

**PERRIS UNION HIGH SCHOOL DISTRICT**

**AGREEMENT FOR PROFESSIONAL CONSULTANT SERVICES**

THIS AGREEMENT, made and entered into this 22nd day of June, 2017, by and between the Perris Union High School District of Riverside County, California hereinafter referred to as "District," and Sigma Beta XI, Inc., hereinafter referred to as "Consultant".

**WITNESSETH:**

WHEREAS, it is the desire of the Governing Board of the District to contract with Consultant to Provide additional educational, behavioral, and emotional services to students that are at risk. Sigma Beta XI will focus on working with students in four areas:

- 1) Raise student achievement
- 2) Improve school attendance
- 3) Reduce suspension rate
- 4) Create support systems for students.

The goal of both Sigma Beta XI and the District is to close the achievement gap between our African American male; Women of Color and Foster Students sub-group and the general population through mentoring, tutoring, parent engagement, life skills training, and home visitations. In addition, Sigma Beta XI will work with District Administration to develop an African American Parent Council.

Sigma Beta XI will provide a year-end evaluation and report to District leadership and the Board of Trustees. The success of the program will be measured by increased grade point averages for the identified students, a decline in suspensions, an increase in attendance, and increased volunteer and life skills training hours.

WHEREAS, in consideration of the mutual promises of the parties hereto, the District hereby retains the Consultant upon the terms and conditions set forth, and the Consultant hereby accepts said retention and agrees to render the services upon said terms and conditions.

1. **TERM:** The term of this Agreement shall be for a period of One Year commencing July 1, 2017, and terminating June 30, 2018, unless terminated earlier pursuant to Section 15.
2. **INCORPORATED DOCUMENTS:** Sigma Beta XI, Inc. Mentoring Funding Proposal
3. **SCOPE OF WORK:** As directed by the District, the Consultant agrees to the following:
  - A. Consultant shall provide the following services:  
Provide all services listed within attached Sigma Beta XI, Inc. Mentoring Funding Proposal.
4. **DISTRICT DESIGNEE:** Consultant shall provide its Services and Products to Marilyn Saucedo, Assistant Superintendent, who is the District's designee in this matter ("District's Designee"). All Services and Products shall be subject to the approval of District's Designee.
5. **EXPENSES:** Consultant agrees and understands that some travel may be required, at Consultant's expense, to District school sites and/or to other locations. These travel expenses are not reimbursable and shall be considered to be an ordinary expense of this Agreement. Consultant shall not invoice the District for travel time from home office to a District location.

The Consultant shall assume all ordinary expenses incurred in the performance of this Agreement. Such ordinary expenses shall include, without limitation, document reproduction expenses, travel expenses, and telephone charges. Services and expenses that are above the ordinary and may be required shall not be reimbursable unless authorized in writing by the District's Designee, and shall be covered by addendum to this Agreement.

