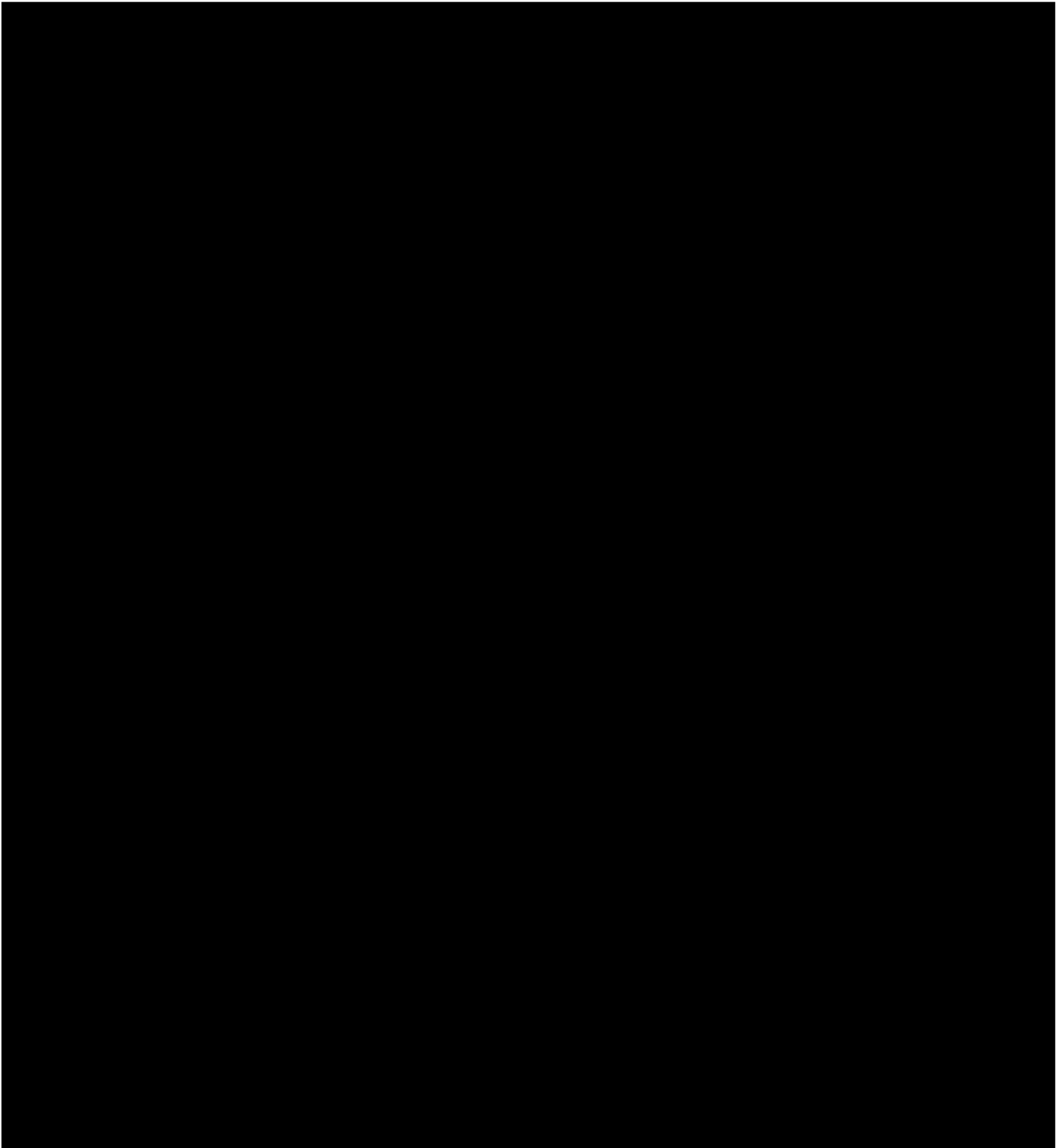
Resumes of each team member are provided on the following pages. **The personnel described in our proposal are the professionals who will provide the services for this project.** If, *for any reason*, a team member needs to be replaced, the project director will submit the alternate employee's resume for approval to WJCC's Project Manager. We have a deep roster of experienced consultants and will have no problem filling a position should the need arise.

