

Cover Sheet is an Internal Document for Business Office Use

Please Type

Contractor full name: Trifecta Ecosystems, Inc.

Doing Business As, if applicable: Farm2X

Business Address: 225 Oak St., New Britain, CT 06051

Business Phone: 860-740-2104

Business email: eric@trifectaecosystems.com

Funding Source & Acct # including location code: SIG, 2531-6393-56694-0066

Principal or Supervisor: Cari Strand

Agreement Effective Dates: From <u>01/09/2024</u>. To <u>06/30/2024</u>.

Hourly rate or per session rate or per day rate.

Total amount: \$75,000

Description of Service: Please provide a <u>one or two sentence description</u> of the service. *Please do not write "see attached."*

Trifecta/Farm2X will plan, build, and install an additional garden and outdoor education/community area. They will provide plants, consumables, parts, and maintenance, and will run a dedicated elective class taught by a Farm2X educator and aligned directly with program goals around entrepreneurship, community development, and outreach in local food ecosystems.

| Submitted by: | Cari Strand | Phon | ne: 475-220-6200 | |
|---------------|-------------|--------|------------------|--|
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Memorandum

To:

New Haven Board of Education Finance and Operations Committee

From:

Cari Strand, HSC Building Leader

Date:

5 December 2023

Re:

SIG-Funded Agreement with Trifecta Ecosystems, Farm2X Services

Please <u>answer all questions and attach any required documentation as indicated below</u>. Please have someone **ready to discuss** the details of each question during the Finance & Operations meeting or this proposal might not be advanced for consideration by the full Board of Education.

- 1. Contractor Name: Trifecta Ecosystems, Inc.
- 2. **Description of Service**: Trifecta/Farm2X will plan, build, and install an additional garden and outdoor education/community area. They will provide plants, consumables, parts, and maintenance, and will run a dedicated elective class taught by a Farm2X educator and aligned directly with program goals around entrepreneurship, community development, and outreach in local food ecosystems.
- 3. **Amount** of Agreement and hourly or session cost: \$75,000 total for equipment, installation, 1 course with instructional materials, and related services outlined in estimate attached.
- 4. Funding Source and account number: SIG, 2531-6393-56694-0066
- 5. Approximate number of staff served through this program or service: 5 to 10
- 6. Approximate number of students served through this program or service: 276

7. Continuation/renewal or new Agreement?

Answer all questions:

- a. If continuation/renewal, has the cost increased? If yes, by how much? Continuation (expansion). Costs are based upon specific services, so they aren't comparable to past agreement costs.
- b. What would an alternative contractor cost: Sole source (letter attached)
- c. If this is a continuation, when was the last time alternative quotes were requested? Sole source
- d. For new or continuation: is this a service existing staff could provide. If no, why not? No, our faculty will work with Farm2X, but they cannot take lead on construction, materials, or the startup for our farming equipment

8. Type of Service:

Answer all questions:

- a. Professional Development? Trifecta/Farm2X will work with HSC faculty to ensure that we can maintain our new resources beyond the scope of this agreement
 - i. If this is a professional development program, can the service be provided by existing staff? If no, why not? No. We do not have the expertise at this time to lead this work.
- b. After School or Extended Hours Program? No
- c. School Readiness or Head Start Programs? No
- d. Other: (Please describe): Trifecta/Farm2X will work directly with teachers and students as outlined in the scope of services. They will provide labor and guidance for set-up and implementation of the farming programs and resources provided.

