

East Stroudsburg Area School District

Refunding Analysis

April 11, 2016

Presented by:

Jamie Doyle
Managing Director



Public Financial Management, Inc
One Keystone Plaza, Suite 300
North Front & Market Streets
Harrisburg, PA 17101
717.232.2723 (P)
717.232.8610 (F)
www.pfm.com

East Stroudsburg Area School District
Topics for Discussion
April 11, 2016

Market Update

- 1) Overall, long term interest rates still remain below average

Step 1 – Partial Bank Qualified (“BQ”) Advance Refunding for Calendar Year 2016

- 2) Series of 2008 Bonds
 - a) \$32,290,000 principal outstanding
 - b) 5.00% average existing rate
 - c) March 1, 2018 call date
 - i) Able to be advance refunded
- 3) Assuming a partial BQ advance refunding, net local effort savings is approximately **\$1,339,000** or **15.56%** of refunded principal

Step 2 - Current Refunding Opportunities for Calendar Year 2016

- 4) Series of 2011 Bonds
 - a) \$3,810,000 principal outstanding
 - b) 2.85% average existing rate
 - c) November 15, 2016 call date
- 5) Series A of 2011 Bonds
 - a) \$2,090,000 principal outstanding
 - b) 3.70% average existing rate
 - c) November 15, 2016 call date
- 6) Combined net local effort savings assuming conservative current interest rates is approximately **\$193,000** or **3.28%** of refunded principal
- 7) Able to be structured to maximize use of Bank Qualified debt for calendar year 2016

Step 3 – Partial Bank Qualified (“BQ”) Advance Refunding for Calendar Year 2017

- 8) Series of 2008 Bonds
 - a) \$23,675,000 principal outstanding (after partial refunding in 2016)
 - b) 5.00% average existing rate
 - c) March 1, 2018 call date
 - ii) Able to be advance refunded
- 9) Assuming a partial BQ advance refunding, net local effort savings is approximately **\$ 1,300,900** or **15.69%** of refunded principal

Next Steps

April 11th, 2016 <i>(Finance Committee Meeting)</i>	<i>Introduction to Finance Committee</i>
April 18th, 2016 <i>(Board Meeting)</i>	<i>Authorization to proceed</i>
May 16th, 2016 <i>(Board Meeting)</i>	<i>Adopt Parameters Resolution</i>
May 18th, 2016 <i>(Estimated)</i>	<i>Competitive Sale for Step 1</i>
June 22nd, 2016 <i>(Estimated)</i>	<i>Settlement for Step 1</i>
July 14th, 2016 <i>(Estimated)</i>	<i>Competitive Sale for Step 2</i>
August 18th, 2016 <i>(Estimated)</i>	<i>Settlement for Step 2</i>
December 5th, 2016 <i>(Estimated)</i>	<i>Competitive Sale for Step 3</i>
January 4th, 2017 <i>(Estimated)</i>	<i>Settlement for Step 3</i>



MUNICIPAL MARKET UPDATE

April 5, 2016

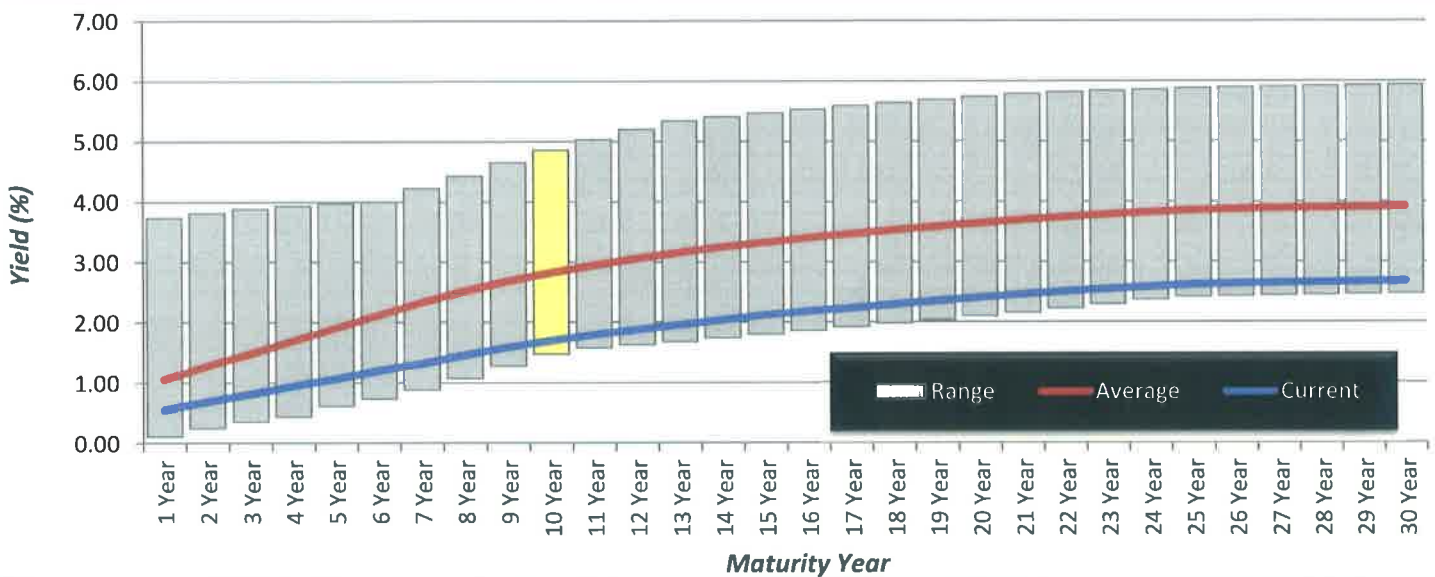


MMD YIELD CURVE

The MMD Yield Curve is a high grade municipal yield curve published daily by Municipal Market Data. It is one of the most commonly used benchmarks in municipal finance. The yields within the curve reflect the current yields for each maturity year at which bondholders would be likely to sell high quality (AAA rated) general obligation backed bonds. The yield curve is typically influenced by new issuances in the primary market as well as post-issuance trading in the secondary market.

Municipal bonds typically trade at a "spread to MMD", meaning the difference between the yield in a specific year of a bond issue and the respective yield in the MMD Yield Curve. While these spreads vary over time, they can be a meaningful and powerful tool in trying to compare relative yield levels in a volatile interest rate environment.

HISTORICAL MMD CURVE ILLUSTRATION - SINCE JANUARY 1, 2006



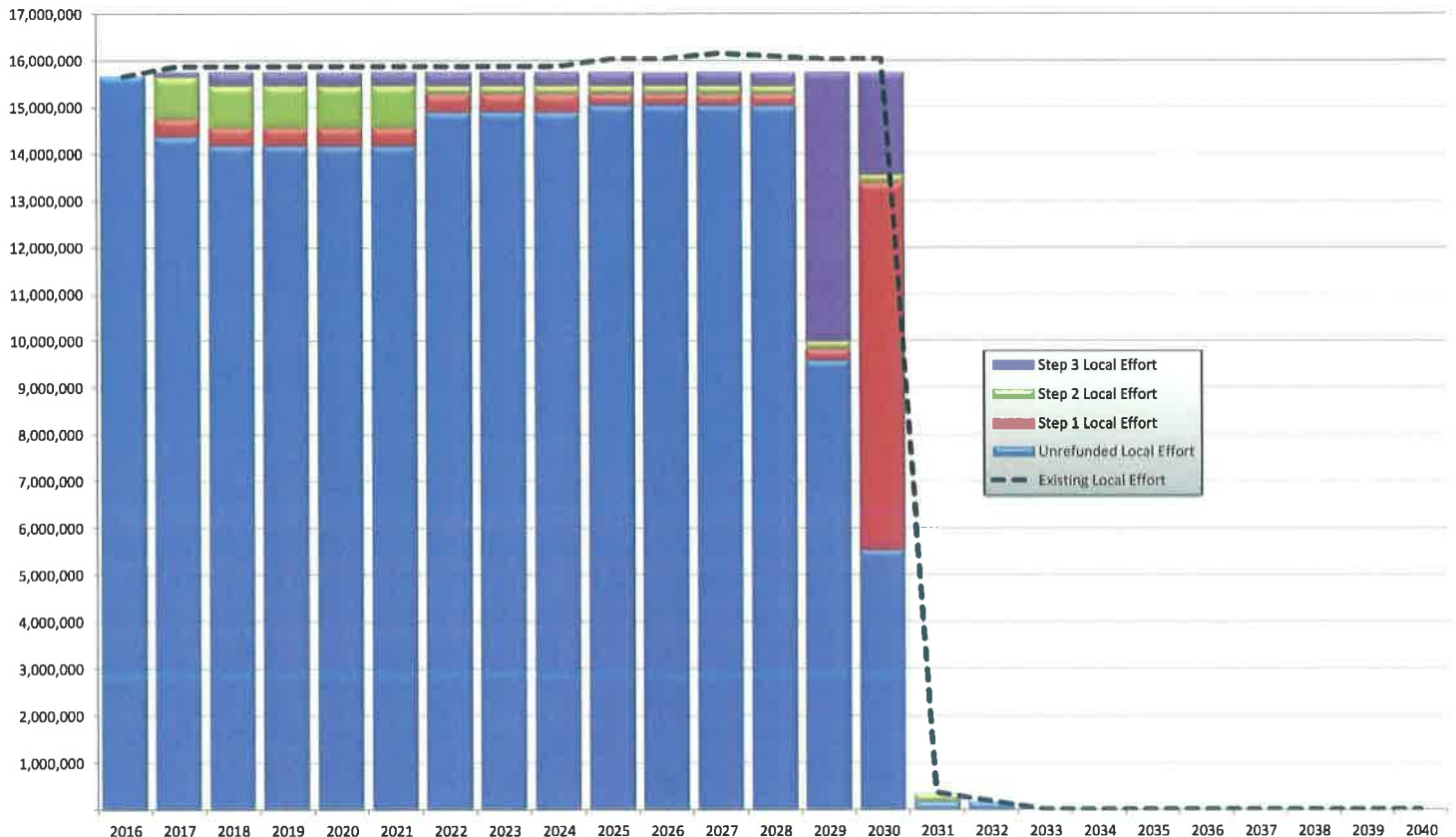
SPOT ANALYSIS - 10 YEAR MMD - SINCE JANUARY 1, 2006



EAST STROUDSBURG AREA SCHOOL DISTRICT
 Summary of Refunding Plan

	1	2	3	4
	Step 1	Step 2	Step 3	TOTAL
Principal	\$9,500,000	\$6,105,000	\$9,000,000	\$24,605,000
Timing	June 2016	August 2016	January 2017	
Purpose	Adv Ref 2008 Bonds	Cur Ref 2011 & 2011A Bonds	Adv Ref 2008 Bonds	
Bank Qualified Status	BQ	BQ	BQ	
Bank Qualified Usage	\$9,500,000	\$205,000	\$9,000,000	\$18,705,000
Estimated Local Effort Savings	\$1,339,306	\$193,257	\$1,300,913	\$2,833,477
As a % of Refunded Principal	15.56%	3.28%	15.69%	12.43%

5	6	7	8	9	10	11	12	13	14	15
Fiscal Year Ending	Existing Local Effort	Unrefunded Local Effort	Step 1 Local Effort	Local Effort Savings	Step 2 Local Effort	Local Effort Savings	Step 3 Local Effort	Local Effort Savings	Total Local Effort	Local Effort Savings
6/30/2016	15,662,668	15,662,668							15,662,668	
6/30/2017	15,875,622	14,371,155	383,066	22,474	891,272	12,367	111,371	83,918	15,756,864	118,759
6/30/2018	15,876,175	14,173,976	391,009	14,530	893,762	12,319	295,143	95,436	15,753,890	122,285
6/30/2019	15,874,874	14,174,465	393,558	11,982	891,934	12,357	294,366	96,214	15,754,322	120,552
6/30/2020	15,873,178	14,172,648	391,167	14,373	888,823	15,589	298,203	92,376	15,750,840	122,338
6/30/2021	15,875,064	14,173,356	393,228	12,311	893,474	12,116	292,545	98,034	15,752,604	122,460
6/30/2022	15,873,421	14,893,509	394,992	10,547	170,727	13,067	296,223	94,356	15,755,451	117,970
6/30/2023	15,874,725	14,894,467	391,801	13,738	172,716	11,424	295,064	95,515	15,754,048	120,678
6/30/2024	15,873,351	14,892,929	393,060	12,479	169,829	14,475	298,487	92,092	15,754,305	119,046
6/30/2025	16,034,665	15,040,694	245,136	174,216	171,303	12,737	297,063	93,516	15,754,195	280,470
6/30/2026	16,034,354	15,041,731	245,011	173,692	167,867	15,473	295,541	95,038	15,750,150	284,203
6/30/2027	16,151,481	15,036,103	244,881	292,578	173,407	13,933	298,572	92,008	15,752,963	398,518
6/30/2028	16,090,483	15,034,007	244,745	235,352	169,382	16,418	301,393	89,186	15,749,527	340,955
6/30/2029	16,032,532	9,593,916	244,605	176,128	169,778	14,035	5,744,649	89,422	15,752,947	279,585
6/30/2030	16,036,013	5,534,262	7,856,112	174,908	169,919	16,584	2,190,428	93,801	15,750,720	285,293
6/30/2031		360,220			183,505	365			359,856	365
6/30/2032	179,779	179,779							179,779	
6/30/2033	6,288	6,288							6,288	
6/30/2034	6,070	6,070							6,070	
6/30/2035	5,851	5,851							5,851	
6/30/2036	5,633	5,633							5,633	
6/30/2037	5,414	5,414							5,414	
6/30/2038	5,196	5,196							5,196	
6/30/2039	4,977	4,977							4,977	
6/30/2040	4,759	4,759							4,759	
	239,622,794	207,090,202	12,212,371	1,339,306	6,177,697	193,257	11,309,047	1,300,913	236,789,317	2,833,477
			<i>Present Value</i>	<i>977,943</i>	<i>Present Value</i>	<i>139,265</i>	<i>Present Value</i>	<i>1,083,775</i>	<i>Present Value</i>	<i>2,200,983</i>





