



# Request for Proposals (RFP) Strengthening Protective Factors for Families

## Questions + Answers

Last Revised: February 19, 2026

Questions must be submitted via e-mail to [funding@first5fresno.org](mailto:funding@first5fresno.org). Questions will be accepted until **February 24, 2026**. If questions are received, responses will be posted under the funding page (<https://first5fresno.org/what-we-do/#funding-opportunities>) of the First 5 Fresno County website every Thursday beginning January 29, 2026, through February 26, 2026. In addition, any addendums/revisions to the RFP document will also be noted in the weekly Question and Answer posting.

RFP Document Revision Log <i>See Appendix C of the RFP</i>		
Revision Date	Revision Description	Revised Page(s)
February 5, 2026	Amended language in the <b>Funding and Contract Period</b> section.	7
February 5, 2026	Added <b>RFP Document Revisions</b> section describing the process for noting addendums/revisions to this procurement.	11

Questions Received Between January 21 – January 28		
	Question	Answer
1	Are organizations currently funded by First 5 Fresno County eligible to apply?	Yes, organizations can apply to this RFP if they are currently funded by First 5 Fresno as long as the organization meets the eligibility requirements of the RFP (see RFP page 8).



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2	<p>There are individuals in CBOs or elsewhere who moonlight offering grant writing services to CBOs. Is it a conflict of interest for the individual to grant write on behalf of an applicant for this RFP, if:</p> <ul style="list-style-type: none"><li>• The individual works for a CBO which does not receive any funding at all directly from F5FC, but may be involved in a coalition where others receive related or past Family Strengthening grant funding from F5FC?</li><li>• The individual works for or is a business which does not receive funding from F5FC but the organization responding to the grant receives funding directly or indirectly from F5FC?</li><li>• The individual works for a government entity which receives funding directly or indirectly from F5FC?</li><li>• The individual works for or is a business that has in the past received funding directly from F5FC on an unrelated area (meaning not part of any Family Strengthening work)?</li></ul>	<p>All applicants must adhere to First 5 Fresno County’s Conflicts of Interest Policy and Conflicts of Interest Code. Based on the examples listed in this question, there does not appear to be a conflict of interest for these grant writing/applicant scenarios. However, we direct all interested applicants and grant writers to review the Conflict of Interest section of the RFP (page 16) and Conflict of Interest Policy (<a href="https://first5fresno.org/wp-content/uploads/2023/06/Conflict-of-Interest-Policy.pdf">https://first5fresno.org/wp-content/uploads/2023/06/Conflict-of-Interest-Policy.pdf</a>) and Conflict of Interest Code (<a href="https://first5fresno.org/wp-content/uploads/2023/06/Conflict-of-Interest-Code.pdf">https://first5fresno.org/wp-content/uploads/2023/06/Conflict-of-Interest-Code.pdf</a>) to ensure no conflict exists.</p>
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3	Can you please clarify the match requirement ratio/amount? (PDF p. 9)	First 5 Fresno funding cannot be the program’s sole funding source. In-kind, leverage and/or cash match funding must be included in the proposed program budget – however there is not a specific percentage of other funding required for this RFP.
4	How strict will F5FC be that CBOs meet their "Other source" funding budget? Is this to show best intentions or will it need to be met and proof provided?	First 5 Fresno funding cannot be the program’s sole funding source. In-kind, leverage and/or cash match funding must be included in the proposed program budget – however there is not a specific percentage of other funding required for this RFP.  Proposed other funding amounts should be based on what organizations currently anticipate for the contract period - but we recognize this may change given ongoing updates to the federal, state and local funding landscape.  If selected through this RFP, organizations will work together with First 5 Fresno County to finalize a budget and scope of work which may include minor revisions from the original proposal to most accurately reflect First 5 Fresno requirements and other funding sources. And, each awarded organization will have the opportunity to request and make approved updates to their scope of work and budget during the contract term. <i>(continued on next page)</i>



