



Date: December 4, 2018

To: Board of Directors

From: Kevin Sved, CEO

Re: Consulting Services Agreement: Elizabeth Sanborn Falcon

Background

Elizabeth Sanborn has been providing support in search of short and long-term facilities for Watsonville Prep School. The Board had the opportunity to meet Elizabeth when she presented overview information regarding the school site selection and acquisition process to the Board in October 2018.

Elizabeth represent schools and other special purpose entities in property acquisitions and financing. Total value of transactions she has negotiated is \$500M+. Elizabeth has represented Rocketship, ACE, Aspire, Voices and other charter schools. Pacific Charter School Development brought Elizabeth in to work with Navigator as part of our potential relocation effort for Gilroy Prep when high speed rail was a bigger, more timely concern.

Based on research for specialized services like those provided by Elizabeth, the proposal fees are fairly standard.

Recommendation

It is recommended that the Board approve the consulting agreement with Elizabeth Sanborn Falcon.

Attachments:

1. Consulting Services Agreement