



Seaside School, Inc

September Development Committee Meeting

Published on September 9, 2024 at 9:46 AM CDT

Amended on September 9, 2024 at 2:13 PM CDT

Date and Time

Tuesday September 10, 2024 at 8:15 AM CDT

Location

Google Meet joining info

Video call link: <https://meet.google.com/iix-zata-man>

Founded in 1996

Serving Students in Grades 5 - 12

We seek to sustain an educational community where an emphasis on academic excellence is complemented by our concern for each learner's personal growth and intellectual, aesthetic, and psychological development. The curriculum is developmentally responsive – actively engaging students in learning skills in context, integrative – directing students to connect learning to daily lives, and exploratory – enabling students to discover their abilities, interests, learning styles, and ways that they can make contributions to society.

Information on procedures for public comment can be found at

<https://www.seasideschools.net/domain/35>.

If anyone needs special assistance to participate in the public input session, every effort will be made to provide an appropriate accommodation. When requesting accommodations for public input, please allow no less than 1 business day notice prior to the scheduled meeting.

Specific issues about a particular student should only be addressed to the school’s Director of Student Services, rather than the Board of Directors.

All public comments will be taken under advisement by the Board, but will not elicit a written or spoken response. The names of persons providing public comment and a brief summary of topics or input will be included in the meeting minutes published. A response will be provided to the stakeholder within seven (7) days.

Agenda

	Purpose	Presenter	Time
I. Opening Items			8:15 AM
A. Record Attendance			1 m
B. Call the Meeting to Order			
C. Approve August 2024 Development Committee Meeting Minutes	Approve Minutes	Jon Ward	1 m
II. Development			8:17 AM
A. General Items	FYI	Jon Ward	15 m
Triumph Grant Update - Feedback meeting today at 11:30 Support Letters Now Due Sept 12th - Letters received from (Walton Chamber of Commerce, Multiple County Commissioners, Economic Development Alliance, NWFCS) High School Construction Update			
B. Community Relations	FYI	Lloyd Blue	5 m
Meeting With Seaside today. Attending the Van Ness Parking Lot discussion Thursday. Applying for multiple grants this week and Impact 100 Review is Thursday.			

[Foundation Updates](#)

1. Capital Campaign Progress Update
2. Top Prospect Discussion
3. Capital Campaign Events
4. 2024 Tom Glavine’s Field of Dreams Golf Outing

	Purpose	Presenter	Time
5. 2025 Seaside School Race Weekend			
C. Strategic Planning Capital Improvements at the Middle School	Discuss	Tucker Brooks	5 m
D. School Updates Internet Issues	Discuss	Thomas Miller	10 m
We will need to separate the internet on each campus due to the school's growth.			
E. Campaign Support Consultant	Vote	Thomas Miller	5 m
Brian Boone has assisted the Foundation and school board since May, We have asked Brian to extend his agreement to support the two Executives of the school and communication team.			

III. Other Business

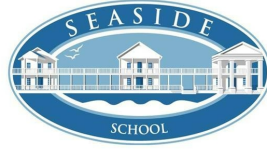
IV. Closing Items

A. Adjourn Meeting	Vote		
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Coversheet

Approve August 2024 Development Committee Meeting Minutes

Section: I. Opening Items
Item: C. Approve August 2024 Development Committee Meeting Minutes
Purpose: Approve Minutes
Submitted by:
Related Material: Minutes for Development Committee Meeting on August 13, 2024



Seaside School, Inc

Minutes

Development Committee Meeting

Date and Time

Tuesday August 13, 2024 at 8:15 AM

Location

Time zone: America/Chicago

Google Meet joining info

Video call link: <https://meet.google.com/iix-zata-man>

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Committee Members Present

D. Hahn (remote), D. Lilienthal (remote), J. Ward (remote), L. Blue (remote), M. Harrison (remote), T. Brooks (remote)

Committee Members Absent

None

Guests Present

A. Jordan (remote), D. Ward (remote), J. Doris (remote), M. Kerrigan (remote), T. Horton (remote), T. Miller (remote)

I. Opening Items

A. Record Attendance

B. Call the Meeting to Order

J. Ward called a meeting of the Development Committee of Seaside School, Inc to order on Tuesday Aug 13, 2024 at 8:16 AM.

