



Petition to the National Alliance of Black School Educators Board of Directors Proposal for NABSE Cooperative Minority Vendor Initiative

Dear NABSE Board of Directors,

I am writing to formally propose the establishment of a Cooperative Partnership agreement between NABSE and minority vendors who have demonstrated their commitment to supporting our organization's mission and values over the years. This initiative embodies the principle of Ujamaa (cooperative economics) and aims to strengthen the educational ecosystem serving African American students through purposeful collaboration with African American and minority educational service providers.

Background and Rationale

As minority vendors, we have consistently supported NABSE's mission through attending the conference and offering our services and dedication to educational excellence. The establishment of a formal Cooperative Partnership would:

- Strengthen the economic fabric of our educational community
- Ensure quality service delivery through vetted partnerships
- Create sustainable relationships between NABSE and minority-owned businesses
- Generate additional resources for NABSE's continued growth and impact

Proposed Selection Criteria

To maintain the highest standards of service and integrity, we propose the following selection criteria for vendors:

- 1. Operational History and References**
 1. Documented history of service to educational institutions
 2. Minimum of two (2) references from NABSE District Administrators with whom the vendor has conducted business
 3. Demonstration of successful project completion and impact
- 2. Professional Standing**
 1. Full disclosure of any current, pending, or past litigation
 2. Clean business record with relevant regulatory bodies
 3. Proof of necessary licenses and certifications
- 3. Organizational Capacity**
 1. Evidence of equitable staffing practices
 2. Demonstrated ability to fulfill contract obligations
 3. Adequate infrastructure to support proposed services

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Financial Structure

The proposed partnership includes the following financial components:

1. Application Process

1. \$500 application fee for vendors
2. Biennial renewal requirement
3. Inclusion in NABSE's approved vendors list upon acceptance

2. Revenue Sharing

1. 5% donation to NABSE from each awarded contract amount
2. Transparent reporting and payment structure
3. Funds to support NABSE's educational initiatives

Benefits to NABSE

This partnership will provide NABSE with:

- Additional revenue stream through application fees and contract donations
- Quality-assured vendor network
- Strengthened relationship with minority business community
- Enhanced service delivery to member institutions
- Advancement of economic empowerment within our community

Benefits to Vendors

Participating vendors will receive:

- Official NABSE approved vendor status
- Access to NABSE network and opportunities
- Structured pathway for business growth
- Platform for demonstrating service quality
- Partnership in advancing educational excellence

District Leader Benefits

NABSE District Leaders who participate in the Cooperative Partnership program will receive:

1. Preferential Pricing Structure

1. 10% discount on all services from approved vendors
2. Additional 5% early commitment discount for contracts signed during Q4 for the following academic year
3. Volume-based pricing tiers for district-wide implementations

2. Enhanced Service Delivery

1. Priority scheduling and implementation timelines
2. Dedicated account manager for cooperative purchases
3. Complementary needs assessment and implementation planning

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District Leader Benefits (Continued)

NABSE District Leaders who participate in the Cooperative Partnership program will receive:

- 3. Professional Development Benefits**
 1. Access to vendor-provided thought leadership sessions
 2. Exclusive district leader roundtables with successful implementers
 3. Collaborative research opportunities with participating vendors
- 4. Resource Optimization**
 1. Shared resources across participating districts
 2. Access to best practices database
 3. Quarterly implementation success sharing sessions
 4. Cross-district collaboration opportunities
- 5. Quality Assurance**
 1. Standardized service level agreements
 2. Quarterly performance reviews
 3. Direct escalation pathway for concerns
 4. Guaranteed satisfaction or service adjustment

Implementation Timeline

We propose a phased implementation approach:

1. Initial review and approval by Board (60 days)
2. Development of operational procedures (90 days)
3. Pilot program launch (6 months)
4. Full program implementation (12 months)

Closing

This Cooperative Partnership agreement represents a significant opportunity to strengthen both NABSE and the minority business community while advancing our shared mission of educational excellence for African American students. Through this structured collaboration, we can create a sustainable model of cooperative economics that benefits all stakeholders.

Respectfully submitted,

Locha Brooks Founder and CEO 1st Class Educator, LLC
On Behalf of Named/Signature Stakeholders

CC: NABSE Executive Committee

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