9. Contractor Classification:

Answer all questions:

- a. Is the Contractor a Minority or Women Owned Business? No
- b. Is the Contractor Local? No
- c. Is the Contractor a Not-for-Profit Organization? If yes, is it local or national? No
- d. Is the Contractor a public corporation? No
- e. Is this a renewal/continuation Agreement or a new service? Continuation
- f. If it is a renewal/continuation has cost increased? If yes, by how much? New services
- g. Will the output of this Agreement contribute to building internal capabilities? If yes, please explain: This agreement will support our existing programming in all science classes including Phy-Chem, Biology, Chemistry, and AP Environmental Studies, as well as Health (nutrition), English 2 (Social Justice Symposium), and Current Events: Focus on Environment. Further, it will be a resource for our WILD (Wilderness Inspired Leadership Development) program and our Environmental Stewardship Production Company (student-led class). Finally, it will provide another much-needed elective course.
- 10. Contractor Selection: In this section, please describe the selection process, including other sources considered and the rationale for selecting the contractor. Please answer all questions:
 - a. What specific skill set does this contractor bring to the project? Please attach a copy of the contractor's resume if an individual or link to contractor website if a company: i. www.Trifectaecosystems.com
 - ii. Farm2X (Trifecta Ecosystems) has been working with schools in Connecticut and New England since 2012 centered on aquaponics, hydroponics, and urban farming. Farm2X was chosen for their first NHPS project by former principal Bob McCain as he worked with them when he was at CREC school district. HSC will be the first New Haven high school to work with Trifecgta. Trifecta Ecosystems was given a Sole Source Designation due to their expertise in planning, implementing, and maintaining school wide farm aquaponic, hydroponic, and raised bed gardens.
 - b. How was the Contractor selected? Quotes, RFP/RFQ, Sealed Bid or Sole Source designation from the City of New Haven Purchasing Department? Sole source (letter attached)

- c. Is the contractor the lowest bidder? If no, why? Why was this contractor selected? N/A
- d. Who were the members of the selection committee that scored bid applications? N/A
- e. If the contractor is Sole Source, please attach a copy of the Sole Source designation letter from the City of New Haven Purchasing Department. Attached

11. Evidence of Effectiveness & Evaluation

Answer all questions

- a. What specific need will this contractor address and how will the contractor's performance be measured and monitored to ensure that the need is met? Trifecta Ecosystems provides meaningful and authentic learning experiences. As HSC is a Project-Based Learning school, it is a particularly good fit for our existing programming and allows us to create rigorous learning experiences that also address students' social emotional needs by building connections with nature and nutrition needs through the garden harvests. We will measure success by surveying teachers and students, monitoring use, and evaluating harvests. We will also look at attendance and graduation rate data.
- b. If this is a **renewal/continuation service** attach a copy of the evaluation or archival data that demonstrates effectiveness. Our work with Trifecta is relatively new. We will have meaningful data by the end of this school year.
- c. How is this service aligned to the District Continuous Improvement Plan? Goal 3: Development of the Whole Child: meaningful and authentic learning experiences have been proven to improve attendance; connecting with nature is a social emotional learning strategy. Goal 4: Preparation for College, Career, and Life: working with the ecosystems provides students with experiences related to careers in agriculture and related fields, as well as hands-on learning aligned with our current curriculum and the potential for new and engaging units.
- 12. Why do you believe this Agreement is fiscally sound? The price is reasonable for all that Trifecta brings to this work: the physical systems, as well as expertise, curriculum, and on-going support.
- 13. What are the implications of not approving this Agreement? Fewer opportunities for hands-on, cross-curricular/interdisciplinary learning experiences. Fewer opportunities for students to study environmental justice, nutrition, gardening/farming, life cycles, chemical reactions, and more.

Rev: 8/2021



AGREEMENT By And Between The New Haven Board of Education AND

Trifecta Ecosystems (Farm2X)

FOR DEPARTMENT/PROGRAM:

High School in the Community (HSC)

This Agreement entered into on the __5_ day of _December __ 2023, effective (<u>no sooner than the day after Board of Education Approval</u>), the 9th_day of _January 2024_, by and between the New Haven Board of Education (herein referred to as the "Board" and, __Trifecta Ecosystems (Farm2X) __located at, _225 Oak St., New Britain, CT 06051 _ (herein referred to as the "Contractor".

