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Divisions of Pacific Northwest Publishing, Inc

March 14, 2024

SAFE AND CIVIL SCHOOLS TRAINING PROPOSAL OF SERVICES

For: Dr. Alicia Casey, Executive Director, Academic Services
Platte County R-3 Schools, henceforth known as “District/Entity”
Platte City, MO

Proposal Expiration Date: April 20, 2024

Safe & Civil Schools, a division of
Pacific Northwest Publishing, Inc.
21 W. 6th Avenue
Eugene OR 97401
(541) 345-1442 (541) 345-6431 fax

Prepared by:

Lisa Perez
Associate Director of Professional Development
Safe & Civil Schools
800.323.8819
Lisa@safeandcivilschools.com



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Services	Dates	Fee
<p>Leadership In Behavior Support</p> <p>Audience: School Leaders, District Leaders, Aspiring Leaders, other campus leaders</p> <p>Anticipated consultant: Tricia Skyles</p> <p>Approximately/up to 100 participants per session</p> <p>Required materials: Leadership in Behavior Support (one per participant required)</p>	<p>Anticipated Format: In Person</p> <p>July 23, 2024 July 24, 2024</p>	<p>\$8,000.00 per day plus travel expenses</p> <p>(\$16,000.00) plus travel expenses</p>
<p>Coaching CHAMPS: Building a System of Support for All Teachers</p> <p>Audience: Coaches, Administrators, Instructional and Behavior Staff, District staff</p> <p>Anticipated consultant: Tricia Skyles</p> <p>Approximately/up to 100 participants per session</p> <p>Required materials: Coaching CHAMPS (one per participant required), CHAMPS 3rd Edition or Discipline in the Secondary Classroom 4th edition (one per participant required)</p>	<p>Anticipated Format: In Person</p> <p>July 25, 2024 July 26, 2024</p>	<p>\$8,000.00 per day plus travel expenses</p> <p>(\$16,000.00) plus travel expenses</p>
<p>2 sessions of Day 1:</p> <p>CHAMPS: A Proactive and Positive Approach to Classroom Management</p> <p>Audience: Teachers, School Administrators, Coaches, Instructional and Behavior Staff, District staff</p> <p>Anticipated consultant: Laurie Vennes</p> <p>Approximately 175 participants per session</p> <p>Required materials: CHAMPS 3rd Edition or Discipline in the Secondary Classroom 4th edition (one per participant required)</p>	<p>Anticipated Format: In Person</p> <p>ES teachers: August 14, 2024 AM (3 hours) AND August 15, 2024 AM (3 hours)</p> <p>Secondary teachers: August 14, 2024 PM (3 hours) AND August 15, 2024 PM (3 hours)</p>	<p>\$6,000.00 per day plus travel expenses</p> <p>(\$12,000.00) plus travel expenses</p>



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<p>Day 2</p> <p>CHAMPS: A Proactive and Positive Approach to Classroom Management</p> <p>Audience: Teachers, School Administrators, Coaches, Instructional and Behavior Staff, District staff</p> <p>Anticipated consultant: Laurie Vennes</p> <p>Approximately 175 participants per session</p> <p>Required materials: CHAMPS 3rd Edition or Discipline in the Secondary Classroom 4th edition (one per participant required)</p>	<p>Anticipated Format: In Person</p> <p>ES teachers: October 14, 2024</p>	<p>\$6,000.00 per day plus travel expenses</p> <p>(\$6,000.00) plus travel expenses</p>
<p>Day 2</p> <p>DSC: A Proactive and Positive Approach to Classroom Management</p> <p>Audience: Teachers, School Administrators, Coaches, Instructional and Behavior Staff, District staff</p> <p>Anticipated consultant: Robbie Rowan</p> <p>Approximately 175 participants per session</p> <p>Required materials: CHAMPS 3rd Edition or Discipline in the Secondary Classroom 4th edition (one per participant required)</p>	<p>Anticipated Format: In Person</p> <p>Secondary teachers: October 14, 2024</p>	<p>\$6,000.00 per day plus travel expenses</p> <p>(\$6,000.00) plus travel expenses</p>
<p>Materials</p>		<p>See Page 5/6</p> <p><i>Specified materials are offered at a one-time discount from Ancora Publishing, in conjunction with training when shipped to a single location. All shipments are subject to a 7% shipping and handling fee.</i></p>
<p>Cost of Professional Development Services</p>		<p>\$56,000.00 plus travel expenses</p>
<p>Cost of Materials (page 5/6)</p>		<p>\$23,112.00</p>
	<p>TOTAL</p>	<p>\$79,112.00 plus travel expenses</p>



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FEES

On-site services: \$6,000 per day plus travel expenses. If a flat rate is requested, \$8,600.00* per day plus materials

Virtual services: \$6,000 per day (no travel expenses)

*Exception to fees: When any of the following trainers are used, the fee will be \$8,000 per day plus travel expenses. These trainers are Jacob Edwards, Susan Isaacs, Tricia Skyles and Jessica Sprick. Should a flat rate be requested, the rate will be based upon \$10,600.00 for the first day and \$8,800.00 per any additional consecutive day.

When travel requires more than 8 hours of flights: Should a full day be required for travel, an additional fee of \$4,500 will be required per travel day.

