



Proposed Services for:

Amherst Exempted Village Schools

185 Forest Street

Amherst, OH 44001-1605

Project: Straight A Grant 2013-2016

October 23, 2013

Contact:

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This Service Agreement (“Agreement”) is entered into this ____ day of _____, 2013 by and between Amherst Exempted Village (“Client”) and Epiphany Management Group with principal place of business at 526 South Main Street, 9th floor, Akron Ohio 44311 (“Epiphany” or “EMG”). Client and Epiphany are collectively referred to herein as the “Parties” and singularly as “Party”.

WHEREAS, Client desires to obtain Professional Development services (“Services”) and Epiphany has been selected by the Client to provide such services as outlined herein.

NOW, therefore, in consideration for the promises set forth below, the parties agree as follows:

**Amherst Exempted Village Schools
Straight A Grant
2013-2016**

EMG Learning provides professional development programs that are designed to inspire educators and administrators on 21st century learning and new technologies. EMG Learning consultants provide an on-going, job-embedded professional development program that immerses teachers in 21st Century learning environments.

This three year program is intended to support individuals and cross-disciplinary teams of teachers as they explore ways to better support their students' complex and diverse learning needs. A blended learning approach will join the best features of in-class teaching with the best features of online learning to promote active independent learning and reduce class seat time. This sustained and flexible approach can be delivered on your Schoology learning platform.

Throughout the three years the consultants and teachers will strive to achieve the following goals. This will ensure that the devices are well integrated into your on-going curriculum and that the teachers receive adequate online and face-to-face feedback. The Loti Evaluation results will drive the completion of the planning guide, including quarterly and yearly goals and action items.

Straight A Grant Professional Development Goals:

Goal 1: Classroom learning environments are transformed into flexible and adaptable settings, designed to facilitate collaborative learning, encourage the use of multiple digital tools and resources, and support the acquisition of 21st Century skills.

Goal 2: Students increase knowledge by using technology for problem solving, increasing collaboration with other students, and improving communication with peers and teachers.

Goal 3: Teachers serve as leaders in their schools by promoting and demonstrating the effective use of digital tools and resources to support academic learning.

Professional development key areas of focus:

- Differentiated instruction
 - Classroom management
 - Resources/ Technology
 - Facilitating instruction and tools
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Professional Development Services Include:

- Completion of Planning Guide
- Monthly teacher feedback from Integration Coach (10 months)
 - 8-10 days per month (1-2 year)
 - 4-6 days per month (3-5 year)
- Online digital learning environment (Schoology) & book club (all staff)
- Social media integration
- Coaching feedback on project-based instruction
- Coaching feedback on flipped classroom model
- Coaching feedback on student-centered instruction

- 1:1 teacher Feedback, classroom observation, teacher assessment
- Pre/Post assessment with Loti
- Small group pilot teams per building (optional)

Professional Development Descriptions:

Planning Guide: EMG starts by developing a **strategic technology plan** with clear and measurable goals. This plan will focus on increasing utilization of technology, reducing IT support costs and helping you develop into a 21st century learning & teaching organization.

Onsite Professional Development: EMG learning consultants will provide educators with content and pedagogical learning to strengthen their professional credentials. Educators will experience hands-on instruction, collaborate with other educators, and learn new tips & tricks. The consultants will provide educators with 1:1 feedback and observe educators demonstration of instructional approaches in the classroom. An evaluation will assess educators understanding of digital learning.

Pre/Post Assessment with LoTi: This instrument measures three critical components pivotal to digital-age literacy and innovative teaching practices: LoTi (Levels of Teaching Innovation), PCU (Personal Computer Use), and CIP (Current Instructional Practices). The LoTi Digital-Age Survey focuses on teacher behaviors, perceptions, and instructional practices using digital tools and resources which collectively have the greatest impact on student achievement and success in the classroom. Such information will enable Amherst schools to target funding sources and provide differentiated professional development opportunities directed at moving participants to a higher level of teaching innovation in the classroom, and in doing so, better prepare students for the challenges facing them in a highly competitive, Digital-Age society.

Digital Academy: This professional learning model uses a blend of face-to-face and online curriculum to connect teams of educators from across the district and grows those connections over the course of a school year. The Schoology platform will be used to feature course content supporting various instructional strategies, sharing of digital resources, assessment of educators, peer-to-peer collaboration, and on-going

feedback from EMG Learning consultants. In addition to content, the online learning community will include webEx video conferencing and book club discussions. Digital Academies are committed to providing practicing educators with authentic ways to test and then implement technological tools, gain first-hand experience in collaborative learning, and reflect on their own learning process.