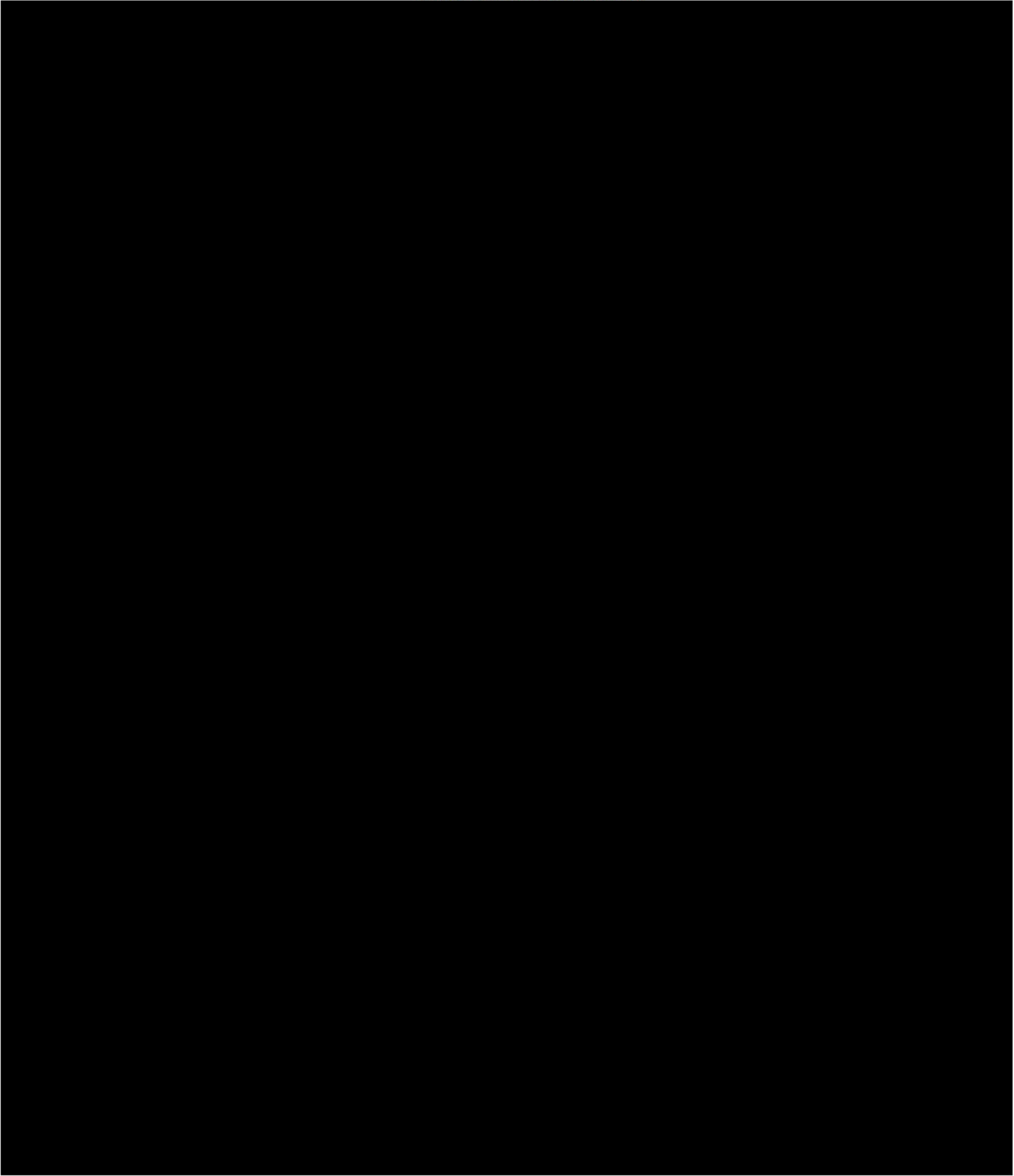


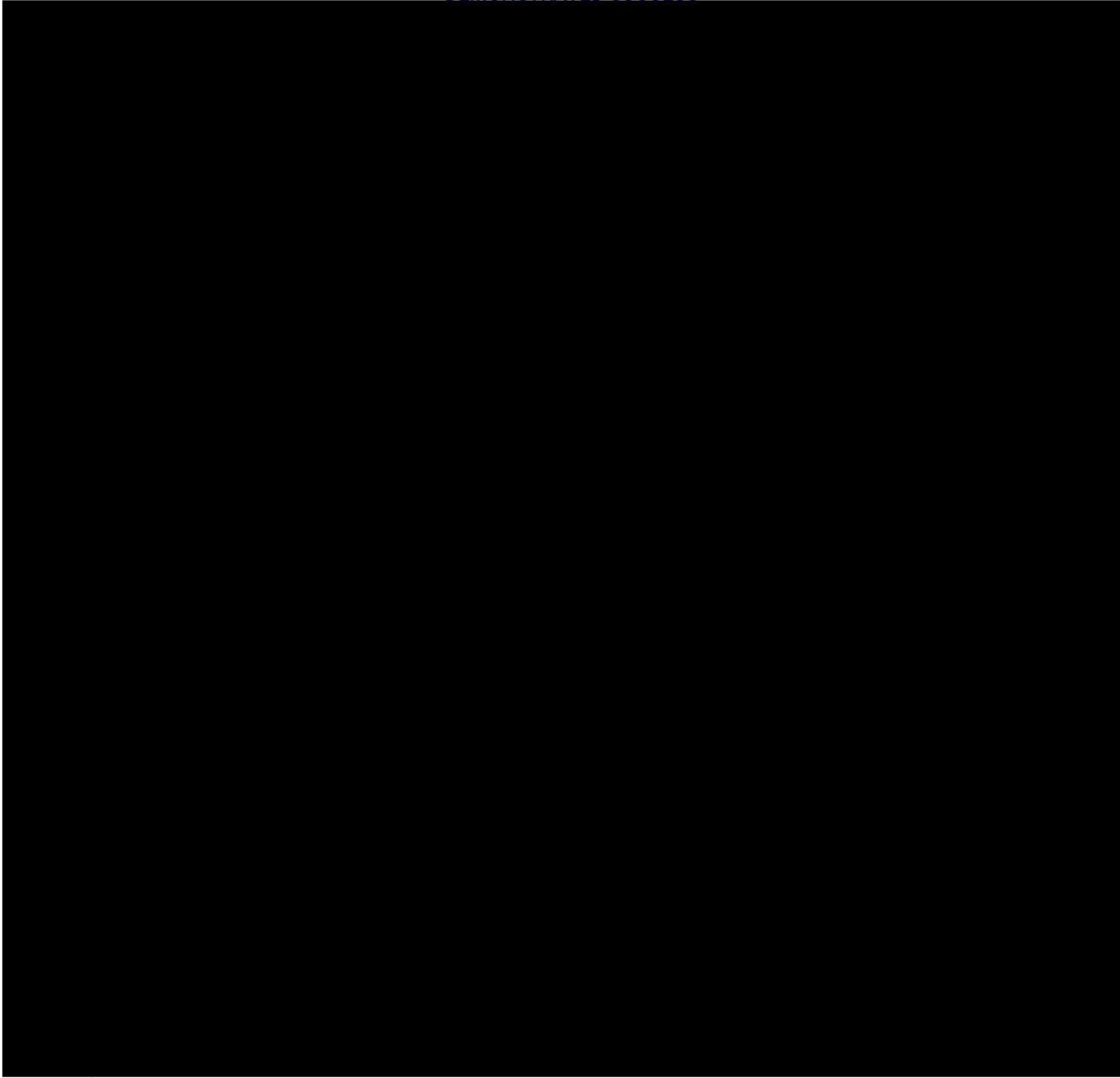




DEMONSTRATED SUCCESS









Methodology & Approach

A detailed work plan and schedule specifically designed for conducting a quality study with clear reporting dates for each major activity.

Project Understanding

Managing redistricting and turning it into sustainable growth relies on solid data and forecasting, accurate data mapping and GIS analysis, and an in-depth understanding of the impacts and effects attendance boundary realignment may have on students, programs, and neighborhoods. MGT understands your need for a qualified consulting firm to guide public engagement efforts, conduct necessary studies, and make recommendations for redistricting at various school levels. We will work closely with the School Board, senior leadership, families, and the community. A deep understanding of public school systems, regulations, capital building programs, funding resources, technology, and school administration is critical for this type of project. Knowledge of current K-12 education trends is essential for developing reports and studies.

MGT understands the complex challenges of school redistricting projects and can meet all of WJCC's needs. Our communication strategy provides complete transparency and allows all stakeholders to feel heard and valued during the process. MGT's team brings extensive experience in public schools, offering a deep understanding of the issues and concerns related to redistricting projects, along with up-to-date knowledge of current trends.

The ultimate objective is to help Williamsburg-James City County Public School Division achieve long-term optimization of their facilities through balanced utilization. MGT will deliver a comprehensive redistricting process, enabling the district to concentrate on its Elevate '28 Strategic Plan and excel in its primary mission: ensuring all students succeed. Through our experienced team, tried-and-true methodology, and solid forecasting, **we can help WJCC help students achieve their best education.**

[Redacted]

[Redacted]

[Redacted]

[Redacted]

