

Board Office Use: <b>Legislative File Info.</b>	
File ID Number	19-2356
Introduction Date	12/11/2019
Enactment Number	19-1849
Enactment Date	12/11/2019



# Memo

**To** Board of Education  
**From** Kyla Johnson-Trammell, Superintendent

**Board Meeting Date** 12/11/2019

**Subject** Professional Service Contract  
**Contractor:** East Bay Consortium of Oakland, CA

**Services for:** 215-Madison Park Academy-Upper (MHS)

**Action Requested and Recommendation** Ratification by the Board of Education of a Professional Services Contract between the District and East Bay Consortium, Oakland, CA, for the latter to provide: consultant will provide information and college advising services related to college admission, financial aid and other topics associated with pursuing and accessing higher education. The College and Career Information Center will increase students' confidence about accessing educational opportunities and provide students with the opportunity to connect to young caring adults for the period of 08/12/2019 through 05/28/2020 in an amount not to exceed \$27,500.00.

**Background** Madison Park Academy serves students from low-income families and from environments with historically low college attendance rates. In order to support our school's mission, as well as OUSD's mission, we need to leverage partnerships with organizations that specialize in the support of students toward these goals. With limited bandwidth on staff, we need additional resource to ensure that seniors receive the adequate support needed to achieve these goals.  
*(Why do we need these services. Why have you selected this vendor?)*

**Competitively Bid** Was this contract competitively bid?  Yes  No

If No, List Bid Exception: Professional Services Agreement under \$90.2K

**Fiscal Impact** Funding Resource name(s) (detailed below) not to exceed \$27,500.00.

Resource Name(s) \$27,500.00 Measure N

**Attachments:** Professional Services Contract including Scope of Work

Board Office Use: Legislative File Info.	
File ID Number	19-2356
Introduction Date	12/11/2019
Enactment Number	19-1849
Enactment Date	12/11/2019



**OAKLAND UNIFIED SCHOOL DISTRICT**  
Community Schools, Thriving Students

## PROFESSIONAL SERVICES CONTRACT 2019-2020

This Agreement is entered into between East Bay Consortium (CONTRACTOR) and Oakland Unified School District (OUSD). OUSD is authorized by Government Code Section 53060 to contract for the furnishing of special services and advice in financial, economic, accounting, engineering, legal, and administrative matters with persons specially trained, experienced, and competent to perform such services. CONTRACTOR warrants it is specially trained, experienced, and competent to provide such services. The parties agree as follows:

1. **Services:** CONTRACTOR shall provide the services ("Services" or "Work") as described in **Exhibit "A,"** attached hereto and incorporated herein by reference.
2. **Terms:** The term of this Agreement shall be from 08/12/2019 (or the day immediately following approval by the Superintendent if the aggregate amount CONTRACTOR has contracted with the District is below \$92,600.00 in the current fiscal year; or, approval by the Board of Education if the total contract(s) exceed \$92,600.00, whichever is later) to 05/28/2020. The work shall be completed no later than 05/28/2020.
3. **Compensation:** OUSD agrees to pay CONTRACTOR for services satisfactorily rendered pursuant to this Agreement. The compensation under this Contract shall not exceed Twenty-Seven Thousand Five Hundred Dollars and 00/100 Dollars (\$27,500.00) [per fiscal year], at an hourly billing rate not to exceed N/A per hour. This sum shall be for full performance of this Agreement and includes all fees, costs, and expenses incurred by Contractor including, but not limited to, labor, materials, taxes, profit, overhead, travel, insurance, subcontractor costs, and other costs.

If CONTRACTOR will be compensated hourly for services provided under this Contract, CONTRACTOR shall describe in Exhibit "A," attached hereto, the specific scope of services to be delivered on an hourly basis to OUSD.

OUSD shall not be liable to CONTRACTOR for any costs or expenses paid or incurred by CONTRACTOR in performing services for OUSD, except as follows: N/A.

Payment for Work shall be made for all undisputed amounts in monthly installment payments within forty-five (45) days after CONTRACTOR submits an invoice to OUSD for Work actually completed and after OUSD's written approval of the Work, or the portion of the Work for which payment is to be made.

The granting of any payment by OUSD, or the receipt thereof by CONTRACTOR, shall in no way lessen the liability of CONTRACTOR to correct unsatisfactory work, although the unsatisfactory character of that work may not have been apparent or detected at the time a payment was made. Work, which does not conform to the requirements of this Agreement, may be rejected by OUSD and in that case must be replaced by CONTRACTOR without delay.

