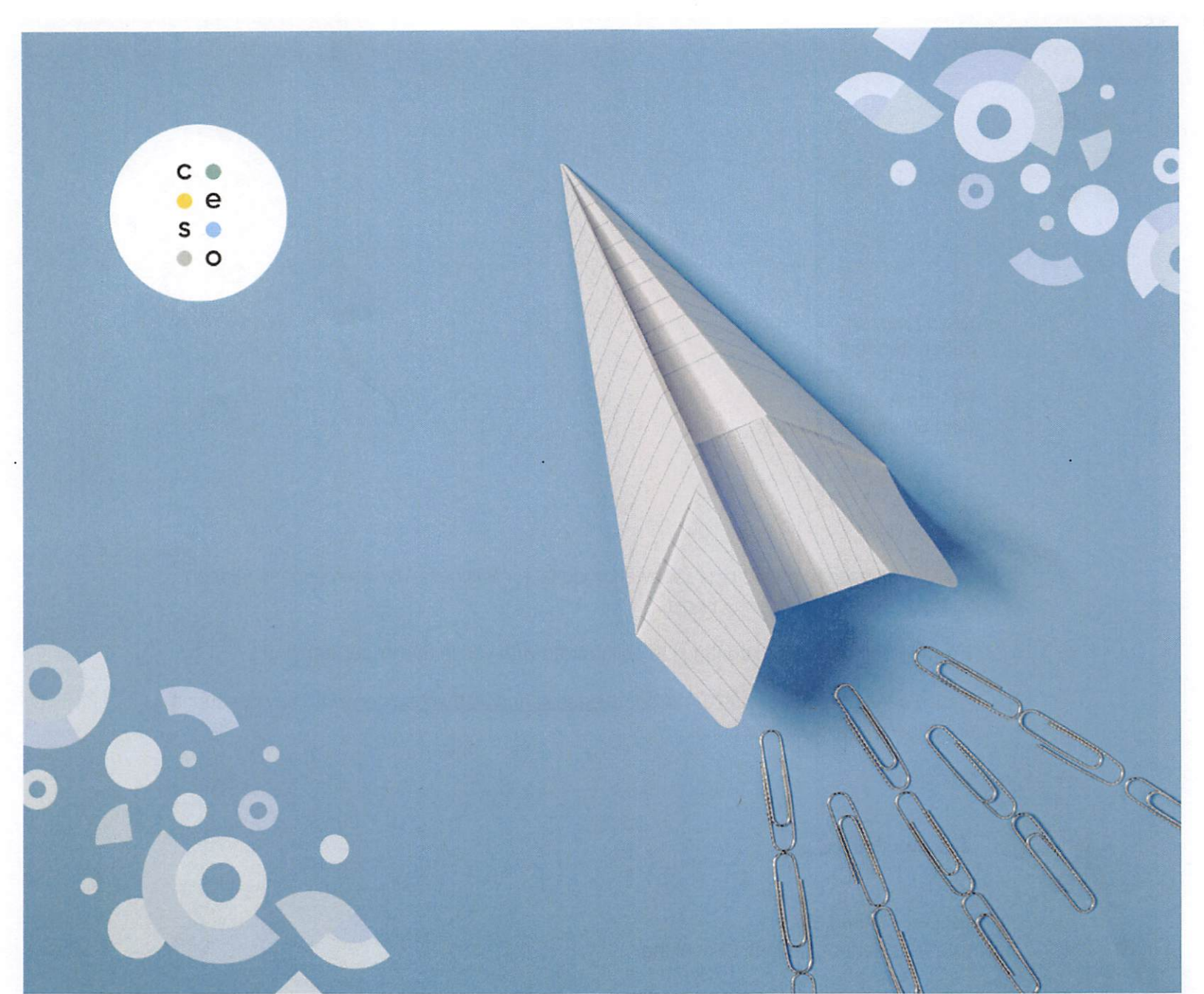




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Rocori Public Schools

Renewal Proposal for Business Management & Support Services

August 11, 2026

Prepared by:
DeeDee Kahring | Vice President of Finance Consulting
The Center for Effective School Operations



August 11, 2026

Kevin Enerson
Superintendent
Rocori Public Schools
534 5th Ave N
Cold Spring, MN 56320

Dear Kevin,

CESO is pleased to present our renewal proposal for *Business Management and Support Services* for Rocori Public Schools.

