



170 Pine State Street, Lillington, NC 27546
Phone (910) 893-2344
Fax (910) 893-2387
www.harnettsmartstart.org

Request for Proposals (RFPs)

TITLE: Family Navigation
ISSUE: May 26, 2026
ISSUING AGENCY: Harnett County Partnership for Children
170 Pine State Street
Lillington, NC 27546
910-893-2344
910-893-2387 (fax)

Sealed Proposals subject to the conditions made a part hereof will be received **until 4:30 pm, June 12, 2026** for furnishing services described herein. Proposals shall be mailed, to the attention of **Tara Fish, Executive Director**, to 170 Pine State Street, Lillington, NC 27546 or hand delivered to 170 Pine State Street Lillington, NC. Direct all inquiries concerning this RFP to **Tara Fish, Executive Director**, at the telephone number as shown above.

It is the prospective Contractor's responsibility to assure that all addenda have been reviewed.

INTRODUCTION

The Harnett County Partnership for Children (hereinafter referred to as HCPC) is soliciting proposals to establish a contract through competitive negotiations. The purpose of this Request for Proposals (RFP) is to acquire the services of a qualified Contractor (hereinafter referred to as the "prospective Contractor") to administer and coordinate the Family Navigation program (see **Scope of Work** below).

Contract term is from July 1, 2026 to June 30, 2027.

BACKGROUND

HCPC is a public-private non-profit organization that administers Smart Start and NC Pre-K funds in Harnett County, NC. The mission of HCPC is to improve the quality of life for young children and families in Harnett County through community-based programs focusing on health, education, and family support. HCPC funds programs to improve the quality, affordability and availability of child care as well as children's health and family support efforts that address the needs of children birth to age five and their families.

SCOPE OF WORK

The Family Navigation Program will provide services to families with children Birth to five who reside in Harnett County. Family Navigation services will provide referrals, follow up and case management for families who need assistance navigating the community resources their families are in need of. The Family Navigation Specialist will assist and track families progress towards goals. An intake process will document the families highest priority needs and work to ensure they are connected with existing resources in our community.

The mission of the Harnett County Partnership for Children is to improve the quality of life for young children and families in Harnett County through community-based programs focusing on health, education, and family support.



170 Pine State Street, Lillington, NC 27546
Phone (910) 893-2344
Fax (910) 893-2387
www.harnettsmartstart.org

QUALIFICATIONS

The prospective Contractor must have demonstrated competency in performing services defined in the Scope of Work Section of this RFP. Specifically, the prospective Contractor must demonstrate a successful history of providing similar services. The prospective Contractor should describe all project experience in North Carolina or other states with similar activity/program operations. The prospective Contractor should provide the name, address, and telephone number for a reference for each project in the last five (5) years.

The prospective Contractor must provide details of any pertinent judgment, criminal conviction, investigation or litigation pending against the prospective Contractor or any of its officers, directors, employees, agents or sub-contractors of which the vendor has knowledge. HCPC reserves the right to reject a proposal based on this information.

NOTE: Please go to HCPC's website (harnettsmartstart.org > **About HCPC** > **Request for Proposal 2026-2027**) to obtain required documents.

The response to this RFP shall consist of the following documents:

- **Proposal Checklist**
- **Activity Proposal (below)**
- **Application for Smart Start Funding**
- **Pre-contracting Information Required for Contract Development**
- **Contract Requirements & Application Agreement**
- **Budget Narrative**

Additional information required:

- Cover Letter**
- Financial Statement**

Instructions for Required Documents: Please go to HCPC's website (harnettsmartstart.org > **About HCPC** > **Request for Proposal 2026-2027**) to obtain the following required documents.

1. **Proposal Checklist**
2. **Application for Smart Start Funding**
3. **Contract Requirements & Application Agreement**
4. **Pre-contracting Information Required for Contract Development**

Submit verification of the prospective Contractor's Federal Taxpayer Identification Number (TIN) or Social Security Number, preferably a copy of the IRS letter assigning the federal tax identification number or a letter signed by an official on agency letterhead indicating the federal tax identification number and the prospective Contractor's legal name or Social Security Card.