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	<p>If selected for funding, organizations are to report other funding as expenditures and services are incurred. For reimbursement, each financial report must include the proportionate share of other funds for each line item(s) and/or overall expenditures for the reporting period. Proper documentation to verify leverage, cash match and/or in-kind contribution (e.g. General Ledger, Transaction Report, Budget Register, written justification signed by notice holder, etc.) is required and must adhere to the reimbursement payment process. Failure to report and provide supporting documentation may affect future First 5 Fresno funding.</p> <p>The purpose of including other funding in RFP proposals and contract budgets is to promote sustainability and enhancement of services in the community. We recognize that anticipated other funding amounts in a budget proposal or contract annual budget may vary from actuals received, and ask partners to maintain communication with First 5 Fresno about budget variances while continuing to seek other sources.</p>
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5	If a source is listed in the budget to leverage and it is not known whether it will be retained by the time the reviewers assess the contracts, how will knowledgeable reviewers be advised to assess budgets?	<p>The purpose of requesting other/leveraged funding sources in RFP proposals and contract budgets is to promote sustainability and enhancement of services in the community. Said differently, this funding should not be the sole funding source for the proposed activities.</p> <p>Proposers should include, to the best of their knowledge, the amounts of leveraged sources and may make notes on the probability of receiving the leveraged/matched funding sources.</p> <p>We recognize that anticipated other funding amounts in a budget proposal or contract annual budget may vary from actuals received and ask partners to maintain communication with First 5 Fresno County about budget variances while continuing to seek other sources.</p> <p>The RFP Review Committee will be informed of the above when reviewing proposals.</p>
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6	<p>CBOs billing CalAIM may encounter situations where they do not know that another CBO works with the same client providing other services. When that happens, it is still unclear how the health plans will reimburse if the services remain different. If, however, due to the nature of CalAIM billing, two organizations providing different services could potentially offer the same CalAIM service to be reimbursed. What happens now is that the first organization getting their invoice into the health plan becomes their "CBO of Record" for that client service. The invoice received any time after the first one is recorded will eventually result in a rejection of invoice for the second CBO and no funds are received. Again, how are CBOs to show F5FC in an audit that this occurred and which impacted their level of "other source" funding?</p>	<p>If selected for funding, organizations are to report other funding as expenditures and services are incurred. For reimbursement, each financial report must include the proportionate share of other funds for each line item(s) and/or overall expenditures for the reporting period. Proper documentation to verify leverage, cash match and/or in-kind contribution (e.g. General Ledger, Transaction Report, Budget Register, written justification signed by notice holder, etc.) is required and must adhere to the reimbursement payment process. Failure to report and provide supporting documentation may affect future F5FC funding.</p> <p>We are aware that there are and may be unknowns in other funding sources, including with CalAIM. We encourage proposers to list any known or anticipated sources including, but not limited to CalAIM.</p> <p>More information on this question is included above. If selected to move forward in the funding process, First 5 Fresno will work with organizations to finalize fiscal reporting requirements for other funding to complement existing infrastructure and reporting requirements of other funding sources to minimize reporting burden.</p>
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<b>7</b>	<p>Could you please define "cash" for other sources? Is that an organization's internal cash they raise and/or from their reserves? Or is it from any source, including contracts, CalAIM reimbursement, or CHW Medi-Cal reimbursement?</p>	<p>Any cash/funds contributed to carrying out the program being proposed.</p>
<b>8</b>	<p>If a budget is accepted in order to provide an awardee notification of award and complete a contract, will First 5 be willing to adjust changes any time in the first year of award to adjust activity/service level outcomes and budget?</p> <p>Will a second-year budget be able to be revised along with program activity levels?</p>	<p>First 5 Fresno County's practice is to allow partners scope of work and budget revisions during the term of their contract. Selected proposers will receive a timeline for contractual requirements and processes for each fiscal year.</p>
<b>9</b>	<p>Do organizations need to name what they are leveraging?</p>	<p>Yes. In the Submission Questions (See RFP Appendix A), there is a question under <u>Section 3: Budget</u> asking proposers to list the sources of the Other Funding (i.e. in-kind, CalAIM, funds from Fresno County departments, philanthropic funding, etc.). Please be as specific as possible.</p>



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Questions Received Between January 29 – February 5		
	Question	Answer
10	Does the proposal need to focus on Prenatal to age 5? Or is it acceptable to focus on families who have children between the ages of 2-5 years of age?	All proposals must directly support Fresno County families with young children. By young children we are referring to the prenatal stage to age 5. Proposals can focus on families with children at any stage within this range.