METHODOLOGY & APPROACH

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

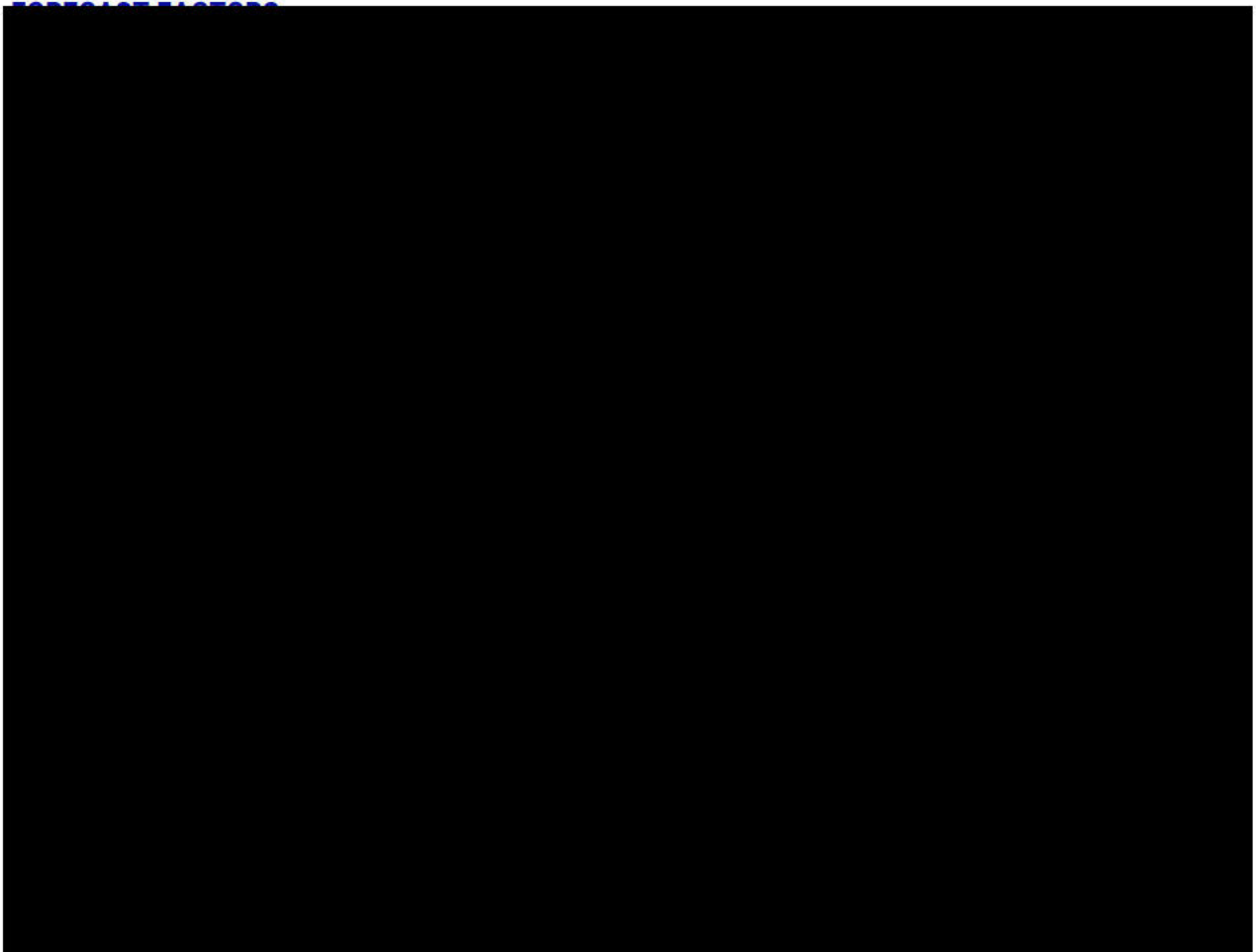
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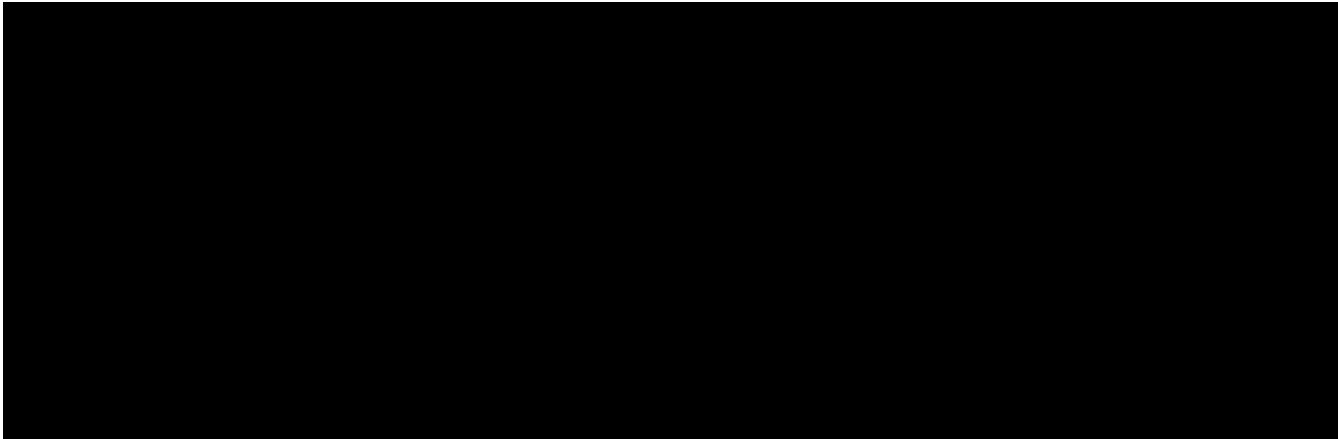
