

Current Subscriptions		Proposed Replacements	
eLibrary Curriculum Edition	9565	NEW Intermediate Product - Research in Context High School Product - Gale Student Resources in Context	
eLibrary Science	1790	Gale Science in Context	
History Study Center	price for this is included in eLibrary Curriculum edition	*	
ProQuest Learning Literature	price for this is included in eLibrary Curriculum edition	Literature Resource Center	
SIRS Decades	800	*	
SIRS Renaissance	885	*	
eLibrary Elementary	1575	Kids Infobits	
Facts on File Issues & Controversies	1835	Gale Opposing Viewpoints in Context	
		NEW Gale Biography in Context	
		NEW National Geographic Kids	
	16450		
Removing State Standards Search from 7 of the 10 buildings	2370		
Total Budget Funds Removed from 2016-17 Proposal	18820	Replacement Budget Request for 2016-17 Proposal	18498

\* History Study Center, ProQuest Learning Literature, SIRS Renaissance and SIRS Decades were given to us at a discounted price as long as we continue to subscribe to eLibrary - Once we drop eLibrary the cost to retain these products would no longer be cost effective.

\* History Study Center - No replacement needed - ABC-CLIO World History and ABC-CLIO American History cover topics researched within this resource

\* SIRS Decades and SIRS Renaissance were both underutilized - Much of what was available in these resources can be accessed in Gale's Research in Context product (Go to Browse Topics to access decades information). Additional decade information is available through our Salem Press eBook collection.



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Presented To: Marjory Gullstrand

Prepared By: Andrea Drouillard, Account Manager, (800) 877-4253 x8656, [andrea.drouillard@cengage.com](mailto:andrea.drouillard@cengage.com)

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Electronic Titles	# of Sites
<a href="#">Gale Biography In Context</a> [Gale, Copyright 1999] ISBN: 9780787633707, Subscription Dates: 3/31/2016 to 6/30/2017	4
<a href="#">Gale Opposing Viewpoints In Context</a> [Gale, Copyright 2002] ISBN: 176168, Subscription Dates: 3/31/2016 to 6/30/2017	4
<a href="#">Gale Science In Context</a> [Gale, Copyright 2004] ISBN: 191700, Subscription Dates: 3/31/2016 to 6/30/2017	4
<a href="#">Gale Student Resources In Context</a> [Gale, Copyright 2000] ISBN: 9780787649258, Subscription Dates: 3/31/2016 to 6/30/2017	4
<a href="#">Kids Infobits</a> [Information Access, Copyright 2003] ISBN: 189624, Subscription Dates: 3/31/2016 to 6/30/2017	6
<a href="#">Literature Resource Center</a> [Gale, Copyright 1998] ISBN: 9780787633691, Subscription Dates: 3/31/2016 to 6/30/2017	2
<a href="#">National Geographic Kids</a> [GALE, Copyright 2013] ISBN: 271868, Subscription Dates: 3/31/2016 to 6/30/2017	6
<a href="#">Research in Context</a> [Gale, Copyright 2000] ISBN: 9780787649265, Subscription Dates: 3/31/2016 to 6/30/2017	4
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## Library Funding: Five Year Plan Rationale

In order to improve the district's library print collections two things need to occur. First, the current collection needs to be weeded. Second, new titles need to be selected. In order for both of these tasks to be completed successfully a large portion of time will need to be dedicated to this endeavor.

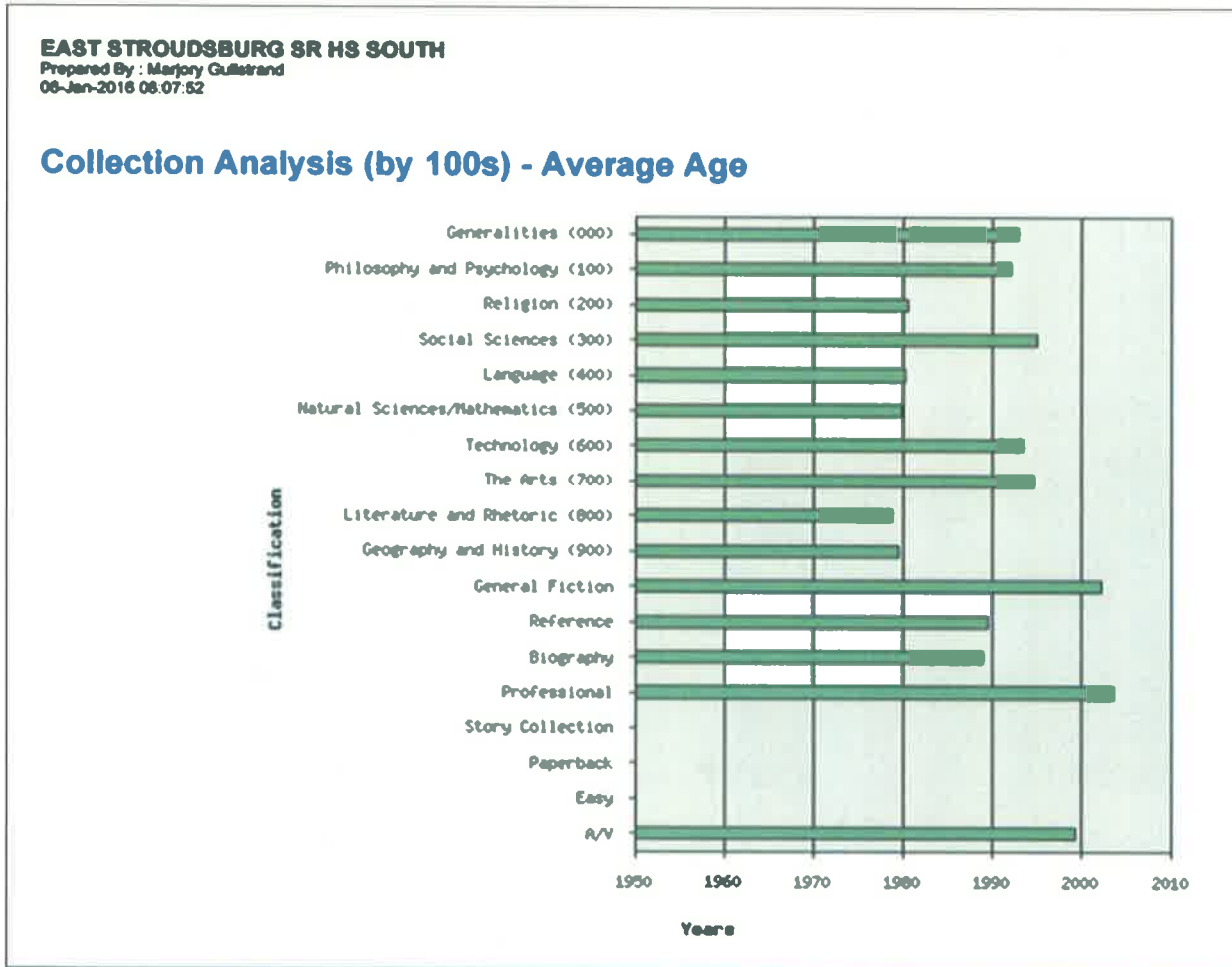
Weeding requires the librarian to . . .

- Locate potential titles to be weeded
  - age sensitivity
    - Run collection analysis and use the age sensitivity report to pull potential books from the shelves
      - Look at each titles cover, spine and pages
      - Check content for inaccuracy
  - Circulation activity
    - Run a circulation report to pull titles that have not circulated in the past 10 years
      - Evaluate each individual title to see if it is content that is no longer covered
- Collection development . . .
  - Determine which weeded titles need to be replaced with material that has a more current publication date
  - Evaluate the Balanced Dewey Comparison report from the collection analysis to locate areas within the collection that are understocked
  - Review most up to date curriculum to determine what materials students and staff will be requesting
    - Search for titles that will fulfill the needs determined above
    - For each potential title - check the publication date, read the publisher's description, ensure that the readability level matches the intended audience, read professional reviews when available
  - Canvas faculty to see what curriculum areas need to be supported

Building	Titles To Be Weeded -	Cost To Replace -	Average Price Of Book	Annual Disbursement
	Age 1999 And Older	\$25		
	* Figures extracted from Destiny's Collection Analysis - Collection by Year Report	* Average price based on School Library Journal's Average Book Prices for 2015 supplied by Baker & Taylor		
BES	7129	\$178,225.00		\$35,645
ESE	4816	\$120,400.00		\$24,080
JMH	8976	\$224,400.00		\$44,880
MSE	9300	\$232,500.00		\$46,500
RES	11052	\$276,300.00		\$55,260
SME	8249	\$206,225.00		\$41,245
JTL	11478	\$286,950.00		\$57,390
LIS	5905	\$147,625.00		\$29,525
EHN	3319	\$82,975.00		\$16,595
EHS	9788	\$244,700.00		\$48,940
		\$2,000,300.00		\$400,060

The table below is an example of a report that can be generated at each site. For example, according to this report the 800s and 900s are top priority and the professional and general fiction sections are not.

Each librarian will generate a unique report for their site and evaluate their collection based on the results of the report. Professional consideration will be given to curricular



areas where materials are lacking and the needs of the library population at large.

SCHOOL LUNCH PRICES

3/1/2016

DISTRICT	LUNCH				BREAKFAST	
	ELEMENTARY		SECONDARY		2015-17	2016-18
	2015-16	2016-17	2015-16	2016-17		
ESASD	\$ 2.15	\$ 2.25	\$ 2.25	\$ 2.35	\$ 1.35	\$ 1.35
PEN ARGYL	\$ 2.15	\$ 2.20	\$ 2.30	\$ 2.35	\$1.75/\$1.85	
BETHLEHEM	\$ 2.55	TBD	\$ 2.75	TBD		
DEL VAL	\$ 2.00	TBD	\$ 2.25	TBD		
EASTON	\$ 2.15	TBD	\$ 2.30	TBD		
NAZARETH	\$ 2.45	TBD	\$ 2.75	TBD		
BANGOR	\$ 2.30	TBD	\$ 2.40	TBD		
STROUDSBURG	\$ 2.00	TBD	\$ 2.20	TBD		
PL VALLEY	\$ 2.50	TBD	\$ 2.60	TBD		



**East Stroudsburg Area School District**  
**50 Vine St**  
**East Stroudsburg, PA 18301**

## **Student Information System (SIS) Selection**

*March 10, 2016*



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## Document Purpose

East Stroudsburg Area School District (District) leaders are striving to make classroom-level student data available in forms that are more readily usable for improving instructional practices. These demands require that the District procure and effectively deploy an effective student information system (SIS), electronic grade book, and assessment data storage system.