Questions Received Between February 6 – February 11		
	Question	Answer
11	If a 501(c)(3) organization serves as the lead applicant, may a public education agency participate as a formal partner in the proposal? Or would a public agency need to participate only as a subcontractor/subrecipient under the lead 501(c)(3)?	<p>If multiple organizations jointly submit a proposal, they must identify one 501(c)(3) organization to be the lead contractor with First 5 Fresno. If selected for funding, this lead contractor would be the sole contractor in an agreement with First 5 Fresno. All other joint proposal partners would develop agreements (e.g. subcontracts, memoranda of understanding, etc.) with the lead contractor.</p> <p>Note: all organizations submitting a proposal under this RFP, regardless of their 501(c)(3) fiscal sponsor or 501(c)(3) lead agency (i.e. contractor) partner, must be formed for public or charitable purposes and may not be organized for the private gain of any person. A participating organization cannot distribute profits, gains, or dividends to any person. <i>(continued on next page)</i></p>



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		<p>For-profit entities are not eligible to apply.</p> <p>See page 22 of the First 5 Fresno Funded Partner Manual for more information on the responsibilities of lead agencies with subcontractors (<a href="https://first5fresno.org/wp-content/uploads/2023/06/First-5-Fresno-County-Funded-Partner-Manual-August-2025-FINAL.pdf">https://first5fresno.org/wp-content/uploads/2023/06/First-5-Fresno-County-Funded-Partner-Manual-August-2025-FINAL.pdf</a>).</p>
12	<p>CBOs interested in applying for the Strengthening Protective Factors for Families RFP and currently hold a Home Visitation contract ending this fiscal year. Would these CBOs be eligible or should be considered to apply for this new Strengthening Families RFP?</p>	<p>Organizations can apply to this RFP if they are currently funded by First 5 Fresno as long as the organization meets the eligibility requirements of the RFP (see RFP page 8).</p>

Questions Received Between February 12 – February 18		
	Question	Answer
13	<p>I am reaching out regarding our ongoing program for children ages 0-5 and their caregivers. Currently, we offer this program for a fee, but our goal is to expand access by partnering with organizations and providing it at no cost to select families. We are preparing a grant application to help offset expenses and ensure the program’s sustainability and broader reach. I noticed on page 9 that the funding is intended for ongoing programs and services, rather than one-time or limited events/services.</p>	<p>Page 9, as referenced, is to clarify that funding for this RFP, if awarded, must be used for ongoing programs and services for families <b>within the contract term</b>. Please note that funding from this RFP can be utilized to enhance or complement an existing program <b>or</b> to pilot a new/emerging program. This funding is designed to fill critical gaps that other funding sources cannot cover. Proposals must convey the funding gap that the submission is filling and cannot supplant (meaning take place of, overlap, or duplicate) what is already funded by another source. <i>(continued on next page)</i></p>



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<p>Once the grant funding is expended, unless a future funder is identified, we plan to continue offering the program to families for a fee, as we do currently. I want to ensure that this approach aligns with the grant's eligibility criteria. Could you please confirm whether this ongoing model would be considered eligible for funding?</p>	<p>Please note, First 5 funded partners must use Program Income (i.e. revenue directly generated by First 5 Fresno funds) only for providing the services as described in their First 5 Fresno contract.</p> <p>Please review the Eligibility section on page 8 of the RFP for full Eligibility requirements.</p>
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