

From: [Daniel Burke](#)
To: [Kendra Johnson](#)
Cc: [David Burton](#); [Jennifer Novak](#); [Naté Hall](#)
Subject: Re: [External] NorthBay 2022-23 Residential Experience
Date: Wednesday, May 18, 2022 9:20:43 AM
Attachments: [E0616E5B7740453982B74B7925002CCC\[1786349\].png](#)

Greetings Kendra,

After discussing internally the idea of a day trip program for HCPSS students: we are not too keen on providing that type of program this school year for several reasons. The main reason being that our core program is a residential one and it has shown to be much more effective for students through 3-5 day participation. Logistically for us it is difficult to schedule and implement day programs while in and around the residential programs and it doesn't fit the long-term effectiveness we are striving for. Lastly, experience has shown that given all of the activities available through our facility/program, a day trip program where schools are only here for 3-4 hours maximum is not ideal.

We are open to discussing and negotiating a price point for the 3-day residential program. In the past, HCPSS has paid for Free and Reduced Meal students which has allowed our program to be available to all students wanting to attend, while the remaining portion of the cost has been handled by families/participating schools. Given that model, I feel confident that we could figure something out financially that would work for HCPSS so that all students could attend our program for SY 22-23. If you are still open to exploring this further. Please let me know.

Kind regards,

Dan Burke

On Tue, Apr 19, 2022 at 5:23 PM Kendra Johnson <Kendra_Johnson1@hcpss.org> wrote:

Greetings:

I hope all is well.

Can you share if NorthBay would be open to a one day experience for the 22-23 school year? If so, how much would this experience cost?

Thank you for your follow-up. Enjoy your day!

Kendra V. Johnson, J.D., Ed.D.

Community Superintendent (Area III)

Howard County Public School System

10910 Clarksville Pike

Ellicott City, MD 21042

Phone: 410.313.1543

"Without community, there is no liberation. - Audre Lorde"



From: [Daniel Burke](#)
Sent: Wednesday, March 23, 2022 8:30 AM
To: [Kendra Johnson](#)
Cc: [David Burton](#); [Jennifer Novak](#); [Naté Hall](#)
Subject: Re: [External] NorthBay 2022-23 Residential Experience

Hi Kendra,

The cost will remain the same next year as it is this year: \$225.00 per student for our 3day/2night residential experience.

Kind regards,

Dan Burke

On Mar 22, 2022, at 6:11 PM, Kendra Johnson <Kendra_Johnson1@hcpss.org> wrote:

Greetings:

I hope all is well.

Have the fees for services remained the same, gone up, gone down? Can you share the cost per student for the upcoming year?

Thank you in advance. Enjoy your day!

From: Kendra Johnson
Sent: Monday, March 21, 2022 2:49 PM
To: Daniel Burke <bburke@northbayadventure.org>
Cc: David Burton <David_Burton@hcpss.org>; Jennifer Novak <Jennifer_Novak@hcpss.org>; Naté Hall <Nate_Hall@hcpss.org>
Subject: RE: [External] NorthBay 2022-23 Residential Experience

Greetings:

I hope all is well.

Our budget will be the exact same for the upcoming school year. It will not be my recommendation that we resume any oversight trips as our funds do not allow such.

I am looking for a day experience within Howard County. However, this decision is not final.

I will discuss with internal stakeholders, and I will follow-up shortly.

Be well and safe. Enjoy your day!

Kendra

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"Without community, there is no liberation. - Audre Lorde"

<image001.png>

From: Daniel Burke <bburke@northbayadventure.org>
Sent: Monday, March 21, 2022 11:25 AM
To: Kendra Johnson <Kendra_Johnson1@hcpss.org>
Subject: [External] NorthBay 2022-23 Residential Experience

! CAUTION: This email originated from outside of HCPSS. Do not click links or open attachments, unless you recognize the sender and know the content is safe.

