

## V. ITEMS FOR DISCUSSION

- a. Fuel Oil Bid Awards - CIU20 Joint Purchasing Board  
for the 2021-22 Fiscal Year

## Fuel Oil Bids – 2021-22

For the past several years, the East Stroudsburg Area School District has participated in the Joint Purchasing Board fuel oil bid with Colonial Intermediate Unit (CIU) 20. Since the fuel market has become so volatile and costly in the past several years, large volume contracts and keen market timing have proven to be critical in saving dollars. By adding our volume to the remainder of the CIU 20, the District can leverage the buying power with vendors who might provide aggressive pricing to achieve the guaranteed contract. By having the latitude to award the bids as close to the bid opening as possible insures that the pricing is not subject to spot market fluctuations.

The Administration participated in the Northampton/Monroe/Pike County Joint Purchasing Board bid and pricing analysis which were opened June 23, 2021, at 10:00 a.m., reviewed at 1:30 p.m. by all District participants and awarded by the CIU 20 Board of School Directors that evening at their Board Meeting. The bid recommendation as awarded is being presented to the District's Finance Committee on July 13, 2021 and the Board of School Directors for ratification on July 19, 2021.

Motion to Approve the ratification of the 2021-22 Colonial Intermediate Unit 20 Fuel Oil Bid as follows:

1. #2 Fuel Oil, Truck Transport, Locked in price of \$2.1818 for contract term to Talley Petroleum
2. Off-Road Diesel, Tank Wagon, Locked in price of \$3.7595 for contract term to PAPCO, Inc.

### Historical Rate Reference:

	<u>#2 Fuel Oil</u>	<u>Off-Road Diesel</u>
2021-22:	\$2.1818	\$3.7595
2020-21:	\$1.9596	\$3.5449
2019-20:	\$1.9836	\$2.5847
2018-19:	\$1.8935	\$3.7577
2017-18:	\$1.6722	\$3.0990
2016-17:	\$1.5895	\$3.7886

## V. ITEMS FOR DISCUSSION

- b. Designation of an additional Depository for the 2021-22  
Fiscal Year

#### Additional Depository – First Keystone Community Bank

Annually, school districts are required to designate depositories for school funds. The 2021-2022 depositories for school funds were approved at the June 21, 2021 School Board meeting. Based on the closing terms related to issuance of the East Stroudsburg Area School District General Obligation Note, Series of 2021, the District was required to establish a depository relationship with the Lender. Closing on the note occurred on June 21, 2021. Therefore, it is requested for the Board to ratify an additional depository for the 2021-22 fiscal year.

Motion to approve the ratification of First Keystone Community Bank, Stroudsburg PA as an additional depository for school funds for the 2021-2022 fiscal year with funds invested in accordance with the School Laws of Pennsylvania and the East Stroudsburg Area School District's Board Policy.

## V. ITEMS FOR DISCUSSION

- c. Carbon, Monroe, Pike Drug and Alcohol Commission  
Primary Prevention and Student Assistance Program  
Intervention Services - Quote \$35,000

# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email (**erin-dreisbach@esasd.net**) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM **611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**Procurement Form**

Name of Requestor \*

Erin Dreisbach

Untitled Title

Department \*

Pupil Services

Building \*

Administration

What Service or item are you requesting \*

Carbon Monroe Pike Drug and Alcohol Commission Primary Prevention and Student Assistance Program Intervention Services

Why are you requesting the service or item \*

Provides in-school consultation services for drug and alcohol, Consults with SAP Teams, Facilitates school-based D&A individual and/or group prevention/education services, Facilitates Alternatives to Expulsion program for students who have been expelled.

Suggested Replacement: \*

N/A

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. \*

CMP D&A

What is the total cost of the purchase? \*

\$35,000.00

Procurement Method: \*

- Quote
- Request for Proposal (RFP)
- Bid
- Other: Contract

Was this purchase budgeted? \*

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

- Yes
- Pennsylvania State Contract
- COSTARS
- Keystone Purchasing Network
- PEPPM National Contract Program (Technology Bidding and Purchasing)
- US Communities
- NO



If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

Which Fund will be charged? \*

10

What account will be charged? \*

10-2119-330-000-20-000-009-000-0000

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. \*

N/A

Any additional information you would like to provide.

This form was created inside of East Stroudsburg Area School District.

Google Forms

**LETTER OF AGREEMENT**  
**Between CARBON-MONROE-PIKE DRUG AND ALCOHOL COMMISSION, INC.**  
**And the EAST STROUDSBURG AREA SCHOOL DISTRICT**  
**FOR DRUG AND ALCOHOL**

**PRIMARY PREVENTION AND STUDENT ASSISTANCE PROGRAM (SAP) INTERVENTION SERVICES**

1. **Frequency of Services Provided:** The Commission will assign a Drug & Alcohol Prevention Specialist (DAPS) to the School District, who will provide in-school drug and alcohol PRIMARY prevention and SAP/Intervention services five days per week over 38 weeks of the school year.

2. **The Designated Contacts for this Agreement:**

a. The Commission's Assistant Administrator, Rob Mikulski, shall be the designated contact person for this agreement. Mr. Mikulski can be reached at (570) 421-1960, Extension 2720 or by e-mailing him at: [rmikulski@cmpda.cog.pa.us](mailto:rmikulski@cmpda.cog.pa.us)

b. **The School District's designated contact person shall be: (Please Complete)**

Name <i>(please print)</i>	
Phone Number & Extension	
E-mail Address:	

3. **DAPS Prevention/SAP Responsibilities:** The assigned DAPS shall provide the following services in accordance with guidelines set by the Pennsylvania Department of Drug and Alcohol Programs (DDAP):

- a. In-school consultation services on the District's prevention and intervention plans
- b. Consultation to SAP Core Teams, families and students regarding the need for referral to community or school-based services and supports or referral for D&A Assessment to determine the need for treatment
- c. Participate in parent/teacher and consultation meetings as necessary and maintain data for required reporting as determined by DDAP
- d. Facilitate school-based D&A individual and/or group primary prevention/education services
- e. Facilitate school-based D&A prevention programming
- f. In-school consultation services for the District's Student Assistance Program (SAP) team. It is the Commission's expectation that the designated DAPS will attend SAP Core Team meetings
- g. Participate in SAP Core Team Maintenance
- h. D&A screening for students and when necessary facilitate referral to drug and alcohol treatment or other appropriate student/family support services
- i. Facilitate and support the school-based aftercare plan for students who may be returning to school from treatment and collaborate with other agency providers

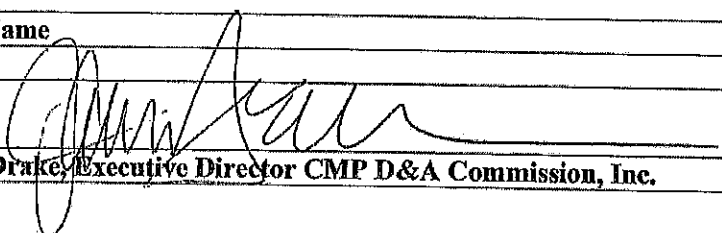
4. **District Responsibilities:** It shall be the responsibility of the District to supply the assigned DAPS with a detailed description of the District's prevention/intervention plans as well as a specific description of the policy & procedure to be followed in delivering these prevention/intervention services. It is herein understood that it shall be the responsibility of the District to:

- a. Coordinate primary prevention program activities with the DAPS
- b. Refer at-risk students to the DAPS through the SAP team process. This shall include referral for individual or group intervention activities, screenings or any other requested services.
- c. Coordinate the identified student's schedules for screening and intervention services
- d. Provide adequate office space for the DAPS assigned to the District

5. **Conflict Resolution:** It is assumed that, if and when appropriate, the DAPS and the SAP team members themselves shall make a good faith effort to resolve any conflict that may arise between them during the provision of these services. In the event that the DAPS or SAP team fails in their effort to resolve their differences, or if the matter is deemed to be inappropriate for discussion between these two parties then the following procedure will be followed:

- a. The SAP team members or DAPS shall inform the designated "Contacts" for this agreement of their unresolved conflict.
  - b. The designated Contacts shall attempt to facilitate an agreeable mediation of the conflict between the DAPS and SAP team within five (5) business days of the notification.
  - c. If the problem cannot be resolved within the prescribed time frame, then it shall be referred to the Commission's Executive Director and/or corresponding school district administration for final disposition.
6. **Confidentiality Requirements:** State and Federal law prohibits the disclosure and re-disclosure of confidential information gathered as a result of the screening, assessment or intervention activities conducted by any of the Commission's DAPS, without the specific written consent of the person to whom it pertains. A release of information from the Commission, signed by the service Consumer, is necessary to facilitate the exchange of any and all information:
- a. The District acknowledges that in receiving, storing, processing, or otherwise dealing with any information from the DAPS about the students in the Program is fully bound by the provisions of the federal regulations governing Confidentiality of Alcohol and Drug Abuse Patient Records, 42 CFR Part 2.
  - b. The District undertakes to resist in judicial proceedings any effort to obtain access to information pertaining to patients otherwise than as expressly provided for in the federal confidentiality regulations, 42 C.F.R. Part 2.
7. **Communication & Technology Use:** All of the DAPS have Commission based e-mail and voice mail at their disposal. It is the Commission's expectation that the District and the DAPS will use these resources to augment face-to-face or written communications. To the extent that computer/telephone equipment is available and where District policy allows, the Commission herein requests that the DAPS be granted access to a telephone and/or the Internet from a computer station at the assigned District in order that he/she be able to access these communication resources. The Commission would prefer that the District not assign the DAPS a district based e-mail address.
8. **Interruption of Service due to DAPS Family or Medical Leave of Absence or Other Unforeseen Circumstance:** The total amount of days lost to the school district after two-weeks or ten (10) school days of consecutive absence shall be subtracted from the school district's payment, unless another acceptable coverage arrangement can be negotiated between the designated contacts.
9. **Annual Reimbursement:** The School District agrees to reimburse the Commission the maximum amount of \$35,000.00 for provision of the services described herein. The Commission will generate an invoice for these services three times during the school year (October, December and March).
10. **Term of this Agreement:** This agreement shall be in effect from September 7, 2021 to May 27, 2022.

The above-enumerated conditions will constitute the basis of this Agreement. Should any area be in need of negotiation, it will be the responsibility of both parties to reach an agreement. In the event that the School District is unable to provide funding for these services or, if the Commission is unable to provide the described services, this Agreement may be terminated in thirty days.

<b>Authorized School Personnel Signature and Title</b>	<b>Date</b>
<b>Print Name</b>	
	11/5/20
<b>Jamie Drake, Executive Director CMP D&amp;A Commission, Inc.</b>	<b>Date</b>

## V. ITEMS FOR DISCUSSION

d. Smart Futures Online career planning and  
portfolio platform renewal - Quote \$11,000.00

# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email (**matthew-krauss@esasd.net**) was recorded on submission of this form.

Untitled Section

Untitled Section

**FORM 611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**Procurement Form**

Name of Requestor \*

Brian Baddick

Untitled Title

Department \*

Pupil Services

Building \*

Admin

What Service or item are you requesting \*

Smart Futures

Why are you requesting the service or item \*

Online career planning and portfolio platform that helps all students be ready for post-secondary success. SmartFutures.org uses Pennsylvania's Academic Standards for Career Education and Work as a blueprint for the software's development. SmartFutures.org is a proven framework to deliver career planning, skill credentialing, and eMentoring within classrooms.

Suggested Replacement: \*

N/A

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

\$11,000

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. \*

No. This is a renewal of current subscription for the 2021-2022 school year.

What is the total cost of the purchase? \*

\$11,000

Procurement Method: \*

Quote

Request for Proposal (RFP)

Bid

Other: .....

Was this purchase budgeted? \*

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

Yes

Pennsylvania State Contract

COSTARS

Keystone Purchasing Network

PEPPM National Contract Program (Technology Bidding and Purchasing)

US Communities

NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

Which Fund will be charged? \*

10 ▼

What account will be charged? \*

- 10-2111-650-000-10-000-009-000-0000-
- 10-2111-650-000-20-000-009-000-0000-
- 10-2111-650-000-30-000-009-000-0000-
- 10-1200-650-891-00-000-310-000-9891-

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. \*

No. This is a renewal of current subscription for the 2021-2022 school year.

Any additional information you would like to provide.

This form was created inside of East Stroudsburg Area School District.





# SMARTFUTURES

## Smart Futures

Tax ID : 30-0263715  
6401 Penn Avenue, Suite 300  
Pittsburgh Pennsylvania 15206  
U.S.A

# Invoice

# SF-003853

Balance Due  
**\$11,000.00**

Bill To  
**East Stroudsburg Area SD**  
50 Vine St  
East Stroudsburg  
18301 PA  
Monroe

Invoice Date : 11.02.20  
Terms : FREE  
Due Date : 11.02.20  
P.O.# : SF Quote for 2021-  
2022 School Year

#	Item & Description	Qty	Rate	Amount
1	SmartFutures.org Annual Subscription - Unlimited (Quote) This is a quote ~ If you are interested in subscribing to SmartFutures.org, you can consider this an invoice to be paid.	2.00	3,000.00	6,000.00
2	SmartFutures.org Annual Subscription Unlimited -- Additional Middle School (District) (Quote) Annual Subscription -- Middle School	2.00	1,000.00	2,000.00
3	SmartFutures.org Annual Subscription Unlimited -- Additional Building or Elementary (Quote)	6.00 1	500.00	3,000.00
			Sub Total	11,000.00
			<b>Total</b>	<b>\$11,000.00</b>
			<b>Balance Due</b>	<b>\$11,000.00</b>

## Notes

SF Renewal Quote for the 2021-2022 School Year for Two High Schools, Two Middle Schools, and Six Elementary Buildings.

## Payment Options



## Terms & Conditions

\*\*\*\*\* Annual licenses will be activated upon payment or PO receipt.  
---- If an exception is needed, contact smosey@smartfutures.org.

## V. ITEMS FOR DISCUSSION

- e. Colonial Intermediate Unit 20 - Contact for Social Workers -  
Quote \$275,775.00

# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email (**shahida-jones@esasd.net**) was recorded on submission of this form.

Untitled Section

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**FORM 611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**  
Procurement Form

Name of Requestor \*

Shahida Jones

Untitled Title

Department \*

Pupil Services

Building \*

Admin

What Service or item are you requesting \*

IU-20 Social Workers

Why are you requesting the service or item \*

To be able to provide individual and group therapy to the students in the school district. The therapist would be able to meet the mental health needs of our students being referred to the Student Assistance Program (SAP).

