

Please sign the proposed agreement and email to [mc Cox@hanoverresearch.com](mailto:mc Cox@hanoverresearch.com),  
or print, sign and fax this document to the number listed below to commence service.

Attn: Meredith Cox  
Office: 202.559.0049  
Facsimile: 866.808.6585

**Contract Terms**

Partnership with Hanover Research runs twelve (12) months from the start date below. Partnership comprises the authority of Santa Barbara Unified School District to request research on any topic, as well as the right to ask Hanover to expedite work of particular urgency.

**Participation in Partnership**

All project-production services are available to Santa Barbara Unified School District administrators in unlimited amount within the confines of one (1) sequential queue; the signatory of this agreement serves as our primary contact. We ask that clients not distribute materials produced by Hanover Research to those outside of their organization.

**Contract Amount & Invoicing**

\$35,000

The undersigned may reduce this amount by 2%, to \$34,300, if payment is wired or postmarked within 10 working days of invoice submission. If the undersigned does not select that option, net 30 terms apply. Failure to pay promptly will result in project postponement.

The Contract Amount covers all labor costs across each annual term. It also covers the cost of all Hanover Research Library registrations for central office staff. Additional expenses are related to travel, on-site consultation, a particular research-related request which may include purchased database access, panel costs, survey incentives, translation costs, postage/printing for mass mailings, etc. In the event such incidental costs are required to complete a project for the client, Hanover will discuss the details with the client and obtain written approval prior to engaging in those additional services. If additional services are estimated to cost more than \$5,000, Hanover will ask the client to contract directly with the vendor(s).

**Contract Start Date:**

February 28, 2014

**Signature:** \_\_\_\_\_

**Signatory and Coordinator:** Dr. David Cash, Superintendent

**Organization:** Santa Barbara Unified School District | 720 Santa Barbara Street | Santa Barbara, CA 93101