



EdTec Back-Office Service Renewal Proposal for California Montessori Project

EdTec is honored to be a key service provider and partner to California Montessori Project (CMP) since 2020 and we look forward to continuing our role in supporting the organization’s on-going success and impact.

Overview of Current Contract

- Back-Office Service
 - Contract Term: July 1, 2020 through June 30, 2022
 - Service Level: Per Statement of Work #1
 - Service Pricing: \$340,000 for 2021-22

Proposal for Contract Renewal

Back-Office Services

The next couple of years will continue to be exciting and busy with the additional budgeting support and compliance support requirements due to Covid related legislation and continued growth of the organization. The proposed support pricing will help us keep pace with the increasing support time and support costs (employment cost index and core inflation) of providing a high-quality service.

EdTec proposes continuing with the current back-office service scope for an additional two years, as detailed in the table below. Please note that while the total back-office fee increases, the percentage of state and federal revenue that CMP would be paying for back-office service decreases by more than 10% from the original contract proposal.

Back-Office Service Renewal Pricing	2020-21*	2021-22*	2022-23	2023-24
Projected Enrollment / ADA	2,684/2,577	2,685/2,578	2,822/2,714	2,854/2,745
Total Projected State and Federal Revenue**	\$23,936,558	\$24,584,328	\$29,409,869	\$30,523,954
Back-Office Service Cost	\$331,000	\$340,000	\$360,000	\$375,000
Service Cost as % of State + Federal Revenue	1.38%	1.38%	1.22%	1.23%

*Enrollment and revenue provided for original contract

**Excludes special education revenue

Next Steps

Thank you for your partnership and for your consideration of EdTec’s proposal. We look forward to your feedback and to discussing next steps!

Best Regards,

Mark Campo

Mark Campo
Executive Vice President
& Chief Marketing Officer