



NEW HAVEN PUBLIC SCHOOLS

## AGREEMENT COVER SHEET

**Cover Sheet is an Internal Document for Business Office Use**

### Please Type

Contractor full name: Teachstone, Inc.

Doing Business As, if applicable: Teachstone

Business Address: 675 Peter Jefferson Parkway, Suite 400  
Charlottesville, Virginia 22911

Business Phone: 813-466-9070

Business email: Stephanie.colosimo@teachstone.com

SS# OR Tax ID #:

Funding Source & Acct # including location code: Head Start Basic Federal  
2532-5279-56694 Location-0443

Principal or Supervisor: Mary Derwin

Agreement Effective Dates: From 10/01/2021 To 6/25/2022

Hourly rate or per session rate or per day rate. \$600 per observation  
Total amount: \$19,200

### Description of Service:

Teachstone will perform 32 Head Start classroom observations using the CLASS Observational Tool. Observations will be conducted by reliable assessors certified by CLASS. They will provide disaggregated data, analysis and feedback by site/room/teacher and programmatically. They will follow up with individual and/or group feedback sessions. The CLASS Observational Assessment is required to be conducted annually in all Head Start Programs in accordance with Head Start Performance Standards.

Submitted by:

Mary Derwin

Phone:

203-980-5065



NEW HAVEN PUBLIC SCHOOLS

## Memorandum

**To:** New Haven Board of Education Finance and Operations Committee  
**From:** Mary Derwin  
**Date:** July 1, 2021  
**Re:** Teachstone Inc. Agreement

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Please **answer all questions and attach any required documentation as indicated below.** Please have someone **ready to discuss** the details of each question during the Finance & Operations meeting or this proposal might not be advanced for consideration by the full Board of Education.

1. **Contractor Name:** Teachstone, Inc.

**Description of Service:** Teachstone will perform 32 Head Start classroom observations using the CLASS Observational Tool. Observations will be conducted by reliable assessors certified by CLASS. They will provide disaggregated data, analysis and feedback by site/room/teacher and programmatically. They will follow up with individual and/or group feedback sessions. The CLASS Observational Assessment is required to be conducted annually in all Head Start Programs in accordance with Head Start Performance Standards. Teachers will receive feedback in three domains; emotional support, classroom organization and instructional support.

2. **Amount** of Agreement and hourly or session cost: \$600 per observation with feedback and reporting for a total of 19,200.00.
3. **Funding Source** and account number: Head Start Basic Federal 2532-5279-56694
4. **Continuation/renewal or new Agreement? new agreement**

**Answer all questions:**

- a. If continuation/renewal, has the cost increased? If yes, by how much? N/A
- b. What would an alternative contractor cost: \$27,000
- c. If this is a continuation, when was the last time alternative quotes were requested? N/A
- d. For new or continuation: is this a service existing staff could provide. If no, why not?

No, this can not be provided by existing staff. CLASS Observations are best performed by external assessors for consistency and objectivity. Instructional coaches have been trained in CLASS to support teachers using the data and feedback received. Use of external assessors is important to preserve a true coaching relationship, not one that is perceived as evaluative.

**5. Type of Service:**

**Answer all questions:**

- a. Professional Development? No
  - i. If this is a professional development program, can the service be provided by existing staff? If no, why not?
- b. After School or Extended Hours Program? No
- c. School Readiness or Head Start Programs? Head Start
- d. Other: (Please describe)

**6. Contractor Classification:**

**Answer all questions:**

- a. Is the Contractor a Minority or Women Owned Business? No, Bridget Hamre Founder, CEO
- b. Is the Contractor Local? No
- c. Is the Contractor a Not-for-Profit Organization? If yes, is it local or national? No
- d. Is the Contractor a public corporation? No, private.
- e. Is this a renewal/continuation Agreement or a new service?

This is an annual service required by Head Start Performance Standards. This is the first time we have contracted with this vendor for this purpose. They are the creators of the CLASS Observational Tool being used. This satisfies a Head Start Performance Standard.

