

4/05/11



**PERFORMANCE fact, INC.**

*Building leadership for courageous and accountable action in public education*

**Our Reference #: CA-PATTERSON JOINT USD-SAP-2011/2013**

**Agreement between  
PATTERSON JOINT UNIFIED SCHOOL DISTRICT (Patterson, CA)  
and PERFORMANCE FACT, Inc.  
regarding District & School Improvement Services as a DAIT Provider**

**BACKGROUND**

This Agreement outlines the scope of professional services that Performance Fact, Inc. will provide to **Patterson Joint Unified School District** (Client). It has been prepared in order to align Performance Fact and **Patterson Joint Unified School District** on common purpose and to ensure outcomes that are for the good of all parties.

**1. PARTIES**

This Agreement is made this 5<sup>th</sup> day of April 2011, between **Patterson Joint Unified School District** and Performance Fact, Inc. The project manager for **Patterson Joint Unified School District** is Dr. Esther Corral-Carlson, Superintendent. The project manager for Performance Fact, Inc. is Mr. Mutiu Fagbayi, President/CEO. This Agreement covers the period from April 2011 through June 30, 2013. It is generally understood that additional individuals designated by the **Patterson Joint Unified School District** and Performance Fact project managers may play significant roles during certain phases of this project.

**2. SCOPE OF WORK**

The scope of work and deliverables include the following:

1. Compilation of the LEA Plan and Title 3 Plan for CDE approval.
2. Ongoing professional development on the use of the 4-Lens Data Analysis Protocol™.
3. Development of the *Instructional Focus* (4-page) document, in collaboration with district stakeholders.
4. Alignment of school-site improvement plans to the system-wide Instructional Focus.
5. Professional development for school leadership teams regarding disciplined implementation of the school improvement plan [includes 24/7 access to Performance Fact's *Eye on the Goal*™ web-based school improvement tools and resources).
6. Monthly coaching for Principals (and selected district leaders) regarding disciplined implementation of the school improvement plan.
7. Facilitation of the Data Summit™ at the end of each assessment cycle.
8. Development a *Certified Facilitators' Network* for Patterson Joint USD to build sustainable system-wide capacity for the *Eye on the Goal*™ process.
9. Compilation of trimester reports to the Board and Community.
10. Compilation of periodic reports to the California Department of Education.

(See Exhibit A for additional details.)

### **3. PAYMENT/EXPENSES**

The Client will pay Performance Fact a total of **\$110,000** for professional services according to the estimates and scope of work outlined in *Exhibit A*.

The amount will cover fees for professional services and expenses, including, but not limited to: travel, lodging, meals, consultation/facilitation, development and compilation of the documents, and reviews with stakeholders and policymakers. Costs associated with participation by non-Performance Fact personnel/stakeholders, meeting expenses, AV/technology expenses, etc. are not included in the total, and are the responsibility of the Client.

**At any point during the term of this Agreement, the Client or Performance Fact may elect to renegotiate the terms of any portions not yet completed, to accommodate unanticipated changes/needs/contingencies expressed by either party.**

### **4. RESCHEDULING/CANCELLATION POLICY**

Rescheduling/Cancellations of Specific Events/Activities per Contract:

- More than 15 days prior to scheduled date: No additional charge
- Less than 15 days before scheduled date: \$500 additional fee payable by Client.

### **5. LOGISTICS**

The Client or its designee(s) will oversee all logistics related to meetings, workshops and other gatherings associated with this project, including securing meeting location, room set-up and clean-up, A/V equipment, refreshments, etc.

### **6. PAYMENT SCHEDULE**

Performance Fact will invoice the Client according to the following schedule:

June 2011	\$22,000
November 2011	\$22,000
March 2012	\$22,000
November 2012	\$22,000
March 2013	\$22,000

### **7. DISPUTE RESOLUTION**

The parties will try, in good faith, to settle disputes through mediation conducted by a mediator to be mutually selected. The parties will share the costs of the mediator equally. Each party will cooperate fully and fairly with the mediator and will attempt to reach mutually satisfactory compromise to the dispute. If the dispute is not resolved within thirty (30) days after it is referred to the mediator, it will be arbitrated by an arbitrator to be mutually selected. Judgment of the arbitrator award may be entered in any court that

has jurisdiction over the matter. Costs of arbitration, including lawyers' fees, will be allocated by the arbitrator.

**8. EQUAL EMPLOYMENT OPPORTUNITY**

Performance Fact does not discriminate against any employee or applicant for employment because of race, creed, color, sex, national origin, age, disability, or marital status.

**9. OWNERSHIP OF MATERIALS**

Performance Fact will be using propriety material during portions of the Contract. Such material shall remain the exclusive property of Performance Fact, and shall not be further disseminated without the express written consent of Performance Fact. In the event written permission is granted, acknowledgement of source for all Performance Fact proprietary materials, tools, processes, etc. is required.

**10. TERMINATION**

Either party may terminate this agreement at any time for cause upon a thirty (30) day prior written notice to the other party. Termination of cause may be used if a party breaches any material terms or fails to fulfill any material condition, term, provision, representation, warranty or obligation contained in this agreement and fails to cure within thirty (30) days after receiving written notification from the terminating party. Upon termination, the non-breaching party shall be entitled to seek any remedies to which it shall be entitled to by law.