Hi Kendra,

Good morning and I hope you are doing well as we step into spring. I wanted to reach out to look ahead a little bit and hopefully discuss having HCPSS 6th graders return to NorthBay next school year for residential programming. Has there been any internal discussions on your end regarding residential trips next year for ODE? I also want to get in touch with you now as I'm sure budget discussions are already ongoing.

I'd love to hear from you when you get a chance and see if we can start planning for next year.

Thank you!

Dan

--

Daniel Burke

School Sales Manager

443-674-9025

NorthBay | North East, MD

www.northbayadventure.org

[NorthBay's Facebook](#)



--

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From: [Kendra Johnson](#)
To: [Daniel Burke](#)
Cc: [David Burton](#); [Jennifer Novak](#); [Naté Hall](#)
Subject: RE: [External] NorthBay 2022-23 Residential Experience
Date: Wednesday, March 23, 2022 12:32:45 PM

Thank you.

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Sent: Wednesday, March 23, 2022 8:30 AM
To: Kendra Johnson <Kendra_Johnson1@hcpss.org>
Cc: David Burton <David_Burton@hcpss.org>; Jennifer Novak <Jennifer_Novak@hcpss.org>; Naté Hall <Nate_Hall@hcpss.org>
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Be well and safe. Enjoy your day!

Kendra

Kendra V. Johnson, J.D., Ed.D.

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Howard County Public School System

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Ellicott City, MD 21042

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"Without community, there is no liberation. - Audre Lorde"

<image001.png>

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Dan

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[NorthBay's Facebook](#)



From: [Daniel Burke](#)
To: [Kendra Johnson](#)
Cc: [Jennifer Novak](#); [Jennifer R. Peduzzi](#); [David Burton](#)
Subject: Re: [External] Re: Follow-up Communication: NorthBay Education, Inc. and HCPSS
Date: Monday, August 30, 2021 9:30:24 AM

Hi Kendra,

Thank you for letting me know. We look forward to continuing our partnership with HCPSS schools and staff in the future. Have a wonderful week.

Dan Burke

On Thu, Aug 26, 2021 at 10:33 AM Kendra Johnson <Kendra_Johnson1@hcpss.org> wrote:
Greetings,

I hope all is well.

Yes - we are suspending overnight field trips until further notice. Further, we are not fiscally able to continue our partnership with NorthBay for the 2021-2022 school year. We will make a determination for subsequent years through a MS planning committee.

Be well and safe. Enjoy your day!

Dr. Kendra V. Johnson
Community Superintendent - Area 3

On Aug 26, 2021, at 10:07 AM, Daniel Burke
<bburke@northbayadventure.org> wrote:

Hi Kendra,

Good morning. I've had a couple of schools reach out to say that HCPSS will not be allowing overnight trips this school year. Can you confirm this for me? Also, is that decision for the entire school year 21-22 or is that something HCPSS will re-evaluate for the spring? Secondly, will day trips or extended day trips be an option for school this year?

Thank you!

Dan Burke

On Mon, Aug 16, 2021 at 10:13 AM Daniel Burke
<bburke@northbayadventure.org> wrote:

Thank you for the update. Have a great week!

Dan

On Mon, Aug 16, 2021 at 10:10 AM Kendra Johnson

<Kendra_Johnson1@hcpss.org> wrote:

Greetings:

I hope all is well.

We are meeting to make our final decisions this week. Therefore, I will provide an update soon thereafter.

Be well and safe. Enjoy your day!

Kendra V. Johnson, J.D., Ed.D.