Compensation: The Board shall pay the contractor for satisfactory performance of services required the amount of \$\frac{75,000}{25,000} \quad per \frac{day, hour or session, for a total of \frac{3 classes/week for one semester and additional services outlined in scope of service, including outdoor education/community area.

The maximum amount the contractor shall be paid under this agreement: <u>Seventy-five thousand</u> dollars (\$75,000). Compensation will be made upon submission of <u>an itemized invoice which includes a detailed description of work performed and date of service. Compensation will be a 50% deposit to start the project, 50% after raised beds are completed. All invoices will <u>include a detailed</u> description of work performed and date of service.</u>

Fiscal support for this Agreement shall be by <u>SIG</u> Program of the New Haven Board of Education, Account Number: 2531 -6393 -56694 Location Code: 0066.

This agreement shall remain in effect from <u>9 January 2024</u> to <u>30 June 2024</u>.

SCOPE OF SERVICE: Please provide brief summary of service to be provided. Trifecta/Farm2X will plan, build, and install an additional garden and outdoor education/community area. They will provide plants, consumables, parts, and maintenance, and will run a dedicated elective class taught by a Farm2X educator and aligned directly with program goals around entrepreneurship, community development, and outreach in local food ecosystems.

Exhibit A: Scope of Service: Please attach contractor's detailed Scope of Service on contractor letterhead with all costs for services including travel and supplies, if applicable.

Exhibit B: Student Data and Privacy Agreement: Attached

APPROVAL: This Agreement must be approved by the New Haven Board of Education *prior to service start date*. Contactors <u>may begin service no sooner than the day after Board of Education approval</u>.

HOLD HARMILESS: The Contractor shall insure and/or indemnify the Board and its members, employees and agents against all claims, suits, and expenses, including reasonable attorney's fees, in connection with loss of life, bodily injury or property damage arising from any neglect act or omission of the Contractor or its employees or agents. Further, the Contractor covenants and agrees that it shall hold the Board and its members, employees and agents harmless against any and all claims, suits judgments of any description whatsoever caused by the Contractor' breach of this agreement or based upon the conduct of the Contractor, or its agents or its employees or arising out of in connection with their activities under this agreement.

TERMINATION: The Board may cancel this agreement for any reason upon thirty (30) days' written notice sent to the Contractor by certified U.S. mail, return receipt requested; provided however, that the Board shall be responsible to the Contractor for all services rendered by the Contractor through the last day of thirty (30) day notice period, as long as the Agreement was approved by the Board prior to the start date of service.

| Contractor Signature | President New Haven Board of Education |
|---------------------------------|---|
| 12/5/2023 | |
| Date | Date |
| Eric Francis, CEO | |
| Contractor Printed Name & Title | |

Revised: 8/2021



EXHIBIT B

STUDENT DATA PRIVACY AGREEMENT SPECIAL TERMS AND CONDITIONS

For the purposes of this Exhibit B "directory information," "de-identified student information," "school purposes," "student information," "student records," "student- generated content," and "targeted advertising" shall be as defined by Conn. Gen. Stat.§10-234aa.

- 1. All student records, student information, and student-generated content (collectively, "student data") provided or accessed pursuant this Agreement or any other services agreement between the Parties are not the property of, or under the control of, the Contractor.
- 2. The Board shall have access to and the ability to delete student data in the possession of the Contractor except in instances where such data is (A) otherwise prohibited from deletion or required to be retained under state or federal law, or (B) stored as a copy as part of a disaster recovery storage system and that is (i) inaccessible to the public, and (ii) unable to be used in the normal course of business by the Contractor. The Board may request the deletion of any such student information, student records or student-generated content if such copy has been used by the operator to repopulate accessible data following a disaster recovery. The Board may request the deletion of student data by the contractor within two (2) business days of receiving such a request and provide to the Board confirmation via electronic mail that the student data has been deleted in accordance with the request, the date of its deletion, and the manner in which it has been deleted. The confirmation shall contain a written assurance from the Contractor that proper disposal of the data has occurred in order to prevent the unauthorized access or use of student data and that deletion has occurred in accordance with industry standards/practices/protocols.
- 3. The Contractor shall not use student data for any purposes other than those authorized pursuant to this Agreement.
- 4. A student, parent or legal guardian of a student may review personally identifiable information contained in student data and correct any erroneous information, if any, in such student data. If the Contractor receives a request to review student data in the Contractor's possession directly from a student, parent, or guardian, the Contractor agrees to refer that individual to the Board and to notify the Board within two (2) business days of receiving such a request. The Contractor agrees to work cooperatively with the Board to permit a student, parent, or guardian to review personally identifiable information in student data that has been shared with the Contractor, and correct any erroneous information therein.