**CONTRACT TERMS ACCEPTED:**

Mutiu O. Fagbayi

Name

Performance Fact Authorized Representative

President/CEO

Title

Date

5/11/11

Please direct all inquiries to:

**Performance Fact, Inc.**

Attention: Mutiu Fagbayi

333 Hegenberger Road, Suite 204

Oakland, CA 94610

Office (510) 568-7944

Fax (510) 568-7991

[mutiuf@performancefact.com](mailto:mutiuf@performancefact.com)

Esther Corral-Carlson, Ed.D.

Name (Please Print)

Client's Authorized Representative

Superintendent

Title

April 5, 2011

Date

209-895-7789

Telephone Number

209-892-5803

Fax Number

[ecarlson@patterson.k12.ca.us](mailto:ecarlson@patterson.k12.ca.us)

Email Address

PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

<b>DISTRICT</b> PATTERSON JOINT UNIFIED		<b>VENDOR NAME</b> PERFORMANCE FACT INC.		<b>DATE</b> 09/26/2012	<b>CHECK NO.</b> 360663202
<b>TRAN DATE</b>	<b>TRANSACTION</b> PO 130625	<b>INVOICE NO. / DESCRIPTION</b> PROFES DEVELOPMENT FOR PUSD		<b>LOCAL USE</b>	<b>AMOUNT</b> 550,000.00
<b>Vendor # 009362</b>					

BY ORDER OF THE  
GOVERNING BOARD

SCHOOL DISTRICT & FUND PROJECT  
PATTERSON JOINT UNIFIED

Deutsche Bank Trust of Delaware  
In cooperation with Bank of the West

No. 36-0663202

COUNTY OF STANISLAUS  
COUNTY SCHOOLS COMMERCIAL REVOLVING FUND

DATE ISSUED 09/26/2012

VOID 6 MONTHS AFTER DATE

TREASURER OF THE  
COUNTY OF STANISLAUS WILL PAY

AMOUNT  
\*\*\*\$55,000.00

PAY ■ FIFTY-FIVE THOUSAND DOLLARS AND ZERO CENTS \*\*\*\*\*

TO THE ORDER OF

PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

EXAMINED AND APPROVED  
**Tom Changnon**  
COUNTY SUPERINTENDENT OF SCHOOLS

**COPY NON-NEGOTIABLE**



Bill To:  
Patterson Unified School District  
510 Keystone Blvd., Patterson, CA 95363  
Telephone (209) 895-7700  
Fax (209) 892-5803

Purchase Order #  
**130625**

This Number Must Appear on all Invoices

SPECIAL INSTRUCTIONS

P.O. Date: 09/07/2012

Page: 1

FOB:

Delivery Date:

PO Type: PO

ADDRESS SHIPMENTS TO:

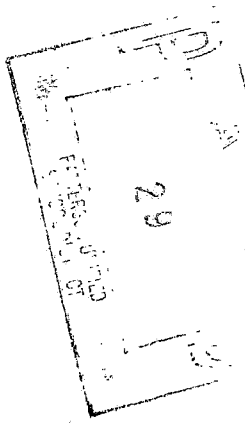
Vendor: (009362 )  
PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

PATTERSON JOINT UNIFIED SCHOOL  
DISTRICT  
510 KEYSTONE BLVD.  
PATTERSON, CA 95363  
PHONE (209) 895-7700

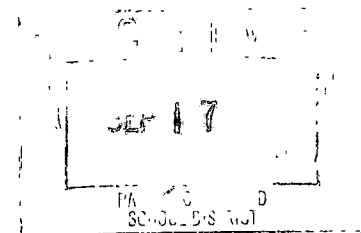
Contact:  
Phone: -  
Fax: -

Buyer: GLORIA PINEDO 209-895-7700  
Submitted: VICKY  
Requisition: 130642

ITEM	QTY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
1	1		PAYMENT FOR PROFESSIONAL SERVICES FOR PROFESSIONAL DEVELOPMENT, COACHING, AND TECHNICAL ASSISTANCE FOR PUSD, 2012-13 SCHOOL YEAR.	55,000.001	55,000.00



okay to pay  
9/14/12



Date 9/17/12  
Inv. # PER09172012

01-3185-0-5813-1110-1000-008-0000-XX 55,000.00

Subtotal 55,000.00  
Discount 0.00  
Freight 0.00  
Sales Tax 0.00  
PO Total 55,000.00

*Steve Mery*

Signature

**Bill To:**

Patterson Unified School District  
510 Keystone Blvd., Patterson, CA 95363  
Telephone (209) 895-7700  
Fax (209) 892-5803

**Purchase Order #****130625**

This Number Must Appear on all Invoices

**SPECIAL INSTRUCTIONS**

P.O. Date: 09/07/2012

Page: 1

FOB:

Delivery Date:

PO Type: PO

**ADDRESS SHIPMENTS TO:**

Vendor: (009362 )  
PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

PATTERSON JOINT UNIFIED SCHOOL  
DISTRICT  
510 KEYSTONE BLVD.  
PATTERSON, CA 95363  
PHONE (209) 895-7700

**Contact:**

Phone: -

Fax: -

Buyer: GLORIA PINEDO 209-895-7700

Submitted: VICKY

Requisition: 130642

ITEM	QTY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
1	1		PAYMENT FOR PROFESSIONAL SERVICES FOR PROFESSIONAL DEVELOPMENT, COACHING, AND TECHNICAL ASSISTANCE FOR PUSD, 2012-13 SCHOOL YEAR.	55,000.001	55,000.00

01-3185-0-5813-1110-1000-008-0000-XX

55,000.00

Subtotal	55,000.00
Discount	0.00
Freight	0.00
Sales Tax	0.00
PO Total	55,000.00

**Signature**

130685



01-3185-0-5813-0000-2100-008-0000-XX

**PERFORMANCE fact, INC.**

*Building leadership for courageous and accountable action in public education*

## INVOICE FOR PROFESSIONAL SERVICES

Bill to:

**PATTERSON JOINT UNION SCHOOL DISTRICT**  
**510 Keystone Blvd**  
**Patterson, CA 95363**

### Scope of Professional Services

Professional development, coaching, and technical assistance to Patterson Joint USD during the 2012-2013 SY, including:

- Analysis of 3-year STAR/CST and API data
- Updating the LEA Plan, as required by CDE
- Facilitating compilation of periodic progress reports to PDE
- Preparation of annual report to Patterson JUSD Board
- Professional leadership development and coaching for site principals
- Development, training and facilitation of at least 3 district-wide Data Summit™ sessions with teachers
- Professional development for *Certified Facilitators Network* (to build sustainable internal capacity)
- Ongoing consultation with Superintendent & Assistant Superintendent for C&I

**Total: \$55,000**

or 10 per  
9/17/12

Please make check payable to: **Performance Fact, Inc.**  
Net 30 days



PERMA-BOUND  
617 E VANDALIA RD  
JACKSONVILLE

IL 62650-3599

<b>DISTRICT</b> PATTERSON JOINT UNIFIED		<b>VENDOR NAME</b> PERMA-BOUND		<b>DATE</b> 09/26/2012	<b>CHECK NO.</b> 360663203
<b>TRAN DATE</b> 09/05/2012	<b>TRANSACTION</b> PO 130069	<b>INVOICE NO. / DESCRIPTION</b> 951871495699-00		<b>LOCAL USE</b>	<b>AMOUNT</b> 74.03
<b>Vendor # 001467</b>					

BY ORDER OF THE  
GOVERNING BOARD

SCHOOL DISTRICT & FUND PROJECT  
PATTERSON JOINT UNIFIED

Deutsche Bank Trust of Delaware  
In cooperation with Bank of the West

62-38  
311

No. 36-0663203

COUNTY OF STANISLAUS  
COUNTY SCHOOLS COMMERCIAL REVOLVING FUND

DATE ISSUED 09/26/2012

VOID 6 MONTHS AFTER DATE

TREASURER OF THE  
COUNTY OF STANISLAUS WILL PAY

AMOUNT  
\*\*\*\$74.03

PAY ■ SEVENTY-FOUR DOLLARS AND THREE CENTS \*\*\*\*\*

TO THE ORDER OF

PERMA-BOUND  
617 E VANDALIA RD  
JACKSONVILLE

IL 62650-3599

EXAMINED AND APPROVED  
**Tom Changnon**  
COUNTY SUPERINTENDENT OF SCHOOLS

**COPY NON-NEGOTIABLE**

C360663203CB031100380B 00581466C

**PERMA-BOUND**

TERMS-30 DAYS

FED.I.D. NO 37-1001726

617 EAST VANDALIA ROAD  
JACKSONVILLE, IL 62650-3599  
800/637-6581 217/243-5451

INVOICE NO.

1495699-001

9/14

BILL TO: 086378-0000

SHIP TO: 343702-0000

PATTERSON JOINT UNIF SCH DIST  
ATTN  
510 KEYSTONE BLVD

GRAYSON CHARTER SCHOOL  
ATTN LETECIA PIMENTEL  
301 HOWARD RD

PATTERSON, CA

95363

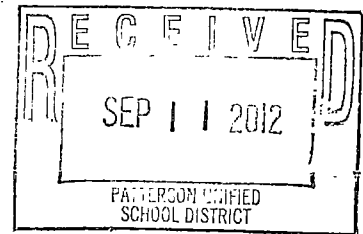
PO BOX 7  
WESTLEY, CA

95387

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ORDER DATE	ORDER ENTERED	D.N.E. AMOUNT	DUE DATE	SHIP VIA	NO. PKGS.
8/29/12	8/30/12		0/00/00	UPS	1

BOOK NO.	UNITS ORD/SHIP	KITS ORD/SHIP	ITEM DESCRIPTION	STS	UNIT PRICE	TOTAL
000036954	5	5	WEBSTER'S NEW EXPLORER SPA		13.79	68.95