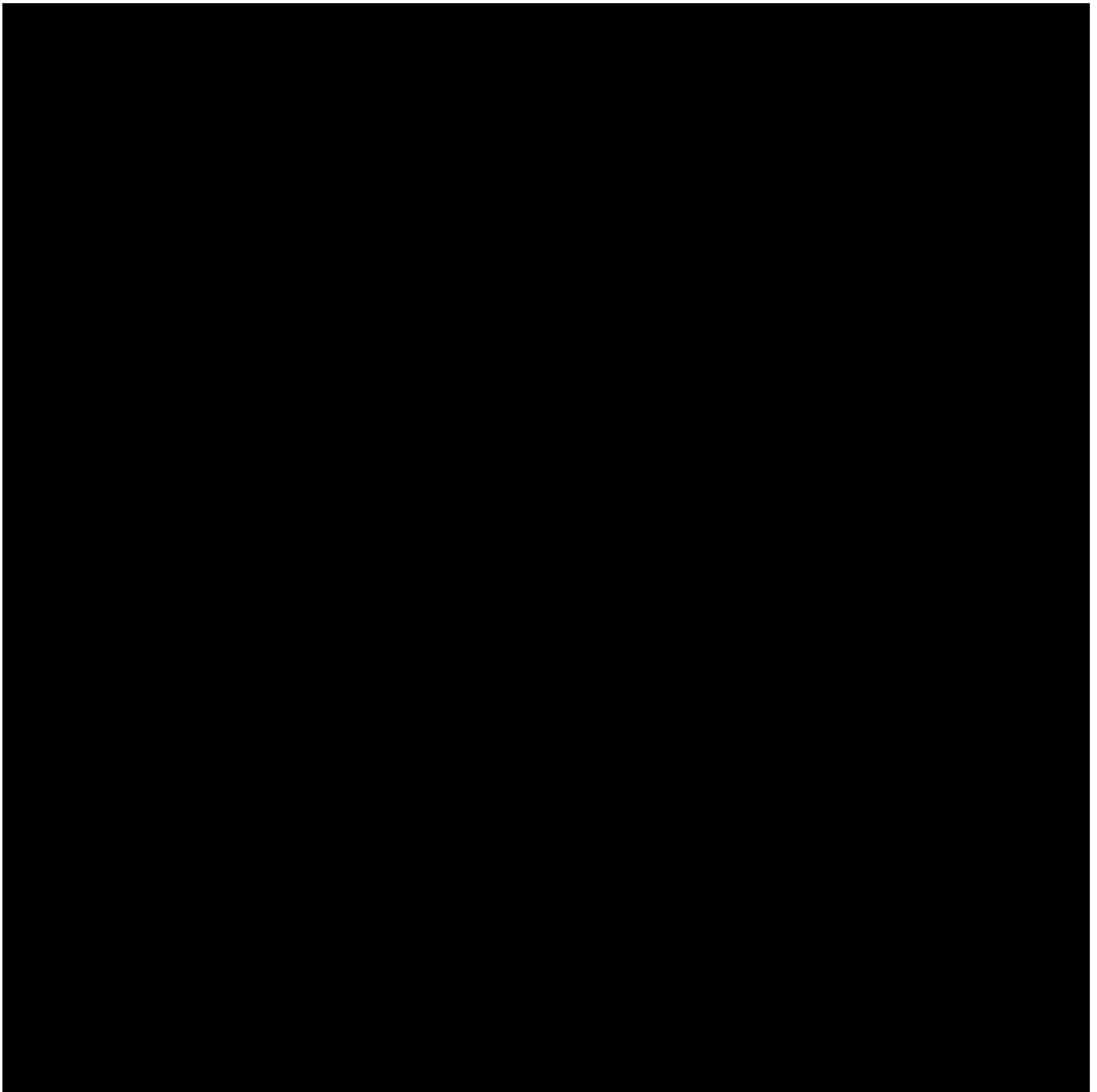
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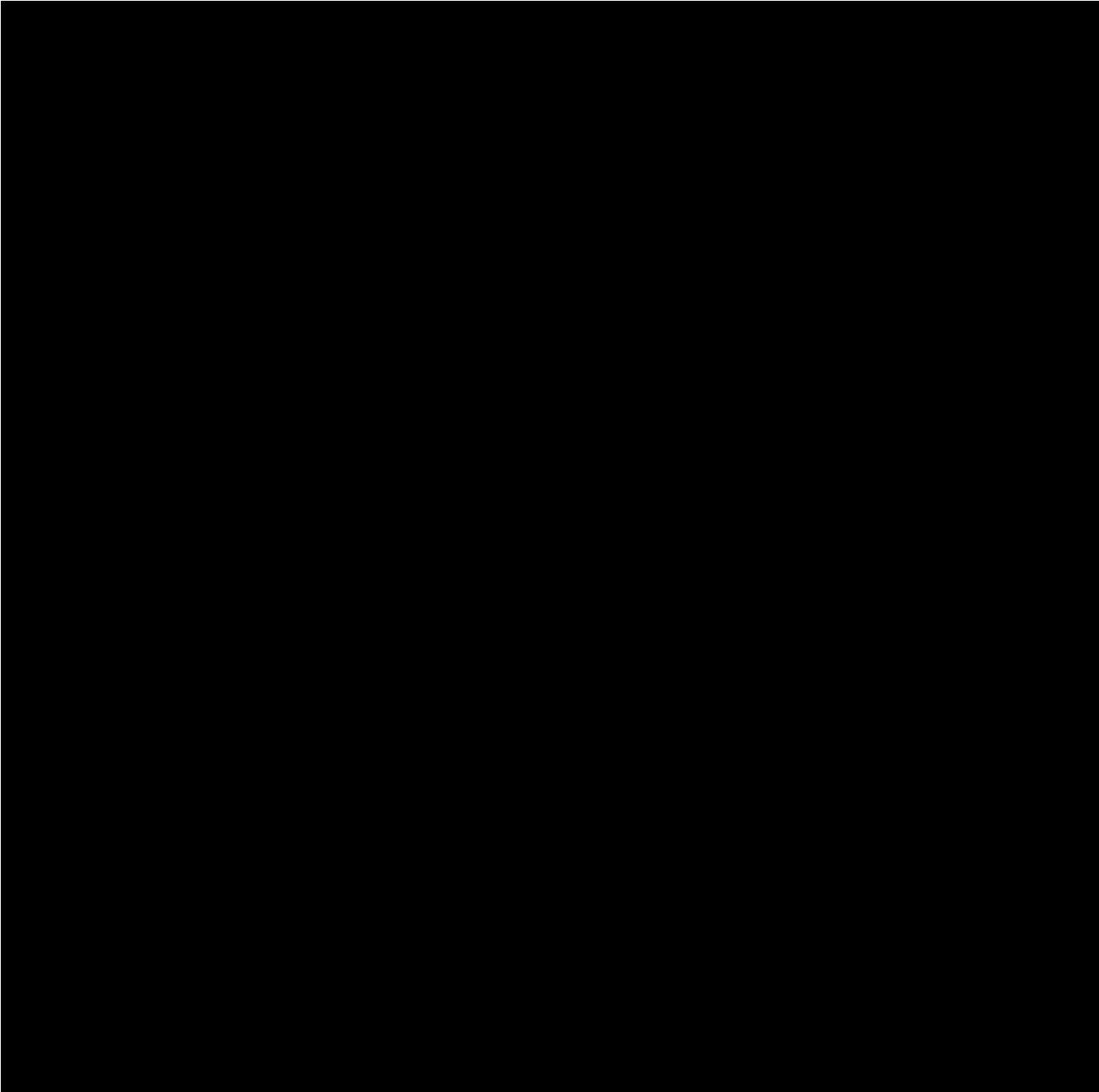
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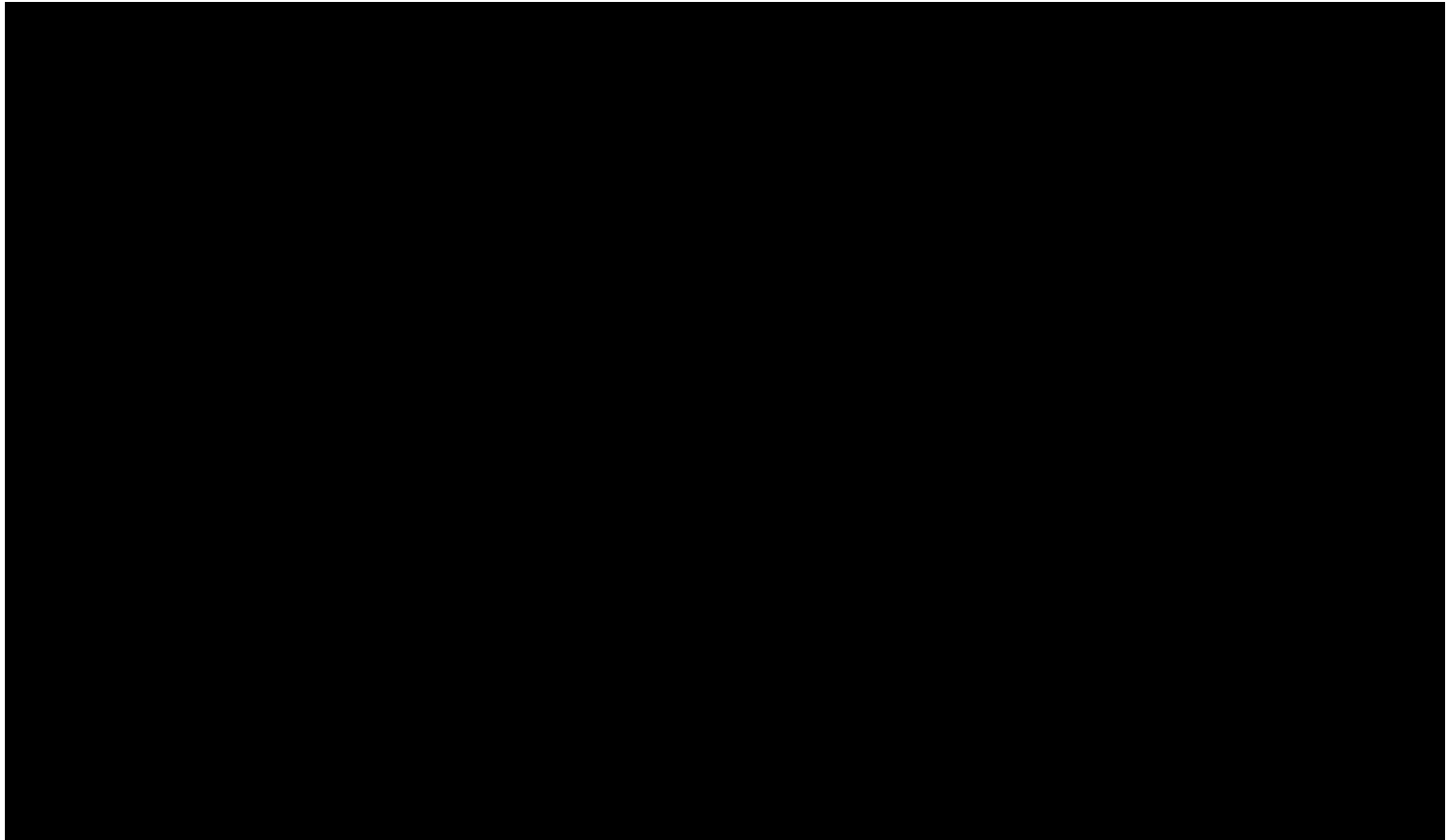