Step 1

Partial BQ Advance Refunding of 2008 Bonds

EAST STROUDSBURG AREA SCHOOL DISTRICT
SERIES OF 2008 BONDS

Optional Redemption: March 1, 2018

1	2	3	4	5	6	7	8
<u>Date</u>	<u>Principal</u>	<u>Rate</u>	<u>Interest</u>	<u>Semi-Annual Debt Service</u>	<u>Fiscal Year Debt Service</u>	<u>State Aid</u>	<u>Local Effort</u>
9/1/2016	5,000	4.000	805,841.25	810,841.25			
3/1/2017			805,741.25	805,741.25	1,616,582.50	93,292.91	1,523,289.59
9/1/2017	5,000	4.000	805,741.25	810,741.25			
3/1/2018			805,641.25	805,641.25	1,616,382.50	93,281.37	1,523,101.13
9/1/2018	5,000	4.000	805,641.25	810,641.25			
3/1/2019			805,541.25	805,541.25	1,616,182.50	93,269.83	1,522,912.67
9/1/2019	5,000	4.000	805,541.25	810,541.25			
3/1/2020			805,441.25	805,441.25	1,615,982.50	93,258.29	1,522,724.21
9/1/2020	5,000	4.375	805,441.25	810,441.25			
3/1/2021			805,331.88	805,331.88	1,615,773.13	93,246.20	1,522,526.92
9/1/2021	5,000	4.375	805,331.88	810,331.88			
3/1/2022			805,222.50	805,222.50	1,615,554.38	93,233.58	1,522,320.80
9/1/2022	40,000	4.375	805,222.50	845,222.50			
3/1/2023			804,347.50	804,347.50	1,649,570.00	95,196.62	1,554,373.38
9/1/2023	110,000	4.500	804,347.50	914,347.50			
3/1/2024			801,872.50	801,872.50	1,716,220.00	99,042.99	1,617,177.01
9/1/2024	190,000	4.550	801,872.50	991,872.50			
3/1/2025			797,550.00	797,550.00	1,789,422.50	103,267.50	1,686,155.00
9/1/2025	240,000	4.625	797,550.00	1,037,550.00			
3/1/2026			792,000.00	792,000.00	1,829,550.00	105,583.26	1,723,966.74
9/1/2026	3,720,000	5.000	792,000.00	4,512,000.00			
3/1/2027			699,000.00	699,000.00	5,211,000.00	300,726.60	4,910,273.40
9/1/2027	7,000,000	5.000	699,000.00	7,699,000.00			
3/1/2028			524,000.00	524,000.00	8,223,000.00	474,549.00	7,748,451.00
9/1/2028	10,280,000	5.000	524,000.00	10,804,000.00			
3/1/2029			267,000.00	267,000.00	11,071,000.00	638,906.97	10,432,093.03
9/1/2029	10,680,000	5.000	267,000.00	10,947,000.00			
3/1/2030					10,947,000.00	631,750.93	10,315,249.07
TOTALS	32,290,000		19,843,220.00	52,133,220.00	52,133,220.00	3,008,606.04	49,124,613.96
PE%	11.48%	<i>(Temporary)</i>					
AR%	50.27%	<i>(2015-2016)</i>					
Net	5.77%	<i>Effective Reimbursement</i>					

EAST STROUDSBURG AREA SCHOOL DISTRICT

SERIES OF 2008 BONDS

Bonds to be Refunded

Optional Redemption: March 1, 2018

1	2	3	4	5	6	7	8
<u>Date</u>	<u>Principal</u>	<u>Rate</u>	<u>Interest</u>	<u>Semi-Annual Debt Service</u>	<u>Fiscal Year Debt Service</u>	<u>State Aid</u>	<u>Local Effort</u>
9/1/2016			215,188.13	215,188.13			
3/1/2017			215,188.13	215,188.13	430,376.25	24,837.00	405,539.25
9/1/2017			215,188.13	215,188.13			
3/1/2018			215,188.13	215,188.13	430,376.25	24,837.00	405,539.25
9/1/2018			215,188.13	215,188.13			
3/1/2019			215,188.13	215,188.13	430,376.25	24,837.00	405,539.25
9/1/2019			215,188.13	215,188.13			
3/1/2020			215,188.13	215,188.13	430,376.25	24,837.00	405,539.25
9/1/2020			215,188.13	215,188.13			
3/1/2021			215,188.13	215,188.13	430,376.25	24,837.00	405,539.25
9/1/2021			215,188.13	215,188.13			
3/1/2022			215,188.13	215,188.13	430,376.25	24,837.00	405,539.25
9/1/2022			215,188.13	215,188.13			
3/1/2023			215,188.13	215,188.13	430,376.25	24,837.00	405,539.25
9/1/2023			215,188.13	215,188.13			
3/1/2024			215,188.13	215,188.13	430,376.25	24,837.00	405,539.25
9/1/2024	15,000	4.550	215,188.13	230,188.13			
3/1/2025			214,846.88	214,846.88	445,035.00	25,682.95	419,352.05
9/1/2025	15,000	4.625	214,846.88	229,846.88			
3/1/2026			214,500.00	214,500.00	444,346.88	25,643.24	418,703.63
9/1/2026	145,000	5.000	214,500.00	359,500.00			
3/1/2027			210,875.00	210,875.00	570,375.00	32,916.32	537,458.68
9/1/2027	90,000	5.000	210,875.00	300,875.00			
3/1/2028			208,625.00	208,625.00	509,500.00	29,403.22	480,096.78
9/1/2028	30,000	5.000	208,625.00	238,625.00			
3/1/2029			207,875.00	207,875.00	446,500.00	25,767.50	420,732.50
9/1/2029	8,315,000	5.000	207,875.00	8,522,875.00			
3/1/2030					8,522,875.00	491,854.78	8,031,020.22
TOTALS	8,610,000		5,771,641.88	14,381,641.88	14,381,641.88	829,963.98	13,551,677.90

PE% 11.48% (Temporary)
 AR% 50.27% (2015-2016)
 Net 5.77% Effective Reimbursement

EAST STROUDSBURG AREA SCHOOL DISTRICT

SERIES OF 2008 BONDS

Bonds Remaining After Refunding

Optional Redemption: March 1, 2018

1	2	3	4	5	6	7	8
<u>Date</u>	<u>Principal</u>	<u>Rate</u>	<u>Interest</u>	<u>Semi-Annual Debt Service</u>	<u>Fiscal Year Debt Service</u>	<u>State Aid</u>	<u>Local Effort</u>
9/1/2016	5,000	4.000	590,653.13	595,653.13			
3/1/2017			590,553.13	590,553.13	1,186,206.25	68,455.92	1,117,750.33
9/1/2017	5,000	4.000	590,553.13	595,553.13			
3/1/2018			590,453.13	590,453.13	1,186,006.25	68,444.37	1,117,561.88
9/1/2018	5,000	4.000	590,453.13	595,453.13			
3/1/2019			590,353.13	590,353.13	1,185,806.25	68,432.83	1,117,373.42
9/1/2019	5,000	4.000	590,353.13	595,353.13			
3/1/2020			590,253.13	590,253.13	1,185,606.25	68,421.29	1,117,184.96
9/1/2020	5,000	4.375	590,253.13	595,253.13			
3/1/2021			590,143.75	590,143.75	1,185,396.88	68,409.21	1,116,987.67
9/1/2021	5,000	4.375	590,143.75	595,143.75			
3/1/2022			590,034.38	590,034.38	1,185,178.13	68,396.58	1,116,781.54
9/1/2022	40,000	4.375	590,034.38	630,034.38			
3/1/2023			589,159.38	589,159.38	1,219,193.75	70,359.62	1,148,834.13
9/1/2023	110,000	4.500	589,159.38	699,159.38			
3/1/2024			586,684.38	586,684.38	1,285,843.75	74,205.99	1,211,637.76
9/1/2024	175,000	4.550	586,684.38	761,684.38			
3/1/2025			582,703.13	582,703.13	1,344,387.50	77,584.55	1,266,802.95
9/1/2025	225,000	4.625	582,703.13	807,703.13			
3/1/2026			577,500.00	577,500.00	1,385,203.13	79,940.02	1,305,263.11
9/1/2026	3,575,000	5.000	577,500.00	4,152,500.00			
3/1/2027			488,125.00	488,125.00	4,640,625.00	267,810.28	4,372,814.72
9/1/2027	6,910,000	5.000	488,125.00	7,398,125.00			
3/1/2028			315,375.00	315,375.00	7,713,500.00	445,145.78	7,268,354.22
9/1/2028	10,250,000	5.000	315,375.00	10,565,375.00			
3/1/2029			59,125.00	59,125.00	10,624,500.00	613,139.47	10,011,360.53
9/1/2029	2,365,000	5.000	59,125.00	2,424,125.00			
3/1/2030					2,424,125.00	139,896.16	2,284,228.84
TOTALS	23,680,000		14,071,578.13	37,751,578.13	37,751,578.13	2,178,642.06	35,572,936.06
PE%	11.48%	<i>(Temporary)</i>					
AR%	50.27%	<i>(2015-2016)</i>					
Net	5.77%	<i>Effective Reimbursement</i>					

**EAST STROUDSBURG AREA SCHOOL DISTRICT
RESTRICTED YIELD ESCROW**

1 2 3 4 5 6 7 8 9 10

SERIES OF 2008 BONDS

Optional Redemption Date: March 1, 2018

<u>Date</u>	<u>ESCROW REQUIREMENTS</u>				<u>ESCROW EARNINGS</u>				
	<u>Principal</u>	<u>Interest</u>	<u>Escrow Agent</u>	<u>Required</u>	<u>Par</u>	<u>Coupon</u>	<u>Earnings</u>	<u>Cash Flow</u>	<u>Balance</u>
9/1/2016		215,188.13		215,188.13	200,941.00	0.270	14,248.23	Cash Deposit	0.00
3/1/2017		215,188.13		215,188.13	177,886.00	0.530	37,302.40	215,189.23	1.10
9/1/2017		215,188.13		215,188.13	178,537.00	0.690	36,651.48	215,188.40	1.37
3/1/2018	8,610,000.00	215,188.13		8,825,188.13	8,789,153.00	0.820	36,035.53	215,188.48	1.73
								8,825,188.53	2.13
TOTALS	8,610,000.00	860,752.50	0.00	9,470,752.50	9,346,517.00		124,237.63	9,470,754.63	

Actual Escrow Yield 0.814795
Actual Escrow Cost 9,346,517.00

Maximum Escrow Yield (Yield on new Bonds) 3.055019
Perfect Escrow Cost 9,016,174.15

Difference (330,342.85)

EAST STROUDSBURG AREA SCHOOL DISTRICT

SERIES OF 2016

REFUNDS THE SERIES OF 2008 BONDS

Settle 6/22/2016

Dated 6/22/2016

1	2	3	4	5	6	7	8	9	10	11
Date	Principal	Coupon	Yield	Interest	Semi-Annual Debt Service	Fiscal Year Debt Service	State Aid	Proposed Local Effort	Existing Local Effort	Savings
9/1/2016	215,000	1.450	1.450	53,505.48	268,505.48					
3/1/2017				138,020.75	138,020.75	406,526.23	23,460.61	383,065.61	405,539.25	22,473.64
9/1/2017	140,000	1.550	1.550	138,020.75	278,020.75					
3/1/2018				136,935.75	136,935.75	414,956.50	23,947.12	391,009.38	405,539.25	14,529.88
9/1/2018	145,000	1.670	1.670	136,935.75	281,935.75					
3/1/2019				135,725.00	135,725.00	417,660.75	24,103.19	393,557.56	405,539.25	11,981.69
9/1/2019	145,000	1.830	1.830	135,725.00	280,725.00					
3/1/2020				134,398.25	134,398.25	415,123.25	23,956.75	391,166.50	405,539.25	14,372.75
9/1/2020	150,000	1.980	1.980	134,398.25	284,398.25					
3/1/2021				132,913.25	132,913.25	417,311.50	24,083.03	393,228.47	405,539.25	12,310.78
* 9/1/2021	155,000	2.120	2.120	132,913.25	287,913.25					
3/1/2022				131,270.25	131,270.25	419,183.50	24,191.06	394,992.44	405,539.25	10,546.82
9/1/2022	155,000	2.250	2.250	131,270.25	286,270.25					
3/1/2023				129,526.50	129,526.50	415,796.75	23,995.61	391,801.14	405,539.25	13,738.12
9/1/2023	160,000	2.400	2.400	129,526.50	289,526.50					
3/1/2024				127,606.50	127,606.50	417,133.00	24,072.73	393,060.27	405,539.25	12,478.98
9/1/2024	5,000	2.570	2.570	127,606.50	132,606.50					
3/1/2025				127,542.25	127,542.25	260,148.75	15,013.17	245,135.58	419,352.05	174,216.47
9/1/2025	5,000	2.710	2.710	127,542.25	132,542.25					
3/1/2026				127,474.50	127,474.50	260,016.75	15,005.56	245,011.19	418,703.63	173,692.44
9/1/2026	5,000	2.820	2.820	127,474.50	132,474.50					
3/1/2027				127,404.00	127,404.00	259,878.50	14,997.58	244,880.92	537,458.68	292,577.76
9/1/2027	5,000	2.940	2.940	127,404.00	132,404.00					
3/1/2028				127,330.50	127,330.50	259,734.50	14,989.27	244,745.23	480,096.78	235,351.54
9/1/2028	5,000	3.020	3.020	127,330.50	132,330.50					
3/1/2029				127,255.00	127,255.00	259,585.50	14,980.67	244,604.83	420,732.50	176,127.67
9/1/2029	8,210,000	3.100	3.100	127,255.00	8,337,255.00					
3/1/2030						8,337,255.00	481,142.65	7,856,112.35	8,031,020.22	174,907.88
TOTALS	9,500,000			3,460,310.48	12,960,310.48	12,960,310.48	747,939.00	12,212,371.48	13,551,677.90	1,339,306.42

* Assumed optional redemption date of September 1, 2021

Present Value Local Effort Savings 977,943.24

PE% 11.48% (Estimated)
AR% 50.27% (2015-2016)

Net 5.77% Effective Reimbursement

Savings Allocation	Amount	Percentage
School District's Share	1,339,306.42	15.56%
State's Share	82,024.98	0.95%
Total Savings	1,421,331.40	16.51%



Step 2

BQ Current Refunding of 2011 & 2011A Bonds

EAST STROUDSBURG AREA SCHOOL DISTRICT
SERIES OF 2011

Optional Redemption: November 15, 2016

1	2	3	4	5	6	7	8
<u>Date</u>	<u>Principal</u>	<u>Rate</u>	<u>Interest</u>	<u>Semi-Annual Debt Service</u>	<u>Fiscal Year Debt Service</u>	<u>State Aid</u>	<u>Local Effort</u>
11/15/2016	720,000	3.000	54,022.50	774,022.50			
5/15/2017			43,222.50	43,222.50	817,245.00	99,461.72	717,783.28
11/15/2017	740,000	2.350	43,222.50	783,222.50			
5/15/2018			34,527.50	34,527.50	817,750.00	99,523.18	718,226.82
11/15/2018	760,000	2.650	34,527.50	794,527.50			
5/15/2019			24,457.50	24,457.50	818,985.00	99,673.48	719,311.52
11/15/2019	780,000	3.000	24,457.50	804,457.50			
5/15/2020			12,757.50	12,757.50	817,215.00	99,458.06	717,756.94
11/15/2020	810,000	3.150	12,757.50	822,757.50			
5/15/2021					822,757.50	100,132.61	722,624.89
TOTALS	3,810,000		283,952.50	4,093,952.50	4,093,952.50	498,249.04	3,595,703.46
PE%	24.21%	<i>(Temporary)</i>					
AR%	50.27%	<i>(2015-2016)</i>					
Net	12.17%	<i>Effective Reimbursement</i>					