In order to facilitate an objective approach to this task, District leaders adhered to the methodology published by the Consortium for School Networking (CoSN) and The Bill & Melinda Gates Foundation, which provided funding for a project entitled *Closing the Gap: Turning SIS/LMS Data into Action*. Some of the objectives of this project were to uncover current attitudes toward the value of existing SIS and LMS solutions, understand the processes and approaches used to select and implement these solutions, and identify recommendations and best practices for not only selecting and implementing solutions, but transitioning districts to a more data-rich culture. As part of this project, Gartner, Inc. collaborated with American Association of School Administrators (AASA) and the Consortium for School Networking (CoSN) to identify lessons learned by districts across the U.S. in identifying, selecting, and implementing SIS and LMS solutions.

This document explains the process District leaders engaged in with more than 75 stakeholders over several months and provides a recommendation to the Board of Education for the procurement of a new SIS.

## Project Objectives

The project will meet the following objectives:

- Provide true online student registration capability for parents/guardians
- Provide flexible, efficient student course selection/scheduling capabilities with multiple scenarios
- Provide effective student discipline incident tracking, in compliance with the Board-approved Code of Student Conduct and Pennsylvania Safe Schools reporting requirements
- Provide a comprehensive grade book interface, which facilitates effective student, parent and teacher communication/collaboration
- Provide an integrated Pupil (Special) Services management system to enhance individualized education plan (IEP) creation, monitoring and delivery
- Provide a Pupil Health Services management system
- Provide an electronic platform for maintenance and retrieval of student records

## Project Overview

The District has leveraged its investment in the current SIS, originally provided by Howard Guess and Associates (circa 1984), then Tenex Systems, Inc., and most recently Harris School Solutions, for more than three decades. Although this system was able to meet the District's basic requirements for many years, continual changes in reporting requirements and technological advances in graphic user interfaces (GUIs) have rendered the current SIS obsolete. In recognition of this, the current vendor has ended further development of the current, archaic system.

Furthermore, the lease for the IBM i-Series server, which hosts the current SIS, ends during the summer of 2016. Therefore, the District can assume ownership of the server at a reduced cost in order to maintain access to the old SIS for period of time without incurring any software maintenance costs in connection with the old SIS.

The proposed SIS solution provides a more comprehensive, integrated approach to student data management and analysis than the incumbent system. As a result, the District would be able to eliminate several existing (e) and/or future budgeted (b) systems, including:

System	Purpose	Cost
eStar	Special Education/IEP writing	\$30,000.00/year (e)
Health eTools for Schools	Student health services	\$1,850.00/year (e)
SWIS-e	Student discipline analysis	\$4,000.00/year (e)
Performance Tracker	Longitudinal student data analysis	\$14,947.59/year (e)
Harris SIS	Student information system	\$71,030.58/year (e)
IBM iSeries	Onsite server (prorated for SIS)	\$5,465.00/year (e)
BlackboardConnect	Mass notification system	\$13,000.00/year (e)
Curriculum Connector	Curriculum mapping system	\$13,111.00/year (b)
<b>ESTIMATED SAVINGS</b>		<b>\$153,404.17/year</b>

Included with this report are the following documents, which more fully explain the features of the recommended SIS from Sapphire Software:

An overview of SapphireK12  
 SapphireK12 Student Information System  
 SapphireK12 Special Services/IEP Writer  
 SapphireK12 School Nurse Health System  
 SapphireK12 Data Mining

SapphireK12 Learning Management System  
 SapphireK12 Community Portal & Student Backpack  
 SapphireK12 Online Registration  
 SapphireK12 Notification System

## Selection Methodology

In an effort to ensure a qualified recommendation, the committees listed in Table 1 were established to perform the indicated roles.

**Table 1. Participation of Affected Stakeholders**

Committee	Role(s)
Screening Committee	Screen various SIS vendors and select four (4) vendors to present their solutions to the Screening Committee and select two (2) vendors whose solutions best meet the project objectives to present their solutions to the following subcommittees.
Student Discipline Subcommittee	Review each vendor's solution as it pertains to student discipline entry, assignment, management, communication and reporting.
Teacher Subcommittee	Review each vendor's solution as it pertains to curriculum mapping, lesson planning, student attendance tracking, grade-reporting and student/parent communication.
Community Portal Subcommittee	Review each vendor's solution as it pertains to student attendance communication, grade reporting and student/parent communication.
Nursing Services Subcommittee	Review each vendor's solution as it pertains to student health room visit logs, mediation logs, BMI tracking, and Chapter 15 Section 504 plans.
Curriculum Manager Subcommittee	Review each vendor's solution as it pertains to curriculum mapping.
Data Mining/Assessment Tracker Subcommittee	Review each vendor's solution as it pertains to longitudinal academic data and assessment tracking/analytics.
Special Education Service/IEP Writer Subcommittee	Review each vendor's solution as it pertains to special pupil services and individualized education plan (IEP) writing, compliance and delivery.
Scheduling Process Subcommittee	Review each vendor's solution as it pertains to student course selection and scheduling.
Registration/Records/Food Services/State Reports Subcommittee	Review each vendor's solution as it pertains to central office task, including student registration, student records management, food services/National School Lunch Program (NSLP) application processing and State/Federal reporting.
SIS Selection (Subcommittee Chairs) Committee	Review the recommendation of each of the above subcommittees and provide a recommendation to the Board of Education regarding a SIS solution.

During the Fall/Winter of 2015, the Screening Committee interviewed four (4) potential vendors and recommended two (2) vendors whose proposed solutions best met the project objectives for review by the collective subcommittees.

On February 4 and 11, 2016, the subcommittees convened to review the recommended vendors. The recommendations of the subcommittees are included in Appendix A.

The SIS Selection Committee, comprised of the subcommittee chairs, on February 22, 2016, reviewed the recommendations of the subcommittees. The clear, consensus recommendation of the nearly 80 individual stakeholders involved in the selection process is to procure Sapphire (K12) Systems Student Information System solution.

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## Project Estimated Cost

The District would incur an initial, one-time investment of \$39,300 for installation/configuration, data conversion and training, with a continuing investment as follows:

2016-2017 FY	2017-2018 FY	2018-2019 FY	2019-2020 FY	2020-2021 FY
\$143,036.00	\$146,664.00	\$150,293.00	\$153,921.00	\$157,550.00

A breakdown of the project's anticipated costs can be found in Appendix B.

## Conclusion

The recommendation contained herein represents the culmination of many months of planning, analysis and discussions involving numerous stakeholders, who communicated an appreciation for the consideration the District gave to their input. Likewise, the vendors expressed that this was perhaps the most in-depth review process in which they have participated to date.

We sincerely hope that this Student Information System (SIS) Selection report provides the Board of Education with sufficient information to confidently approve the procurement of the recommended solution.

Respectfully submitted,

---

Eric D. Forsyth, SFO, PRSBO  
Director of Administrative Services

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Date

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Thomas A. Lesniewski, Ed. D.  
Assistant Superintendent for Curriculum and Instruction (6-12)

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Date

---

Ryan K. Moran  
Assistant to the Superintendent for Curriculum and Instruction (K-5)

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Date

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Brian Borosh, CETL, PRSBO  
Director of Technology

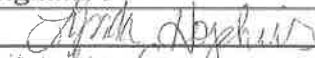
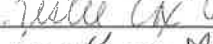

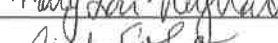


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Date

## Appendix A: Subcommittee Sign-in Sheets/Recommendations

Thursday, February 04, 2016

### *Nursing Services (8:00-8:30)*

<i>Name</i>	<i>Signature</i>
1 Lynda Hopkins (Chair)	
2 Leslie Cox	
3 Lori Krupa-Abramcheck	
4 MaryLou Neyhart	
5 Sue Cole	
6 Peggy Bompane	

Thursday, February 11, 2016

<i>Name</i>	<i>Signature</i>
1 Lynda Hopkins (Chair)	
2 Leslie Cox	
3 Lori Krupa-Abramcheck	
4 MaryLou Neyhart	
5 Sue Cole	
6 Peggy Bompane	

Committee Recommendation

The Health Services department is recommending Sapphire for the following reasons:

- Homebase is Allentown - Tyler is Maine
- PA nurses developed H.S. program
- aware of PA updates
- User friendly, all on one screen with users - Tyler requires flipping back & forth or displaying two screens
- Letters regarding screenings available and ready to use & <sup>immunizations</sup> attach - Tyler you would need to generate & attach letters to dental screen - Tyler you can not
- Can generate nursing care plans - Tyler you can not
- Icons appear on all screens - Athletics/Cafe/Teacher
- Meds documented - Tyler you need to double document meds.
- All data reported for SHAARS Report - Tyler needs to be set up for SHAARS Dept.

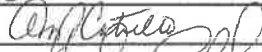
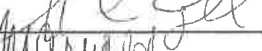
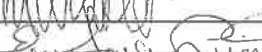



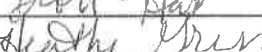
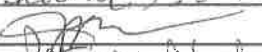





If Tyler is selected - our Health Services Dept. is recommending we keep HEALTH-E-TOOLS

Committee Signatures

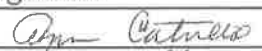

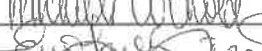



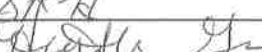
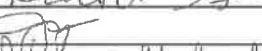
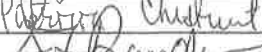
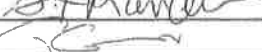



<i>Synthia Hopkins</i>	<i>Susan Cole</i>
<i>Carol Brown</i>	<i>Mi Stancheck</i>
<i>Mary Lou Nyhart</i>	<i>Kellie Cox</i>

Thursday, February <sup>11</sup>04, 2016

**Teacher Team (8:35-9:35)**

<i>Name</i>	<i>Signature</i>
1 Ann Catrillo (Chair)	
2 Steve Zall	
3 Michelle Arnold	
4 Erin Farley-Picciano	
5 Rick Stine	
6 Jill Greenwood	
7 Phil Lazowski	
8 Scott Hnasko	
9 Heather Gress	
10 Joanne Peters	
11 Patricia Chestnut	
12 Steve Randall	
13 Geof Gambill	

Thursday, February <sup>4</sup>11, 2016

<i>Name</i>	<i>Signature</i>
1 Ann Catrillo (Chair)	
2 Steve Zall	
3 Michelle Arnold	
4 Erin Farley-Picciano	
5 Rick Stine	
6 Jill Greenwood	
7 Phil Lazowski	
8 Scott Hnasko	
9 Heather Gress	
10 Joanne Peters	
11 Patricia Chestnut	
12 Steve Randall	
13 Geof Gambill	

