

Memo: Contract Renewals

Date: Nov. 15, 2022

From: Amy Ford, VP of Strategic Partnerships

To: Ronson Chu & Laurie Jacobs, SBCCOG

**Summary:**

Silvernest and Homeshare South Bay's contract is due to expire on December 31, 2022. [Silvernest evolved its partnership options](#) in the summer of 2022, and therefore has a simplified and more cost-effective option for continuing our work together.

Silvernest recommends a Program Partnership for Homeshare South Bay beginning Jan. 1, 2023. [Details of this option can be found on our website](#) and are listed below for your convenience:

**Program Partnership**

\$2,500 per year, plus any sponsored Silvernest Plus subscriptions sold in 3-month Plus pack(s) of 20 subscriptions. Includes:

- ✓ One-hour refresh onboarding and training call with a Silvernest team member
- ✓ Continued hosting of customized/cobranding landing page
- ✓ Refreshed Friends of the Nest email with activation materials
- ✓ Continued access to the Silvernest Partner Resource Library
- ✓ Real-time signup notification emails
- ✓ Weekly and monthly report dashboard of activity
- ✓ Quarterly program check-in meetings

If this option is agreeable to the South Bay team, the next steps would include:

- Let us know how many Host and/or Homeseecker Plus subscriptions you'd like to sponsor
- We'll generate an invoice (payable by credit card or check) for the \$2,500 program partnership annual fee plus the cost of your desired number of sponsored subscriptions
- Instead of signing a contract, we now offer an easy way to accept our [Vendor Terms](#) when you pay the invoice.
- If you would prefer to do a contract instead, we would need to keep our existing contract as-is and update the Statement of Work to reflect the program partnership offering and sponsored subscriptions.

Please let us know how you'd like to proceed on or before Nov. 30, 2022 (the day of our quarterly check-in).