



DISTRICT SCHOOL BOARD OF PASCO COUNTY


Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Department of Purchasing
Michael J. Woodall, CPPO, Purchasing Agent
813/794-2222 Fax: 813/794-2111
727/774-2222 TDD: 813/794-2484
352/524-2222 email: mwoodall@pasco.k12.fl.us

July 2, 2013

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent 

RE: Approval for Contract and Request to Place Purchase Order
Office for Human Resources and Educator Quality
Learning Science International

Attached please find the contract with Learning Science International (LSI) for teacher and administrative observation totaling \$121,500. As part of our commitment to Race to the Top, we are now requesting approval to place a purchase order for training and materials to assist the District with training administrators. Funds will be provided for through the Race to the Top grant and Title II. Please see the attached memo from Christine Pejot, Esq., Director of the Office for Human Resources and Educator Quality, for additional information.

At this time, we are requesting Board approval of the attached contract and permission to place a purchase order in the amount of \$121,500. The attached terms and conditions were approved by Nancy Alfonso, School Board's attorney, on June 17, 2013.

Should you have any questions regarding this matter, please feel free to contact Kara Deschenes or me at your earliest convenience.

MW/mv

Date/Time: June 25, 2013 08:43:00

(813) 794-2000 • (352) 524-2000 • (727) 774-2000 • www.pasco.k12.fl.us



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7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Office for Human Resources and Educator Quality
Christine E. Pejot, Esq., Director
cpejot@pasco.k12.fl.us

Phone: (813)794-2316
(727)774-2316 or (352)524-2316
Fax: (813)794-2171 TDD: (813)794-2484

June 5, 2013

TO: Michael Woodall, Director of Purchasing

FROM: Kara Deschenes, Supervisor of the Office for Human Resources
and Educator Quality
Christine E. Pejot, Esq., Director of the Office for Human Resources
and Educator Quality

RE: LSI Training Contract

Please find the attached contract for services provided by Learning Sciences International (LSI) in regards to training for teacher and administrative evaluation. The contract references training for school-based and district administrators to ensure proper implementation of evaluation methods for teacher and school-based administrators. Additionally, LSI will provide 10 monthly consultation sessions to assist district leadership in planning for successful implementation. The total cost of the services described within the contract is \$121,500.00.

Thank you for your time and consideration.

Regards,

Kara Deschenes
Attachment

Quotation

Company Address
 Learning Sciences International
 175 Cornell Rd., Suite 18
 Blairsville PA 15717
 US

Quote Number Q-01688
Expiration Date 6/30/2013

Program Partner Robert LaGrassa

Payment Terms Net 30

Implementation Evaluation

Make checks payable to: Learning Sciences International

Fax Signed Quote to: (724) 299-8133

Bill To Name Pasco County
Bill To 7227 Land O Lakes Boulevard
 Land O Lakes,
 FL
 34638
 US

Contact Name Christopher Christoff
Phone (813) 794-2644
Email christof@pasco.k12.fl.us

Administrator Training

This section of the plan contributes to moving towards sustainability as observers continue to build capacity in the model and focus on developing the competencies in providing growth and development feedback to teachers. Observers will learn to support teachers with intentional planning to intentional teaching to intentional student outcomes and continue to help them improve in this cycle leading to student learning gains. The PD outlined according to the 2013 -2014 plan will align observer's competencies with what teachers will be practicing in the classroom.