Community Superintendent (Area III)

Howard County Public School System

10910 Clarksville Pike

Ellicott City, MD 21042

Phone: 410.313.1543

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From: Daniel Burke <bburke@northbayadventure.org>

Sent: Monday, August 16, 2021 10:08 AM

To: Kendra Johnson <Kendra_Johnson1@hcpss.org>

Cc: Jennifer Novak <Jennifer_Novak@hcpss.org>; Jennifer R. Peduzzi
<Jennifer_Peduzzi@hcpss.org>

Subject: Re: [External] Re: Follow-up Communication: NorthBay Education, Inc.
and HCPSS

Hi Kendra,

Good morning and I hope you had a great weekend. I am circling back to check in on the status of field trips to NorthBay for this school year and to see if there are any updates. Thank you so much for your time and I look forward to hearing from you at your earliest convenience.

Thank you! - Dan Burke

On Thu, Jul 15, 2021 at 2:10 PM Kendra Johnson

<Kendra_Johnson1@hcpss.org> wrote:

Ok - thank you.

I will reach out to individual contacts as I would like to have accurate

information for the current context.

Be well and safe. Enjoy your day!

Kendra V. Johnson, J.D., Ed.D.
Community Superintendent (Area III)
Howard County Public School System
10910 Clarksville Pike
Ellicott City, MD 21042
Phone: 410.313.1543

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From: Daniel Burke <bburke@northbayadventure.org>

Sent: Thursday, July 15, 2021 2:05 PM

To: Kendra Johnson <Kendra_Johnson1@hcpss.org>

Cc: Jennifer Novak <Jennifer_Novak@hcpss.org>; Jennifer R. Peduzzi
<Jennifer_Peduzzi@hcpss.org>

Subject: Re: [External] Re: Follow-up Communication: NorthBay Education, Inc. and HCPSS

Hi Kendra,

The list I sent you is a list of school districts that we have partnered with throughout the years. I cannot fully answer if all of the districts listed will send schools/students to NorthBay during the 21-22 SY at this time. I have begun contracting with Baltimore City, Cecil County, Dorchester County, Prince George's County currently for the 21-22 SY, so I am quite certain those districts will send students for this upcoming SY. If HCPSS sent schools for our residential program it would only be HCPSS schools on the dates that would be potentially contracted.

Does that make sense?

Dan

On Thu, Jul 15, 2021 at 1:54 PM Kendra Johnson

<Kendra_Johnson1@hcpss.org> wrote:

Greetings:

Thank you for your reply.

For the 21-22 school year, the school districts listed are all offering outdoor education at North Bay?

I want to be sure I fully understand as I went on school district websites, and I am unable to find out the information requested. I am preparing a report internally and I want to be sure to have accurate information.

Thank you for the clarification. Be well and safe. Enjoy your day!

Kendra V. Johnson, J.D., Ed.D.
Community Superintendent (Area III)
Howard County Public School System
10910 Clarksville Pike
Ellicott City, MD 21042
Phone: 410.313.1543

"Without community, there is no liberation. - Audre Lorde"
<Outlook-School Mgm.png>

From: Daniel Burke <bburke@northbayadventure.org>

Sent: Thursday, July 15, 2021 1:45 PM

To: Kendra Johnson <Kendra_Johnson1@hcpss.org>

Cc: Jennifer Novak <Jennifer_Novak@hcpss.org>; Jennifer R. Peduzzi
<Jennifer_Peduzzi@hcpss.org>

Subject: Re: [External] Re: Follow-up Communication: NorthBay Education, Inc. and HCPSS

Hi Kendra,

I hope you are well! Over the last 15-16 years of operation we have run residential programming for the following districts in Maryland.

Anne Arundel County
Alleghany County
Baltimore City
Baltimore County
Cecil County
Caroline County
Dorchester County
Garrett County
Howard County
Prince George's County
Queen Anne's County
Saint Mary's County
Somerset County
Washington County

We look forward to hearing back from you soon! Thank you.

Dan Burke

On Wed, Jul 14, 2021 at 1:49 PM Kendra Johnson
<Kendra_Johnson1@hcpss.org> wrote:

Greetings:

I hope all is well.

Can you please confirm which Maryland School Districts uses your facility for outdoor education? A few stakeholders requested this information.

Thank you, and enjoy your day!

