BUCK INSTITUTE FOR EDUCATION

PROJECT BASED LEARNING FOR THE 21ST CENTURY

SERVICES PROPOSAL

Prepared For San Leandro Unified School District

Rosanna Mucetti
Proposal Number: P-2202
Proposal Date: March 4, 2016

Services

Service	Service Price (USD)	Quantity	Total Service Price (USD)
PBL 101	$10,500.00	3	$31,500.00
Implementation Planning Session: District Data Collection	$7,000.00	1	$7,000.00
Leadership Development Series	$5,050.00	1	$15,150.00
PBL Sustainability Program - Facilitator	$3,750.00 per attendee	2	$7,500.00
Systemic Partnership Coach and District Support Toolkit			$23,625.00

2015-16 Yearly Subtotal: USD $84,775.00

PBL 101	$11,000.00	10	$110,000.00
Sustained Support Visit (5 consecutive days)	$17,200.00	2	$34,400.00
Leadership Development Series	$5,500.00	1	$22,000.00
Systemic Partnership Coach and District Support Toolkit			$81,660.00

2016-17 Yearly Subtotal: USD $248,060.00

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Total: USD $332,835.00

These prices are valid for scheduled services in the continental United States within the date ranges listed above. Prices are inclusive of facilitator fees, travel, accommodations, and administrative and other costs.

This is a non-binding quote for service offerings requested of the Buck Institute for Education (BIE). Service scheduling is not confirmed until a signed Services Agreement has been received by BIE. Peak demand for service delivery is June-August. Clients are advised to confirm services 60+ days in advance of the desired service delivery date.

This offer is valid for 60 days following the proposal date.

Appendix

Service	Start Date	End Date
PBL 101	6/20/2016	6/22/2016
PBL 101	6/20/2016	6/22/2016
PBL 101	6/20/2016	6/22/2016
PBL 101	8/9/2016	8/11/2016
PBL 101	8/9/2016	8/11/2016
Sustained Support Visit (5 consecutive days)	8/1/2016	12/31/2016

Sustained Support Visit (5 consecutive days)	1/1/2017	6/30/2017
Leadership Development Series	5/25/2016	5/27/2016
Leadership Development Series	8/1/2016	6/30/2017
PBL Sustainability Program - Facilitator	6/1/2016	6/30/2016
PBL 101	8/1/2016	6/30/2017
PBL 101	8/1/2016	6/30/2017
PBL 101	8/1/2016	6/30/2017
PBL 101	8/1/2016	6/30/2017
PBL 101	8/1/2016	6/30/2017
PBL 101	8/1/2016	6/30/2017
PBL 101	8/1/2016	6/30/2017
PBL 101	8/1/2016	6/30/2017
PBL 101	8/1/2016	6/30/2017
Systemic Partnership Coach and District Support Toolkit	3/1/2016	6/30/2016
Systemic Partnership Coach and District Support Toolkit	7/1/2016	6/30/2017
Implementation Planning Session: District Data Collection	3/2/2016	3/2/2016

BIE Service Descriptions

Core & Systemic Service Offerings	
Service	**Service Description**
PBL 101 Workshops	PBL 101 is BIE's foundational three-day (consecutive, 7.0 hours per day) onsite workshop. Based on BIE's model of Gold Standard PBL, the workshop provides participants with the skills and knowledge needed to design, assess and manage a rigorous, relevant, and standards-based

	project. The workshop models the project process. Facilitated by one of BIE's expert National Faculty, the workshop is a balanced blend of direct instruction, video analysis, hands-on work, resource sharing, and peer collaboration and feedback. Participants are actively engaged in project design, with the expectation that every teacher or teaching team will generate a project plan that receives formative feedback from both participants and BIE National Faculty. All participants (limited to 35 per workshop) receive a free copy of BIE's highly regarded PBL 101 Workbook, which is exclusively for PBL 101 participants and not sold separately.
Sustained Support Visits	Sustained Support Visits are onsite instructional coaching events for participants who attended the PBL 101 Workshop. These visits are spaced throughout the school year following the 101, and are based on participant need. BIE conducts a survey of participating teachers and administrators and uses that data to develop a tailored session to support teachers in areas related to project design, assessment, and management. BIE requires districts who partner with us contract for these onsite visits, as multiple studies have indicated the importance of ongoing support as a feature of successful professional development and transformation in teacher practice.