4. **Equipment and Materials:** CONTRACTOR shall provide all equipment, materials, and supplies necessary for the performance of this Agreement.
5. **CONTRACTOR Qualifications / Performance of Services:**
  1. **CONTRACTOR Qualifications:** CONTRACTOR warrants it is specially trained, experienced, competent and fully licensed to provide the Services required by this Agreement in conformity with the laws and regulations of the State of California, the United States of America, and all local laws, ordinances and/or regulations, as they may apply.
  2. **Standard of Care:** CONTRACTOR represents that CONTRACTOR has the qualifications and ability to perform the Services in a professional manner, without the advice, control or supervision of OUSD. CONTRACTOR's services will be performed, findings obtained, reports and recommendations prepared in accordance with generally and currently accepted principles and practices of its profession for services to California school districts and in accordance with applicable law, code, rule, regulation, and/or ordinance.
    - i. CONTRACTOR shall ensure that any individual performing work under the Agreement requiring a California license shall possess the appropriate license required by the State of California. All personnel shall have sufficient skill and experience to perform the work assigned to them.

- ii. CONTRACTOR shall carefully study and compare all documents, findings, and other instructions and shall at once report to District, in writing, any error, inconsistency, or omission that CONTRACTOR or its employees may discover. CONTRACTOR shall use professional efforts in identifying any errors, inconsistencies, or omissions.
- 3. **District Approval.** The work completed herein must meet the approval of OUSD and shall be subject to OUSD's general right of inspection and supervision to secure the satisfactory completion thereof.
- 6. **Certificates/Permits/Licenses/Registration:** CONTRACTOR and all CONTRACTOR's employees or agents shall secure and maintain in force such certificates, permits, licenses and registration as are required by law in connection with the furnishing of Services pursuant to this agreement.
- 7. **Invoicing:** Invoices furnished by CONTRACTOR under this Agreement must be in a form acceptable to OUSD. All amounts paid by OUSD shall be subject to audit by OUSD. Invoices shall include, but not be limited to: Contractor name, Contractor address, invoice date, invoice number, purchase order number, name of school or department service was provided to, period of service, name of the person performing the service, date service was rendered, brief description of services provided, number of hours of service, hourly rate, total payment requested.
- 8. **Notices:** All notices and invoices provided for under this Agreement shall be in writing and either personally delivered during normal business hours or sent by U.S. Mail (certified, return receipt requested) with postage prepaid to the other party at the address set forth below:

**OUSD Representative:**

Name: LUCINDA TAYLOR  
Site /Dept.: 215-Madison Park Academy-Upper (MHS)  
Address: 400 Capistrano Dr  
Oakland, CA 94603  
Phone: 6362701  
Email: Lucinda.Taylor@ousd.org

**CONTRACTOR:**

Name: East Bay Consortium  
Title: Officer (Executive)  
Address: 314 E. 10th Street, Ste C223  
Oakland, CA 94606  
Phone: 510-879-1577  
Email: monica@eastbayconsortium.org

Notice shall be effective when received if personally served or, if mailed, three days after mailing. Either party must give written notice of a change of address.

- 9. **Status of Contractor:** This is not an employment contract. CONTRACTOR, in the performance of this Agreement, shall be and act as an independent contractor. CONTRACTOR understands and agrees that it and all of its employees shall not be considered officers, employees, agents, partner, or joint venture of OUSD, and are not entitled to benefits of any kind or nature normally provided employees of OUSD and/or to which OUSD's employees are normally entitled, including, but not limited to, State Unemployment Compensation or Worker's Compensation. CONTRACTOR shall assume full responsibility for payment of all Federal, State, and local taxes or contributions, including unemployment insurance, social security and income taxes with respect to CONTRACTOR's employees. In the performance of the work herein contemplated, CONTRACTOR is an independent contractor or business entity, with the sole authority for controlling and directing the performance of the details of the work, OUSD being interested only in the results obtained.
- 10. **Insurance:**
  - 1. Unless specifically waived by OUSD, the following insurance is required:
    - i. If CONTRACTOR employs any person to perform work in connection with this Agreement, CONTRACTOR shall procure and maintain at all times during the performance of such work, Workers' Compensation Insurance in conformance with the laws of the State of California (including, but not limited to, Labor Code section 3700) and Federal laws when applicable. Employers' Liability Insurance shall not be less than One Million Dollars (\$1,000,000) per accident or disease.
    - ii. CONTRACTOR shall maintain Commercial General Liability insurance, including automobile coverage, with limits of at least One Million Dollars (\$1,000,000) per occurrence for corporal punishment, sexual misconduct, harassment, bodily injury and property damage. The coverage shall be primary as to OUSD and shall name OUSD as an additional insured with the additional insured endorsement provided to OUSD within 15 days of effective date of the Agreement (and within 15 days of each new policy year thereafter during the term of this Agreement). Evidence of insurance must be attached. Endorsement of OUSD as an additional insured shall not affect OUSD's rights to any claim, demand, suit or judgment made, brought or recovered against CONTRACTOR. The policy shall protect CONTRACTOR and OUSD in the same manner as though each were separately issued. Nothing in said policy shall operate to increase the Insurer's liability as set forth in the policy beyond the amount or amounts shown or to which the Insurer would have been liable if only one interest were named as an insured.
    - iii. If CONTRACTOR is offering OUSD professional advice under this Contract, CONTRACTOR shall maintain Errors and Omissions insurance or Professional Liability insurance with coverage limits of One Million Dollars (\$1,000,000) per claim.
- OR**
- iv. CONTRACTOR is not required to maintain any insurance under this agreement. (Completed and approved Waiver of Insurance Form is required from OUSD's Risk Management.) Waiver of insurance does not release CONTRACTOR from responsibility for any claim or demand.
- 11. **Assignment:** The obligations of CONTRACTOR under this Agreement shall not be assigned by CONTRACTOR without the express prior written consent of OUSD.