**INVOICE**  
**THANK YOU**

\*\*\*\*\*  
Thank you for your order.  
\*\*\*\*\*

\* Please note that the prices on this invoice reflect \*  
\* our SCHOOL and LIBRARY DISCOUNTED PRICES. \*  
\* We are confident this NET DISCOUNTED SCHOOL and \*  
\* LIBRARY pricing structure, with free shipping & \*  
\* handling on all orders, is part of our commitment \*  
\* to offer the best books, in the best bindings, \*  
\* with the best terms to our customers. \*

\*\*\*\*\*  
5 5 PERMA-BOUND BOOKS 68.95  
INVOICE TOTAL 68.95  
RATE.07375 SALES TAX 5.08  
TRANSPORTATION AND INSURANCE \*FREE\*  
FINAL TOTAL 74.03

BACK ORDER TO FOLLOW

FINAL SHIPMENT  
X

ORIGINAL INVOICE



Bill To:

Patterson Unified School District  
510 Keystone Blvd., Patterson, CA 95363  
Telephone (209) 895-7700  
Fax (209) 892-5803

Purchase Order #

130069

This Number Must Appear on all Invoices

## SPECIAL INSTRUCTIONS

P.O. Date: 07/03/2012

Page: 1

FOB:

Delivery Date:

PO Type: PO

## ADDRESS SHIPMENTS TO:

GRAYSON CHARTER  
301 HOWARD ROAD  
POST OFFICE BOX 7  
WESTLEY, CA 95387  
ATTN: LETECIA PIMENTEL  
PHONE (209) 894-3762

Vendor: (002145 )

Perma Bound

Fax: 1-800-551-1169

## Contact:

Phone: 000-0000

Fax: 000-0000

Buyer: GLORIA PINEDO 209-895-7700

Submitted: A. DURAN/ARREOLA

Requisition: 130070

ITEM	QTY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
1	1	EA	OTHER BOOKS/GR	78.100	78.10

SEP 18 2012

PATTSON UNIFIED  
SCHOOL DISTRICT

09-0090-0-4210-1110-1000-001-0000-XX

83.86

Subtotal	78.10
Discount	0.00
Freight	0.00
Sales Tax	5.76
PO Total	83.86

\$74.03

Signature

ORIG SITE COPY



Bill To:

Patterson Unified School District  
510 Keystone Blvd., Patterson, CA 95363  
Telephone (209) 895-7700  
Fax (209) 892-5803

Purchase Order #

130069

This Number Must Appear on all Invoices

SPECIAL INSTRUCTIONS

P.O. Date: 07/03/2012

Page: 1

FOB:

Delivery Date:

PO Type: PO

ADDRESS SHIPMENTS TO:

GRAYSON CHARTER  
301 HOWARD ROAD  
POST OFFICE BOX 7  
WESTLEY, CA 95387  
ATTN: LETECIA PIMENTEL  
PHONE (209) 894-3762

Vendor: (002145 )

Perma Bound  
Fax: 1-800-551-1169

Contact:

Phone: 000-0000

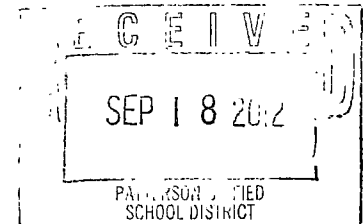
Fax: 000-0000

Buyer: GLORIA PINEDO 209-895-7700

Submitted: A. DURAN/ARREOLA

Requisition: 130070

ITEM	QTY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
1	1	EA	OTHER BOOKS/GR	78.100	78.10



09-0090-0-4210-1110-1000-001-0000-XX

83.86

Subtotal	78.10
Discount	0.00
Freight	0.00
Sales Tax	5.76
PO Total	83.86

Signature

ORIG SITE COPY

A Division of Hertzberg - New Method, Inc.

TERMS-30 DAYS

FED.I.D. NO 37-1001726

# PERMA-BOUND

617 EAST VANDALIA ROAD  
JACKSONVILLE, IL 62650-3599  
800/637-6581 217/243-5451

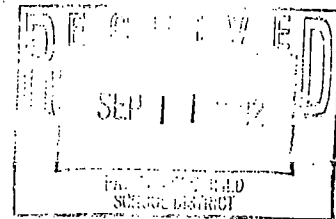
9/14  
INVOICE NO.  
1495699-00

BILL TO: 086378-0000				SHIP TO: 343702-0000			
PATTERSON JOINT UNIF SCH DIST				GRAYSON CHARTER SCHOOL			
ATTN				ATTN LETECIA PIMENTEL			
510 KEYSTONE BLVD				301 HOWARD RD			
PATTERSON, CA				PO BOX 7			
95363				WESTLEY, CA			
				95387			

BILL TO	SHIP TO	SALES NO. STATE	CUSTOMER P.O. NUM	DATE BILLED	DATE SHIPPED	PAGE
0594675	3-	04- 130-05	0	9/05/12	9/04/12	1