Systemic Service Offerings	
Service	**Service Description**
PBL Leadership Development Workshop Series	The PBL Leadership Development Workshop Series equips instructional leaders with the skills and knowledge needed to create the systemic conditions necessary for successful and sustainable PBL implementation. This series is a required feature of BIE's three-year implementation plans and is not offered

	independently. Workshop participants should include district leadership, instructional coaches, department chairs, site leadership and teacher leaders. The 8-day series, usually spread over the course of one year, includes modules on key protocols, collegial conversations, analysis of student work, instructional rounds, walkthroughs, data analysis, etc. Participation in any one workshop in the series is limited to 50.
Systemic Implementation Planning Workshop	BIE supports systemic PBL implementation efforts by entering into partnerships with districts. These efforts begin by designing a flexible multi-year implementation plan during the full-day onsite PBL Implementation Planning Workshop. This fee-based planning workshop is the first step in the process. All members of the site-based leadership team work collaboratively with our Director of Implementation and a Systemic Partnership Coach to design the plan. During the session, we use our proprietary model to design a plan that has, as its central goal, the sustainable implementation of Project Based Learning. Plans take into account the needs of all stakeholders in the organization and leverage existing initiatives. BIE generates the plan and related budget within 10 days of the meeting's conclusion and submits it for partner approval. The plan is revised on semi-annual basis to ensure goals remain achievable.
PBL Sustainability Program – Workshop Facilitation	The PBL Sustainability Program - PBL Workshop Facilitation is a structured apprenticeship that prepares local instructional leaders to facilitate their own world-class PBL workshops based on BIE's model. This program builds organizational capacity for Gold Standard PBL. Every candidate, chosen by the partner, is assigned one or more National Faculty members to guide him or her through the 6-10 month program. Graduates of the program will receive access to and training on BIE's latest content, tools and techniques for the duration of the partnership. They will remain certified for two years following the end of the partnership. In order to continue receiving updated tools and materials, PBL Sustainability

	Program graduates will need to re-certify their status by attending PBL World or one of our PBL Academies.
PBL Sustainability Program – PBL Coaching Series	The PBL Sustainability Program - PBL Coaching Series is an eight-week online course that supports educators who provide PBL instructional coaching or leadership. It is required that participants have successfully completed a PBL 101 workshop prior to enrolling. Through a series of video samples, case studies, readings, and journaling, participants gain skills, strategies, and resources needed to support teachers and leaders with Gold Standard PBL implementation. Participation is asynchronous and includes discussion boards, a reflective journal, and a forum to ask questions and share best practices.
Systemic Partnership Coach (SPC)	Systems entering into a partnership with BIE work with a Systemic Partnership Coach (SPC) to support the creation of conditions that enable PBL. BIE believes in developing powerful personal relationships with its partners and working alongside a coach is one way we build the partner relationship. The SPC's manage BIE's work as outlined in the plan and provide the district PBL Steering Committee with a wide variety of tools from BIE's proprietary District Support Toolkit. In addition to providing the toolkit materials, SPC's provide onsite and virtual support to leaders, schedule BIE staff and National Faculty for services, arrange logistics of BIE's professional development events, generate reports, meet regularly (by phone) with the district PBL Steering Committee, tailor service components, and more. BIE's Systemic Partnership Coaches are drawn from some of the most experienced practitioners in our organization and put a friendly face on BIE's interactions with our partners.
Additional Days	In addition to the standard service length, you may wish to schedule additional consecutive days to the end of a service.