EAST STROUDSBURG AREA SCHOOL DISTRICT
SERIES A OF 2011

Optional Redemption: November 15, 2016

1	2	3	4	5	6	7	8
<u>Date</u>	<u>Principal</u>	<u>Rate</u>	<u>Interest</u>	<u>Semi-Annual Debt Service</u>	<u>Fiscal Year Debt Service</u>	<u>State Aid</u>	<u>Local Effort</u>
11/15/2016	110,000	3.000	38,752.50	148,752.50			
5/15/2017			37,102.50	37,102.50	185,855.00	0.00	185,855.00
11/15/2017	115,000	2.350	37,102.50	152,102.50			
5/15/2018			35,751.25	35,751.25	187,853.75	0.00	187,853.75
11/15/2018	115,000	2.650	35,751.25	150,751.25			
5/15/2019			34,227.50	34,227.50	184,978.75	0.00	184,978.75
11/15/2019	120,000	3.000	34,227.50	154,227.50			
5/15/2020			32,427.50	32,427.50	186,655.00	0.00	186,655.00
11/15/2020	120,000	3.150	32,427.50	152,427.50			
5/15/2021			30,537.50	30,537.50	182,965.00	0.00	182,965.00
11/15/2021	125,000	3.650	30,537.50	155,537.50			
5/15/2022			28,256.25	28,256.25	183,793.75	0.00	183,793.75
11/15/2022	130,000	3.650	28,256.25	158,256.25			
5/15/2023			25,883.75	25,883.75	184,140.00	0.00	184,140.00
11/15/2023	135,000	3.650	25,883.75	160,883.75			
5/15/2024			23,420.00	23,420.00	184,303.75	0.00	184,303.75
11/15/2024	140,000	4.000	23,420.00	163,420.00			
5/15/2025			20,620.00	20,620.00	184,040.00	0.00	184,040.00
11/15/2025	145,000	4.000	20,620.00	165,620.00			
5/15/2026			17,720.00	17,720.00	183,340.00	0.00	183,340.00
11/15/2026	155,000	4.000	17,720.00	172,720.00			
5/15/2027			14,620.00	14,620.00	187,340.00	0.00	187,340.00
11/15/2027	160,000	4.300	14,620.00	174,620.00			
5/15/2028			11,180.00	11,180.00	185,800.00	0.00	185,800.00
11/15/2028	165,000	4.300	11,180.00	176,180.00			
5/15/2029			7,632.50	7,632.50	183,812.50	0.00	183,812.50
11/15/2029	175,000	4.300	7,632.50	182,632.50			
5/15/2030			3,870.00	3,870.00	186,502.50	0.00	186,502.50
11/15/2030	180,000	4.300	3,870.00	183,870.00			
5/15/2031					183,870.00	0.00	183,870.00
TOTALS	2,090,000		685,250.00	2,775,250.00	2,775,250.00	0.00	2,775,250.00
PE%	0.00%	<i>(Estimated)</i>					
AR%	50.27%	<i>(2015-2016)</i>					
Net	0.00%	<i>Effective Reimbursement</i>					

EAST STROUDSBURG AREA SCHOOL DISTRICT AMOUNT TO PREPAY BONDS

SERIES OF 2011			
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1	2	3	4
<u>Date</u>	<u>Principal</u>	<u>Interest</u>	<u>Required</u>
11/15/2016	3,810,000.00	54,022.50	3,864,022.50
TOTALS	3,810,000.00	54,022.50	3,864,022.50

SERIES A OF 2011			
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5	6	7	8
<u>Date</u>	<u>Principal</u>	<u>Interest</u>	<u>Required</u>
11/15/2016	2,090,000.00	38,752.50	2,128,752.50
TOTALS	2,090,000.00	38,752.50	2,128,752.50

EAST STROUDSBURG AREA SCHOOL DISTRICT
SERIES OF 2016
REFUNDS THE SERIES OF 2011 AND SERIES A OF 2011

Settle 8/18/2016
 Dated 8/18/2016

1	2	3	4	5	6	7	8	9	10
<u>Date</u>	<u>Principal</u>	<u>Rate</u>	<u>Interest</u>	<u>Semi-Annual Debt Service</u>	<u>Fiscal Year Debt Service</u>	<u>State Aid</u>	<u>Proposed Local Effort</u>	<u>Existing Local Effort</u>	<u>Savings</u>
9/1/2016	910,000	1.200	3,801.31	913,801.31					
3/1/2017			47,173.50	47,173.50	960,974.81	69,703.11	891,271.70	903,638.28	12,366.59
9/1/2017	875,000	1.300	47,173.50	922,173.50					
3/1/2018			41,486.00	41,486.00	963,659.50	69,897.84	893,761.66	906,080.57	12,318.91
9/1/2018	885,000	1.420	41,486.00	926,486.00					
3/1/2019			35,202.50	35,202.50	961,688.50	69,754.88	891,933.62	904,290.27	12,356.65
9/1/2019	895,000	1.580	35,202.50	930,202.50					
3/1/2020			28,132.00	28,132.00	958,334.50	69,511.60	888,822.90	904,411.94	15,589.03
9/1/2020	915,000	1.730	28,132.00	943,132.00					
3/1/2021			20,217.25	20,217.25	963,349.25	69,875.34	893,473.91	905,589.89	12,115.98
9/1/2021	145,000	1.870	20,217.25	165,217.25					
3/1/2022			18,861.50	18,861.50	184,078.75	13,351.92	170,726.83	183,793.75	13,066.92
9/1/2022	150,000	2.000	18,861.50	168,861.50					
3/1/2023			17,361.50	17,361.50	186,223.00	13,507.45	172,715.55	184,140.00	11,424.45
9/1/2023	150,000	2.150	17,361.50	167,361.50					
3/1/2024			15,749.00	15,749.00	183,110.50	13,281.69	169,828.81	184,303.75	14,474.94
9/1/2024	155,000	2.320	15,749.00	170,749.00					
3/1/2025			13,951.00	13,951.00	184,700.00	13,396.98	171,303.02	184,040.00	12,736.98
9/1/2025	155,000	2.460	13,951.00	168,951.00					
3/1/2026			12,044.50	12,044.50	180,995.50	13,128.28	167,867.22	183,340.00	15,472.78
9/1/2026	165,000	2.570	12,044.50	177,044.50					
3/1/2027			9,924.25	9,924.25	186,968.75	13,561.55	173,407.20	187,340.00	13,932.80
9/1/2027	165,000	2.690	9,924.25	174,924.25					
3/1/2028			7,705.00	7,705.00	182,629.25	13,246.79	169,382.46	185,800.00	16,417.54
9/1/2028	170,000	2.770	7,705.00	177,705.00					
3/1/2029			5,350.50	5,350.50	183,055.50	13,277.70	169,777.80	183,812.50	14,034.70
9/1/2029	175,000	2.850	5,350.50	180,350.50					
3/1/2030			2,856.75	2,856.75	183,207.25	13,288.71	169,918.54	186,502.50	16,583.96
9/1/2030	195,000	2.930	2,856.75	197,856.75					
3/1/2031					197,856.75	14,351.29	183,505.46	183,870.00	364.54
TOTALS	6,105,000		555,831.81	6,660,831.81	6,660,831.81	483,135.14	6,177,696.67	6,370,953.46	193,256.78

PE% 14.43% (Estimated)
 AR% 50.27% (2015-2016)

Net 7.25% Effective Reimbursement

Note: Assumes September 1st principal payment dates

Present Value Local Effort Savings 139,265.14

Savings Allocation	Amount	Percentage
School District's Share	193,256.78	3.28%
State's Share	15,113.91	0.26%
Total Savings	208,370.69	3.53%



Step 3

Partial BQ Advance Refunding of 2008 Bonds

EAST STROUDSBURG AREA SCHOOL DISTRICT
SERIES OF 2008 BONDS

Optional Redemption: March 1, 2018

1	2	3	4	5	6	7	8
<u>Date</u>	<u>Principal</u>	<u>Rate</u>	<u>Interest</u>	<u>Semi-Annual Debt Service</u>	<u>Fiscal Year Debt Service</u>	<u>State Aid</u>	<u>Local Effort</u>
3/1/2017			590,553.13	590,553.13	590,553.13	34,080.80	556,472.33
9/1/2017	5,000	4.000	590,553.13	595,553.13			
3/1/2018			590,453.13	590,453.13	1,186,006.25	68,444.37	1,117,561.88
9/1/2018	5,000	4.000	590,453.13	595,453.13			
3/1/2019			590,353.13	590,353.13	1,185,806.25	68,432.83	1,117,373.42
9/1/2019	5,000	4.000	590,353.13	595,353.13			
3/1/2020			590,253.13	590,253.13	1,185,606.25	68,421.29	1,117,184.96
9/1/2020	5,000	4.375	590,253.13	595,253.13			
3/1/2021			590,143.75	590,143.75	1,185,396.88	68,409.21	1,116,987.67
9/1/2021	5,000	4.375	590,143.75	595,143.75			
3/1/2022			590,034.38	590,034.38	1,185,178.13	68,396.58	1,116,781.54
9/1/2022	40,000	4.375	590,034.38	630,034.38			
3/1/2023			589,159.38	589,159.38	1,219,193.75	70,359.62	1,148,834.13
9/1/2023	110,000	4.500	589,159.38	699,159.38			
3/1/2024			586,684.38	586,684.38	1,285,843.75	74,205.99	1,211,637.76
9/1/2024	175,000	4.550	586,684.38	761,684.38			
3/1/2025			582,703.13	582,703.13	1,344,387.50	77,584.55	1,266,802.95
9/1/2025	225,000	4.625	582,703.13	807,703.13			
3/1/2026			577,500.00	577,500.00	1,385,203.13	79,940.02	1,305,263.11
9/1/2026	3,575,000	5.000	577,500.00	4,152,500.00			
3/1/2027			488,125.00	488,125.00	4,640,625.00	267,810.28	4,372,814.72
9/1/2027	6,910,000	5.000	488,125.00	7,398,125.00			
3/1/2028			315,375.00	315,375.00	7,713,500.00	445,145.78	7,268,354.22
9/1/2028	10,250,000	5.000	315,375.00	10,565,375.00			
3/1/2029			59,125.00	59,125.00	10,624,500.00	613,139.47	10,011,360.53
9/1/2029	2,365,000	5.000	59,125.00	2,424,125.00			
3/1/2030					2,424,125.00	139,896.16	2,284,228.84
TOTALS	23,675,000		13,480,925.00	37,155,925.00	37,155,925.00	2,144,266.95	35,011,658.05

PE% 11.48% (Temporary)
AR% 50.27% (2015-2016)
Net 5.77% Effective Reimbursement

EAST STROUDSBURG AREA SCHOOL DISTRICT
SERIES OF 2008 BONDS
Bonds to be Refunded

Optional Redemption: March 1, 2018

1	2	3	4	5	6	7	8
<u>Date</u>	<u>Principal</u>	<u>Rate</u>	<u>Interest</u>	<u>Semi-Annual Debt Service</u>	<u>Fiscal Year Debt Service</u>	<u>State Aid</u>	<u>Local Effort</u>
3/1/2017			207,250.00	207,250.00	207,250.00	11,960.39	195,289.61
9/1/2017			207,250.00	207,250.00			
3/1/2018			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2018			207,250.00	207,250.00			
3/1/2019			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2019			207,250.00	207,250.00			
3/1/2020			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2020			207,250.00	207,250.00			
3/1/2021			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2021			207,250.00	207,250.00			
3/1/2022			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2022			207,250.00	207,250.00			
3/1/2023			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2023			207,250.00	207,250.00			
3/1/2024			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2024			207,250.00	207,250.00			
3/1/2025			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2025			207,250.00	207,250.00			
3/1/2026			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2026			207,250.00	207,250.00			
3/1/2027			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2027			207,250.00	207,250.00			
3/1/2028			207,250.00	207,250.00	414,500.00	23,920.78	390,579.22
9/1/2028	5,925,000	5.000	207,250.00	6,132,250.00			
3/1/2029			59,125.00	59,125.00	6,191,375.00	357,304.00	5,834,071.00
9/1/2029	2,365,000	5.000	59,125.00	2,424,125.00			
3/1/2030					2,424,125.00	139,896.16	2,284,228.84
TOTALS	8,290,000		5,092,250.00	13,382,250.00	13,382,250.00	772,289.11	12,609,960.89

PE% 11.48% (Temporary)
AR% 50.27% (2015-2016)
Net 5.77% Effective Reimbursement

EAST STROUDSBURG AREA SCHOOL DISTRICT
SERIES OF 2008 BONDS
Bonds Remaining After Refunding

Optional Redemption: March 1, 2018

1	2	3	4	5	6	7	8
<u>Date</u>	<u>Principal</u>	<u>Rate</u>	<u>Interest</u>	<u>Semi-Annual Debt Service</u>	<u>Fiscal Year Debt Service</u>	<u>State Aid</u>	<u>Local Effort</u>
3/1/2017			383,303.13	383,303.13	383,303.13	22,120.41	361,182.72
9/1/2017	5,000	4.000	383,303.13	388,303.13			
3/1/2018			383,203.13	383,203.13	771,506.25	44,523.59	726,982.66
9/1/2018	5,000	4.000	383,203.13	388,203.13			
3/1/2019			383,103.13	383,103.13	771,306.25	44,512.05	726,794.20
9/1/2019	5,000	4.000	383,103.13	388,103.13			
3/1/2020			383,003.13	383,003.13	771,106.25	44,500.51	726,605.74
9/1/2020	5,000	4.375	383,003.13	388,003.13			
3/1/2021			382,893.75	382,893.75	770,896.88	44,488.43	726,408.45
9/1/2021	5,000	4.375	382,893.75	387,893.75			
3/1/2022			382,784.38	382,784.38	770,678.13	44,475.80	726,202.32
9/1/2022	40,000	4.375	382,784.38	422,784.38			
3/1/2023			381,909.38	381,909.38	804,693.75	46,438.84	758,254.91
9/1/2023	110,000	4.500	381,909.38	491,909.38			
3/1/2024			379,434.38	379,434.38	871,343.75	50,285.21	821,058.54
9/1/2024	175,000	4.550	379,434.38	554,434.38			
3/1/2025			375,453.13	375,453.13	929,887.50	53,663.77	876,223.73
9/1/2025	225,000	4.625	375,453.13	600,453.13			
3/1/2026			370,250.00	370,250.00	970,703.13	56,019.24	914,683.89
9/1/2026	3,575,000	5.000	370,250.00	3,945,250.00			
3/1/2027			280,875.00	280,875.00	4,226,125.00	243,889.50	3,982,235.50
9/1/2027	6,910,000	5.000	280,875.00	7,190,875.00			
3/1/2028			108,125.00	108,125.00	7,299,000.00	421,225.00	6,877,775.00
9/1/2028	4,325,000	5.000	108,125.00	4,433,125.00			
3/1/2029					4,433,125.00	255,835.47	4,177,289.53
9/1/2029							
3/1/2030							
TOTALS	15,385,000		8,388,675.00	23,773,675.00	23,773,675.00	1,371,977.83	22,401,697.17
PE%	11.48%	<i>(Temporary)</i>					
AR%	50.27%	<i>(2015-2016)</i>					
Net	5.77%	<i>Effective Reimbursement</i>					

EAST STROUDSBURG AREA SCHOOL DISTRICT
RESTRICTED YIELD ESCROW

1 2 3 4 5 6 7 8 9 10

SERIES OF 2008 BONDS **Optional Redemption Date: March 1, 2018**

Date	ESCROW REQUIREMENTS				ESCROW EARNINGS				
	Principal	Interest	Escrow Agent	Required	Par	Coupon	Earnings	Cash Flow	SETTLE 1/15/2017 Balance
3/1/2017		207,250.00		207,250.00	200,567.00	0.200	6,683.17	207,250.17	Cash Deposit 0.00
9/1/2017		207,250.00		207,250.00	180,037.00	0.470	27,213.18	207,250.18	0.17
3/1/2018	8,290,000.00	207,250.00		8,497,250.00	8,470,568.00	0.630	26,682.29	8,497,250.29	0.35
TOTALS	8,290,000.00	621,750.00	0.00	8,911,750.00	8,851,172.00		60,578.64	8,911,750.64	0.64

Actual Escrow Yield 0.833165
Actual Escrow Cost 8,851,172.00

Maximum Escrow Yield (Yield on new Bonds) 2.939359
Perfect Escrow Cost 8,632,139.14

Difference (219,032.86)