Suggested Replacement: \*

None

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. \*

CIU-20

What is the total cost of the purchase? \*

\$367,700

Procurement Method: \*

Quote

Request for Proposal (RFP)

Bid

Other: \_\_\_\_\_

Was this purchase budgeted? \*

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

Yes

Pennsylvania State Contract

COSTARS

Keystone Purchasing Network

PEPPM National Contract Program (Technology Bidding and Purchasing)

US Communities

NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

PA

Which Fund will be charged? \*

10

What account will be charged? \*

10-2160-322-000-10-000-025-000-0000;10-2160-322-000-20-000-025-000-0000;10-2160-322-000-30-000-025-000-0000

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. \*

We used the CIU-20 for this contracted service.

Any additional information you would like to provide.

This form was created inside of East Stroudsburg Area School District.



COLONIAL INTERMEDIATE UNIT 20  
A Regional Service Agency  
6 Danforth Drive  
Easton, Pennsylvania 18045-7899

CONTRACT FOR SERVICE  
(REVENUE GENERATING)

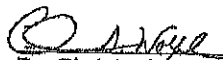
This contract is entered into by Colonial Intermediate Unit 20, 6 Danforth Drive, Easton, Pennsylvania 18045-7899 and East Stroudsburg Area School District, 50 Vine Street, East Stroudsburg, PA 18301, (570) 424-8500.

The Colonial Intermediate Unit 20 will provide three Licensed Social Workers and/or Licensed Professional Counselors to provide mental health supportive services to students in kindergarten through grade 12. Services to include but are not limited to, individual counseling, group counseling, family counseling, mental health case management, IEP participation, and mental health assessment.

This contract shall not exceed \$275,775.00 and is in effect for the 2021-2022 school year. All services rendered through the Colonial Intermediate Unit 20 Outpatient Clinic will be used to offset East Stroudsburg Area School District's total cost for this contract.

East Stroudsburg Area School District will be billed for services rendered by Colonial Intermediate Unit 20.


The signed contract must be returned to Mr. Jon Wallitsch, Director of Fiscal Affairs, at the Intermediate Unit Office.

  
\_\_\_\_\_  
Dr. Christopher S. Wolfel  
Executive Director

06 / 23 / 2021  
Date

\_\_\_\_\_  
East Stroudsburg Area School District  
Superintendent

Date

  
\_\_\_\_\_  
Ms. Alisha L. Kalapay  
Secretary to the Board

06 / 24 / 2021  
Date

\_\_\_\_\_  
Federal ID Number

To comply with Federal laws, State laws, and State Department of Education regulations concerning equal rights and opportunities and to assure these within our Intermediate Unit, the Colonial Intermediate Unit 20 declares itself to be an equal rights and opportunities agency. As an equal rights and opportunities agency, it does not discriminate against individuals or groups because of race, color, national origin, religion, age, sex and disabilities as defined by law. The Intermediate Unit's commitment to non-discrimination extends to students, employees, prospective employees, and the community.

Successful performance and affirmative action program efforts will provide positive benefits to the Intermediate Unit through fuller utilization and development of previously underutilized human resources. Coordinator of Title IX, Section 504 and ADA is The Director of Human Resources and Research Services, Colonial Intermediate Unit 20, 6 Danforth Drive, Easton, PA 18045, (610) 515-6405, TDD/TTY Hearing Impaired (610) 262-3786.

V. ITEMS FOR DISCUSSION

f. Digital Assessment renewal Library for School Psychologists -  
Quote \$19,358.94



# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email (**mary-olszewski@esasd.net**) was recorded on submission of this form.

Untitled Section

Untitled Section

**FORM 611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**  
**Procurement Form**

Name of Requestor \*

Mary Olszewski

Untitled Title

Department \*

Pupil Services

Building \*

Administration

What Service or item are you requesting \*

Digital Assessment Library for School Psychologists

Why are you requesting the service or item \*

This is the modality the school psychologists utilize to assess students

Suggested Replacement: \*

There is no replacement- Pearson is the only company with digital library

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

This is a renewal

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. \*

Pearson is the only company with the platform

What is the total cost of the purchase? \*

19,358.94

Procurement Method: \*

Quote

Request for Proposal (RFP)

Bid

Other: \_\_\_\_\_

Was this purchase budgeted? \*

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

Yes

Pennsylvania State Contract

COSTARS

Keystone Purchasing Network

PEPPM National Contract Program (Technology Bidding and Purchasing)

US Communities

NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

---

Which Fund will be charged? \*

10 ▼

What account will be charged? \*

Access

---

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. \*

YES

---

Any additional information you would like to provide.

---

This form was created inside of East Stroudsburg Area School District.





Pearson

**QUOTE / PROFORMA**

**Customer Bill-to:**  
EAST STROUDSBURG AREA SD  
50 VINE ST  
East Stroudsburg PA, 18301-2150

**Customer Ship-to:**  
EAST STROUDSBURG AREA SD  
50 VINE ST  
East Stroudsburg PA, 18301-2150

**Attention:**

**Attention:**

**NCS Pearson, Inc.**  
P.O Box 599700,  
San Antonio, TX 78259  
**Tel:** 800-627-7271  
**Tax ID No:**  
41-0850527

**Quote/Proforma Number :** 121835  
**Date :** 10-JUN-2021  
**Customer Account# :** 571538  
**Sales Order Number :** 121835  
**Customer PO# :**  
**Currency :** USD  
**Shipment Terms :** Paid  
**Customer Tax Number :**  
**Number of Pages :** Page 1 of 2

Prices will be honored for 30 days from price quote date.  
This price quote does not guarantee stock availability and shipping amount is estimated, standard shipping charges apply.

<b>Total Ordered Quantity (No. Of Items) :</b> 1272	<b>REMITTANCE INFORMATION</b>	
<b>Other Charges :</b> USD \$5.94	<b>Make Checks Payable to:</b>	<b>Bank Wire to:</b>
<b>Net Amount :</b> USD \$19,353.00	13036 COLLECTION CENTER DRIVE	Bank of America N A
<b>Tax Total :</b> USD \$0.00	CHICAGO	071000039
<b>Quote/Proforma Total :</b> USD \$19,358.94	60693	<b>A/C No:</b> 8188105388
<b>Amount Due :</b> USD \$19,358.94	NCS Pearson, Inc.	SWIFT : 071000039



Quote/Proforma Number: 121835						Page 2 of 2
Item Number	Item Description	Quantity	Unit Price	Discount	Tax	Line Total
A103000244405	DALSCOMPLETE RENEWAL (DIGITAL)	1270	15.00	NET	0.00	\$19,050.00
0158033078	BSRA-3 COMPLETE KIT	1	204.00	NET	0.00	\$204.00
QNTRWPPSIIVKIT	WPPSI-IV Q-INTERACTIVE STARTER KIT	1	99.00	NET	0.00	\$99.00
FREIGHT	Freight					\$5.94

\*\*\* IMPORTANT CUSTOMER MESSAGES \*\*\*

DIGITAL ASSESSMENT LIBRARY FOR SCHOOLS 1270IEP

QUOTE/PROFORMA TOTALS	Subtotal	Total Other Charges	Total Tax	Total Due
	USD	USD	USD	USD
	\$19,353.00	\$5.94	\$0.00	\$19,358.94

By placing your order, you hereby agree to the Terms and Conditions which govern your purchase:  
<https://www.pearsonassessments.com/footer/terms-of-sale---use.html>

## V. ITEMS FOR DISCUSSION

- g. Teachtown Social Skills Subscription renewal - Quote  
\$7,895.22.

# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email (**matthew-krauss@esasd.net**) was recorded on submission of this form.

