



Date: August 19, 2023  
To: Board of Directors  
From: Kirsten Carr  
Subject: Expanded Learning Opportunities Program - Watsonville Yoga

**Board Action**

It is recommended the Board authorize the CEO to execute the attached Memorandum of Understanding between Navigator Schools and Watsonville Yoga, Dance, and Healing Arts to provide services through the Expanded Learning Opportunities Program (ELOP) to Watsonville Prep School (WPS).

**Background**

To provide additional services and strengthen the Expanded Learning Opportunities Program at Watsonville Prep School, Watsonville Yoga will offer a variety of dance and athletic enrichment classes including folklorico, basketball, and African dance.

The proposed costs of the program are outlined below:

**Program Costs, Watsonville Yoga**

120 students	1,584 hours
	\$118,000

**Recommendation for 2023-2024**

It is recommended the Board authorize the CEO to execute the attached Memorandum of Understanding between Navigator Schools and Watsonville Yoga.

Attachment

-Memorandum of Understanding

## PROPOSAL

**CLIENT** Watsonville Prep School, within Navigator Schools (the "Client")  
Contact person: Parisa Foadian, parisa.foadian@navigatorschools.org

**CONTRACTOR** Linda Aron, dba Watsonville Yoga, Dance and Healing Arts (the "Contractor")

**EXECUTIVE SUMMARY** Founded in 2016, our studio offers highly experienced, talented and culturally grounded teachers to the community in a variety of styles of Yoga and world dance and movement arts. We have been offering youth classes in Capoeira, Ballet Folklorico, African drumming and dance, Hip Hop and Karate since 2016 and have since expanded our offerings within schools to include many other cultural and movement styles.

**PROJECT OVERVIEW** The Client is seeking services for the following: After School Program enrichment classes for Watsonville Prep School. The Client has requested services for Folklorico, African Dance, Capoeira and Basketball for TK-5th grade youth. This proposal outlines the Contractor's qualifications, services, and estimated costs for completing the proposed project.

**DELIVERABLES** The Contractor will complete the following deliverables: 48 hours a week of instruction in total in Folklorico, Aztec Dance, Basketball, Zumba Kids, and Lyrical Poetry/Hip Hop. Held weekly, 4 hours per day in each subject area, with teachers coming on two days a week (exact days to be determined). Our instructors are certified professionals in their fields and are covered by the Contractor's liability and Worker's Comp insurance. These services are to be provided from September 5, 2023 until June 2024 at a rate of \$75/ hour, totalling 33 weeks of instruction.

**TIMELINE** The Contractor can start work on September 5, 2023.

**EXPERIENCE AND QUALIFICATIONS** Watsonville Yoga has provided weekly classes to youth and for staff of the Santa Cruz County Office of Education, Pajaro Valley Unified School District, and the Catholic Charities Diocese of Monterey. We currently serve Nordic Naturals, the City of Watsonville, Santa Cruz County Parks Friends, and Salud Para la Gente by appointment for over six years. We provide bilingual services in Spanish and English, by request. Our studio hosts 15 classes a week at our location in Watsonville for the general public, as well, since its inception in 2016.

**PROFESSIONAL CERTIFICATIONS** • We employ experienced and Certified instructors and try to hire locally. Our employees are covered under our liability and Workers Comp insurance.

**VALUE ADD** Creativity, fun, physical coordination and skill-building, stress reduction, community bonding, and improved fitness come along with an exciting learning journey for participants.

**PAST PROJECTS** For eight years from 2005-2013, the Contractor, as an individual, managed the afterschool program for Valencia Elementary School within the Pajaro Valley Unified School District. The Contractor started Watsonville Yoga in 2016 to serve our unique community with bilingual access to holistic health and cultural dance and movement. More recently, alongside operating the studio's weekly schedule for the general public, the Contractor has expanded services to 110 hours per week at elementary and middle schools with the Pajaro Valley Unified School District's Expanded Learning Program since November 2022. Their partnership continues - and has been met with rave reviews from Assistant Principals, teaching staff, and children.

**YOUR INVESTMENT** The Contractor estimates the following pricing for the deliverables in this project: \$118,800

**DESCRIPTION OF COST::** One-hour classes are to be provided from September 5, 2023 to June 7, 2024 at a rate of \$75/ hour. There are 167 instructional days on the PVUSD calendar, and 33 weeks of instructional time. The total number of instructional hours performed will be 1,584. A budget for 1,584 hours at a rate of \$75/hour makes the total cost for this proposal: \$118,800.

**TERMS** The pricing in this proposal is valid for 60 days. .

**FACILITIES** Facilities may be determined by Navigator Schools, at their location at Watsonville Prep School.

#### **FULFILLMENT OF SERVICES -**

**INSTRUCTOR ABSENCE:** If our instructor is unable to teach a scheduled class, we will provide a substitute. We will communicate with Client staff any time that a sub is arranged.

**CANCELLATION POLICY:** We require 48 hours notice of cancellation to avoid full billing for any class date that needs to be postponed.

**NEXT STEPS** To discuss your project further and formalize this agreement, please reach out to Linda Aron, Owner, at:

Watsonville Yoga, Dance and Healing Arts

Ph: (831) 713-9843, email: [garudayogini@gmail.com](mailto:garudayogini@gmail.com)

Website: [www.watsonville.yoga](http://www.watsonville.yoga)

Prepared and respectfully submitted on August 8, 2023 by Linda Aron, Owner