C. Approve June 2024 Development Committee Meeting Minutes

D. Lilienthal made a motion to approve the minutes from June 11, 2024 Development Committee Meeting on 06-11-24.

L. Blue seconded the motion.

The committee **VOTED** unanimously to approve the motion.

II. Development

A. Committee Structure and Subcommittee Chairs

Tucker Brooks will Chair the Strategic Planning subcommittee. Lloyd Blue will Chair the Community Relations subcommittee.

B. Action Items/Goals For 2024-25 Year

Discussion related to action items and goals focused on partnerships with both Seaside and Northwest Florida State College. The new point of contact at Seaside is Kevin Boyle and there has been good dialogue with Kevin. The college is under transition with a Presidential Search and current initiatives will be easier to address than new initiatives until a new President is selected. Much of the focus of the committee this year will be the High School Expansion Project understanding that we are 11 months out from completion. We are 60 days out from having to order furniture and equipment and find storage solutions. Progress is going well and foundations for both the college and HS buildings are well under way. Traffic pattern changes will be coming next month and a communications plan will be developed to keep students and parents informed. The Triumph Grant application is 20 days to submission and is going well. Capital improvement at the middle school over the summer included new paint in building 1, new floors in building 2, and a bottle filler for the school. Capital improvement is scheduled to continue through the year.

C. Triumph Grant Update (Need Support Letters)

All committee members were tasked with seeking 5 letters of support from elected officials and community leaders. Lloyd Blue will ask Commissioners Glidewell, McCormick, and Anderson. Jon Ward will ask Commissioners Drake and Johns, as well as Rep. Abbott and Sen. Trumbull. Letters are due by August 31st.

III. Seaside School Foundation Update

A. Capital Campaign Progress Update

A meeting with the Foundation and Foundation organization will occur on Thursday to prioritize efforts. Over \$3M has been pledged through the Capital Campaign so far.

B. Top Prospect Discussion

Significant progress is being made with several families and organizations.

C. Capital Campaign Events

The Foundation is exploring hosting standing dinners for prospects. More to come.

D. 2024 Tom Glavine's Field of Dreams Charity Golf Outing

The venue has changed to Camp Creek. Plans to increase revenue from a ball drop, pickleball tournament, and increasing the silent auction revenue are being implemented. The date of the event is October 8th.

E. 2025 Seaside School Race Weekend

20 committee members have been selected and work has been started on planning for the race with focus on fundraising and sponsorships. Registration will open in a few weeks. Permits for the road closures will be approved today by the county commission.

IV. Closing Items

A. Adjourn Meeting

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 8:54 AM.

Respectfully Submitted,
J. Ward

Documents used during the meeting

None

Coversheet

General Items

Section: II. Development
Item: A. General Items
Purpose: FYI
Submitted by:
Related Material: Final Pre-Application Dream Big Walton County (3).pdf
341 Seaside Eligible letter.pdf

TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM

Triumph Gulf Coast, Inc. ("Triumph Gulf Coast") has created a pre-application process to provide initial consideration of eligibility for potential ideas of projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

APPLICANT INFORMATION

Name of Individual/Entity/Organization: The Seaside School, Inc.