EAST STROUDSBURG AREA SCHOOL DISTRICT

SERIES OF 2017

REFUNDS THE SERIES OF 2008 BONDS

Settle 1/15/2017
Dated 1/15/2017

1	2	3	4	5	6	7	8	9	10	11
Date	Principal	Coupon	Yield	Interest	Semi-Annual Debt Service	Fiscal Year Debt Service	State Aid	Proposed Local Effort	Existing Local Effort	Savings
3/1/2017	85,000	1.350	1.350	33,192.19	118,192.19	118,192.19	6,820.87	111,371.33	195,289.61	83,918.28
9/1/2017	55,000	1.450	1.450	129,308.75	184,308.75					
3/1/2018				128,910.00	128,910.00	313,218.75	18,075.84	295,142.91	390,579.22	95,436.31
9/1/2018	55,000	1.550	1.550	128,910.00	183,910.00					
3/1/2019				128,483.75	128,483.75	312,393.75	18,028.23	294,365.52	390,579.22	96,213.70
9/1/2019	60,000	1.670	1.670	128,483.75	188,483.75					
3/1/2020				127,982.75	127,982.75	316,466.50	18,263.27	298,203.23	390,579.22	92,375.99
9/1/2020	55,000	1.830	1.830	127,982.75	182,982.75					
3/1/2021				127,479.50	127,479.50	310,462.25	17,916.76	292,545.49	390,579.22	98,033.74
9/1/2021	60,000	1.980	1.980	127,479.50	187,479.50					
3/1/2022				126,885.50	126,885.50	314,365.00	18,141.99	296,223.01	390,579.22	94,356.21
9/1/2022	60,000	2.120	2.120	126,885.50	186,885.50					
3/1/2023				126,249.50	126,249.50	313,135.00	18,071.01	295,063.99	390,579.22	95,515.23
9/1/2023	65,000	2.250	2.250	126,249.50	191,249.50					
3/1/2024				125,518.25	125,518.25	316,767.75	18,280.65	298,487.10	390,579.22	92,092.13
9/1/2024	65,000	2.400	2.400	125,518.25	190,518.25					
3/1/2025				124,738.25	124,738.25	315,256.50	18,193.44	297,063.06	390,579.22	93,516.16
9/1/2025	65,000	2.570	2.570	124,738.25	189,738.25					
3/1/2026				123,903.00	123,903.00	313,641.25	18,100.22	295,541.03	390,579.22	95,038.20
9/1/2026	70,000	2.710	2.710	123,903.00	193,903.00					
3/1/2027				122,954.50	122,954.50	316,857.50	18,285.83	298,571.67	390,579.22	92,007.56
9/1/2027	75,000	2.820	2.820	122,954.50	197,954.50					
3/1/2028				121,897.00	121,897.00	319,851.50	18,458.62	301,392.88	390,579.22	89,186.34
9/1/2028	5,940,000	2.940	2.940	121,897.00	6,061,897.00					
3/1/2029				34,579.00	34,579.00	6,096,476.00	351,827.39	5,744,648.61	5,834,071.00	89,422.38
9/1/2029	2,290,000	3.020	3.020	34,579.00	2,324,579.00					
3/1/2030						2,324,579.00	134,151.36	2,190,427.64	2,284,228.84	93,801.20
TOTALS	9,000,000			3,001,662.94	12,001,662.94	12,001,662.94	692,615.49	11,309,047.46	12,609,960.89	1,300,913.43

* Assumed optional redemption date of September 1, 2021

PE% 11.48% (Estimated)
AR% 50.27% (2015-2016)
Net 5.77% Effective Reimbursement

Savings Allocation	Amount	Percentage
School District's Share	1,300,913.43	15.69%
State's Share	79,673.62	0.96%
Total Savings	1,380,587.06	16.65%

STEP 1 - 2008 BONDS ADVANCE REFUNDING SAMPLE MOTION

Resolved: The Board of School Directors of the East Stroudsburg Area School District (the “School District”) does hereby authorize the Administration to work with Public Financial Management as Financial Advisor, Rhoads & Sinon as Bond Counsel and the Solicitor in conjunction with the issuance of General Obligation Bonds Series of 2016, issued via a competitive bond sale, the proceeds for which will be used towards the advance refunding of a portion the School District’s General Obligation Bonds, Series of 2008 Bonds at a minimum net savings target of \$ _____ (3.00% historic benchmark = \$258,300)

STEP 2 - 2011 & 2011A BONDS CURRENT REFUNDING SAMPLE MOTION

Resolved: The Board of School Directors of the East Stroudsburg Area School District (the “School District”) does hereby authorize the Administration to work with Public Financial Management as Financial Advisor, Rhoads & Sinon as Bond Counsel and the Solicitor in conjunction with the issuance of General Obligation Bonds Series A of 2016, issued via a competitive bond sale, the proceeds for which will be used towards the current refunding of a the District’s General Obligation Bonds, Series of 2011 and General Obligation Bonds, Series A of 2011 at a minimum net savings target of \$ _____ (2.00% historic benchmark = \$118,000)

STEP 3 - 2008 BONDS ADVANCE REFUNDING SAMPLE MOTION

Resolved: The Board of School Directors of the East Stroudsburg Area School District (the “School District”) does hereby authorize the Administration to work with Public Financial Management as Financial Advisor, Rhoads & Sinon as Bond Counsel and the Solicitor in conjunction with the issuance of General Obligation Bonds Series of 2017, issued via a competitive bond sale, the proceeds for which will be used towards the advance refunding of a portion the School District’s General Obligation Bonds, Series of 2008 Bonds at a minimum net savings target of \$ _____ (3.00% historic benchmark = \$248,700)

IntegraONE

7248 Tilghman Street Suite 120

Allentown, PA 18106

1-800-582-6399

Fax: 484-223-3427

www.integra1.net



HP 3PAR StoreServ 8200

Quote #002168 v4

April 06, 2016

Prepared for:

East Stroudsburg Area SD

Prepared by:

Ashley Miller

HP 3PAR

Description	Price	Qty	Ext. Price
HP Blades and Storage	\$550,000.00	1	\$550,000.00
HP Hardware and Software			
HP 42U 600x1075mm Enterprise Shock Rack		1	
HP Factory Express Base Racking Service		1	
HP 3PAR StoreServ 8200 2N Storage Base		1	
HP 3PAR 8000 2-pt 10Gb iSCSI/FCoE Adptr		2	
HP 3PAR 8000 3.84TB SAS cMLC SFF SSD		20	
HP 3PAR 8200 OS Suite Base LTU		1	
HP 3PAR 8200 OS Suite Drive LTU		20	
HP 3PAR 8200 Replication Suite Base LTU		1	
HP 3PAR 8200 Replication Ste Drive LTU		20	
HP BLc7000 CTO 3 IN LCD Plat Enclosure		1	
HP BL460c Gen9 10Gb/20Gb FLB CTO Blade		5	
HP BL460c Gen9 E5-2690v3 FIO Kit		5	
HP BL460c Gen9 E5-2690v3 Kit		5	
HP 32GB 2Rx4 PC4-2133P-R Kit		40	
HP FlexFabric 20Gb 2P 650FLB FIO Adptr		5	
HP Dual 8GB microSD EM USB Kit		5	
HP BLc VC FlexFabric-20/40 F8 Module		2	
HP BLc 10G SFP+ SR Transceiver		8	
HP 6X 2650W Plat Ht Plg FIO Pwr Sply Kit		1	
HP BLc7000 DDR2 Encl Mgmt Option		1	
HP BLc7000 10K Rack Ship Brkt Opt Kit		1	
HP BLc 1PH Intelligent Power Mod FIO Opt		1	
HP BLc 6X Active Cool 200 FIO Fan Opt		1	
HP OV 3yr 24x7 Encl FIO Phys 16 Svr Lic		1	

HP 3PAR

Description	Price	Qty	Ext. Price
HP LCD 8500 1U Console US Kit		1	
HP 3PAR StoreServ SPS Service Processor		1	
HP Premier Flex LC/LC OM4 2f 5m Cbl		8	
HPE Basic 4.9kVA/L6-30P/C13 C19/NA/J PDU		2	
HP Air Flow Optimization Kit		1	
HP 42U 1075mm Side Panel Kit		1	
HP KVM USB Adapter		2	
HP 2x1Ex16 KVM IP Cnsl G2 VM CAC SW		1	
HP 3PAR StoreServ Mgmt/Core SW E-Media		1	
HP 3PAR OS Suite Latest E-Media		1	
HP 3PAR SP SW Latest E-Media		1	
HP 42U 600x1075mm Enterprise Shock Rack		1	
HP 3PAR StoreServ 8200 2N Storage Base		1	
HP 3PAR 8000 2-pt 10Gb iSCSI/FCoE Adptr		2	
HP 3PAR 8000 3.84TB SAS cMLC SFF SSD		20	
HP 3PAR 8200 OS Suite Base LTU		1	
HP 3PAR 8200 OS Suite Drive LTU		20	
HP 3PAR 8200 Replication Suite Base LTU		1	
HP 3PAR 8200 Replication Ste Drive LTU		20	
HP BLc7000 CTO 3 IN LCD Plat Enclosure		1	
HP OV 3yr 24x7 Encl FIO Phys 16 Svr Lic		1	
HP BL460c Gen9 10Gb/20Gb FLB CTO Blade		1	
HP BL460c Gen9 E5-2620v3 FIO Kit		1	
HP 16GB 2Rx4 PC4-2133P-R Kit		2	
HP 300GB 12G SAS 15K 2.5in SC ENT HDD		2	
HP FlexFabric 20Gb 2P 650FLB FIO Adptr		1	

HP 3PAR

Description	Price	Qty	Ext. Price
HP Smart Array P244br/1G FIO Controller		1	
HP BL460c Gen9 10Gb/20Gb FLB CTO Blade		4	
HP BL460c Gen9 E5-2690v3 FIO Kit		4	
HP BL460c Gen9 E5-2690v3 Kit		4	
HP 32GB 2Rx4 PC4-2133P-R Kit		32	
HP FlexFabric 20Gb 2P 650FLB FIO Adptr		4	
HP Dual 8GB microSD EM USB Kit		4	
HP BLc VC FlexFabric-20/40 F8 Module		2	
HP BLc 10G SFP+ SR Transceiver		8	
HP 6X 2650W Plat Ht Plg FIO Pwr Sply Kit		1	
HP BLc7000 DDR2 Encl Mgmt Option		1	
HP BLc7000 10K Rack Ship Brkt Opt Kit		1	
HP BLc 1PH Intelligent Power Mod FIO Opt		1	
HP BLc 6X Active Cool 200 FIO Fan Opt		1	
HP LCD 8500 1U Console US Kit		1	
HP 3PAR StoreServ SPS Service Processor		1	
HP Premier Flex LC/LC OM4 2f 5m Cbl		8	
HPE Basic 4.9kVA/L6-30P/C13 C19/NA/J PDU		2	
HP Air Flow Optimization Kit		1	
HP 42U 1075mm Side Panel Kit		1	
HP KVM USB Adapter		2	
HP 2x1Ex16 KVM IP Cnsl G2 VM CAC SW		1	
HP 3PAR StoreServ Mgmt/Core SW E-Media		1	
HP 3PAR OS Sulte Latest E-Media		1	
HP 3PAR SP SW Latest E-Media		1	
HP Installation Services			

HP 3PAR

Description	Price	Qty	Ext. Price
HP Installation and Startup Service		1	
HPE Startup 3PAR 8200 2N Storage Bas SVC		1	
HP Startup BladeSystem c7000 Infrast SVC		1	
HPE Installation Service		1	
Rack and Rack Options Installation		1	
HP Technical Installation Startup SVC		1	
HPE Blad Sys c7000 Encd Ntwk Startup SVC		1	
HPE Startup 3PAR 8000 System Reportr SVC		1	
HPE Startup 3PAR 8K Rpl Ste VC-RC-PP SVC		1	
HPE Startup 3PAR 8200 2N Storage Bas SVC		1	
HP Startup BladeSystem c7000 Infrast SVC		1	
Rack and Rack Options Installation		1	
HPE Blad Sys c7000 Encd Ntwk Startup SVC		1	
HPE Startup 3PAR 8000 System Reportr SVC		1	
HPE Startup 3PAR 8K Rpl Ste VC-RC-PP SVC		1	
HP Support			
HPE 4Y Proactive Care 24x7 Service		1	
HPE c7000 Enclosure Support		1	
HP One View for blades Supp		1	
HPE VC FlxFbrc Support		2	
HPE BL460c Gen9 Server Blade Support		5	
HPE 3PAR StoreServ 8200 2N Base Support		1	
HPE 3PAR 8000 2-pt 10Gb FCoE Adptr Supp		2	
HPE 3PAR StoreServ SPS Srvc Proc Support		1	
HP 3PAR 8000 3.84TB cMLC SFF SSD Supp		20	
HP 3PAR 8200 OS Suite Base Supp		1	

HP 3PAR

Description	Price	Qty	Ext. Price
HP 3PAR 8200 OS Suite Drive Supp		20	
HP 3PAR 8200 Replication Suite Base Supp		1	
HP 3PAR 8200 Replication Ste Drive Supp		20	
HPE c7000 Enclosure Support		1	
HP One View for blades Supp		1	
HPE VC FlxFbrc Support		2	
HPE BL460c Gen9 Server Blade Support		5	
HPE 3PAR StoreServ 8200 2N Base Support		1	
HPE 3PAR 8000 2-pt 10Gb FCoE Adptr Supp		2	
HPE 3PAR StoreServ SPS Srvc Proc Support		1	
HP 3PAR 8000 3.84TB cMLC SFF SSD Supp		20	
HP 3PAR 8200 OS Suite Base Supp		1	
HP 3PAR 8200 OS Suite Drive Supp		20	
HP 3PAR 8200 Replication Suite Base Supp		1	
HP 3PAR 8200 Replication Ste Drive Supp		20	
Cisco Module			
Cisco - SFP+ transceiver module - 10 Gigabit Ethernet - 10GBase-SR - LC/PC multi-mode - up to 984 ft - 850 nm	\$577.00	24	\$13,848.00
Subtotal:			\$563,848.00

HP Server

Description	Price	Qty	Ext. Price
HP DL360 Server	\$83,218.00	1	\$83,218.00
HP MSA 2040 ES LFF CHASSIS		2	
HP MSA 2040 SAS CONTROLLER		4	
HP MSA 8TB 12G SAS 7.2K 3.5IN 512E HDD		24	
HP 4Y 4 HR 24X7 PROACTIVE CARE SVC		1	

HP Server

Description	Price	Qty	Ext. Price
MSA2000 G3 SUPPORT		2	
HP INSTALLATION AND STARTUP SERVICE		1	
HPE MSA FAMILY STARTUP SVC		2	
HP EXTERNAL 2.0M (6FT) MINI-SAS HD 4X TO MINI-SAS HD 4X CABLE		4	
HPE INSTALLATION SERVICE		1	
PROLIANT ADD ON OPTIONS INSTALLATION SVC		4	
HP C13 - NEMA 5-15P US/CA 110V 10AMP 1.83M POWER CORD		4	
HP PROLIANT DL360 GEN9 8SFF CONFIGURE-TO-ORDER SERVER		2	
HP DL360 GEN9 INTEL XEON E5-2620V3 (2.4GHZ/6-CORE/15MB/85W) FIO PROCESSOR KIT		2	
HP 16GB (1X16GB) DUAL RANK X4 DDR4-2133 CAS-15-15-15 REGISTERED MEMORY KIT		8	
HP 300GB 12G SAS 15K RPM SFF (2.5-INCH) SC ENTERPRISE 3YR WARRANTY HARD DRIVE		4	
HP DL360 GEN9 SFF DVD/USB UNIVERSAL MEDIA BAY KIT		2	
HP C13 - NEMA 5-15P US/CA 110V 10AMP 1.83M POWER CORD		4	
HP SMART ARRAY P440AR/2GB FBWC 12GB 2-PORTS INT FIO SAS CONTROLLER		2	
HP H241 12GB 2-PORTS EXT SMART HOST BUS ADAPTER		2	
HP 1U SMALL FORM FACTOR EASY INSTALL RAIL KIT		2	
HP 500W FLEX SLOT PLATINUM HOT PLUG POWER SUPPLY KIT		4	
HP RAID 1 DRIVE 1 FIO SETTING		2	
HP ILO ADV INCL 3YR TS U 1-SVR LIC		2	
HP INSTALLATION AND STARTUP SERVICE		1	
HPE STARTUP ENTRY 300 SERIES OS SVC		2	
HP 4Y 4 HR 24X7 PROACTIVE CARE SVC		1	
HPE ILO ADVANCED NON BLADE - 3YR SUPPORT		2	
HPE PROLIANT DL360 GEN9 SUPPORT		2	