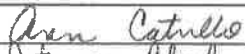

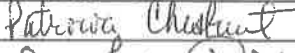
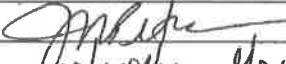
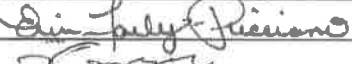
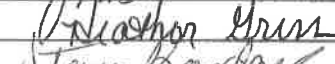

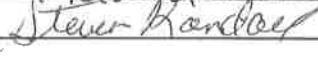

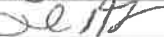


Committee Recommendation

Sapphire K-12

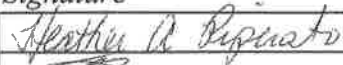



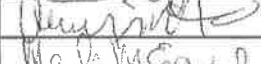



- ① IEP accessible
- ② no need to drill down
- ③ Local company
- ④ Cumulative folder is easily accessible. Everything is on one page. Data availability is more robust.
- ⑤ Lesson planning pages are easier to manage with more options
- ⑥ Seems more like an educational product - not a business product with an educational add on
- ⑦ Auto save capability
- ⑧ District forms are automatically put on teacher pages

Committee Signatures


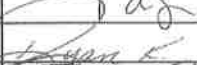

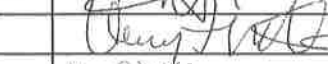
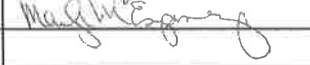



Thursday, February 04, 2016

**Curriculum Manager (9:40-10:25)**

<i>Name</i>	<i>Signature</i>
1 Heather Piperato (Chair)	
2 Tom Lesniewski	
3 Ryan Moran	
4 Dave Evans	
5 Bill Vitulli	
6 Amy Trotto	
7 Marilyn Espinoza	
8 Caroline Agosto	

Thursday, February 11, 2016

**Curriculum Manager (9:40-10:25)**

<i>Name</i>	<i>Signature</i>
1 Heather Piperato (Chair)	
2 Tom Lesniewski	
3 Ryan Moran	
4 Dave Evans	
5 Bill Vitulli	
6 Amy Trotto	
7 Marilyn Espinoza	
8 Caroline Agosto	

Committee Recommendation

Our recommendation is Sapphire.

(4/5)

Committee Signatures

Wendy E. Cruz	Michelle Arnold
[Signature]	[Signature]
[Signature]	748
[Signature]	

Data Mining:

Concern: National company, not state-based. They are in a few PA districts, but they are looking to gain traction in PA. Not sure what their PDE connections are to make real-time changes. Lots of bells and whistles but is it really good at its core?

Q - Where there things in either one that the other couldn't do or they didn't present?

Michelle – If the Business office chose Tyler will it limit what we can do if we go with Sapphire?

EWS – Sapphire didn't really show us what they could do but told us their system was more robust than EWS.

History of Sapphire being in a lot of schools and been around a long time is important. Lots of area schools have this.

Curriculum:

Sapphire seemed more connective, Tyler seemed more linear.






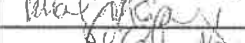


Tyler's curriculum piece was absent. If we wanted it, we'd have to ask and it wouldn't be ready until Spring 2017. Sapphire had one and it was pretty robust. It would definitely be better than what we have, giving us one platform across all disciplines.

The dashboard for Tyler was comprehensive and in depth and visually appealing. Sapphire had a dashboard and we could populate it with what we need and not have what we don't need.


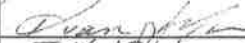


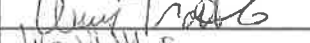


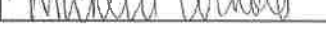
We can also connect assessment standards better to grades on Sapphire than in Tyler.

Thursday, February 04, 2016

***Data Mining/Assessment Tracker (9:40-10:25)***

<i>Name</i>	<i>Signature</i>
1 Tom Lesniewski (Chair)	
2 Ryan Moran	
3 Kristin Lord	
4 Bill Vitulli	
5 Amy Trotto	
6 Marilyn Espinoza	
7 Caroline Agosto	
8 Michelle Arnold	

Thursday, February 11, 2016

<i>Name</i>	<i>Signature</i>
1 Tom Lesniewski (Chair)	
2 Ryan Moran	
3 Kristin Lord	
4 Bill Vitulli	
5 Amy Trotto	
6 Marilyn Espinoza	
7 Caroline Agosto	
8 Michelle Arnold	

Committee Recommendation

Data mining piece

- Tyler better than ~~the~~ Sapphire demonstrated. Sapphire didn't go into the detail as much as Tyler.
- Sapphire said that ~~the~~ their system was much deeper than the only working system from the state.
- Tyler was very linear.
- Sapphire was more dynamic, more robust.
- Tyler only <sup>ties</sup> were cleaner.
- Sapphire presentation was more upbeat.

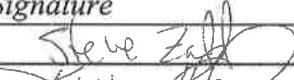

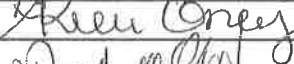
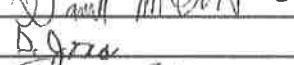

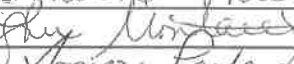
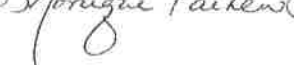



Committee Recommendation → Sapphire

Committee Signatures


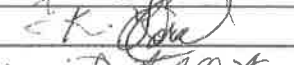
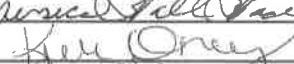
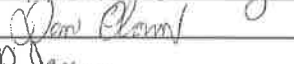

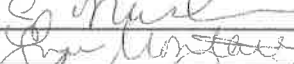
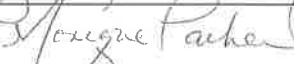



Tom Benhi	Michelle Arnold
<del>_____</del>	Marjell Espinoza
Amy Lopez	Shirley A. Roberts
<del>_____</del>	Juan K. Lopez

Thursday, February 04, 2016

**Community Portal (10:30-11:00)**

<i>Name</i>	<i>Signature</i>
1 Steve Zall (Chair)	
2 Kristin Lord	
3 Jessica Wade	
4 Kelli Oney	
5 Dan Cloward	
6 Debbie Jones	
7 Diane Hinson	
8 Catherine Mullan	
9 Lynn Montanez	
Monique Pacheco	

Thursday, February 11, 2016

<i>Name</i>	<i>Signature</i>
1 Steve Zall (Chair)	
2 Kristin Lord	
3 Jessica Wade	
4 Kelli Oney	
5 Dan Cloward	
6 Debbie Jones	
7 Diane Hinson	
8 Catherine Mullan	
9 Lynn Montanez	
Monique Pacheco	

Committee Recommendation

<p><u>Sapphire</u> - 10 people</p>	<p>Web Based                  Notifications                  Use friendly                  Notification f Grades                  Communicate                  Documents                  Course Scheduling                  ID                  Icons</p>	<p><u>Tyler</u> - 4 people</p>
<p>Had Texting option                  Facebook Approach</p>		<p>Simple/Direct                  If grade is below                  C</p>
<p>All through Sapphire                  On the site</p>		<p>upload</p>
<p>Icons for Student Documents                  State Scores                  Google Access</p>		<p>Lunch Program/Prayer</p>

Committee Signatures

<p>D. Jones</p>	<p>Monique Parker</p>
<p>H. Park</p>	<p>John Montano</p>
<p>Paul Oney</p>	<p>Don Elmer</p>
<p>[Signature]</p>	<p>Alvina Mull</p>
<p>Jessica [Signature]</p>	



Thursday, February 04, 2016

**Special Education Service/ IEP Writer (11:05-12:00)**

Name	Signature
1 Kim Stevens (Chair)	<i>Kim Stevens</i>
2 Carol Deane-Gardner	<i>Carol Deane Gardner</i>
3 Maria Casciotta	<i>Maria Casciotta</i>
4 Colien Hendershot	<i>Colien Hendershot</i>
5 Araina Maynard-Freed	<i>Araina Maynard-Freed</i>
6 Lauren Livingston	<i>Lauren Livingston</i>
7 Robin Borer	<i>Robin Borer</i>
8 Anne Chamberlin	<i>Anne Chamberlin</i>
9 Mary Burke	<i>Mary Burke</i>
10 Cindy Baldwin	<i>Cindy Baldwin</i>
<i>Amy Trotte</i>	<i>Amy Trotte</i>
<i>Lynda Hopkins</i>	<i>Lynda Hopkins</i>

Thursday, February 11, 2016

Name	Signature
1 Kim Stevens (Chair)	<i>Kim Stevens</i>
2 Carol Deane-Gardner	<i>Carol Deane Gardner</i>
3 Maria Casciotta	<i>Maria Casciotta</i>
4 Colien Hendershot	<i>Colien Hendershot</i>
5 Araina Maynard-Freed	<i>Araina Maynard-Freed</i>
6 Lauren Livingston	<i>Lauren Livingston</i>
7 Robin Borer	<i>Robin Borer</i>
8 Anne Chamberlin	<i>Anne Chamberlin</i>
9 Mary Burke	<i>Mary Burke</i>
10 Cindy Baldwin	<i>Cindy Baldwin</i>
<i>Lynda Hopkins</i>	<i>Lynda Hopkins</i>

Committee Recommendation

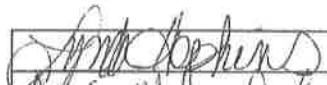


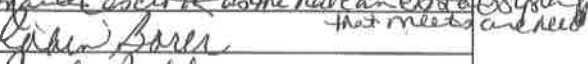
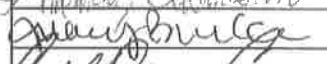
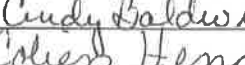

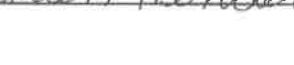


Special Ed. prefers the Sapphire system. The department likes that all information, including info beyond Special Ed info, was available to all staff. More visually pleasing + user friendly.

\* If the district consensus is Tyler, the department would currently prefer to stay with Estar at this time with the option to change the system at a future date.

Seeing Tyler was a waste of our department's time since a PA Special Ed system is not available until April/May of 2017.






