

## Exhibit B

## Fee Schedule

<b>Payment Terms</b>	Payment on all invoices is due within 30 days of invoice date. This is a fixed cost and may not be prorated, regardless of program start or end date.
<b>Payment Schedule</b>	Full year: invoiced by September 1, 2019 Semester: 50% invoiced by September 1, 2019 and 50% by January 20, 2020
<b>Customer fee discounts for full year services only: A.1 Coach and A.3 TeamUp 3.0% if paid in full by October 31, 2019</b>	The Customer is responsible for payment of the entirety of the Customer fee. Payment in full must be received (or postmarked) by October 31, 2019 for the 3.0% discount to apply. Payments postmarked or received after October 31, 2019 shall not qualify for the 3.0% discount.

Program	Quantity	Unit Price	Total Price	Playworks Contribution	Customer Fee	Locations
<b>Onsite Coach Programs</b>						
A.1 Coach (full-time)	1	\$65,000.00	\$65,000.00	\$27,500.00	\$37,500.00	Blackford
A.2 Coach (part-time)			\$0.00		\$0.00	
<b>Consultative Support Programs</b>						
A.3 TeamUp			\$0.00		\$0.00	
A.4 Recess Reboot			\$0.00		\$0.00	
<b>Staff Training Programs</b>						
A.5 Consultation Visit			\$0.00		\$0.00	
A.6 Game Facilitation			\$0.00		\$0.00	
A.7 Group Management 1			\$0.00		\$0.00	
A.8 Group Management 2			\$0.00		\$0.00	
A.9 Indoor Recess			\$0.00		\$0.00	
A.10 Play Leadership Essentials			\$0.00		\$0.00	
A.11 Playworks in the Classroom			\$0.00		\$0.00	
A.12 Power of Play			\$0.00		\$0.00	
A.13 Power of Play & Group Management			\$0.00		\$0.00	
A.14 Recess 360			\$0.00		\$0.00	
A.15 Recess Implementation			\$0.00		\$0.00	
A.16 Recess Program Sustainability			\$0.00		\$0.00	
A.17 Recess Youth Leadership			\$0.00		\$0.00	
A.18 Staff Leadership on the Playground			\$0.00		\$0.00	
A.19 Tournaments			\$0.00		\$0.00	
Travel For Staff Training			\$0.00		\$0.00	
<b>PlayworksU Foundations</b>						
			Included At No Additional Charge for A.4, or A.6 through A.19		Included At No Additional Charge for A.4, or A.6 through A.19	
A.20 Subscription			\$0.00		\$0.00	
<b>TOTAL</b>			<b>\$65,000.00</b>		<b>\$37,500.00</b>	
Less: Early payment discount for A.1 and A.3 if paid in full by 10/31/19					-\$1,125.00	
<b>GRAND TOTAL</b>					<b>\$36,375.00</b>	

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# Fee Schedule

## Payment Terms & Details

Playworks payment detail:			
<b>Fee Total</b>	<b>The total fee for selected Playworks service (s) is:</b>		<b>\$37,500</b>
<b>Payment Terms</b>	Playworks fees are fixed, and may not be prorated, regardless of program start or end date. Payment on all invoices is due within 30 days of invoice date. Please make all checks payable to Playworks Education Energized		
<b>Payment Schedule</b>	<b>For full year services:</b>	<b>A.1 Coach (full-time), A.2 Coach (part-time) and A.3 TeamUp</b>	
	Following payment schedule options	Full year: invoiced by 9/1/2019	
		Semester: 50% invoiced by 9/1/2019 and 50% by 1/20/2020	
		Quarterly: 4 equal payments invoiced in 9/2019, 11/2019, 1/2020 and 4/2020	
	<b>For all other services</b>	<b>A.4 - A.20</b>	
		Customer to be invoiced upon services rendered	

Customer payment detail:			
<b>Customer Fee funding sources</b>	<b>Source</b>	<b>Amount</b>	<b>Notes</b>
	Categorical funds		
	General purpose funds		
	PTA/PTO		
	Other		
<b>Customer Accounts Payable detail</b>	Contact Name		
	Contact Title		
	Address		
	Email Address		
	PO#		
	<b>Additional detail</b>		

Confirmed and agreed:

PLAYWORKS EDUCATION ENERGIZED

Signature: \_\_\_\_\_ Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_ Print Name: \_\_\_\_\_

Title: \_\_\_\_\_ Title: \_\_\_\_\_

Date: \_\_\_\_\_ Date: \_\_\_\_\_