Proposal Title: Dream Big Walton County

Amount of Triumph Funds Requested: \$16,580,000

Total Estimated Project Cost: \$68,145,000

Brief Description of Individual/Entity/Organization: Established in 1996, The Seaside School, Inc. (Seaside Neighborhood School) was created to address the middle school educational needs in South Walton. In 2013, the school expanded to include a high school, Seacoast Collegiate High School (SCHS), to meet the local demand for college preparatory education. As Florida's oldest continuously operating public charter school, it now serves over 500 students in grades 5-12. The middle school is located in Seaside, while grades 9-10 attend classes at Northwest Florida State College's (NWFSC) South Walton Campus. Students in grades 11-12, enrolled in SCHS dual enrollment, commute to NWFSC's Niceville campus. SCHS has graduated 304 students who have earned over 18,000 college credit hours, saving their families over \$1.8 million in tuition. The Seaside School confidently highlights the following achievements:

1. **Top Rankings:** According to the Florida Department of Education Report Card (2022-2023), the Seaside School was ranked as the #1 combination public charter school in Florida and the 8th overall public school. The school ranks in the top 2 percent of public middle schools and the top 6 percent of public high schools in Florida, and Seaside School has received an "A" rating for 21 consecutive years.
2. **SCHS Class of 2024 Success:** We proudly celebrate our 57 dual enrollment graduates who excelled in high school and college coursework. Thirty-four of these graduates earned an associate degree from NWFSC simultaneously with high school graduation. All SCHS graduates were admitted to colleges and universities across 26 states, earning over \$3 million in scholarships and completing over 40,000 volunteer hours.

These extraordinary results stem from the school community's concerted effort to prioritize student success and continuous improvement. The Seaside School ensures that students can excel and achieve their full potential by maintaining high academic standards, equipping and empowering teachers, and providing robust support systems.

Contact Information

Primary Contact: Tom Miller

Title: Executive Director

Mailing Address: 10 Smolian Circle, Santa Rosa Beach, FL 32459

Telephone Number: 850-231-0396

Email Address: millert@seasideschools.net

Website: www.seasideschools.net

Names of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program: The success of our project is deeply rooted in the strength of our partnerships. The Seaside School, Inc. has a robust collaboration with NWFSC, which will provide staffing and expertise to SCHS leadership. This partnership will enhance dual enrollment opportunities in South Walton, benefiting our students and all future Walton County dual enrollment high school students, traditional college students, and adult learners. In developing this pre-application, we worked closely with the team at NWFSC to deepen our partnership and ensure our vision and goals come to fruition. Additionally, we incorporated the needs of the Walton County School District to create a comprehensive and inclusive initiative.

REQUIRED EXECUTIVE SUMMARY**Need**

In today's rapidly evolving economy, educational attainment and skills are more important than ever for individual success and community prosperity. However, Walton County and its population face significant barriers to achieving education and specialized skill sets beyond high school. According to the Florida College Access Network (2023), Walton County's degree attainment rate trails behind the state of Florida's degree attainment rate by more than 10 percentage points (34.5 percent compared to 44.9 percent, respectively). Addressing Walton County's higher education desert is critical to fostering equitable educational opportunities, providing skills-based training, and economic development.

Aligning educational programs with local demand is essential for equipping students with durable life skills and critical industry competencies that meet the needs of the local economy and community. This strategy enhances employability, supports economic development, and fosters community resilience. According to Florida Commerce, Okaloosa and Walton counties are projected to see double-digit growth in high-skill, high-wage jobs in business administration and computer-related fields over the next eight years. Federal Reserve Economic Data indicated more than half of Walton County residents are housing-burdened, spending over 30 percent of their income on rent or mortgage. This contributes to a shortage of young professionals who remain in the area to live in, care for, and develop their local community.

Proposed Project

SCHS and NWFSC are collaborating to establish a dual enrollment and workforce education center at NWFSC's South Walton County campus. To that end, NWFSC approved a 40-year ground lease agreement with Seaside Schools, Inc. to transform the NWFSC-South Walton campus. This partnership intends to offer all the classes needed for Walton County high school students to earn postsecondary credentials with in-person instructors and online course offerings. This partnership will increase dual enrollment opportunities and enhance SCHS's capacity to increase high school enrollment by expanding an adjacent building.