ⓐ Prefer Sapphire

Committee Signatures

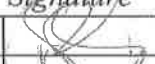

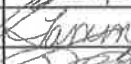


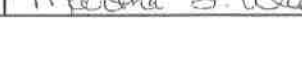


	
	 <small>It would be good to have an existing system that meets our needs</small>
	
	
	

Thursday, February 04, 2016

***Discipline (1:00-1:30)***

<i>Name</i>	<i>Signature</i>
1 Deb Padavano (Chair)	
2 David Baker	
3 Jason VanVoorhis	
4 Tammy Osmanski (Snee)	
5 Jeremy Judd	
6 Deb Wisotsky	
7 Josh Fuller	
8 Martha Walck	

Thursday, February 11, 2016

<i>Name</i>	<i>Signature</i>
1 Deb Padavano (Chair)	
2 David Baker	
3 Jason VanVoorhis	
4 Tammy Osmanski (Snee)	
5 Jeremy Judd	
6 Deb Wisotsky	
7 Josh Fuller	
8 Martha Walck	

Committee Recommendation

Sapphire  
admission  
PIMS offenses  
Teachers can assign referrals  
user friendly  
State specific

Tyler  
- upload documents + video clips

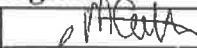





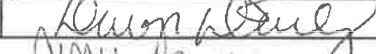
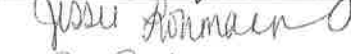

Committee recommends Sapphire

Committee Signatures




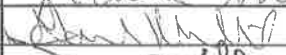





	
	
	

Thursday, February 04, 2016

**Scheduling Process (1:35-2:20)**

<i>Name</i>	<i>Signature</i>
1 Mike Catrillo (Chair)	
2 Irene Livingston	
3 Michele Sheats	
4 Gail Kulick	
5 Dave Falbo	
6 Robert Dilliplane	
7 Dawn Dailey	
Jessie Lohmann	
Kim Riley	

Thursday, February 11, 2016





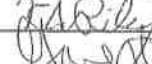
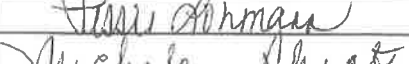
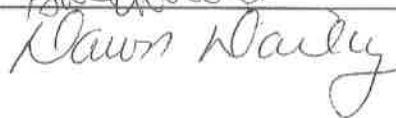
<i>Name</i>	<i>Signature</i>
1 Mike Catrillo (Chair)	
2 Irene Livingston	
3 Michele Sheats	
4 Gail Kulick	
5 Dave Falbo	
6 Robert Dilliplane	
7 Dawn Dailey	
Kim Riley	
Jessie Lohmann	
Irene C. Livingston	

Committee Recommendation

We recommend Sapphire K12


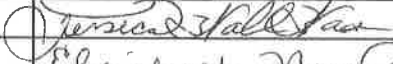

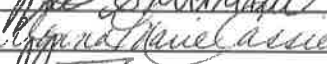

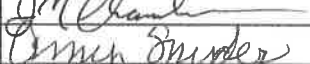
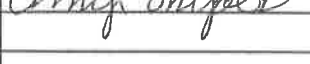

- Easy to use
- better explained
- user friendly

Committee Signatures

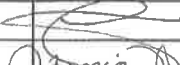

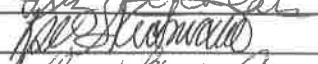

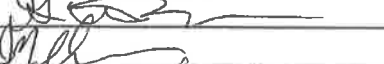
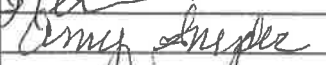


	
	
	
	

Thursday, February 04, 2016

**Registration/Records/Food Services/State Reports (2:25-3:55)**

<i>Name</i>	<i>Signature</i>
1 Eric Forsyth (Chair)	
2 Jessica Waller Wade	
3 Elizabeth Nicolais	
4 Rose Skidmore	
5 Donna Cassieri	
6 George Biddulph	
7 Jim Chamberlin	
8 Amy Snyder	
9	
10	
11	

Thursday, February 11, 2016

<i>Name</i>	<i>Signature</i>
1 Eric Forsyth (Chair)	
2 Jessica Waller Wade	
3 Elizabeth Nicolais	
4 Rose Skidmore	
5 Donna Cassieri	
6 George Biddulph	
7 Jim Chamberlin	
8 Amy Snyder	
9	
10	
11	





## Appendix B: Anticipated Project Costs

<b>East Stroudsburg Area School District                      Sapphire Software Proposal – ASP Model</b>					
Application	2016/2017 License Fee	2017/2018 License Fee	2018/2019 License Fee	2019/2020 License Fee	2020/2021 License Fee
<b>A Sapphire Suite Software</b>	<b>\$108,585.00</b>	<b>\$112,193.00</b>	<b>\$115,822.00</b>	<b>\$119,450.00</b>	<b>\$123,079.00</b>
<b>Student Information System</b> <ul style="list-style-type: none"> <li>• Family Management</li> <li>• Demographics</li> <li>• Enrollment Tracking</li> <li>• Attendance</li> <li>• Grading</li> <li>• Report Cards</li> <li>• Discipline</li> <li>• Transcripts</li> <li>• Fee Tracking</li> <li>• Athletic Eligibility</li> <li>• Graduation Progress</li> </ul>					
<b>A.1 Sapphire Scheduling</b>					
<ul style="list-style-type: none"> <li>• Master Schedule Builder</li> <li>• College Style Interactive Scheduler</li> </ul>					
<b>A.2 Sapphire Curriculum Manager</b>					
<b>A.3 Sapphire On-Line Registration</b>					
<b>A.4 Sapphire Attendance Scanner</b>					
<b>A.5 Sapphire Communication Manager</b>					
<b>A.6 Sapphire Online Student Data Verification</b>					
<b>A.7 Sapphire Student Document Center</b>					
<b>A.8 Sapphire Learning Management System</b> <ul style="list-style-type: none"> <li>• Teacher Grade Book</li> <li>• Test Builder</li> <li>• Lesson Planner</li> <li>• Discipline Referral</li> <li>• Elementary Standards Based Report Card</li> <li>• Assessment Tracker</li> </ul>					
<b>A.9 Sapphire Community Portal</b>					
<b>A.10 Sapphire Student Backpack</b>					

**A.11 Sapphire School Nurse Health System**

**A.12 Sapphire Special Services**

- IEP Writer / 504 / Gifted
- Sapphire Educational Development Designer

**A.13 Sapphire Report Writer**

**A.14 Sapphire Mobile**

**A.15 PA State & Federal Reports (PIMS, PVAAS, Penn Data, CRDC & SHARRS)**

<b>A.16 Sapphire Data Mining</b>	\$27,214.00	\$27,214.00	\$27,214.00	\$27,214.00	\$27,214.00
• Assessment Tracker					
• Data Import Wizard					

<b>Maintenance Cost and Support</b>	\$7,257.00	\$7,257.00	\$7,257.00	\$7,257.00	\$7,257.00
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<b>Total</b>	<b>\$143,036.00</b>	<b>\$146,664.00</b>	<b>\$150,293.00</b>	<b>\$153,921.00</b>	<b>\$157,550.00</b>
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*This proposal, including pricing, is valid for 60 days from the date of proposal submission.*

**East Stroudsburg Area School District  
 Sapphire Implementation & Training Proposal – ASP Model**

Implementation & Training Services	Description	Initial Cost
Implementation Services	Professional Staff Development • Kick-off Meeting • Initial Data Collection • Consulting • Project Management	\$15,000.00
Staff Training	Staff Training Estimated: \$900.00 per day – 18 days	\$16,200.00
Conversion Services	Data Conversion & Data Mapping \$900.00 per day – 8 days	\$7,200.00
Initial Setup, Configuration	Software Installation / Configuration \$900.00 per day – 1 day	\$900.00
<b>Total</b>		<b>\$39,300.00</b>

[END OF REPORT]

COPIER RFP TABULATION RESULTS								
	<u>Vendor</u>	<u>Manufacturer</u>	<u>36 FMV Total</u>	<u>36 Capital Total</u>	<u>48 FMV Total</u>	<u>48 Capital Total</u>	<u>60 FMV Total</u>	<u>60 Capital Total</u>
1	Frasier	Sharp	\$ 218,843.27	\$ 234,631.68	\$ 192,499.71	\$ 201,452.71	\$ 175,338.71	\$ 180,921.61
2	Frasier	Canon	\$ 248,735.34	\$ 268,158.88	\$ 215,510.74	\$ 226,864.79	\$ 194,785.74	\$ 201,735.22
3	Topp	Lanier (Ricoh)	\$ 260,959.90	\$ 274,831.73	\$ 224,551.77	\$ 232,488.77	\$ 203,726.94	\$ 206,886.14
4	Xerox	Xerox (Alt)	\$ 273,951.58	\$ 288,599.38	\$ 224,686.23	\$ 235,571.67	\$ 216,754.98	\$ 226,419.42
5	Edwards	Konica Minolta	\$ 265,158.49	N/A	\$ 231,232.81	N/A	\$ 211,846.69	N/A
6	Ricoh	Ricoh	\$ 290,318.95	\$ 325,780.51	\$ 255,846.31	\$ 262,098.00	\$ 229,698.43	\$ 238,171.27
7	Toshiba	Toshiba	\$ 299,808.91	\$ 313,874.31	\$ 243,173.89	\$ 244,240.23	\$ 226,162.49	\$ 219,734.87
8	Topp	Canon	\$ 296,399.87	\$ 312,551.13	\$ 254,009.45	\$ 263,250.67	\$ 229,762.87	\$ 233,441.11
9	Xerox	Xerox	\$ 309,459.58	\$ 326,600.38	\$ 253,679.19	\$ 266,448.15	\$ 243,796.98	\$ 255,108.42

**CORPORATE RESOLUTION OF AUTHORITY FOR CASH MANAGEMENT SERVICES**

By: **ESSA Bank & Trust**  
 200 Palmer Street  
 P O Box L  
 Stroudsburg, PA 18360-0160

**East Stroudsburg Area School District**  
 50 Vine Street  
 East Stroudsburg, PA 18301

Referred to in this document as "Financial Institution" and East Stroudsburg Area School District referred to in this document as "Corporation"

**PATRICIA ROSADO**

I, \_\_\_\_\_, certify that I am Secretary (clerk) of the above name corporation organized under the laws of Pennsylvania, Federal Tax Identification Number 23-1669371, engaged in business under the trade name of East Stroudsburg Area School District, and that the resolutions on this document are a correct copy of the resolutions adopted at a meeting of the Board of Directors of the Corporation duly and properly called and held on MARCH 21, 2016. These resolutions appear in the minutes of this meeting and have not been rescinded or modified.

**AGENTS:** Any Agent listed below, subject to any written limitations, is authorized to exercise the powers granted as indicated below:

Name and Title or Position

Signature

- A. JEFFREY BADER
- B. THOMAS MCINTYRE
- C. DIANE KELLY
- D. DEBORAH NIETZ
- E. JILL QUINN
- F. MICHELLE THARP
- G. SONYA BURCH
- H. \_\_\_\_\_

*[Handwritten signatures corresponding to the agents listed above]*

**POWERS GRANTED:** Attach one or more Agents to each power by placing the letter corresponding to their name in the area before each power.

Indicate A, B, C

Description of Power

D, E, F, G and/or H

A B C

(1) Exercise all of the powers listed in this resolution on behalf of the Corporation..