Untitled Section

Untitled Section

**FORM 611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**Procurement Form**

Name of Requestor \*

Mary Olszewski - Pupil Services

Untitled Title

Department \*

Pupil Services/Special Education

Building \*

Admin



What Service or item are you requesting \*

Teachtown Social Skills Subscription

Why are you requesting the service or item \*

TeachTown Social Skills is a comprehensive, character-based video modeling curriculum that targets a range of social and emotional learning needs in the areas of communication, social interaction, pragmatics, self-management, problem solving and emotional awareness.

The newly combined curriculum targets a total of 85 skills designed to teach socially significant behaviors across the elementary and middle school domains. The beloved TeachTown characters "grow up" during the transition from elementary to middle school ensuring that the 3-4 minute animated episodes continue to provide relevant models as students get older.

Suggested Replacement: \*

Renewal

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

\$8,000

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. \*

No this is a renewal

What is the total cost of the purchase? \*

\$7,895.22

Procurement Method: \*

Quote

Request for Proposal (RFP)

Bid

Other: \_\_\_\_\_

Was this purchase budgeted? \*

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

Yes

Pennsylvania State Contract

COSTARS

Keystone Purchasing Network

PEPPM National Contract Program (Technology Bidding and Purchasing)

US Communities

NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

No

Which Fund will be charged? \*

10 ▼

What account will be charged? \*

- 10-1231-650-891-30-820-310-000-9891-
- 10-1211-650-891-10-214-310-000-9891-
- 10-1211-650-891-20-517-310-000-9891-
- 10-1211-650-891-20-518-310-000-9891-
- 10-1211-650-891-30-819-310-000-9891-
- 10-1211-650-891-30-820-310-000-9891-
- 10-1231-650-891-10-211-310-000-9891-
- 10-1231-650-891-10-212-310-000-9891-
- 10-1231-650-891-10-216-310-000-9891-
- 10-1231-650-891-20-517-310-000-9891-
- 10-1231-650-891-20-518-310-000-9891-
- 10-1241-650-891-20-517-310-000-9891-
- 10-1241-650-891-20-518-310-000-9891-
- 10-1211-650-891-10-215-310-000-9891-

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. \*

Renewal

Any additional information you would like to provide.

Teachtown is utilized for district Life Skills and Emotional Support Classrooms.

This form was created inside of East Stroudsburg Area School District.

Google Forms

PRESENTED TO:

# East Stroudsburg Area School District



## TeachTown, Inc. Proposal

Account Name: East Stroudsburg Area School District		Date: 5/24/2021		
Social Skills Licenses	Product Code	Quantity	Unit Cost	Total Cost
Social Skills Monthly Subscription - 15 Students (XX Months)	SSA1195	7	\$486.46	\$3,405.22
Social Skills Online Teacher Subscription - 1 Yr 15 Students	SSM1197	10	\$449.00	\$4,490.00
<b>Total Cost</b>				<b>\$7,895.22</b>
Total Pricing Review				
Product / Service				
Social Skills Licenses				\$7,895.22
<b>Grand Total</b>				<b>\$7,895.22</b>
Additional Notes				
2021 Renewal - Social Skills, 17 teacher licenses. All subscriptions aligned for a 9/30/2022 expiration date. Thank you! -- Questions? Please contact Amy Langlais at <a href="mailto:alanglais@teachtown.com">alanglais@teachtown.com</a> or 781-497-0933. Thank you for choosing TeachTown for your students!				

### How to place an order:

Email: [orders@teachtown.com](mailto:orders@teachtown.com)  
 Fax: (877) 295-8238  
 Mail: TeachTown, Inc.  
 330 West Cummings Park  
 Woburn, MA 01801

## V. ITEMS FOR DISCUSSION

h. iRead, System 44, Read 180 subscription - Quote \$89,309.58.

# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email (**marialena-casciotta@esasd.net**) was recorded on submission of this form.

Untitled Section

Untitled Section

**FORM 611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**  
Procurement Form

Name of Requestor \*

Marialena Casciotta

Untitled Title

Department \*

Pupil Services/Special Education

Building \*

All



What Service or item are you requesting \*

Remedial Reading program for K-2 students and Alternative Reading programming for 3-12th grade students

### Why are you requesting the service or item \*

There are several students performing at an instructional level of more than 2 years below their typically developing peers. It is our legal requirement to differentiate and supplement our programming and instructional materials to close the educational gap of each students. Student IEPs must be written with the individual student in mind, therefore, we must consider all factors of the instructional environment, including our teacher style and instructional materials.

Our first year of implemental of the iRead program and System 44 programs have proven successful. Although this year presented challenges with programming options and fidelity of student engagement, 50% of our students made Lexile gains, with 16% meeting their End of Year (EOY) goals; 10% meeting 2X their goal; and 14% improved College and Career Ready (CCR) proficiency levels. This year we provided the teachers implementing the program with training throughout the year to assist them in using the data they receive in future programming for students. These programs utilize adaptive technology that adjusts instruction to meet the students where they currently are performing, providing "explicit instruction and guided practices to building mastery." The program adjusts with the students' performance, progressing as the student progresses and scaffolding back to reteach/remediate skills that require more attention to achieve mastery. Assessments are imbedded in the system, providing immediate feedback to the students and teachers, ensuring teachers have access to growth reports and performance data when planning their daily lessons. System 44 is designed to provide supplemental reading intervention to students in grades 3 – 12, placing our students on the path to college and career. The materials are available in an Upper Elementary and Secondary level to provide the most appropriate age-and developmental-appropriate materials to engage students. The program is designed for blended learning, combining adaptive technology and teacher-led instruction. System 44 is designed to be successful as a stand- alone program to be implemented daily in one class period, resource rooms, extended day programs and summer programs. This is a benefit to our busy instructionally packed schedules. System 44 is endorsed by the Council of Administrators of Special Education (CASE) as an effective reading intervention program. This program is evidence based. It allows for students to track their own overall progress, while motivating them to build executive functioning skills. They explore items of interest, earning access to Success videos and digital stickers (that help them track success). The system leverages technology to provide structured engagement and motivate students. The program is fully aligned with Social Emotional Learning (SEL) "core competencies of self-awareness, self-management, relationship skills, social awareness, and responsible decision-making." The program provides systematic instruction in phonics, decoding, reading, and writing skills. It provides daily opportunities for students to engage with their teachers and peers in meaningful discussion, further developing academic and conversational English as they practice expressing their own ideas and responding to others. Assessments are embedded, providing ongoing information regarding student progress throughout the year. The program provides for personalized learning driven by the FASTT –Fluency and Automaticity through Systematic Teaching with Technology – algorithm. This helps students manage and synthesize information as long-term memory in their brain. The program has been proven to effectively raise reading achievement for English learners and students with special needs. The System 44 bilingual Family Portal includes information and resources to support phonics instructional at home. The System 44 program comes with screening tools to determine a student's placement in the System 44 software.

b) IRead and System 44 support many of the districts initiative, as stated in the information above and attached to this document. Both programs allow for whole group, small group and independent learning. The programs are current, resulting in why the Pupil Services Department has selected these programs to serve as instructional/supplemental programs for our students with disabilities.

Suggested Replacement: \*

iRead, System 44/Read 180

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

N/A

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. \*

Not for this year, however, they were prior to selecting this program and implementing it with our K-12 students.