We would be honored to continue to collaborate with you in this important work.

Please contact me at 612-720-4142 or deedee.kahring@theceso.com with any questions or concerns about our proposal.

Sincerely,

DeeDee Kahring, SFO
Vice President of Finance Consulting



CESO Overview •

The Center for Effective School Operations, LLC (CESO) began as a transportation organization in 2008. Today, CESO is a full-service consulting, management, and staffing partner across key operational areas including: Child Nutrition, Communications, Facilities, Finance, Human Resources, Technology, and Transportation. Nearly 100 CESO employees help foster exceptional environments where leaders can optimize daily operations and implement long-term success for their communities. Our founding beliefs are **curiosity**, **inclusivity**, and **sincerity**, and these values drive our approach to support our clients.

CESO offers organizations a unique set of advisory and operational capabilities. Our consultants are seasoned school district operational leaders and specialists who understand both instructional leadership and district operations, giving us a deep understanding of the challenges faced by school districts. Our proactive team uses client input, our analytical frameworks, and the space to rethink what's possible to provide clients with the best options to address the unique opportunities within their organizations.

We work with large and small districts nationwide to provide consulting, management and staffing services. More than 270 clients in 37 states have utilized our effective, customized approach. CESO is headquartered in Minneapolis, Minnesota, and our team is primarily based out of this location.

- **CESO Consulting Services:** Whether an assessment, project, or ongoing thought and strategy partnership, we begin with our client's story and then incorporate multiple perspectives, client goals, our own core values of inclusivity, curiosity, and sincerity, and the team's expertise to create tailored solutions with achievable plans.
- **CESO Management Services:** We partner alongside our clients to do the project implementation work *with* their teams, delivering results through prioritization, collaboration, and accountability.
- **CESO Staffing Services:** We do the implementation work *for* our clients, providing interim or long-term staffing support from executive or director-level roles to specialists. Our team of experts brings decades of operational experience combined with a passion for education.

Our strength is the seamless integration of all operational areas with multiple levels of support. We know operations are critical for success and often interwoven. CESO is a resource for today, tomorrow, and the years ahead.



Scope of Services •

CESO agrees to provide Professional Business Management and Support Services to Rocori Public Schools according to the job summary listed below.

CESO will complete the work virtually, but on-site work will be offered as mutually agreed upon.

Business Manager & Support Services

To support the District's financial management responsibilities, CESO will provide *Business Manager and Support Services* to help ensure continuity, stability, and effective financial operations. CESO will provide experienced business office support and oversight to assist the District with key financial management functions, including but not limited to, the following:

- Provide oversight and support of the District's business services
- General Ledger maintenance and monthly review, including applicable journal entries
- Recording and managing of revenue and receivables
- Oversight of payroll functions, including taxes, deductions, reporting, and reconciliations
- Monthly bank reconciliations of all accounts
- Accounts payables and purchasing administration, including credit card program facilitation and reconciliations
- Monthly financial reporting to the Board or Superintendent as requested
- Support and guidance around the District's federal compliance program
- Annual Audit in partnership with the independent audit firm
- Cash flow monitoring and analysis
- Budget development, long-range financial planning, and budget communication to administration and School Board as needed
- Costing models maintenance and updates in support of the District's negotiations strategy with various bargaining units
- Current policies/procedures review and operations improvement recommendations
- The Business Manager will attend School Board, Finance Committee and administrative team meetings as required by the school district.
- Other business office-related functions as mutually agreed upon.



Pricing & Terms of Contract •

CESO will provide Rocori Public Schools with *Business Manager and Support Services* in accordance with the following arrangements.

Business Manager and Support Services:

- Renewal Contract effective October 1, 2026
- Total annual cost effective October 1, 2026 - September 30, 2027: **\$111,456/year**
 - Monthly payments: **\$9,288/month**
- Monthly invoices will be issued to the District on the first day of each month for that month's services and are payable within 30 days of the invoice date (Net 30).
- Either party may terminate the agreement on September 30, 2027 with 90 days of written notice. If the contract is not terminated on September 30, 2027, a new 1-year term will begin for the next year (October 1-September 30) with a 3% increase. Termination can be made at the end of any term (September 30) with 90 days of written notice, as defined in the General Conditions.
- Applicable travel costs will be billed for mileage at the current IRS rate.
- This proposed agreement is good for 15 days from August 11, 2026.