HP Server

Description	Price	Qty	Ext. Price
HP DL360 GEN9 SFF EMBEDDED SATA CABLE		2	
Subtotal:			\$83,218.00

License

Description	Price	Qty	Ext. Price
Cisco Nexus 1000V - License - 1 CPU - for P/N: N1K-VSMK9-404S12=	\$410.05	16	\$6,560.80
Cisco Software Application Support Plus Upgrades (SASU) - Technical support - phone consulting - 1 year - 24x7	\$147.90	16	\$2,366.40
Subtotal:			\$8,927.20

Service

Description	Price	Qty	Ext. Price
integraONE Professional Services - To set up Cisco 1000v license	\$2,500.00	1	\$2,500.00
Subtotal:			\$2,500.00

per COSTARS Contract #003-085 AV8-99918-01/#119856858-1, AV: AV9-24873-00_119893354-1

HP 3PAR StoreServ 8200

Prepared by:

integraONE
Ashley Miller
484-223-3480 ext. 1115
Fax: 484-223-3427
amiller@integra1.net

Prepared for:

East Stroudsburg Area SD
Accounts Payable 50 Vine Street
East Stroudsburg, PA 18301
Brian Borosh
brian-borosh@esasd.net
(570) 424-8500

Quote Information:

Quote #: 002168
Version: 4
Quote Date: 04/06/2016
Expiration Date: 05/05/2016

Quote Summary

Description	Amount
HP 3PAR	\$563,848.00
HP Server	\$83,218.00
License	\$8,927.20
Service	\$2,500.00
Total:	\$658,493.20

Payment Options

Description	Periods	Payments	Amount
Lease Options			
3 Year Estimate	One-Time Payments	Monthly	36
			\$18,299.18
4 Year Estimate	One-Time Payments	Monthly	48
			\$13,724.77

Summary of Selected Payment Options

Description	Amount
Lease Options: 3 Year Estimate	
Selected One-Time Payment	\$18,299.18
Total of One-Time Payments	\$658,770.48

Pricing subject to change without advanced notice from the manufacturer. Leasing rates are subject to final configuration, pricing, and credit approval. Restock fees will apply for any items returned. Returns must be made within 21 days of receipt of items unopened. Shipping fees not included. The information provided to you in this communication is regarded by integraONE to be Confidential and Proprietary Information. This includes the description of the materials/products for sale, the prices quoted, and any description of consulting services to be performed by integraONE. This information shall not be disclosed or made available to any party unrelated to this agreement without our express written consent. You must also exercise reasonable care to protect this information from the unauthorized disclosure by others.

Ship to Address:

Additional Information:

Signature

Date



**Sales Quote Only.
This is Not an
Invoice**

QUOTATION

Quote Number:
Q148962 - 1

Quote Date:
02/25/16

Page:
1

00 Cascade Ave S
Stroudsburg, WA 98188
www.zonarsystems.com
Phone: 206.878.2459
Fax: 206.878.3082

Shipped To:
East Stroudsburg Area SD
Attn: Robert Sutjak
50 Vine St
East Stroudsburg, PA 18301-2150
USA

Quoted Ship To:
East Stroudsburg Area SD
Attn: Robert Sutjak
50 Vine St
East Stroudsburg, PA 18301-2150
USA

Customer ID	Good Thru	Payment Terms	SalesPerson
EAS3376	03/26/16	Net 30 Days	Patrick A Boone

Qty	Item	Description	Unit Price	Total
		Transfinder Discounted Rate Service on Q148963		
		Hardware Costs		
89	V3001-H	V3 GPS Kit	229.00	20,381.00
89	80972	GPS WW 9/6 Pin Cable		
89	80059	5 Pin Data I/O Cable		
89	EVIR001-H	EVIR CSA Inspection Kit	189.95	16,905.55
89	ZPASS001-H	ZPASS Kit	139.95	12,455.55
1	30034	Student Card - Pre Punched (Per Student)	1.95	1.95
-1	GRANT	*NAPT Grant Winner*	49,742.10	-49,742.10
		Upfront Costs		
89	ACT001-S	GSM Activation	25.00	2,225.00
1	S&H	Shipping and Handling	934.50	934.50

Subtotal:		3,161.45
Total Sales Tax:		0.00
Total:	USD	3,161.45

Hardware or Services identified in this quotation will be provided by Zonar until the parties have executed a Service Agreement, a copy of which will be provided upon request before acceptance of a customer purchase order. The Service Agreement has been omitted from this Quote for simplicity's sake. The rates and quantities on this quote are based on initial discussions about your fleet, and may change slightly if a detailed asset list provided by your fleet indicates that additional Hardware or Services are required based on your unique asset list.



**Sales Quote Only.
This is Not an
Invoice**

QUOTATION

Quote Number:
Q148963 - 3

Quote Date:
02/25/16

Page:
1

10 Cascade Ave S
 tle, WA 98188
 :zonarsystems.com
 e: 206.878.2459
 x: 206.878.3082

Quoted To:
 Stroudsburg Area SD
 Robert Sutjak
 ine St
 Stroudsburg, PA 18301-2150

Quoted Ship To:
 East Stroudsburg Area SD
 Attn: Robert Sutjak
 50 Vine St
 East Stroudsburg, PA 18301-2150
 USA

Customer ID	Good Thru	Payment Terms	SalesPerson
EAS3376	03/26/16	Net 30 Days	Patrick A Boone

Qty	Item	Description	Unit Price	Total
		Transfinder Discounted Rate Hardware on Q148962		
		Annual Service Costs		
89	GPS002-S	Annual V3 GTC	204.00	18,156.00
89	EVIR001-S	Annual EVIR CSA Inspection Service	72.00	6,408.00
		Three Year Contract Required Early Termination Fees Will Apply		

Subtotal:	24,564.00
Total Sales Tax:	0.00
Total:	USD 24,564.00

Hardware or Services identified in this quotation will be provided by Zonar until the parties have executed a Service Agreement, a copy of which will be provided upon request for acceptance of a customer purchase order. The Service Agreement has been omitted from this Quote for simplicity's sake. The rates and quantities on this quote are on initial discussions about your fleet, and may change slightly if a detailed asset list provided by your fleet indicates that additional Hardware or Services are required on your unique asset list.



QUOTE

Colonial Virtual Program
 6 Danforth Drive, Easton, PA 18045
 Renee Harris
 (610) 515-6566 rharris@ciu20.org

DATE: MARCH 9, 2016
 QUOTE: #1200

EXPIRATION DATE April 8, 2016

TO East Stroudsburg Area School District
 Attn: William Vitulli (570) 421-2841 x16401
 50 Vine Street
 East Stroudsburg, PA 18301
 (570) 424-8500
 Customer ID: East Stroudsburg Area School District

		CVP REPRESENTATIVE	PAYMENT TERMS
		Renee Harris	Due on receipt
HEADER	QUANTITY	DESCRIPTION	AMOUNT
CVP Licenses	1	Virtual Classroom and Web Administrator Site Licenses, access to all MS and HS courses. Discounted consortium pricing through CVP; Contract Start Date July 1, 2016 through June 30, 2017	45,000.00
MyPath	1	MyPath Math and Reading Site License for Existing Edgenuity Site	9,995.00
Tutoring	120	IS Student Tutoring Service -- 3+ Core Courses; \$100.00 Per Unit	12,000.00
Training	3	On-Site Professional Development Days; \$2,500.00 per day	7,500.00
Media Appliance	1	MA_Virtual	1,500.00
Total			\$75,995.00

This is a quotation on the services offered through the Colonial Virtual Program (CVP) and due on receipt of invoicing. Customer explicitly agrees to these Terms and Conditions resulting in a legally binding agreement.

To accept this quotation, sign and return:

Customer:

Signature _____

Print Name _____

Title _____

Date _____

Please email this quote and contract/agreement to rharris@ciu20.org
 6 Danforth Drive, Easton, PA 18045 610-515-6566 cvp.vpsites.org

Thank you for your business!



QUOTE

Colonial Virtual Program
6 Danforth Drive, Easton, PA 18045
Renee Harris
(610) 515-6566 rharris@ciu20.org

DATE: MARCH 15, 2016
QUOTE: #1201

EXPIRATION DATE April 14, 2016

TO East Stroudsburg Area School District
Attn: William Vitulli (570) 421-2841 x16401
50 Vine Street
East Stroudsburg, PA 18301
(570) 424-8500
Customer ID: East Stroudsburg Area School District

		CVP REPRESENTATIVE	PAYMENT TERMS
		Renee Harris	Due on receipt
HEADER	QUANTITY	DESCRIPTION	AMOUNT
Training	1	On-Site Professional Development Day; \$2,500.00 per day (training date will be secured upon receipt of payment; re: Summer School implementation)	2,500.00
Total :			\$2,500.00

This is a quotation on the services offered through the Colonial Virtual Program (CVP) and due on receipt of invoicing. Customer explicitly agrees to these Terms and Conditions resulting in a legally binding agreement.

To accept this quotation, sign and return:

Customer:

Signature _____

Print Name _____

Title _____

Date _____

Please email this quote and contract/agreement to rharris@ciu20.org
6 Danforth Drive, Easton, PA 18045 610-515-6566 cvp.vpsites.org

Thank you for your business!

Proposed Event Worker Pay Rates

Effective Fall 2016

Position:	Hourly Rate
Game Manager	\$18.00
Ticket Manager	\$16.50
Concession Manager	\$16.50
Scoreboard Operator	\$16.50
Statistician	\$16.50
Ticket Seller	\$16.50
Announcer	\$16.50
Chain Crew	\$16.50
Ticket Taker	\$15.00
Faculty Security/Event Worker	\$15.00
Speech and Debate Judge	\$15.00
Other Event Worker(s)	\$15.00

NORTHAMPTON/MONROE/PIKE COUNTY JOINT PURCHASING BOARD
SUMMARY OF BID AWARDS
2016-2017 SCHOOL YEAR
EAST STROUDSBURG AREA SCHOOL DISTRICT

<u>Item #</u>	<u>Company Awarded</u>	<u>Brand Name Awarded</u>	<u>Case Qty</u>	<u>Price/Case</u>	<u>Total Amount</u>
CP-1	W.B. Mason	Pacon	48	\$23.00	\$1,104.00
CP-3	W.B. Mason	Pacon	31	\$22.60	\$700.60
CP-4	Kurtz Bro.	Modern	15	\$23.40	\$351.00
ENV-1	Paper Mart	Printmaster	9	\$42.25	\$380.25
ENV-2	Paper Mart	Printmaster	2	\$48.35	\$96.70
FT-1	Jersey Paper Plus	Greenleaf	636	\$11.78	\$7,492.08
IP-1	Lindenmeyr Munroe	Exact	54	\$37.82	\$2,042.28
IP-10	Lindenmeyr Munroe	Exact	1	\$35.20	\$35.20
IP-11	Lindenmeyr Munroe	Exact	1	\$35.20	\$35.20
IP-12	Lindenmeyr Munroe	Exact	1	\$35.20	\$35.20
IP-13	Lindenmeyr Munroe	Exact	1	\$35.20	\$35.20
IP-14	Lindenmeyr Munroe	Exact	6	\$35.20	\$211.20
IP-15	Lindenmeyr Munroe	Exact	1	\$35.20	\$35.20
IP-2	Lindenmeyr Munroe	Exact	24	\$40.30	\$967.20
IP-3	Lindenmeyr Munroe	Exact	15	\$40.30	\$604.50
IP-4	Lindenmeyr Munroe	Exact	27	\$40.30	\$1,088.10
IP-5	Lindenmeyr Munroe	Exact	18	\$40.30	\$725.40
IP-7	Lindenmeyr Munroe	Exact	9	\$40.30	\$362.70
IP-8	Lindenmeyr Munroe	Exact	9	\$35.20	\$316.80
IP-9	Lindenmeyr Munroe	Exact	1	\$32.36	\$32.36
PT-1	W.B. Mason	Scott	542	\$25.99	\$14,086.58
PT-4	W.B. Mason	Kimberly Clark	57	\$30.50	\$1,738.50
PT-5	W.B. Mason	Georgia Pacific	365	\$14.45	\$5,274.25
PT-6	Central Poly Corp.	Putney	26	\$24.99	\$649.74
PT-7	W.B. Mason	Georgia Pacific	121	\$21.59	\$2,612.39
SN-1	Veritiv (Formerly EXPEDX)	Rochester Midland	10	\$32.69	\$326.90
T-1	Berks County Paper	Hospesco	1	\$51.00	\$51.00
TT-1	Berks County Paper	Atlas	180	\$36.56	\$6,580.80
TT-2	Jersey Paper Plus	Atlas	361	\$28.98	\$10,461.78
XP-1	W.B. Mason	Mason Flagship	3567	\$22.36	\$79,758.12
XP-10	W.B. Mason	Mason Flagship	9	\$33.20	\$298.80

**NORTHAMPTON/MONROE/PIKE COUNTY JOINT PURCHASING BOARD
SUMMARY OF BID AWARDS
2016-2017 SCHOOL YEAR
EAST STROUDSBURG AREA SCHOOL DISTRICT**

<u>Item #</u>	<u>Company Awarded</u>	<u>Brand Name Awarded</u>	<u>Case Qty</u>	<u>Price/Case</u>	<u>Total Amount</u>
XP-11	W.B. Mason	Mason Flagship	11	\$26.19	\$288.09
XP-12	W.B. Mason	Mason Flagship	17	\$33.20	\$564.40
XP-13	W.B. Mason	Mason Flagship	26	\$33.20	\$863.20
XP-14	W.B. Mason	Mason Flagship	33	\$31.10	\$1,026.30
XP-15	W.B. Mason	Mason Flagship	37	\$33.20	\$1,228.40
XP-16	W.B. Mason	Mason Flagship	23	\$26.19	\$602.37
XP-2	W.B. Mason	Mason Flagship	20	\$33.74	\$674.80
XP-3	W.B. Mason	Mason Flagship	65	\$31.10	\$2,021.50
XP-4	W.B. Mason	Mason Flagship	77	\$31.10	\$2,394.70
XP-5	W.B. Mason	Mason Flagship	73	\$31.10	\$2,270.30
XP-6	W.B. Mason	Mason Flagship	29	\$31.10	\$901.90
XP-7	W.B. Mason	Mason Flagship	49	\$31.10	\$1,523.90
XP-8	W.B. Mason	Mason Flagship	47	\$31.10	\$1,461.70
XP-9	W.B. Mason	Mason Flagship	46	\$31.10	\$1,430.60
			6,701		\$ 155,742.19

Converted Price - Adjusted Quantities

	#15 Custodial	
American Janitor & Paper Supply		\$ 579.80
Central Poly Corp.		\$ 783.20
Fuller Paper Company		\$ 1,064.29
INDCO		\$ 705.85
LJC Distributors		\$ 42,807.50
WB Mason		\$ 2,624.04
PA Paper & Supply		\$ 26,371.19
Philip Rosenau Co.		\$ 882.00
Pyramid School Products		\$ 5,767.22
Unipak Corp.		\$ 12,394.60
Veritiv Operating Co.		\$ 12,261.80
Total		\$ 106,241.49