12. **Non-Discrimination:** It is the policy of OUSD that in connection with all work performed under Contracts there be no discrimination because of race, color, ancestry, national origin, religious creed, physical disability, medical condition, marital status, sexual orientation, gender, or age; therefore, CONTRACTOR agrees to comply with applicable Federal and California laws including, but not limited to, the California Fair Employment and Housing Act beginning with Government Code Section 12900 and Labor Code Section 1735 and OUSD policy. In addition, CONTRACTOR agrees to require like compliance by all its subcontractor(s). CONTRACTOR shall not engage in unlawful discrimination in employment on the basis of actual or perceived; race, color, national origin, ancestry, religion, age, marital status, pregnancy, physical or mental disability, medical condition, veteran status, gender, sex, sexual orientation, or other legally protected class.
13. **Waiver:** No delay or omission by either party in exercising any right under this Agreement shall operate as a waiver of that or any other right or prevent a similar subsequent act from constituting a violation of the Agreement.

14. **Termination:**

1. **For Convenience by OUSD:** OUSD may at any time terminate this Agreement and compensate CONTRACTOR only for services satisfactorily rendered to the date of termination. Written notice by OUSD shall be sufficient to stop further performance of services by CONTRACTOR. Notice shall be deemed given when received by CONTRACTOR or no later than three (3) calendar days after the day of mailing, whichever is sooner.
2. **With Cause by District.** OUSD may terminate this Agreement upon giving of written notice of intention to terminate for cause. Cause shall include:
  - i. material violation of this Agreement by the CONTRACTOR; or
  - ii. any act by CONTRACTOR exposing OUSD to liability to others for personal injury or property damage; or
  - iii. CONTRACTOR is adjudged bankrupt, CONTRACTOR makes a general assignment for the benefit of creditors, or a receiver is appointed on account of CONTRACTOR's insolvency.

Written notice by OUSD shall contain the reasons for such intention to terminate and, unless within three (3) calendar days after that notice the condition or violation shall cease or satisfactory arrangements for the correction thereof be made, this Agreement shall upon the expiration of the three (3) calendar days cease and terminate. In the event of this termination, OUSD may secure the required Services from another CONTRACTOR. If the expense, fees, and/or costs to OUSD exceeds the cost of providing the Services pursuant to this Agreement, CONTRACTOR shall immediately pay the excess expense, fees, and/or costs to OUSD upon the receipt of OUSD's notice of these expense, fees, and/or costs. The foregoing provisions are in addition to and not a limitation of any other rights or remedies available to OUSD.

Upon termination, CONTRACTOR shall provide OUSD with all documents produced maintained or collected by CONTRACTOR pursuant to this Agreement, whether or not such documents are final or draft documents.