- Interact with other educators and share ideas around research-based, professional reading materials.
- Self-paced instruction supported by collections of tutorials & activities.

Book Club: Based our research of best practices and trends in education, Epiphany Learning experts recommend books for educators as part of our Book Club. Readers consider each book’s key topics, based on the detailed study guides created by our team. Periodic online book chats follow, facilitated by our experts. The Book Club is a primary piece of our program, because of the important information that the books provide, and because the conversation helps drive further teacher growth and future professional development.

1st Year Performance Goal:

By June 2014, students and teachers will use digital tools and resources to support common core academic standards and the acquisition of 21st Century skills.

Timeline 2013-2014

January 2014	Project Management/ Scheduling Planning Guide Introduction to Blended Learning Pre-assessment-Loti Classroom Observation Introduction to Digital Academy Book Club
February/ March 2014	Planning Guide with Monthly Goals Skill development for iPads Skill development for LMS Technology and Common Core Digital Academy
April 2014	Monthly PD supporting iPads with BL

	1:1 teacher Feedback Classroom Observation Digital Academy
May 2014	Monthly PD supporting iPads with BL 1:1 teacher Feedback Classroom Observation Post assessment Digital Academy
Summer 2014	2-3 workshops Book club Digital Academy

2nd Year Performance Goal:

By June 2015, facilitate greater student learning by promoting student participation and involvement in online instruction.

August-June 2015	Monthly PD supporting iPads with BL Keynote Speakers 1:1 teacher Feedback Classroom Observation Book club Online Support - WebEx Digital Academy Technology and Common Core
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3-5 Year Timeline

Ongoing collaboration on technology trends Book club Online Support - WebEx Digital Academy Face-to-Face monthly professional development Ongoing teacher feedback

Professional Development Budget:

Year 1

Onsite Professional Development	\$96,000
Digital Academy Resources	\$12,000
Book Club (2-3 books reviewed)	\$3,000
Pre/Post Evaluation - Loti*	\$2,500
Total	\$113,500

Year 2

Onsite Professional Development	\$96,000
Digital Academy Resources	\$12,000
Book Club (2-3 books reviewed)	\$3,000
Pre/Post Evaluation - Loti*	\$2,500
Total	\$113,500

Year 3

Onsite Professional Development	\$48,000
Digital Academy Resources	\$12,000
Book Club (2-3 books reviewed)	\$3,000
Pre/Post Evaluation - Loti*	\$2,500
Total	\$65,500

Total Cost

Onsite Professional Development (Yrs 1 & 2)	\$192,000
Onsite Professional Development (Yr. 3)	\$48,000
Digital Academy Resources	\$36,000
Book Club (5-10 books reviewed)	\$9,000
Pre/Post Evaluation - LoTi*	\$7,500
Total	\$292,500

2) Responsibility of Client:

1. Ensure appropriate staff is available for training
2. Ensure Staff timely completes LoTi assessment
3. Communicate dates, times, locations and topics to appropriate staff
4. Provide/set-up staff technology

3) Non Solicitation & Non Hire: During the term of this agreement and for a period of one year after termination of this agreement, Parties agree that they will not, directly or indirectly, hire or solicit for hire any of the other parties' employees or those contractors/consultants that work in Clients facilities solely on the behalf of EMG.

4) Independent Contractor: With respect to all matters relating to this agreement, Epiphany shall be deemed to be an independent contractor. Epiphany shall not represent itself or its organization as having any relationship to Client other than that of an independent agent for the limited purpose described in this agreement.

5) Billing and Payment:

- The total contract is for \$292,500 (3 yr) which will be billed the date of signing.

6) Governing law: This agreement shall be governed by constructed in accordance with the laws of the state of Ohio, with regard to its choice of law provision.

7) Warranty: Due to the nature of this service, no warranty, either expressed or implied, is included in this agreement

8) Entire Understanding: This Agreement is binding when signed by both Parties. This agreement constitutes the entire understanding of the Parties, and supersedes all prior and contemporaneous written and oral agreements, with respect to the subject matter. This agreement may not be modified or amended except in writing signed by both Parties.

IN WITNESS WHEREOF, The Parties hereto have signed this service Agreement effective as of the date set forth on the first page hereof.

ACCEPTED AND AGREED TO:
Client

ACCEPTED AND AGREED TO:
Epiphany Management Group

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____