A B C

(2) Administer iBank and establish sub-users on behalf of the Corporation.

A B C D E F

(3) Administer Automated Clearing House (ACH) and establish sub-users on behalf of the Corporation.

A B C

(4) Administer Remote Deposit Capture (RDC) and establish sub-users on behalf of the Corporation.

A B C

(5) Authorize Sweep agreements on behalf of the Corporation.

A B C

(6) Establish Internal Account Transfers on behalf of the Corporation.

A B C

(7) Establish Automated Clearing House Transactions on behalf of the Corporation.

A B C

(8) Establish Remote Deposit Capture Transactions on behalf of the Corporation.

A B C G

(9) Administer Bill Pay and sub users on behalf of the Corporation.

A B C G

(10) Establish Bill Pay payments on behalf of the Corporation.

A B C

(11) Authorize wire transfers through internet banking application.

A B C

A B C

EFFECT ON PREVIOUS RESOLUTIONS: This resolution supersedes all previously executed resolutions.

CERTIFICATION OF AUTHORITY: I further certify that the board of Directors of the Corporation has, and at the time of adoption of this resolution had, full power and lawful authority to adopt the resolutions on page 2 and to confer the powers granted above to the persons named who have full power and lawful authority to exercise the same. (Apply corporate seal below where appropriate.)

If checked, the Corporation is a non-profit corporation.

In witness whereof, I have subscribed my name to this document and affixed the seal of the Corporation on

(Affix Corporate Seal Here)

\_\_\_\_\_  
(Date)

\_\_\_\_\_  
(Secretary)

\_\_\_\_\_  
(Attest by One Other Officer)

### Resolutions

The Corporation named on this resolution resolves that:

1. The Financial Institution is designated as a depository for the funds of the Corporation and to provide other financial accommodations indicated in this resolution.
2. This resolution shall continue to have effect until express written notice of its rescission or modification has been received and recorded by the Financial Institution. Any and all prior resolutions adopted by the Board of Directors of the Corporations and certified to the Financial Institution as governing the operation of this corporation's account(s), are in full force and effect. Until the Financial Institution receives and acknowledges an express written notice of its revocation, modification or replacement. Any revocation, modification or replacement of a resolution must be accompanied by documentation, satisfactory to the Financial Institution, establishing the authority for the changes.
3. The signature of an Agent on this resolution is conclusive evidence of their authority to act on behalf of the Corporation. Any Agent, so long as they act in a representative capacity as an Agent of the Corporation, is authorized to make any and all other contracts, agreements, stipulations and orders which they may deem advisable for the effective exercise of the powers indicated on page one, from time to time with the Financial Institution, subject to any restrictions on this resolution or otherwise agreed to in writing.
4. All transactions, if any, with respect to any deposits, withdrawals, rediscounts and borrowings by or on behalf of the Corporation with the Financial Institution prior to the adoption of this resolution are hereby ratified, approved and confirmed.
5. The Corporation agrees to the terms and conditions of any account agreement, properly opened by any Agent of the Corporation. The Corporation authorizes the Financial Institution, at any time, to charge the Corporation for all checks, drafts, or other orders, for the payment of money, that are drawn on the Financial Institution, so long as they contain the required number of signatures for this purpose.
6. The Corporation acknowledges and agrees that the Financial Institution may furnish at its discretion automated access devices to Agents of the Corporation to facilitate those powers authorized by this resolution or other resolutions in effect at the time of issuance. The term "automated access device" includes, but is not limited to, credit cards, automated teller machines, (ATM), and debit cards.
7. The Corporation acknowledges and agrees that the Financial Institution may rely on alternative signature and verification codes issued to or obtained from the Agent named on this resolution. The term "alternative signature and verification codes" includes, but is not limited to, facsimile signatures on file with the Financial Institution, personal identification numbers (PIN), and digital signatures. If a facsimile specimen has been provided the Financial Institution is authorized to treat the facsimile signature as the signature of the Agent(s) regardless of by whom or by what means the facsimile signature may have been affixed so long as it resembles the facsimile signature specimen on file. The Corporation authorizes the Agent to have custody of the Corporation's private key used to create a digital signature and to request issuance of a certificate listing the corresponding public key. The Financial Institution shall have no responsibility or liability for unauthorized use of alternative signature and verification codes unless otherwise agreed in writing.

Pennsylvania: The designation of an Agent does not create a power of attorney; therefore, Agents are not subject to the provisions of 20 Pa.C.S.A Section 5601 et seq. (Chapter 56; Decedents, Estates and Fiduciaries Code) unless the agency was created by a separate power of attorney. Any provision that assigns Financial Institution rights to act on

behalf of any person or entity is not subject to the provisions of 20 Pa.C.S.A Section 5601 et seq. (Chapter 56; Decedents, Estates and Fiduciaries Code).

---

**FOR FINANCIAL INSTITUTION USE ONLY**

Acknowledged and received on: \_\_\_\_\_  
(Date)

By: \_\_\_\_\_  
(Initials)

Comments: \_\_\_\_\_

---

**RESOLUTION OF CORPORATIONS, PARTNERSHIPS & LLCs**

DATE: 03/02/2016

<b>TO: NAME AND ADDRESS OF FINANCIAL INSTITUTION</b> ESSA Bank & Trust 200 PALMER STREET  STROUDSBURG, PA 18360-0160 (570)421-0531	<b>FROM: NAME AND ADDRESS OF ENTITY</b> EAST STROUDSBURG AREA  50 VINE ST EAST STROUDSBURG, PA 18301-0000
---	---

Use this Resolution of Corporations, Partnerships and LLCs to document the granting of Deposit authority by the governing body of the business entity to specified individuals. This form may be used by legal entities, such as corporations, professional corporations, general partnerships, limited partnerships, limited liability partnerships, and limited liability companies.

Words, numbers or phrases preceded by a  are applicable only when marked, i.e., .

I certify that I am a duly and legally elected/appointed, qualified representative and keeper of the records ("Designated Representative") of/for the legal entity ("Entity") named above, that the following is a true and complete copy of a Resolution duly adopted at a meeting of the governing body of the Entity held on the FIRST day of MARCH in accordance with law and the governing documents of the Entity, and that my delivery of this Resolution to Financial Institution certifies to Financial Institution that such Resolution is still in full force and effect.

This is a  For Profit  Nonprofit Entity.

**IT IS RESOLVED THAT:**

The following described officers, members, managers, partners, employees, designated parties or agents of the Entity referred to below as "Authorized Signers", whose names and signatures appear below, are authorized for and on behalf of the Entity to have the following indicated powers as contained in this Resolution:

**DEPOSITORY ACCOUNT.** Perform the following for the account(s) indicated on Page 2, in the name of the Entity, Authorized Signers  
subject to any terms and conditions governing the account(s), such as:

1. Open and maintain the account(s);
2. Make deposits to the account(s);
3. Endorse for negotiation, negotiate, and receive the proceeds of any negotiable instrument, check, draft, or order for the payment of money payable to or belonging to the Entity by writing, stamp, or other means permitted by this Resolution without the designation of the person endorsing;
4. Make withdrawals from the account(s) in any manner permitted by the account(s);
5. Transfer funds from the account(s) in Financial Institution to any account whether or not held at this Financial Institution and whether or not held by this Entity;
6. Transfer funds to the account(s) in Financial Institution from any account whether or not held at this Financial Institution and whether or not held by this Entity;
7. Approve, endorse, guarantee, and identify the endorsement of any payee or any endorser of any negotiable instrument, check, draft or order for the payment of money whether drawn by the Entity or anyone else and guarantee the payment of any negotiable instrument, check, draft, or order for the payment of money; and
8. Delegate to others the authority to approve, endorse, guarantee, and identify the endorsement of any payee or endorser on any negotiable instrument, check, draft, or order for the payment of money and to guarantee the payment of any such negotiable instrument, check, draft, or order for the payment of money.
9. All of the above.

**SAFE DEPOSIT BOX.** Lease a Safe Deposit Box(es) with Financial Institution, make inspections of, deposits to and removals from Box(es), and exercise all rights and be subject to all responsibilities under the Lease.

**NIGHT DEPOSITORY.** Enter into a Night Depository Agreement with Financial Institution and exercise all rights and be subject to all responsibilities under the Agreement.

**LOCK BOX.** Enter into a Lock Box Agreement with Financial Institution and exercise all rights and be subject to all responsibilities under the Agreement.

**DEBIT CARD/ATM CARD.** Apply for, receive and utilize debit cards, automated teller machine cards, or other access devices to exercise those powers authorized by this Resolution or other Resolutions then in effect.

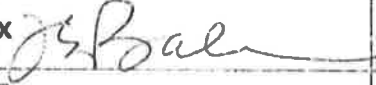

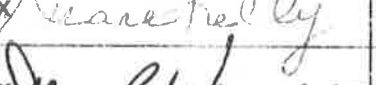
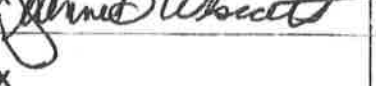
**CASH MANAGEMENT.** Enter into a Cash Management Agreement with Financial Institution, and exercise all rights and be subject to all responsibilities under the Agreement.

**OTHER AUTHORITY-** describe: 2

**INITIATE AND VERIFY OUTGOING WIRES.**

Further, this Resolution continues on Page 2 of this document, and all of the power and authority granted are incorporated in this Resolution.

RESOLUTION APPLIES TO (check all that apply):  ALL ACCOUNTS  SAFE DEPOSIT BOX NUMBER(S):  
 ALL FUTURE ACCOUNTS  SPECIFIC ACCOUNTS - NUMBER(S): 0047706025

NAME AND TITLE	SIGNATURE	LIMITATIONS
1. JEFFREY BADER, CFO	X 	COUNTERSIGNERS:
2. THOMAS MCINTYRE, ASST. BUSINESS MGR	X 	COUNTERSIGNERS:
3. DIANE KELLY, ACCOUNTANT	X 	COUNTERSIGNERS:
4. JEANNE WESCOTT, BOOKKEEPER	X 	COUNTERSIGNERS:
5.	X	COUNTERSIGNERS:
6.	X	COUNTERSIGNERS:
7.	X	COUNTERSIGNERS:
8.	X	COUNTERSIGNERS:

**SIGNATURE CERTIFICATION.** I certify that the foregoing are names, titles, and genuine signatures of the current Authorized Signers of the Entity authorized by the above Resolution.

IN WITNESS WHEREOF, I have subscribed my name as Designated Representative of the Entity on the date shown below.

