

# eAgenda

## POLK COUNTY PUBLIC SCHOOLS

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**Agenda**

Business Services Contracts

**Category**

Teaching and Learning Division

**Sub-Category**

Learning - General

**Title**

Educational Directions, LLC, Teaching & Learning, 2,100,000.00

**Description**

**Recommendation**

Recommend Approval

**My Contact**

*Michael Akes*  
Associate Superintendent/Chief Academic Officer  
863-534-0521

**Financial Impact**

\$2.1 million from the Supplemental Academic Instruction Fund 9350000000 7730 10020200 4310000 Funds Reservation #3200010691

**Attachments: (list)**

 [PublicRecordsAddendum.pdf](#)

 [Budget-Impact-Analysis for Ed Directions.pdf](#)

 [PCSB ED EO signed contract.pdf](#)

<b>Audit Data</b>	<b>Date &amp; Time</b>
Agenda Item Added by Elizabeth Warren	3/21/2018 5:27:39 PM
Polk ED AMO Contract (032118)without comments4.25.pdf added as an attachment by Elizabeth Warren	3/22/2018 8:26:46 AM
Agenda Item Submitted by Elizabeth Warren	3/22/2018 8:26:53 AM
Agenda Item Approved by Michael Akes	3/22/2018 8:29:07 AM
Attachment : Polk ED AMO Contract (032118)without comments4.25.pdf removed by Elizabeth Warren	3/22/2018 9:41:32 AM
Polk ED AMO Contract-revised032218.pdf added as an attachment by Elizabeth Warren	3/22/2018 9:42:43 AM
Agenda Item Revised by Elizabeth Warren	3/22/2018 9:42:47 AM
Agenda Item Approved by Michael Akes	3/22/2018 9:46:57 AM
Attachment : Polk ED AMO Contract-revised032218.pdf removed by Elizabeth Warren	3/22/2018 9:57:07 AM
Polk ED AMO Contract-revised032218.pdf added as an attachment by Elizabeth Warren	3/22/2018 9:57:14 AM
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Polk ED AMO Contract-revised032218.pdf added as an attachment by Elizabeth Warren	3/22/2018 11:52:00 AM
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Agenda Item Revised by Elizabeth Warren	3/22/2018 11:52:07 AM
Agenda Item Revised by Jason Pitts	3/22/2018 12:01:37 PM
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Agenda Item Approved by Jason Pitts	3/22/2018 12:11:00 PM
Agenda Item Approved by Lynn Adams	3/22/2018 12:58:34 PM
Agenda Item Approved by Carol Matthews	3/22/2018 3:35:08 PM
Agenda Item Approved by Wes Bridges	3/22/2018 5:10:01 PM
Attachment : Polk ED AMO Contract-revised032218.pdf removed by Elizabeth Warren	3/23/2018 3:43:19 PM
PCSB ED EO signed contract.pdf added as an attachment by Elizabeth Warren	3/23/2018 3:43:39 PM
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Budget-Impact-Analysis for Ed Directions.pdf added as an attachment by Elizabeth Warren	3/23/2018 3:43:52 PM
Attachment : Budget-Impact-Analysis for Ed Directions.pdf removed by Elizabeth Warren	3/23/2018 3:44:04 PM
Agenda Item Revised by Elizabeth Warren	3/23/2018 3:44:10 PM

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Elizabeth Warren - (Sr. Director's Secretary)  
 Role : Approver

Change Role  | log out

Version: **1.2.1.3 - 1.2.4.5**

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**CONTRACT BETWEEN POLK COUNTY PUBLIC SCHOOLS, FLORIDA AND  
EDUCATIONAL DIRECTIONS, LLC  
FOR PROVISION OF EDUCATION SERVICES**

This Contract for Provision of Education Services ("Contract"), effective as of May 1, 2018 (the "Effective Date"), is made and entered into by and between THE SCHOOL BOARD OF POLK COUNTY, FLORIDA, a body politic and corporate ("PCSB"), and EDUCATIONAL DIRECTIONS, LLC, a Kentucky limited liability company ("ED"). PCSB and ED may be individually referred to herein as a "Party" and collectively as the "Parties".