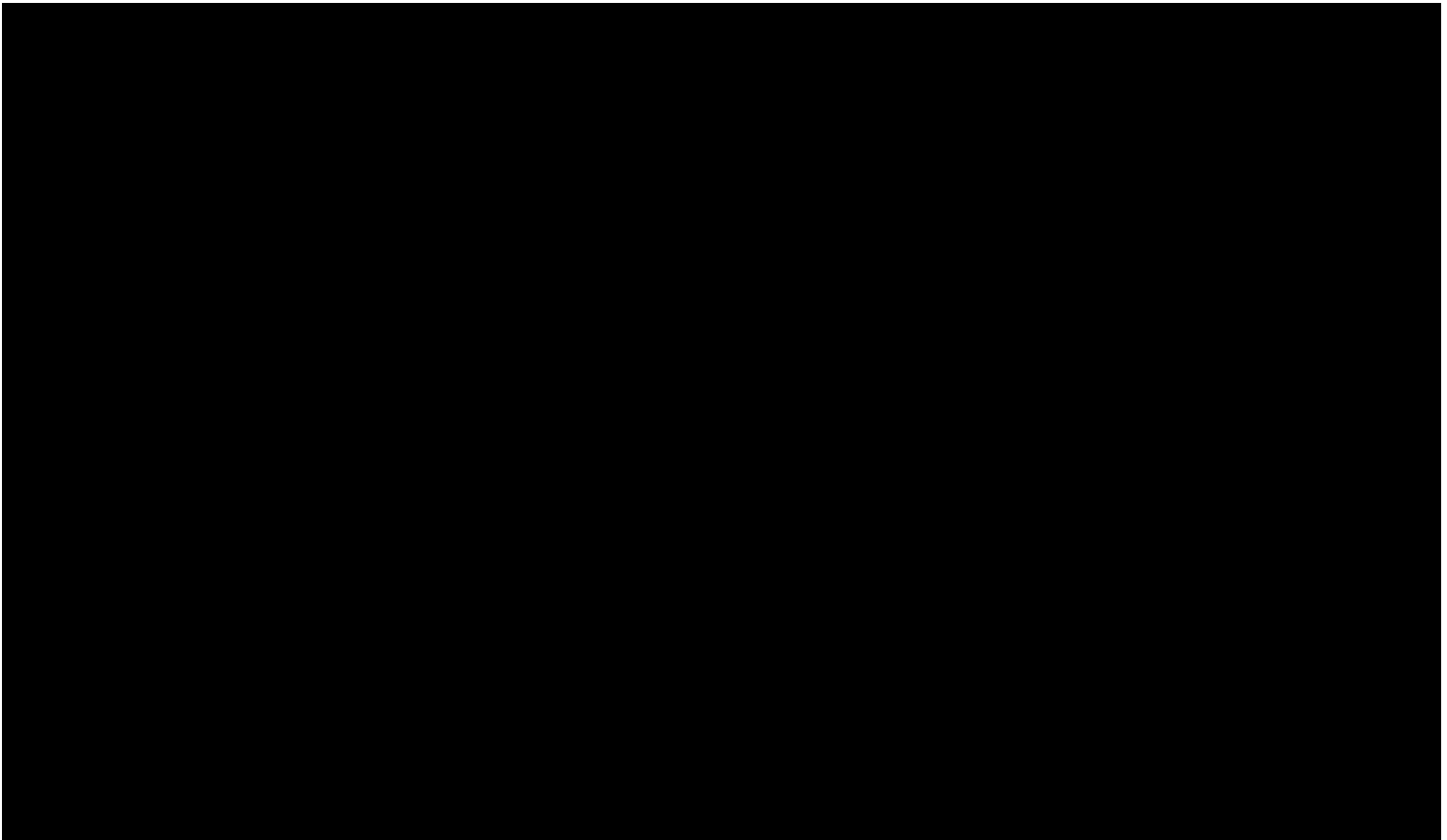
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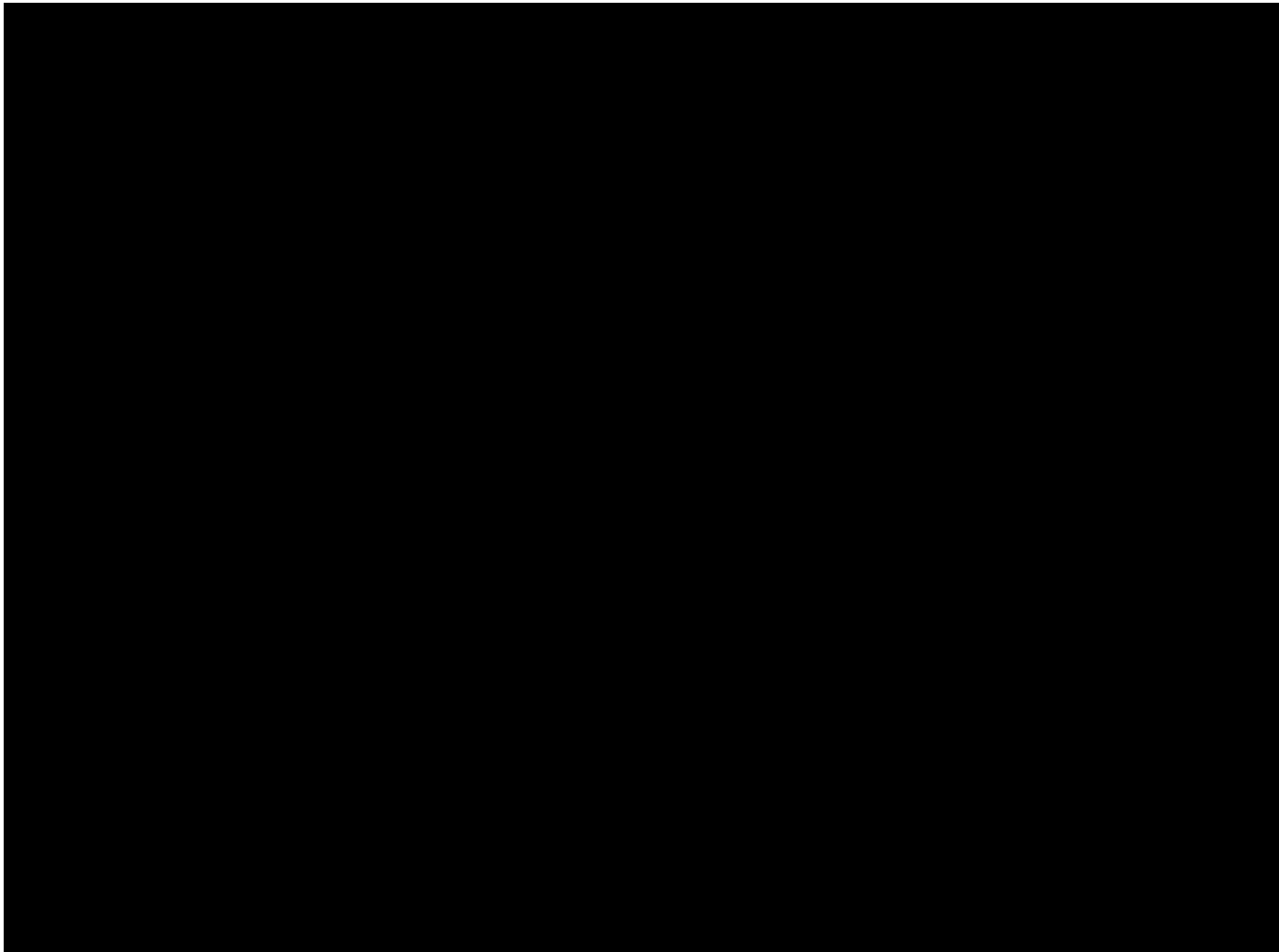
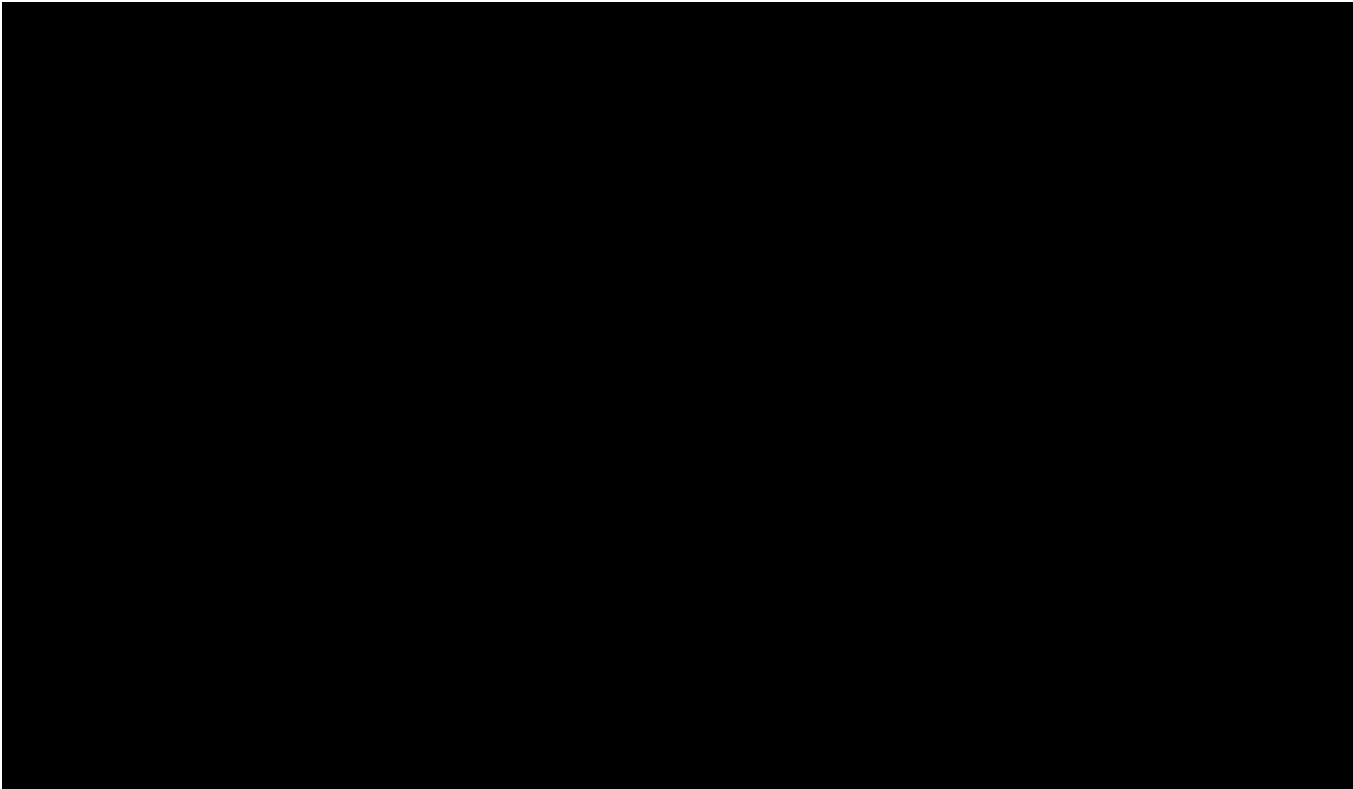