In addition to the Associate in Arts (A.A.) degree, students will have access to an Associate in Science (A.S.) degree in Computer Information Technology with a specialization in Artificial Intelligence that will prepare them for immediate entry into the job market. Jobs in computer technology are growing faster than average, and workers in occupations related to this A.S. degree can expect to earn between \$52,000 and \$82,500 in their initial years after graduation, according to FloridaCommerce employment projections (2023).

SCHS and NWFSC will also nurture the next generation of business entrepreneurs through the A.S. in Business Administration. In Workforce Development Area 2, workers in related occupations earn between \$58,011 and \$91,104, according to FloridaCommerce projections (2023). Furthermore, completing the A.S. degree qualifies students to enter upper-division university programs in accounting, finance, management, marketing, and business economics.

Embedded certificates and industry certifications will also be available to students through the school's expansion; sample certifications may include Entrepreneurship and Small Business (INTUT002), Master Entrepreneurship Certification (INTUT003), CompTIA A+ (COMPT001), CompTIA Security+ (COMPT008), and Certified Internet Web (CIW) Java Script Specialist (PROSO017), Web Developer (ISOGR004), WordPress (ISOGR005), and Python Coding (ISOGR003).

The college facility and the Accelerator will be open to students from all Walton County high schools and others seeking college-level courses and workforce training. Featuring over 80,000 square feet of educational space, the center will include classrooms and lab spaces for both SCHS and NWFSC. This will include the opportunity for external academic and life skills programming through project partners or other local, regional, and national organizations—one such opportunity being Seaside's Dream Big initiative, which will empower students to become college-and career-ready individuals equipped with key durable life skills and academic excellence needed to excel in any path they choose.

The second component involves the creation of the Accelerator, a versatile building designed to serve both traditional and non-traditional students and working professionals. It will offer a range of educational programs, including leadership development, industry certification bootcamps, teacher education, professional development, and business seminars. Additionally, the Accelerator will function as a workforce and business think tank and incubation center, fostering public and private partnerships, and supporting business and community leaders and entrepreneurs.

This project will be the catalyst for any Walton County resident to have direct access to college classes, resulting in the following outcomes.

- **Enrollment.** By 2028-2029, SCHS will increase its enrollment from 245 to over 550 students (124 percent increase) and expand its graduating cohorts from 57 to 150 students (163 percent increase). Additionally, the number of dual enrollment students will increase from 120 to 300 (150 percent) annually over the next five years.
- **A.S. Degrees.** By the 2026-2027 school year, the project will enroll a minimum of 40 students per grade-level cohort in the A.S. in Computer Information Technology or Business Administration programs. Using the current graduation rates, over 90 percent of these students will complete the A.S. degree program each year. SCHS aims to have 95 percent of completers employed or continuing their education within six months of high school graduation.
- **A.A. Degrees.** Enrollment in the A.A. degree program is projected to grow from 57 to over 100 students per cohort by 2028-2029, with the number of A.A. degrees awarded annually increasing from 34 to more than 80.
- **Certifications.** By 2029, industry certification attainment will increase from 100 to about 800 (700 percent increase) annually through coursework and acceleration camps.
- **Community Training.** The Accelerator building will host professional training events, conferences, job fairs, and networking events, engaging over 4,000 community members and professionals annually.

Funding

The Seaside School, Inc. is requesting \$16,580,000 from Triumph Gulf Coast to develop and expand projects at our campus located at 109 Greenway Trail, Santa Rosa Beach, FL 32459. The proposal’s total budget over five (2024-2029) years is \$68,145,000, with approximately 66 percent of funds earmarked for construction, 26 percent for personnel, and 8 percent for equipment and development.

Approximately \$10,000,000 in Triumph funds will be allocated to cover the construction of the Accelerator along with classrooms and laboratory spaces essential for delivering academic and workforce instruction. We anticipate \$3,700,000 of funds will support personnel including CTE, technology, success coaches, and enhanced STEM teaching staff. Lastly, \$3,000,000 will be used to cover equipping and furnishing the Accelerator and new classrooms and laboratory spaces.