ORDER DATE	ORDER ENTERED	D.N.E. AMOUNT	SHIP VIA	NO. PKGS.
8/29/12	8/30/12	0/00/00	UPS	1

BOOK NO.	UNITS ORD/SHIP	KITS ORD/SHIP	ITEM DESCRIPTION	UNIT PRICE	TOTAL
000036954	5	5	WEBSTER'S NEW EXPLORER SPA	13.79	68.95



OK  
To pay  
9/10/12

INVOICE  
THANK YOU

\*\*\*\*\*  
Thank you for your order.  
\*\*\*\*\*

\* Please note that the prices on this invoice reflect \*  
\* our SCHOOL and LIBRARY DISCOUNTED PRICES. \*  
\* We are confident this NET DISCOUNTED SCHOOL and \*  
\* LIBRARY pricing structure, with free shipping & \*  
\* handling on all orders, is part of our commitment \*  
\* to offer the best books, in the best bindings, \*  
\* with the best terms to our customers. \*

\*\*\*\*\*  
5 5 PERMA-BOUND BOOKS 68.95  
INVOICE TOTAL 68.95  
RATE.07375 SALES TAX 5.08  
TRANSPORTATION AND INSURANCE \*FREE\*  
FINAL TOTAL 74.03

BACK ORDER TO FOLLOW

FINAL SHIPMENT  
X

ORIGINAL INVOICE

PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

<b>DISTRICT</b> PATTERSON JOINT UNIFIED		<b>VENDOR NAME</b> PERFORMANCE FACT INC.		<b>DATE</b> 04/18/2012	<b>CHECK NO.</b> 360637136
<b>TRAN DATE</b> 04/03/2012	<b>TRANSACTION</b> PO 005897	<b>INVOICE NO. / DESCRIPTION</b> 1028	<b>LOCAL USE</b>	<b>AMOUNT</b> 230'00.00	
<b>Vendor # 009362</b>					

BY ORDER OF THE  
GOVERNING BOARD

SCHOOL DISTRICT & FUND PROJECT  
PATTERSON JOINT UNIFIED

COUNTY OF STANISLAUS

COUNTY SCHOOLS COMMERCIAL REVOLVING FUND

Deutsche Bank Trust of Delaware  
In cooperation with Bank of the West

62-38  
311

No. 36-0637136

DATE ISSUED 04/18/2012

VOID 6 MONTHS AFTER DATE

TREASURER OF THE  
COUNTY OF STANISLAUS WILL PAY

AMOUNT  
\*\*\*\$23,000.00

**PAY** ■ TWENTY-THREE THOUSAND DOLLARS AND ZERO CENTS \*\*\*\*\*

TO THE ORDER OF

PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

EXAMINED AND APPROVED  
**Tom Changnon**  
COUNTY SUPERINTENDENT OF SCHOOLS

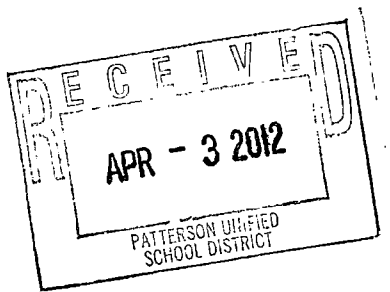
**COPY NON-NEGOTIABLE**

# Performance Fact

Performance Fact

333 HEGENBERGER RD  
Suite 204  
OAKLAND, CA 94621

(510)568-7944  
contact@performancefact.com  
www.performancefact.com



## Invoice

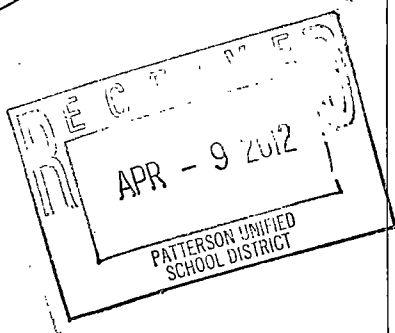
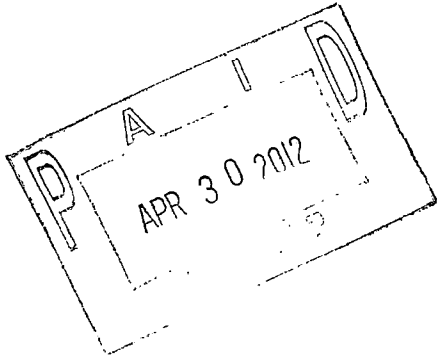
Date	Invoice #
04/03/2012	1028
Terms	Due Date
Net 30	05/03/2012

### Bill To

Patterson Joint Union School District  
Esther Carlson  
510 Keystone Blvd,  
Patterson, CA 95363

Amount Due	Enclosed
\$23,000.00	

Please detach top portion and return with your payment.

