



Marzano Resources Purchase Agreement

Effective March 11, 2025, Marzano Resources, LLC ("Marzano Resources") located at 555 N. Morton St., Bloomington, IN 47404 and Christian County Public Schools ("Customer") located at 200 Glass Ave., Hopkinsville, KY 42240 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	\$14,200.00
Virtual Professional Development	\$8,400.00
Resources, including shipping and handling	\$21,112.20
12 Avanti Licenses	\$1,176.00
Total	\$44,888.20

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)	\$4,520.00	Upon execution of Agreement
Resources	\$21,112.20	Upon execution of Agreement
12 Avanti Licenses	\$1,176.00	Upon completion of setup
August 2025 Sessions	\$11,360.00	August 5, 2025
TBD Professional Development	\$2,240.00	Incrementally after each date
TBD Professional Development	\$2,240.00	Incrementally after each date
TBD Professional Development	\$2,240.00	Incrementally after each date

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. **Avanti Licenses:** Marzano Resources grants Customer a limited, non-exclusive, non-transferable license for 12 users to access Avanti via the website currently at <https://app.my-avanti.com/> for one year beginning on the date of the first Avanti invoice. Customer will use Avanti in compliance with the Privacy Policy and Terms of Use located at <https://www.my-avanti.com/terms-of-use-institutional-license/> (the "Terms of Use"), which Solution Tree reserves the right to revise from time to time. In the event of a direct conflict between this Agreement and the Terms of Use, the terms of this Agreement will take precedence.
5. **Resources:** Customer will purchase the following resources. Marzano Resources will ship all resources after an invoice has been generated. Marzano Resources will not ship any resources without a purchase order or full payment.

Title	Quantity	Price*	Total
NASOT Toolkit	1	\$846.00	\$846.00
The New Art and Science of Teaching	35	\$22.77	\$796.95
The Handbook for the New Art and Science	625	\$27.57	\$17,231.25
Improving Teacher Development and Evaluation	50	\$24.57	\$1,228.50
Shipping and handling		\$1,009.50	\$1,009.50
Resources Total			\$21,112.20

*Price includes applicable quantity discount

6. General Terms

- 6.1. **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.
- 6.2. **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.

6.3. 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>.

6.4. 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:

<p>Signed by: _____</p> <p>Chris Bentzel Superintendent Christian County Public Schools</p>	<p>Date _____</p>	<p>DocuSigned by: _____</p> <p>Kate Weber Director of Professional Development Marzano Resources, LLC</p>	<p>Date _____</p>
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Please email this Agreement to monica.maestas@marzanoresources.com or fax to 866.868.5478.



Exhibit A

Description of Professional Development Services

Service 1

Date: August 4, 2025

Speaker: Melanie Magee

Topic: The New Art and Science of Teaching

Format: Onsite

Cost: \$7,100.00

Service 2

Date: August 5, 2025

Speaker: Melanie Magee

Topic: The New Art and Science of Teaching

Format: Onsite

Cost: \$7,100.00

Service 3

Date: TBD

Speaker: Melanie Magee

Topic: The New Art and Science of Teaching

Format: Virtual (up to 2-hours of content)

Cost: \$2,800.00

Service 4

Date: TBD

Speaker: Melanie Magee

Topic: The New Art and Science of Teaching

Format: Virtual (up to 2-hours of content)

Cost: \$2,800.00

Service 5

Date: TBD

Speaker: Melanie Magee

Topic: The New Art and Science of Teaching

Format: Virtual (up to 2-hours of content)

Cost: \$2,800.00



Exhibit B

Technical Requirements for an Interactive Web Conference (IWC)

If any of the requirements below are not available, please contact your PD Representative immediately.

SYSTEM REQUIREMENTS	PC/Windows	Macintosh
	<ul style="list-style-type: none"> Windows 2003 Server, Windows XP, Windows Vista, Windows 7 or above Internet Explorer 8 or above, OR Firefox 4 or above, OR Chrome 5 or above Intel or AMD processor (2.4 GHz or More) At least 2 GB RAM 700 Kbps or more for simultaneous screen sharing, video, and audio conferencing 	<ul style="list-style-type: none"> Mac OS X 10.6 or above Safari 3 or above, OR Firefox 4 or above, OR Chrome 5 or above 2.4 GHz Intel processor (Core 2 Duo) At least 1 GB RAM 700 Kbps or more for simultaneous screen sharing, video and audio conferencing
VIDEO/AUDIO REQUIREMENTS	<ul style="list-style-type: none"> A sound card installed in your computer Microphone and speakers connected to your computer or a telephone with conference-call capabilities Web camera at one viewing site 	
SITE REQUIREMENTS	<ul style="list-style-type: none"> Hard line Internet connection Projector, monitor, or whiteboard to view the IWC session Suggested: Tech contact in attendance and available for troubleshooting at time of web conference 	