QTY	PRODUCT	CODE	DESCRIPTION	UNIT PRICE	DISC (%)	TOTAL PRICE
4	Domain 1: IRR and Scoring	PD000-M003	Emphasis on the use of the scale to identify a teacher's current level of implementation of a strategy through monitoring.	\$4,900.00		\$19,600.00
1	Reproduction License for Domain 1: IRR and Scoring	PD000-M003-WR	Reproduction License for Domain 1: IRR and Scoring Materials; 30-day exp	\$900.00		\$900.00
4	Domain 1: IRR and Feedback	PD000-M004	Participants will learn the central component necessary for teacher growth: feedback, while exploring the differences between formative and summative feedback.	\$4,900.00		\$19,600.00
1	Reproduction License for Materials for Domain 1: IRR & Feedback	PD000-M004-WR	Reproduction License for Domain 1: IRR and Feedback Materials; 30-day exp	\$900.00		\$900.00
4	Content Assessment for Domain 1: IRR and Feedback	PD000-M004-CA	Content Assessment for Domain 1: IRR and Feedback	\$500.00		\$2,000.00
4	Domains 2-4/ Understanding Unit Design	PD000-M006-P	The focus of the Domain 2-4 training will be on the natural continuous improvement cycle between Domain 2: Planning and Preparation, Domain 3: Reflection and Domain 4: Collegiality and Professionalism,	\$4,900.00		\$19,600.00

CONTRACT REVIEWED
 AND APPROVED:

Mjw/aw/6/24/13

QTY	PRODUCT	CODE	DESCRIPTION	UNIT PRICE	DISC (%)	TOTAL PRICE
1	Reproduction License for Materials for Domains 2-4/ Understanding Unit Design	PD000-M006-WR	Reproduction License for Materials for Domains 2-4/ Understanding Unit Design; 30-day exp	\$900.00		\$900.00
Administrator Training SUBTOTAL:						\$63,500.00
Administrator Training TOTAL:						\$63,500.00

Principal Evaluation

Marzano Leadership Evaluation Training; Recommended professional development for transition to the Marzano Leadership evaluation system in order to have complete tight alignment to the teacher evaluation system. These sessions are for principals and evaluators of principals.

QTY	PRODUCT	CODE	DESCRIPTION	UNIT PRICE	DISC (%)	TOTAL PRICE
2	Marzano School Leadership Evaluation, Domains 1-5; 2 day version (Day 1-FL)	PD000-LM4-FL	Marzano School Leadership Evaluation, Domains 1-5; 2 day version (Day 1-FL)	\$4,900.00		\$9,800.00
1	Reproduction License 90-day exp: Materials for Marzano School Leadership Evaluation, Domains 1-5; 2 day version (Day 1-FL)	PD000-LM4-WR-FL	Reproduction License 90-day exp: Materials for Marzano School Leadership Evaluation, Domains 1-5; 2 day version (Day 1-FL)	\$900.00		\$900.00
2	Marzano School Leadership Evaluation, Domains 1-5; 2 day version (Day 2-FL)	PD000-LM5-FL	Marzano School Leadership Evaluation, Domains 1-5; 2 day version (Day 2-FL)	\$4,900.00		\$9,800.00
1	Reproduction License 90-day exp: Materials for Marzano School Leadership Evaluation, Domains 1-5; 2 day version (Day 2-FL)	PD000-LM5-WR-FL	Reproduction License 90-day exp: Materials for Marzano School Leadership Evaluation, Domains 1-5; 2 day version (Day 2-FL)	\$900.00		\$900.00
1	Monitoring the Progress of Leadership Evaluation	PD000-LM6	Monitoring the Progress of Leadership Evaluation - During the session the evaluators review sources of evidence and related data, procedures, and consistency in feedback to ensure all administrators in the system are receiving accurate, consistent feedback and focusing on priority areas for raising student achievement. (Materials included)	\$5,800.00		\$5,800.00
1	End of Year Progress Monitoring	PD000-LM7	End of Year Progress Monitoring- During the session the senior consultant will review the end of the year performance evaluations for quality assurance, fidelity to the model, and rater scoring agreement.	\$5,800.00		\$5,800.00
Principal Evaluation SUBTOTAL:						\$33,000.00
Principal Evaluation TOTAL:						\$33,000.00

Monthly Data Consultation

This monthly session with key district leaders is to review the district's implementation data and plan progress. LSI will prepare monthly data for review in addition to the district's data. School by school data and progress review will ensure the plan is responsive to district needs and that timely adjustments are

**CONTRACT REVIEWED
AND APPROVED:**

 M. J. Laef 6/24/13

made where data indicates additional intervention or support is necessary. A summary from each monthly monitoring session will be compiled into a district end of year report.