What is the total cost of the purchase? \*

\$89,309.58

Procurement Method: \*

- Quote
- Request for Proposal (RFP)
- Bid
- Other: \_\_\_\_\_

Was this purchase budgeted? \*

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

- Yes
- Pennsylvania State Contract
- COSTARS
- Keystone Purchasing Network
- PEPPM National Contract Program (Technology Bidding and Purchasing)
- US Communities
- NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

.....

Which Fund will be charged? \*

10 ▼

What account will be charged? \*

10-1241-650-891-10-211-310-000-9891 - ACCESS TECH-Bushkill, 10-1241-650-891-10-212-310-000-9891-  
ACCESS TECH-ESE, 10-1241-650-891-10-213-310-000-9891-ACCESS TECH-JMH, 10-1241-650-891-10-214-  
310-000-9891-ACCESS TECH-MSE, 10-1241-650-891-10-215-310-000-9891-ACCESS TECH-RES, 10-1241-  
650-891-10-216-310-000-9891-ACCESS TECH-SMI, 10-1241-650-891-10-217-310-000-9891-ACCESS TECH-  
JTL, 10-1241-650-891-10-218-310-000-9891-ACCESS TECH-Lehman, 10-1241-650-891-10-219-310-000-  
9891ACCESS TECH-NORTH, 10-1241-650-891-10-220-310-000-9891-ACCESS TECH-SOUTH

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. \*

Yes. HMH programs of iRead and Systems 44 were the lowest priced programs.

Any additional information you would like to provide.

This program was budgeted for another year. We will be submitting for a multi-year budget next year to follow the District's ELA Committee and ELA Curriculum adoption rotation schedule.

This form was created inside of East Stroudsburg Area School District.

Google Forms



# Houghton Mifflin Harcourt

**Proposal**

Prepared For

**East Stroudsburg Area School District**

50 Vine St

E Stroudsburg PA 18301

**Attention:**

**Marialena Casciotta**

**marialena-casciotta@esasd.net**

For the Purchase of:

**iRead, System 44 and READ 180 1 Year  
Subscription**

School Year 2021-2022 Implementation

Prepared By

Colleen LaBarbera

**colleen.labarbera@hnhco.com**

**Please submit this proposal with your purchase order.**

Purchase orders or duly executed service agreements for **Professional Services** purchased, must be submitted at least 30 days before the service event date.

Attention:  
Marialena Casciotta  
marialena-casciotta@esasd.net

Intervention Solutions Group  
255 38<sup>th</sup> Avenue, Suite L  
St. Charles, IL 60174  
FAX: 877-287-8199

**Proposal for**  
**East Stroudsburg Area School**  
**District**  
**iRead, System 44 and READ 180 1**  
**Year Subscription**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
<b><u>Elementary iRead K-2</u></b>						
<b>Materials and Services</b>						
6001527 9780545603386	iRead Annual License Subscription	\$16.00	55	\$880.00	\$132.00	\$748.00
9781328018915	IREAD TEACHER LICENSE	\$145.00	11	\$1,595.00	\$1,595.00	
<b>Total for Materials and Services</b>		<b>\$748.00</b>				
<b>Total for Elementary iRead K-2</b>		<b>\$748.00</b>				
<b><u>System 44 and READ 180 Stage A (Elementary)</u></b>						
<b>Materials and Services</b>						
3014554 9780545501217	System 44 Next Generation Upper Elementary 44 Book Student Edition (Standalone)	\$29.95	160	\$4,792.00	\$718.40	\$4,073.60
6003184 9781328028457	READ 180 Universal Stage A/ System 44 Upper Elementary Literacy License Digital Student Subscription Package, 1 Year	\$169.00	160	\$27,040.00	\$12,640.00	\$14,400.00
9781328019905	Literacy Intervention License (R180 U Stage A / S44 Upper Elementary) Teacher Subscription	\$299.00	17	\$5,083.00	\$5,083.00	
3026983 9780545582049	System 44 Next Generation Upper Elementary Additional Classroom Pack Includes: Complete Upper Elementary Teaching System, Complete Upper Elementary Paperback and Audlobook Library (56 titles, 5 copies of each title), Word Building Kit (4 kits), and Decodable Digests (one 10-pack)	\$4,499.00	2	\$8,998.00	\$1,349.70	\$7,648.30
<b>Total for Materials and Services</b>		<b>\$26,121.90</b>				
<b>Total for System 44 and READ 180 Stage A (Elementary)</b>		<b>\$26,121.90</b>				
<b><u>System 44 and READ 180 Stage B (Middle School)</u></b>						
<b>Literacy Licenses and program materials for students and teachers</b>						
3014556 9780545501224	System 44 Next Generation Secondary 44 Book Student Edition (Standalone)	\$29.95	146	\$4,372.70	\$655.54	\$3,717.16
3017282 9780545890106	READ 180 Universal Stage B Real Book	\$29.95	69	\$2,066.55	\$309.81	\$1,756.74
3031465 9781328017642	READ 180 Universal Stage B Classroom Package	\$4,499.00	2	\$8,998.00	\$1,349.70	\$7,648.30
6003185 9781328028464	READ 180 Universal Stage B/ System 44 Secondary Literacy License Digital Student Subscription Package, 1 Year	\$169.00	215	\$36,335.00	\$16,985.00	\$19,350.00
9781328019936	Literacy Intervention License (R180 U Stage B / S44 Secondary) Teacher Subscription	\$299.00	6	\$1,794.00	\$1,794.00	
<b>Coupon Code: HMHISG15PB</b>		<b>HMH Confidential and Proprietary</b>		<b>Intervention Solutions Group</b>		
<b>080077337</b>		<b>Sold:0000230851 Ship:0000230851</b>		<b>255 38<sup>th</sup> Avenue, Suite L</b>		
		<b>Page 2 of 5</b>		<b>St. Charles, IL 60174</b>		
				<b>FAX: 877-287-8199</b>		
				<b>InterventionSolutionsOrders@hnhco.com</b>		
				<b>Please submit this form with your purchase order</b>		

Proposal for  
**East Stroudsburg Area School  
 District**  
**iRead, System 44 and READ 180 1  
 Year Subscription**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
<b>Total for Literacy Licenses and program materials for students and teachers</b>		<b>\$32,472.20</b>				
<b><u>Total for System 44 and READ 180 Stage B (Middle School)</u></b>		<b>\$32,472.20</b>				
<b><u>System 44 and READ 180 Stage C (High School)</u></b> Literacy Licenses and program materials for students and teachers						
3012001 9781328003379	READ 180 Universal Stage C Real Book	\$29.95	10	\$299.50	\$44.90	\$254.60
3014556 9780545501224	System 44 Next Generation Secondary 44 Book Student Edition (Standalone)	\$29.95	57	\$1,707.15	\$255.93	\$1,451.22
9781328019967	Literacy Intervention License (R180 U Stage C / S44 Secondary) Teacher Subscription	\$299.00	6	\$1,794.00	\$1,794.00	
6003186 9781328028471	READ 180 Universal Stage C/ System 44 Secondary Literacy License Digital Student Subscription Package, 1 Year	\$169.00	67	\$11,323.00	\$5,293.00	\$6,030.00
<b>Total for Literacy Licenses and program materials for students and teachers</b>		<b>\$7,735.82</b>				
<b><u>Total for System 44 and READ 180 Stage C (High School)</u></b>		<b>\$7,735.82</b>				
<b><u>Professional Development Services</u></b> Blended Coaching: Online, in-person and Coaching Studio Access						
6003095 9781328026538	System 44 Next Generation Blended Coaching Membership Blended Coaching brings the coaching experience into a small group context and opens up communication among teachers and/or instructional coaches. It is a collaborative conversation, focused on deepening understanding of student work, student learning targets, instructional practices, goal setting, and action steps.  The blended coaching annual membership powered by HMH Coaching Studio provides within the term of the membership 4 in-person coaching days, 8 30-minute live online sessions, and HMH Coaching Studio licenses, designed for up to 20 teachers. Additional sessions and HMH Coaching Studio licenses may be purchased and added to this annual membership as needed.	\$19,500.00	1	\$19,500.00	\$2,925.00	\$16,575.00
<b>Total for Blended Coaching: Online, in-person and Coaching Studio Access</b>		<b>\$16,575.00</b>				
<b>iRead, System 44 and READ 180 Getting Started Training</b>						
3026369 9780545644594	iRead Getting Started Webinar Webinar This interactive webinar helps teachers get started with using iRead in their classroom, including understanding how iRead builds foundational	\$800.00	1	\$800.00	\$120.00	\$680.00
Coupon Code: HMHISG15PB		HMH Confidential and Proprietary		Intervention Solutions Group		
008077337		Sold:0000230851 Ship:0000230851		255 38 <sup>th</sup> Avenue, Suite L		
		Page 3 of 5		St. Charles, IL 60174		
				FAX: 877-287-8199		
				InterventionSolutionsOrders@hnhco.com		
				Please submit this form with your purchase order		