- f. If it is a renewal/continuation has cost increased? If yes, by how much? N/A
- g. Will the output of this Agreement contribute to building internal capabilities? If yes, please explain:  
Instructional coaches have been trained in CLASS to support teachers using the data and feedback received. This agreement will serve as a basis for the cycle of continuous improvement. Teachers will receive feedback within three domains: emotional support, classroom organization and instructional support. Within each of these domains there are many dimensions that focus on specific aspects of teacher/child interactions. Each of these dimensions include a set of effective teaching practices that will help teachers to develop warm relationships that promote children's enjoyment in learning, positive and supportive interactions, and instructional strategies to deepen children's understanding of concepts and analytical thinking skills.

**7. Contractor Selection:**

**Answer all questions**

- a. What specific skill set does this contractor bring to the project? If a new contractor, please attach a copy of the contractor's resume.

The contractor provides multiple assessors that are certified in the administration of the CLASS Observation Tool. They hold certification verifying they have taken the necessary coursework and have passed a required advanced coding and calibration assessment verifying they are reliable and valid assessors.

- b. How was the Contractor selected? Quotes, RFP/RFQ, Sealed Bid or Sole Source?

The contractor was selected through the competitive quote process.



- c. Please describe the selection process including other sources considered and the rationale for selecting this Contractor:

Competitive quotes were requested. Two companies responded with quotes that would satisfy the requirements of our large multi-site program. Teachstone are the creators of the CLASS Observational Tool, have a large staff that can accommodate our 32 classrooms, and were considerably less expensive than their competitors.

## 8. Evidence of Effectiveness & Evaluation

### Answer all questions

- a. What specific need will this contractor address and how will the contractor's performance be measured and monitored to ensure that the need is met?

The CLASS Observational Assessment is required to be conducted annually in all Head Start Programs in accordance with Head Start Performance Standards. The contractor will fulfill the requirements of Head Start Performance Standards 1302.101 and 1302.102 regarding and related to professional development, management systems, and the continuous cycle of improvement through the use of data to improve student outcomes. This will be evaluated during the Focus Area II Monitoring Event conducted by the Federal Office of Head Start during the 2021-2022 SY. At the district level, the contractor's performance will be judged by their performance, reports, data analysis and substantive feedback to individuals, groups, and the program. Teachers will be surveyed as to the effectiveness of their individual feedback based on the following attributes: is it specific, immediate, actionable and tied to learning goals.

- b. If this is a renewal/continuation service attach a copy of the evaluation or archival data that demonstrates effectiveness.
- c. How is this service aligned to the District Continuous Improvement Plan?

Research has proven that children in classrooms that score higher on the CLASS tool make greater gains in early literacy, mathematics, and language development. Children in these higher-scoring classrooms show more positive social development than their peers. Within each of the three domains of the CLASS Observational Tool; emotional support, classroom observation and instructional support, there are multiple dimensions that focus on different aspects of teacher-child interactions. Each of these dimensions include a set of effective teaching practices. Use of the scores helps inform professional development, individual goal setting, coaching and program improvement which ultimately will improve child outcomes and ensure readiness for school. School readiness is a district goal outlined in goal one (below) of the District Strategic Plan.

**Strong Foundation in Early Learning:** If we assure that all students receive high quality early childhood experiences, focusing on appropriate Child Developmental Strategies, then all students will have the necessary skills to meet their personal growth targets.

- By 2024 80% of Pre-K -3 students with uninterrupted learning will meet or exceed grade level literacy and math benchmarks.
- By 2024 100% of students will meet or exceed grade level growth expectations.
- By 2024 100% of elementary schools and 85% of all PreK-3 classrooms will have fully implemented play-based/inquiry-based learning.

9. Why do you believe this Agreement is fiscally sound?

This agreement is fiscally sound. This vendor was selected using the competitive bid process. It was the best fiscal choice based on their availability, comprehensive services, scope, timely feedback, and reports provided. The CLASS Observational Assessment is required to be conducted annually in all Head Start Programs in accordance with Head Start Performance Standards.

10. What are the implications of not approving this Agreement?

The CLASS Observational Assessment is required to be conducted annually in all Head Start Programs in accordance with Head Start Performance Standards. The contractor will fulfill the requirements of Head Start Performance Standards 1302.101 and 1302.102 regarding and related to professional development, management systems, and the continuous cycle of improvement using data to improve student outcomes. Failure to approve this agreement would result in a program non-compliance.