- 5. The Contractor shall take actions designed to ensure the security and confidentiality of student data.
- 6. The Contractor will notify the Board, in accordance with Conn. Gen. Stat. § 10-234dd, when there has been an unauthorized release, disclosure or acquisition of student data. Such notification will include the following steps:

Upon discovery by the Contractor of a breach of student data, the Contractor shall conduct an investigation and restore the integrity of its data systems and, without unreasonable delay, but not more than thirty (30) days after such discovery, shall provide the Board with a more detailed notice of the breach, including but not limited to the date and time of the breach; name(s) of the student(s) whose student data was released, disclosed or acquired; nature of and extent of the breach; and measures taken to ensure that such a breach does not occur in the future.

- 7. Student data shall not be retained or available to the Contractor upon expiration of the contract between the Contractor and Board, except a student, parent or legal guardian of a student may choose independently to establish or maintain an electronic account with the Contractor after the expiration of such contract for the purpose of storing student-generated content.
- 8. The Contractor and Board shall each ensure their own compliance with the Family Educational Rights and Privacy Act of 1974, 20 U.S.C. § 1232g, as amended from time to time.
- 9. The Contractor acknowledges and agrees to comply with the above and all other applicable aspects of Connecticut's Student Data Privacy law according to Connecticut General Statutes §§ 10-234aa through 10-234dd.
- 10. The Parties agree that this Agreement controls over any inconsistent terms or conditions contained within any other agreement entered into by the Parties concerning student data.

Revised: 10/2/18



Farm 2X Proposal: High School in the Community, New Haven, CT

Prepared By: Eric Francis, CEO

School Year: 2023-2024
Total Project Cost: \$75,000

Project Overview

Trifecta Ecosystems (Farm2X) is pleased to present this expansion proposal to High school in the Community (HSC) for their 2023-24 school year. Building upon the work that Trifecta and HSC completed during the 2022-23 where four (4) growing systems were built and operational. The growing systems are two (2) hydroponic systems, an aquaponic system, and a large outdoor raised bed garden. All were designed and implemented to increase onsite food production for student, teacher, and community consumption. During the 2022-23 school year, students and teachers were able to seed, grow, and harvest produce which they in turn used in school wide taste testing activities.

The work presented in this proposal will build on and expand the impact that these growing systems have on the students and community alike. Included in this proposal are three (3) components which will enhance existing infrastructure:

- 1. Farm2X Garden Design/Build Services:
 - a. Additional garden and outdoor classroom/community area
- 2. Farm2X Garden Maintenance Services:f
 - a. Plants, consumables, parts, and maintenance
- 3. Farm2X Education Services:
 - a. Ongoing teacher support
 - b. Dedicated class taught by Farm2X Educators and their industry partners
 - i. "Entrepreneurship, Community Development, and Customer Discovery in Local Food Ecosystems"

Farm2X Garden Design/Build Services

As part of the continued commitment to connect HSC to the social impact of local food ecosystems, Farm2X will be designing additional garden area. As part of the initial project, Farm2X provides designs of different raised bed garden spaces which HSC Staff and leadership were able to choose from. During this phase of the development, Farm2X will be designing for the following design features:

1. Additional Garden Space for Berry Bush Patch/ Pollinator Garden





These design features will add to the aesthetic of the existing raised bed gardens while increasing opportunities for students and the community to interact with the outdoor garden areas.