We have identified a diverse range of matching fund sources to ensure our proposed project's successful implementation and sustainability. The total estimated matching funds amount to \$53,231,000. These sources will demonstrate our commitment and capacity to leverage external support and ensure the project's financial stability.

Matching Source	Amount	Matching Source	Amount
State Appropriations	\$9,500,000	Florida CAPE Funding	\$2,231,000
Seaside School Foundation, Inc.	\$13,400,000	Local Capital Improvement Revenue	\$13,300,000
Florida Educational Funding Program	\$14,800,000		

Impact

The proposed project represents a bold and comprehensive approach to transforming Walton and surrounding disproportionately affected counties. Increasing the number of high school graduates remaining in our community is essential to bolster local economic development and diversification. During the project period, students are expected to earn over 350 associate degrees and attain slightly more than 3,000 industry certifications—credentials that increase their lifetime earnings, improve their economic and social mobility, and provide them pathways to employment.

Through this project, we will enhance the local workforce by addressing current and future skills gaps and ensuring local businesses have the talent they need to recover and grow. The Accelerator will serve approximately 12,000 individuals over the project period, delivering long-term positive impacts to Walton County and the region. The project’s focus on high-growth industry clusters will diversify the local economic base, enhancing economic stability. With the support of this grant, we are committed to being the catalyst for greater change in the community.

Timeline

The Dream Big Walton County project is designed to deliver significant economic impact in the shortest amount of time. We aim to be the global model for developing young, bright professionals. Construction and renovation will commence

immediately, with Dream Big Programming launching in Fall 2024 with expanded staffing, professional development, and the purchasing of key equipment. By Fall 2025, the SCHS campus is expected to expand fully, with enrollments beginning in the first A.S. degree. The South Walton college campus expansion is anticipated to be complete by Spring 2026 with the opening of the Accelerator. By Fall 2026, full dual enrollment and staffing will be in place. New certifications will come online as early as 2024, producing new workforce certificates by the end of the calendar year.

Please Select the Proposal's Eligibility Category(s)

Pursuant to Section 288.8017, Triumph Gulf Coast, Inc. was created to make awards from available funds to projects or programs that meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties. The disproportionately affected counties are: Bay County, Escambia County, Franklin County, Gulf County, Okaloosa County, Santa Rosa County, Walton County, or Wakulla County. *See, Section 288.08012.*

1. From the choices below, please check the box that describes the purpose of the proposed project or program (check all that apply):

- Ad valorem tax rate reduction within disproportionately affected counties; Local match requirements of s. 288.0655 for projects in the disproportionately affected counties;
- Public infrastructure projects for construction, expansion, or maintenance which are shown to enhance economic recovery, diversification, and enhancement of the disproportionately affected counties;
- Grants to local governments in the disproportionately affected counties to establish and maintain equipment and trained personnel for local action plans of response to respond to disasters, such as plans created for the Coastal Impacts Assistance Program;
- Grants to support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties. Eligible programs include those that increase students' technology skills and knowledge; encourage industry certifications; provide rigorous, alternative pathways for students to meet high school graduation requirements; strengthen career readiness initiatives; fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors; and, similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission of Education, encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties;
- Grants to support programs that provide participants in the disproportionately affected counties with transferable, sustainable workforce skills that are not confined to a single employer; and
- Grants to the tourism entity created under s. 288.1226 for the purpose of advertising and promoting tourism and Fresh From Florida, and grants to promote workforce and infrastructure, on behalf of all of the disproportionately affected counties.

Please Select the Priorities this Proposal's Outcomes will Achieve

1. Please check the box if the proposed project or program will meet any of the following priorities (check all that apply):

- Generate maximum estimated economic benefits, based on tools and models not generally employed by economic input-output analyses, including cost-benefit, return-on-investment, or dynamic scoring techniques to determine how the long-term economic growth potential of the disproportionately affected counties may be enhanced by the investment.
- Increase household income in the disproportionately affected counties above national average household income.