DESIGNATED REPRESENTATIVE:

DATE

GARY SUMMERS  
BOARD PRESIDENT

IT IS FURTHER RESOLVED AS FOLLOWS, the Entity certifies to the Financial Institution that:

- Unless specifically designated, each of the Authorized Signers whose signature appears above may sign without the other(s);
- (Select if applicable)  **FACSIMILE SIGNATURES.** The Financial Institution shall be entitled to honor and charge the Entity for all such negotiable instruments, checks, drafts, or other orders for payment of money drawn in the name of the Entity, on the indicated account(s), including an order for electronic debit, whether by electronic tape or otherwise, regardless of by whom or by what means a facsimile signature or other non-manual signature (collectively, "Facsimile Signatures") may have been affixed, or electronically communicated, if such Facsimile Signatures resemble the specimens duly certified to or filed with the Financial Institution for any of the named Authorized Signers, regardless of whether any misuse is with or without the negligence of the Entity. The Specimen Facsimile Signature Exhibit, when attached, is incorporated into and is an integral part of this Resolution. The Entity agrees that the duty of maintaining the security of any such Facsimile Signatures or device by which they are affixed is solely that of the Entity. Your authorization notwithstanding, Financial Institution is not obligated to accept or pay any items bearing Facsimile Signatures;
- As used herein, any pronouns relative to the signers for the Entity shall include the masculine, feminine, and neutral gender, and the singular and plural number, wherever the context so admits or requires;
- All items deposited with prior endorsements are guaranteed by the Entity;
- All items not clearly endorsed by the Entity may be returned to the Entity by the Financial Institution or, alternatively, the Financial Institution is granted a power of attorney in relation to any such item to endorse any such item on behalf of the Entity in order to facilitate collection;
- Financial Institution shall have no liability for any delay in the presentment or return of any negotiable instrument or other order for the payment of money, that is not properly endorsed;
- Financial Institution is directed and authorized to act upon and honor any withdrawal or transfer instructions issued and to honor, pay and charge to any depository account or accounts of the Entity, all checks or orders for the payment of money so drawn when signed consistent with this Resolution without inquiring as to the disposition of the proceeds or the circumstances surrounding the issuance of the check or the order for the payment of the money involved, whether such checks or orders for the payment of money are payable to the order of, or endorsed or negotiated by any one or more of the Authorized Signers signing them or such party in their individual capacities or not, and whether they are deposited to the individual credit of or tendered in payment of the individual obligation of any one or more of the Authorized Signers signing them or of any other such party or not;
- Financial Institution shall be indemnified for any claims, expenses or losses resulting from the honoring of any signature certified or refusing to honor any signature not so certified; and
- Notwithstanding any modification or termination of the power of any Authorized Signer of the Entity, this Resolution shall remain in full force and bind the Entity and its legal representatives, successors, assignees, receivers, trustees or assigns until written notice to the contrary signed by, or on behalf of, the Entity shall have been received by the Financial Institution, and that receipt of such notice shall not affect any action taken by the Financial Institution prior to receipt of such notice in reliance on this Resolution.

Additional comments or instructions:

TWO SEPARATE INDIVIDUALS REQUIRED TO CREATE WIRES VIA FAX/EMAIL AND RETURN CALL FROM ESSA FOR CONFIRMATION. FAX TO 570-421-7158 OR SCAN TO WIRES@ESSABANK.COM ON APPROVED FORM.



**APPLICATION FOR PAYMENT**  
PROPERTY ACQUIRED BY STATE  
FOR WATER CONSERVATION OR FLOOD PREVENTION  
(Section 604 of School Code)

SCHOOL DISTRICT	AUN	SCHOOL YEAR
East Stroudsburg Area	120452003	2015-2016

This application is for Payment in Lieu of Taxes on property in Pike County, acquired by the state for the purpose of water conservation or flood prevention in the National Recreation Area project.

School district (or component former district) from which property was acquired:  
Lehman Township

Assessed valuation of property at time of acquisition: \$ 94,371.00

Tax rate for school purposes during school year for which application is made: 123.42 mills

Amount due school district (assessed valuation x mills): \$ 11,647.27

**SIGNATURES**

District Superintendent: \_\_\_\_\_

President of School Board: \_\_\_\_\_

Secretary of School Board: \_\_\_\_\_

Return to: Department of Education  
Bureau of Budget and Fiscal Management  
Division of Subsidy Data and Administration  
333 Market Street, 4<sup>TH</sup> Floor  
Harrisburg, PA 17126-0333

## 16 - 17 BUDGET

	<b>16 - 17 BUDGET</b>
REVENUE	\$147,542,806.00
EXPENSE	\$152,965,641.00
DEFICIT	-\$5,422,835.00
PSERS increase covered by reserves	\$2,900,000.00
Healthcare increase covered by reserves	\$500,000.00
REAL STRUCTURAL DEFICIT	-\$2,022,835.00
<b>15 - 16 BUDGET</b>	
Special Ed. - 1200	\$22,932,024.00
Maintenance - 2600	\$13,032,198.00
Transportation - 2700	\$10,534,576.00
	\$46,498,798.00
Cut 4% from these 3 to eliminate structural deficit	
16-17 Budget from 12/21/2015 Draft 1	




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NEWS: Welcome to the New NSFA website!

# Pennsylvania

List of Foundations by State:  PENNSYLVANIA

If your foundation is not listed or your link needs to be updated, please [contact us](#).

- [Abington Educational Foundation](#)
- [Abington Heights Education Improvement Organization](#) ✕
- [Allentown School District Foundation](#) ✕
- [Altoona Area School District Foundation](#)
- [Armstrong School District Foundation](#)
- [BAVTS Bridges Foundation, Inc.](#)
- [Belletonte School District](#)
- [Bethlehem Area School District](#) ✕
- [Blazer Foundation](#)
- [Bradford Educational Foundation](#)
- [Brockway Education Foundation](#)
- [Brookville Area School District](#)
- [Bubbler Foundation](#)
- [Bucks County Intermediate Unit #22](#) ✕
- [Burrell Education Foundation Inc.](#)
- [CCRES](#)
- [Centennial Education Foundation](#)
- [Central Cambria Education Foundation](#)
- [Central Columbia School District](#)
- [Central Dauphin School District](#)
- [Chambersburg Area School District Foundation](#)
- [Cheltenham School District Foundation](#)
- [Chester County Regional Education Services, Inc.](#)
- [Cocalico School District](#)
- [Conestoga Valley Education Foundation](#)
- [Connellsville Area School District](#)
- [The Consortium for Public Education](#)
- [Council Rock Education Foundation](#) ✕
- [Cumberland Valley School District](#)
- [Dallas School District](#) ✕
- [Dallastown Area Educational Foundation](#)
- [Delaware County IU Education Foundation](#)
- [Derry Area School District](#)
- [Downingtown Area Education Foundation](#)
- [DuBois Area Schools Educational Foundation](#)
- [The Dutchmen Foundation](#)
- [East Lycoming Education Foundation](#)
- [East Penn School District](#) ✕
- [East Pennsboro Area School District](#)
- [Education Foundation of Lower Merion](#)
- [Exeter Education Foundation](#)
- [Falcon Foundation](#)
- [The Foundation at Great Valley](#)
- [FLITE - Foundation for Learning in Tredyffrin Easttown](#)
- [Foundation for Central Dauphin Schools](#)
- [Fox Chapel Area SD](#)
- [The Gateway Education Foundation](#)

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- Feb**

**24**

Webinar: Preparing For and Making the Major Gift Ask
- Feb**

**29**

2016 National Conference Registration Now Open!!

**MORE EVENTS >>**

- [The General McLane Foundation](#)
- [Gettysburg Area Education Foundation](#)
- [Governor Mifflin Education Foundation](#)
- [Greater Hazelton Partners in Education](#)
- [Greater Latrobe Partners in Education Foundation](#)
- [Green Dragon Foundation](#)
- [Hamburg Area Education Foundation \(H.A.E.F\)](#)
- [Harrisburg Public Schools Foundation](#)
- [Hatboro-Horsham Educational Foundation](#)
- [Haverford Education Foundation](#)
- [Hazleton Area Education Foundation](#) ✕
- [Holidaysburg Area School District Foundation](#)
- [Huntingdon Area School District](#)
- [Iroquois School District Foundation](#)
- [Jamestown Area School District](#)
- [Kennett Education Foundation](#)
- [Lancaster Education Foundation](#)
- [Lancaster-Lebanon Education Foundation](#)
- [The Lancer Foundation](#)
- [Lewisburg Education Foundation](#)
- [Lion Foundation](#)
- [MACEE](#)
- [Manheim Township Educational Foundation](#)
- [MCFEE](#)
- [MCIU](#)
- [McKeesport Area Education Foundation](#)
- [Meyersdale Area School District](#)
- [Millcreek Education Foundation](#)
- [Montgomery County Special Needs Children's Foundation](#)
- [Moshannon Valley School District](#)
- [Mt. Lebanon Foundation for Education](#)
- [Nazareth Area Blue Eagle Education Foundation](#) ✕
- [Norristown Area Education Foundation](#)
- [North Allegheny School District](#)
- [North Penn School District Educational Foundation](#)
- [Northampton Area Konkrete Kids Educational Foundation](#) ✕
- [Northern Bedford County School District](#)
- [Northern Lebanon School District](#)
- [Northern Tier Industry & Education Consortium](#)
- [Northwestern Lehigh Education Foundation](#) ✕
- [Palisades School District](#)
- [Parkland School District Education Foundation](#) ✕
- [The Partnership for Erie's Public Schools](#)
- [Partners in Pottstown Public Schools](#)
- [PennAEYC](#)
- [Pennridge Community Education Foundation](#)
- [Pennsbury School District](#)
- [Phoenixville Community Education Foundation](#)
- [Pine-Richland Opportunities Fund \(PROF\)](#)
- [Foundation for Pottstown Education](#)
- [Radnor Education Foundation](#)
- [Souderton Area Education Foundation](#)
- [South Fayette Foundation for Excellence](#)
- [South Western Dollars for Scholars](#)
- [Southern York County School District](#)
- [Troy Foundation for Educational Excellence](#)
- [Union Area School District](#)
- [Upper Darby Arts and Education Foundation](#)
- [Upper Dublin Education Foundation](#)
- [Upper Merion Area School District](#)
- [Wakisha Foundation](#)
- [Warwick Education Foundation](#)
- [West Shore Foundation](#)
- [West York Area School District](#)
- [Western Wayne School District](#)
- [Wilkes-Barre Area School District](#) ✕
- [Williamsport Area School District Education Foundation](#)

- [Wilson School District](#) ✕
- [Wissahickon Educational Opportunities Foundation](#)
- [Wyalusing Area School District](#)
- [Wyomissing Area Education Foundation \(WAEF\)](#)

 SHARE

**National School Foundation Association**

509 Aurora Ave, Ste 406  
Naperville, IL 60540  
Phone: (866) 824-8513



Provided by: [OneEach Technologies](#)

(Keion White continued)

Keion experienced such a moment as the Tin Man in Allen's 2013 production of "The Wizard of Oz." "One night my funnel hat fell sideways on stage," he says. The Tin Man costume did not allow Keion to raise his arms to fix it. "...I was wearing a microphone, so I had to very quietly ask for help," he smiles.