15. **Conduct of CONTRACTOR:** By signing this Agreement, CONTRACTOR certifies compliance with the following requirements and will provide OUSD with evidence of staff qualifications, which include:
1. **Tuberculosis Screening:** CONTRACTOR is required to screen employees who will be working at OUSD sites for more than six hours. CONTRACTOR agents who work with students must submit to a tuberculosis risk assessment as required by Education Code 49406 within the prior 60 days. If tuberculosis risk factors are identified, CONTRACTOR agents must submit to an intradermal or other approved tuberculosis examination to determine that he/she is free of infectious tuberculosis. If the results of the examination are positive, the CONTRACTOR agent shall obtain an x-ray of the lungs. At his/her discretion, CONTRACTOR agent may choose to submit to the examination instead of the risk assessment.
  2. **Fingerprinting of Employees and Agents.** The fingerprinting and criminal background investigation requirements of Education Code section 45125.1 apply to CONTRACTOR's services under this Agreement and CONTRACTOR certifies its compliance with these provisions as follows: "CONTRACTOR certifies that CONTRACTOR has complied with the fingerprinting and criminal background investigation requirements of Education Code section 45125.1 with respect to all CONTRACTOR's employees, subcontractors, agents, and subcontractors' employees or agents ("Employees") regardless of whether those Employees are paid or unpaid, concurrently employed by OUSD, or acting as independent contractors of CONTRACTOR, who may have contact with OUSD pupils in the course of providing services pursuant to the Agreement, and the California Department of Justice has determined that none of those Employees has been convicted of a felony, as that term is defined in Education Code section 45122.1. Contractor further certifies that it has received and reviewed fingerprint results for each of its Employees and Contractor has requested and reviews subsequent arrest records for all Employees who may come into contact with OUSD pupils in providing services to the District under this Agreement."

In the event that OUSD, in its sole discretion, at any time during the term of this contract, desires the removal of any CONTRACTOR related persons, employee, representative or agent from an OUSD school site and, or property, CONTRACTOR shall immediately, upon receiving notice from OUSD of such desire, cause the removal of such person or persons.

16. **No Rights in Third Parties:** This Agreement does not create any rights in, or inure to the benefit of, any third party except as expressly provided herein.
17. **OUSD's Evaluation of CONTRACTOR and CONTRACTOR's Employees and/or Subcontractors.** OUSD may evaluate CONTRACTOR in any manner which is permissible under the law. OUSD's evaluation may include, without limitation:
1. Requesting that OUSD employee(s) evaluate CONTRACTOR and CONTRACTOR's employees and subcontractors and each of their performance.
  2. Announced and unannounced observance of CONTRACTOR, CONTRACTOR's employee(s), and/or subcontractor(s).

18. **Limitation of OUSD Liability:** Other than as provided in this Agreement, OUSD's financial obligations under this Agreement shall be limited to the payment of the compensation provided in this Agreement. Notwithstanding any other provision of this Agreement, in no event, shall OUSD be liable, regardless of whether any claim is based on contract or tort, for any special, consequential, indirect or incidental damages, including, but not limited to, lost profits or revenue, arising out of, or in connection with, this Agreement for the services performed in connection with this Agreement.
19. **Confidentiality:** CONTRACTOR and all CONTRACTOR's agents, personnel, employee(s), and/or subcontractor(s) shall maintain the confidentiality of all information received in the course of performing the Services. CONTRACTOR understands that student records are confidential and agrees to comply with all state and federal laws concerning the maintenance and disclosure of student records. This requirement to maintain confidentiality shall extend beyond the termination of this Agreement. Contractors will be permitted access to student data only where permissible under state and federal law and only after executing OUSD's Confidentiality Agreement Regarding Student Data.
20. **Conflict of Interest:** CONTRACTOR shall abide by and be subject to all applicable, regulations, statutes or other laws regarding conflict of interest. CONTRACTOR shall not hire any officer or employee of OUSD to perform any service by this Agreement without the prior approval of OUSD Human Resources.

CONTRACTOR affirms to the best of his/her/its knowledge, there exists no actual or potential conflict of interest between CONTRACTOR's family, business or financial interest and the services provided under this Agreement, and in the event of change in either private interest or services under this Agreement, any question regarding possible conflict of interest which may arise as a result of such change will be brought to OUSD's attention in writing.