METHODOLOGY & APPROACH

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Williamsburg-James City County Public School Division Collaboration

To be successful, our team will need to establish regular and consistent contact with district personnel early in the project to ensure a project of this intricacy will meet its deadlines and deliverables. One of the earliest steps to promote communication is the project initiation task. This will introduce the teams and set the tone for our collaboration. During this task, we will also determine the extent of data available and the accessibility of that data. We will set the cadence for update meetings at this time and finalize the work plan and timeline, to firm up dates or account for any schedule shifting that may have occurred. As the project progresses, we see the following need for district staff involvement:

- ◆ Conference calls of approximately 30 minutes to keep all stakeholders up to date regarding project progress and adjust as needed (available by phone/conference/web/online platforms). The cadence of calls is to be determined during Project Initiation.
- ◆ Assistance with coordinating schedules for internal stakeholder input, reviews, any workshops, and scenario-building collaboration. This includes meetings with business service directors, principals, and the educational programming team. Meetings may be in person or virtual and may run concurrently.
- ◆ Review and feedback on draft and final reports.

Quality Control

With thousands of data points from previous reports to onsite reviews, we recognize that rigorous procedures and constant monitoring are necessary to ensure near-perfect consistency in data collection, interpretation, and recording.

We believe client participation during the process is an important quality control (QC) practice for understanding the process, data collected, and evolving findings, as well as schedule control and real-time conformance with project objectives. We review the data and draft reports with the client to verify that our QC measures lead to consistent and accurate products that meet (or exceed) contract requirements.

We will make exhaustive efforts to provide WJCC with the kind of product that is desired. This will be accomplished by adhering to the following guidelines:

- Clearly identify and document project objectives and deliverables with WJCC prior to the commencement of the project.
- Submit a draft and final work plan from which to manage the study based on any revisions made by staff review.

METHODOLOGY & APPROACH

- Provide an opportunity for prior submittal and approval of formats for deliverables, including status reports, final deliverables, and presentations.
- Maintain frequent contact with WJCC’s staff to identify any problems and design appropriate solutions.
- Solicit feedback throughout the study on cadences set by the finalized work plan.

It is our commitment that all deliverables meet Williamsburg-James City County Public School Division’s expectations.

Timeline

Based on our understanding of the scope of work, we anticipate completion within six months from the date of contract execution. During Project Initiation, firm dates for tasks will be discussed and decided upon, based on factors such as WJCC’s staff availability, holidays, and other variables.