- Leverage or further enhance key regional assets, including educational institutions, research facilities, and military bases.
- Partner with local governments to provide funds, infrastructure, land, or other assistance for the project.
- Benefit the environment, in addition to the economy.
- Provide outcome measures.
- Partner with K-20 educational institutions or school districts located within the disproportionately affected counties as of January 1, 2017.
- Are recommended by the board of county commissioners of the county in which the project or program will be located.
- Partner with convention and visitor bureaus, tourist development councils, or chambers of commerce located within the disproportionately affected counties.



Cori Henderson
Program Administrator
850.387.9405
chenderson@myfloridatriumph.com

August 22, 2024

Tom Miller
The Seaside School, Inc.
10 Smolian Circle
Santa Rosa Beach, FL 32459

RE: Triumph Pre-Application No. 341 – Dream Big Walton County

Mr. Miller,

Thank you for submitting a Pre-Application to Triumph Gulf Coast, Inc.

Based on an initial review by the staff of Triumph Gulf Coast, Inc., (“TGC”) and a concurrence of the Board, the project or program outlined in your Pre-Application meets the minimum requirements for further consideration. As a result, you may proceed to submit a full Application for formal consideration.

While our initial opinion is that this project is eligible to apply, there are several issues that staff believes will need to be addressed prior to the Triumph board taking any action on this project. These comments are offered in order to help the applicant address potential issues in conjunction with filing a formal application. Triumph Staff remains ready, willing, and able to assist with the application process.

First, the pre-application seeks grant funding under s.288.8017(e) & (f) which are limited to awards for programming; however, the project appears to be a public infrastructure project; i.e., the construction of a public charter school on land owned by Northwest Florida State College. While changing the statute under which the request is made appears to make the project eligible, if approved this would represent the first grant award Triumph has awarded for new construction of a charter school. Further, projects must not only meet statutory eligibility but “meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties.” Whether or not construction of a charter school meets these priorities is a discretionary decision of the Board.

Second, the documentation submitted does not describe the role of the Charter School’s sponsor; i.e., the Walton County School District. Under the Charter School law the sponsor bears some responsibility for general oversight of the schools progress towards goals, monitoring revenue and expenditures of the school, ensuring that charter schools participate in the state’s accountability system, and potentially intervening in the event of any problem with the charter school. To that end, one issue that needs clarification is whether the Walton County School District is a third-party beneficiary to the Ground Lease or Memorandum of Understanding. Another open question is whether or not this project would utilize Walton County School District contract and purchasing procedures. Additionally, we believe clarity is needed regarding the role the Walton County School District will play in the event of a default under the proposed Ground Lease and Memorandum of Understanding.

Triumph Pre-Application No. 341 – Dream Big Walton County

September 4, 2024

Pg 2 of 2

Finally, as the process moves forward, Triumph needs a better understanding of the specific uses of any grant funds earmarked for construction as well as refinement of the number of certifications being promised, the type, timing and the cost-per-cert basis.

We look forward to working with Seaside School to refine its application.

There is no deadline for submission of formal Application. Applications will be considered as they are received; however, because Applications require varying levels of due diligence, there is no way to provide any additional information on how quickly any specific Application will receive final application.

This letter is not a representation or guarantee that the project or program will receive any funding from TGC; nor is it a guarantee that the project or program will remain eligible if changes are made during the Application process.

Triumph Gulf Coast funding is intended to support programs that generate maximum economic activity. Applicants have asked how best to document the economic activity that would likely result from their proposed project. At the January 2018 Triumph Board of Directors meeting, Dr. Rick Harper discussed characteristics most often associated with higher levels of economic activity. These factors include things like amount of matching funds, and whether the project will become self-sustaining as Triumph dollars are used up. An audio transcript of Dr. Harper's remarks is available at <https://www.myfloridatriumph.com/meetings/> under the tab for the January 29th, 2018 meeting.