Activity	Amount
• Professional Development Services for Patterson Joint Union School District <i>me</i>	23,000.00
<div></div>	
<b>Total</b>	<b>\$23,000.00</b>



Bill To:  
Patterson Unified School District  
510 Keystone Blvd., Patterson, CA 95363  
Telephone (209) 895-7700  
Fax (209) 892-5803

Purchase Order #

005897

This Number Must Appear on all Invoices

SPECIAL INSTRUCTIONS

P.O. Date: 10/21/2011

Page: 1

FOB:

Delivery Date:

PO Type: PO

ADDRESS SHIPMENTS TO:

Vendor: (009362 )  
PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

PATTERSON JOINT UNIFIED SCHOOL  
DISTRICT  
510 KEYSTONE BLVD.  
PATTERSON, CA 95363  
PHONE (209) 895-7700

Contact:

Phone: -  
Fax: -

Buyer: GLORIA PINEDO 209-895-7700

Submitted: S WHITE

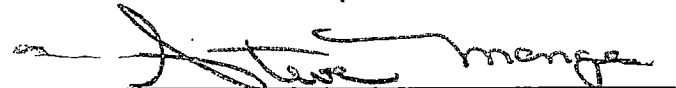
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ITEM	QTY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
1	1	EA	PERFORMANCE FACT., INC PREOFESIONAL SERVICES, APRIL 2011 - JUNE 30, 2013	88,000.000	88,000.00

01-3185-0-5813-1110-1000-008-0000-XX 88,000.00

Subtotal 88,000.00  
Discount 0.00  
Freight 0.00  
Sales Tax 0.00  
PO Total 88,000.00

PP 23,000.00

  
Signature



PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

DISTRICT PATTERSON JOINT UNIFIED		VENDOR NAME PERFORMANCE FACT INC.		DATE 05/23/2012	CHECK NO. 360643722
TRAN DATE 05/14/2012	TRANSACTION PO 005897	1030	INVOICE NO. / DESCRIPTION	LOCAL USE	AMOUNT 10000.00
Vendor # 009362					

BY ORDER OF THE  
GOVERNING BOARD

SCHOOL DISTRICT & FUND PROJECT  
PATTERSON JOINT UNIFIED

COUNTY OF STANISLAUS

COUNTY SCHOOLS COMMERCIAL REVOLVING FUND

Deutsche Bank Trust of Delaware  
In cooperation with Bank of the West

62-38  
311

No. 36-0643722

DATE ISSUED 05/23/2012

VOID 6 MONTHS AFTER DATE

TREASURER OF THE  
COUNTY OF STANISLAUS WILL PAY

AMOUNT  
\*\*\*\$10,000.00

PAY ■ TEN THOUSAND DOLLARS AND ZERO CENTS \*\*\*\*\*

TO THE ORDER OF

PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND

CA 94621

EXAMINED AND APPROVED  
**Tom Changnon**  
COUNTY SUPERINTENDENT OF SCHOOLS

**COPY NON-NEGOTIABLE**

# Performance Fact

Performance Fact

333 HEGENBERGER RD  
Suite 204  
OAKLAND, CA 94621

(510)568-7944

contact@performancefact.com

www.performancefact.com

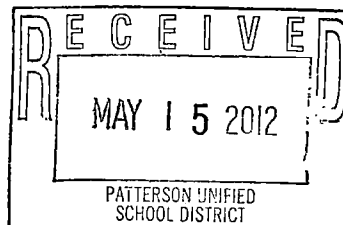
P.O. # 005897

## Invoice

Date	Invoice #
05/14/2012	1030
Terms	Due Date
Net 30	06/13/2012

### Bill To

Patterson Joint Union School District  
510 Keystone Blvd,  
Patterson, CA 95363



Amount Due	Enclosed
\$10,000.00	

Please detach top portion and return with your payment.

Date	Account Summary	Amount
04/03/2012	Balance Forward	\$23,000.00
04/25/2012	Payment received	-23,000.00
	New charges (see details below)	10,000.00
	Total Amount Due	\$10,000.00

Activity	Amount	
• Professional Development Services for Patterson Joint Union School District	10,000.00	
Total Of New Charges		\$10,000.00
Total Amount Due		\$10,000.00

OK  
M. Hausman  
5-15-12



Bill To:

Patterson Unified School District  
510 Keystone Blvd., Patterson, CA 95363  
Telephone (209) 895-7700  
Fax (209) 892-5803

Purchase Order #

005897

This Number Must Appear on all Invoices

SPECIAL INSTRUCTIONS

P.O. Date: 10/21/2011

Page: 1

FOB:

Delivery Date:

PO Type: PO

ADDRESS SHIPMENTS TO:

Vendor: (009362 )  
PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

PATTERSON JOINT UNIFIED SCHOOL  
DISTRICT  
510 KEYSTONE BLVD.  
PATTERSON, CA 95363  
PHONE (209) 895-7700

Contact:

Phone: -  
Fax: -

Buyer: GLORIA PINEDO 209-895-7700

Submitted: S WHITE

Requisition: 000907

ITEM	QTY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
1	1	EA	PERFORMANCE FACT., INC PREOFESIONAL SERVICES, APRIL 2011 - JUNE 30, 2013	88,000.000	88,000.00

01-3185-0-5813-1110-1000-008-0000-XX 88,000.00

Subtotal 88,000.00  
Discount 0.00  
Freight 0.00  
Sales Tax 0.00  
PO Total 88,000.00