**Recitals, Background and Purpose**

This Contract establishes the framework for the relationship between the Parties that will support the transformation of the educational culture of the PCSB schools listed in Exhibit A, attached hereto and incorporated herein (the "Schools"). Exhibit A may be amended and replaced by the parties from time to time.

**Terms of Contract**

1. **Incorporation of Recitals.** The Parties acknowledge and agree that the recitals set forth above are true and correct and are incorporated herein by this reference.

2. **Engagement of ED.**

(a) PCSB hereby engages ED and ED hereby accepts said engagement for the purpose of providing to PCSB the services set forth in Exhibit B as attached hereto and incorporated herein by this reference (the "Services"). ED shall be responsible for providing the supplies and personnel (including management, employees, and training), and other resources as necessary to provide the Services.

(b) PCSB and ED shall jointly undertake the work of creating a productive learning environment and culture of high achievement at the Schools. ED will provide the Services as set forth in this Contract, and PCSB will participate, cooperate and fully commit to the implementation of the Services. PCSB will support and oversee the operational activities. In addition, ED and PCSB will work together to foster the commitment and confidence of all stakeholders critical to student success.

(c) ED will perform the Services with promptness and diligence and shall execute the Services in a workman-like manner. ED represents and warrants it will use an adequate number of qualified individuals with suitable training, education, experience, and skill necessary to perform the Services.

3. **Term and Renewal.**

(a) This Contract shall take effect on the Effective Date of May 1, 2018 and shall remain in effect through June 2020 (the "Initial Term") unless amended by mutual agreement of the Parties or sooner terminated. The intent of this agreement shall satisfy the FDOE requirement regarding the district's obligation to the contract with an external operator pursuant to F.S.1008.33(4)(b)(3) and F.A.C. 6A-13099811(6)

(d)

- (b) This Contract may be sooner terminated or not renewed according to the provisions set forth in this Contract or as may be required by the Florida Department of Education ("FDOE") pursuant to the Differentiated Accountability State System of School Improvement ("DA Rule") and related regulations.
- (c) Provided that this Contract has not been terminated as otherwise set forth herein, this Contract shall automatically renew for two (2) consecutive one (1) year periods (each, a "Renewal Term" and together with the Initial Term, the "Term") unless either Party provides written notice of its intent not to renew no later than ninety (90) days prior to the expiration of the then-existing Term.
- (d) PCSB and ED agree that the renewal of this Contract will be dependent upon the availability of funding.

4. **Compensation and Reimbursements.**

- (a) The financial obligations of PCSB for this Contract are set forth in Exhibit B, attached hereto and incorporated herein.
- (b) ED shall submit an invoice to PCSB's Chief Academic Officer (CAO) specifying the Services performed for the prior month by the fifth (5th) day of the succeeding month. Each invoice shall provide sufficient detail to demonstrate the Services performed and the payment requested. PCSB's Deputy Superintendent shall certify that the Services have been satisfactorily and timely completed or provide a list to ED of those items that have not been satisfactorily completed within five (5) business days of receipt of said invoice. ED and PCSB shall work in good faith and in a timely manner to resolve any disputes. After confirmation from the CAO of satisfactory completion of the Services (in whole or in part), the invoice (in whole or in part) shall be submitted by PCSB for payment, and payment shall be made by PCSB within thirty (30) days after the CAO's approval of a proper invoice.
- (c) PCSB's obligations under this Contract are contingent upon availability of lawfully appropriated funds for this Contract.
- (d) ED's FEIN is 04-3768206, and ED shall provide to PCSB a duly executed IRS Form W-9 as a condition precedent to any payment under this Contract.
- (e) PCSB's payment of invoices shall be made in accordance with Florida's Prompt Payment Act set forth in Chapter 218, Florida Statutes, except as modified herein. Any final invoice for Services under this Contract shall be submitted by ED to PCSB no later than ninety (90) days after the expiration of the Term.
- (f) PCSB shall ensure that each School provides adequate space for the Services, including professional development sessions, to the extent applicable. If ED needs to acquire additional space in order to provide such Services, PCSB shall reimburse ED for the costs of the additional space with the monthly payments to be made hereunder, in addition to the costs for the Services. Before additional space is acquired, PCSB must approve the need and cost.