Attendees of the ASDF's HIGH NOTES gala in March 2014 were treated to a performance from "The Wizard of Oz." HIGH NOTES is the signature fundraising event for the Foundation. "The arts are a crucial part of education, and HIGH NOTES is a wonderful celebration that supports an important cause," says Sechler. Keion agrees, "Usually, Allen and Dieruff are in competition with each other. But when we're in HIGH NOTES, we have to work together because we're all there for the same reason."

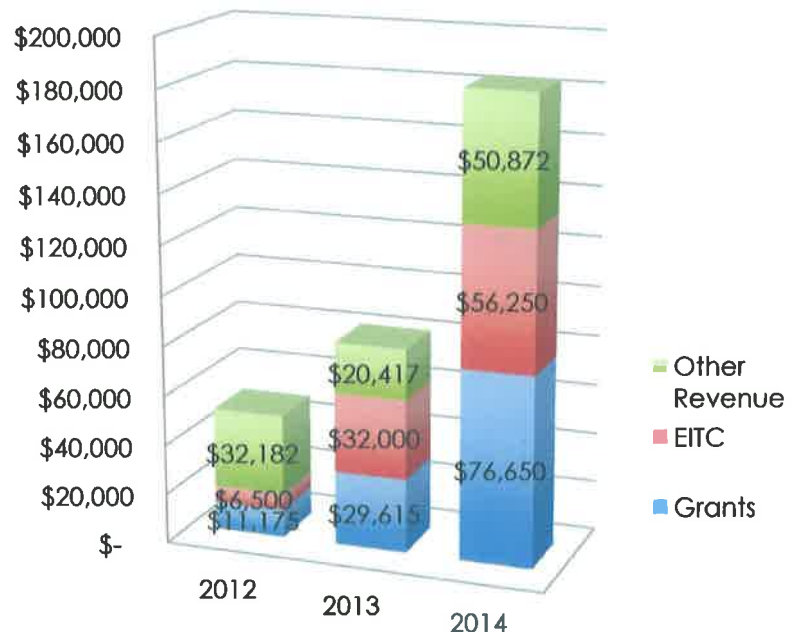
Keion graduates in June and hopes to attend Muhlenberg College. "I've had a really good experience from kindergarten through 12<sup>th</sup> grade. I've been blessed with really good teachers and a great mom...Theater has taught me humbleness and respect. It gave me an appreciation for what I do have and the motivation to get what I don't have."

To read Keion's full profile, visit [www.foundationasd.org](http://www.foundationasd.org).

## Allentown School District Foundation Statement of Activities for the Year Ended June 30, 2014

<b>Revenues, Gains and Other Support:</b>	
Contributions and grants	\$183,772
Transfer of Scholarship Funds from ASD	309,997
Fundraising revenue	88,235
Investment income, net of fees	9,590
<b>Total revenues, gains and other support</b>	<b>\$591,594</b>
<b>Expenses:</b>	
Program costs	\$165,136
Advertising	2,148
Insurance	2,430
Administrative/Professional fees	23,916
Fundraising expenses	31,780
<b>Total expenses</b>	<b>\$225,410</b>
<b>Change in net assets</b>	<b>\$366,184</b>
<b>Net assets at beginning of year</b>	<b>\$109,313</b>
<b>Net assets at end of year</b>	<b>\$475,497</b>

**Contributions & Grants**



**We all benefit from safe, happy, healthy and  
well-educated children.**

**- Kelli Holzman, ASDF Treasurer**

— PENNSYLVANIA. BUILT TO ADVANCE. —

---

# Educational Improvement Tax Credit Program



Organization Guidelines and Application

April 2014

for Scholarship and Educational Improvement Organizations

Commonwealth of Pennsylvania

Tom Wolf, Governor

Department of Community & Economic Development



newPA.com

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## **D. Annual Report**

All listed Scholarship Organizations are required to report on their accomplishments on an annual basis, in the format set forth in Appendix IV to these guidelines. Appendix IV must be submitted annually between May 1st and September 1st and should reflect information concerning the most recently completed organizational fiscal year. This report will enable the commonwealth to communicate the benefits of the program to the administration, the legislature and the citizens of the commonwealth.

## **E. Renewal Applications**

1. For each state fiscal year (July 1 through June 30) following the fiscal year in which a Scholarship Organization has been initially included on the Department's list of Scholarship Organizations, the organization may submit a renewal application to the Department in order for the organization to continue to be included on the Department's list. A renewal application may be submitted to the Department anytime on or after May 1.
2. To be considered for renewal, the organization must submit to the Department an updated organization profile, in the format set forth in the Appendix III to these guidelines. Along with the organization's federal form 990 or other federal form indicating the tax status of the organization for federal tax purposes. And a copy of a compilation, review or audit of the organization's financial statements conducted by a certified public accounting firm.
3. If the Department determines that the scholarship program continues to comply with the requirements of the Act and these guidelines, then the organization will remain on the list of Scholarship Organizations published by the Department.
4. If an organization fails to contribute at least 80% of its annual receipts to a scholarship program that complies with the requirements of the Act and these guidelines or if the Department determines that the scholarship program no longer meets the requirements of the Act and these guidelines, then the Department will remove the organization's name from the list at the beginning of the next fiscal year and the organization may not reapply for inclusion on the list until the fiscal year thereafter.
5. To be considered for renewal, the organization must submit Appendix IV to the Department for its most recently completed organizational fiscal year. Renewal applications for which no Appendix IV has been submitted will not be considered for renewal.

## **III. Educational Improvement Organization**

### **A. Eligibility**

An organization that desires to be included on the Department's list of Educational Improvement Organizations must meet the following criteria:

1. The organization must be a nonprofit entity.
2. The organization must be exempt from payment of federal income tax under section 501(c)(3) of the Internal Revenue Code.
3. The organization must contribute at least 80% of its annual EITC receipts as grants to a public school, charter school or a private school approved under section 1376 of the public school code of 1949. for innovative educational programs that meet the requirements of the Act and these guidelines. Grants may include cash payments to public schools to carry out innovative educational programs or it may include the costs incurred by an Educational Improvement Organization in providing innovative educational programs to, or in conjunction with, public schools.

For the purpose of the EITC, the term "annual receipts" shall mean the total amount or value of contributions received by an organization from businesses awarded tax credits during that organization's fiscal year.

## **B. Innovative Educational Program**

For the purpose of the EITC:

1. An "innovative educational program" is an advanced academic or similar program that is not part of the regular academic program of a public school but that enhances the curriculum or academic program of the public school.
2. A "public school" is a public kindergarten, elementary school or secondary school (including an area vocational technical school) at which the compulsory attendance requirements of this commonwealth may be met and which meets the applicable requirements of Title VI of the Civil Rights Act of 1964.
3. A "contribution" from a business firm is a donation of cash, personal property or services the value of which is the net cost of the donation to the donor or the pro rata hourly wage, including benefits, of the individual performing the services. No tax credits shall be approved for contributions which constitute activities that are part of the applicant business's normal course of business.
4. The instruction, programs or other activities offered by or through an innovative educational program may include, but are not limited to, any of the following characteristics:
  - a. integration with the instructional program of the public school.
  - b. supplements, reconstructs or involves a major revision to the curriculum or academic program of the public school.
  - c. provides a different focus, delivery, including internet-based and distance learning technologies, methodology or skill training than is provided in a typical academic program of a public school.
  - d. offered separately from the public school curriculum or academic program.
  - e. offered before or after public school hours, on weekends, as a year-round program and/or as an extension of the public school year.
  - f. offered as a standards-based program of instruction that operates outside of the length and time requirements of the public school, but which meets the minimum hours or days of instruction required by state law.
  - g. use of specialized instructional materials, instructors or instruction not provided by a public school.
  - h. use of internships and other work-based learning opportunities for a student that supplements the curriculum or academic program of a student and provides a student with the opportunity to apply the knowledge and skills learned in the academic program.
  - i. offers instruction or programming that provides credits/advanced placement at a two-year or four-year college or university authorized by the Department of Education.
  - j. reconfiguring, renovating or equipping a facility that is owned by a public school in order to create a specialized environment that is integral and necessary to the operation of an innovative educational program.

June 17, 2015

Kris Siessmayer, Executive Director  
Parkland School District Education Foundation  
1210 Springhouse Road  
Allentown, PA 18104

Dear Ms. Siessmayer:

I am pleased to inform you that your application to be included on the list of educational improvement organizations under the Educational Improvement Tax Credit Program has been approved. The name of your organization has been added to the list of educational improvement organizations to which businesses may make contributions and be considered for Educational Improvement Tax Credits from the Commonwealth of Pennsylvania in Fiscal Year 2015-2016 (July 1, 2015 - June 30, 2016). A copy of the current list of both scholarship and educational improvement organizations can be found on our web site at [www.NewPA.com/eitc](http://www.NewPA.com/eitc).

The programs presented in your application that have been determined by the Department to constitute an "innovative educational program" as defined by law are listed in the Attachment to this correspondence. Please review this attachment carefully, as not all of the programs set forth in your application may have been approved.

In order to remain on the list of educational improvement organizations in future fiscal years, your organization must submit a renewal application to the Department of Community and Economic Development anytime on or after May 1 each year. The renewal application is included in Appendix III of the Educational Improvement Tax Credit Guidelines. If you should have any questions regarding this letter, please contact your project analyst or the Tax Credit Division main line (717)787-7120.

I want to congratulate you on your decision to participate in the Educational Improvement Tax Credit Program and wish you success in your endeavors.

Sincerely,



Scott D. Dunkelberger  
Deputy Secretary, Office of Business Financing

## **Educational Improvement Organization - ATTACHMENT**

The following programs presented in your application have been determined by the Department to constitute "innovative educational programs" as defined by law:

- \* After School Science Enrichment Program
- \* Robotics Program
- \* Summer Acceleration Courses in Algebra II and Geometry
- \* AP Course Titles
- \* Project Lead the Way
- \* Broadcasting Program

The law requires that 80% of the contributions received by your organization from businesses awarded Educational Improvement Tax Credits must be used for these programs.