Kendra V. Johnson, J.D., Ed.D.

Community Superintendent (Area III)

Howard County Public School System

10910 Clarksville Pike

Ellicott City, MD 21042

Phone: 410.313.1543

<6C0141BED4B74A7F96773A2C9C771220[71861008].png>

From: [Daniel Burke](#)

Sent: Friday, June 18, 2021 11:48 AM

To: [Kendra Johnson](#)

Cc: [Jennifer Novak](#); [Jennifer R. Peduzzi](#)

Subject: Re: [External] Re: Follow-up Communication: NorthBay Education, Inc. and HCPSS

Kendra,

Yes, our actual cost is \$264 per student. We would provide funding at \$39 per student through SAI funds. The price we would offer HCPSS would be \$225 per student for the 3 day programming.

Have a great weekend!

Dan Burke

On Fri, Jun 18, 2021 at 11:26 AM Kendra Johnson
<Kendra_Johnson1@hcpss.org> wrote:

Thank you very much for your reply.

The system is closed today, but I will review with the leaders on Monday.

Be well and safe. Enjoy your day!

Note:

So I am clear, can you please confirm the breakdown of the costs? For example, you have \$39.00 and \$225 equals the total student cost of \$264 per student.

Kendra V. Johnson, J.D., Ed.D.
Community Superintendent - Area 3

> On Jun 18, 2021, at 11:07 AM, Daniel Burke
<dburke@northbayadventure.org> wrote:

>

> ! CAUTION: This email originated from outside of HCPSS. Do not click links or open attachments, unless you recognize the sender and know the content is safe.

>

> Hi Kendra and Jennifer,

>

> My apologies for not sending this information to you on Wednesday. Thank you very much for taking the time last week to meet with Rick and I. Here is the pricing that we are proposing for our 3 day school year residential program. Our actual costs to run a 3 day program are \$264 per student. We would use state funds to lower that price to \$225 per student or \$75 per student/day. I've based an example below if one school sent 220 students to us. Student enrollments for some schools are less or more depending

on the school, but this should give a pretty good idea of total cost for one school. For your information only our cost for a 5 day program would be \$375.00 per student.

>

>

> PROPOSED RATES / DATES:

>

> Mon-Wed or Wed-Fri (3 Day trips)

> Quantity

> ACTUAL COST

> NB Funding

> Extended Price

> Item Total

>

>

> HCPSS Fall, Winter, or Spring 2021-2022

> Student Enrollment

> 220

> \$264.00 per student

> \$39.00

> \$225.00

> \$49,500.00

>

> Total: \$49,500.00

>

> NORTHBAY CONTRIBUTION @ \$8,580.00

>

>

>

> NB ACTUAL Cost \$264.00 per student - \$88 per student/day - \$58,080.00 total program cost based on 220 students.

>

> NB Subsidized cost \$225.00 per student - \$75 per student/day - \$49,500.00 total program cost based on 220 students/NB subsidizing through use of MSDE SAI Funds.

>

>

> Lastly, per our discussion last week on our MSDE sponsored NorthBay Accelerated program: I have attached a 1-2 page flyer with more information detailing that program. If HCPSS is interested in enrolling students in that program we are targeting students who are below benchmarks for reading/literacy. We would welcome the opportunity to serve students through that program as well. This is paid through MSDE and is a semester-long program. Please let me know if you have any questions regarding either programming.

>

>

> Thank you again for your time and I look forward to hearing back from you at your earliest convenience.