Farm2X Garden Maintenance Services

Farm2X will be providing their yearly maintenance and servicing package for all of the garden systems at the school and will include the following:

- 1. Bi-weekly onsite maintenance visits
- 2. One (1) Garden maintenance Professional Development workshop for teachers & Staff
- 3. All system consumables for One (1) year
- 4. One (1) mechanical backup for each hydroponic and aquaponic system
- 5. Replacement seedlings & plants for all garden systems, determined by a planting plan designed with Farm2X staff and HSC staff.
- 6. Provide ongoing phone, video conferencing, in person, and email support during the installation process and for one (1) year after.

Farm2X Education Services:

Farm2X educational staff provide schools with both ongoing integrational support for their garden systems as well as bespoke class and curriculum designing and implementation. For the 2023-24 school year Farm2X will be providing the following services to HSC:

- 1. Bi-weekly onsite teacher support, activity development, and implementation
- 2. Remote phone and email support
 - a. Asynchronous curriculum & Activity development tools
- 3. Community Engagement activities development and implementation
 - a. Centered on garden system integration
- 4. New class development & Integration
 - a. Farm2X certified teachers will implement the course once design is finalized.
 - i. See initial outline of course to be finalized with Farm2X & HSC Staff.

All services outlined in this proposal are for the 2023-24 school year.





Thank you for this opportunity to expand your project and please see the additional sample course outline below.

Sample Course for Local Food Ecosystems

Title: Entrepreneurship, Community Development, and Customer Discovery in Local Food Ecosystems

This course aims to provide high school students with a comprehensive understanding of entrepreneurship, community development, and customer discovery within the context of local food ecosystems. Through practical lessons and engaging activities, students will learn to identify challenges and opportunities in the local food industry, develop an entrepreneurial mindset, and cultivate innovative solutions for local food challenges.

The course emphasizes the importance of customer discovery to understand and validate customer needs, ensuring that local food ventures are tailored to address the community's preferences and requirements. Students will explore the process of ideation to generate creative and feasible business ideas that prioritize sustainability, community well-being, and local food security.

By developing comprehensive business plans and marketing strategies, students will learn to align their objectives with the goals of the local food ecosystem and engage customers effectively within the community. The course will also delve into social entrepreneurship, encouraging students to explore opportunities for creating ventures that have a positive impact on food security and community development.

Additionally, students will gain insights into funding options and financial management for local food ventures, ensuring responsible resource allocation for sustainable growth. Ethical considerations will be woven throughout the course, encouraging students to adopt socially and environmentally responsible practices in their entrepreneurial journey.

By the end of the course, students will have a deeper understanding of how entrepreneurship, community development, and customer discovery intersect in the local food ecosystem. They will be equipped with the knowledge and skills to create ventures that contribute positively to their communities while addressing pressing local food challenges.







| Modules | Topics Covered | Assessment | |
|---|---|--|--|
| 1. Introduction to Local Food Ecosystems and Entrepreneurship | - Importance of local food ecosystems in community development - Role of entrepreneurship in driving sustainable local food initiatives - Identifying challenges and opportunities in the local food industry | Quiz on key concepts related to local food ecosystems and entrepreneurship Class discussions to evaluate students' understanding of the role of entrepreneurship in community development | |
| 2. Entrepreneurial Mindset and Local Food Innovation | - Cultivating an entrepreneurial mindset and creativity - Promoting innovation and problem-solving for local food challenges - Building resilience and taking calculated risks in the local food context | Individual or group presentations on innovative local food solutions Creativity exercises and problem-solving activities with peer evaluation | |
| 3. Customer Discovery in Local Food | - Understanding the customer discovery process - Identifying and validating customer needs and pain points - Conducting effective customer interviews and feedback collection | - Students conduct mock customer interviews and present their findings - Evaluation of students' ability to identify and validate customer needs through feedback collection | |
| 4. Ideation and Local Food Opportunities | - Generating ideas for local food entrepreneurial ventures - Evaluating feasibility | - Students present their local food business ideas with a focus on feasibility and impact | |

