

Office of Purchasing and Supply Services  
 Facilities Administration Building  
 13300 Old Marlboro Pike, Room 20  
 Upper Marlboro, MD 20772  
 301-952-6560 Fax: 301-952-6605

AMENDMENT NO. 2

February 8, 2021

Gallup, Inc.  
 1001 Gallup Drive  
 Omaha, NE 68102  
 Tel: 402.938.6617  
 Fax: 402.484-4350  
 Email: janet\_gibbon@gallup.com

Buyer: Donna Parks  
 Phone: 301.952.6567  
 Fax: 301.952.6605  
 Email: [donna.parks@pgcps.org](mailto:donna.parks@pgcps.org)

**Subject: RFP 021-19 WORKPLACE CULTURE AND TALENT DEVELOPMENT**

1. This amendment (the "Amendment") is made by The Board of Education of Prince George's County and Gallup, Inc. to the agreement dated May 15, 2019 (the "Agreement").
2. The purpose of Amendment No. 1 is to:
  - Specify services/activities to be undertaken via this amendment
  - Extend the End Date of Contract to September 30, 2021
  - Clarify delivery of courses and payment dates in accordance with Attachment No. 1.
 Note: Delivery of courses and schedule of payments are subject to change in coordination with End User and Vendor.

Item Description	Continued Services/ Activities from Original NOA/Amendment No. 1	Added or Deleted Activities/Services
1:1 Principal Coaching Sessions (48 unused calls) <i>(Applied \$12,720 previously paid)</i>	\$0	
Gallup Student Poll Workshops & Webinar 2 - 90 minute Webinar for Principals and APs 1 - 90 minute Webinar for TL & Counselors	\$15,000	
Year Two Student Engagement Survey Administration via Custom Poll	\$45,000	
Year Two Family Engagement Survey Administration	\$52,125	
Gallup Access Subscription, including Year Two Employee Engagement Survey Administration	\$87,252	
<b>Total Continuing Activities. Note: Funding already captured in the Original NOA and/or Amendment No. 1 for the above courses/activities. Services to be paid upon delivery of courses.</b>	<b>\$199,377</b>	

Gallup Global Strengths Coach Cohort for up to 24 attendees (added)		\$68,500
LHPT Course (added)		\$27,500
Creating an Engaging Workplace for Managers (added)		\$12,500
<b>SubTotal New Activities Added to the Contract</b>		<b>\$108,500</b>
Workplace Culture Impact Analysis		\$0
District Identity Audit (deleted)		(\$29,000)
CliftonStrengths Discovery Sessions (10 unused @\$7,500) (deleted)		(\$75,000)
<b>SubTotal Activities Deleted from the Contract</b>		<b>(\$104,000)</b>
<b>Total New Activities Added to the Contract</b>		<b>\$108,500</b>
<b>Total Activities Deleted from the Contract</b>		<b>(\$104,000)</b>
<b>Total Amount Amendment No. 2 Added to the Contract</b>		<b>\$4,500</b>

**OLD ESTIMATED TOTAL VALUE OF THIS CONTRACT  
AS DETAILED IN AMENDMENT NO. 1**

**TOTAL ESTIMATED AMENDMENT NO. 2**

**NEW ESTIMATED TOTAL CONTRACT VALUE**

**\$1,392,575.05**

**\$4,500.00**


**\$1,397,075.05**


3. Except as set forth in this Amendment, the Agreement is unaffected and shall continue in full force and effect in accordance with its terms set in the original agreement.

ACCEPTED BY:

**FOR THE FIRM:**

**FOR THE BOARD OF EDUCATION:**

 February 10, 2021  
SIGNATURE DATE

 02/10/2021  
SIGNATURE DATE

Janet Gibbon  
NAME

Keith Stewart  
NAME:

Education Consultant  
TITLE

Director, Purchasing & Supply Services  
TITLE

Gallup  
FIRM

FOR THE BOARD OF EDUCATION  
OF PRINCE GEORGE'S COUNTY  
UPPER MARLBORO, MARYLAND 20772

[Redacted Signature]

02/10/2021

SIGNATURE

DATE

Mark Fossett

NAME:

Associate Superintendent for Supporting Services

TITLE

FOR THE BOARD OF EDUCATION  
OF PRINCE GEORGE'S COUNTY  
UPPER MARLBORO, MARYLAND 20772

[Redacted Signature]

02/10/2021

SIGNATURE

DATE

Barry Stanton

NAME:

Chief Operating Officer

TITLE

FOR THE BOARD OF EDUCATION  
OF PRINCE GEORGE'S COUNTY  
UPPER MARLBORO, MARYLAND 20772

**Attachment No. 1**

Gallup will invoice the above amount of **\$203,877** in the following schedule:

<b>Payment #1- Based on time of delivery of services</b>	
Year Two Student Engagement Survey Administration via Custom Poll	\$22,500
Year Two Family Engagement Survey Administration	\$26,062.50
Gallup Access Subscription, including Year Two Employee Engagement Survey Administration	\$43,626
<b>Total to be billed</b>	<b>\$92,188.50</b>

<b>Payment #2- Based on time delivery of services</b>	
Year Two Student Engagement Survey Administration via Custom Poll	\$22,500
Year Two Family Engagement Survey Administration	\$26,062.50
Gallup Access Subscription, including Year Two Employee Engagement Survey Administration	\$43,626
<b>Total to be billed</b>	<b>\$92,188.50</b>

<b>Professional Learning (courses and workshops) will be billed upon completion. Remaining cost savings is applied here.</b>	
<b>Course</b>	<b>Cost</b>
Gallup Student Poll Workshops & Webinar 2 - 90 minute Webinar for Principals and APs 1 - 90 minute Webinar for TL & Counselors	\$15,000
Gallup Global Strengths Coach Cohort for up to 24 attendees	\$68,500
LHPT Course	\$27,500
Creating an Engaging Workplace for Managers	\$12,500
Total	\$123,500
Cost Savings	(\$104,000)
<b>Total to be billed</b>	<b>\$19,500</b>

**Signature:** Janet Gibbon  
Janet Gibbon (Feb 11, 2021 10:59 EST)

**Email:** janet\_gibbon@gallup.com