>
>
> Sincerely,
>
>
> Dan Burke
>
> On Jun 17, 2021, at 3:38 PM, Kendra Johnson
> <Kendra_Johnson1@hcpss.org<mailto:Kendra_Johnson1@hcpss.org>>
> wrote:
>
>
> Greetings Daniel:
>
> I hope all is well.
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> I am following up to our meeting last week.
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> Per our conversation, I was slated to receive an overview of
> expenses yesterday. While I know our schedules are all very
> dynamic, I am reaching out as we need to ascertain the feasibility
> of our school continuing our important outdoor education program.
> Schools would like to schedule their dates; however, we are unable
> to commit to a 5-day program. Further, we need to be extremely
> clear about funding. According to the Governor Hogan, many of
> the restrictions are being lifted so we are excited to review the
> materials as soon as possible.
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> We need adequate time to make an informed decision. Thank you
> in advance for your follow-up. Have a great day!
>
>
> Kendra V. Johnson, J.D., Ed.D.
>
> Community Superintendent (Area III)
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> Howard County Public School System
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> 10910 Clarksville Pike
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> "Without community, there is no liberation. - Audre Lorde"
>
> <Outlook-School Mgm.png>
>
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Daniel Burke
School Sales Manager

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From: [Kendra Johnson](#)
To: [Daniel Burke](#)
Cc: [Jennifer Novak](#); [Jennifer R. Peduzzi](#)
Subject: Re: [External] Re: Follow-up Communication: NorthBay Education, Inc. and HCPSS
Date: Friday, June 25, 2021 10:30:29 AM
Attachments: [Outlook-School Mgm.png](#)

Thank you, Daniel, for your prompt reply.

We are most appreciative of your ongoing engagement.

Be well and safe. Enjoy your day!

Kendra V. Johnson, J.D., Ed.D.
Community Superintendent (Area III)
Howard County Public School System
10910 Clarksville Pike
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Sent: Friday, June 25, 2021 10:26 AM
To: Kendra Johnson <Kendra_Johnson1@hcpss.org>
Cc: Jennifer Novak <Jennifer_Novak@hcpss.org>; Jennifer R. Peduzzi <Jennifer_Peduzzi@hcpss.org>
Subject: Re: [External] Re: Follow-up Communication: NorthBay Education, Inc. and HCPSS

Hi Kendra,

Good morning and Happy Friday! We are willing to offer an extended day trip as well as the 3day/2night option for this upcoming school year. Here is a very rough schedule for how this could look: We would have to settle on arrival and departure times and whether or not we would provide lunch and dinner on site or just lunch. We would offer a scaled down version of the 3 day program with a mix of environmental education lessons, team building/SEL components, and adventure elements. The cost would be \$60 per student for the extended day. I hope you have a great weekend and I look forward to hearing back from you at your earliest convenience. - Dan Burke

Location	Time	Lessons/Activities	Component
NorthBay	9-4pm, 10-5 pm, 10-6 pm	Envr Lessons/Issue Investigations	Envr
		Themes	SEL
		Adventure elements/Team building	Envr/SEL

On Tue, Jun 22, 2021 at 12:39 PM Kendra Johnson <Kendra_Johnson1@hcpss.org> wrote:
Thank you.

Enjoy your day!

Kendra V. Johnson, J.D., Ed.D.
Community Superintendent - Area 3

On Jun 22, 2021, at 12:36 PM, Daniel Burke <bburke@northbayadventure.org>
wrote:

Hi Kendra,

I hope you are well! I will bring up the extended day option and get back to you asap on whether or not we can offer that. I'll be in touch. Thanks!

Dan Burke

On Tue, Jun 22, 2021 at 11:44 AM Kendra Johnson <Kendra_Johnson1@hcpss.org>
wrote:

Greetings:

I hope all is well.

As we continue to respond to the needs of our community, does NorthBay offer or will Northbay be willing to offer an extended one-day program? We need options as we have families and staff members not willing to be stay away for an extended time. If so, please share the cost factor and program considerations. If not, please indicate such.

Be well and safe. Enjoy your day!