NEW HAVEN PUBLIC SCHOOLS

**AGREEMENT**  
**By And Between**  
**The New Haven Board of Education**  
**AND**

**Teachstone, Inc.**

FOR DEPARTMENT/PROGRAM:  
**Early Learning Department/ NHPS Head Start**

This Agreement entered into on the 9<sup>th</sup> day of August 2021 effective, the 1st day of October, 2021, by and between the New Haven Board of Education (herein referred to as the “Board” and, Teachstone Incorporated located at, 675 Peter Jefferson Parkway, Suite 400, Charlottesville, Virginia 22911 (herein referred to as the “Contractor”).

**Compensation:** The Board shall pay the contractor for satisfactory performance of services required the amount of \$600 per session, for 32, 4/cycle live observational sessions and reporting.

The maximum amount the contractor shall be paid under this agreement: Nineteen thousand two hundred dollars (\$19,200.00). Compensation will be made upon submission of an itemized invoice which includes a detailed description of work performed and date of service.

**Fiscal support** for this Agreement shall be by the **Head Start Program** of the New Haven Board of Education, **Account Number:** 2532-5279-56694 **Location Code:** 0443.

This agreement shall remain in effect from October 1, 2021, to June 25, 2022.

**SCOPE OF SERVICE:** *Please provide brief summary of service to be provided.*

Live Classroom Observation Services in 32 Head Start Classrooms

\$600/classroom observation (Full feedback report) Includes: · 4-cycle live observation by a certified observer · Scores by dimension for every classroom observed · Average scores for the program as a whole · Program report · Calibration prior to observation period · On-going monthly calibration for projects longer than a month · Coordinated scheduling · Standard format data file



***Exhibit A: Scope of Service:*** Please attach contractor's detailed Scope of Service on contractor letterhead with all costs for services including travel and supplies, if applicable.

***Exhibit B: Student Data and Privacy Agreement:*** Attached

**APPROVAL:** This Agreement must be approved by the New Haven Board of Education ***prior to service start date***. Contractors may begin service no sooner than the day after Board of Education approval.

**HOLD HARMLESS:** The Contractor shall insure and/or indemnify the Board and its members, employees and agents against all claims, suits, and expenses, including reasonable attorney's fees, in connection with loss of life, bodily injury or property damage arising from any neglect act or omission of the Contractor or its employees or agents. Further, the Contractor covenants and agrees that it shall hold the Board and its members, employees and agents harmless against any and all claims, suits judgments of any description whatsoever caused by the Contractor's breach of this agreement or based upon the conduct of the Contractor, or its agents or its employees or arising out of in connection with their activities under this agreement.

**TERMINATION:** The Board may cancel this agreement for any reason upon thirty (30) days' written notice sent to the Contractor by certified U.S. mail, return receipt requested; provided however, that the Board shall be responsible to the Contractor for all services rendered by the Contractor through the last day of thirty (30) day notice period, as long as the Agreement was approved by the Board prior to the start date of service.



Contractor Signature

\_\_\_\_\_  
President

New Haven Board of Education

July 7, 2021

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

Teachstone, Inc.  
By: Christopher S. Schuster, J.D.  
Its: Counsel

Contractor Printed Name & Title

Service	Cost Detail	Quantity	Total
Live Observation Services	\$600/ observation (full feedback report) Includes: <ul style="list-style-type: none"> <li>• 4-cycle live observation by a certified observer</li> <li>• Scores by dimension for every classroom observed</li> <li>• Average scores for the program as a whole</li> <li>• Program report</li> <li>• Calibration prior to observation period</li> <li>• On-going monthly calibration for projects longer than a month</li> <li>• Coordinated scheduling</li> <li>• Standard format data file</li> </ul>	32	<b>\$19,200</b>

**TOTAL**

**\$19,200**

\*This proposal does not include estimated taxes. If the client is tax exempt, a copy of the tax-exempt certificate must be provided to Teachstone, Inc. Without this certificate, the client will be charged the appropriate sales taxes.



## **PRODUCTS & SERVICES**

### **Live Observation Services**

CLASS observations are a critical step in understanding the quality of teaching in your classrooms and developing plans to help teachers improve. But, coordinating CLASS observations for an entire organization can seem like a daunting task.

In response to the needs of programs working to conduct observations at scale, Teachstone has launched the Live Observations program. This service simplifies the process of conducting large CLASS observation projects. Teachstone will manage the observation process for you from scheduling to reporting and everything in between.