If you have any questions, comments or concerns regarding this letter or the TGC Application process, please do not hesitate to contact me at chenderson@myfloridatriumph.com

Thank you for your continued interest.

Very truly yours,



Cori Henderson
Program Administrator

Coversheet

Campaign Support Consultant

Section: II. Development
Item: E. Campaign Support Consultant
Purpose: Vote
Submitted by:
Related Material: Seaside - Advancement Counsel Exhibit A v2 - Sept 2024.pdf
Seaside School - Advancement Counsel Contract v2 September 2024.pdf



Advancement Counsel

Based on my conversations and observations, I believe that Seaside and Seacoast Collegiate High School would benefit greatly from a 4-month collaborative effort (between counsel, staff, and volunteers) to transition from transactional to relational advancement. To make progress towards this end, these are the top priorities:

- segment donors (leadership-LD, non-leadership, parents, community, events, etc)
- identify prospects and suspects and segment (by LD, event, etc)
- develop and implement **customized communication plan** for LD donors, prospects and suspects, including (realistic) staff and volunteer assignments - at least one touch per quarter to properly steward their support (demonstrate the impact of their generosity and our gratitude)
- create and execute (concise) communication and fundraising plan for non-leadership donors, prospects, and suspects that maximizes efficiency and effectiveness, yet clearly demonstrates appreciation for commitments and contributions while not overwhelming these organizations and people with duplicate information/requests. Help to identify and recruit additional volunteers to help with execution.
- design **quarterly calendar** that shows (above) plans and timelines, acknowledging events and other fundraising initiatives
- draft written communications and suggested scripts for calls/meetings

For each of the above points, I will collaborate with staff and volunteers, especially Teresa, so I become unnecessary and redundant. To move from transactional to relational advancement, it takes an internal mindset shift, which then extends out to the larger community. At the end of this contract, Teresa will be the leading the relational advancement effort.

For example, when drafting community wide communications, we need to ask several questions of what are trying to accomplish and why certain people are receiving it. If someone is already an annual fund donor, they do not need to receive general information or another solicitation about the Rising Tides effort. Or, if someone is a monthly donor, they should not receive the same thank you message each time we process their gift.



CONTRACT

S155
Seaside School

September 1, 2024
Advancement Counsel

DAR Partners (DAR) will provide Advancement Counsel to Seaside School (Seaside). The details of the partnership are outlined in a separate document labeled "Exhibit A."

The contract period covers four months, starting Sept. 1, 2024 and concluding on Dec. 31, 2024. The total contract fee is \$20,000 (separate from travel-related expenses, which DAR will endeavor to keep as reasonable as possible).

TERMS AND CONDITIONS OF AGREEMENT

Seaside will receive four invoices from DAR. The first invoice will be on or around Oct. 1 and on the first day of the month every month thereafter through the length of the contract. The fee will split into four even payments of \$5,000. Since the invoices will be for work already completed, they will be payable upon receipt. There is no deposit required for this contract.

This agreement contains the entire agreement of the parties and supersedes any and all other agreements, whether written or oral, concerning subject matter of this agreement. No amendment or variation in terms and conditions of this agreement shall be valid unless it is in writing and signed by both parties. This contract may be canceled with 30 days written notice by either Seaside or DAR. In the event of cancellation, DAR shall be compensated for expenses and fees incurred to the date of cancellation as specified above and in "Exhibit A."

DAR Partners, a sole proprietorship owned by Brian D. Boone, is a separate company from Seaside. Seaside agrees to defend, indemnify and hold harmless DAR against any and all claims, demands, actions, and liabilities arising out of this agreement and not directly resulting from the negligence of DAR. DAR's liability to Seaside for any error or omission shall be limited to reimbursement of the cost of the portion of service where the error or omission occurs.

Dr. Thomas Miller
Seaside School

Brian D. Boone, Owner
DAR Partners