PP-\$ 10,000

Signature

ORIG SITE COPY

PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

DISTRICT	VENDOR NAME	DATE	CHECK NO.
PATTERSON JOINT UNIFIED	PERFORMANCE FACT INC.	08/17/2011	360594527

TRAN DATE	TRANSACTION	INVOICE NO. / DESCRIPTION	LOCAL USE	AMOUNT
07/13/2011	PO 005328	INV. PATTERSON JUSD PL 11/12		22000.00
Vendor # 009362				

BY ORDER OF THE  
GOVERNING BOARD

SCHOOL DISTRICT & FUND PROJECT  
PATTERSON JOINT UNIFIED

COUNTY OF STANISLAUS

COUNTY SCHOOLS COMMERCIAL REVOLVING FUND

Deutsche Bank Trust of Delaware  
In cooperation with Bank of the West

62-38  
311

No. 36-0594527

DATE ISSUED 08/17/2011

VOID 6 MONTHS AFTER DATE

TREASURER OF THE  
COUNTY OF STANISLAUS WILL PAY

AMOUNT  
\*\*\*\$22,000.00

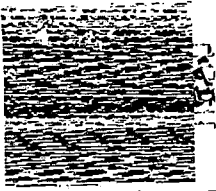
PAY ■ TWENTY-TWO THOUSAND DOLLARS AND ZERO CENTS \*\*\*\*\*

TO THE ORDER OF

PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

EXAMINED AND APPROVED  
**Tom Changnon**  
COUNTY SUPERINTENDENT OF SCHOOLS

**COPY NON-NEGOTIABLE**



Bill To:  
Patterson Unified School District  
510 Keystone Blvd., Patterson, CA 95363  
Telephone (209) 895-7700  
Fax (209) 892-5803

Purchase Order #

005328

This Number Must Appear on all Invoices

SPECIAL INSTRUCTIONS

P.O. Date: 08/09/2011

Page: 1

FOB:

Delivery Date:

PO Type: PO

ADDRESS SHIPMENTS TO:

Vendor: (009362 )  
PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

PATTERSON JOINT UNIFIED SCHOOL  
DISTRICT  
510 KEYSTONE BLVD.  
PATTERSON, CA 95363  
PHONE (209) 895-7700

Contact:

Phone: -

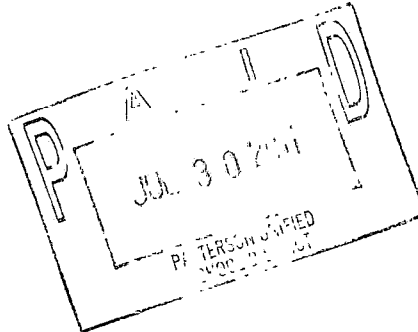
Fax: -

Buyer: GLORIA PINEDO 209-895-7700

Submitted: S MENGE/E CORRAL-CARLSON

Requisition: 000336

ITEM	QTY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
1	1	EA	SEE REQ 000336	22,000.000	22,000.00



01-0000-0-5813-0000-2100-008-DSLT-XX

22,000.00

Subtotal	22,000.00
Discount	0.00
Freight	0.00
Sales Tax	0.00
PO Total	22,000.00

Signature

ACCT DEPT COPY

**Bill To:**

Patterson Unified School District  
510 Keystone Blvd., Patterson, CA 95363  
Telephone (209) 895-7700  
Fax (209) 892-5803

**Purchase Order #****005328**

This Number Must Appear on all Invoices

**SPECIAL INSTRUCTIONS**

P.O. Date: 08/09/2011

Page: 1

FOB:

Delivery Date:

PO Type: PO

**ADDRESS SHIPMENTS TO:**

Vendor: (009362 )  
PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

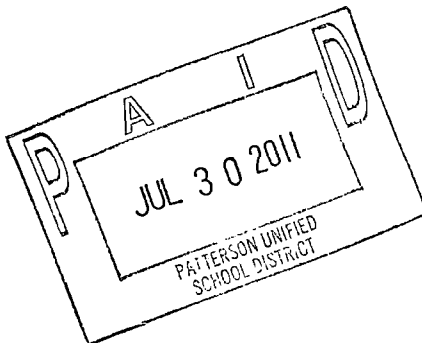
PATTERSON JOINT UNIFIED SCHOOL  
DISTRICT  
510 KEYSTONE BLVD.  
PATTERSON, CA 95363  
PHONE (209) 895-7700

**Contact:**

Phone: -  
Fax: -

Buyer: GLORIA PINEDO 209-895-7700  
Submitted: S MENGE/E CORRAL-CARLSON  
Requisition: 000336

ITEM	QTY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
1	1	EA	SEE REQ 000336	22,000.000	22,000.00



**P.O.# Must appear on all invoices, packages, shipping containers, documents, and correspondence.**

**Conditions**

1. The vendor agrees to provide equipment and/or installation or service that meet all local, state, and federal code requirements and regulations for use in schools and places of public assemblage, and all California State Industrial Safety Requirements.
2. Unless otherwise stipulated, all prices are F.O.B. destination.
3. Please notify if unable to ship complete within 30 days.
4. Invoice for items and/or service received only.
5. No substitutions. Any price changes need approval of Purchasing.
6. Hazardous material must be accompanied by a 'Material Safety Data Sheet'.
7. Invoices must be rendered in duplicate, ATTN: Accounts Payable.