Authorization to Proceed

Please sign and return a copy of this contract as authorization to proceed. I have carefully reviewed the above contract and I authorize CESO to proceed with the proposed pricing and contract terms outlined in this agreement.

Kevin Enerson
Superintendent
Rocori Public Schools
534 5th Ave N.
Cold Spring, MN 56320
enersonk@rocori.k12.mn.us

DeeDee Kahring, SFO
Vice President of Finance Consulting
Center for Effective School Operations
615 1st Ave. NE
Minneapolis, MN 55413
deedee.kahring@theceso.com

Authorized Signature

Authorized Signature

Authorized Print

Authorized Print

Date

Date

For Invoices:

Please include the name, title and email of the person at the District who should receive the monthly invoice for this contract.

Name of person receiving invoices

Title of person receiving invoices

Email address used for submitting invoices

Phone number for invoice questions



General Conditions

The following general conditions are made in part of CESO, LLC (the "professional") proposal (the "proposal"). The term "customer" refers to the school system for which the professional is providing services. To the extent that the proposal conflicts with the terms delineated in the general conditions, the terms in the general conditions shall control.

A. Responsibilities

- Professional will provide services as enumerated in the proposal with the care and skill ordinarily exercised by reputable members of its profession practicing under similar conditions during the period of this proposal and in the same locality.
- Customer will provide all information necessary and access to staff and facilities as needed so that work can be conducted by professional in an economical, timely and safe manner.
- The fees and reimbursable listed in the proposal is the amount owed to the professional for the products and services provided by professional under this agreement.
- Invoices will be submitted to customer monthly. The customer shall make payments no later than thirty days after receipt of the invoice. All invoices unpaid for over thirty days will bear interest and a collection fee of eighteen percent annually, compounded monthly. Payment may be withheld only if this agreement is breached, and a written notice has been provided within forty-five days of receiving the invoice that is in dispute.

B. Disputes

- Disputes under this agreement will be promptly resolved in good faith through negotiation. All claims, disputes, differences not resolved in accordance with the commercial rules of the American Arbitration Assoc. in effect at that time.

C. Indemnity & Insurance

- Professional shall indemnify and hold harmless Customer against losses, damages and claims, demands, actions, costs (including reasonable attorney fees), and fines of any kind resulting from any breach of this Agreement by Professional, its employees, agents, subcontractors or licenses, of their obligation under this Agreement, or from any negligence or misconduct by professional, its employees, agents, subcontractors or licensees, but only for the proportion of damages which is equal to Professional's proportion of the total fault which directly caused the damages.
- Customer shall indemnify and hold harmless Professional against losses, damages and claims, demands, actions, costs (including reasonable attorney fees), and fines of any kind resulting from any breach of this Agreement by Customer, its employees, agents, subcontractors or licenses, of their obligation under this Agreement, or from any negligence or



misconduct by Customer, its employees, agents, subcontractors or licensees, but only for the proportion of damages which is equal to Customer's proportion of the total fault which directly caused the damages.

- o Professional carries coverage and limits of liability insurance for the Professional's own negligence as required by law and district requirements.

These may include, but are not limited to the following:

- i. Workers Compensation
- ii. Employers' Liability
- iii. Comprehensive General Liability with the following coverage:
 - 1. Bodily Injury
 - 2. Property Damage
 - 3. Personal Injury
 - 4. General Aggregate
 - 5. Product
 - 6. Fire Damage
 - 7. Medical Expenses
- iv. Physical Loss insurance sufficient to cover loss or damage to Professional's owned or leased equipment.
- v. Professional Liability (claims made).
- vi. Contractor Pollution Liability (claims made).
- vii. Excess Umbrella Liability. Professional's Excess Umbrella Liability policy provides coverage in addition to each of the coverages listed above including Comprehensive General Liability, Professional Liability and Contractor Pollution Liability.