Through its execution of this Agreement, CONTRACTOR acknowledges that it is familiar with the provisions of section 1090 *et seq.* and section 87100 *et seq.* of the Government Code of the State of California, and certifies that it does not know of any facts which constitute a violation of said provisions. In the event CONTRACTOR receives any information subsequent to execution of this Agreement which might constitute a violation of said provisions, CONTRACTOR agrees it shall notify OUSD in writing.
21. **Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion:** CONTRACTOR certifies to the best of his/her/its knowledge and belief, that it and its principals are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency according to Federal Acquisition Regulation Subpart 9.4, and by signing this contract, certifies that this vendor does not appear on the Excluded Parties List (<https://www.sam.gov/>).
22. **Severability:** If any term, condition or provision of this Agreement is held by a court of competent jurisdiction to be invalid, void or unenforceable, the remaining provisions will nevertheless continue in full force and effect, and shall not be affected, impaired or invalidated in any way.
23. **Provisions Required By Law Deemed Inserted:** Each and every provision of law and clause required by law to be inserted in this Agreement shall be deemed to be inserted herein and this Agreement shall be read and enforced as though it were included therein.
24. **Captions and Interpretations:** Section and paragraph headings in this Agreement are used solely for convenience, and shall be wholly disregarded in the construction of this Agreement. No provision of this Agreement shall be interpreted for or against a party because that party or its legal representative drafted such provision, and this Agreement shall be construed as if jointly prepared by the Parties.
25. **Calculation of Time:** For the purposes of this Agreement, "days" refers to calendar days unless otherwise specified.
26. **Copyright/Trademark/Patent/Ownership:** CONTRACTOR understands and agrees that all matters produced under this Agreement shall become the property of OUSD and cannot be used without OUSD's express written permission. OUSD shall have all right, title and interest in said matters, including the right to secure and maintain the copyright, trademark, and/or patent of said matter in the name of OUSD (specifically excluding any underlying pre-existing intellectual property). OUSD may, with CONTRACTOR's prior written consent, use CONTRACTOR's name in conjunction with the sale, use, performance and distribution of the matters, for any purpose and in any medium. These matters include, without limitation, drawings, plans, specifications, studies, reports, memoranda, computation sheets, the contents of computer diskettes, artwork, copy, posters, billboards, photographs, videotapes, audiotapes, systems designs, software, reports, diagrams, surveys, source codes or any other original works of authorship, or other documents prepared by CONTRACTOR or its Sub-CONTRACTORS in connection with the Services performed under this Agreement. All works shall be works for hire as defined under Title 17 of the United States Code, and all copyrights in those works are the property of OUSD.
27. **Audit.** Consultant shall establish and maintain books, records, and systems of account, in accordance with generally accepted accounting principles, reflecting all business operations of Consultant transacted under this Agreement. Consultant shall retain these books, records, and systems of account during the Term of this Agreement and for three (3) years thereafter. Consultant shall permit the District, its agent, other representatives, or an independent auditor to audit, examine, and make excerpts, copies, and transcripts from all books and records, and to make audit(s) of all billing statements, invoices, records, and other data related to the Services covered by this Agreement. Audit(s) may be performed at any time, provided that the District shall give reasonable prior notice to Consultant and shall conduct audit(s) during Consultant's normal business hours, unless Consultant otherwise consents.
28. **Litigation:** This Agreement shall be performed in Oakland, California and is governed by the laws of the State of California, but without resort to California's principles and laws regarding conflict of laws. The Alameda County Superior Court shall have jurisdiction over any litigation initiated to enforce or interpret this Agreement.
29. **Incorporation of Recitals and Exhibits:** Any recitals and exhibits attached to this Agreement are incorporated herein by reference. CONTRACTOR agrees that to the extent any recital or document incorporated herein conflicts with any term or provision of this Professional Services Contract, the terms and provisions of this Professional Services Contract shall govern.

- 30. **Integration/Entire Agreement of Parties:** This Agreement constitutes the entire agreement between the Parties and supersedes all prior discussions, negotiations, and agreements, whether oral or written. This Agreement may be amended or modified only by a written instrument executed by both Parties.
- 31. **Drug-Free / Smoke Free Policy:** No drugs, alcohol, and/or smoking are allowed at any time in any buildings and/or grounds on OUSD property. No students, staff, visitors, CONTRACTORS, or subcontractors are to use controlled substances, alcohol or tobacco on these sites.
- 32. **Counterparts:** This Agreement and all amendments and supplements to it may be executed in counterparts, and all counterparts together shall be construed as one document.
- 33. **Signature Authority:** Each party has the full power and authority to enter into and perform this Agreement, and the person signing this Agreement on behalf of each Party has been given the proper authority and empowered to enter into this Agreement.
- 34. **W-9 Form:** If CONTRACTOR is doing business with OUSD for the first time, complete and return with the signed Contract the W-9 form.
- 35. **Indemnification:** To the furthest extent permitted by California law, CONTRACTOR shall indemnify, defend and hold harmless OUSD, its Governing Board, agents, representatives, officers, consultants, employees, trustees, and volunteers ("the Indemnified Parties") from any and all claims or losses accruing or resulting from injury, damage, or death of any person or entity arising out of or in any way related to the performance of this Agreement. CONTRACTOR also agrees to hold harmless, indemnify, and defend the Indemnified Parties from any and all claims or losses incurred by any supplier, contractor, or subcontractor furnishing work, services, or materials to CONTRACTOR arising out of or in any way related to the performance of this Agreement. CONTRACTOR shall, to the fullest extent permitted by California law, defend the Indemnified Parties at CONTRACTOR's own expense, including attorneys' fees and costs, and OUSD shall have the right to accept or reject any legal representation that CONTRACTOR proposes to defend the Indemnified Parties. This provision survives termination of this Agreement.
- 36. **Contract Publicly Posted:** This contract, its contents, and all incorporated documents are public documents and will be made available by OUSD to the public online via the Internet.
- 37. **Contract Contingent on Governing Board Approval:** OUSD shall not be bound by the terms of this Agreement until it has been formally approved by OUSD's Governing Board, and no payment shall be owed or made to CONTRACTOR absent that formal approval. This Agreement shall be deemed approved when it has been signed by the Board of Education, and/or the Superintendent as its designee.