**Proposal for  
East Stroudsburg Area School  
District  
iRead, System 44 and READ 180 1  
Year Subscription**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
	skills for all children, exploring the Instructional Software and key instructional routines, getting to know the management system for assessing and monitoring children's learning, and identifying elements for successful classroom set up.					
3032573 9781328038760	READ 180 Universal Getting Started Live Online 6, 1-Hour Course Bundle The Getting Started with READ 180 Universal live online course will prepare participants to successfully start teaching with READ 180 Universal, using the interchangeable Literacy License. Through a flexible delivery model of multiple live online sessions participants, will learn key program features and experience integral components firsthand. They interpret progress, performance, and assessment data to inform instruction and support students toward reading achievement.	\$2,400.00	1	\$2,400.00	\$360.00	\$2,040.00
3026029 9780545605823	System 44 Next Generation Getting Started Webinar	\$800.00	1	\$800.00	\$120.00	\$680.00
<b>Total for iRead, System 44 and READ 180 Getting Started Training</b>		<b>\$3,400.00</b>				
<b>Total for Professional Development Services</b>		<b>\$19,975.00</b>				

<b>Total Savings:</b>	<b>\$53,524.98</b>
<b>Subtotal Purchase Amount:</b>	<b>\$87,052.92</b>
<b>Shipping &amp; Handling:</b>	<b>\$2,256.66</b>
<b>Sales Tax:</b>	<b>\$0.00</b>
<b>Total Cost of Proposal (PO Amount):</b>	<b>\$89,309.58</b>

Attention:  
Marialena Casciotta  
marialena-casciotta@esasd.net

Intervention Solutions Group  
255 38<sup>th</sup> Avenue, Suite L  
St. Charles, IL 60174  
FAX: 877-287-8199

Coupon Code: HMHISG15PB  
008077337

**HMH Confidential and Proprietary**  
Page 4 of 5

InterventionSolutionsOrders@hmhco.com  
Please submit this form with your purchase order

Sold:0000230851 Ship:0000230851

Proposal for  
East Stroudsburg Area School District  
iRead, System 44 and READ 180 1 Year  
Subscription

**Total Cost of Proposal (PO Amount): \$89,309.58**

Thank you for considering HMH as your partner. We are committed to providing an excellent experience and delivering ongoing, high-quality service to our customers. To meet these goals, we want to ensure you are aware of the below Terms of Purchase. These terms help us process your order quickly, efficiently, and accurately, ensuring successful delivery and implementation of our solutions.

- Please return this cost proposal with your signed purchase order that matches product, prices and shipping charges.
- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
  - o Point of Contact for Print materials
  - o Point of Contact for Digital materials
  - o Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.
 

<b>Ship to:</b>	<b>Sold to:</b>
East Stroudsburg Area Schl Dist	East Stroudsburg Area Schl Dist

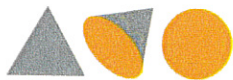
- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Print subscription material quantities may be adjusted across grades for like products, to accommodate enrollment fluctuations, quantities cannot be adjusted between different programs or copyrights.
- Our shipping terms are FOB shipping point. The shipping term for your proposal is Shipping Point.
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

Thank you in advance for supplying us with the necessary information at time of purchase. Our goal is to ensure your success throughout the duration of this agreement, which starts with a highly successful delivery of our solution.

For greater detail, the complete Terms of Purchase may be reviewed here: <http://www.hmhco.com/common/terms-conditions>

Date of Proposal: 7/2/2021

Proposal Expiration Date: 10/31/2021



**Houghton Mifflin Harcourt**

Attention:  
Marialena Casciotta  
marialena-casciotta@esasd.net

Intervention Solutions Group  
255 38<sup>th</sup> Avenue, Suite L  
St. Charles, IL 60174  
FAX: 877-287-8199

InterventionSolutionsOrders@hnhco.com

Coupon Code: HMHISG15PB

**HMH Confidential and Proprietary**

008077337 Sold:0000230851 Ship:0000230851

Page 5 of 5

**Please submit this form with your purchase order**

## V. ITEMS FOR DISCUSSION

- i. Aimsweb Plus - Quote - \$7,592.00.

# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email (**mary-olszewski@esasd.net**) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM **611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**Procurement Form**

Name of Requestor \*

Mary Olszewski

Untitled Title

Department \*

Pupil Services

Building \*

Administration

What Service or item are you requesting \*

Aimsweb Plus

Why are you requesting the service or item \*

It is utilized for progress monitoring of special education students

Suggested Replacement: \*

N/A

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

N/A

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. \*

No- Pearson is the only Vendor

What is the total cost of the purchase? \*

7,592.00

Procurement Method: \*

- Quote
- Request for Proposal (RFP)
- Bid
- Other: \_\_\_\_\_

Was this purchase budgeted? \*

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

- Yes
- Pennsylvania State Contract
- COSTARS
- Keystone Purchasing Network
- PEPPM National Contract Program (Technology Bidding and Purchasing)
- US Communities
- NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

Pennsylvania

Which Fund will be charged? \*

10

What account will be charged? \*

- 10-1241-650-891-10-211-310-000-9891-
- 10-1241-650-891-10-212-310-000-9891-
- 10-1241-650-891-10-213-310-000-9891-
- 10-1241-650-891-10-214-310-000-9891-
- 10-1241-650-891-10-215-310-000-9891-
- 10-1241-650-891-10-216-310-000-9891-
- 10-1241-650-891-20-517-310-000-9891-
- 10-1241-650-891-20-518-310-000-9891-
- 10-1241-650-891-30-819-310-000-9891-
- 10-1241-650-891-30-820-310-000-9891-

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. \*

Renewal of Contract- Sole vendor of product

Any additional information you would like to provide.