We'll meet with you to understand your organization and your CLASS goals. We'll then schedule observers to conduct classroom observations within your desired timeframe. Our observers calibrate and peer code regularly to ensure they collect the most accurate CLASS data possible.

Following the observations, we'll provide you with a file containing all the observation data. Program-level reporting is available and can be used to develop a plan for improvement tailored specifically to the needs of your organization. Classroom level data reporting is also available and can be used to develop a plan for targeted teacher professional development.

When you partner with us through our Live Observations Program, you are working directly with the source of CLASS® and can rest assured that your data and reporting are accurate and actionable for creating real change and improvement in your classrooms. .

Contracting Teachstone to conduct observations provides unique advantages:

- The most accurate CLASS data - Scannable score sheets are entered directly into myTeachstone resulting in no data transfer issues
- Highest observer quality - We conduct monthly calibrations and regular peer coding (up to 10%) to ensure our observers are providing the highest quality data.
- Ease of implementation - We provide scheduling support and project management.
- Optional program-level reporting that can be used to develop a plan for improvement.
- Optional classroom-level reporting (fees apply) that can be used to structure targeted professional development.

### **PRODUCT/TRAINING LOGISTICS**

#### **LIVE OBSERVATION (LESS THAN 30 OBSERVATIONS)**

- Client receives a scheduling spreadsheet and is responsible for sending observation notifications if desired.
- Peer coding will be on an as possible basis.

#### **LIVE OBSERVATION (MORE THAN 30 OBSERVATIONS)**

- Client can opt to receive scheduling notifications from Teachstone.

## **ALL OBSERVATIONS**

- Each classroom will receive a four-cycle live observation.
- Observations will be conducted by CLASS certified observers who have completed advanced coding calibrations administered by Teachstone.
- At least 8-week lead time is required between the time the contract is completed and the start date for observations.

### **Teachstone On-Site Responsibilities:**

- The Teachstone observer will provide credentials and verify arrival and completion at the location's main office or front desk
- The observer will complete live observation on all designated classrooms

### **Client Responsibilities:**

- Provide project start dates and expected completion dates
- Complete and submit the Teachstone provided paperwork at least eight weeks prior to the date of the first observation. The following information is needed:
  - Principal/Site Director Names
  - Names and email addresses of all teachers being observed
  - School calendar
  - Class schedules, including nap times where applicable

### **Please note:**

- Clients more than 50 miles from a major metropolitan area will have increased travel costs added which may include flight expenses.
- Custom formatting of the Teachstone data file is available for an additional negotiated fee.
- Rescheduling fees up to 10% of the contract value are charged when the client reschedules observations (i.e. teacher sick, etc.)
- Peer coding is available for larger projects and at the discretion of the Live Observation Services team.





**NEW HAVEN PUBLIC SCHOOLS**

**EXHIBIT B**

**STUDENT DATA PRIVACY AGREEMENT  
SPECIAL TERMS AND CONDITIONS**

For the purposes of this Exhibit B "directory information," "de-identified student information," "school purposes," "student information," "student records," "student-generated content," and "targeted advertising" shall be as defined by Conn. Gen. Stat. §10-234aa.

1. All student records, student information, and student-generated content (collectively, "student data") provided or accessed pursuant this Agreement or any other services agreement between the Parties are not the property of, or under the control of, the Contractor.
2. The Board shall have access to and the ability to delete student data in the possession of the Contractor except in instances where such data is (A) otherwise prohibited from deletion or required to be retained under state or federal law, or (B) stored as a copy as part of a disaster recovery storage system and that is (i) inaccessible to the public, and (ii) unable to be used in the normal course of business by the Contractor. The Board may request the deletion of any such student information, student records or student-generated content if such copy has been used by the operator to repopulate accessible data following a disaster recovery. The Board may request the deletion of student data by the contractor within two (2) business days of receiving such a request and provide to the Board confirmation via electronic mail that the student data has been deleted in accordance with the request, the date of its deletion, and the manner in which it has been deleted. The confirmation shall contain a written assurance from the Contractor that proper disposal of the data has occurred in order to prevent the unauthorized access or use of student data and that deletion has occurred in accordance with industry standards/practices/protocols.
3. The Contractor shall not use student data for any purposes other than those authorized pursuant to this Agreement.
4. A student, parent or legal guardian of a student may review personally identifiable information contained in student data and correct any erroneous information, if any, in such student data. If the Contractor receives a request to review student data in the Contractor's possession directly from a student, parent, or guardian, the Contractor agrees to refer that individual to the Board and to notify the Board within two (2) business days of receiving such a request. The Contractor agrees to work cooperatively with the Board to permit a student, parent, or guardian to review personally identifiable information in student data that has been shared with the Contractor, and correct any erroneous information therein.