WORK PLAN TASKS	Month 1				Month 2				Month 3				Month 4				Month 5				Month 6			
	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4
1.0 Project Initiation	█	█																						
2.0 School District Data Collection & Analysis	█	█	█	█	█	█	█																	
3.0 Demographics and Enrollment Forecast					█	█	█	█	█	█	█													
4.0 Boundary Analysis and Scenario Building									█	█	█	█	█	█	█	█	█	█	█	█	█	█		
5.0 Community Engagement Sessions									█	█	█	█	█	█	█	█	█	█	█	█				
6.0 Forecasting and Redistricting Report																					█	█	█	█
7.0 Presentation of Final Report to Board																							█	█



Appendix A. Required Forms

Completed forms are provided on the following pages.

COMPANY INFORMATION & SIGNATURES

In compliance with this Sealed Request for Proposal and subject to all the conditions thereof, the undersigned offers to furnish the goods/services requested and certifies he/she has read, understands, and agrees to all terms, conditions and requirements of this bid and is authorized to contract on behalf of the firm named below.

My signature on this solicitation constitutes certification that I or my designated representative have inspected the job site and am aware of the conditions under which the work must be accomplished. Claims, as a result of failure to inspect the job site, will not be considered by the School Division. By my signature on this solicitation, I certify that this firm/individual is properly licensed for providing the goods/services specified.

The Undersigned certifies that he (they) is the only person (persons) interested in said project and that it is made without connection with other persons submitting a proposal on the same scope of services; that the proposal is made without collusion, fraud, or reservation; that no official or employee of the Owner is directly or indirectly interested in said proposal, or any portion thereof.

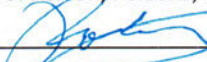
PROPRIETARY INFORMATION

YES NO ()

Trade secrets or proprietary information are hereby submitted and identified. Reasons for protection and exclusion from the Virginia Freedom of Information Act (2.1-340 et seq.) are set forth below. (Additional sheets may be added if necessary.)

should indicate on the Cover Sheet the portions of their proposal that are proprietary. Please list the page numbers and the reason(s). **Do not mark the whole proposal proprietary. If Proprietary information is stated, Vendors shall submit One (1) Original and One (1) Redacted copy (removing any proprietary data or material.** Clearly identify on the Cover Sheet the "Original" and "Redacted" copy, as "Redacted Copy of Original Proposal" RFP# **20250404** and upload the Redacted Copy in Demand Star Supplemental Documents and any additional documents may also be in the supplemental category per Demand Star instructions.

Name of Person, Persons, or Corporation MGT Impact Solutions, LLC

By:  Date: 1/14/25

Print Name: Robert Holloway Title: Senior Vice President

Vendor's Registration and Signature (Provide copy with Proposal)

State Corporation Commission ID #: T0706913

Company Name: MGT Impact Solutions, LLC

Address: 4320 West Kennedy Boulevard, Ste 200, Tampa, Florida 33609

Telephone: 888.302.0899 FAX: N/A

Email Address: proposals@mgt.us

Federal Tax ID: 81-0890071

Print Name: Robert Holloway Title: Senior Vice President

Signature:  Date: 1/14/25

This form must be signed in ink.

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 RH #2 ___ #3 ___ #4 ___ (Please Initial)

***SCC Requirement per the Virginia Public Procurement Act, VPPA:**

§ 2.2-4311.2. Compliance with state law; foreign and domestic businesses authorized to transact business in the Commonwealth. -- A. All public bodies shall include in every written contract a provision that a contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 or as otherwise required by law.

B. Pursuant to competitive sealed bidding or competitive negotiation, all public bodies shall include in the solicitation a provision that requires a bidder or offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 to include in its bid or proposal the identification number issued to it by the State Corporation Commission. Any bidder or offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 or as otherwise required by law shall include in its bid or proposal a statement describing why the bidder or offeror is not required to be so authorized.

C. Any bidder or offeror described in subsection B that fails to provide the required information shall not receive an award unless a waiver of this requirement and the administrative policies and procedures established to implement this section is granted by the Director of the Department of General Services or his designee or by the chief executive of a local governing body.

D. Any business entity described in subsection A that enters into a contract with a public body pursuant to this chapter shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract.

E. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.

***Virginia State Corporation Commission ("SCC") registration information: The undersigned Offeror:**

is a corporation or other business entity with the following SCC identification number: T0706913 -OR-

is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust -OR-

is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the Offeror in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) -OR-

is an out-of-state business entity that is including with this bid an opinion of legal counsel which accurately and completely discloses the undersigned Offeror's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

****NOTE**** >> Check the following box if you have not completed any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals (the Commonwealth reserves the right to determine in its sole discretion whether to allow such waiver):

CERTIFICATION OF COMPLIANCE WITH IMMIGRATION LAWS AND REGULATIONS

Section 40.1-11.1 of the Williamsburg-James City/County Code requires that any person or entity doing business with the City/County of Williamsburg-James, including its boards and commissions, shall include a sworn certification by the Contractor of compliance with all federal immigration laws and regulations. These laws include the Federal Immigration Reform and Control Act, which makes it unlawful for a person or other entity to hire, recruit or refer for a fee for employment in the United States, an alien knowing the alien is unauthorized, and Section 40.1-11.1 of the Code of Virginia, which makes it unlawful for any employer to knowingly employ an alien who cannot provide documents indicating that he or she is legally eligible for employment in the United States. The state law, in particular, places an affirmative duty on employers to ensure that aliens have proof of eligibility for employment.

Accordingly, this certification shall be completed and attached to all contracts and agreements for goods and services made by the City/County of Williamsburg-James or any of its boards and commissions. Failure to attach a completed certification shall render the contract or agreement void.

Type or print legibly when completing this form.

Legal Name of Contractor: (Note: This is your name as reported to the IRS. This should match your Social Security card or Federal ID Number.) MGT Impact Solutions, LLC

Type of Business Entity: LLC (Limited Liability Company)

Sole proprietorship (Provide full name and address of owner):

Limited Partnership (Provide full name and address of all partners):

General Partnership (Provide full name and address of all partners):

Limited Liability Company (Provide full name and address of all managing members):

A. Trey Traviesa/ CEO, 4320 West Kennedy Boulevard, Ste 200, Tampa, Florida 33609

Corporation (Provide full name and address of all officers):

Doing Business As:

If Applicable (Note: This is the name that appears on your invoices but is not used as your reporting name.)

Name and Position of Person Completing this Certificate: Robert Holloway, Senior Vice President

Physical Business Address: 4320 West Kennedy Boulevard, Ste 200, Tampa, Florida 33609

Primary Correspondence Address (If different from physical address):

Number of Employees: 920 Employees

Are all Employees Who Work in the United States Eligible for Employment in the United States?

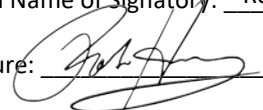
Under penalties of perjury, I declare on behalf of the Contractor listed above that to the best of my knowledge and based upon reasonable inquiry, each and every one of the Vendor's employees who work in the United States are eligible for employment in the United States as required by the Federal Immigration Reform and Control Act of 1986 and Section 40.1-11.1 of the Code of Virginia. I further declare on behalf of the Contractor that it shall use due care and diligence to ensure that all employees hired in the future who will work in the United States will be eligible for employment in the United States. I affirm that the information provided herein is true, correct, and complete.