6. **SUBCONTRACTORS**: Consultant shall hire any subcontractors needed to provide the Services and/or the Products, which subcontractors shall be subject to approval by the District. Any subcontractor(s) shall be at no additional expense to the District, and shall be paid from the Consultant's own resources and billings.
7. **INDEPENDENT CONTRACTOR**: It is expressly understood and agreed to by both parties hereto that the Consultant, and any of its employees or subcontractors while engaged in carrying out and complying with any of the terms and conditions of this Agreement, is an independent contractor and is not an officer, agent or employee of the District. Consultant shall determine the means, method and details of providing the Services and/or the Products. Subject to this Agreement, Consultant retains the right to provide similar or different Services or Products for others during the term of this Agreement. Consultant shall pay all wages, salaries, benefits and other amounts due its employees and sub-consultants, and shall be responsible for all reports and obligations respecting its employees and sub-consultants.
8. **ASSIGNMENT**: Consultant shall not assign this Agreement or any interests therein without the prior written approval of the District. Any such attempt to assign or sublet this Agreement without District approval shall be invalid.
9. **CONFIDENTIALITY**: Consultant and all personnel designated by Consultant to perform under this Agreement shall maintain the confidentiality of all information received while providing the Services and/or the Products. This requirement shall extend beyond the effective termination or expiration date of this Agreement.
10. **EXECUTION OF CONTRACT**: Consultant shall not commence providing Services and/or the Products under this Agreement until it has provided evidence satisfactory to the District that it has secured all insurance required under Exhibit "A". In addition, Consultant shall not allow any subcontractor to commence work on any subcontract until it has provided evidence satisfactory to the District that the subcontractor has secured all insurance required under this section and Exhibit "A".
11. **INDEMNIFICATION**: Consultant shall defend, indemnify and hold the District, its officials, officers, employees, volunteers and agents free and harmless from any and all claims, demands, causes of action, costs, expenses, liability, loss, damage or injury, in law or equity, to property or persons, including wrongful death, in any manner arising out of or incident to any alleged acts, omissions or willful misconduct of Consultant, its officials, officers, employees, agents, consultants and contractors arising out of or in connection with the performance of the Services and/or the Products or this Agreement, including without limitation the payment of all consequential damages and attorney's fees and other related costs and expenses. Consultant shall defend, at Consultant's own cost, expense and risk, any and all such aforesaid suits, actions or other legal proceedings of every kind that may be brought or instituted against District, its directors, officials, officers, employees, agents or volunteers. Consultant shall pay and satisfy any judgment, award or decree that may be rendered against District or its directors, officials, officers, employees, agents or volunteers, in any such suit, action or other legal proceeding. Consultant shall reimburse District and its directors, officials, officers, employees, agents and/or volunteers, for any and all legal expenses and costs incurred by each of them in connection therewith or in enforcing the indemnity herein provided. Consultant's obligation to indemnify shall not be restricted to insurance proceeds, if any, received by the District, its directors, officials, officers, employees, agents or volunteers.
12. The Services and/or Products required for the performance of the Services under this Agreement must be provided to the District's Designee no later than ten (10) days before the expiration of the term of the Agreement or at intermediate dates as requested by District's Designee. Failure to do so will result in the District withholding payment of progress or final invoice of Consultant until said Services and/or the Products are received by the District's Designee.
13. **FEE**: For Services and Products provided under the Agreement, the District will pay Consultant an amount not to exceed \$80,000.00 per Section 7: Budget of the attached Sigma Beta XI, Inc. Mentoring Proposal.
14. **CONDUCT**: Consultant shall provide all Services and Products under this Agreement in a skillful and competent manner, consistent with the standards generally recognized as being employed by others in the same profession in California. Consultant represents and warrants that all employees and subcontractors have sufficient skill and experience to perform the Services and/or the Products assigned to them.
15. **TERMINATION**: This Agreement may be terminated by District, for any reason, during the life of this Agreement, by giving thirty (30) days' notice to Consultant. Said notice shall be in writing and shall be delivered to the addresses listed for the Consultant. Consultant may terminate this Agreement only if District breaches this Agreement and shall give 30 days' written notice to District of its termination. Such notice shall be delivered to the District's Designee and shall set forth reasons for the termination.