**OAKLAND UNIFIED SCHOOL DISTRICT**

*Sonja Aguilera*

11/05/2019

President, Board of Education

Date

Superintendent

Chief or Deputy Chief

*Debra W. Brown*

12/13/2019 12:

Secretary, Board of Education

Date

**CONTRACTOR**

East Bay Consortium

11/05/2019

Contractor Signature

Date

Monica Montenegro, Officer (Executive)

Print Name, Title

Form approved by OUSD General Counsel for 2018-19 FY

## EXHIBIT "A" SCOPE OF WORK

[IF A CONTRACTOR PROVIDES AN ACCEPTABLE DESCRIPTION OF SERVICES AS PART OF A PROPOSAL, THAT DESCRIPTION OF SERVICES MAY BE ATTACHED WITHOUT ANY TERMS, CONDITIONS, LIMITATIONS, ETC., FROM THAT PROPOSAL.]

- 1. Description of Services to be Provided:** Provide a description of the service(s) the contractor will provide. Be specific about what service(s) OUSD is purchasing and what *this* Contractor will do.

See Attached Scope of Work

2. **Specific Outcomes:** What are the expected outcomes from the services of this Contract? Be specific. For example, as a result of the service(s): 1) How many more Oakland children are graduating from high school? 2) How many more Oakland children are attending school 95% or more? 3) How many more students have meaningful internships and/or paying jobs? 4) How many more Oakland children have access to, and use, the health services they need? Provide details of program participation (Students will...) and measurable outcomes (Participants will be able to...). NOT THE GOALS OF THE SITE OR DEPARTMENT.

As a result of contractor services 100% of Madison Park Academy 12th graders will have personalized one on one support in the completion of college applications and FAFSA. We will achieve a 100% college application rate and all students eligible for FAFSA. We will achieve a 100% college application rate and all students eligible for FAFSA or Dream Application will complete it.

3. **Alignment with Single Plan for Student Achievement – SPSA (required if using State or Federal Funds):**

Please select:

- Action Item included in Board Approved SPSA** (no additional documentation required) – Item Number: \_\_\_\_\_
- Action Item added as modification to Board Approved SPSA** – Submit the following documents to the Resource Manager either electronically via email of scanned documents, fax or drop off.
1. Relevant page of SPSA with action item highlighted. Page must include header with the word “Modified”, modification date, school site name, both principal and school site council chair initials and date.
  2. Meeting announcement for meeting in which the SPSA modification was approved.
  3. Minutes for meeting in which the SPSA modification was approved indicating approval of the modification.
  4. Sign-in sheet for meeting in which the SPSA modification was approved.





# east bay consortium of educational institutions, inc.

A California Student Opportunity and Access Project (Cal-SOAP)

314 E. 10th Street, Oakland, CA 94606 P: 510-879-4654 F: 510-879-1776 [www.eastbayconsortium.org](http://www.eastbayconsortium.org)

## **Professional Services Agreement**

**Between East Bay Consortium and Madison Park Academy**

**College and Career Information Center**

**2019-2020**

### **AGENCY HISTORY**

The East Bay Consortium of Educational Institutions, Inc. (EBC) was established in 1978 to improve opportunities for students in the East Bay to finish high school and enroll in a college or university. EBC has been successful in consolidating the efforts and knowledge of its 11 member institutions into a solid campaign to increase higher education accessibility to the students it serves. The Consortium's main focus is to raise the achievement levels and provide advisement to students interested in pursuing an education beyond high school. Services include: academic and college advising, educational workshops, college visits, college fairs, parent programs and a scholarship program.

EBC operates as a collaborative of 11 educational institutions in the Bay Area. Together, EBC works to bring East Bay youth the widest possible range of services. With their help, our efforts are multiplied, and we can positively affect thousands of young women and men each year. Our member institutions are: Oakland Unified School District, CSU East Bay, UC Berkeley, Peralta Colleges, Contra Costa College, West Contra Costa Unified School District, Holy Names University, Mills College, Saint Mary's College of CA, Berkeley High School and Centro Legal de la Raza. Each institution is represented on EBC's board of directors.