Subtotal	22,000.00
Discount	0.00
Freight	0.00
Sales Tax	0.00
PO Total	22,000.00

**Signature**

VENDOR COPY

**Bill To:**

Patterson Unified School District  
510 Keystone Blvd., Patterson, CA 95363  
Telephone (209) 895-7700  
Fax (209) 892-5803

**Purchase Order #****005328**

This Number Must Appear on all Invoices

**SPECIAL INSTRUCTIONS**

P.O. Date: 08/09/2011

Page: 1

FOB:

Delivery Date:

PO Type: PO

**ADDRESS SHIPMENTS TO:**

Vendor: (009362 )  
PERFORMANCE FACT INC.  
333 HEGENBERGER ROAD  
SUITE 204  
OAKLAND CA 94621

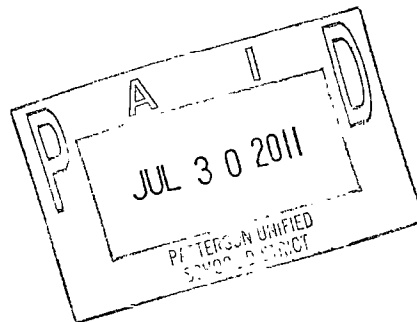
PATTERSON JOINT UNIFIED SCHOOL  
DISTRICT  
510 KEYSTONE BLVD.  
PATTERSON, CA 95363  
PHONE (209) 895-7700

**Contact:**

Phone: -  
Fax: -

Buyer: GLORIA PINEDO 209-895-7700  
Submitted: S MENGE/E CORRAL-CARLSON  
Requisition: 000336

ITEM	QTY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
1	1	EA	SEE REQ 000336	22,000.000	22,000.00



01-0000-0-5813-0000-2100-008-DSLT-XX	22,000.00	Subtotal	22,000.00
		Discount	0.00
		Freight	0.00
		Sales Tax	0.00
		PO Total	22,000.00

**Signature**

ORIG SITE COPY

# Invoice



**PERFORMANCE *fact*, INC.**

*Building leadership for courageous and accountable action in public education*

Date: 07/13/11

INVOICE: Patterson JUSD-PL-11/12-EOTG-

#1

Make all checks payable to  
**PERFORMANCE FACT, Inc.**

Attn: Mutiu Fagbayi

333 Hegenberger Road, Suite 204, Oakland, CA  
94621

Phone: 510-568-7944 Fax: 510-568-7991

Email: [contact@performancefact.com](mailto:contact@performancefact.com)

**To**

**Esther Carlson**

Patterson Joint Unified SD

510 Keystone Blvd,

Patterson, CA 95363

(209) 895-7700

[ecarlson@patterson.k12.ca.us](mailto:ecarlson@patterson.k12.ca.us)

Description	Amount
<b>Leadership Development for Patterson Joint Unified SD</b>	
First Installment Payment	\$22,000
<b>Total</b>	<b>\$22,000</b>

Mutiu Fagbayi, President/CEO  
Authorized Signature(s)

School/District

*Thank you for your business!*



# *Invoice*

7/13/11

---

Date

Date

*Thank you for your business!*

# Patterson Joint Unified School District

## PURCHASE ORDER REQUISITION

Date 7/8/2011  
 Vendor Performance Fact, Inc.  
 ATT: Mutlu Fagbayi  
 333 hegenberger Road, Suite 204  
 Oakland, CA 94621

Req Description Leadership Development  
 PO Type PO to Vendor

Requisition #  
 000336

Special Instructions: PO 005328

Ship To

Requested by Steve/Esther

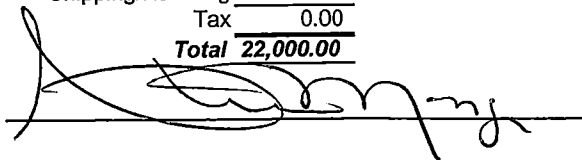
Account	FD RESC Y OBJT GOAL FUNC STE ORG D2	Percent	SD (\$)	%COST
Ln 1	01-0000-0-5813-0000-2100-008-DSLT-XX		22000.00	\$0.00
Ln 2				\$0.00
Ln 3				\$0.00
Ln 4				\$0.00

Budget notes:

Qty	Unit	Unit Cost	Total Cost	Item #	Description
1	each	22,000.00	22,000.00	First Installment	
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		

SUB TOTAL 22,000.00  
 Shipping/Handling 0.00  
 Tax 0.00  
**Total 22,000.00**

Approved by:



Categorical PRG Manager Approval: \_\_\_\_\_

<input checked="" type="checkbox"/>	PO to Vendor
<input type="checkbox"/>	Confirming Only, Order Placed
<input type="checkbox"/>	Confirming Only, Order Received
<input type="checkbox"/>	Pre-Payment Required
<input type="checkbox"/>	Will Call - Do Not Ship
<input type="checkbox"/>	Standing PO