Renewal applications are due to the Department annually, on or shortly after May 1 and no later than September 1. The organization is responsible for filing renewals early enough to allow appropriate processing time before the Department publishes the new list of organizations on July 1. Application guidelines are available from [www.newPA.com/EITC](http://www.newPA.com/EITC). Renewal applications include Appendices III and V along with the organization's federal form 990 or other federal form indicating the tax status of the organization for federal tax purposes. And a copy of a compilation, review or audit of the organization's financial statements conducted by a certified public accounting firm. Appendix V certifies the amount of contributions received from businesses by the organization during the most recently completed fiscal year, at least 80% of these annual receipts were contributed to the programs listed above as per Article XVII-F of the Tax Reform Code of 1971 and the Guidelines, and provides program monitoring information. Contact your Project Manager to request a copy of your organization's Contribution Log to assist in determining the amount of annual receipts received.

The organization will be responsible for supplying a contribution receipt to businesses making donations under the EITC program. A sample receipt is included in the Program Guidelines as Appendix VI, which is available at [www.newPA.com/EITC](http://www.newPA.com/EITC). Receipts must include the following information: letterhead containing the organization's name, the company's name and address, the amount of contribution, date of check, check number as well as the contribution received date. If a company has multiple entities or makes multiple donations, each should be receipted separately. If the organization has multiple approvals as an Educational Improvement Organization, a Scholarship Organization, a Pre-Kindergarten Scholarship Organization and/or Opportunity Scholarship Organization listing, the receipt must indicate whether the donation was made to the Educational Improvement Organization, Scholarship Organization, Pre-Kindergarten Scholarship Organization or Opportunity Scholarship Organization.

## 2015-16 EITC- APPROVED PROGRAMS



Parkland School District  
**Education Foundation**

### Project Lead the Way Pre-Engineering Program

Project Lead the Way (PLTW) has become the top high school STEM (Science, Technology, Engineering and Math) program in the country and Parkland has participated in the program since 2002. Through this initiative, we offer our students a quality STEM program with a strong emphasis on promoting careers in Engineering. Funding in the amount of **\$114,938** is needed to replace six machines that have reached the end of their life span and are technologically outdated since they were purchased in 2002. All of the machines are required for us to offer the Project Lead the Way National Engineering curriculum and are heavily used in the following classes:

**Introduction to Engineering Design**

**Principles of Engineering**

**Computer Integrated Manufacturing**

**Digital Electronics**

**Engineering Design & Development**

**Biotechnical Engineering**

**Civil Engineering & Architecture**

**Aerospace Engineering**

**Production Materials and Processes Manufacturing Systems**

**Innovation and Invention**

### After School Science Enrichment Program

The proposed science enrichment program is a ten-session program designed to enhance the fourth and fifth grade science curriculum as well as promote further interest in science. This program will be developed by science teachers and taught by the Science Fair Club students from the high school – essentially providing the opportunity for students to mentor younger students. It will give students interested in science a chance to advance their science skills and knowledge through hands on, interactive, innovative experiments and labs. Funds will be used for the cost of materials and labs in the program as well as to pay for the development of the curriculum by a certified teacher.

### Robotics Program

The Robotics project is designed to promote students' interest in science and technology in the high school. Using the FIRST (For Inspiration and Recognition of Science and Technology) program as its fundamental base, the program will involve students in the FIRST Vex Robotics Challenge, offering them a new and exciting platform for learning about science, computer programming, mechanical engineering, math and physics along with teamwork, project management and problem solving in groups.

## **Summer Acceleration Courses in Algebra II and Geometry**

The Foundation would like to offset costs incurred to offer courses for acceleration in Algebra II and Geometry during the summer. Students must be entering grades 9 – 12 in order to enroll and must be residents of Parkland School District. The course is designed for children who are able to learn at an accelerated pace and would like to advance to the next level of math in September. Students who wish to enter the Honors level of the next course will need to score a minimum course and exit test grade of 85%. Students who score between a 70% and 84% can move on to the next level at either the regular or gifted/high potential level.

## **AP Course Titles**

Supporting one of the largest high schools in Pennsylvania, serving 3,200 students annually, the Foundation would like to fund the following Advanced Placement courses that continuously challenge our student body and offers instruction that provides credits at 2-year and 4-year colleges and universities authorized by the Department of Education:

English 4	Statistics	Spanish 5
World History	Computer Science	French 5
Economics	Biology	German 5
Government and Politics	Environmental Science	Art History
Psychology	Chemistry	
	Physics	

## **The Parkland High School Broadcasting Program**

Each semester approximately 75 students participate directly in the Parkland High School T.V. studio by taking broadcasting courses, producing morning and mid-day news programs aired throughout the school and community via our community access channels on Service Electric and RCN, and creating special content packages benefiting the school district and the community.

Students learn all aspects of reporting, script writing, editing, and production. This program integrates English, physics, and math components of the core curriculum. Courses emphasize strong writing and communication skills. Students are required to learn advanced computer and technical skills. Many students coming through this program have gone on to study journalism in college or pursue careers in broadcasting.

Each student learns to use every piece of equipment in the studio. The technology and equipment is similar to that found in college and commercial broadcasting studios. Students learn how to operate studio and hand-held cameras, microphones, audio mixers, teleprompters, lighting equipment, the switcher, editing programs, and the video router. Students gain further technical expertise by teaching each other how to use the equipment.

Funds generated will be used to upgrade the broadcasting equipment and keep technology current with industry standards.

## **Summary**

The above descriptions only list a small percentage of the many benefits to enhance and add value to the science, math, and language arts curriculum. The full impact of such programs to the Parkland School District and the surrounding community cannot be grasped. In order to advance the programs, funding needs to be provided. The positive return on these educational programs will far outweigh the dollars invested into it.



# Selling Equipment

Quote Id: 12866503

Customer Name: EAST STROUDSBURG SCHOOL DISTRI

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Hilltop Sales & Service Inc  
158 Falcone Rd  
Bangor, PA 180139290  
610-588-4088  
hilltops@epix.net

## JOHN DEERE HPX Diesel Green & Yellow (MY16)

Contract: PA State Pwr Equip\_4400011369

Price Effective Date: March 1, 2016

Suggested List \*

\$ 11,269.00

Selling Price \*

\$ 9,353.27

\* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
990DM	HPX Diesel Green & Yellow (MY16)	1	\$ 11,269.00	17.00	\$ 1,915.73	\$ 9,353.27	\$ 9,353.27
<b>Standard Options - Per Unit</b>							
001A	US/Canada	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
1011	High-Performance All-Purpose (HPAP) Tires	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
2006	Bench Seat Yellow	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
3120	Cargo Box Manual Lift with Prop Rod	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
4000	OPS with Nets	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
4049	Less Black Poly Roof and Rear Screen with Headrests	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
<b>Standard Options Total</b>			<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Suggested Price</b>							<b>\$ 9,353.27</b>
<b>Total Selling Price</b>			<b>\$ 11,269.00</b>		<b>\$ 1,915.73</b>	<b>\$ 9,353.27</b>	<b>\$ 9,353.27</b>



**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Hilltop Sales & Service Inc  
158 Falcone Rd  
Bangor, PA 180139290  
610-588-4088  
hilltops@epix.net

**Quote Summary**

**Prepared For:**

East Stroudsburg School Distri  
Daryle Miller  
50 Vine St  
East Stroudsburg, PA 18301  
Business: 570-424-8500  
DARYLE-MILLER@ESASD.NET

**Delivering Dealer:**

**Hilltop Sales & Service Inc**  
Michael Labarre  
158 Falcone Rd  
Bangor, PA 180139290  
Phone: 610-588-4088  
hilltopsales2@frontier.com

**Quote ID:** 12866503  
**Created On:** 01 March 2016  
**Last Modified On:** 01 March 2016  
**Expiration Date:** 31 March 2016

Equipment Summary	Suggested List	Selling Price	Qty	Extended
JOHN DEERE HPX Diesel Green & Yellow (MY16) <b>Contract:</b> PA State Pwr Equip_4400011369 <b>Price Effective Date:</b> March 1, 2016	\$ 11,269.00	\$ 9,353.27 X	1 =	\$ 9,353.27

**Equipment Total** **\$ 9,353.27**

\* Includes Fees and Non-contract items

**Quote Summary**

Equipment Total	\$ 9,353.27
Trade In	
SubTotal	<b>\$ 9,353.27</b>
Total	\$ 9,353.27
Down Payment	(0.00)
Rental Applied	(0.00)
<b>Balance Due</b>	<b>\$ 9,353.27</b>

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_



**Lawn & Golf Supply Co., Inc.**

647 Nutt Road  
 Phoenixville, PA 19460  
 Phone: (610) 933-5801  
 Fax: (610) 933-8890  
 www.lawn-golf.com

**PROPOSAL**

<b>Proposal ID</b>	<b>Date</b>
648	3/3/2016
<b>Sales Person</b>	<b>Page</b>
Matt Brown	1 of 1

**Proposal To:**

EAST STROUDSBURG AREA SCHOOL  
 DISTRICT  
 50 VINE STREET  
 EAST STROUDSBURG, PA 18301

Phone (570) 424-8500  
 Fax  
 E-Mail daryle-miller@ESASD.net  
 Contact Daryle Miller

Description: Befco Overseeder

Quantity	Item ID	Description	Unit	Amount
THE FOLLOWING IS AVAILABLE UNDER PA STATE CONTRACT #4400011367:				
1.00		Befco #GRT-266 3 Pt. Hitch Overseeder w/66" width		8,148.00
1.00	F	EA FREIGHT		300.00

**ACCEPTANCE OF PROPOSAL**

The above prices, specifications, and conditions are satisfactory and are hereby accepted.  
 Proposal is valid until April 02, 2016

Signature \_\_\_\_\_  
 Date \_\_\_\_\_

<b>Subtotal</b>	8,448.00
<b>Sales Tax</b>	Exempt
<b>Total</b>	<b>8,448.00</b>

# FAULKNER BUICK GMC INC

# PROPOSAL

705 Autopark Blvd  
West Chester, PA 19382

**TO:**  
East Stroudsburg Area School District  
50 Vine Street  
East Stroudsburg, PA 18301  
ATTN: Scott Ihle

DATE March 8, 2016



QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT	
2	1	2015 GMC Savana 3500 Cutaway Chassis	30,125.00	\$30,125.00
	1	DeJana 14' DuraCube Max FRP Body	14,415.00	14,415.00
	1	PA Municipal Tag Registration	75.00	75.00
	1	GM Bid Assistance for Costars Members Costars Contract # 025-016 Stock # 30897 VIN 1GD373CG6F1271503	(6,200.00)	(6,200.00)
		<b>SUBTOTAL</b>		<b>38,415.00</b>
		<b>TAX</b>		
		<b>FREIGHT</b>		
				<b>\$38,415.00</b> PAY THIS AMOUNT

**DIRECT ALL INQUIRIES TO:**  
Steve Dragon  
610-436-5600  
email: thefleetdragon@faulknerauto.com

**THANK YOU FOR YOUR BUSINESS!**