

Exhibit A

Scope of Work & Project Cost

November 2016 – April 2017	
<p>University of Florida (UF) will offer a 4-day Coaching and Communities of Practice Institute. This institute will be the initial step towards certification of SPONSOR’s early learning coaches to provide on-site support to teachers as well as facilitate adult learning through Communities of Practice. [Communities of Practice will be held throughout the coursework as face-to-face time together with other taking courses to facilitate the learning in the courses to implementation in the classroom.] Following the 4- day Institute, UF will conduct 5 follow-ups with the cohort.</p> <p>Objective: Introduce the participants to the tools and resources to help cultivate and facilitate Communities of Practice as well as engage in interactive protocols for reflective coaching.</p>	<p>\$10,000</p> <p>10 (minimum) - 15 participants x \$1,000 per participant</p> <p>(UF will invoice for actual participant number when known)</p>
<p>UF will train LPSS/Sponsor personnel who will serve as Instructors in the courses through a 2 day institute.</p> <p>Objective: Initial Face to Face training provided to introduce instructors to the learning platform, course resources, and support services to help practitioners earn mastery in early learning courses and successfully create an ePortfolio for Child Development Associate (CDA) credential completion.</p>	<p>\$6,000</p>
*Optional Project Extension – to be determined	
<p>UF will continue the Coaching and Communities of Practice Institute with the culmination of a video submitted by each participants showcasing a coaching conversation which will be evaluated by UF according to their coaching rubric by a reliable assessor. (UF will invoice for actual participant number when known)</p>	<p>\$10,000</p> <p>10 (minimum) - 15 participants x \$1,000 per participant</p>
<p>UF will follow up with the Instructors as they submit an ePortfolio in order to best understand the requirements of this component of a CDA. Instructors can then use this as a sample/template with students in their future courses.</p>	<p>\$1,500</p>
<p>Total: \$11,500 - \$16,500 - Optional Extension (to be determined)</p>	

**If the extension option is exercised a formal amendment executed by both parties will include a revised scope of work, project timeline and budget/billable schedule. This option may be exercised at any time before the end of the agreement.*