The Consortium operates a broad range of programs: The California Student Opportunity and Access Program one of 14 regional Cal-SOAP projects operated for over 40 years under contract with the California Student Aid Commission helps students improve their academic performance and makes information about postsecondary education and financial aid more widely available. 9,000 students are served each year. Our work at 9 College and Career Information

Centers are dedicated to promoting access to higher education. Over the past 19 years we have helped over 3500 young people achieve college admissions and prestigious scholarships. For the last 14 years, EBC has served as the Regional Coordinator for the statewide program Cash for College. Over 50 financial aid workshops provide free assistance to over 3,500 students and families completing the Free Application for Federal Student Aid (FAFSA), the Dream App and other forms required to get financial aid.

## **PROGRAM DESIGN**

The College and Career Information Center (CCIC) enhances access to higher education for all seniors attending Madison Park Academy. CCIC will serve the entire senior class. The mission of the CCIC's is to provide information and college advising services related to college admission, financial aid and other topics associated with pursuing and accessing higher education.

The College and Career Information Center will increase students' confidence about accessing educational opportunities and provide students with the opportunity to connect to young caring adults. The CCIC will address these goals through the implementation of a comprehensive program designed to expose students to post high school options, assess students' academic and personal needs and to guide in the planning, preparation and execution of a post high school plan that allows them to make informed and confident decisions about their futures. In addition, the CCIC is staffed by college students, some of whom are OUSD graduates, who pride themselves in not only being college advisors but mentors that are open minded, respectful and make themselves available to all students who walk into the CCIC.

College, career and financial aid advising will be open to all students at the school on a drop-in basis and by appointment, M-Th from 10:00am to 4:00pm. In order to effectively assist in the college-going process as well as in the financial aid process, the entire senior class will be served intensively through one-on-one advising sessions and classroom presentations. College advising services are listed below by semester.

## **SCOPE OF WORK**

### **Fall 2019**

#### Senior Transcript Evaluations: September -October

In order to establish graduation and college eligibility, CCIC advisors extensively review all senior transcripts and provide students and administrators with eligibility information and students' academic needs.

#### Senior One-on-ones: September – November

Advisors will meet with all seniors twice a year, once in the fall and as a follow up in the spring. These intensive sessions will address students' personal and academic needs, and questions and concerns about post secondary options available to them. All one-on-one sessions discuss transcript evaluations, graduation, college admissions, students' interests and possible career paths. These sessions also serve to create a mentoring relationship between the college advisor and the student as well as to develop personalized steps of actions (i.e. register for the SAT, get transcript from previous high school, etc.).

#### Senior College Knowledge Presentations: September- October

CCIC will coordinate and execute college knowledge presentations in each school's senior class. Presentations will cover A-G requirements, the difference between the four systems of higher education in California, SAT/ACT exams, senior application timeline and words of encouragement. These presentations serve as a motivational tool in getting seniors excited about preparing for their futures and to remind them to access their resources on campus.

#### Intensive Financial Aid Application Assistance: October 1<sup>st</sup>- March 2<sup>nd</sup>

CCIC will provide intensive financial aid applications one-one-one support for students. CCIC also facilitates FAFSA Workshops in schools' computer labs.

#### Cal Grant GPA Districtwide Upload: October

CCIC staff will provide support to ensure that students match Cal Grant / FAFSA/CA Dream App completion.

#### SAT/ACT Exam Online Registration Assistance: September- December

The CCIC will administer fee waivers and will provide a central location in which any student can drop in and receive assistance on creating accounts on collegeboard.com and actstudent.org. CCIC will also provide in class SAT/ACT registration workshops upon request.

#### College Information Day at UC Berkeley: October 12 (Saturday)

The CCIC will invite 9<sup>th</sup>-12<sup>th</sup> graders to attend East Bay Consortium's College Information Day at UC Berkeley. Students will attend college-going workshops, participate in a college fair of over fifty colleges and universities and take a tour of the campus.

College Representative Presentations: October- December

CCIC will coordinate college representative presentations for students to develop a more personalized and informed perspective of different higher education institutions. Representatives from institutions such as CSUEB, SFSU, Holy Names University, UC Berkeley, Mills College, Sonoma State University, Sacramento State and Laney College will be invited to visit both Centers.