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| | and potential impact of local food business ideas - Exploring innovative solutions to address community needs in the local food ecosystem | - In-class brainstorming sessions and idea evaluation exercises |
|--|---|---|
| 5. Local Food Business Planning and Strategy | - Developing comprehensive business ideas for local food ventures | - Written business canvases with a community development focus |
| | Aligning business objectives with local food ecosystem goals Emphasizing sustainability and community development in business strategy | - Peer review and feedback on the alignment of objectives with local food ecosystem goals |
| 6. Marketing and Customer Engagement in Local Food | - Designing effective marketing strategies for local food products and services - Leveraging branding and storytelling to engage customers within the community - Fostering customer loyalty and building relationships in the local food context | Marketing campaign presentations for local food ventures Evaluation of branding and storytelling strategies in promoting local food products |
| 7. Social Entrepreneurship in Local Food | - Understanding social entrepreneurship and its impact on the local food industry - Analyzing successful social enterprises that contribute to food | - Research-based presentations on successful social enterprises in the local food industry - Analysis of potential social impact of students' |

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| | security and community well-being | proposed social ventures |
|--|--|---|
| | - Identifying opportunities for sustainable social ventures in the local food ecosystem | |
| 8. Funding and Financial Management for Local Food Entrepreneurs | - Exploring funding options for local food ventures | - Budgeting exercises and financial planning scenarios |
| | - Managing financial resources responsibly and sustainably in the local food industry | - Written reflections on responsible financial resource allocation for social impact |
| | - Budgeting and financial planning for social impact in the local food ecosystem | |
| 9. Ethical Considerations in Local Food Entrepreneurship | - Examining ethical implications of local food entrepreneurial decisions | - Class debates on ethical dilemmas related to local food entrepreneurship |
| | - Integrating social and environmental responsibility into local food business practices | - Ethical case studies with students proposing solutions and justifications |
| | - Promoting transparency and accountability within the community | |
| 10. Scaling and Sustainable Growth in Local Food Ventures | - Strategies for scaling local food businesses while maintaining social and environmental impact | - Group projects on scaling strategies for local food businesses - Presentation of plans for |
| | - Addressing challenges and opportunities in expanding local food | maintaining social and environmental impact during expansion |

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| ventures | |
|---|--|
| - Leveraging partnerships for sustainable growth within the local food ecosystem | |



MEMORANDUM

BUREAU OF PURCHASES CITY OF NEW HAVEN

Michael V. Fumiatti, Purchasing Agent 200 Orange Street, New Haven, Connecticut 06510 Telephone (203) 946-8201 Facsimile (203) 946-8206



SLSRC # 29283x

DATE: March 15, 2021

TO:

Phillip Penn

CFO BoE

FM:

Michael V. Fumiatti,

Purchasing Agent

RE:

Sole Source - Trifecta Ecosystems Urban Farming integration

I have received your sole source request for the above referenced vendor and purpose. This is the only known entity to provided this proven service of various ecological farming methods.

Therefore, pursuant to Section 74(d)(i) of the City Charter, I hereby designate the above referenced vendor as the "Sole Source" vendor for the above referenced purpose. Please prepare the appropriate procurement documents and include this Sole Source letter with your request.

While all else remains the same, this sole source does not expire.

Please note any non-competitively bid contract which is \$100,000.00 or greater may require Board of Alderman approval.

Any questions, please feel free to contact me @ x8201.

cc:

Carl Carangelo - BOE

Arami Martinez - Accounts Payable

A/P Staff

File