	#24 Medical	
BIDDER		TOTAL
Collins Sports		\$ 626.96
Dash Medical Gloves		\$ 235.62
Moore Medical		\$ 1,330.05
Henry Schein		\$ 1,860.72
School health Corp.		\$ 464.93
Total		\$ 4,518.28

	Tech Ed #41 Wood Tech	
BIDDER		TOTAL
Metco		\$ 3,383.33
Midwest Technology Products		\$ 3,419.89
Paxton/Patterson LLC		\$ 3,089.26
Sae Sales Machinery Co.		\$ 2,224.85
Total		\$ 12,117.33
	Tech Ed #44 Electronics	
BIDDER		TOTAL
Metco		\$ 6,122.95
Paxton/Patterson LLC		\$ 3,593.02
Total		\$ 9,715.97
	Tech Ed #52 Graphic Arts	
BIDDER		TOTAL
Blick Art Materials LLC		\$2,659.16
Metco		\$732.00
Paxton/Patterson LLC		\$246.39
Valley Litho Supply		\$3,349.10
Total		\$6,986.65
	Tech Ed #55 Power Tech	
BIDDER		TOTAL
Metco		\$320.80
Midwest Technology		\$1,451.62
Paxton/Patterson LLC		\$218.20
Total		\$1,990.62
	Tech Ed #57 Lumber	
BIDDER		TOTAL
Mann & Parker Lumber Co.		\$3,686.00
O'Shea Lumber Co.		\$3,805.00
Total		\$7,491.00

**Tech Ed #60
Intermediate**

BIDDER	TOTAL
Metco	\$1,445.34
Midwest Technology	\$1,088.67
Paxton/Patterson LLC	\$1,642.84
Saw Sales & Machinery Co.	\$549.00
Total	\$4,725.85

	#23 Athletics	
BIDDER		TOTAL
Aluminum Athletic Equip.		\$ 100.00
BSN Sports		\$ 5,546.01
All American/Riddell		\$ 96.25
Triple Crown Sports		\$ 659.10
Total		\$ 6,401.36

CATEGORY 2 DISCOUNT SUMMARY

INDUSTRIAL TECHNOLOGIES FY 16-17

Blick Art 20%	Midwest 5%	Mouser Electronics 0-15%
Paxton 3%	Travers Tool 5-15%	Valley Litho 5%

CUSTODIAL SUPPLIES BID FY 16-17

Central Poly Bag 5%	Glopak Corp. 1%	INDCO 20%
Interboro 50%	LJC Janitorial 50%	Lakeshore Learning 5%

Pa Paper 20%	Philip Rosenau 20%	Quill 10%
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WB Mason 20%	Unipak 10%	Veritiv 30%
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ATHLETIC SUPPLIES BID FY 16-17

<u>Aluminum Athletic Equipment</u> 18%	<u>American Soccer Co. Inc dba Score Reports</u> 11%-33%	<u>BSN Sports, Passon's Sports & US Games</u> 10%
<u>Eastbay, Inc</u>	<u>MFAC,LLC</u>	<u>Riddell</u>

15%	10%	15%
Rogers Athletic		
5%		

MEDICAL SUPPLIES BID FY 16-17		
Collins Sports 9-14%	Henry Schein 15%	Moore Medical 18%
School Health 10%	William MacGill 5-7%	

**Athletic Catalog 2
2016-2017**

COMPANY	Aluminum Athletic Equipment	American Soccer Co. Inc dba Score Reports	BSN Sports, Passon's Sports & US Games	Eastbay, Inc	MFAC, LLC	Riddell	Rogers Athletic Company
VENDOR #	752	13357	2456	5040	9391	12834	12908
ADDRESS	1000 Enterprise Drive	726 E. Anaheim Street	PO Box 49	111 South 1st Avenue	1600 Division Rd	669 Sugar Lane	3760 W. Ludington Drive
CITY, STATE ZIP	Royersford, PA 19468	Wilmington, CA 90744	Jenkintown, PA 19046	Wausau, WI 54401	West Warwick, RI 02893	Elyria Ohio 44035	Farwell, MI 48622
PHONE	800-523-5471	800-626-7774	800-445-9446	561-771-2437	800-556-7464	440-366-8225	800-248-0270
FAX	610-825-2378	800-426-1222	800-523-5112	800-628-6302	800-682-6950	440-366-0041	888-549-9659
PRIMARY CONTACT	Tom Syron	Janny Noa	Ryan McCracken	Michael Ryba	James Strawderman	Scottie Bryant	Nathan Yarhouse
E-MAIL ADDRESS	tom.syron@mvaaworld.com	janny@scoresports.com		michael.ryba@eastbay.com	mfathletic@mfathletic.com	sbryant@riddellsales.com	nvarhouse@rogersathletic.com
WEBSITE	www.mvaaworld.com	www.scoresports.com	www.bsnsports.com	www.eastbayteamsales.com	performbetter.com/everythingt rackandfield.com	www.riddell.com	www.rogersathletic.com
CATALOG	AAE KEEPING QUALITY IN PLAY	Soccer Catalog & Basketball Catalog	BSN Sports/US Games	Eastbay Team Sales	Perform Better, MF Athletic 2016	Riddell Football/Multi Sport Catalog 2016	Rogers Athletic Company Football 2016 2016
DISCOUNT	18%	11%-33%	10%	15%	10%	15%	5%
SHIPPING INFO							
MISCELLANEOUS NOTES	Exclusions: Please use AAE BID REF#160114		Standard FOB , Program ID#3075039-2016, PO's must include ID#; Bid prices honored from 3/1/2016-2/28/2017		Discount does not include: sales, promotions, pits, poles, box collars, xbars, hurdles, equipment carts, cages, standards, steeplechase barriers, clocks, timing system, starter pistols, rubber mats, benches, bleachers, field marking paint, curbing, cardio equipment, goals, computer software, wight equipment, in- ground equipment, goals, computer software, weight		

COMPANY							
VENDOR #							
ADDRESS							
CITY, STATE ZIP							
PHONE							
FAX							
PRIMARY CONTACT							
E-MAIL ADDRESS							
WEBSITE							
CATALOG							
DISCOUNT							
SHIPPING INFO							
MISCELLANEOUS NOTES							

Custodial Catalog 2
2016-2017

COMPANY	Central Poly Bag Corp.	Glopak Corp.	INDCO Inc.	Interboro Packaging Corp.	LIC Janitorial Distributors	Lakeshore Learning Materials	Pyramid School Products
VENDOR #	3096	6983	8002	8112	8958	8701	12542
ADDRESS	2400 Bedie Place	132 Case Drive	Po Box 109, N. Railroad & Essex St.	114 Bracken Road	1626 Cedar Ave	2695 E. Dominguez St.	6510 N. 54th Street
CITY, STATE ZIP	Linden, NJ 07036	South Plainfield, NJ 07080	Gloucester City, NJ 08030	Montgomery, NY 12549	Scranton, PA 18505	Carson, CA 90895	Tampa, FL 33610
PHONE	908-862-7570	908-753-8735	800-992-6180	845-782-6800	800-356-1343	800-421-5354	800-792-2644
FAX	908-862-9019	908-753-8739	856-456-6100	845-781-2450	570-342-7719	310-537-7990	813-621-7688
PRIMARY CONTACT	Melissa Rodriguez	Cydnee Martin	Chris Huertas	Blimy Schwartz	John Cuck	Rafael Muro	Ken Miller
E-MAIL ADDRESS	bjrs@centralpoly.com	cmartin@glopak.com	chrishuertas@comcast.net	interboro@frontiernet.net		biddept@lakeshorelearning.com	bjrs@pyramidsp.com
WEBSITE	N/A	www.glopak.com	N/A	N/A	www.lidistributors.com	www.lakeshorelearning.com	www.impact-products.com
CATALOG	Trash Liners 2016-2017	Glopak Corporation Product Catalog 2016	INDCO 2015	Medical/First Aid Supplies Catalog	Fuller Professional	Lakeshore, Lakeshore Elementary	Impact 2016
DISCOUNT	5%	1%	20%	50%		5%	
SHIPPING INFO							
MISCELLANEOUS NOTES	Reference on PO's:142959				Prices already discounted on website	5% with a minimum order of \$250	Reference on Po's #151617CUST(EaststroudsburgASD)

COMPANY	Pennsylvania Paper & Supply Co. Inc	Phillip Rosenau Co., Inc.	Quill Corp.	WB Mason	Unipak Corp.	Verity
VENDOR #	11609	112901	12566	9510	12345	15403
ADDRESS	215 Vine Street	750 Jacksonville Rd.	100 Scheiter Rd.	754 Roble Road	POB 300027	211 House Avenue
CITY, STATE ZIP	Scranton, PA 18503	Warminster, PA 18974	Lincolnshire, IL 60069	Allentow, PA 18109	Brooklyn, NY 11230	Camp Hill, PA 17011
PHONE	570-343-1112	215-956-1980	800-634-4809	888-926-2766	718-677-1065	717-612-3147
FAX	570-343-1175	215-956-0864	800-789-2016	888-926-4183	718-677-9371	717-612-3109
PRIMARY CONTACT	Denise Bigelow	Scott Holland	Conni Clifone	Paul Stoko	Brian Marcus	Laurie Braun
E-MAIL ADDRESS	bidgroups@paper.com	sholland@philliprosenau.com	bjc@quill.com	paul.stoko@wbmason.com	unipakcorp@aol.com	laurie.braun@veritycorp.com
WEBSITE	www.paper.com	www.philliprosenau.com	www.quill.com	www.wbmason.com	www.unipakcorp.net	www.verity.com
CATALOG	N/A 2016-2017	Sanitary Maintenance Supplies & Equipment 2012	2016 Reference Guide 2016	N/A	Unipak Corp 2016	N/A 2016
DISCOUNT	20%	20%	10%	20%	10%	30%
SHIPPING INFO						
MISCELLANEOUS NOTES			Reference on Po's: ESASD 15-1617 CUSTODIAL SUPPLIES			

**Medical Catalog 2
2016-2017**

COMPANY	Collins Sports Medicine	Henry Schein Medical	Moore Medical LLC	School Health Corporation	William MacGill & Co.		
VENDOR #	3742	13700	10428	13232	9418		
ADDRESS	370 Paramount Drive	135 Duryea Road E270	1690 New Britain Avenue	865 Mulrfield Dr.	1000 Lombard Rd		
CITY, STATE ZIP	Raynham, MA 02767	Melville, NY 11747	Farmington, CT 06032	Hanover Park, IL 60133	Lombard, IL 60148		
PHONE	800-886-2825	800-851-0400	800-234-1464	866-323-5465	800-323-2841		
FAX	508-884-3088	866-738-8999	800-944-6667	800-235-1305	800-727-3433		
PRIMARY CONTACT	Bréndan W. Sweed	Michell	Sylviane Gullfoill	Andrew Wlezen	Melissa Birch		
E-MAIL ADDRESS	brendan.sweed@collinssports.com	biddept@henryschein.com	cservice@mooremedical.com	bids@schoolhealth.com	mbirch@macgill.com		
WEBSITE	www.collinssports.com	www.henryschein.com	www.mooremedical.com	www.schoolhealth.com	www.macgill.com		
CATALOG	2015 Collins Sports Medicine Catalog	Sports Medicine Foot & Ankle Student Health 2015-2016	Moore Medical Surgical Supplies 2016	Health Services Catalog 2016	2016 MacGill Discount School		
DISCOUNT	9-14%	15%	18%	10%	5-7%		
SHIPPING INFO							
MISCELLANEOUS NOTES				Reference Po's Bid #3109844			

COMPANY							
VENDOR #							
ADDRESS							
CITY, STATE ZIP							
PHONE							
FAX							
PRIMARY CONTACT							
E-MAIL ADDRESS							
WEBSITE							
CATALOG							
DISCOUNT							
SHIPPING INFO							
MISCELLANEOUS NOTES							

**Industrial Technology Catalog
2016-2017**

COMPANY	Blick Art Materials	Midwest	Mouser Electronics	Paxton	Travers Tool Co.	Valley Litho Supply	
VENDOR #	4774	10037	10448	11486	15027	15340	
ADDRESS	Po Box 1267	Po Box 3717	100 N. Main St.	4141 W. 126TH St	118 Spantangreen Blvd.	1047 Haugen Avenue	
CITY, STATE ZIP	Galesburg, IL 61402	Sioux City, IA 51102	Mansfield, TX 76063	Alsip, IL 60803	Duncan, SC 29334	Rice Lake, WI 54868	
PHONE	800-704-7744	800-831-5904	800-298-5076	800-323-8484	800-234-9985	800-826-6781	
FAX	800-621-8293	800-285-7054	817-804-3898	708-594-1907	866-581-5657	800-962-5924	
PRIMARY CONTACT	Heather Havens	Dan Goodwin	Audrey Nelson	Jim Poradyla	Chastity Grant	Jim Babineau	
E-MAIL ADDRESS	h.havens@dickbllick.com	bid@midwesttechnology.com	edusales@mouser.com	jim@paxpat.com	cgrant@travers.com	carolyn@vallevlitho.com	
WEBSITE				www.gastonpatterson.com	www.travers.com	www.vallevlitho.com	
CATALOG	Blick Art Materials 2016	Midwest 2016	Mouser Electronics 2016	Paxton/Patterson 2016 Catalog	Travers Tool Co. Master Catalog 2016	N/A	
DISCOUNT	20%	5%	0-15%, where applicable	3%	5-15%	5%	
SHIPPING INFO							
MISCELLANEOUS NOTES	Reference Po's: ESASD 41-1617/ QD20000	Reference Po's ESASD 41-1617	Reference Po's ESASD 41-1617	Reference Po's B750266			

COMPANY							
VENDOR #							
ADDRESS							
CITY, STATE ZIP							
PHONE							
FAX							
PRIMARY CONTACT							
E-MAIL ADDRESS							
WEBSITE							
CATALOG							
DISCOUNT							
SHIPPING INFO							
MISCELLANEOUS NOTES							

Colonial Intermediate Unit

Natural Gas Purchasing: Post School Year 2015-16

April 8, 2016

As you know, Provident Energy Consulting ("Provident") recently requested "Basis" (Capacity/Transportation) pricing from multiple Natural Gas Suppliers ("NGS").

The request specified responses for a July 2016 start for both HVT (Rate DS/DSO) and LVT (Rate N/NT) for contract lengths of 1, 2, and 3 years. We also requested that responses be accompanied by pricing with "Swing Tolerance" ranges of 0%, 10%, and 100% on the contract volumes provided.

Please see our recommendation, next steps, and pricing summary detail below.

Refer to the attached pricing results table as a resource. FYI 0% responses are in White; 10% are in Blue; 100% is in Green.

Recommendation

- Accept 36 month HVT Basis of \$0.460/DTH with Direct Energy ("DE") for 100% swing.
- Accept 36 month LVT Basis of \$0.767/DTH with South Jersey Energy ("SJE") for 100% swing.

Next Steps

You will receive a DE & SJE Agreement and Transaction Confirmation from Provident today that will need to be signed and scanned/emailed back to PEC@ProvidentEnergy.net by **5 pm, April 11, 2016**.

Summary

We anticipated that "Basis" pricing would be lower than the last contract signed in 2013. For a brief history of your contract prices for both the high volume and low volume accounts, please refer to the table below.

Type	Jan 2012 to Dec 2013	Jan 2014 to Jun 2016	Jul 2016 to Jun 2019
High Volume Transport HVT: Rates	\$0.654	\$0.623	\$0.460
Low Volume Transport LVT: Rates	\$1.96	\$1.49	\$0.767

- HVT Pricing: The "Basis" pricing for your accounts came in lower than the previous agreement. The \$0.163/DTH drop in Basis will be effective through the end of SY 2019 year.
- LVT Pricing: The "Basis" pricing for your accounts came in lower than the previous agreement. The \$0.723/DTH drop in Basis will be effective through the end of SY 2019 year.