# Google Forms





Pearson

**QUOTE / PROFORMA**

**Customer Bill-to:**  
EAST STROUDSBURG AREA SD  
BUSINESS OFFICE  
50 VINE STREET  
PO BOX 298  
EAST STROUDSBURG PA, 18301-0298

**Customer Ship-to:**  
EAST STROUDSBURG AREA SD  
50 VINE ST  
East Stroudsburg PA, 18301-2150  
**Attention:**

**NCS Pearson, Inc.**  
P.O Box 599700,  
San Antonio, TX 78259  
Tel: 800-627-7271  
**Tax ID No:**  
41-0850527

**Quote/Proforma Number :** 123203  
**Date :** 23-JUN-2021  
**Customer Account# :** 571538  
**Sales Order Number :** 123203  
**Customer PO# :** AW+ 21/22 RENEWAL  
**Currency :** USD  
**Shipment Terms :** Paid  
**Customer Tax Number :**  
**Number of Pages :** Page 1 of 2

**Attention:**

PRICES HELD FOR 30 DAYS. RETAIN QUOTE/PROFORMA IN THE EVENT OF A PRICE INCREASE. CANNOT GUARANTEE STOCK AVAILABILITY AND SHIPPING CHARGES ARE ONLY AN ESTIMATE

<b>Total Ordered Quantity (No. Of Items) :</b> 1168	<b>REMITTANCE INFORMATION</b>	
<b>Other Charges :</b> USD \$0.00	<b>Make Checks Payable to:</b>	<b>Bank Wire to:</b>
<b>Net Amount :</b> USD \$7,592.00	13036 COLLECTION CENTER DRIVE CHICAGO 60693 NCS Pearson, Inc.	Bank of America N A 071000039 <b>A/C No:</b> 8188105388 SWIFT : 071000039
<b>Tax Total :</b> USD \$0.00		
<b>Quote/Proforma Total :</b> USD \$7,592.00		
<b>Amount Due :</b> USD \$7,592.00		



Quote/Proforma Number: 123203

Item Number	Item Description	Quantity	Unit Price	Discount	Tax	Page 2 of 2 Line Total
AIMPLSCSUB	AIMSWEBPLUS COMPLETE	1168	6.50	NET	0.00	\$7,592.00

\*\*\* IMPORTANT CUSTOMER MESSAGES \*\*\*

AW+ 21/22 RENEWAL CID 8022

QUOTE/PROFORMA TOTALS	Subtotal	Total Other Charges	Total Tax	Total Due
	USD	USD	USD	USD
	\$7,592.00	\$0.00	\$0.00	\$7,592.00

Terms And Conditions

<https://www.pearsonassessments.com/footer/terms-of-sale---use.html>

## V. ITEMS FOR DISCUSSION

- j. Achieve 3,000 Subscription renewal - Quote - \$16,697.00.

# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email (**mary-olszewski@esasd.net**) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM **611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**  
Procurement Form

Name of Requestor \*

Mary Olszewski

Untitled Title

Department \*

Pupil Services

Building \*

Administration

What Service or item are you requesting \*

Achieve 3000

Why are you requesting the service or item \*

To accelerate student's literacy growth

Suggested Replacement: \*

N/A

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

N/A- This is a renewal

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. \*

No- Renewal for this program.

What is the total cost of the purchase? \*

16,697.00

Procurement Method: \*

Quote

Request for Proposal (RFP)

Bid

Other: \_\_\_\_\_

Was this purchase budgeted? \*

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

Yes

Pennsylvania State Contract

COSTARS

Keystone Purchasing Network

PEPPM National Contract Program (Technology Bidding and Purchasing)

US Communities

NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

Which Fund will be charged? \*

10 ▼

What account will be charged? \*

- 10-1241-650-891-20-517-310-000-9891-
- 10-1241-650-891-20-518-310-000-9891-
- 10-1241-650-891-30-819-310-000-9891-
- 10-1241-650-891-30-820-310-000-9891-

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. \*

This is the sole vendor

Any additional information you would like to provide.

This form was created inside of East Stroudsburg Area School District.





Quote ID: Q-63774  
Contract Period: 08/01/2021 - 06/30/2022

Quote Date: 02/10/2021  
Valid Until: 07/31/2021

**Client Information**

<b>Account Name</b>	
East Stroudsburg Area School District	
<b>Address</b>	<b>Client</b>
50 Vine St East Stroudsburg, PA 18301-2150 Phone: (570)424-8500	Mary Olszewski Email: <a href="mailto:mary-olszewski@esasd.net">mary-olszewski@esasd.net</a> Phone: (570) 424-8500 x10722

Achieve3000 is pleased to continue partnering with you to accelerate your students' literacy growth throughout the school year. Your custom quote includes the solutions listed below. You can explore all of Achieve3000's research-based solutions by visiting [www.achieve3000.com](http://www.achieve3000.com).

Participating Schools	Total Licenses Purchased	
	Program	21-22
Bushkill Elementary School	Literacy	6
East Stroudsburg Elementary School	Literacy	6
East Stroudsburg Sr HS North	Literacy	60
East Stroudsburg Sr HS South	Literacy	65
J M Hill Elementary School	Literacy	6
J T Lambert Intermediate School	Literacy	90
Lehman Intermediate School	Literacy	100
Middle Smithfield Elementary School	Literacy	6
Resica Elementary School	Literacy	6
Smithfield Elementary School	Literacy	6



<b>Product</b>	<b>Cost</b>	<b>Qty</b>	<b>Total</b>
Achieve3000 Literacy: includes 1 student license. <i>(LIT-STDT)</i>	\$42.00 per student	351	\$14,742.00
Achieve3000 Site Setup Fee - Annual fee per school for deployment and ongoing support, including rostering, integrations, and customer support. <i>(SITE-SETUP)</i>	\$290.00 per site	10	\$2,900.00
<b>Subtotal</b>			\$17,642.00
<b>Discount</b>			(\$945.00)
<b>Order Total</b>			<b>\$16,697.00</b>

*See Next Page for Quote Acceptance*



**Acceptance for Quote ID Q-63774: \$16,697.00**

East Stroudsburg Area School District

Achieve3000

*Account Name*

*Signature*

*Signature*

*Name / Title*

*Name / Title*

*Date*

*Date*

The Complete Signed Quote and Purchase Orders can be sent to:

Achieve3000  
331 Newman Springs Road  
Suite 304  
Red Bank, 07701

Fax: (316) 221-0718

Email: [orders@achieve3000.com](mailto:orders@achieve3000.com)

For questions, please contact Renewal Sales at 732-367-5505 x222.

This quote is governed by and subject to the Achieve3000 terms and conditions at <https://achieve3000.com/about/terms-of-service/>. By signing this quote, you are agreeing to such terms and conditions.

To explore more renewal options, such as a multi-year quote with LOCKED-IN PRICING for three full years, please contact [sales.support@achieve3000.com](mailto:sales.support@achieve3000.com) for an adjusted quote.

**About Achieve3000®**

Achieve3000 delivers a comprehensive suite of digital solutions that significantly accelerate literacy growth and deepen learning across the content areas. Using personalized and differentiated solutions, Achieve3000 provides equity for remote and on-site instruction, enabling educators to help all students achieve accelerated growth. Our suite of solutions includes: Achieve3000 Literacy, a differentiated learning platform for grades 2-12; Actively Learn, a digital curriculum for grades 3-12; Smarty Ants, a foundational literacy platform for grades PreK-2; and Achieve3000 Math, a digital mathematics solution.

Learn more about Achieve3000's learning solutions at [www.achieve3000.com](http://www.achieve3000.com).