5. **Confidentiality; Compliance with Student Privacy Laws; Intellectual Property.**

- (a) ED agrees that all personal information relating to any student participating in PCSB programs shall remain confidential and not be disclosed to any third party without the prior written consent of such student's parents or legal guardian. Failure to comply with this provision will be an Event of Default (defined below) under this Contract and may result in the PCSB's inability to provide student data to ED.
- (b) In performance of the Services, ED may have access to information that is not generally known to others relating to names and identities of students and to personnel files. ED shall comply with the Family Educational Rights and Privacy Act ("FERPA") (20 U.S.C. § 1232g and 34 CFR Part 99) and all other applicable laws and regulations governing student privacy as it relates to the program evaluation. To the extent permissible by FERPA, PCSB shall grant ED access to any information pertaining to students and staff at each School that ED requests in order to carry out the Services, including, but not limited to, individualized education plans, student records, and personnel files. Each Party agrees to: (i) protect such confidential information in a reasonable and appropriate manner; (ii) use confidential information only to perform its obligations under this Contract; (iii) withhold confidential information from any third party and only to disclose such information with the prior written consent of the other Party; and (iv) comply with all legal requirements pertaining to the disclosure of confidential records.
- (c) Any of the teaching methods, ideas, concepts, presentation, or products utilized during the course of the presentations and instructions of ED are wholly owned by ED. The materials and processes espoused by ED in its presentations and teachings are the exclusive intellectual property of ED and remain so even when employed by any parties to this Contract, their agents, assigns, employees, independent contractors, or any other person associated with this contract. PCSB, its members, employees, agents and assigns shall be granted fair use of the ideas and techniques employed by ED during the Term, and it shall not be considered infringement on the intellectual property rights of ED for them to do so.
- (d) Intellectual Property.
- (i) Ownership of ED's Intellectual Property: The Parties agree that all discoveries, inventions, improvements, methods, works of authorship, trademarks, trademark applications, service marks, technology, computer programs, databases, trade secrets, confidential information, patents, patent applications, copyrights, and any other forms of intellectual property (whether or not reduced to practice or writing) (collectively, "Intellectual Property") created or developed by employees or agents of ED ("ED Personnel"), excluding any PCSB Personnel, during the Term shall be owned exclusively by ED (the "ED Intellectual Property").
- (ii) Ownership of PCSB Intellectual Property: PCSB hereby assigns certain of its employees ("PCSB Personnel") to perform Services for ED at the Schools or other locations. All Intellectual Property that PCSB Personnel create or develop while performing Services and not using the PCSB Intellectual Property (defined

below) at the Schools or for ED shall be owned exclusively by ED and shall be considered ED Intellectual Property. In all cases outside the scope of the Services, Intellectual Property that PCSB Personnel create or develop shall be owned exclusively by PCSB (the "PCSB Intellectual Property").

(iii) License of PCSB Intellectual Property: PCSB hereby grants to ED a non-exclusive and royalty-free license to use products and services embodying PCSB Intellectual Property for ED's use at the Schools for the Services and not otherwise. For clarity, PCSB is only licensing to ED the PCSB Intellectual Property otherwise utilized by the Schools for the sole purpose of administering the Services.

(iv) Return of Property: Upon termination of this Contract for any reason, PCSB shall return to ED within thirty (30) days any and all ED Intellectual Property. Likewise, ED shall return to PCSB any and all PCSB Intellectual Property.

6. **PCSB Responsibilities.**

- (a) PCSB shall maintain designated administrative leaders to serve as direct contacts with ED's coordinator(s). The role of the designated administrative leaders shall be to resolve issues and problems confronted by ED in implementing the agreed-upon school design and performance plan.
- (b) PCSB shall designate locations within each School for ED to have an office or conference room as needed for ED's provision of Services at each School.
- (c) PCSB shall ensure continuation of all non-academic services, such as facilities, transportation, food services and maintenance related to the daily operation of each School, as well as any Services purchased by ED. PCSB's designated administrative leaders shall be responsible for ensuring that all PCSB services are efficiently and expeditiously provided to each School.

7. **Events of Default; Termination.**

- (a) Events of Default: The occurrence of any one or more of the following events prior to the expiration of the Term shall constitute an "Event of Default" hereunder:
  - (i) Failure to pay any sum of money becoming due under this Contract, which such default continues for ten (10) days after written notice thereof; or
  - (ii) Failure to perform or observe any material term, covenant or condition of this Contract, which such default continues for thirty (30) days after written notice thereof.
- (b) Termination Upon Event of Default: Upon the occurrence of an Event of Default, the non-defaulting Party, at its sole and absolute election, may terminate this Contract and exercise all rights and remedies it may have at law or in equity. Notwithstanding the foregoing, the Parties agree that any termination shall not take effect until the end of a school year, unless there are unusual and compelling circumstances which justify the disruption to each School's academic program.

Any PCSB uncured Event of Default for failure to pay any sum of money becoming due under this Contract shall constitute a "compelling circumstance" for ED's termination of this Contract.

- (c) **Termination for Convenience:** Absent an Event of Default, neither Party may terminate this Contract prior to its expiration.
- (d) In the event of an uncured Event of Default by the either party, the non-defaulting party may take any and all actions permitted by law and/or in this Contract so long as such Event of Default is continuing and remains uncured.

8. **School Programs.** ED shall perform the Services in the context of the school design and programs for each School. In providing the Services, ED may, after consultation with PCSB add, modify or eliminate existing extracurricular programs.

9. **Indemnification.**

- (a) ED shall indemnify, hold harmless, and defend PCSB, Board members, officers, employees, agents and volunteers or representatives against any claim, action, loss, damage, injury, (whether corporeal or mental) to persons, including death, or damage to property (and including reasonable attorneys' fees and costs incurred by PCSB), arising out of or incidental to the following: (i) ED's performance of this Contract or work performed hereunder, (ii) ED's breach of this Contract; and (iii) failure of ED to pay its suppliers, vendors, employees, agents, or contractors. Notwithstanding any statement herein to the contrary, ED's total liability to PCSB shall not exceed the amount paid to Contractor pursuant to this Contract for the then-preceding twelve (12) months, provided that this limitation of liability shall not limit ED's obligation to indemnify, defend, and hold PCSB harmless from and against third party claims.
- (b) Nothing in this Contract shall be deemed to be a waiver, limitation, or alteration of PCSB's sovereign immunity pursuant to s. 768.28, F.S.

10. **Miscellaneous.**

- (a) The Parties acknowledge and agree that the terms and provisions of this Contract have been negotiated and discussed among them and that this Contract reflects their mutual understanding. No Party shall be deemed to be the drafter of this Contract. Therefore, no presumption for or against validity or as to any interpretation hereof based upon the identity of the drafter shall be applicable in interpreting or enforcing the Contract.
- (b) The Parties intend that the relationship between them created by this Contract is that of an independent contractor, and not employer-employee. No agent, employee, or servant of ED shall be deemed to be the employee, agent, or servant of PCSB except as expressly acknowledged in writing by PCSB.
- (c) Except for the failure of either Party to pay its obligations hereunder, neither Party shall be in default of this Contract if the performance of any part or all of

this Contract is prevented, delayed, hindered or otherwise made impracticable or impossible by reason of any strike, flood, hurricane, riot, fire, explosion, war, act of God, sabotage, accident or any other casualty or cause beyond either Party's control, and which cannot be overcome by reasonable diligence and without unusual expense.

- (d) This Contract (and exhibits) constitutes the full, entire and complete agreement between the Parties. All prior representations, understandings and agreements are superseded and replaced by this Contract.
- (e) This Contract may be altered, amended, changed or modified only by the Parties' agreement in writing. Any changes must comply with all applicable Federal, State, and local laws and be approved by both Parties, in writing, before those changes are implemented.
- (f) The Parties shall not assign their rights under this Contract without the prior written consent of the other Party; however, due to the nature of the Services, PCSB may withhold its consent to any assignment in its sole and absolute discretion. ED may, without the consent of PCSB, enter into contracts for Services with an individual or duly formed business entity so long as ED remains ultimately responsible for said Services.
- (g) Except as expressly provided to the contrary herein, each section, part, term or provision of this Contract shall be considered severable, and, if for any reason, any section, part, term or provision herein is determined to be invalid, contrary to or in conflict with any existing or future law, rule or regulation by a court or governmental agency having competent jurisdiction, such determination shall not impair the operation of or have any other affect on the remaining sections, parts, terms or provisions of this Contract, which shall continue to be given full force and effect and bind the Parties hereto, and such invalid sections, parts, terms or provisions shall not be deemed to be a part of this Contract.
- (h) No waiver of any provision of this Contract shall be deemed or shall constitute a waiver of any other provision, nor shall such waiver constitute a continuing waiver unless otherwise expressly stated.
- (i) Every notice, approval, consent or other communication authorized or required by this Contract shall not be effective unless same shall be in writing and sent postage prepaid by United States mail, directed to the other Party at its address provided below or such other address as either Party may designate by notice from time to time in accordance herewith:



If to ED:

Educational Directions, LLC  
Attn: Joe DeSensi  
1221 Summit Ave.  
  
Louisville, KY 40204  
Phone: (502) 291-3723  
Email: [jdesensi@eddirections.com](mailto:jdesensi@eddirections.com)

With copy to:

Thomas Ice, Jr., Esq.  
Middleton Reutlinger, P.S.C.  
2600 Brown & Williamson Tower,  
Suite 200  
Louisville, Kentucky 40202  
Phone: (502) 584-1135  
Email: [tice@middletownlaw.com](mailto:tice@middletownlaw.com)

If to PCSB:

The Polk County Public Schools, Florida  
Address: 1915 South Floral Avenue  
Address: Post Office Box 391  
Bartow, Florida 33813  
Phone: (863) 534-0521

Contact: Jacqueline Byrd  
Email: [jacqueline.byrd@polk-fl.net](mailto:jacqueline.byrd@polk-fl.net)

With copy to:

Office of General Counsel  
Attn: C. Wesley Bridges II, Esq.  
Address 1915 South Floral Avenue  
Address Post Office Box 391  
Bartow, Florida 33813  
Phone: (863) 640-3765

Email: [wes.bridges@polk-fl.net](mailto:wes.bridges@polk-fl.net)

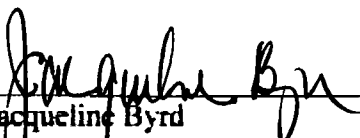
- (j) This Contract is not intended to create any rights of a third party beneficiary. This clause shall not be construed, however, as a waiver of any right of a member of the community, or a student or parent of a student of any School.
- (k) All representations and warranties made herein shall survive termination or expiration of this Contract unless expressly set forth otherwise.
- (l) Both Parties shall comply with all federal, State of Florida, and local non-discrimination laws, rules, regulations, and ordinances.
- (m) This Contract shall be construed under and governed by the laws of the State of Florida. Venue for any action arising under this Contract shall lie exclusively in the courts of Polk County, Florida.
- (n) This Contract may be executed via counterpart and facsimile signature, the counterparts and facsimiles of which, when taken together, shall be deemed to constitute an entire and original Contract.

(SIGNATURE PAGE TO FOLLOW)

IN WITNESS WHEREOF, the parties hereto have executed this Contract as of the day and year first above written.

Attest:

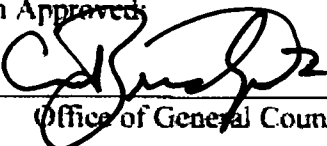
POLK COUNTY PUBLIC SCHOOLS,  
FLORIDA

By:   
Jacqueline Byrd  
Superintendent of Schools and  
Ex-Officio Secretary to the Board

By:   
Contact

Form Approved


Approved by Board:

By:   
Office of General Counsel

Witnesses:

EDUCATIONAL DIRECTIONS, LLC

By: \_\_\_\_\_  
Name: \_\_\_\_\_

By:   
Name: Joe DeSensi, III  
Title: Managing Member

By: \_\_\_\_\_  
Name: \_\_\_\_\_

## **EXHIBIT A**

### **Initial list of Schools**

This initial list of Schools can be amended by mutual consent including changing the exact list for Spring 2018 School Needs Analyses. Exact lists of Schools and services levels will be agreed to in writing before Services begin.

- 1191 – Kathleen Middle School
- 1662 – Lake Alfred-Addair Middle School
- 1831 - Lake Marion Creek Middle School
- 0931 - Bartow Middle School
- 0601 - Garner Elementary School
- 1231 -Griffin Elementary School

## **EXHIBIT B**

### **Services to be provided by ED** **and** **Costs for the Services**

#### **I. Project Overview**

ED will provide the External Operator Services (EOS) option for Polk County Public Schools (PCSB) for the Turnaround Option Plan (TOP) priority schools pursuant to F.S.1008.33(4)(b) and F.A.C. 6A-1.099811(6) under the following terms:

PCSB defines 3 tiers of schools in terms of district and external help.

**Tier 3** - Schools that are in year three (3) or year four (4) of TOP.

**Tier 2** - Schools that are in year one (1) or year two (2) of TOP.

**Tier 1** - Schools whose current school grade is an A, B or C.

#### **Services by Tier**

**Tier 3 Schools** will receive the External Operator (EO) intervention level as mandated by the state pursuant to F.S.1008.33(4)(b) and F.A.C. 6A-1.099811(6).. Schools in Tier 3 that make a C or better on the state test will move to Tier 1 but will receive both DMT support as well as the Intensive Technical Services (ITS) intervention level from Educational Directions. Schools not receiving a C or better will remain Tier 3.

**Tier 2 Schools** that are in the first year of TOP will receive DMT support. Schools that are in year 2 of TOP will receive DMT support as well as the Academic Managed Organization (AMO) intervention level from Educational Directions.

**Tier 1 Schools** who were previously Tier 3 will receive District Managed Turnaround (DMT) support except for schools that were either tier 3 or year 2 of tier 2 the previous year which will also have some level of ITS support from Educational Directions.

#### **II. What Educational Directions Will Provide:**

## Services

**Site Director** - The Site Director is a senior Educational Directions coach that will be working with all schools. The site director will work with both the lead coach and the principal and will add additional leadership, operations and instructional support. The site director will also work with the lead coach determine how to best use the academic coaching resources.

**Leadership Coach**-a leadership coach educator who has experience in turnaround schools and understands the ED approach to turnaround work. For this project, there will be one leadership coach for each school.

**Academic Coaching**-ED provides content specialists in math, science, language arts, special education, social studies and ESI. These coaches are prepared to work with curriculum, classroom strategies, assessment and lesson planning. For this project, ED will assign science, language arts and math coaches if requested by the lead coach.

**Data Coaching**-ED data coaches work with school staff to develop student-focused data streams, collect and organize data, analyze data and use data in planning and decision-making. They aid in providing for the data needs identified by the lead coach.

**Project Management**-project managers do the prep work for the project, broker services requested by lead coaches, monitor implementation and impact in each school and for the whole project and organize data for those generating the reports.

**Reporting**-reporting can be handled by two or three of the ED staff. They are responsible for generating all reports required by the project, preparing data for the project manager and work with a project manager to monitor implementation and impact as well as complete the end of year reporting.

**District Training\***-all district training is done by one or two of ED's senior staff.

**Executive Briefing\***-the executive briefings will be presented by ED's senior staff who will provide the briefing. The briefing will include an analysis of the current year project and suggestions for the next year.

\* Occurs at district level.

### III. Costs

The intervention levels will be split by services for Spring 2018 (May 1, 2018 – June 15, 2018) and services for next school year and the following school year (July 15, 2018 – June 15, 2019 and July 15, 2019 – June 15, 2020, respectively). The costs listed below are subject to change by agreement of the Parties. The need for support can be determined by when the contract is signed and the number of schools in need of support.

#### Spring 2018

##### **Baseline Review and Needs Evaluation**

**Below is an optional set of Individual Services and Bundled Services. Exact Services and amounts will be agreed to in writing before Services begin. The payments will be divided into the number of months for the Services plus 1. The first payment will be due upon execution of the Contract and then in equal installments at the end of each Service month.**

##### **Bundled Services**

##### **Spring Needs Assessment Level 3 Bundle - \$52,500**

Services include:

- 2-year review of school data by ED senior team.
- Review of district curriculum.
- 3 Site Director days onsite.
- 16 days of a Site Analyst onsite.
- A formal Needs Analysis report.
- Help in preparing the next year's school plan report.

##### **Spring Needs Assessment Level 2 Bundle - \$40,000**

Services include:

- 2-year review of school data by ED senior team.
- Review of district curriculum.
- 3 Site Director days onsite.
- 10 days of a Site Analyst onsite.
- A formal Needs Analysis report.

##### **Spring Needs Assessment Level 1 Bundle - \$40,000**

Schools NOT receiving a grade of C or higher for the 2017-18 school year.

Services include:

- 2-year review of school data by ED senior team.
- 2 Site Director days onsite.
- 8 days of a Site Analyst onsite.
- Review of next year's school plan report.

##### **Individual Services:**

- School Climate Audit (2 days of onsite Focus Groups, Classrooms Observations, Operations Analysis and Electronic Surveys) - \$17,500
- Focus Groups - (1 days of onsite facilitated leadership and faculty focus groups and Electronic Surveys) - \$10,000
- Electronic Surveys - (leadership/faculty electronic surveys used as part of Needs Analysis) - \$4,000

**2018-2019 and 2019-2020 School Years**

**Districtwide Support Days**

This block of district days is based on 5-10 Schools. If the total number of Schools is higher or lower than this range, PCSB and ED can work together to adjust the number of district days and possibly adjust the prices for the TOP Intervention Levels.

Districtwide:	Site manager days	64
	Discretionary academic and data coaching days	50
	Project management days	50
	Reporting days	50
	Executive Briefing days	3

**TOP Intervention Level 3 – External Operator**

TOP Year 3 Schools NOT receiving a grade of C or higher for the 2017-18 school year:

EO - \$350,000 per school

Per School:	Leadership coach days	80
	Academic and data coaching support days	50

**TOP Intervention Level 2 – Academic Management Organization**

TOP Year 3 Schools receiving a grade of C or higher for the 2017-18 school year:

AMO - \$240,000 per school

Per School:	Leadership coach days	60
	Academic and data coaching support days	25

**TOP Intervention Level 1 – Intensive Technical Services**

TOP Year 2 Schools NOT receiving a grade of C or higher for the 2017-18 school year:

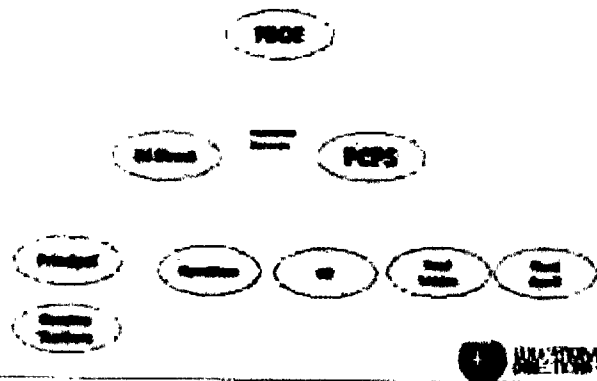
ITS - \$125,000 per school

Per School:	Leadership coach days	45
	Academic and data coaching support days	8

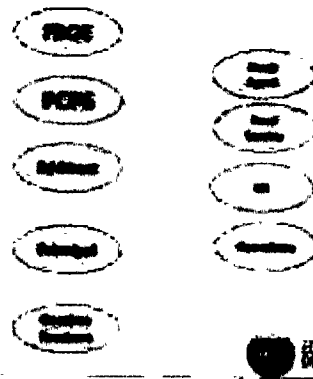
**Subject to the level of Services required for each of the Schools, the maximum to be paid by PCSB for the 2017-2018 Three Hundred Thousand Dollars (300,000.00). 2018-2019 and 2019-2020 School Years will be Two Million One Hundred Thousand Dollars (\$2,100,000.00).**

#### IV. Intervention Tier Organizational Charts

##### Limited EMO Organizational Structure



##### AMO Organizational Structure



##### ITS Organizational Structure