16. **FISCAL YEAR:** Consultant understands and agrees that this Agreement may involve services to be performed in different school fiscal years. While it is the intent of the District to utilize the Consultant continuously throughout the term irrespective of fiscal year, Consultant and District agree and acknowledge that all services in fiscal years subsequent to the fiscal year of Agreement execution is contingent upon availability of continued funding.
17. **AUTHORITY:** In accordance with California Education Code Section 17604, this Agreement is not valid or an enforceable obligation against the District until approved or ratified by motion of the Governing Board duly passed and adopted.
18. **ENTIRE AGREEMENT:** It is understood and agreed that this Agreement sets forth the entire understanding of the parties regarding the subject matter thereof, and no modification or amendment to this Agreement shall be binding unless said modification or amendment is in writing and duly executed with the same formality as this Agreement itself. This Agreement shall be binding on the successors and assigns of the parties.
19. **PERMITS & LICENSES:** Consultant shall, during the term of this Agreement, obtain and maintain all licenses, certificates, permits and approvals of whatever nature that are legally required to provide the Services and/or Products.
20. **GOVERNING LAW:** This Agreement shall be governed by the laws of the State of California.
21. **COMPLIANCE:** Consultant shall keep itself fully informed of and in compliance with all local, state and federal laws, rules and regulations in any manner affecting the provision of the Services and/or the Products, including all Cal/OSHA requirements, and shall give all notices required by law. Consultant shall be liable for all violations of such laws and regulations in connection with providing the Services and/or the Products. If the Consultant performs any work knowing it to be contrary to such laws, rules and regulations and without giving written notice to the District, Consultant shall be solely responsible for all costs arising therefrom. Consultant shall defend, indemnify and hold District, its officials, directors, officers, employees and agents free and harmless, pursuant to the indemnification provisions of this Agreement, from any claim or liability arising out of any failure or alleged failure to comply with such laws, rules or regulations.
22. **RECORDS:** Consultant shall maintain complete and accurate records with respect to all costs and expenses incurred under this Agreement. All such records shall be clearly identifiable. Consultant shall allow a representative of District during normal business hours to examine, audit, and make transcripts or copies of such records and any other documents created pursuant to this Agreement. Consultant shall allow inspection of all work, data, documents, proceedings, and activities related to the Agreement for a period of three (3) years from the date of final payment under this Agreement.
23. **FINGERPRINTING:** This contract is subject to the provisions of Education Code Section 45125.1. Consultants' employees are required to submit fingerprints to the Department of Justice where an employee may come into contact with students at any site. The Department of Justice will ascertain whether the employee has a pending criminal proceeding for a violent or serious felony or has been convicted of a violent or serious felony as they are defined in Penal Code Sections 667.5c and 1192.7c respectively. Consultant shall not permit an employee to come in contact with students until the Department of Justice has ascertained that the employee has not been convicted of a felony as defined in Education Code Section 45122.1. Consultant shall certify in writing to the District that none of its employees who may come in contact with students have been convicted of a felony as defined in Education Code Section 45122.2. District may request the removal of an employee from a site at any time. Failure to comply with this provision may result in termination of the Contract.
24. **NONDISCRIMINATION:** It is the policy of the District that in connection with all work performed under contracts, there be no discrimination against any prospective or active employee engaged in the work because of race, color, ancestry, national origin, religious creed, sex, age, or marital status. Each Contractor agrees to comply with applicable Federal and California laws including, but not limited to, The California Fair Employment Practice Act, beginning with Government Code Section 12900, Labor Code Section 1735, and Title 5, Division 1, Chapter 1, Subchapter 4 of the California Code of Regulations. In addition, each Contractor agrees to require like compliance by any subcontractors employed on the work by him.
25. **WORKERS' COMPENSATION:** In accordance with the provisions of Section 3700 of the Labor Code, Contractor shall secure the payment of compensation to his employees.
26. **WAIVER:** No waiver of any default shall constitute a waiver of any other default or breach, whether of the same or other covenant or condition. No waiver, benefit, privilege, or service voluntarily given or performed by a party shall give the other party any contractual rights by custom, estoppel, or otherwise.

*Consultant has all requisite power and authority to conduct its business and to execute, deliver, and perform the Agreement. Each party warrants that the individuals who have signed this Agreement have the legal power, right, and authority to make this Agreement and bind each respective party.*

IN WITNESS THEREOF, the parties hereto have executed this Agreement on the date written above:

**CONSULTANT:**

\_\_\_\_\_  
Type or Print Consultant's Name

\_\_\_\_\_  
Consultant's Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Consultant's Address

\_\_\_\_\_  
City                      State      Zip

\_\_\_\_\_  
Phone                      Fax

\_\_\_\_\_  
Consultant's Email Address

**DISTRICT:**

\_\_\_\_\_  
Type or Print District Approver's Name

\_\_\_\_\_  
District Approver's Signature

\_\_\_\_\_  
District Approver's Title

\_\_\_\_\_  
Date

## **EXHIBIT "A" - Insurance Requirements**

A. Minimum Requirements. Consultant shall, at its expense, procure and maintain for the duration of this Agreement insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the Agreement by the Consultant, its agents, representatives, employees or subcontractors. Consultant shall also require all of its subcontractors to procure and maintain the same insurance for the duration of the Agreement. Such insurance shall meet at least the following minimum levels of coverage:

B. Minimum Scope of Insurance. Coverage shall be at least as broad as the latest version of the following: (A) *General Liability*: Insurance Services Office Commercial General Liability coverage (occurrence form CG 0001); (B) *Automobile Liability*: Insurance Services Office Business Auto Coverage form number CA 0001, code 1 (any auto); and (C) *Workers' Compensation and Employers' Liability*: Workers' Compensation insurance as required by the State of California and Employer's Liability Insurance.