5. The Contractor shall take actions designed to ensure the security and confidentiality of student data.
6. The Contractor will notify the Board, in accordance with Conn. Gen. Stat. § 10-234dd, when there has been an unauthorized release, disclosure or acquisition of student data. Such notification will include the following steps:

Upon discovery by the Contractor of a breach of student data, the Contractor shall conduct an investigation and restore the integrity of its data systems and, without unreasonable delay, but not more than thirty (30) days after such discovery, shall provide the Board with a more detailed notice of the breach, including but not limited to the date and time of the breach; name(s) of the student(s) whose student data was released, disclosed or acquired; nature of and extent of the breach; and measures taken to ensure that such a breach does not occur in the future.

7. Student data shall not be retained or available to the Contractor upon expiration of the contract between the Contractor and Board, except a student, parent or legal guardian of a student may choose independently to establish or maintain an electronic account with the Contractor after the expiration of such contract for the purpose of storing student-generated content.
8. The Contractor and Board shall each ensure their own compliance with the Family Educational Rights and Privacy Act of 1974, 20 U.S.C. § 1232g, as amended from time to time.
9. The Contractor acknowledges and agrees to comply with the above and all other applicable aspects of Connecticut's Student Data Privacy law according to Connecticut General Statutes §§ 10-234aa through 10-234dd.
10. The Parties agree that this Agreement controls over any inconsistent terms or conditions contained within any other agreement entered into by the Parties concerning student data.

# PROPOSAL FOR CLASS® PROGRAMS

Prepared for  
***New Haven Public Schools***

October 13<sup>th</sup>, 2020

Prepared By  
***Stephanie Colosimo***  
***Regional Director***  
**Teachstone, Inc.**  
675 Peter Jefferson Parkway, Suite 400  
Charlottesville, Virginia 22911  
**813-466-9070**  
[Stephanie.colosimo@teachstone.com](mailto:Stephanie.colosimo@teachstone.com)

This proposal contains proprietary information. The ideas and descriptions set forth herein are the sole property of Teachstone, Inc. In accepting this proposal, the recipient agrees not to share this proposal with any other party except for internal review and evaluation or in instances where filing a public record is necessary. The prices in this proposal are valid for 30 days from the date of this proposal.

## INTRODUCTION

### Who We Are

We know that children in warm, supportive classrooms show measurable cognitive and social gains—today and for the rest of their lives. At Teachstone, everything we do is about improving the ways teachers interact with their students.

Teachstone offers trainings for coaches and observers, delivers online programs, and designs professional development—all of it grounded in one proven fact: classroom interactions have a lasting impact on children's academic and developmental success.

Today, thousands of teachers and care providers use our resources—helping to increase the effectiveness of the interactions they provide to hundreds of thousands of children.

### How We Work

We know your needs are unique. We have staff all over the United States ready to provide the support you need to learn, measure, and improve. From proposals and contracts to professional development, implementation, and measurement, we will support you at every step along the way. After all, interactions are what we do best. Please reach out to us at any time to find out what comes next.

## PROPOSAL

Teachstone has reviewed and discussed the project requirements with ***New Haven Public Schools***.

This proposal is the first step in an ongoing relationship between Teachstone and Client.

## PROJECT BUDGET

In fulfilling the services outlined in this proposal, Teachstone offers the following budget based on a proposed contract beginning on October 13<sup>th</sup>, 2020 and ending on October 13<sup>th</sup>, 2021, final budget is based on the agreed upon terms and conditions of the contract.