Kendra V. Johnson, J.D., Ed.D.
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HCPSS Fall, Winter, or Spring 2021-2022					
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NORTHBAY CONTRIBUTION @ \$8,580.00

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From: [Jennifer Novak](#)
To: [Daniel Burke](#)
Cc: [Wendy P. Ryan](#); [Kendra Johnson](#)
Subject: Re: [External] NorthBay Education, Inc. and HCPSS
Date: Thursday, May 27, 2021 8:27:06 AM
Attachments: [image001.png](#)
[image002.png](#)

Good morning,

Thank you for your patience. I would like to schedule a meeting. This next week is very hectic with high school graduations. Wendy Ryan, our executive assistant will work with you to schedule a meeting with me, Kendra Johnson, Community Superintendent, Area 3 schools, and one member of our secondary science office.

Due to our schedules, the meeting probably won't be able to be scheduled until the week of June 7.

Sincerely,

Jenny Novak
Director of Curriculum, Instruction, and Assessment
Howard County Public School System
410-313-6614
jennifer_novak@hcpss.org



From: Daniel Burke <bburke@northbayadventure.org>
Date: Tuesday, May 25, 2021 at 1:07 PM
To: Jennifer Novak <Jennifer_Novak@hcpss.org>
Subject: Re: [External] NorthBay Education, Inc. and HCPSS

Jenny,

I hope you had a nice weekend! Would it be possible to set up a meeting with you and anyone else who you would feel pertinent to invite in order to present different program options? In particular, we just received news that one of our program proposals to MSDE was just accepted and we are very excited to present that program to some of our longstanding partners. Is there a time over the next two weeks that would work for you to set up a zoom meeting?

Thank you again and I look forward to hearing from you.

Dan Burke

On Tue, May 18, 2021 at 9:17 AM Daniel Burke <bburke@northbayadventure.org> wrote:

Hi Jenny,

Thank you for the quick response. Throughout our history with HCPSS, we have contracted with individual schools for programming. I know we are an approved vendor for ODE and over the last 4-5 years as schools have attended there has been central funding for FARMS students. I would assume we have a partnership agreement, but either way we would probably want to amend or revisit that. Is there someone in purchasing that I should contact to confirm a current partnership agreement?

Thank you!

Dan Burke

On Tue, May 18, 2021 at 7:54 AM Jennifer Novak <Jennifer_Novak@hcpss.org> wrote:

Good morning,

We currently have a vacancy for our Coordinator of Secondary Science that also supports Student Service Learning, so in the interim, I am assuming those responsibilities as well. Did you have a formal Memorandum of Understanding/Partnership Agreement with HCPSS previously or are you looking to start one for the first time?

Sincerely,

Jenny Novak
Director of Curriculum, Instruction, and Assessment
Howard County Public School System
410-313-6614

jennifer_novak@hcpss.org



From: Daniel Burke <bburke@northbayadventure.org>

Date: Monday, May 17, 2021 at 3:35 PM

To: Jennifer Novak <Jennifer_Novak@hcpss.org>

Subject: [External] NorthBay Education, Inc. and HCPSS

! CAUTION: This email originated from outside of HCPSS. Do not click

links or open attachments, unless you recognize the sender and know the content is safe.

Greetings Ms. Novak,

I hope this email finds you doing well and that you are enjoying the weather today! I believe I met you briefly several years ago when you visited NorthBay while Dunloggin attended their trip. I am reaching out to see if you can help direct me to the best person or people to get in contact with (including yourself of course) to discuss NorthBay programming at the HCPSS central office level. I have had a little bit of contact with individual schools regarding trips/programming for next school year and it sounds like decisions have not yet been made on whether field trips will be allowed, which is understandable. Mainly, however, we would love to be able to set up a time to meet in order to revisit and reset our partnership with HCPSS since there has been limited contact due to the onset of the pandemic last year. We would like to update you on what we have been doing at the facility this past year and discuss programming for next year and beyond. If you could provide any insight on who best to communicate with to set this up, I would greatly appreciate it.

Thank you for your time and I hope you have a wonderful rest of the day.

Dan Burke

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Daniel Burke

School Sales Manager

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