C. Minimum Limits of Insurance. Consultant shall maintain limits no less than: (A) *General Liability*: \$1,000,000 per occurrence for bodily injury, personal injury and property damage. If Commercial General Liability Insurance or other form with general aggregate limit is used, either the general aggregate limit shall apply separately to this Agreement/location or the general aggregate limit shall be twice the required occurrence limit; (B) *Automobile Liability*: \$1,000,000 per accident for bodily injury and property damage; and (C) *Workers' Compensation and Employer's Liability*: Workers' compensation limits as required by the Labor Code of the State of California. Employers Liability limits of \$1,000,000 per accident for bodily injury or disease.

D. Professional Liability.[INCLUDE IF APPLICABLE] Consultant shall procure and maintain, and require its sub-consultants to procure and maintain errors and omissions liability insurance appropriate to their profession. Such insurance shall be in an amount not less than \$1,000,000 per claim, and shall be endorsed to include contractual liability.

E. Insurance Endorsements. The insurance policies shall contain the following provisions, or Consultant shall provide endorsements on forms supplied or approved by the District to add the following provisions to the insurance policies:

(1) General Liability. The general liability policy shall be endorsed to state that: (A) the District, its directors, officials, officers, employees, agents and volunteers shall be covered as additional insured with respect to the Services and/or the Products or operations performed by or on behalf of the Consultant, including materials, parts or equipment furnished in connection with such work; and (B) the insurance coverage shall be primary insurance as respects the District, its directors, officials, officers, employees, agents and volunteers, or if excess, shall stand in an unbroken chain of coverage excess of the Consultant's scheduled underlying coverage. Any insurance or self-insurance maintained by the District, its directors, officials, officers, employees, agents and volunteers shall be excess of the Consultant's insurance and shall not be called upon to contribute with it.

(2) Automobile Liability. The automobile liability policy shall be endorsed to state that: (A) the District, its directors, officials, officers, employees, agents and volunteers shall be covered as additional insureds with respect to the ownership, operation, maintenance, use, loading or unloading of any auto owned, leased, hired or borrowed by the Consultant or for which the Consultant is responsible; and (B) the insurance coverage shall be primary insurance as respects the District, its directors, officials, officers, employees, agents and volunteers, or if excess, shall stand in an unbroken chain of coverage excess of the Consultant's scheduled underlying coverage. Any insurance or self-insurance maintained by the District, its directors, officials, officers, employees, agents and volunteers shall be excess of the Consultant's insurance and shall not be called upon to contribute with it.

(3) Workers' Compensation and Employers Liability Coverage. The insurer shall agree to waive all rights of subrogation against the District, its directors, officials, officers, employees, agents and volunteers for losses paid under the terms of the insurance policy which arise from work performed by the Consultant.

(4) All Coverages. Each insurance policy required by this Agreement shall be endorsed to state that: (A) coverage shall not be suspended, voided, reduced or canceled except after thirty (30) days prior written notice by certified mail, return receipt requested, has been given to the District; and (B) any failure to comply with reporting or other provisions of the policies, including breaches of warranties, shall not affect coverage provided to the District, its directors, officials, officers, employees, agents and volunteers.

F. Other Requirements. All insurance required by this Section shall contain standard separation of insureds provisions. In addition, such insurance shall not contain any special limitations on the scope of protection afforded to the District, its directors, officials, officers, employees, agents and volunteers. Any deductibles or self-insured retentions must be declared to and approved by the District. Consultant shall guarantee that, at the option of the District, either: (A) the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects the District, its directors, officials, officers, employees, agents and volunteers; or (B) the Consultant shall procure a bond guaranteeing payment of losses and related investigation costs, claims and administrative and defense expenses. Insurance is to be placed with insurers with a current A.M. Best's rating no less than A:VIII, licensed to do business in California, and satisfactory to the District. Consultant shall furnish District with original certificates of insurance and endorsements effecting coverage required by this Agreement on forms satisfactory to the District. The certificates and endorsements for each insurance policy shall be signed by a person authorized by that insurer to bind coverage on its behalf, and shall be on forms provided by the District if requested. All certificates and endorsements must be received and approved by the District before work commences. The District reserves the right to require complete, certified copies of all required insurance policies, at any time.