Service	Cost Detail	Quantity	Total
Live Observation Services	\$600/ observation (full feedback report) Includes: <ul style="list-style-type: none"> <li>• 4-cycle live observation by a certified observer</li> <li>• Scores by dimension for every classroom observed</li> <li>• Average scores for the program as a whole</li> <li>• Program report</li> <li>• Calibration prior to observation period</li> <li>• On-going monthly calibration for projects longer than a month</li> <li>• Coordinated scheduling</li> <li>• Standard format data file</li> </ul>	32	<b>\$19,200</b>

**TOTAL**

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## PRODUCTS & SERVICES

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We'll meet with you to understand your organization and your CLASS goals. We'll then schedule observers to conduct classroom observations within your desired timeframe. Our observers calibrate and peer code regularly to ensure they collect the most accurate CLASS data possible.

Following the observations, we'll provide you with a file containing all the observation data. Program-level reporting is available and can be used to develop a plan for improvement tailored specifically to the needs of your organization. Classroom level data reporting is also available and can be used to develop a plan for targeted teacher professional development.

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- Ease of implementation - We provide scheduling support and project management.
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### PRODUCT/TRAINING LOGISTICS

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### **Please note:**

- Clients more than 50 miles from a major metropolitan area will have increased travel costs added which may include flight expenses.
- Custom formatting of the Teachstone data file is available for an additional negotiated fee.
- Rescheduling fees up to 10% of the contract value are charged when the client reschedules observations (i.e. teacher sick, etc.)
- Peer coding is available for larger projects and at the discretion of the Live Observation Services team.



## **IMPLEMENTATION**

Teachstone's Client Success Management and Professional Service team will work with the client to develop an effective and efficient implementation plan for the product and services outlined in this proposal. In the development of a successful rollout, please note the following:

### Professional Development Credits

Teachstone can provide verification of approximate hours engaged in programs. The client is responsible for determining professional development credits. To obtain verification or more information please reach out to [contact@teachstone.com](mailto:contact@teachstone.com).

### Delivery of Printed Materials

Teachstone requires a minimum of six weeks to prepare and ship printed materials. Shipping and handling costs are based on percentage of the retail value of the materials being shipped. Any printed materials shipping dates left to be determined in an executed contract will require a six-week notice for scheduling.

### Online Services

Teachstone requires a minimum of six weeks to prepare and deliver product keys for on-line services. Shipping and handling fees for printed materials shipped in conjunction with on-line

services are determined based on a percentage of the retail value of the materials being shipped.

#### On-site Services

Teachstone requires a minimum of eight weeks to schedule on-site training. Training dates may be incorporated into the signed contract. Any training dates left to be determined in an executed contract will require an eight-week minimum notice for scheduling. The client will receive a Training Agreement for On-site Services and a Participant List to be returned a minimum of four weeks prior to the training dates.

### **WHAT'S NEXT?**

Teachstone is confident that our proposed products and services will effectively address ***New Haven Public Schools*** needs. Teachstone looks forward to contracting the services outlined in this proposal. *Stephanie Colosimo* will contact you to review this proposal with you, answer your questions, and discuss implementation.

## Fall 2021 New Haven Department of Education CLASS Observation Support Proposal

Lakeshore is proud to partner with you to support teachers and administrators, who provide the greatest impact for children, in creating a professional development structure to support long-term change. We are grateful for your partnership in education and would like to offer additional support for data driven decision making.

Lakeshore is focused on supporting your program in building capacity for long term success. Therefore, all professional development is customized; driven by your data and needs. Customizable options for training include but are not limited to topic, duration, ongoing series of events, in person vs. virtual, group size and so on. However, some of the constants include high levels of engagement, hands-on activities, collegial collaboration and ongoing support. The following proposal is based on initial discussions regarding your request regarding support for CLASS Observations. As we discussed, the options are endless, so please don't feel limited by the options below, we can talk through other needs you might have or desire.

### Official CLASS Observations

It is important for our offerings to be flexible as "canned" offerings often do not fit your needs directly. Through our discussion, we wanted to offer all potential options in order for you to best determine the value of variations for your programs. Note: All Lakeshore CLASS observers are guaranteed to have current reliability for the observations they are completing.