**Retail Natural Gas Purchasing
Colonial IU NG Pricing**

NGS Supplier	Contract Terms (12 MONTHS)			Pricing (\$/DTH)
	Period	Months	Tolerance	DS/O (High Volume)
South Jersey	Jul'16-Jun'17	12	0%	\$0.477
Constellation	Jul'16-Jun'17	12	0%	\$0.980
Shipley Energy	Jul'16-Jun'17	12	0%	\$1.010
Constellation	Jul'16-Jun'17	12	10%	\$1.030
Direct Energy	Jul'16-Jun'17	12	100%	\$0.350
South Jersey	Jul'16-Jun'17	12	100%	\$0.547
Constellation	Jul'16-Jun'17	12	100%	\$1.130
Shipley Energy	Jul'16-Jun'17	12	100%	\$1.160

NGS Supplier	Contract Terms (24 MONTHS)			Pricing (\$/DTH)
	Period	Months	Tolerance	DS/O (High Volume)
South Jersey	Jul'16-Jun'18	24	0%	\$0.493
Constellation	Jul'16-Jun'18	24	0%	\$0.990
Shipley Energy	Jul'16-Jun'18	24	0%	\$0.990
Constellation	Jul'16-Jun'18	24	10%	\$1.040
Direct Energy	Jul'16-Jun'18	24	100%	\$0.410
South Jersey	Jul'16-Jun'18	24	100%	\$0.563
Constellation	Jul'16-Jun'18	24	100%	\$1.140
Shipley Energy	Jul'16-Jun'18	24	100%	\$1.140

NGS Supplier	Contract Terms (36 MONTHS)			Pricing (\$/DTH)
	Period	Months	Tolerance	DS/O (High Volume)
South Jersey	Jul'16-Jun'19	36	0%	\$0.498
Constellation	Jul'16-Jun'19	36	0%	\$0.994
Shipley Energy	Jul'16-Jun'19	36	0%	\$1.030
Constellation	Jul'16-Jun'19	36	10%	\$1.044
Direct Energy	Jul'16-Jun'19	36	100%	\$0.460
South Jersey	Jul'16-Jun'19	36	100%	\$0.568
Constellation	Jul'16-Jun'19	36	100%	\$1.144
Shipley Energy	Jul'16-Jun'19	36	100%	\$1.180

NGS Supplier	Contract Terms (12 MONTHS)			Pricing (\$/DTH)
	Period	Months	Tolerance	NT (Low Volume)
South Jersey	Jul'16-Jun'17	12	0%	\$0.709
Shipley Energy	Jul'16-Jun'17	12	0%	\$2.360
South Jersey	Jul'16-Jun'17	12	100%	\$0.779
Direct Energy	Jul'16-Jun'17	12	100%	\$1.150
Shipley Energy	Jul'16-Jun'17	12	100%	\$2.510

NGS Supplier	Contract Terms (24 MONTHS)			Pricing (\$/DTH)
	Period	Months	Tolerance	NT (Low Volume)
South Jersey	Jul'16-Jun'18	24	0%	\$0.692
Shipley Energy	Jul'16-Jun'18	24	0%	\$2.550
South Jersey	Jul'16-Jun'18	24	100%	\$0.762
Direct Energy	Jul'16-Jun'18	24	100%	\$1.200
Shipley Energy	Jul'16-Jun'18	24	100%	\$2.700

NGS Supplier	Contract Terms (36 MONTHS)			Pricing (\$/DTH)
	Period	Months	Tolerance	NT (Low Volume)
South Jersey	Jul'16-Jun'19	36	0%	\$0.697
Shipley Energy	Jul'16-Jun'19	36	0%	\$2.710
South Jersey	Jul'16-Jun'19	36	100%	\$0.767
Direct Energy	Jul'16-Jun'19	36	100%	\$1.220
Shipley Energy	Jul'16-Jun'19	36	100%	\$2.860



D'HUY Engineering, Inc.

**EAST STROUDSBURG AREA SCHOOL DISTRICT
EXTERIOR WINDOWS AND CANOPY ROOF REPLACEMENT**

DEI PROJECT NO. 28704

**BID TABULATION
April 5, 2016 @ 1:00 PM**

Company	Base Bid
Bognet, Inc.	\$ 129,900
C & D Waterproofing	
Mar-Paul Construction	\$ 158,000

John Good

Mike Valenzano

JEFF BADOL, ESASD

Josh Grice, D'Huy

Scott Ihle ESASD




D'HUY Engineering, Inc.

EAST STROUDSBURG AREA SCHOOL DISTRICT
ASPHALT REPLACEMENT

DEI PROJECT NO. 28703

BID TABULATION
April 5, 2016 @ 1:00 PM

\$ 174,995

Company	Base Bid
B.F. Brown & Co.	
Barker & Barker	
Fabcor, Inc.	\$ 189,419.66
* Leeward Construction	\$ 187,956.25
Northeast Site Contractors	\$ 132,021
Pioneer Construction	
Wayco Inc.	

Scott Abraham

Brian Mapps

* E.R. Linde Construction submitted

Jeff Bader, ESASD

Josh Grice, D'Huy

Scott Ihle ESASD

WATER TOWER MAINTENANCE & REPAIR BID FORM

Vendor Name: Southern Corrosion, Inc.

Fixed cost bid: \$ 60,085.00

We, the undersigned, hereby propose and agree to furnish to the East Stroudsburg Area School District all work as defined in this bid. This proposal is subject to all terms of the specifications and bid conditions, and we hereby agree to furnish such item or items as may be awarded to us.



Authorized Signature

James A. Skilton

Print Name

President

Title

738 Thelma Rd

Address

Roanoke Rapids, NC

Address

27870

4/4/16

Date

252-535-1777

Phone

252-535-3215

Fax

sci@tankcare.net

E-Mail Address

BID – Water Tower Maintenance & Repairs

WATER TOWER MAINTENANCE & REPAIR BID FORM

Vendor Name: Pittsburg Tank & Tower Maintenance Co., Inc.

Revised Cost Bid:


Fixed cost bid:

~~\$105,670.00~~

\$ 92,900.00

4/7/16
pk

We, the undersigned, hereby propose and agree to furnish to the East Stroudsburg Area School District all work as defined in this bid. This proposal is subject to all terms of the specifications and bid conditions, and we hereby agree to furnish such item or items as may be awarded to us.



Authorized Signature

4-5-16

Date

Patrick Heltsley

Print Name

270-826-9000

Phone

Vice President

Title

800-934-0801

Fax

PO Box 1849

Address

pheltsley@watertank.com

E-Mail Address

Henderson KY 42420

Address

DEGLER-WHITING, INC.

17150

531 WEST LANCASTER AVENUE
FRAZER, PA 19355
(610) 644-3157
FAX (610) 644-6019

Revised - February 3, 2016

TO: East Stroudsburg Area School District

Project: East Stroudsburg High School South
East Stroudsburg, PA
Page 1 of 2

Attn: Curtis Beam

Appreciating this opportunity to serve you. We submit the following proposal to sell the material or equipment as described and priced herein. Subject to all the terms and conditions stated herein. Terms: Net 15 Days

Service and Safety Inspection - Telescoping Bleachers:

We propose to furnish all tools and labor to service and inspect the Interkal telescoping bleachers in the main gym (4 banks) and old gym (1 bank). Service and inspection to include:

- Inspect all bolted connections and hardware, tighten all loose connections and replace missing hardware as required.
- Inspect and adjust all row locks for proper engagement and operation.
- Inspect all brake pads and replace as required.
- Inspect all wheel channel connector rods and lubricate as required.
- Inspect all wheels and axles and lubricate with light spray lubricant.
- Inspect all wall and floor anchors and tighten as required.
- Inspect all end rails, aisle rails and aisle steps.
- Inspect all friction drive units and adjust as required.
- Inspect all row support arms and lubricate as required.
- Adjust bleachers for proper operation.

Replacement parts, labor and materials not specifically noted above are not included.

Price installed.....\$ 3,750.00

This proposal is subject to the following conditions:

1. Acceptance By 3/31/16 2. Building Progress to Permit Delivery & Completion of Installation By 6/30/16
3. Availability of Materials.

If one or more of these conditions cannot be met, the price(s) quoted may be subject to escalation based on increased costs. Title to materials to be retained by DEGLER-WHITING, INC. until 100% paid. PRICES ARE FIRM FOR 30 DAYS FROM DATE OF QUOTATION UNLESS NOTED OTHERWISE

Submitted By: Jeffrey H. Sellman
Direct Phone 484-323-2312
Degler-Whiting, Inc.

Accepted by _____

By: Jeffrey H. Sellman

DEGLER-WHITING, INC.

531 WEST LANCASTER AVENUE
FRAZER, PA 19355
(610) 644-3157
FAX (610) 644-6019

Revised - February 3, 2016

TO: East Stroudsburg Area School District

Project: East Stroudsburg High School South
East Stroudsburg, PA

Attn: Curtis Beam

Page 2 of 2

Appreciating this opportunity to serve you. We submit the following proposal to sell the material or equipment as described and priced herein. Subject to all the terms and conditions stated herein. Terms: Net 15 Days

Service and Safety Inspection - Athletic Equipment:

We propose to furnish all tools and labor to service and inspect the Porter Athletic Equipment in the Main, Old and Auxiliary Gyms including:

(24) basketball backstops, (5) divider curtains, (2) mat hoists and (1) batting cage.

All hoists, cables, hinges and pulleys are to be inspected and lubricated.

All pieces of equipment are to be inspected for signs of wear and adjusted for proper operation.

Price installed.....\$ 4,900.00

This proposal is subject to the following conditions:

1. Acceptance By 3/31/16 2. Building Progress to Permit Delivery & Completion of Installation By 6/30/16
3. Availability of Materials.

If one or more of these conditions cannot be met, the price(s) quoted may be subject to escalation based on increased costs. Title to materials to be retained by DEGLER-WHITING, INC. until 100% Paid

PRICES ARE FIRM FOR 30 DAYS FROM DATE OF QUOTATION UNLESS NOTED OTHERWISE

Submitted By: Jeffrey H. Sellman
Direct Phone 484-323-2312
Degler-Whiting, Inc.

Accepted by _____

By: Jeffrey H. Sellman

DEGLER-WHITING, INC.

531 WEST LANCASTER AVENUE
FRAZER, PA 19355
(610) 644-3157
FAX (610) 644-6019

Revised - February 3, 2016

TO: East Stroudsburg Area School District

Project: East Stroudsburg High School North
Dingmans Ferry, PA

Attn: Curtis Beam

Page 1 of 2

Appreciating this opportunity to serve you. We submit the following proposal to sell the material or equipment as described and priced herein. Subject to all the terms and conditions stated herein. Terms: Net 15 Days

Service and Safety Inspection - Telescoping Bleachers:

We propose to furnish all tools and labor to service and inspect the Interkal telescoping bleachers in the main gym (4 banks at 7 & 11 rows). Service and inspection to include:

Inspect all bolted connections and hardware, tighten all loose connections and replace missing hardware as required.

Inspect and adjust all row locks for proper engagement and operation.

Inspect all brake pads and replace as required.

Inspect all wheel channel connector rods and lubricate as required.

Inspect all wheels and axles and lubricate with light spray lubricant.

Inspect all wall and floor anchors and tighten as required.

Inspect all end rails, aisle rails and aisle steps.

Inspect all friction drive units and adjust as required.

Inspect all row support arms and lubricate as required.

Adjust bleachers for proper operation.

Replacement parts, labor and materials not specifically noted above are not included.

Price installed.....\$ 3,000.00

This proposal is subject to the following conditions:

1. Acceptance by 3/31/16 2. Building Progress to Permit Delivery & Completion of Installation By 6/30/16

1. Availability of Materials.

If one or more of these conditions cannot be met, the price(s) quoted may be subject to escalation based on increased costs.

Title to materials to be retained by DEGLER-WHITING, INC. until 100% Paid

PRICES ARE FIRM FOR 30 DAYS FROM DATE OF QUOTATION UNLESS NOTED OTHERWISE

Submitted By: Jeffrey H. Sellman
Direct Phone 484-323-2312
Degler-Whiting, Inc.

Accepted by _____

By: Jeffrey H. Sellman

DEGLER-WHITING, INC.

531 WEST LANCASTER AVENUE

FRAZER, PA 19355

(610) 644-3157

FAX (610) 644-6019

Revised - February 3, 2016

TO: East Stroudsburg Area School District

Project: East Stroudsburg High School North
Dingmans Ferry, PA

Attn: Curtis Beam

Page 2 of 2

Appreciating this opportunity to serve you. We submit the following proposal to sell the material or equipment as described and priced herein. Subject to all the terms and conditions stated herein. Terms: Net 15 Days

Service and Safety Inspection - Athletic Equipment:

We propose to furnish all tools and labor to service and inspect the Porter Athletic Equipment in the Main and Auxiliary Gyms including:

(16) basketball backstops, (1) divider curtain, (2) mat hoists and (1) batting cage.

All hoists, cables, hinges and pulleys are to be inspected and lubricated.

All pieces of equipment are to be inspected for signs of wear and adjusted for proper operation.

Price installed.....\$ 4,400.00

Service and Safety Inspection - Folding Partition:

We propose to furnish all tools and labor to service and inspect the Folding Partition in the Auxiliary Gym including:

Inspection and lubrication of track, trolleys, guide track, turning arm and panel hinges.

Inspect all gear boxes, clutch assemblies, drive chains or cables, chain sockets or cable sheaves, shafts and take ups for wear and tightness.

Tighten all pendant plate assemblies and adjust trolleys for proper weight distribution.

Check all electrical components including limit controls and key controls for proper operation.

Price installed.....\$ 1,100.00

This proposal is subject to the following conditions:

1. Acceptance By 3/31/16 2. Building Progress to Permit Delivery & Completion of Installation By 6/30/16
3. Availability of Materials.

If one or more of these conditions cannot be met, the price(s) quoted may be subject to escalation based on increased costs.
Title to materials to be retained by DEGLER-WHITING, INC. until 100% Paid

PRICES ARE FIRM FOR 30 DAYS FROM DATE OF QUOTATION UNLESS NOTED OTHERWISE

Submitted By: Jeffrey H. Sellman
Direct Phone 484-323-2312
Degler-Whiting, Inc.

Accepted by _____

By: Jeffrey H. Sellman



TRANE SCHEDULED SERVICE AGREEMENT

Equipment Coverage and Services



Trane will perform the following scheduled services on the described equipment located at:

Resica Elementary

The following "Covered Equipment" will be serviced at Resica Elementary:

Equipment	Qty	Manufacturer	Model Number	Serial Number	Asset Tag
System Control Units	1	Trane	BMTX001AAB	E11F57940	

Description **Quantity Per Term**
 System Analysis and Review 1

Equipment	Qty	Manufacturer	Model Number	Serial Number	Asset Tag
Air-Cooled Chiller, Scroll Compressors	1	Trane	CGAM110F2E	U11J24432	

Description **Quantity Per Term**
 CGAM Operating Inspection 1



TRANE
 Building Services

TRANE SCHEDULED SERVICE AGREEMENT

Pricing and Acceptance

Jeff Bader
 Business Manager
 East Stroudsburg Area School District
 50 Vine Street
 PO Box 298
 EAST STROUDSBURG, PA 18301 U.S.A.

