Memorandum of Understanding

Between

San Leandro Unified School District

and

Operation HOPE – Oakland Market

I. Purpose and Scope

This Memorandum of Understanding (MOU) sets forth the terms and understanding between the San Leandro Unified School District (SLUSD) and Operation HOPE as it relates to the implementation of HOPE Business in a Box Academies for middle and high school students and Financial Literacy services for parents through the San Leandro Student Health & Wellness Center. SLUSD has allocated $15,000 of grant-funded dollars identified for this purpose.

San Leandro Unified School District
Established in 1926, the San Leandro Unified School District consists of 12 schools serving approximately 8,800 students in grades K-12. The mission of the San Leandro Unified School District is to educate students to achieve and demonstrate academic excellence and become confident, collaborative and competitive in a global society, by utilizing state-of-the-art technologies and innovative teaching strategies within a well-maintained, secure learning environment, in a region rich in heritage and diverse in culture, where we value our traditions while welcoming change.

Operation HOPE (HOPE)
Operation HOPE is the leading global provider of financial dignity education and economic empowerment programs for low- or moderate-income youth, individuals and families in underserved communities. Our mission is to expand economic opportunity in underserved communities through financial education and empowerment by offering programs that create stabilized communities and financial stakeholders. We convert check-cashing customers into banking customers, renters into homeowners, small business dreamers into small business owners, and minimum wage workers into living wage workers. Our overarching vision is financial inclusion and financial literacy leading to long-term financial dignity for all.
To support this goal, both SLUSD and Operation HOPE will conduct activities described in their respective Roles and Responsibilities. Both SLUSD and Operation HOPE should ensure that program activities are conducted in compliance with all applicable laws, rules and regulations governing the expenditure of public funds.

II. MOU Term

The term of this MOU Agreement is the period within which the project responsibilities of this agreement shall be performed. The term commences August 1, 2015 and terminates June 30, 2016.

III. SLUSD Roles and Responsibilities

SLUSD shall undertake the following activities during the duration of the MOU term:

1. Provide appropriate space and access to technology tools for the implementation of Operation HOPE programs.

2. Support outreach and recruitment efforts for Operation HOPE programs.

3. Maintain a system of data collection for all required documentation.

4. Allocate $15,000 to Operation HOPE identified to support the Business in a Box Academy.

IV. Operation HOPE Roles and Responsibilities

Operation HOPE shall undertake the following activities during the duration of the MOU term:

1. HOPE will run a pilot HBIABA program for SLUSD with up to 30 students, running approximately from August 2015 through January 2016.

2. HOPE will bring appropriate partnerships whenever possible to support the HBIABA with SLUSD.

3. HOPE will work with SLUSD to incorporate SLUSD's partnerships to support HBIABA students' business ideas.

4. HOPE and SLUSD will host a kick off family night in August to introduce the program to participating students and families.

5. HOPE and SLUSD will host subsequent family nights (approximately once every two months) to further support the students and their families.

6. Gallup-HOPE Youth Economic Entergy Index: All participants in the HBIABA will take the index. Gallup, Inc. ("Gallup") has created a school specific Economic Energy Scorecard ("Scorecard") based upon student responses to items from the 2015 Gallup Student Poll ("GSP"). The Scorecard is generated at the school level and the items included measure student entrepreneurial aspirations and whether students have the resources and experience they need to ignite and sustain long-term energy. The Economic

Energy Scorecard has been specifically generated for Operation HOPE, Inc. ("HOPE") in order for Hope to interpret the data and consult with the school concerning their Scorecard. Gallup will not provide access to school data or the Scorecard without written permission from school or district officials.

7. Banking on Our Future (BOOF): HOPE will provide workbooks and a trained volunteer or HOPE staff member to deliver our financial literacy program.

8. HOPE Business in a Box Academies Entrepreneurship Program (HBIABA): HOPE will provide workbooks and a trained volunteer or HOPE staff member to deliver our entrepreneurship courses.

9. Pitch Events: HOPE will hold one or two pitch events depending on class size and recruit trained volunteers to serve on the panel of judges. The winners selected will move on to the Business Role Model Phase.

10. Business Role Model Phase: HOPE and SLUSD will recruit and train mentors to assist students in writing their business plans, however, the writing and completing of the plan is the responsibility of the student.

11. Students will have a chance to present their business plans to HOPE representatives for a start-up grant worth up to $500. This money does not have to be paid back, but HOPE reserves the right to request that students (a) open a bank account, and (b) provide receipts upon request, demonstrating how monies were spent toward the business launch. Any profits from the student business are the property of the students who own the business.

12. HOPE will also provide the opportunity for the students to participate in "Take Every Kid Public" crowd-funding website to attract additional business start-up funding.

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Mike McLaughlin, Ed.D. Date
Superintendent of Schools
San Leandro Unified School District

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Rachael Doff Date
Senior Executive Vice President, CAO
Chief of Staff and Senior Advisor, Office of the Chairman
Operation HOPE, Inc.