

**C H Smith & Associates, LLC**  
**dba Scale Strategic Solutions**  
**Founded 2011**

### Differentiators

- ✓ Repeat business with State of Ohio
- ✓ Experience in education, public health, social services, and economic development
- ✓ Certified Project Management Professional (PMP) on staff

### NAICS

**541611: Administrative and General Management Consulting**

**541720: Research in Social Science and Humanities**

**611430: Professional and Management Development Training**

**611710: Educational Support Services**

### DUNS

**070781169**

### Contact

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Scale Strategic Solutions transforms information into action through our data-driven management consulting and program evaluation services. We help organizations and systems execute to their visions, understand their impact, and inform their work.

## **Core Competencies**

### • **Strategic Planning**



- Board Facilitation
- Stakeholder Engagement
- Market Analysis for Non-Profit and Public Sector
- Citizen Visioning for Community Development

### • **Capacity Building and Organization Development**

- Mapping and Refinement of Processes
- Implementation Augmentation
- Logic Models and Theories of Action
- Leadership Development
- Management Strategy and Training
- Diversity, Equity, & Inclusion Strategy



### • **Research and Program Evaluation**



- Evaluation Design and Instrument Development
- Participant Recruitment
- Data Collection: Surveys, Interviews, Focus Groups, Observation
- Quantitative and Qualitative Analysis
- Technical Assistance for Data Collection
- Dissemination of Findings for Practice and Public Policy

## **Certifications**

*Federal Women-Owned Small Business (WOSB)*

*Women's Business Council Women's Business Enterprise (WBE)*

*State of Ohio MBE/EDGE/WBE*

*City of Cincinnati SBE/MWBE*



## **Past Performance**

### **Program Assessment and Evaluation**

#### **Interact for Health, Quit Culture Campaign Evaluation, 2019- 2023**

Designing and conducting a multi-year evaluation of a health behavior campaign focused on tobacco cessation in low-income African American communities in Greater Cincinnati. Data collection methods include case study, media metric analysis, and process documentation review. Contract Value: \$200,000

#### **Ohio Department of Education, Migrant Education Program, 2017- 2020**

Supported the continuous improvement process for the state's Title I C program for migrant education with needs assessment facilitation and program evaluation. Our evaluation work resolved a federal finding that was outstanding for the state for several years. In our process, we reviewed data from sites and statewide databases; interviewed and surveyed stakeholders; and wrote the needs assessment and evaluation. Contract Value: \$85,300

#### **Southwest Ohio Regional Prevention Council, Kinship Care Navigator Program, 2018- 2021**

Evaluated the Kinship Care Navigation Model for the Southwest Ohio Regional Prevention Council. The work is sponsored by a federal sub award from the Ohio Children's Trust Fund. Our evaluation work included site visits, focus groups, and analysis of the protective factors survey. Contract Value: \$75,000

### **Strategic Planning and Market Research**

#### **Institute for Higher Education Policy, Degrees When Due, 2016-2021**

Facilitated a strategic planning process to bring together degree completion strategies from two different organizations with input from stakeholders. The process resulted in a strategic plan that attracted \$5 million in grant funds to implement a blended learning training curriculum for college administrators. Services continued to develop content for the learning management system and coach implementation teams. Contract Value: \$160,668

#### **Griffin & Strong, PC, City of Cincinnati Disparity Study, 2021-2022**

Contacted local businesses registered as vendors with the City of Cincinnati to schedule and conduct interviews to inform the city's disparity study. Interviewed businesses about their experiences seeking and conducting business with the city. Contract Value: \$31,400

### **Capacity Building and Organizational Development**

#### **Ohio Excels, Columbus New Skills Ready Network Project Management, 2021-2023**

Managing collaboration among education advocacy organization, three educational institutions, and two state agencies to execute grant-sponsored initiative. Coordinating work group efforts and project plans and facilitating leadership meetings. Drafted reporting and project documents to advance initiative objectives. Contract Value: \$122,400

#### **Ohio Department of Health, Implicit Bias Training and Development, 2019-2023**

Designed and delivering implicit bias training for the Bureau of Maternal and Child Health at the Ohio Department of Health in conjunction with DEI subject matter expert. The training provided knowledge of implicit bias and cultural intelligence skills to mitigate the impact of implicit bias in providing health services. The last three years of the training focused on maternal health and mortality. Our team also produced a transformation guide for the department to assist staff members in implementing what they learned. Contract Value: \$234,965