



## Marzano Resources Purchase Agreement

Note: This is a Title II purchase to support secondary schools with onsite PD focused on instructional cycles and common formative assessments.

Effective June 9, 2022, Marzano Resources, LLC (“Marzano Resources”) located at 555 N. Morton St., Bloomington, IN 47404 and Campbell County School District (“Customer”) located at 1500 Butler Spaeth Rd, Gillette, WY 82716 agree as follows:

- 1. Summary of Products and Services:** Customer will purchase the following Marzano Resources products and services (“Products”). Additional Products may be added by mutual written Agreement.

Products and Services	Total
Onsite Professional Development	\$160,000.00
<b>Total</b>	<b>\$160,000.00</b>

- 2. Payment Terms:** Customer will provide Marzano Resources with a purchase order made out to Marzano Resources, 555 N. Morton St., Bloomington, IN 47404, for the full amount due under this Agreement upon execution of this Agreement (the “Purchase Order Due Date”). A non-refundable deposit of 20% of the Professional Development amount will be invoiced upon execution of this Agreement. The total includes any travel, lodging, and incidental expenses incurred by Marzano Resources. All payments are due net 30 days from the actual date of invoice. All past due invoices are subject to a finance charge of 1.5% monthly. Marzano Resources will invoice Customer off of the purchase order based on the following schedule:

Description	Payment	Expected Invoice Date
20% Deposit (non-refundable)	\$32,000.00	Upon execution of Agreement
August 2022 Session(s)	\$6,400.00	August 26, 2022
September 2022 Session(s)	\$6,400.00	September 12, 2022
October 2022 Session(s)	\$6,400.00	October 31, 2022
November 2022 Session(s)	\$19,200.00	November 28, 2022
December 2022 Session(s)	\$19,200.00	December 13, 2022
January 2023 Session(s)	\$12,800.00	January 30, 2023
February 2023 Session(s)	\$6,400.00	February 16, 2023
March 2023 Session(s)	\$12,800.00	March 30, 2023
April 2023 Session(s)	\$32,000.00	April 25, 2023
May 2023 Session(s)	\$6,400.00	May 4, 2023

### 3. Professional Development

- 3.1. Description of Services:** Marzano Resources will provide a speaker (“Associate”) to perform the professional development services described in Exhibit A.
- 3.2. Presentation Materials:** Customer will reproduce any handouts and other print materials related to the services and will notify the Associate directly of any deadlines for reproduction.
- 3.3. Venue and Audio/Visual Equipment:** Customer will provide a venue, audio/video equipment, and technical support for all onsite sessions. Customer will provide a venue, audio/video



equipment, and technical support for all webinar sessions in accordance with the technology requirements described in Exhibit B. Marzano Resources may terminate this Agreement if Customer's equipment is not up to the required standard by 30 days prior to the start of the services. If Customer's equipment fails during the services, Customer will still be liable for the full amount.

#### 4. General Terms

- 4.1. Intellectual Property:** Customer acknowledges that Marzano Resources or Associate owns the copyrights to all tangible or electronic presentation materials, handouts, and/or program books used in conjunction with services performed under this Agreement and that no materials will be developed specifically for Customer. Marzano Resources will retain all copyrights owned prior to entering this Agreement, and Customer may not reproduce any materials not designated reproducible without the express written permission of Marzano Resources. All audio, video, and digital recording of the services by Customer is prohibited.
- 4.2. Force Majeure:** If an event beyond the parties' control makes performance impossible, illegal, or commercially impracticable (a "Force Majeure Event"), the parties will proceed as follows:
- a. If a Force Majeure Event prevents services from occurring onsite, the parties will arrange for the affected services to be delivered virtually on the scheduled dates.
  - b. If a Force Majeure Event prevents services from occurring as scheduled, the parties will use best efforts to reschedule or make substitutions for affected services or products.
  - c. If a Force Majeure Event prevents performance entirely, neither party will have any further liability to the other party for the prevented performance.
  - d. All obligations unaffected by a Force Majeure Event will remain in place.
- 4.3. Termination:** Marzano Resources may terminate this Agreement if Marzano Resources has not received a purchase order by the Purchase Order Due Date.
- a. **Professional Development:** If Customer cancels any Professional Development Services within 90 days of the scheduled date for any reason but Force Majeure, Customer will reimburse Marzano Resources for any reasonable business expenses incurred in anticipation of performance of this Agreement that exceed the amount of the deposit. If events beyond the parties' control make performance on the scheduled dates impossible, the parties will make a good faith effort to reschedule the Professional Development Services.
  - b. **Resource Returns and Refunds:** Resource returns and refunds will be handled by the Return Policy outlines at <https://www.marzanoresources.com/customer-service/product-orders>.
- 4.4. Entire Agreement:** This Agreement and any exhibits attached hereto constitute the entire agreement of the parties and supersede any prior or contemporaneous written or oral understanding or agreement. No waiver or modification of any of the terms of the Agreement will be effective unless made in writing and signed by both parties, and the unenforceability, invalidity, or illegality of any provision of this Agreement will not render the other provisions unenforceable, invalid, or illegal. Any waiver by either party of any default or breach hereunder



will not constitute a waiver of any provision of this Agreement or of any subsequent default or breach of the same or a different kind.



This Agreement is acknowledged and accepted by Customer and Marzano Resources:

_____ Brandon Crosby Director of Curriculum, Assessment and Professional Development Campbell County School District	_____ Date	_____ Kate Weber Director of Professional Development  Marzano Resources, LLC	_____ Date
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Please email this Agreement to Gayle Gomez at [gayle.gomez@marzanosources.com](mailto:gayle.gomez@marzanosources.com) or fax to 866.868.5478.



**Exhibit A**

**Description of Professional Development Services**

**Service 1**

**Date:** August 26, 2022

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 2**

**Date:** September 12, 2022

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 3**

**Date:** October 31, 2022

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 4**

**Date:** November 4, 2022

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 5**

**Date:** November 14, 2022

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 6**

**Date:** November 28, 2022

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 7**

**Date:** December 9, 2022

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite



**Cost:** \$8,000.00

**Service 8**

**Date:** December 12, 2022

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 9**

**Date:** December 13, 2022

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 10**

**Date:** January 23, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 11**

**Date:** January 30, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 12**

**Date:** February 16, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 13**

**Date:** March 9, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 14**

**Date:** March 30, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00



**Service 15**

**Date:** April 3, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 16**

**Date:** April 6, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 17**

**Date:** April 13, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 18**

**Date:** April 17, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 19**

**Date:** April 25, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00

**Service 20**

**Date:** May 4, 2023

**Speaker:** Jan Hoegh

**Topic:** Secondary Instructional Cycles and Common Formative Assessment

**Format:** Onsite

**Cost:** \$8,000.00



**CONTACT INFORMATION**

Please provide the following information.

**Who will be the contact person for the work?**

Contact: \_\_\_\_\_  
Title: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_  
Cell #: \_\_\_\_\_  
Fax: \_\_\_\_\_

**Who will receive and pay the invoices?**

Contact: \_\_\_\_\_  
Title: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_  
Fax: \_\_\_\_\_

**Shipping Information (required for resource delivery)**

Shipping Contact: \_\_\_\_\_  
Shipping Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Delivery Date: \_\_\_\_\_  
Delivery Times: \_\_\_\_\_

- Choose one:
- Do you have a Delivery Dock?
  - Do you have double doors (for pallet)?
  - Do you require inside delivery?