QTY	PRODUCT	CODE	DESCRIPTION	UNIT PRICE	DISC (%)	TOTAL PRICE
10	Consultation	MS000	Implementation Plan Consultation (1/2 day sessions)	\$2,500.00		\$25,000.00
Monthly Data Consultation SUBTOTAL:						\$25,000.00
Monthly Data Consultation TOTAL:						\$25,000.00

QUOTE SUBTOTAL:	\$121,500.00
QUOTE TOTAL:	\$121,500.00

Notes:

None

Learning Sciences International Terms & Conditions

Customer Acknowledgment

Customer acknowledges agreement with these Terms & Conditions of Sale by placement of an order to purchase products or services from Learning Sciences International, LLC.

Prices

Prices quoted are good for 30 days from the date of proposal or quote, unless otherwise stated in writing.

Payment

Purchase order or payment is required prior to order fulfillment. Make checks payable to "Learning Sciences International" and submit to 175 Cornell Road, Suite 18, Blairsville, PA 15717.

Purchase Orders

Purchase orders should be sent to Learning Sciences International, 175 Cornell Road, Suite 18, Blairsville, PA 15717 or faxed to (724) 299-8133 or emailed to: orders@learningsciences.com

Terms

Standard payment terms are net 30 from date of invoice. Seller reserves the right to charge interest at the rate of 0.5% per month on past due balances. Seller also reserves the right to submit invoices greater than 90 days past due to a third party agency for collection.

Scheduling

On-site training and professional development sessions requires 30 days advance notice. Purchase order or payment must be received before training dates can be reserved. Trainings scheduled at the Customer's request with less less than 30 days advance notice are subject to availability and a \$500 expediting fee.

Cancellation

On-site training and professional development sessions may be rescheduled prior to 30 days in advance without penalty. Districts who cancel / reschedule within the 30 day window will be charged a \$500 fee + travel expenses incurred (including cancellation and airline booking fees.)

Shipping and Handling

Shipping and Handling for print materials shown at standard ground rates. Please allow 7-10 business days for order processing and delivery. Expedited or overnight shipping available for some items. Additional fees may apply.

LSI will fulfill your order based on the quantity of materials shown on your purchase order. Should you request additional copies of materials, you will be invoiced for the materials plus shipping and handling. Expedited or overnight shipping may apply.

Sales, Use, Value Add and other Taxes

Customers exempt from sales taxes must provide a copy of their current exemption certificate, if applicable. LSI reserves the right to charge sales, use, and/or value added tax in addition to quoted product prices as required by taxing authorities, if applicable. Actual sales tax billed will be based on Seller's sales tax collection requirements and Customer's current jurisdiction rates in effect on the date of invoice.

Materials Reprint Licenses



Professional development sessions and related materials are revised periodically to reflect most current research and provide the best possible experience for the learners. Updates to materials covered under reprint licenses will be provided free of charge upon request during the terms of the license. Customers are advised to print only sufficient quantities to cover their immediate training needs.

Additional Terms and Conditions

Additional Terms and Conditions for users of the iObservation System and/or Terms and Conditions for On-site Training Delivery will be provided in separate agreement(s).

Signature: _____ Effective Date: ____/____/____
Name (Print): _____ Title: _____

Please sign and return with Purchase Order.

THANK YOU FOR YOUR BUSINESS!

Recording of Presentations

All audio and video recording is prohibited without written consent from Learning Sciences International, LLC.

CONTRACT REVIEWED
AND APPROVED:
M. J. W. / aef 6/29/13