Personal Statement or Personal Insight Questions Workshops and One-on-One Assistance: October - December

Workshops will address the purpose of the personal statements or UC personal insight questions, break down the prompts, show students effective approaches to begin their writing and provide them with examples of students' statements. CCIC will provide intensive one-on-one support throughout a student's entire process of completing their personal statements.

CSU/UC Private College Application Workshops: October- January

Eligible seniors will complete their college applications and work on the CSU Educational Opportunity Program (EOP) application. Students who are not eligible to apply will attend a community college informational workshop to learn about the multiple options at community college including transfer basics.

Transfer Making It Happen (TMIH) Workshops: November - May

Monthly workshops for students considering a community college for the following fall. Workshops inform and prepare seniors about the programs, resources, enrollment process at local community colleges with a focus on transferring and certificate programs.

Scholarship One-on-One Assistance: December- June

CCIC will provide seniors with the additional support needed to apply for scholarships such as the essay writing process, letters of recommendation, application assistance, submitting, interview prep and following up with award.

**Spring 2020**

Spring Senior 1on1 Follow-Ups: February – March

In order to follow up with seniors' academic and college application progress, CCIC advisors meet again with their caseload of students in the spring.

Intensive Financial Aid Application Assistance: October 1<sup>st</sup>- March 2<sup>nd</sup>

CCIC will provide intensive financial aid applications one-one-one support for students. CCIC also facilitates FAFSA Workshops in schools' computer labs.

Cash for College Evening Workshop: Fall or Spring

The CICC will hold a Cash for College (CFC) Student and Parent Night. The CFC night consists of a financial aid presentation (in both English and Spanish), FAFSA one-on-one assistance. A light dinner will be provided.

Community College Application Workshops: March

The CCIC will conduct Community College Application Workshops and provide students with study guides for assessment exams.

TMIH: Assessment and Orientation Field Trip: April

In order to support students throughout the registration process, TMIH takes all interested students on field trip to take orientation, their assessment (placement exam) and to meet with an academic counselor at the local community college.

Community College Counselor One-on-One Assistance:

Based on availability of community college counselors for this coming year.

Senior Survey: May

In collaboration with senior teachers, the CCIC conducts a survey in which seniors self report college applications sent, post secondary plans, types of financial aid received and evaluate CCIC services.

Post Graduation Follow Up: June- July

During the summer, East Bay Consortium staff follows up with seniors' responses on the senior survey and provides students any additional support during the summer after their graduation. This service is provided at the EBC office.

It is important to note that there is a great amount of follow up that occurs between college applications, applying for financial aid and scholarships as well as accepting a college's admissions offer. These additional services include but are not limited to the assistance in the following: creation of multiple accounts on multiple colleges' portals, schools' respective financial aid verification processes, UC Berkeley's requests for letters of recommendations, students' appeal to colleges and universities (regarding admissions and financial aid), submitting housing applications, how to register for classes, signing up for CSU and UC placement exams and many more. CCIC services and the amount of assistance provided are tailored to individual students' needs and personal situations.

## **STAFFING**

The Center will be staffed four days per week by college students and by an EBC Program Coordinator who will be at the site twice a week. The Program Coordinator will have primary responsibility for managing activities at the College and Career Information Center.

One of the strengths of the East Bay Consortium's programs are the college students hired to provide the direct services to students. Many of the college students hired are former OUSD graduates. College and career advisors will be

hired from local higher education institutions. The Center's hours of operation are Monday – Thursday from 10:00am to 4:00pm and will be staffed by one or two college student interns at any given time. College Advisors will be selected based on past experience working with youth and their desire to work in the field of education. Advisors will commit to work for the Consortium for at least one year ensuring continuity of staff for the entire academic year. College students will work 12-15 hours per week. Each college advisor will have a caseload of seniors and will be responsible for coordinating an aspect of the CCIC such as outreach, logistics, financial aid, scholarship bulletin and our community college bound program Transfer Making It Happen.

College student advisors receive extensive training throughout the year. They participate in two all day staff trainings per year and attend weekly 90-minute staff meetings held on the UC Berkeley campus. These meetings serve as professional development to further hone the staff's college knowledge, ability to provide college advising, and workshop presentation and facilitation skills. The weekly meetings are facilitated by EBC professional College Advisors, and cover topics such as how to get the best out of CSU Mentor, how to support the UC personal insight questions and personal statements and financial aid knowledge. In addition, the East Bay Consortium will invite university or program representatives from different systems of higher education or student organizations to train advisors about their respective institutions or organizations and to share best practices. The meetings also serve as a space for advisors to make announcements and to voice any issues or concerns they may have in regards to the CCICs. Lastly, the meetings also develop camaraderie, building familiarity and trust amongst a staff working at different schools sites.