The mission of the Harnett County Partnership for Children is to improve the quality of life for young children and families in Harnett County through community-based programs focusing on health, education, and family support.



170 Pine State Street, Lillington, NC 27546
Phone (910) 893-2344
Fax (910) 893-2387
www.harnettsmartstart.org

5. Budget Narrative

Please use the attached **Budget Narrative** template. Refer to the **Guidelines for Completing Budget Narrative** for assistance in completing the projected budget and narrative.

Instructions for Additional Information:

1. Cover Letter

Each proposal must include a cover letter, signed and dated by an individual authorized to legally bind the prospective Contractor. If said individual is not the corporate president, submit evidence showing the individual's authority to bind the prospective Contractor should it be awarded.

The cover letter must contain a statement that the person signing the proposal is a legal representative of the prospective Contractor and is authorized to bind the Contract should it be awarded.

2. Financial Statement

The prospective Contractor's most recent audited financial statement or similar evidence of financial stability shall be provided. **(Only submit with original proposal; copies not required)**

ACTIVITY PROPOSAL

Title: Family Navigation

Family Navigation is a service for parents/guardians prenatally and with children birth to 5 years old that connects them to community resources. Family Navigation services are provided [field 1]. Families participating will complete an initial intake to assess needs and interests using a screening tool that has been reviewed and approved by NCPC's Evaluation Officer. Families will receive services in-house or referrals as needed for other services and non-monetary concrete support for basic needs and general services. Family Navigation staff will follow up with participating families at least once to confirm connection to resources and a maximum of 6 times for ongoing connection to resources. If participating families need more than 6 contacts per year, they will be referred to an in-house program or agency that provides family development, case management or goal planning services. There will be a Documented Guidelines Manual that explicitly describes guidelines, policies and procedures for family navigation activities and services. NCPC requires all staff to have training in the Standards of Quality for Family Support and Strengthening. Output and outcome data for this Smart Solution will be collected according to its specific data form(s).



170 Pine State Street, Lillington, NC 27546
Phone (910) 893-2344
Fax (910) 893-2387
www.harnettsmartstart.org

TECHNICAL APPROACH

Activity Description: Please describe the approach that will be used to accomplish the tasks outlined in the Activity Summary. After reading this section, the reader should have knowledge of the activity and how it will operate. Assume the reader has little familiarity with HCPC or the county and answer as completely and in as much detail as possible. Please be sure to address all of the following using either narrative style or specifically answering the questions:

A. Description of Services:

Please address the following in detail:

- the specific service to be offered, including the tasks/goals to be accomplished and when and where this service will operate
- the population to be served, including eligibility criteria for participation
- the staff that will be paid for with Smart Start funds
- the incorporation of effective practices into activity, if applicable.

Grants:

- B.** Does this activity contain grants of any kind or incentives to participants? Yes No

If you have checked yes, describe in detail.

- C.** If it is similar to other services in the county please explain how this service will enhance, expand or work with the service currently offered. (Reminder – duplication/supplantation of services is not approvable: i.e. paying for a Medicaid eligible well child visit)
- D.** Describe which organizations and agencies have collaborated in the development or delivery of this service to make it responsive to community need.



170 Pine State Street, Lillington, NC 27546
 Phone (910) 893-2344
 Fax (910) 893-2387
www.harnettsmartstart.org

**PROPOSED OUTPUTS AND OUTCOMES
 FY 2026-2027**

Outputs for FY 2026-2027		
Outputs - answers the question "how many?"	Who will collect this information?	List back-up documentation that will be provided.
Example: 100 child care providers will attend workshops and/or trainings.		

Outcomes for FY 2026-2027		
Outcomes - should include changes the activity expects for participants.	Who will collect this information?	List back-up documentation that will be provided.
Example: By June 30, 2027, 90% of parents will experience an increase in their confidence and competence in parenting skills.		

HCPC Quarterly Evaluation Reports will be completed and submitted by:
