

Directory of Providers  
for  
Professional Development for Building  
School Leadership Capacity and  
Coherence

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June 2022

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## **A. Introduction**

The District issued a Request for Proposals (RFP) with the goal to establish vendors with substantial experience to provide professional development to teachers, principals and administrators devised to build leadership capacity and practices that result in coherence. The “Coherence Framework” places leadership at the center to develop focusing direction, cultivating collaborative cultures, deepening learning, and securing accountability (Fullan, 2016).

## **B. Accessing the Contracts**

Principals, Administrators and other responsible staff should review the selection of approved vendors to obtain descriptions of services, itemized lists of goods, and pricing. Quotes must be within the guidelines contained within this directory.

Ariba Purchase Requisitions (PR) must reference the Vendor Number and Contract Number listed in this Directory.

The product category for this contract is 96102 – *Professional Services*. This product category must be used when creating the PR in order for the PO to reference the Contract.

Please direct questions or requests for assistance with this process to the Buyer assigned to your region.

### Step-by-Step Instructions

1. Contact a vendor that offers the services of interest to you. Obtain a quote, scope of work, and a timeline (or delivery schedule). If the services will occur over multiple weeks or months, include an invoice as well.
2. Create a Purchase Requisition using product category 96102. Reference the Vendor Number and Contract Number listed in this Directory. Be sure to attach the quote, scope of work and timeline.
3. Once the vendor confirms they have received the PO, they may begin providing services.

### C. List of Providers for Professional Development for Building School Leadership

PROPOSER	CONTRACT NO. SAP/Ariba	VENDOR #	CONTACT EMAIL
A.J. Barrett and Associates	4400010156 / C2377	1000021182	<a href="mailto:ajbsfamily@gmail.com">ajbsfamily@gmail.com</a>
Association for Supervision and Curriculum Development (ASCD)	4400010157 / C2378	1000004928	<a href="mailto:matt.monjan@ascd.org">matt.monjan@ascd.org</a>
Community Training and Assistance Center (CTAC)	4400010159 / C2379	1000010239	<a href="mailto:bslotnik@ctacusa.com">bslotnik@ctacusa.com</a>
Corwin Press Inc.	4400010200 / C2380	1000004616	<a href="mailto:aaron.heintzman@corwin.com">aaron.heintzman@corwin.com</a>
District Management Group	4400010566 / C2315	1000012410	<a href="mailto:jihk@dmgroupk12.com">jihk@dmgroupk12.com</a>
Engage! Learning, LLC dba engage2learn	4400010201 / C2381	1000014930	<a href="mailto:danielle@engage2learn.org">danielle@engage2learn.org</a>
Houghton Mifflin Harcourt/International Center for Leadership in Education	4400010202 / C2382	1000004866	<a href="mailto:straub@leadered.com">straub@leadered.com</a>
InnovateEd	4400010203 / C2383	1000002674	<a href="mailto:lynnh@innovateed.com">lynnh@innovateed.com</a>
Kagan Professional Development	4400010568 / C2316	1000005919	<a href="mailto:nicki@kaganonline.com">nicki@kaganonline.com</a>
Leverage Learning Group	4400010204		<a href="mailto:jason@leveragelearninggroup.com">jason@leveragelearninggroup.com</a>
Los Angeles Education Partnership	4400010205 / C2384	1000004285	<a href="mailto:mbroadnax@laep.org">mbroadnax@laep.org</a>
Nancy Akhavan Consulting, Inc.	4400010206		<a href="mailto:nancy@nancyakhavan.com">nancy@nancyakhavan.com</a>
New Teacher Center	4400010207 / C2385	1000001368	<a href="mailto:rfranchilli@newteachercenter.org">rfranchilli@newteachercenter.org</a>
OneGoal	4400010208 / C2386	1000012705	<a href="mailto:aaron.mitich@onegoalgraduation.org">aaron.mitich@onegoalgraduation.org</a>
Partnership for Los Angeles Schools	4400010209 / C2387	1000007652	<a href="mailto:ian.guidera@partnershipla.org">ian.guidera@partnershipla.org</a>
Quaglia Institute for School Voice and Aspirations	4400010211 / C2388	1000011200	<a href="mailto:fox@quagliainstitute.org">fox@quagliainstitute.org</a>
Seneca Family of Agencies	4400010212 / C2389	1000011218	<a href="mailto:leticia_galyean@senecacenter.org">leticia_galyean@senecacenter.org</a>
Success for All Foundation	4400010213/ C2390	1000078887	<a href="mailto:pweigel@successforall.org">pweigel@successforall.org</a>
The Achievement Network	4400010214 / C2391	1000015058	<a href="mailto:rcattaneo@achievementnetwork.org">rcattaneo@achievementnetwork.org</a>
UCLA-Center X	4400010215 / C2392	1000004459	<a href="mailto:francois@gseis.ucla.edu">francois@gseis.ucla.edu</a>
UnboundEd Learning	4400010216/ C2393	1000014819	<a href="mailto:diane.powell@unbounded.org">diane.powell@unbounded.org</a>



- Capacity building, TK-5 grades, district-wide symposiums and follow-up small group workshops developing common skill base and knowledge of multi-tiered system of support, Universal Design for Learning, and Culturally and linguistically relevant teaching

Through thorough evaluation, the District will identify that combination of providers whose services, cumulatively, will meet the full spectrum of building Professional Development for Building School Leadership Capacity and Coherence capacity and coherence-aligned professional development requirements for teaching of school leaders, adults, and students of varying grade spans, skill levels and categories of need.

- In whatever form, all professional development services should include the following components:
  - Sharable materials and resources that support the implementation and replication of professional development practices across schools, classrooms and offices
  - Relevant and timely data reporting on professional development efforts
  - Tools to support collection of evidence of professional development implementation
  - A process for evaluating the effectiveness of the professional development to enhance school culture, relevant outcomes, teaching practice, and school/classroom implementation of building Professional Development for Building School Leadership Capacity and Coherence capacity and coherence.

## END OF STATEMENT OF WORK / OVERVIEW OF SERVICES

## E. Summary of Service and Pricing

A.J. BARRETT AND ASSOCIATES - Contract # 4400011142 / C2377

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<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	Full Day \$1,000 per facilitator Minimum 2 facilitators
Materials, license fees, digital resources, etc.	One time or annual costs	Most materials are open source and available on computer; no fees if the organization makes copies of documents they want in hard copy, Depending on professional development may be the cost of professional books; these are purchased at cost.
Professional Development, Administrators	Per day/half day costs	Full Day \$1,000 per facilitator Minimum 2 facilitators
Coaching	In person/on-line and frequency/duration	\$100/hour Minimum 10-hour commitment

A.J. BARRETT AND ASSOCIATES - Contract # 4400011142 / C2377 (continued)

Implementation monitoring	Reviews/visits per year	Negotiable with a minimum of 3-5 visits per year. Full Day \$1,000 per facilitator Minimum 2 facilitators (Includes summary plan.)
Deliverables	Data analysis, summary reports and recommendations	\$5,000+ depending on size of school and type of report if not part of larger implementation of professional services plan. Implementation visits have summaries included in costs.
		UCLA Researcher Imelda Nava is available to do effectiveness evaluation of <u>implementation</u> of PD.

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

**ASSOCIATION FOR SUPERVISION AND CURRICULUM DEVELOPMENT (ASCD)  
CONTRACT NO. 4400010157/ C2378**

<b>Products and Services</b>	<b>Rate</b>
<b>Digital Materials: ASCD Activate</b>	\$4,200/School
<b>Face-to-Face Professional Learning</b>	\$7,500/Faculty member/day/cohort of 35 Administrators*
<b>Administrator/Principal Coaching</b>	\$44,000.00 /Cohort of 20-25 Principals/6 months
<b>Online Workshops</b>	\$7,500/Faculty member/10 hour bundle/cohort of 35 Principals/Administrator
<b>Webinars</b>	\$1,200/75 minutes
<b>Virtual Office Hours</b>	\$750/hour
<b>Books</b>	Books average around \$20-30.

*\*All costs are inclusive. There is no cost to the district for travel expenses of any kind, including airfare, hotel, meals and ground transportation. Pricing for ASCD Author/Faculty members ranges from \$7,500.00 – \$20,000.00 per day onsite depending on the ASCD Author/Faculty Member. Exact cost will be determined as an appropriate match is made.*

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	See above pricing sheet
Materials, license fees, digital resources, etc.	One time or annual costs	See above pricing sheet
Professional Development, Administrators	Per day/half day costs	See above pricing sheet
Coaching	In person/on-line and frequency/duration	See above pricing sheet
Implementation monitoring	Reviews/visits per year	No cost. Included in proposal
Deliverables	Data analysis, summary reports and recommendations	No cost. Included in proposal

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

**SCHEDULE OF SERVICES AND PRICES**

**A. Leadership Leveraged**

CTAC provides Leadership Leveraged services through two (2) preparations meetings to coordinate and plan the training, three (3) half day online training sessions, and one (1) half day follow-up online support session. On-site trainings can be selected as an option. The pricing below assumes on-site trainings are conducted on consecutive days. This training is also available for up to 15 teachers with similar pricing. Participant materials include selected Leader Learning Labs.

Price: \$5,500 online or \$7,450 on-site.

Category	Unit/ Description	Online Price	On-site Price
Professional Development, Administrators – Online	3 - half day sessions	\$3,900	
Professional Development, Administrators – On-site	3 - half day sessions On-site sessions are consecutive days		\$5,850
Materials, license fees, digital resources, etc.		\$300	\$300
Follow up sessions for PD application – Online	1 - half day online session	\$1,300	\$1,300
Deliverables	Selected Leader Learning labs		
<b>Leadership Leveraged Cost</b>		<b>\$5,500</b>	<b>\$7,450</b>

**B. Addressing Disparate Impact**

CTAC provides Addressing Disparate Impact services through two (2) preparation meetings to coordinate and plan the training, three (3) half day online training sessions, and three (3) half day follow-up online support sessions. On-site trainings can be selected as an option. The pricing below assumes on-site trainings are conducted on consecutive days. This training is also available for up to 15 teachers with similar pricing. Participant materials include Data Collection Protocols, a Data Framing Tool and Conversation Protocols.

Price: \$8,100 online or \$10,050 on-site.

Category	Unit/ Description	Online Price	On-site Price
Professional Development, Administrators – Online	3 - half day sessions	\$3,900	
Professional Development, Administrators – On-site	3 - half day sessions On-site sessions are consecutive days		\$5,850
Materials, license fees, digital resources, etc.		\$300	\$300
Follow up sessions for PD application – Online	3 - half day online sessions	\$3,900	\$3,900
Deliverables	Data Collection Protocols; Data Framing Tool; Conversation Protocols		
<b>Addressing Disparate Impact Cost</b>		<b>\$8,100</b>	<b>\$10,050</b>

## COMMUNITY TRAINING AND ASSISTANCE CENTER (CTAC) (continued)

### C. Dynamic Decision Making

CTAC provides Dynamic Decision-Making services through two (2) preparation meetings to coordinate and plan the training, three (3) half day online training sessions, and three (3) half day follow-up online support sessions. On-site trainings can be selected as an option. The pricing below assumes on-site trainings are conducted on consecutive days. This training is also available for up to 15 teachers with similar pricing. Participant materials include a Goal-setting Guide and Conversation Protocols.

Price: \$8,300 online or \$10,250 on-site.

Category	Unit/ Description	Online Price	On-site Price
Professional Development, Administrators – Online	3 - half day sessions	\$3,900	
Professional Development, Administrators – On-site	3 - half day sessions On-site sessions are consecutive days		\$5,850
Materials, license fees, digital resources, etc.		\$500	\$500
Follow up sessions for PD application – Online	3 - half day online sessions	\$3,900	\$3,900
Deliverables	Goal-setting Guide; Conversation Protocol		
Dynamic Decision-Making Cost		\$8,300	\$10,250

### D. Quality Teaching Practices

CTAC provides Quality Teaching Practices services through two (2) preparation meetings to coordinate and plan the training, three (3) half day online training sessions, and two (2) half day follow-up online support sessions. On-site trainings can be selected as an option. The pricing below assumes on-site trainings are conducted on consecutive days. This training is also available for up to 15 teachers with similar pricing. Participant materials include selected Learning Labs.

Price: \$6,900 online or \$8,850 on-site.

Category	Unit/ Description	Online Price	On-site Price
Professional Development, Administrators – Online	3 - half day sessions	\$3,900	
Professional Development, Administrators – On-site	3 - half day sessions On-site sessions are consecutive days		\$5,850
Materials, license fees, digital resources, etc.		\$400	\$400
Follow up sessions for PD application – Online	2 - half day online sessions	\$2,600	\$2,600
Deliverables	Selected Learning Labs		
Quality Teaching Practices Cost		\$6,900	\$8,850

## COMMUNITY TRAINING AND ASSISTANCE CENTER (CTAC) (continued)

### E. Student-Centered Learning Model

CTAC provides Student-Centered Learning Model services through two (2) preparation meetings to coordinate and plan the training, one (1) full day online training sessions, and four (4) half day follow-up online support sessions. On-site trainings can be selected as an option. The pricing below assumes on-site trainings are conducted on consecutive days. This training is also available for up to 15 teachers with similar pricing. Participant materials include a Twenty-Day Plan for Connection Time, up to 52 STEM Units (based on grade and content served), Student Experience Inventories and a Restorative Practice Implementation Guide.

Price: \$7,800 online or \$8,850 on-site.

Category	Unit/ Description	Online Price	On-site Price
Professional Development, Administrators – Online	1 - half day session	\$2,100	
Professional Development, Administrators – On-site	1 - half day session		\$3,150
Materials, license fees, digital resources, etc.		\$500	\$500
Follow up sessions for PD application – Online	4 - half day online sessions	\$5,200	\$5,200
Deliverables	Twenty-Day Plan for Connection Time; Up to 52 STEM Units; Student Experience Inventories; Restorative Practice Implementation Guide		
<b>Student-Centered Learning Model Cost</b>		<b>\$7,800</b>	<b>\$8,850</b>

### F. Standard Bearer Schools (SBS) design framework

CTAC provides Standard Bearer Schools (SBS) design framework services through two (2) preparation meetings to coordinate and plan the training, four (4) half day online training sessions, and one (1) half day follow-up online support session. On-site trainings can be selected as an option. The pricing below assumes on-site trainings are conducted on consecutive days. This training is also available for up to 15 teachers with similar pricing. Participant materials include the Organizational Assessment Survey, Interview and Focus Group Guides and Root Cause Analysis Tools.

Price: \$7,200 online or \$9,800 on-site.

Category	Unit/ Description	Online Price	On-site Price
Professional Development, Administrators – Online	4 - half day sessions	\$5,200	
Professional Development, Administrators – On-site	4 - half day sessions On-site sessions are consecutive days		\$7,800
Materials, license fees, digital resources, etc.		\$700	\$700
Follow up sessions for PD application – Online	1 - half day online session	\$1,300	\$1,300
Deliverables	Organizational Assessment Survey, Interview and Focus Group Guides, Root Cause Analysis Tools		
<b>Standard Bearer Schools (SBS) Cost</b>		<b>\$7,200</b>	<b>\$9,800</b>

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$1,000-3,000/hr
Materials, license fees, digital resources, etc.	One time or annual costs	\$20-35/book/participant (if necessary)
Professional Development, Administrators	Per day/half day costs	\$1,000-3,000/hr
Coaching	In person/on-line and frequency/duration	\$1,000-3,000/hr Frequency/duration - TBD
Implementation monitoring	Reviews/visits per year	Reviews/visits/year - TBD
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

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**SCHEDULE OF SERVICES AND PRICES**

**I. Building School Leadership Capacity**

<b>Category</b>	<b>Unit</b>	<b>Price</b>
Professional Development - Teachers and School Based Staff	Cost per day for up to 20 people**	\$3,750 per day**
Materials, license fees, digital resources, etc.	Per Professional Development Series	Included in pricing**
Professional Development, Administrators	Cost per day for up to 20 people**	\$4,250 per day**
Coaching	On-line dependent on frequency/duration	\$200 per person per 1-hour on-line session**
Implementation monitoring	Reviews/visits per year	\$3,000 per review/visit**
Deliverables	Data analysis, summary reports and recommendations	Included included in pricing**

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

\*\*These represent our standard prices. Actual prices will reflect the duration and frequency of development sessions based on the needs of the district and held on mutually agreed upon dates and times. All necessary materials will be provided by DMGroup. LAUSD will work with DMGroup to determine an appropriate venue. DMGroup will adjust price to accommodate specific needs articulated by the district.

## DISTRICT MANAGEMENT GROUP – (continued)

### II. Building District-wide Coherence

Category	Unit	Price
Professional Development - Teachers and School Based Staff	Cost per day for up to 20 people**	\$3,750 per day
Materials, license fees, digital resources, etc.	Per Professional Development Series	Included in pricing**
Professional Development, Administrators	Cost per day for up to 20 people**	\$4,250 per day
Coaching	On-line dependent on frequency/duration	\$200 per person per 1-hour on-line session**
Implementation monitoring	Reviews/visits per year	\$3,000 per review/visit**
Deliverables	Data analysis, summary reports and recommendations	Included in pricing**

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

\*\*These represent our standard prices. Actual prices will reflect the duration and frequency of development sessions based on the needs of the district and held on mutually agreed upon dates and times. All necessary materials will be provided by DMGroup. LAUSD will work with DMGroup to determine an appropriate venue. DMGroup will adjust price to accommodate specific needs articulated by the district.

## DISTRICT MANAGEMENT GROUP (continued)

### III. Breakthrough Results

Category	*Unit	Price
Professional Development, cross functional by challenge areas	The unit of change is a team. There is a per team fee for each challenge and cycle executed.	Please see note.**
Materials, license fees, digital resources, etc.	Per cycle team fee.	Included in pricing**
Professional Development, Administrators	The unit of change is a team. There is a per team fee for each challenge and cycle executed.	Please see note.**
Coaching	Integrated into per team pricing	Included in pricing**
Implementation monitoring	Integrated into per team pricing	Included in pricing**
Deliverables	Data analysis, summary reports and recommendations. Integrated into per team pricing.	Included in pricing**

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

\*\*The cost of one (1) Breakthrough Results team is \$12,500 and includes pre-launch research and analysis, launch activities, direct team coaching, data compilation, progress monitoring, outcomes retrospective, and final reporting. If 30 or more teams enroll concurrently, we will reduce the per team price to \$9,675. Each team typically involves 5-7 participants per challenge per cycle. These represent our standard prices. Actual prices will be based on the needs of the district and mutually agreed upon.

**ENGAGE! LEARNING, LLC DBA ENGAGE2LEARN**  
**CONTRACT NO. 4400010201 / C2381**

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	<b>Training:</b> \$4,133 per day, per 30 teachers \$2,067 per 1/2 day, per 30 teachers
Materials, license fees, digital resources, etc.	One time or annual costs	eSuite Educator Support Platform \$3,545 -\$5,625 per campus OR \$24.90-45.00 per user
Professional Development, Administrators	Per day/half day costs	<b>Training:</b> \$4,133 per day, per 30 administrators \$2,067 per 1/2 day, per 30 administrators
Coaching	In-person/on-line and frequency/duration	<b>Teacher Coaching:</b> \$2,695 per day, per 30 \$1,348 per 1/2 day per 30 7-9 sessions per teacher, scheduled monthly  <b>Administrator/Executive Coaching:</b> \$3,270 per day, per 30 \$1,635 per 1/2 day per 30 5 sessions per administrator, scheduled monthly
Implementation monitoring	Reviews/visits per year	Dependent upon the type of visit, beginning at \$4,133 per day, \$2,067 per 1/2 day
Deliverables	Data analysis, summary reports and recommendations	Included in daily rates

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

**SCHEDULE OF SERVICES AND PRICES**

Category*	Unit	Price
In-Person Professional Learning	<ul style="list-style-type: none"> <li>• Full day (six hours)</li> <li>• Up to 35 participants</li> </ul>	\$4,455
In-Person Coaching	<ul style="list-style-type: none"> <li>• Full day (six hours)</li> <li>• Up to 20 participants</li> </ul>	\$4,455
Live, Online Course	<ul style="list-style-type: none"> <li>• Delivery via 60-, 90-, or 120-minute sessions (six hours total)</li> <li>• Up to 35 participants</li> </ul>	\$3,780
Live, Online Coaching	<ul style="list-style-type: none"> <li>• Team (up to five participants per team) and Individual</li> <li>• Four live, online, 60-minute coaching sessions</li> <li>• Access to Professional Learning Portal</li> </ul>	\$2,970
In-Person Senior Fellow Support Session	In-person full-day support session (six hours)	\$6,500
Online Senior Fellow Support Session	Live, online, 60-minute support session	\$300
Senior Fellow Consulting	Live, online, three-hour consulting	\$2,500
Senior Fellow Webinar	Live, online, 90-minute webinar	\$1,200
In-Person Partner Support Session	In-person full-day support session (six hours)	\$7,500
Online Partner Support Session	Live, online 60-minute support session	\$500
Partner Webinar	Live, online, 90-minute webinar	\$3,500
Associate Partner	In-person, full-day (six hours)	\$7,500
Associate Partner	Live, online, 90-minute webinar	\$3,500

## HOUGHTON MIFFLIN HARCOURT PUBLISHING COMPANY – (continued)

Associate Partner	Live, online, 60-minute support session	\$400
ICLE Leadership Support Implementation Package	<ul style="list-style-type: none"> <li>• Supports HMH curriculum implementation</li> <li>• Thirty (30) hours of online or in-person consulting</li> </ul>	\$9,000
Strategic Planning/Consulting Day	Full day of strategic planning or consulting (6 hours)	\$4,455
Needs Assessment	Full day of needs assessment (six hours)	\$4,455
Needs Assessment Report	One needs-assessment report	\$1,800
Instructional Practices Assessment	One <i>Instructional Practices Assessment</i>	\$4,455
Materials, license fees, digital resources, etc.	One time or annual costs	No charge

**\*Please note:** The International Center for Leadership in Education (ICLE) is pleased to present its compensation structure to Los Angeles Unified School District. All services are available for teachers or leaders.

To ensure the safety of our customers and our staff, the delivery of in-person professional learning is dependent upon relevant local, state, and Centers for Disease Control and Prevention guidelines, the safety measures in place in the District, and ICLE's COVID-19 policy. If in-person delivery is not possible, ICLE will substitute six flexible, online hours for each in-person day.

SCHEDULE OF SERVICES AND PRICES

Category	*Unit	Price
Principal/Admin Team Coaching - Principal or Site Admin Team *See Topics below	recommended at least 4x/year	\$4000/day \$2500/half day
Site Leadership Teams - Principal and 6-8 Teacher Leaders *See Topics below	recommended at least 4x/year	\$4000/day \$2500/half day
Teacher Teams - 8-20 participants *See Topics below	recommended at least 4x/year	\$4000/day \$2500/half day
Material	Schools on the Move	\$25/participant
Implementation monitoring	During PC or SLT sessions	part of contract
Deliverables	Data analysis, summary reports and recommendations	Reporting 2x/year \$3000

## INNOVATEED, LLC – (continued)

### Recommended Topics & Flow:

**Note:** To ensure depth of understanding, Principal Coaching is available between any session. Additional sessions may be added should more understanding need to be developed. Sessions are recommended based upon 6-8 week instructional cycles.

Group	Description	Flow
Principals/ Admin Team #1	Creating Clarity of District Goals & School Priorities for Student Learning	Aug
SLT w/Princ #1	Creating an Actionable Plan with Clearly Delineated Improvement Strategies	Sept
Teacher Teams #1	Collaborative Instructional Planning and Evidence-based Inquiry #1	Sept/Oct
Principals/Admin Team #2	Cultivating a Culture of Shared Leadership & Systemic Collaboration	Oct
SLT w/Princ #2	Analyzing Evidence of Impact to Guide Improvement of Practices & Student Learning (Learning Rounds Included)	Nov
Teacher Teams #2	Collaborative Instructional Planning and Evidence-based Inquiry #2	Nov/Dec

INNOVATEED, LLC – (continued)

Group	Description	Flow
Principals/Admin Team #3	Developing Collective Expertise with a Coherent Instructional Framework	Jan
SLT w/Princ #3	Creating Instructional Coherence & Developing Precision of Pedagogy (Learning Rounds included)	Feb
Teacher Teams #3	Collaborative Instructional Planning and Evidence-based Inquiry #3	Feb/March
Principals/Admin Team #4	Evidence Based Cycles of Inquiry for Continuous Improvement	April
SLT w/Princ #4	Building Capacity to Sustain Collaborative Inquiry Cycles	April/May
Teacher Teams #4	Collaborative Instructional Planning and Evidence-based Inquiry #4	May
Principal/Admin Team	Review of Year Report and Plan for Following Year	late May

**KAGAN PROFESSIONAL DEVELOPMENT  
CONTRACT NO. 4400010568 / C2316**

**SCHEDULE OF SERVICES AND PRICES**

<b>Category</b>	<b>*Unit</b>	<b>**Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	Single School Pricing for 30 participants: <b>\$6069</b> for Day 1 including course materials and travel fee. No half day pricing.
Materials, license fees, digital resources, etc.	One time or annual costs	Structures <del>On Demand</del> : Site License for 100 educators is <b>\$7999</b> /year. Call for pricing for <100 educators.
Professional Development, Administrators	Per day/half day costs	Instructional Leadership Academy, 5-Day Institute: <b>\$699</b> /person w/45 Person Guarantee (total <b>\$31,465</b> ). No half day pricing.
Coaching	In person/on-line and frequency/duration	Coaching for 16–20 educators per day: <b>\$2499</b> per day plus <b>\$750</b> travel fee per visit.
Implementation monitoring	Reviews/visits per year	N/A
Deliverables	Data analysis, summary reports and recommendations	N/A

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

\*\*See attached District/School Pricing Sheet for cost of additional days, District workshop fees, and additional Admin workshop pricing.

## KAGAN PROFESSIONAL DEVELOPMENT – (continued)

District Events (per participant)					
	<i>Level I</i> <b>Cooperative Learning</b> <hr/> <i>Level II</i> <b>Brain-Friendly</b> <hr/> <i>Level III</i> <b>Advanced CL</b>	<b>Win-Win Discipline</b> <hr/> <b>Little Ones</b> <hr/> <b>Multiple Intelligences</b>	<b>High-Risk</b>	<b>Social-Emotional Learning (SEL)</b>	<b>Additional Workshop Topics*</b>
<b>1-Day</b>	<b>219</b>	<b>219</b>	<b>219</b>	<b>219</b>	<b>199</b>
<b>2-Day</b>	<b>349</b>	<b>349</b>	<b>349</b>	<b>349</b>	<b>299</b>
<b>3-Day</b>	<b>499</b>	<b>499</b>	<b>499</b>	—	<b>449</b>
<b>4-Day</b>	<b>599</b>	<b>599</b>	—	—	<b>549</b>
<b>5-Day</b>	<b>649</b>	<b>649</b>	—	—	—

• **Course Materials:** Prices include book and materials, valued at \$79. Cooperative Learning also includes software, valued at \$29.

• Minimum of 45 participants.

• No additional discounts apply.

• Additional \$10 per participant per day fee applies when the district does not provide training site.

• All other expenses included.

• This pricing applies only to district workshops initiated by the district. It does not apply to Kagan's Academics and Tours.

\* **Additional Workshop Topics:** Kagan offers workshops in Accelerated Achievement, Growth Mindset, Stretch & Review, Thinking Skills, Building Classroom Community, Elementary Subject-Specific Workshops, Secondary Subject-Specific Workshops, and more. Call to discuss pricing and day formats for these additional workshop topics. Prices include course materials, no book.

Administrators, Trainers, and Leadership (per participant)	
<b>The Dynamic Trainer (1, 2, or 5-Day)</b> <i>No prerequisite</i>	<b>299, 399, 799</b> includes <i>Dynamic Trainer</i> handbook, \$149 value
<b>Instructional Leadership Academy (5-Day)</b> <i>Prerequisite: Minimum first 2 days of Kagan Structures Level I</i>	<b>699</b> includes <i>Cooperative Learning Structures MiniBook</i> and course workbook
<b>Kagan Cooperative Meetings (2-Day)</b> <i>No prerequisite</i>	<b>399</b> includes <i>Cooperative Meetings</i> binder, \$199 value
<b>Kagan Coaching (2-Day)</b> <i>Prerequisite: Kagan Structures Level I completed at least six months prior</i>	<b>399</b> includes 2-Day workbook
<b>Instructional Coaches (2-Day)</b> <i>No prerequisite</i>	<b>399</b> includes 2-Day workbook
<b>Structure-A-Month Club (1-Day)</b> <i>Prerequisite: Minimum first 2 days of Kagan Structures Level I</i>	<b>299</b> includes workbook

• Trainings may be customized to meet specific district needs.

Coaching & Lesson Planning	
<b>Coaching</b>	<b>2499</b> Your Kagan Trainer can coach approximately 16 to 20 teachers per day.
<b>Lesson Planning</b>	<b>2499</b> Your Kagan Trainer can conduct approximately 4 to 6 sessions per day.

• Prices are per school, per day.  
 • A one-time \$750 Travel Fee applies for each trainer visit. Fee covers all flights, lodging, meals, cabs, rental car, parking, and incidentals for the duration of the trainer visit. (Non-sequential visits incur additional fees.)

District Improvement Plans
In order to support full implementation and systemic change in a district, Kagan offers cooperative learning training, administrator training, and Kagan classroom coaching. Contact Kagan's Partnership Team to discuss your professional development planning needs.

## KAGAN PROFESSIONAL DEVELOPMENT – (continued)

School Workshops		
Participants	Single-School Fee (per day)	Two-School Fee (save \$500 per school per day)
30 or Fewer	<b>3999</b>	<b>3499</b>
31 to 60	<b>4299</b>	<b>3799</b>
61 or More	<b>4499</b>	<b>3999</b>
<b>Additional Fees</b>		
<ul style="list-style-type: none"> <li>• <b>Course Materials:</b> Fee applies for all workshops requiring course materials. See Course Materials below.</li> <li>• <b>Travel Fee:</b> A one-time \$750 fee applies for each workshop. Fee covers all flights, lodging, meals, cabs, rental car, parking, and incidentals for the duration of the trainer visit. (Non-sequential visits incur additional fees.) Schools sharing a workshop may split the Travel Fee.</li> </ul>		
<b>Important Notes</b>		
<ul style="list-style-type: none"> <li>• <b>Outside Participant Fees:</b> Any participants outside the host school(s) must call Kagan to register and must pay a per-participant fee.</li> <li>• <b>Marketing Bonus:</b> Schools may earn a bonus for opening up the workshop to participants outside the school.</li> <li>• <b>Applicability:</b> This pricing applies only to hosted school workshops. It does not apply to district trainings or Kagan's Academies and Tours.</li> </ul>		
<b>Course Materials Fees</b>		
<p><i>A one-time Course Materials Fee applies for all workshops, not included in the workshop fee above. The fee covers all materials, including additional workbooks for subsequent training days, up to 5 days of training on the same workshop topic. (Add sales tax, if applicable.)</i></p> <ul style="list-style-type: none"> <li>• <b>Cooperative Learning</b> \$44 per participant. Includes book, workbook(s), action plan(s), and software. <i>Regular price \$112. Save \$68 per participant.</i></li> <li>• <b>Brain-Friendly Teaching, Win-Win Discipline, Little Ones, High-Risk, Social-Emotional Learning, and Multiple Intelligences</b> \$39 per participant. Includes book and workbook(s). <i>Regular price \$79. Save \$40 per participant.</i></li> <li>• <b>Accelerating Achievement, High-Risk, Growth Mindset, Stretch &amp; Review, Building Classroom Community, Thinking Skills, and Subject-Specific workshops</b> \$10 per participant. Includes workbook.</li> </ul>		

Coaching & Lesson Planning	
Coaching	<b>2499 (per day)</b> Your Kagan Trainer can coach approximately 16 to 20 teachers per day.
Lesson Planning	<b>2499 (per day)</b> Your Kagan Trainer can conduct approximately 4 to 6 lesson planning sessions per day.
<b>Additional Fees</b>	
<ul style="list-style-type: none"> <li>• <b>Travel Fee:</b> A one-time \$750 fee applies for each trainer visit. Fee covers all flights, lodging, meals, cabs, rental car, parking, and incidentals for the duration of the trainer visit. (Non-sequential visits incur additional fees.)</li> </ul>	

School Improvement Plans
In order to support full implementation and systemic change in a school, Kagan offers cooperative learning training, administrator training, and Kagan classroom coaching. Contact Kagan's Partnership Team to discuss your professional development planning needs.

**Kagan Structures on Demand** is Kagan's web-based platform to enhance skills with Kagan Structures. Schools qualify for substantial site-license discounts after training with Kagan. Ask your Kagan Partnership Team rep about discount pricing.

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SCHEDULE OF SERVICES AND PRICES

Leverage Learning Group Pricing Proposal

Category	Unit	Price
Professional development and coaching, Administration	Per full day cost/Up to 6 administrators	\$3,500 in person/\$3,000 virtual
Professional development and coaching, Administration	Per half-day cost/Up to 6 administrators	\$2,500 in person/\$2,000 virtual
Professional development, Teachers/coaches/counselors	Per full day cost/Up to 30 teachers	\$3,500 in person/\$3,000 virtual
Professional development, Teachers/coaches/counselors	Per half-day cost/Up to 30 teachers	\$2,500 in person/\$2,000 virtual
Professional development, School leadership team	Per full day cost/Up to 15 SLT members	\$3,500 in person/\$3,000 virtual
Professional development, School leadership team	Per half-day cost/Up to 15 SLT members	\$2,500 in person/\$2,000 virtual
<i>Pricing includes travel, taxes, and materials. Participant materials will be in digital/electronic form.</i>		

**SCHEDULE OF SERVICES AND PRICES**

Category	*Unit	Price
<b>Cultivating Equity Mindedness in Leading School Transformation</b> Participants will critically assess their practices, examine patterns of inequity within student outcomes, and develop a problem of practice that addresses a particular inequity that impacts stakeholders.	6 or 12 hours (up to 40 people)	\$ 3,300 (6 hours) \$ 6,600 (12 hours)
<b>Community of Practice—Equity-Mindedness</b> Participants will collectively examine racial identities, identify inequitable behaviors and statements, and engage in meaningful and critical conversations regarding race.	4 or 8 hours (up to 40 people)	\$ 2,200 (4 hours) \$ 4,400 (8 hours)
<b>CORE Leadership Coaching</b> Participants will develop an equity-centered problem of practice and implement at least one systemic change that promotes educational equity and improves school policies.	25 hours (Coaching is 1:1)	\$ 6,000
<b>CORE What If We...</b> Through an interactive “Liberatory Design” process, participants will leverage disturbances in education/society as opportunities to promote equity. Participants will develop proposals for implementation with stakeholders.	6 or 12 hours (up to 40 people)	\$ 3,300 (6 hours) \$ 6,600 (12 hours)
<b>Negotiating Obstacles to Equity in the Classroom, the School, and in the Community</b> Through the examination of case studies and the framing of consultancy dilemmas, participants will develop actionable plans to negotiate obstacles to equity in classrooms, schools, and communities. Participants will learn to consider a range of contextual factors, check their biases, and make immediate and long-term plans to create and sustain equitable learning environments.	3 or 6 hours (up to 40 people)	\$ 1,650 (3 hours) \$ 3,300 (6 hours)
<b>Restore with CORE: Educating and Thriving</b>	12 hours (includes 6,	\$ 9,000 (12 hours)

## LOS ANGELES EDUCATION PARTNERSHIP – (continued)

<p><b>through It All!</b> This workshop series offers a framework for educators, principals, healthcare staff, and school counselors to foster resilient environments and positive school climates (i.e. through reforming discipline policies, increasing restorative practices, and supporting school employee wellness). Available as a 6-part series and as individual workshops</p>	<p>2-hour workshops below) (up to 40 people)</p>	
<p><b>Restore with CORE: Educating and Thriving through Crisis</b> This foundational workshop helps participants understand how individual resilience and well-being can impact the climate of a school community.</p>	<p>1 or 3 hours (up to 40 people)</p>	<p>\$ 1,500 (1 hour) \$1,925 (3 hours)</p>
<p><b>CORE Equity: Racial Healing and Well-Being in Schools</b> Participants will learn about the impact of power and privilege (in relation to their identities and roles as educators) on themselves and their school communities.</p>	<p>1 or 3 hours (up to 40 people)</p>	<p>\$ 1,500 (1 hour) \$1,925 (3 hours)</p>
<p><b>CORE Resilience</b> Through trauma-informed principles and strategies, participants will explore resilience in the context of healthy school environments.</p>	<p>1 or 3 hours (up to 40 people)</p>	<p>\$ 1,500 (1 hour) \$1,925 (3 hours)</p>
<p><b>CORE Relationships</b> Participants will explore ways to build and maintain caring relationships among staff to promote collective care within school communities.</p>	<p>1 or 3 hours (up to 40 people)</p>	<p>\$ 1,500 (1 hour) \$1,925 (3 hours)</p>
<p><b>CORE Boundaries</b> Participants will practice establishing boundaries to support individual resilience, ultimately leading to thriving school communities.</p>	<p>1 or 3 hours (up to 40 people)</p>	<p>\$ 1,500 (1 hour) \$1,925 (3 hours)</p>
<p><b>CORE Sustainability</b> Participants will integrate the skills and tools they've learned in previous workshops into their daily routines with students and colleagues.</p>	<p>1 or 3 hours (up to 40 people)</p>	<p>\$ 1,500 (1 hour) \$1,925 (3 hours)</p>
<p><b>Instructional Leadership Team Development</b> This workshop series supports school leadership to become impactful and sustainable ILTs that support instruction and improvement plans. ILTs</p>	<p>25 hours (up to 20 people)</p>	<p>\$12,000</p>

## LOS ANGELES EDUCATION PARTNERSHIP – (continued)

will strengthen their schools around cultures of collaboration and service. Using an assets-based leadership model, ILTs will explore data and curriculum strategies to develop coherent long-term plans.		
<b>Professional Learning Communities</b> This workshop series supports school leadership to develop the capacity of PLCs to support school improvement plans. PLCs will collectively explore how student work, student voice, curricula, instructional models/strategies, and teaching skills can be integrated into school improvement policies.	15 hours (up to 30 people)	\$10,000
<b>Instructional Rounds</b> Instructional rounds are a form of classroom observation that helps school staff identify needs and implement strategies to increase school performance.	6 hours per session (up to 20 people)	\$4,500
<b>Lesson Study</b> Teachers will collaboratively explore classroom practice by developing, teaching, and reflecting on a specific lesson/unit. This workshop can be conducted in small or larger groups and can be repeated multiple times by the same teachers.	3 hour session time + observation time (up to 10 people)	\$ 4,500
<b>Humanitas: Interdisciplinary Curriculum Development</b> Grade-level teams of teachers develop an interdisciplinary essay prompt, a theme, essential questions, and curriculum maps to support instruction. This PD helps teachers to develop curricula with real-world significance.	18 hours/3 consecutive days (up to 30 people)	\$ 12,000
<b>Adaptive Schools Foundation Seminar</b> This interactive and collaborative workshop engages participants in “Adaptive Schools” theory and practice through modeling and instruction.	24 hours/4 days (up to 40 people)	\$500 (per person)
<b>Cognitive Coaching Foundations Seminar</b> Designed by Thinking Collaborative, this workshop employs the “Adaptive Schools” strategies to deliver “Cognitive Coaching” principles.	48 hours/8 days (up to 40 people)	\$800 (per person)
<b>School-Wide Transformation Package</b> LAEP provides 2 full-time staff to support school	2-5 year contracts available, includes 2	\$300,000 (per year)

## LOS ANGELES EDUCATION PARTNERSHIP – (continue)

<p>leadership and build capacity to achieve goals. The package helps educators, principals, and district administrators to: allocate and prioritize resources; engage with school and district staff, parents and community partners; align improvement plans and reform initiatives, promote personalized and inquiry-based instruction; facilitate collaboration among teachers; improve data collection; support the development of evaluation systems to measure progress; improve accountability; and communicate impact.</p>	<p>full-time staff (entire school community)</p>	
<p><b>Community Schools Development &amp; Coherence</b> LAEP supports schools to create strategies, goals, and objectives that lead to increased student and school improvement outcomes. LAEP works directly with school leaders to: develop infrastructure for integrated student support; expand learning time and opportunities; engage with family and community members; and develop collaborative leadership and practices.</p>	<p>2-5 year contract available for one full time Community School Coordinator (entire school community)  Customizable package based on needs or priorities of the school (up to 40 people)</p>	<p>\$94,000 (per year) \$3,300 (6 hours)</p>
<p><b>Equity Driven Community Schools</b> LAEP helps schools to become trauma-responsive, restorative, just, resilient, and inclusive. We review a school's improvement strategies and goals, alignment of resources, and other data to address the needs of all students. We review intervention strategies to: assess effectiveness; guide educators in developing personalized learning plans for all students; create systems for updating and tracking plans; align after-school programs with in-school academic strategies; and embed rigorous content both inside and outside of the classroom to equip students with tools to succeed.</p>	<p>2-5 year contract available for 1 full-time Community School Coordinator (entire school community)  Customizable package based on needs or priorities of the school (up to 40 people)</p>	<p>\$94,000 (per year) \$3,300 (6 hours)</p>
<p><b>Family Engagement &amp; Community Outreach</b> Through this PD, LAEP helps schools to develop parent engagement plans and build capacity to implement those plans. LAEP provides coaching and workshops to parent liaisons, school leaders, community representatives, and parent center directors.</p>	<p>2-5 year contract available for 1 full-time Family Engagement Coordinator(entire school community)  Customizable package based on needs or priorities of the school</p>	<p>\$94,000 (per year) \$3,300 (6 hours)</p>

LOS ANGELES EDUCATION PARTNERSHIP – (continued)

	(up to 40 people)	
<p><b>College &amp; Career Pathways</b>                      This PD develops college-going culture and college-going strategies for teachers, counselors, parents, and community partners. The PD builds teacher capacity to sustain college-going culture, promote equitable access, embed college access and career exploration strategies into curricula.</p>	<p>2-5 year contract for 1 full-time College &amp; Career Coordinator (entirely school community)</p> <p>Customizable package based on needs or priorities of the school (up to 40 people)</p>	<p>\$94,000 (per year)                      \$3,300 (6 hours)</p>

*\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours; 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours*

*\*\*Additional attendees will require the addition of a second facilitator and an additional \$1750 flat fee.*

**SCHEDULE OF SERVICES AND PRICES**

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$3200 Full Day \$1800 Half Day
Materials, license fees, digital resources, etc.	One time or annual costs	\$200 per participant Annually for materials
Professional Development, Administrators	Per day/half day costs	\$3200 Full Day \$1800 Half Day
Coaching	In person/on-line and frequency/duration	\$2400 in person Full Day \$300/hour online
Implementation monitoring	Reviews/visits per year	\$2400 Full Day for 8 hour day
Deliverables	Data analysis, summary reports and recommendations	\$300 per hour. Hours calculated based on report needs.

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

**NEW TEACHER CENTER**  
**CONTRACT NO. 4400010207 / C2385**

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<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, New Teacher Mentors or Instructional Coaches	Per day costs	<p>\$6,000 per day for up to 25 participants</p> <p>\$8,000 per day for 26-60 participants</p> <p>Please NOTE: A \$1,000 per day charge will be added for in-person delivery.</p>
Professional Development, New Teacher Mentors or Instructional Coaches	Half day forums	<p>\$4,500 per forum, flexible number of participants</p> <p>Please NOTE: A \$1,000 per day charge will be added for in-person delivery.</p>
<p>Materials, license fees, digital resources, etc.</p> <p>NOTE: NTC defines this as the cost of licenses for Kiano, NTC's online learning platform.</p>	Based on the total cost of the contract	<p>Up to \$25,000 contract cost: \$2,500 license fee</p> <p>\$25,000-\$50,000 contract cost: \$5,000 license fee</p> <p>\$50,000-\$100,000 contract cost: \$7,500 license fee</p> <p>\$100,000-\$250,000 contract cost: \$10,000 license fee</p> <p>\$250,000-\$1,000,000 contract cost: \$25,000 license fee</p> <p>\$1,000,000 contract cost: \$50,000 license fee</p>
Professional Development, Administrators and their ILTs	Per day costs	<p>\$6,000 per day for up to 25 participants</p> <p>\$8,000 per day for 26-60 participants</p> <p>Please NOTE: A \$1,000 per day charge will be added</p>

## NEW TEACHER CENTER – (continued)

		for in-person delivery.
Professional Development Administrators and their ILTs	Half day forums	\$4,500 per forum, flexible number of participants  Please NOTE: A \$1,000 per day charge will be added for in-person delivery.
Coaching	In person/online and frequency/duration	\$4,000 per day of online coaching  \$5,000 per day of in person coaching  Frequency/duration to be determined by LAUSD.
Implementation monitoring	Per day	\$4,000  Please NOTE: A \$1,000 per day charge will be added for in-person delivery.
Deliverables	Per day	\$4,000  NOTE: These costs include the cost of developing custom deliverables, per day of deliverable development.
Customized PD	Per day	\$4,000  NOTE: These costs include the cost of developing customized professional development sessions, per day of custom PD.

\*1 day for teachers = not less than 6 hours; half-day for teachers = not less than 3 hours. 1 day for administrators = not less than 8 hours; half-day for administrators = not less than 4 hours.

**SCHEDULE OF SERVICES AND PRICES**

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	NA
Materials, license fees, digital resources, etc.	One time or annual costs	\$15,000 annual costs per school - discounts available for multi-year engagements
Professional Development, Administrator's	Per day/half day costs	NA
Coaching	In person/on-line and frequency/duration	Six, 2.5-to-3 hour sessions: [3 Virtual & 3 in person] for a group of 5-10 school leadership team members
Implementation monitoring	Reviews/visits per year	Six
Deliverables	Data analysis, summary reports and recommendations	Provide recommendations to school teams around different postsecondary topics, such as FAFSA, Fit/Match, Letters of Recommendation, etc. Additionally, provide ongoing strategic support to district postsecondary leaders focused on the design of sustainable postsecondary systems and structures, aligned to overall district goals and their theory of action.

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

**PARTNERSHIP FOR LOS ANGELES SCHOOLS**  
**CONTRACT NO. 4400010209 / C2387**

**SCHEDULE OF SERVICES AND PRICES**

<b>E. PRICE</b>							
Capacity Building Component	Service Provided	Educator/ Participant Category	Participant Range	Participant Days	Staff Cost	Materials Cost	Annual Cost
1. School Leaders	Leadership Conferences (7) + AP Conferences (7, 1-4 APs/school)	Administrators	Up to 4 per school	10.50	\$ 11,800	\$ 5,015	\$ 16,815
	Level-Alike (5, APs optional)	Administrators	Up to 4 per school	5.00	\$ 2,950	\$ 240	\$ 3,190
	Individual Coaching	Administrators	1	0 10.0	\$ 13,570	\$ -	\$ 13,570
2. Teacher Leader Pathways	Seminars (4 per pathway)	Teachers	Up to 4 per school (1 per role)	12.00	\$ 8,850	\$ 1,120	\$ 9,970
	Coaching	Teachers	Up to 4 per school (1 per role)	5.00	\$ 15,576	\$ -	\$ 15,576
3. ILT Support	Summer Institute (4)	Administrators	Up to 4 per school	4.00	\$ 8,850	\$ 1,300	\$ 10,150
	Winter Institute (1)	Administrators	Up to 4 per school	1.00	\$ 4,500	\$ 480	\$ 4,980
	ILT Coaching	Administrators	Up to 4 per school	1.50	\$ 8,850	\$ -	\$ 8,850
4. School Review	ILT Self-Review	Administrators	Up to 4 per school	0.50	\$ 2,500	\$ 150	\$ 2,650
	Full-Day Review	Administrators	Up to 4 per school	1.00	\$ 5,000	\$ 150	\$ 5,150
	Results Report	Administrators	N/A	-	\$ 2,500	\$ 15	\$ 2,515
							<b>\$ 93,416</b>

- Note 1: Teachers participating in Pathways attend 5 days of PD (Institutes) in addition to assigned days. Schools selecting the Pathways services should be prepared to compensate each teacher directly for those 5 days.
- Note 2: The benefits of the Pathways program are most fully realized with fully committed teachers. Teachers participating in Pathways will be required to submit deliverables in advance of and for discussion during PD and coaching days, which will require out-of-classroom, independent work time.
- Note 3: Teachers participating in Pathways will require 4 days of substitute teacher coverage. Schools selecting the Pathways services should be prepared to incur that cost.
- Note 4: Summer Institute is typically held the first week of August. Winter Institute is typically held the last week of winter break.

**SCHEDULE OF SERVICES AND PRICES**

*QISVA offers online, in-person, and hybrid approaches for all professional development.*

**Quaglia Institute for School Voice and Aspirations: Aspirations Advocate**

Aspirations Advocate is a school-based mentoring program. QISVA provides instruction and support to mentors in order to help their mentees reach his or her fullest potential. School-based employees work side-by-side with QISVA staff to develop internal capacity to sustain the program. Advocates receive guidebooks and ongoing support in their journey to support youth. This program is designed for parents, community and business partners.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	Mentorship program for parents, community & business partners to support students \$64,700
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	N/A
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Aspiring Teacher Leader Academy**

Aspiring Teacher Leader Academies are designed to build the skills and capacity of teachers to serve as critical leaders in their school and district. These sessions can be delivered to all teachers within a school, or to a cadre of identified teachers representing schools across a district. Effective communication, collaboration, professional advocacy, and solutions-based action planning are a few of the topics explored through the lens of the Aspirations Framework aimed at developing self-worth, fostering engagement, and encouraging a sense of purpose for all members of the school community. These academies are designed for current or aspiring teacher leaders.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$34,740
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Consultation with Dr. Quaglia**

Dr. Quaglia's leadership model of *Listen, Learn, and Lead* supports leaders as they work toward school change initiatives. Dr. Quaglia provides customized consulting on leadership styles and strategies that promote school voice and aspirations. These are intended for the entire school community including teachers, leaders, and parents.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$8,700 - \$14,000 per day
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Dynamics of Student Voice and Aspirations**

This is an introductory series of webinars on the Dynamics of Student Voice and Aspirations. This professional development is delivered through four online sessions scheduled throughout an academic year. Each live webinar is designed to address the nuances and challenges of hybrid learning, with an emphasis on student voice and aspirations.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$7, 400 plus \$200 per person (includes all four sessions, online delivery)
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Early Childhood Educator Workshop**

QISVA's Early Childhood Educator workshops are designed for TK-grade 2 educators. Workshops provide an opportunity to learn about aspirations and voice for our youngest learners. Too often early childhood educators have limited, if any, opportunities for professional growth and learning focused on their needs and how to support early learners in how to develop voice. Educators will collaborate and construct unique learning for their students based on aspirations and voice. Resources include Early Childhood specific information and Early Childhood book by Dr. Quaglia titled *Cay and Adlee Find Their Voice*. This one day seminar is designed for early childhood educators.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$7,470
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Voice and Leadership Training for Students**

The Quaglia Student Voice and Leadership workshops offer elementary, middle, and high schools the opportunity to unlock student voice and leadership in their schools through customized student sessions. Working with a cohort of student voice leaders, the workshops dive into the definition of student voice and the voice process, challenge students to analyze and reflect on their own practices, and inspire students to use their voices to enact positive change in their own schools and communities.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	For students: \$7,400 per session
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### Quaglia Institute for School Voice and Aspirations: Keynote Presentations

Dr. Quaglia only schedules a limited amount of keynote addresses and personalizes each to meet the needs of the district/organization. The opportunity for Dr. Quaglia to provide a keynote will be determined on an individual basis. These keynotes are intended for school leaders, teachers, community and district leaders.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$15,000
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Novice Teacher Academy**

Novice Teacher Training (NTA) involves QISVA partnering with colleagues in higher education to support and guide beginning teachers. NTA provides teachers with the necessary resources and understanding to ensure that they begin their careers with a comprehensive understanding of the importance of voice and aspirations. Teachers will leave this training confident and assured that the teaching profession is a wonderful choice! These academies are designed for newly certified teachers.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$47,700
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Parent Seminars (available in Spanish)**

QISVA engages parents and caregivers in sessions designed to inspire them to become increasingly active in their children's school and home life. Parents are challenged to think beyond what they currently know about school as they work toward a collaborative mindset, rather than a confrontational one. QISVA experience has shown that all parents care about their children, but benefit from opportunities to develop strategies for positive school support. QISVA also offers combined parent and student workshops. These seminars are designed for parents and caregivers.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	For parents: \$7,470 per session plus \$200 per person
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	N/A
Coaching	In person/on-line and frequency/duration	
Implementation monitoring	Reviews/visits per year	
Deliverables	Data analysis, summary reports and recommendations	Included

- ✦ \*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Schools of Action**

The Quaglia Institute partners with schools committed to deepening their understanding and application of Voice and Aspirations. At the completion of training, qualified schools will be recognized as exemplars of the Quaglia Institute's work and serve as resources from which other schools in the district can learn. These schools will be highlighted as models for domestic and international educational leaders and policy makers who are invested in learning from schools that epitomize school voice and aspirations in action. Schools of Action participate in four customized sessions involving 6-10 educators selected by the school to serve as the Aspirations Team. During each session, participants will deepen their understanding and application of the school voice and aspirations work and learn various implementation strategies. It is expected that at least one school administrator will participate in each session.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$15,000 – \$47,000
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Student Sessions on Student Voice (Gr. 6-12)**

Voice and Leadership training is provided for students through a series of four sessions:

1. Introduction to Student Voice 2. The Voice Process: Listen, Learn, and Lead 3. Preparing to Partner, and 4. Voice as a Way of Being. All sessions are focused on the goal of helping voice become a way of being in school and implementing action plans to create positive change. Quaglia Institute staff members are also available to facilitate student focus groups, lead student voice data analysis activities, work with student leadership groups, and provide a variety of other services directly to students.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$29,000 for up to 50 students (includes all 4 sessions)
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Special Ed Professional Development Sessions**

Through these online sessions, participants will learn about the definition of voice and its complexities through the lens of Special Education students. They will examine voice and aspirations in the context of IEPs and explore various ways to support students and amplify the voices of students. Current systems and practices will be evaluated with the goal of **all** students amplifying their voices in an equitable and inclusive manner. These sessions are designed for special education staff.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$7,400 plus \$200 per person (includes all 4 sessions, online delivery)
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Student Voice & Aspirations Facilitator Workshops**

Student Voice & Aspirations Facilitator (SVAF) workshops utilize a trainer-the-trainer model, where participants learn how to foster voice and aspirations at the classroom, school, and district level. The ultimate goal is building internal capacity to have voice become a way of being. Workshops are held throughout the academic year. After successfully completing all five sessions, participants will be certified as Quaglia Institute Student Voice & Aspirations Facilitators. At the discretion of the district, facilitators may deliver workshops on student voice within their district for three years.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$64,700
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## QUAGLIA INSTITUTE FOR SCHOOL VOICE AND ASPIRATIONS – (continued)

### **Quaglia Institute for School Voice and Aspirations: Voice and Leadership Training for Students**

The Quaglia Student Voice and Leadership workshops offer elementary, middle, and high schools the opportunity to unlock student voice and leadership in their schools through customized student sessions. Working with a cohort of student voice leaders, the workshops dive into the definition of student voice and the voice process, challenge students to analyze and reflect on their own practices, and inspire students to use their voices to enact positive change in their own schools and communities.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	For students: \$7,400 per session
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

**SCHEDULE OF SERVICES AND PRICES**

Category	Unit	Price
Virtual Professional Development Workshop (for any staff role, e.g. teachers, administrators, classified staff), up to 80 participants	Per day, per half day, or per two-hour session	<ul style="list-style-type: none"> <li>• \$3,200 per full day (8 hours)</li> <li>• \$1,600 per half day (4 hours)</li> <li>• \$800 per session (2 hours)</li> </ul>
In-Person Professional Development Workshop (for any staff role, e.g. teachers, administrators, classified staff), up to 30 participants	Per day, per half day, or per two-hour session	<ul style="list-style-type: none"> <li>• \$3,700 per full day (8 hours, one trainer)</li> <li>• \$2,100 per half day (4 hours, one trainer)</li> <li>• \$1,300 per session (2 hours, one trainer)</li> </ul>
In-Person Professional Development Workshop (for any staff role, e.g. teachers, administrators, classified staff), up to 60 participants	Per day, per half day, or per two-hour session	<ul style="list-style-type: none"> <li>• \$5,800 per full day (8 hours, two trainers)</li> <li>• \$3,400 per half day (4 hours, two trainers)</li> <li>• \$2,200 per session (2 hours, two trainers)</li> </ul>
In-Person Professional Development Workshop (for any staff role, e.g. teachers, administrators, classified staff), up to 90 participants	Per day, per half day, or per two-hour session	<ul style="list-style-type: none"> <li>• \$7,900 per full day (8 hours, three trainers)</li> <li>• \$4,700 per half day (4 hours, three trainers)</li> <li>• \$3,100 per hour (2 hours, three trainers)</li> </ul>
Virtual Professional Learning Community, up to 30 participants	Per hour	<ul style="list-style-type: none"> <li>• \$400 per hour of facilitation time (typically 12-16 hours total; one trainer)</li> </ul>

**SCHEDULE OF SERVICES AND PRICES**

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$2,250 per day per coach onsite (\$1,125 per half day per coach)
Materials, license fees, digital resources, etc.	One time or annual costs	<ul style="list-style-type: none"> <li>\$2,000 annual technology support fee per school</li> <li>\$2,000 annual online tutoring license per school</li> <li>Instructional materials for startup year only, including teacher guides and students materials</li> </ul> -Getting Along Together: \$492 per teacher, all grades Pre-kindergarten: \$3895 per teacher -Kindergarten: \$3848 per teacher -Grade 1 Reading: \$5620 per teacher
Professional Development, Administrators (also see conferences below)	Per day/half day costs	\$2,250 per day per coach onsite (\$1,125 per half day per coach)
Coaching	In person/on-line and frequency/duration	\$2,250 per day per coach onsite (\$1,125 per half day per coach), \$900 distance session, 3 hours
Implementation monitoring	Reviews/visits per year	Approximately 4 visits per year \$2,250 per coach per day, combined with 4 distance data review sessions at \$900 each
Deliverables	Data analysis, summary reports and	No additional cost-incorporated into coaching and implementation monitoring
Conferences	3 day Experienced	\$750 per ESC registration. \$900 per NLI
	Sites Conf. and 5 day	registration / year

\*1 day for teachers—not less than 6 hours; half-day for teachers—not less than 3 hours  
 1 day for administrators—not less than 8 hours; half-day for administrators—not less than 4 hours

**THE ACHIEVEMENT NETWORK**  
**CONTRACT NO. 4400010214 / C2391**

**SCHEDULE OF SERVICES AND PRICES**

Professional Learning Series		
Category	Unit	Price**
<b>Professional Development, Teachers</b> Includes: <ul style="list-style-type: none"> <li>• 5-6 professional development sessions, up to three hours each</li> <li>• Preparation (~2 hours) alongside leaders before each session to adapt professional learning content and align on roles and responsibilities, expectations for participants, and key look-fors to ensure deep engagement, and</li> <li>• A collaborative planning engagement (~2 hours) with leaders after each session to support leaders in applying session content to their coaching and observation plans.</li> </ul>	Per day cost for up to 30 teachers <i>(ANet can serve larger groups for an additional cost)</i>	\$4,290 per day*
Materials, license fees, digital resources, etc.	Annual cost	Included
<b>Professional Development, Administrators</b> Includes: <ul style="list-style-type: none"> <li>• 5-6 professional development sessions, up to three hours each</li> <li>• Preparation (~2 hours) alongside leaders before each session to adapt professional learning content and align on roles and responsibilities, expectations for participants, and key look-fors to ensure deep engagement, and</li> <li>• A collaborative planning engagement (~2 hours) with leaders after each session to support leaders in applying session content to their coaching and observation plans.</li> </ul>	Per day cost <i>(ANet can serve larger groups for an additional cost)</i>	\$5,720 per day*
Coaching	N/A	N/A
Implementation monitoring	N/A	N/A
Deliverables	N/A	N/A

\*1 day for teachers= 6 hours; half-day for teachers= 3 hours  
 1 day for administrators= 8 hours; half-day for administrators= 4 hours

## THE ACHIEVEMENT NETWORK – (continued)

Job-embedded School-based Coaching		
Category	Unit	Price**
Professional Development, Teachers	N/A	N/A
<p>Materials, license fees, digital resources, etc.</p> <p>1. License fees for myANet (quiz tool and other instructional resources and tools)</p> <p>2. Optional add-on to Job-Embedded Coaching &amp; Professional Development: ANet Interim Assessments</p> <ul style="list-style-type: none"> <li>• 3-4 interim ELA assessments in grades 2-11</li> <li>• 3-4 interim math assessments in grades 2-8 and Algebra I, Geometry, and Algebra II, Math I, II, III</li> </ul>	Annual cost	<p>1. Included</p> <p>2. \$5,000/school (in addition to the price of coaching)</p>
Professional Development, Administrators	N/A	N/A
<p>Coaching</p> <p>Includes:</p> <ul style="list-style-type: none"> <li>• Roughly twenty (20), 2.5-hour coaching sessions with school leadership team</li> <li>• Implementation monitoring</li> <li>• All relevant deliverables</li> </ul>	<p>Annual cost</p> <p>In person and online</p> <p>Approximately bi-weekly sessions over the course of a full school year</p>	<p>Schools Serving Grades:</p> <p>K-8: \$28,000*</p> <p>9-12: \$33,000*</p> <p>6-12: \$33,000*</p> <p>K-12: \$33,000*</p>
Implementation Monitoring	Reviews/visits per year are dependent on school needs and priorities	Included
Deliverables	Data analysis, summary reports, and recommendations per year are dependent on school needs and priorities	Included

**SCHEDULE OF SERVICES AND PRICES**

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$460/hour more than 2 hours \$525/hour 2 hours or less \$525/ per person for AS \$850/ per person for CC
Materials, license fees, digital resources, etc.	One time or annual costs	N/A
Professional Development, Administrators	Per day/half day costs	\$460/hour more than 2 hours \$525/hour 2 hours or less \$525/ per person for AS \$850/ per person for CC
Coaching	In person/on-line and frequency/duration	\$851/day contracts over 6 months \$901/day contracts under 6 months
Implementation monitoring	Reviews/visits per year	N/A
Deliverables	Data analysis, summary reports and recommendations	N/A

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

**SCHEDULE OF SERVICES AND PRICES**

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	Please see Price Schedule on following page.
Materials, license fees, digital resources, etc.	One time or annual costs	N/A. Included.
Professional Development, Administrators	Per day/half day costs	Please see Price Schedule on following page.
Coaching	In person/on-line and frequency/duration	Please see Price Schedule on following page.
Implementation monitoring	Reviews/visits per year	Please see Price Schedule on following page.
Deliverables	Data analysis, summary reports and recommendations	N/A. Included.

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
 1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

Program	Cost
<b>Local Virtual Summit</b> (for LAUSD educators only) two days, 6.5 hours per day 30 educators maximum per pathway <a href="http://www.unbounded.org/virtuallsummit">www.unbounded.org/virtuallsummit</a> Audience: Teachers, leaders, instructional coaches, building-level leaders, district-level leaders, state-level leaders, cabinet members, equity teams, school board members	\$18,750 per pathway + \$6,000 one-time set-up fee
<b>National Virtual Summit</b> (for educators nationwide) two days, 6.5 hours per day <a href="http://www.unbounded.org/virtuallsummit">www.unbounded.org/virtuallsummit</a> Audience: Teachers, leaders, instructional coaches, building-level leaders, district-level leaders, state-level leaders, cabinet members, equity teams, school board members	\$625 per educator
<b>Standards Institute (in-person)</b> 5 days, 7 hours per day <a href="http://www.standardsinstitutes.org">www.standardsinstitutes.org</a> Audience: Teachers, leaders, instructional coaches, building-level leaders, district-level leaders, state-level leaders, cabinet members, equity teams, school board members	\$2,800 per educator

## UNBOUNDED LEARNING – (continued)

Program	Cost
<p><b>Online Modules</b> (five modules, ~1 hour each)            LAUSD can license the modules to be hosted on its Learning Management System (LMS) or purchase subscriptions to access modules through the UnboundEd platform (modules are sold as a per user or subscription license only and are accessed together and not sold separately).  <a href="http://www.unbounded.org/what-we-offer/professional-learning/online-modules">www.unbounded.org/what-we-offer/professional-learning/online-modules</a>            Audience: Teachers, leaders, instructional coaches, building-level leaders, district-level leaders, state-level leaders</p>	<p>\$100 per user</p>
<p><b>Cohort Program</b>            year-long virtual engagement: 10 2.5 hour webinar sessions + 4 full-day virtual events  <a href="http://www.unbounded.org/cohortprograms">www.unbounded.org/cohortprograms</a>            Audience: LAUSD equity teams and school-based leaders and coaches</p>	<p>\$7,500 per educator</p> <ul style="list-style-type: none"> <li>• on-site visit (optional Cohort add-on): \$4,000 per day per facilitator + travel costs</li> </ul>
<p><b>Keynote Speakers</b>            Our dynamic speakers range from our President and CEO, Lacey Robinson, to other accomplished staff in the areas of leadership, ELA, and mathematics who are former and current educators  <a href="http://www.unbounded.org/media-kit">www.unbounded.org/media-kit</a>            Audience: All educators</p>	<ul style="list-style-type: none"> <li>• \$5,800 - live virtual 30-minute keynote and live 15-minute Q&amp;A</li> <li>• \$5,000 - live virtual 30-minute keynote</li> <li>• \$4,000 - pre-recorded 30-minute keynote license and live 15-minute Q&amp;A</li> <li>• \$2,500 - pre-recorded 30-minute keynote license</li> <li>• \$5,500 -10,000 - in-person keynote speaker</li> </ul>