# SIGMA BETA XI, INC.

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## YOUTH AND FAMILY SERVICES

### **MENTORING FUNDING PROPOSAL**

Submitted to: Perris Union High School District

**This proposal is intended to meet the individual needs of targeted economic disadvantaged, Young Men and Women of Color, and foster students.**

**Student sub-groups served:**

Economic Disadvantaged Students; Young Men and Women of Color; Foster Students

**Location of service delivery:**

School-site; Public library; During student's enrollment in 21st CCLC After School program; Community center.

**Length of each session:**

Sessions range from 60 to 120 minutes that includes a minimum of 60 minutes of homework assistance and intervention activities.

**Hourly cost rate per student:**

10- 20

**Mentoring schedule:**

1 to 2 times a week

**Grades to be served:**

7; 8; 9; 10; 11; 12

**Transportation provided to students from school to mentoring off-site facility:**

No

**Transportation provided to students from mentoring off-site facility to home:**

As Needed

**Proposed # of students and parents to be served:**

70 - 100

**Total Cost:**

\$80,000



# SIGMA BETA XI, INC.

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## YOUTH AND FAMILY SERVICES

### **1. NEED FOR THE PROJECT**

Today more than one in five children in California live in poverty and one quarter of California's K-12 students are English learners. Poor students, Young Men and Women of Color, Foster students, and English learners are over-represented among students scoring at the lowest levels and under-represented among the highest scoring. These achievement gaps between poor and non-poor and among various ethnic groups have over several decades been the catalyst for many laws and education reforms. Sigma Beta Xi Inc. seeks to assist school districts in providing additional educational, behavioral, and emotional services that meets the individual needs of Title I and Local Control and Accountability Plan (LCAP) targeted populations.

### **FOCUS AREA 1: STUDENT ACHIVEMENT**

Many students find themselves without the motivation to achieve both in and outside of the classroom. By establishing sustained and trusting relationships, students are more likely to request and accept academic assistance and advice. Through incremental steps, students will place more value in their education and begin to establish positive goals overtime.

### **FOCUS AREA 2: SCHOOL ATTENDANCE**

The attendance rate is important. Students are more likely to succeed in academics when they attend school consistently. It's difficult for the teacher and the class to build their skills and progress if a large number of students are frequently absent. In addition to falling behind in academics, students who are not in school on a regular basis are more likely to get into trouble with the law and cause problems in their communities.

### **FOCUS AREA 3: SUSPENSION REDUCTION**

Evidence from prospective studies shows that school suspension can have serious unintended negative consequences for the suspended student. These unintended consequences include intensifying academic difficulties, school drop-out, disengagement from school, student alienation, crime and delinquency, and alcohol and drug use. In two recent papers, it has been shown that school suspension increases the likelihood of the student engaging in antisocial behavior and violent behavior 12 months later.

### **FOCUS AREA 4: SUPPORT SYSTEMS**

The goal of the Educational Support System is to provide students with additional assistance needed for them to succeed or be challenged in the general education environment. Disadvantaged, Young Men of Color, and foster students are in need of additional support systems in order to provide a positive school climate. Researchers have found that a positive school climate can help solve many issues affecting students. Studies find that it decreases absenteeism, suspensions, substance abuse, and bullying, and increases students' academic achievement, motivation to learn, and psychological well-being. It can even mitigate the negative effects of self-criticism and socioeconomic status on academic success.



# SIGMA BETA XI, INC.

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## YOUTH AND FAMILY SERVICES

### 2. INTERVENTION SERVICES

**Mentoring:** Each student will receive group or one-on-one mentoring. All students will have a trained mentor who will meet with them for a minimum of one hour a week for a full academic year. Mentors will also be available to conduct school and class visits to provide additional positive reinforcement. Researchers have found that youth ages 10 to 16 whose relationships lasted at least one year experienced substantial benefits, with significant improvements in feelings of self-worth, perceived social acceptance, perceived scholastic competence, the value placed on school, and the quality of relationships with parents as well as decreases in drug and alcohol use as compared with non-mentored youths. Given the barriers to advancement they face, young males are particularly in need of these developmental supports.

