



TEACHING AT THE CORE

®



®

MEMORANDUM OF UNDERSTANDING FOR SERVICES

This agreement made and entered this 5th day of March, 2019 between **Be GLAD™ LLC**, hereinafter referred to as the “*Contractor*”, and **Santa Barbara Unified School District**, hereinafter referred to as the “*District*”.

WITNESSETH:

1. The *Contractor* agrees to render the following services listed below on the times and dates herein stated in accordance with the directions stipulated by the *District* or a person delegated by them.

a) Training in the Project G.L.A.D.® (Guided Language Acquisition Design) Model and strategies for two days conducted by a Certified G.L.A.D.® Key Trainer. This service consists of only the 2-Day Workshop of information regarding the G.L.A.D.® Model, research, and strategies. The trainings will occur over two consecutive days for District during business hours, typically 8:00 AM to 3:00 PM. This service will be provided on the following dates:

June 10 & 11, 2019 (minimum 18 staff attending: Franklin Elementary & other SBUSD staff)

September 23 & 24, 2019 (minimum 18 staff attending: Adams Elementary & other SBUSD staff)

b) Training in the Project G.L.A.D.® (Guided Language Acquisition Design) Model and strategies for four days. This service will consist of four consecutive days of Classroom Demonstration taught by the trainer in the G.L.A.D.® strategies and techniques with students in the morning. The grade level will be determined at least 3 weeks prior to the training. The afternoon of the four days will consist of a debriefing & collaboration period. Only participants who have attended a 2-Day Workshop in the G.L.A.D.® Model may attend. The trainings are to occur during school hours, typically 8 AM to 3 PM. This service must be scheduled & provided within 6 months of the 2-Day Workshop. The participants will attend the classroom demonstration in a cohort group. Dates for this service listed below:

June 24-27, 2019 (minimum 18 staff attending: Franklin Elementary & other SBUSD staff)- consecutive days traditional demonstration

October 1, 8, 15, 22 2019 (minimum 18 staff attending: Adams Elementary & other SBUSD staff)- Hybrid demonstration using video clips of strategies to show consequential building of strategies with the gradual release of responsibility. Trainer will supplement the video clips to model a few strategies that are stand-alone based strategies with SBUSD students.

c) Follow up Support Training in the Project G.L.A.D. (Guided Language Acquisition Design) model and strategies for one day. This service consists of one day of Follow-Up conducted by a Certified GLAD Trainer for participants who *have* completed the full 6 day GLAD training. Follow-up is designed and customized for each day such as to refine strategies, create content standard-based ELA/ELD units, building academic literacy (reading and writing), observation or demonstration of strategies, and/or implementation with school adoptions. The training is to occur during school hours, typically 8 AM to 3PM. The training sites will be at a school site within the *District*. *No dates* have been set at this time. *No dates have been set at this time.*

d) Uplevel Support Materials to increase implementation in the Project G.L.A.D. model and strategies. Integrated CCSS, NGSS, SS units with comprehensive lesson plans to support academic language of content areas as well as ELD development. *No orders have been placed at this time.*

2. The *District* agrees to compensate the *Contractor* for services rendered as follows:

a & b) 2-Day Workshop and Classroom Demonstration in the amount of \$1,600.00 per participant, with a minimum of 36 participants registered. The total compensation for 30 participants will be \$57,600.00. Any additional participants will be charged at a rate of \$1,600.00/participant per for attending any portion of the training. Such amount(s) to be paid within thirty, (30), calendar days after services of the 2-Day Workshop are rendered and the receipt of the invoice. A ten percent, (10%), late charge will apply for any payments received after the payment due date. Invoices will be submitted to the *District* after day 1 of each 2-Day Workshop.

- A flat rate for Travel/Lodging expenses will be covered by *District*. The total Travel/Lodging flat rate for the June sessions to be \$2,500.00; Travel/Lodging for the September/October dates to be \$2,500.00. Total Travel/Lodging for this MOU to be \$5,000.00

- Grand total for all services listed on this MOU to be \$62,600.00.

c) Follow-up Sessions are to be compensated at a rate of \$1,500 per day for one Certified G.L.A.D.[®] trainer. Such amount(s) to be paid within thirty, (30), calendar days after services are rendered and the receipt of the invoice. *No dates have been set at this time.*

d) Uplevel Support Discount 10% for any books, use promo code: GLADup; Buy 3 K-5 collections; get one K-5 collection complimentary (*over \$24,000 value*); complimentary Uplevel PD with every order, free shipping. *No orders have been placed at this time.*

3. The *District* agrees to provide textbooks and teacher editions required by *School* staff. The *District* agrees to provide access to the training room at 6:30am the morning of each training date so the *Contractor* can set-up for the trainings. The *District* understands that the *Contractor* may rearrange the furniture in the classroom that is used during the demonstration to make adequate space for the observing teacher participants. The

Contractor will provide all training materials, classroom materials, and any materials utilized by presenters. The *District* agrees to provide full list of participants, register the all participants on BeGLADtraining.com, and provide the address location(s) of all trainings at least 30 days prior to the scheduled trainings or added cost may apply for expedited shipment of training materials.

4. It is agreed that the *Contractor*, Be GLAD™ LLC, is acting as an independent contractor and not as an agent or employee of **Santa Barbara Unified School District**.
5. This Contract may be cancelled by either party through written notification at least forty-five, (45), calendar days prior to the first date of service. *Contractor* reserves the right to reschedule trainings at their discretion when impacted by concerns as a result of extreme weather/safety circumstances.

Meg Jette

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