

PROPOSAL AGREEMENT

School Board of Sarasota County and The HOPE Foundation

This is a proposal agreement between the School Board of Sarasota County, hereafter referred to as the Host Organization, and HOPE Foundation, hereafter referred to as HOPE for hosting *Failure is Not an Option: Courageous Leadership for School Success Summit* in Sarasota, Florida, from May 23-25 2007.

We are excited about this opportunity to jointly offer the Courageous Leadership for School Success: *Building Leadership Capacity to Assure the Success of All Students Summit* in Sarasota, Florida. Both parties aspire to making this a first-rate event and, as such, HOPE and the Host Organization will cooperate in an open and friendly manner to plan and carry out the program.

Purpose of Summit:

The purpose of the Courageous Leadership for School Success Summit is to:

- Provide next day strategies
- Develop action plans/steps
- Inspire and motivate to take action and make a difference
- Build frameworks for action
- Equip participants with the ability to leave event knowing how to overcome resistance and get buy-in
- Allow team building and processing time
- Present new ideas and cutting edge research, plus models on what's working

Summit Schedule:

- The proposed dates of the Summit are May 23-25 2007

Summit Agenda/Speakers:

- HOPE and Host Organization agree to:
 - Co-develop the program outline, design, and sessions for the Summit.
- HOPE agrees to:
 - Secure speakers for plenary and concurrent sessions, agreed upon between HOPE and the Host Organization
 - Recruit other partners for event
 - Discuss all speaker candidates with Host Organization before extending a formal invitation to participate
- Host Organization agrees to:
 - Identify local speakers and facilitators for any of the sessions

Summit Prices:

- HOPE agrees to:
 - Extend Host Organization two hundred and sixty (260) registrations at the cost of \$250.00 per attendee.
 - Extend Host Organization an additional one hundred (100) registrations at a cost \$335.00 per attendee.
 - Market the additional two hundred (200) seats.
 - Extend Host Organization \$30.00 per attendee for each attendee who uses the Host Organization registration form outside Sarasota School Organization \$415.00 per attendee; HOPE discounts apply. (Team discount = \$30.00, Early registration discount = \$10.00, Prepaid discount = \$10.00, and Online discount = \$10.00)
- Host Organization agrees to:
 - Register at least two hundred (260) attendees at the cost of \$250.00 within sixty (60) days of May 23rd 2007.

- Register an additional fifty (50) attendees at a cost \$335.00 within thirty (30) days of the May 23rd 2007.

Lodging Site:

- HOPE agrees to:
 - Take responsibility for financial negotiations with the lodging site(s), including rates and blocked room commitment.
- Host Organization :
 - Take responsibility for providing a contact person to assist HOPE staff in identifying local hotel sites.

Meeting Space and Equipment:

- Host Organization agrees to:
 - Provide local meeting and banquet space
 - Capacity to accommodate at least five hundred and fifty (550) people, banquet style-rounds of ten (10), for general sessions
 - 6 – 8 Break out rooms with a minimum seating for one hundred (100) people
 - An area for registration and participant information
 - Dining space for special meal functions and/or reception
 - Tabletop display space for resource library and exhibits
- HOPE agrees to:
 - Provide the following Audiovisual Equipment:
 - 1 – 2 LCD projector(s) for PowerPoint Presentations
 - Document camera
 - Overhead projector for handouts, etc.
 - 2 Lapel microphones for presenters
 - 3 Handheld microphones
 - Audio/Video: capable of playing CD, DVD, and VHS
 - 1 – 2 large screen(s) (in front or to either side of the speaker)

Food & Beverage:

- HOPE agrees to:
 - Provide a contact person to finalize food and beverage arrangements
 - Reimburse the Host Organization \$27.00 per attendee
- Host Organization agrees to:
 - Provide the following meals:
 - 2 Light Receptions
 - 1 Luncheons
 - 2 AM Breaks
 - 1 PM Breaks
 - 1 Reception Social

Listed below are recommendations for the meals and entertainment responsibility

Light Reception-

| Beverage | Bread | Fruit/Yogurt |
|----------|---------------|------------------|
| Coffee | Muffins | Mixed Fruit Tray |
| Juice | Donuts | Whole Fruit |
| Water | Sliced Breads | Dried Fruit |

Luncheons-

| Beverage | Main Entrée | Sides | Desert |
|----------|-------------|-------------------|------------|
| Soda | Wraps | Mixed Green Salad | Brownies |
| Tea | Sandwiches | Potato Salad | Cookies |
| Water | Deli | Pasta Salad | Desert Bar |
| | Salads | Warm Veggies | |
| | Soup | Bread | |

| | | | |
|--|-------|--|--|
| | Pasta | | |
|--|-------|--|--|

AM Breaks-

| Beverage | Sweets | Carbs |
|-----------------|----------------------------------|---|
| Tea Lemonade | Cookies Brownies Ice cream | Granola Trail Mix Chips Chex Mix |

PM Breaks-

| Beverage | Sweets | Carbs |
|-------------------------|----------------------------------|---|
| Coffee Water Soda | Cookies Brownies Ice cream | Granola Trail Mix Chips Chex Mix |

Registration

| Beverage | Snacks | Live Entertainment |
|-------------------------|------------------|---|
| Coffee Water Soda | Popcorn Chips | A local High School band. A local Disc Jockey (DJ) |

Summit Events:

The Summit will have three major social events:

- **Reception:** This event entails an evening dinner. All Summit registrants will be invited. Registration and logistics details to be determined by both parties.
- **Entertainment:** To be determined by jointly by Host Organization and HOPE.
- **HOPE Facilitators Training:** This HOPE-sponsored activity is usually held the afternoon before the summit. Three hours of training for select facilitators will be provided.

Transportation:

- Host Organization agrees to:
 - Make parking arrangements with appropriate venues where necessary

Summit Staff Support:

HOPE Summits involve a working partnership between Host Organization staff and HOPE staff.

- Host Organization agrees to:
 - Assign two (2) individuals (one primary and one backup)

Cancellation:

- HOPE and Host Organization reserve the right to cancel the Summit, without penalty, in the event of any uncontrollable acts of nature.
- HOPE and Host Organization reserve the right to request cancellation of the Summit, without penalty, one hundred and twenty (120) days prior to the event. As of one-hundred and nineteen (119) days prior to the event, both parties reserve the right to cancel the Summit, with penalty, as follows:
 - In the event of cancellation by Host Organization, HOPE reserves the right to request payment of thirty percent (30%) of the total dollar amount for existing registrations and speaker fees as of date of cancellation.
 - In the event of cancellation by HOPE, Host Organization reserves the right to request payment of thirty percent (30%) of the total dollar amount of expenses incurred as of date of cancellation for marketing, and meals.

Agreed to and signed by:

Date: _____

Date: _____

HOPE Foundation
Bloomington, Indiana

Sarasota County Public Schools
Sarasota, Florida

Print Name

Print Name

Approved for Legal Content
March 9, 2007, by Matthews, Eastmoore,
Hardy, Crauwels & Garcia, Attorneys for
The School Board of Sarasota County, Florida
Signed: ASH