MATERIALS

Required Books: CHAMPS or Discipline in the Secondary Classroom (one per participant), Coaching CHAMPS (one for each participant in Coaching), Leadership in Behavior Support (one per participant). Materials are offered at a discount from Ancora Publishing, in conjunction with consultation only. *All shipments are subject to a 7% shipping and handling fee.* Books listed on the proposal of services are required per participant unless otherwise listed. District agrees to adhere to the copyright and order one book per person that will be attending services. Verification of purchase will take place no less than six weeks prior to the date of service: **DEADLINE: June 8, 2024.** If there is a failure to meet this requirement, Safe & Civil Schools reserves the right to cancel the service(s) and bill accordingly.

Additional Fees:

When three or more trainers are assigned in any single quarter, Safe & Civil Schools applies a Large Group Initiative (LGI) coordination service fee of \$6,000 per quarter (October-December, January-March, April-June, July-September) in which services occur. Once a contract is fully executed, a lead trainer will be assigned to coordinate logistics, content, etc. between the Entity and SCS.

Cancellations and other Considerations:

- If any events fail to occur within the contracted timeline due to District action or inaction, District agrees to pay in full
- the fees associated with fully executed contract.
- If the District must cancel an in-person event, the District may request that the session(s) be provided virtually, with or without a live audience. At the request of the District, a recording of the session(s) will be made available to the District for a period not to exceed 30 days from the time of service.
- District agrees it will not schedule services until funding has been appropriated.
- It is the responsibility of the District to ensure only authorized individuals sign contracts or issue Purchase Orders.
- The District recognizes that Safe and Civil Schools does not offer a Trainer of Trainers (TOT).

On-site Services Travel Policy:

If weekly COVID-19 case rates in your county are greater than 200/100,000 the training will be conducted virtually.

There is no cancellation for elevated COVID-19 infection rates.

Should the District decide to book the day in anticipation of it being on-site and the number is and/or rises back up to the 200+ category, the fee remains at the quoted flat rate and the contracted services will immediately be shifted to a virtual delivery model. The event will be conducted on the scheduled date listed on the fully executed contract/RFP/PO.

Safe & Civil Schools reserves the right to return to a more restricted limit for in-person training if a new, more dangerous variant emerges or other highly communicable virus.



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REQUIRED MATERIALS

ORDER BY NO LATER THAN: June 8, 2024 TO AVOID PENALTY OF CANCELLATION WITH FULL PAYMENT

	Retail	Discount	Books Needed:	Total:
CHAMPS (Grades K-12)	\$55.00 each	\$49.50 each	350	\$17,325.00
Coaching CHAMPS	\$75.00 each	\$67.50 each	30	\$2025.00
Discipline in the Secondary Classroom	\$45.00 each	\$40.50 each		
Leadership in Behavior Support	\$100.00 each	\$90.00 each	25	\$2,250.00
Anticipated total				\$23,112.00 See page 6

*Specified materials are offered at a one-time discount from **Ancora Publishing**, in conjunction with training when shipped to a single location. All shipments are subject to a 7% shipping and handling fee.*



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Quote for Materials

DATE: 3/13/2024
 TO: **Platte County Schools**
Dr. Alicia Casey
 # of pages: 1

Phone: 816-858-5420 x 2117

FROM: **Jackie Hefner**, Ancora Publishing (formerly Pacific Northwest Publishing) 21 W. 6th Ave, Eugene, OR 97401
 866.542.1490 orders@ancorapublishing.com FAX 541.345.1507 www.ancorapublishing.com

Good day,
 Thank you for requesting a quote from Ancora Publishing for the materials listed below.

<u>Item #</u>	<u>Item</u>	<u>Reg. Price</u>	<u>Qty</u>	<u>Unit Price</u>	<u>TOTAL</u>
112-9	CHAMPS Book, 3rd Edition	\$55.00	350	\$49.50	\$17,325.00
115-0	Coaching CHAMPS: Building a System of Support for All Teachers	\$75.00	30	\$67.50	\$2,025.00
081-8	Leadership in Behavior Support, 2nd Edition	\$100.00	25	\$90.00	\$2,250.00
SUBTOTAL					\$21,600.00
Your materials order qualified for a one-time 10% discount in tandem with your SCS training contract.					
7% (\$5 minimum)					Shipping & Handling
					<u>\$1,512.00</u>
Price quoted good for 60 days from date listed above.					TOTAL AMOUNT
					\$23,112.00

We've quoted your order with standard UPS shipping to one location and most orders will be delivered within 7-10 days from the date the order is received.

Your purchase order or check for materials should be made out to Ancora Publishing.

Purchase orders can be or emailed to orders@ancorapublishing.com or faxed to 541-345-1507.

We look forward to serving you. Please do not hesitate to contact me via phone or e-mail if you have additional questions or if we can be of further assistance.

Thanks in advance,

Jackie Hefner
 Customer Service
 orders@ancorapublishing.com



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CHAMPS: A Proactive & Positive Approach to Classroom Management (3rd ed.)

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Discipline in the Secondary Classroom (4th ed.)

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Coaching CHAMPS

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Leadership in Behavior Support

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Raffle Information:

Send to:	Alicia Casey
Address:	Platte County District Education Center 998 Platte Falls Road Platte City, MO 64079
Verify if Building will be open to receive shipment:	Open all summer