Site Address:
 Resica Elementary
 1 Gravel Ridge Road
 EAST STROUDSBURG, PA 18301
 United States

Trane Service Agreement

This Service Agreement consists of the pages beginning with the title page entitled "The Agreement," the consecutively numbered pages immediately following such title page, and includes and ends with the Trane Terms and Conditions (Service) (collectively, the "Service Agreement" or "Agreement"). Trane agrees to inspect and maintain the Covered Equipment according to the terms of this Service Agreement, including the "Terms and Conditions," and "Scope of Services" sections. Trane agrees to give preferential service to Customer over non-contract customers.

Service Fee

As the fee(s) (the "Service Fee(s)") for the inspection and maintenance services described in the Scope of Services section with respect to the Covered Equipment, Customer agrees to pay to Trane the following amounts, plus applicable tax, as and when due.

	Year 1
Annual Due Date	March 1, 2016
Annual Payment <i>plus applicable tax</i>	\$1,546.00
Quarterly Payment <i>plus tax Reflects 2.5% finance charge</i>	\$396.16
**Prepayment Discounts - Invoice to be issued at start of contract and is due not 15 days from date of invoice. Tax will be calculated based upon the pre-discounted price	3% One Year In Advance
Prepayment Due* <i>plus applicable tax</i>	\$1,499.62
Prepayment Discount Savings**	\$46.38

*4 Month
 2 x 2016*

In addition to any other amounts then due hereunder, if this Agreement is terminated or cancelled prior to its scheduled expiration, Customer shall pay to Company the balance of any amounts billed to but unpaid by Customer and, if a "Service Project" is included in the Agreement, the Cancellation Fee set forth in "Exhibit A" Cancellation Schedule attached hereto and incorporated herein, which Cancellation Fee represents unbilled labor, non-labor expenses and parts materials and components.

Term

The Initial Term of this Service Agreement is 4 months, beginning March 01, 2016. However, Trane's obligation under this Agreement will not begin until authorized representatives of Trane and Customer have both signed this Agreement in the spaces provided below.

Following expiration of the initial term on June 30, 2016, this Agreement shall renew automatically for successive periods of 1 year (the "Renewal Term") until terminated as provided herein. If you do not want to renew this Agreement for the Renewal Term, please notify Trane by telephone or by U.S. mail prior to the expiration date set forth in the preceding sentence. If any questions arise regarding this Service Agreement or how to cancel this Agreement, Trane can be reached either by telephone at (570) 821-4910 or by direct mail addressed to: 1185 North Washington Street WILKES BARRE, PA 18705.



TRANE

Trane
1185 N Washington St
Wilkes Barre, Pa 18705
Phone 570-821-4910

TRANE SERVICE FIELD QUOTATION

Date: 1/24/2016
Project: JM Hill Tracer SC Alarm/Email Setup
Customer: ESASD
Location: ESASD
Customer Contact: Chris Fisher

Trane is pleased to offer you this proposal for the following services:

Scope of work to be performed:

Review and set up Boiler alarms for email to designated recipients. Verify point alarming setup and event class to be emailed. Work with IT department to setup and test email operation.

Our Price for this scope of work is..... **\$2,530.00**

Notes:

1. Work to be performed during normal working hours Monday - Friday 8:00 AM - 4:30 PM exclusive of holidays unless overtime is specified in the above scope of work
2. Any service not listed is not included in this quotation
3. All work performed is in accordance with Trane's Standard Terms & Conditions (copy attached)
4. This quotation is valid for 10 days from above date of quote
5. If this proposal is not accepted by the customer, all diagnostic costs will be invoiced separately.

Submitted by Trane Service Technician: John Coledo

Work Authorized and price accepted by Customer Representative: _____

Date of Acceptance: _____



TRANE

Trane
1185 N Washington St
Wilkes Barre, Pa 18705
Phone 570-821-4910

TRANE SERVICE FIELD QUOTATION

Date: 1/25/2016
Project: North High Alarming
Customer: ESSD
Location: Bushkill, PA
Customer Contact: _____

Trane is pleased to offer you this proposal for the following services:

Scope of work to be performed:

Add alarming extensions for boilers, freezer and cooler. Work with IT department to setup and test emailing to maintenance personnel. Sensor installation and setup and XT module for Boiler 2 and 3 alarms needs to be done before this quote can be completed.

Our Price for this scope of work is..... \$3,795.00

Notes:

1. Work to be performed during normal working hours Monday - Friday 8:00 AM - 4:30 PM exclusive of holidays unless overtime is specified in the above scope of work
2. Any service not listed is not included in this quotation
3. All work performed is in accordance with Trane's Standard Terms & Conditions (copy attached)
4. This quotation is valid for 10 days from above date of quote
5. If this proposal is not accepted by the customer, all diagnostic costs will be invoiced separately.

Submitted by Trane Service Technician: Sterling Colborn

Work Authorized and price accepted by Customer Representative: _____

Date of Acceptance: _____



April 7, 2016

Mr. Scott Ihle
Director of Facilities
East Stroudsburg Area School District
50 Vine Street
East Stroudsburg, PA 18301

Reference: J.T. Lambert Intermediate School
Masonry Investigation Proposal

Dear Mr. Ihle,

Pursuant to our discussions with you on our site visit of February 18, 2016, D'Huy Engineering, Inc. (DEI) is pleased to provide the following proposal for consideration. It is our understanding that you would like us to perform an investigation of the existing cast stone, brick and associated exterior facade problems at the above referenced site. This proposal includes information regarding our project experience, followed by a detailed fee proposal.

We have conducted investigations on a variety of building facades, including brick and block masonry, concrete, tile and stone, stucco systems, exterior insulation and finish systems (both field applied and panelized systems) and window wall systems. Our typical scope of services for these investigations includes performing field surveys, evaluating existing conditions, assessing flashings, determining moisture sources and intrusion pathways if applicable, performing materials testing as required, determining cause of cracking/failure and providing recommendations for implementing retrofit solutions.

Most of our building envelope investigations have been prompted by water infiltration into the interior spaces of the building structure or by concerns associated with visible signs of facade deterioration observed on the exterior of the building. Our remediation recommendations regarding building envelope problems address both infiltration pathways and repairs to damaged or deteriorated structural and architectural components and/or facade systems, if deemed necessary.

Conditions Observed

Preliminary site observations made at J.T. Lambert Intermediate School indicate that various facade components are deteriorating and in need of repair. Primary issues that should be evaluated in this investigation include:

- Cracking and deterioration of cast stone units;



- Deterioration of brick mortar joints;



- Cracking and spalling of brick masonry;



- Corrosion of steel lintels;



- Deteriorated joint sealant;



- Deteriorated site walls;



The investigation phase of the project will include an investigation of the problems and a report of our findings and recommendations. It will be necessary as part of the investigation work to utilize a manlift or have scaffolding erected to access areas of the investigation. The costs associated with this equipment and the costs to perform core sampling, probe openings and associated patching, as indicated above, are included in the investigation services fee. However, material testing of selected samples may be required to evaluate the cause(s) of material deterioration observed. Material testing may include petrographic analysis, compressive strength, and absorption testing. Such expenses for testing would be reviewed with ESASD prior, and would be passed directly to the School District without mark-up.

Fee Proposal for Investigation Phase

Based on the above, we anticipate that our services will include the following:

Task	Description	Fee
1.	Perform a field survey to observe and document existing exterior facade conditions	\$ 2,400

Mr. Scott Ihle
 Director of Facilities
 April 7, 2016
 Page 4 of 4

2.	Oversee and record core sample removal and probe openings to be made by a masonry contractor. We anticipate that 20 probes would need to be cut and samples extracted from various locations around the site. This will enable us to evaluate flashing and as-built construction details, as well as to obtain samples of the materials for analysis and testing, both of which will factor into providing our recommendations. Fee includes the cost of the mason, tools, lifts/equipment, and observation for an anticipated 7-day duration	\$23,000
3.	Provide engineering analysis to evaluate the cause(s) of masonry deterioration	\$ 3,000
4.	Prepare preliminary retrofit and repair solutions for scope and budgeting.	\$ 4,500
5.	Evaluate conformance of field observations and conditions with the information available on the construction drawings and specifications.	\$ 4,000
6.	Provide priorities, budget, and schedule for work.	\$ 3,000
7.	Prepare a written report of our findings, including recommendations for remediation.	\$ 4,000
8.	Perform scope of work indicated above for the exterior wall of the natatorium at the High School North	\$ 5,000
	Total:	\$48,900

We propose to perform the services outlined above for a lump sum fee of \$48,900 and in accordance with the enclosed Terms and Conditions. This fee includes reimbursable expenses, such as photographs, photocopies, large drawing copies, travel, etc. This scope of work does not include the preparation of plans and specifications for repair work that may be required pursuant to the above referenced investigation. We will provide you with a proposal for the design, documentation, bidding and project oversight after the scope has been identified and East Stroudsburg Area School District has reviewed our recommendations and provided us with direction on the next steps.

We appreciate the opportunity to assist you on this project, and we look forward to contributing as a member of the project team. If you are in agreement with the attached terms and conditions and our fee schedule, kindly countersign this proposal letter and return one copy to our office as your authorization to proceed.

Sincerely,
D'Huy Engineering, Inc.



Josh Grice, P.E.

Owner: East Stroudsburg Area School District

By: _____

Title: _____

Printed Name: _____

Date: _____

Enclosure



Terms and Conditions

D'Huy Engineering, Inc. (DEI) shall perform the services outlined in this Agreement for the stated fee agreement.

Access to Site

Unless otherwise stated, DEI will have access to the site for activities necessary for the performance of the services. DEI will take precautions to minimize damage due to these activities, but has not included in the fee the cost of restoration of any resulting damage.

Fee

The total fee, except stated not to exceed or lump sum, shall be understood to be an estimate, based upon Scope of Services, and shall not be exceeded without written approval of the Client. Where the fee arrangement is to be on an hourly basis, the rates shall be those listed in the attached Fee Schedule.

Billings/Payments

Invoices shall be submitted monthly for services and reimbursable expenses and are due when rendered. Invoices shall be considered PAST DUE if not paid within 30 days after the invoice date and DEI may without waiving any claim or right against Client, and without liability whatsoever to the Client, terminate the performance of the service. Retainers shall be credited on the final invoice. In the event any portion or all of an account remains unpaid 90 days after billing, the Client shall pay cost of collection, including reasonable attorneys' fees.

Indemnifications

The client shall indemnify and hold harmless DEI and all of its personnel from and against any and all claims, damages, losses and expenses (including reasonable attorneys' fees) arising out of or resulting from the performance of the services, provided that any such claims, damage, loss or expense is caused in whole or in part by the negligent act of omission, and/or strict liability of the Client, anyone directly or indirectly employed by the Client (except DEI), or anyone for whose acts any of them may be liable.

Hidden Conditions

A condition is hidden if concealed by existing finishes or is not capable of investigation by reasonable visual observation. If DEI has reason to believe that such a condition may exist, the Client shall authorize and pay for all costs associated with the investigation of such a condition and, if necessary, all costs necessary to correct said condition. If (1) the Client fails to authorize such investigation or correction after due notification, or (2) DEI has no reason to believe that such a condition exists, the Client is responsible for all risks associated with this condition, and DEI shall not be responsible for the existing condition nor any resulting damages to persons or property.

Risk Allocations

In recognition of the relative risks, rewards and benefits of the project to both the Client and DEI, the risks have been allocated so that the Client agrees that, to the fullest extent permitted by law, DEI's total liability to the Client, for any and all injuries, claims, losses, expenses, damages or claim expenses arising out of this Agreement, from any cause or causes, shall not exceed the total amount of \$5,000, the amount of DEI's fee (whichever is greater) or other amount agreed upon when added under special conditions. Such causes include, but are not limited to DEI's negligence, errors, omissions, strict liability, breach of contract or breach of warranty.

Termination of Services

This Agreement may be terminated upon 10 days written notice by either party should the other fail to perform his obligations hereunder. In the event of a termination, the Client shall pay DEI for all services rendered to the date of termination and all reimbursable expenses.

Ownership of Documents

All documents produced by DEI under this Agreement shall remain the property of DEI and may not be used by this Client for any other endeavor without the written consent of DEI.

Applicable Law

Unless otherwise specified, this Agreement shall be governed by the laws of the principal place of business of DEI.

SUMMERTIME SEASONAL EMPLOYEES

Requesting four (4) employees to assist with our Maintenance and Grounds summertime schedule.

Grounds

Landscaping – Including Mulching (Playgrounds), Mowing Grass/weed whacking, Irrigating
Painting of the Elementary schools (Prefer Adult)
Unloading of custodial supply deliveries

*This will not only be of benefit to aid the above mentioned but will also free up the F.T. staff to attend to the more skilled tasks/assignments (Parking lot line painting, etc.)

Maintenance

Changing Air Filters /cleaning squirrel cages/cleaning air vents/checking belts
Mason Helper (perhaps a Vo-Tech Masonry student)

**These employees will also be of benefit during employee vacations

***Preferably 2 High school, 1 vo-tech (masonry) & 1 Adult (Painting)

Wage=\$8.00/hour plus fringe benefits for Retirement and Social Security of \$3.01/hr for a total of \$11.01/Hr

4 employees 5 days/week for 11 weeks =55days

55 days x 8hrs/day=440 hours

440hr x 4 employees = 1,760 total hours

1760x11.01 = **\$19,378.00** * This figure will be on the high side...did not exclude 4th of July and potential vacations.

\$4,845/total summertime pay per employee.

EAST STROUDSBURG AREA SCHOOL DISTRICT
Updated 5-Year Capital Improvement Plan

Capital Project	Execution	Summer 2016	Summer 2017	Summer 2018	Summer 2019	Summer 2020	Total
Replace library windows at HSS	Bid	\$ 150,000					\$ 150,000
Access Control Systems	State Contract or Bid with Secured Vestibules		\$ 70,000 Adm, BES, RES			\$ 30,000 F/A ProWatch	\$ 100,000
Surveillance Camera Systems	State Contract	\$ 22,000 JTL	\$ 16,000 BES, RES	\$ 128,000 HSN, LIS	\$ 128,000 HSS	\$ 96,000 HSN, LIS	\$ 390,000
Emergency Management (Telecenter U)	State Contract				\$ 45,000 ELEM	\$ 30,000 SECONDARY	\$ 75,000
Fire Alarm and Security Systems	State Contract	\$ 80,000 BES, JTL					\$ 80,000
JTL Masonry Repairs*	Bid	Investigation	\$ 1,650,000				\$ 1,650,000
North Campus Paving Repairs	Bid	\$ 200,000		\$ 1,140,000	\$ 1,027,500	\$ 1,027,500	\$ 3,395,000
ATC Replacement at HSN/LIS	Bid or ESCO**		\$ 2,875,000				\$ 2,875,000
Lehman/North HS Roof Repairs*	Bid	Investigation	\$ 821,000				\$ 821,000
Lighting Upgrades	Bid or ESCO**				\$ 650,000	\$ 750,000	\$ 1,400,000
Resica Paving Mill/Overlay Repairs	Bid				\$ 385,000		\$ 385,000
Total By Year:		\$ 452,000	\$ 5,432,000	\$ 1,268,000	\$ 2,235,500	\$ 1,933,500	\$ 11,321,000
Additional Projects Considered							
HSN Gym Humidification*	?	Investigation					
RES and BES Atrium Leaks*	Bid	Investigation					
HSS Track Coating	State Contract	\$ 160,000					
HSN Exterior Wall at Natatorium*	Bid	Investigation	\$ 75,000				
HSS, JTL, LIS Gym Refinishing	State Contract	\$ TBD					
North campus and RES water tower repairs	Bid	\$ 60,085					
Building Entrance Security*	Bid	Investigation	\$ TBD				

* DEI to provide proposal

**DEI has experience with preparing and issuing RFP's for ESCO contracts and would be available to assist ESASD with ESCO scope development and management