### CLASS Options

Number of observation cycles per classroom

Number of classrooms

Full vs. focused observations (i.e.: choose only one domain)

Data: Raw; disaggregated by program, site, teacher/room, etc.; written analysis

Feedback: group/individual, verbal, written or both, feedback recipients may be teachers, coaches, admin)

Follow-up: coaching, "data party", professional development



Professional Development



Custom Solutions



Conferences & Workshops



## Pricing

Lakeshore offers all-inclusive pricing (time, travel, facilitation, development, data flash drive).

As mentioned in our conversation, we are open to negotiations to meet your budget constraints. We would also like to offer the difference between our agreed upon rate and the standard rate to you in in-kind dollars to benefit your program.

We estimate **11 full days** of onsite observations to effectively complete observations with **2 cycles** and verbal feedback of your 32 center-based PK classrooms. We will also provide written feedback to include bullet points for each classroom post-observation. In addition, we recommend one day of data analysis to ensure you have a clear understanding of program-wide and teacher needs. Therefore, we'd like to offer you a significant discount as we can minimize travel costs when we are able to perform consecutive days.

*Discounted rate for New Haven DOE: \$2,250/specialist/day (\$3,500 value)*

### Fall 2021

- 11 days of observations at \$2,250 /specialist/day with \$1,250/day in-kind donation
  - 11 days x \$2,250 = \$24,750 cost
  - 11 days x \$1,250 = \$13,750 in-kind donation
- 1 day of data analysis at \$2,250 /specialist/day with \$1,250/day in-kind donation
  - 1 day x \$2,250 = \$2,250 cost
  - 1 day x \$1,250 = \$1,250 in-kind donation

**Total cost for Fall 2021: \$27,000 with \$15,000 in-kind donation**

## Summary

It is our goal to provide you with customizable options to accommodate your accountability needs and program goals that will support your need to build capacity. We are proud to partner with you in your journey in accomplishing those goals.

Please contact your Regional Manager, Tyler Bickford at 401.450.5800 or Jenna Sekerak, PSG Operations Manager, at 216.630.8757 for more information and to schedule your upcoming events. We look forward to partnering with you!





## QUOTE 50291

Lakeshore Learning Materials  
2695 E. Dominguez Street Carson, CA 90895  
(310) 537-8600 (800) 421-5354  
FAX: (310) 900-2189  
[www.lakeshorelearning.com](http://www.lakeshorelearning.com)  
To contact your local representative,  
**Tyler Bickford**, please call (800) 421-5354

**Bill-to:** 208425

NEW HAVEN DEPT OF EDUCATION

BUSINESS OFFICE-5TH FL

54 MEADOW ST

NEW HAVEN CT 06519

(475) 220-1469

**Billto Email:**KAUANEEKEE.HERNANDEZ@NEW-  
HAVEN.K12.CT.US

**Ship-to:** 0

KAUANEEKEE HERNANDEZ

**Shipto Email:**

**Entry Date:** 03/08/2021

**Your Reference No.:**PD QUOTE-NEED HARD COPY PO

### Comment

CLASS OBSERVATION DATES:

TBD .

DATA ANALYSIS: TBD

LAKESHORE WILL DO ITS BEST TO  
ACCOMMODATE THE REQUESTED  
TRAINING DATES WITH SUFFICIENT  
TIME ALLOWANCE (DATES MUST BE  
BOOKED AT LEAST 6 WEEKS IN  
ADVANCE) AT WHICH TIME  
LAKESHORE WILL SEND A PD  
BOOKING FORM TO CONFIRM  
THE REQUESTED PD DATES

11 DAYS OF ONSITE OBSERVATIONS  
2 CYCLES WITH VERBAL FEEDBACK  
WRITTEN FEEDBACK WILL BE  
PROVIDED POST-OBSERVATION

\$15,000 IN-KIND APPROVED  
CUSTOM PD VALUE IS \$42,000

PLEASE REFERENCE QUOTE NUMBER

50291 ON YOUR HARD COPY PO  
PD PARTNER - LINH DE LEOS

Line	Item	Qty	Description	Price	Extended
1	KT9999TRAIN	11	CLASS OBSERVATIONS	\$2,250.00	\$24,750.00
2	KT9999TRAIN	1	DATA ANALYSIS	\$2,250.00	\$2,250.00
				<b>Subtotal:</b>	\$27,000.00
				<b>0.0% Tax:</b>	\$0.00
				<b>Freight Amount:</b>	\$0.00
				<b>Total:</b>	\$27,000.00