Sworn this 14th day of January, 2025 on behalf of MGT Impact Solutions, LLC as evidenced by the

following signature and seal:

Name of Contractor: MGT Impact Solutions, LLC

Printed Name of Signatory: Robert Holloway

Signature:  _____

Date: 1/14/25

State of TEXAS:
CITY/COUNTY OF COLEMAN, to-wit:

The foregoing instrument was acknowledged before me this 14th day of January, 2025, by Robert Holloway.



Notary Public

Registration No.: 134876945

NON-COLLUSION AFFIDAVIT

(James City County) Virginia project: Elementary, ES/MS, or ES/MS/HS School

Redistricting RFP # 20250404

Date: 1/14/25

State of TEXAS
(City/County) COLEMAN

This day personally appeared before the undersigned, a Notary Public in and for the City/County and State aforesaid, who having been first duly sworn according to law, did depose and aver as follows:

(a) That he/she is
Senior Vice President
(Owner, Partner, President, etc.)
of
MGT Impact Solutions, LLC
(Insert name of Offeror)

(b) That he/she is personally familiar with the Proposal submitted in connection with the above captioned Owner's project.

(c) That said proposal was formulated and submitted in good faith as the true Proposal of said Offeror.

1. In preparation and submission of this Proposal, the Offeror did not either directly or indirectly, enter into any combination or agreement with any person, firm or corporation or enter into any agreement, participate in any collusion, or otherwise take any action in the restraint of free, competitive bidding in violation of the Sherman act (15 U.S.C. Section 1) or sections 59.1-9.1 through 59.1-9.17 or sections 59.1-68.6 through 59.1-68.8 of the Code of Virginia.
2. The undersigned Offeror hereby certifies that neither this Proposal nor any claim resulting therefrom, is the result of, or affected by, any act of collusion with, or any act of another person or persons, firm or corporation engaged in the same line of business or commerce; and that no person acting for or employed by the Owner has any personal interest in this Proposal.
3. The undersigned hereby further agrees that upon request of the Owner, the records and books pertaining to this Proposal will be voluntarily supplied, furnished, and released to the Owner.
4. The undersigned hereby further certifies that the Offeror has not knowingly falsified, concealed, misled, or covered up by any trick, scheme, or device a material fact in

connection with this Proposal. The undersigned also certifies that the Offeror has not made any false, fictitious or fraudulent statements or representations or made or used any false writing or documents knowing the same to contain any false, fictitious or fraudulent statement or entry in connection with this Proposal.

5. The undersigned further agrees that the Offeror will comply with section 2.2-4374 of the Code of Virginia, 1950, as amended, and has not bought or purchased any equipment from any person employed by the Owner as an independent contractor to furnish architectural or engineering services for this Project, nor from any partnership, association or corporation in which such architect or engineer has a pecuniary interest.
6. The undersigned further agrees to inform and require compliance by the following persons and entities with this anti-collusion statement as a condition of payment: all subcontractors, consultants, sub-consultants, or any person, corporation, or legal entities that provide or furnish labor, material, equipment, or work related to this project. This paragraph is expressly limited to those in a direct contractual relationship with the undersigned of over \$10,000 except those persons whose only direct contractual agreement with the undersigned is an employment contract.

All Covenants and Agreements made by the Contractor are made by it on behalf of the Contractor and its successors, personal representatives and assigns, the same as if they had been specifically named in each instance.

7. The signature on the Proposal Form of this solicitation constitutes certification by the Offeror or the Offeror's designated representative that the Offeror has inspected the job site(s) and is aware of the conditions under which the work must be accomplished. Claims, as a result of failure to inspect the job site, will not be considered by the Owner.

And further this deponent saith not

Subscribed and sworn to before me this 14th day of January, 2025

My commission expires: April 29, 2028



Notary Public



CERTIFICATION REGARDING DEBARMENT/ENJOINMENT

This is to certify that this person/firm/corporation is not now debarred nor enjoined by the Federal Government or by the Commonwealth of Virginia or by any other state, or by any town, city, or county, from submitting Bids on contracts for construction covered by this solicitation, nor are they an agent of any person or entity that is now so debarred.

Robert Holloway
Name of Official

Senior Vice President
Title

MGT Impact Solutions, LLC
Firm or Corporation

1/14/25
Date

CERTIFICATION OF COMPLIANCE WITH § 22.1-296.1 OF THE CODE OF VIRGINIA, 1950, AS AMENDED.

I, A. Trey Traviesa, a duly authorized representative and officer of MGT Impact Solutions, LLC (Contractor's name), in accordance with § 22.1-296.1 the Code of Virginia, 1950, as amended, hereby certifies that the employees, subcontractors, partners, and representatives who will be in direct contact with students (i) have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child; and (ii) have not been convicted of a crime of moral turpitude. For the purposes of this certification, "direct contact with students" is defined as "being in the presence of students during regular school hours or during school-sponsored activities."

Any person making a materially false statement regarding any such offense shall be guilty of a Class 1 misdemeanor and, upon conviction, the fact of such conviction shall be grounds for the revocation of the contract to provide such services and, when relevant, the revocation of any license required to provide such services. Williamsburg-James City County Public School Division shall not be liable for materially false statements regarding the certifications required by the Code of Virginia. The contractor is responsible for ensuring that each of its employees, subcontractors, partners, and representatives who will be in direct contact with students have and shall maintain such certifications on file for the duration of the contract period.

I do understand the above information and certify that the above statements are true.



(Contractor's Authorized Office – Signature)

A. Trey Traviesa
(Contractor's Authorized Officer – Printed Name)

CEO
(Title)

1/14/2025
(Date)

LITIGATION DISCLOSURE FORM

Respond to each of the questions below by checking the appropriate box. Failure to fully and truthfully disclose the information required by this Litigation Disclosure Form may result in the disqualification of your bid or proposal from consideration or termination of the contract, once awarded. For purposes of this disclosure form, “you” means the individual or entity in whose name the bid or proposal is submitted.

1. Have you or any principal, officer or director of your company, or any individual who will be assigned to work under any contract awarded pursuant to this solicitation, been terminated (for cause from any work being performed for any governmental or nongovernmental contracting)? Circle response

Yes

No

2. Is any officer, director or owner thereof currently debarred pursuant to an established debarment procedure from bidding or contracting by any public body, agency of another state or agency of the federal government; during the last seven (7) years? Circle response

Yes

No

3. Have you or any principal, officer or director of your company, or any individual who will be assigned to work any contract awarded pursuant to this solicitation, been involved in any claim or litigation or been convicted within the past ten years of a crime related to governmental or nongovernmental construction or contracting, including, but not limited to, a violation of (i) Article 6 (§ 2.2-4367 et seq.) of the Code of Virginia, (ii) the Virginia Governmental Frauds Act (§ 18.2-498.1 et seq.), (iii) Chapter 4.2 (§ 59.1-68.6 et seq.) of Title 59.1, or (iv) any substantially similar law of the United States or this or another state during the last seven (7) years? Circle response

Yes

No

If you answered “Yes” to any of the above questions, please state the name(s) of the person(s), the nature, and the status and/or outcome of the conviction, termination, claim or litigation, as applicable. Any such information should be provided on a separate page, attached to this form and submitted with your bid or proposal.

Reference Code of Virginia § 2.2-4317
Revised 9/11/2020.

RETURN SIGNED COVER SHEET (ALL PAGES) WITH PROPOSAL

If awarded, notarized/original documents may be required.

Have you or any principal, officer or director of your company, or any individual who will be assigned to work under any contract awarded pursuant to this solicitation, been terminated (for cause from any work being performed for any governmental or nongovernmental contracting?