**Support System:** Many disadvantaged, Young Men and Women of Color, and foster youth do not have the support of their families or positive role models to guide them towards success. Sigma Beta Xi provides positive social and educational environments that students can draw strength and support from in order to stay focused and work through life's challenges.

**School Readiness:** Sigma Beta Xi Inc. will collaborate with the school district and identify community resources to provide additional tutoring and assistance to ensure that students are passing their classes and taking the requisite courses at the appropriate level of rigor to ensure that they are on track academically for high school graduation and qualify for institutions of higher learning. Students will also be encouraged to enroll in AVID programs and participate in college visits throughout the academic year. Each student will receive monthly formative academic feedback to establish monthly academic goals and identify additional educational needs. **Timely feedback** provided throughout a learning experience is referred to as "formative" assessment (as opposed to "summative" assessment that occurs at the end of a learning experience only). Researchers assert that appropriate and systematic use of formative assessment could drastically improve the achievement of U.S. students.

**Extracurricular Activities:** Students will be provided with weekly and weekend extracurricular activities. Extracurricular activities provide a channel for reinforcing the lessons learned in the classroom, offering students the opportunity to apply academic skills in a real-world context, and are considered part of a well-rounded education. Recent research suggests that participation in extracurricular activities may increase students' sense of engagement or attachment to their school, and thereby decrease the likelihood of school failure and dropping out. These activities offer opportunities for students to learn the values of teamwork, individual and group responsibility, physical strength and endurance, competition, diversity, and a sense of culture and community.





# SIGMA BETA XI, INC.

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## YOUTH AND FAMILY SERVICES

**Parent Advisory Councils:** Sigma Beta Xi will assist district/school leadership in supporting **African American Parent Advisory Councils** to provide parents with the best opportunity and resources to help their child succeed in school. The goal of the Parent Engagement Program is to increase student achievement by engaging and empowering parents, and other stakeholders, to become actively involved in their children's education. Parents will be informed of and encouraged to participate in Parent Advisory Councils, Parenting Classes, Parent Resource Centers, access to affordable healthcare, and access to community resources to obtain food and mental health services.

**Student Climate Support:** Sigma Beta Xi will assist school leadership and BSU advisors in providing culturally responsive Restorative Practices to African American students to increase school climate and sense of community.

### 3. INTEGRATION OF SERVICES

Staff will work collaboratively with school counselors and social workers to identify students who need services, establish a referral system, and coordinate with outside service agencies. A special emphasis will be placed on the coordinate with the County Department of Public Social Services and Probation to provide additional support and stability.

### 4. MEASURABLE OUTCOMES:

The success of the program can be measured by the rise in G.P.A. scores, decline in suspensions, rise in attendance, and increased volunteer and life skill training hours.

### 5. EVALUATION

Sigma Beta Xi will provide a year-end evaluation and report annually to district leadership and board of education. The year-end report will provide a detailed analytic comparison of all program activities, including, grades, attendance, and school discipline. The report will also evaluate how well the program has met the proposed objectives. All programs and activities will be examined, and recommendations will be made for program modifications, as necessary. In general, the evaluation will examine how the program impacted each student.

### 6. FEE SCHEDULE

Each Academy is two hours in length per week. The district agrees to compensate in four equal installments of \$20,000 for the months of July, December, March and June.



# SIGMA BETA XI, INC.

## YOUTH AND FAMILY SERVICES

### 7. BUDGET

Mentoring Program Budget		
Line Item	Calculation	Amount
<b>Salaries &amp; Wages</b>		
<b>Full time work</b>		
Administration/AAPAC		\$25,200
<b>Part time work</b>		
Group Mentors	4 mentors x 30 hrs. x 36 weeks x \$12/hrs.	\$51,840
<b>total salaries &amp; wages</b>		<b>\$77,040</b>
<b>Contracted Services</b>		
<b>total contracted services</b>		<b>\$0</b>
<b>Supplies &amp; Materials</b>		
Weekly Meeting Materials	Paper, pencils, activity supplies	\$1,000
<b>total supplies &amp; materials</b>		<b>\$1000</b>
<b>Other</b>		
Fingerprinting	4 mentors x \$115	\$460
Parent and Community Events		\$1,500
<b>total other</b>		<b>\$1,960</b>
<b>TOTAL BUDGET</b>		<b>\$80,000</b>