## V. ITEMS FOR DISCUSSION

- k. Recommendation of Schedule B Hours for pre-entry school year planning paid for by ESSERs III.
- l. Recommendation of Schedule B Hours for planning and delivery of summer AcadEME paid for by ESSERs III.
- m. Recommendation of Schedule B Hours for training of teachers in Classroom Diagnostic Tools (CDT's) as part of the 2021-2022 learning loss recovery efforts paid for by ESSERs III.
- n. Recommendation of Schedule B Hours for Elementary Student Early Admission Assessment paid by Curriculum and Instruction.
- o. Recommendation of Schedule B Hours for SEL Curriculum Writing as part of the 2021-2022 school year re-entry plan paid for by ESSERs III.

## K Summer Planning

Motion to approve up to 400 schedule B hours (\$29.56/hr) to be utilized by various staff on pre-entry planning for the 2021-2022 school year in the following areas: Elementary Math, Elementary ELA, Elementary SEL, ELO, One District - One Book, and others as needed. These hours are fully funded by the ESSERs III grant as part of the 20% requirement to recover learning loss.

L **ReIntermediate School Summer Academe 2021 Teachers.** Effective July 6, 2021 to allow for the planning and delivery of all Summer Academe courses for students in grades 6-8. Program dates: July 6 - July 29, 2021. These positions are fully funded by the ESSER III grant.

Name	Position	Classification	Location	Compensation
Scott Hnasko	Summer Academe Teacher	Professional	J.T.L.	\$29.56/hour (45 hour maximum)
Evan Scott	Summer Academe Teacher	Professional	J.T.L.	\$29.56/hour (15 hour maximum)
Mercy Shemansky	Summer Academe Teacher	Professional	J.T.L.	\$29.56/hour (30 hour maximum)
Sandra Hartman	Summer Academe Teacher	Professional	Lehman	\$29.56/hour (30 hour maximum)
David Santos	Summer Academe Teacher	Professional	J.T.L.	\$29.56/hour (15 hour maximum)
Natalie Seeuwan	Summer Academe Teacher	Professional	Lehman	\$29.56/hour (30 hour maximum)
Nathan Fekula	Summer Academe Teacher	Professional	J.T.L.	\$29.56/hour (15 hour maximum)
Terry Toth	Summer Academe Teacher	Professional	J.T.L.	\$29.56/hour (30 hour maximum)
Marijo Fisher	Summer Academe Teacher	Professional	J.T.L.	\$29.56/hour (30 hour maximum)

W **2021 CDT training for High School teachers.** Effective June 15, to allow for teacher training in the Classroom Diagnostic Tools (CDT) test for entry level determination of high school students in Math, ELA and Science in Fall of 2021. A maximum of 12 hours each is provided, fully funded by the ESSRS III grant.

First Name	Last Name	Building	Subject	Classification	Compensation
Carolyn	Cruz	HS North	Science	Professional	\$29.56/hour
Karla	DeLeon	HS North	Math	Professional	\$29.56/hour
Jennifer	DeLong	HS North	Science	Professional	\$29.56/hour
Philip	George	HS South	English	Professional	\$29.56/hour
Lynda	Miller	HS North	Science	Professional	\$29.56/hour
Karen	Mochan	HS North	Math	Professional	\$29.56/hour
Katherine	Nute	HS North	Gifted	Professional	\$29.56/hour
Daryl	Reith	HS South	English	Professional	\$29.56/hour

Lori	Soskil	HS North	Science	Professional	\$29.56/hour
Catherine	Van Winkle	HS North	Math	Professional	\$29.56/hour
Amberly	Warner	HS North	Math	Professional	\$29.56/hour
Mary	Zajac	HS North	Math	Professional	\$29.56/hour

- A Motion to approve the following positions for Elementary Student Early Admission Assessment for the purpose of providing early screening for students at the elementary schools. The early screenings are fully funded by the Curriculum Office.

Last Name	First name	Building/Position	Rate
Jennings	Melissa	Bushkill/Reading	\$29.56 per hour up to 5 hours
Capulish	Mary	ESE/MTSS	\$29.56 per hour up to 5 hours
Becker	Rachel	ESE/Reading	\$29.56 per hour up to 5 hours
Rubino	Julie	J.M. Hill/MTSS	\$29.56 per hour up to 5 hours
Hogan	Karin	J.M. Hill/Reading	\$29.56 per hour up to 5 hours
Miller	Barbara	Middle Smithfield/Reading	\$29.56 per hour up to 5 hours
Heeter	Patricia	Middle Smithfield/MTSS	\$29.56 per hour up to 5 hours
Ammerman	Stacie	Resica/MTSS	\$29.56 per hour up to 5 hours
Brescancine	Stacey	Smithfield/Reading	\$29.56 per hour up to 5 hours
Agolino	Jennifer	Smithfield/Reading	\$29.56 per hour up to 5 hours

- ②. Motion to approve the following positions for SEL Curriculum Writer for the purpose of developing the Social and Emotional curriculum through the program Ripple Effects for High School and Intermediate. This position will be funded through ESSER III.

<b>Last Name</b>	<b>First Name</b>	<b>Building/Position</b>	<b>Rate</b>	<b>Effective Dates</b>
Falbo	David	Secondary	\$29.56 per hour (not to exceed 40 hours)	June 14-July 16, 2021
Fuller	Jennifer	Secondary	\$29.56 per hour (not to exceed 40 hours)	June 14-July 16, 2021
Reese	Stephanie	Secondary	\$29.56 per hour (not to exceed 40 hours)	June 14-July 16, 2021
Kerzner	Phillip	Secondary	\$29.56 per hour (not to exceed 40 hours)	June 14-July 16, 2021
Correa	Veronica	Intermediate	\$29.56 per hour (not to exceed 40 hours)	June 14-July 16, 2021
Hartzell	Carley	Intermediate	\$29.56 per hour (not to exceed 40 hours)	June 14-July 16, 2021
Vitulli	Lisa	Intermediate	\$29.56 per hour (not to exceed 40 hours)	June 14-July 16, 2021
Grindle	Aliyah	Intermediate	\$29.56 per hour (not to exceed 40 hours)	June 14-July 16, 2021

VII. RECOMMENDATIONS BY THE PROPERTY/FACILITIES  
COMMITTEE

- d. Authorization to Prepare Specifications and Solicit Bids  
- Summer 2022 Projects

## Authorization to Prepare Specifications and Solicit Bids - Summer 2022 Projects

During the July 6th Property and Facilities Committee meeting, the committee was advised of the need for four emergent capital projects to be completed during the Summer of 2022. The projects include Bushkill Elementary HVAC controls upgrade, High School North flooring replacement, Smithfield Elementary flooring replacement, and High School North Natatorium metal roof, window, and wall replacement.

Each of the projects have been determined to meet ESSER III qualifying standards and will be funded by ESSER III.

Authorization to prepare specifications and solicit bids is required for the following projects:

	Project Description	Estimated Cost
1	Bushkill Elementary HVAC Controls	\$3,000,000
2	High School North flooring replacement	\$600,000
3	Smithfield Elementary flooring replacement	\$250,000
4	High School North Natatorium	\$729,500
	Estimated Total:	\$4,579,500

### July 19th, 2021 Board motion:

That the Board of School Directors authorize the administration and D'Huy Engineering to prepare specifications and solicit bids for Bushkill Elementary HVAC Controls, High School North flooring replacement, Smithfield Elementary flooring replacement, and High School North Natatorium.



VII. RECOMMENDATIONS BY THE PROPERTY/FACILITIES  
COMMITTEE

e. Current Projects List

	North HS/Lehman ATC Upgrade (HVAC) 30-819-3051		JT Lambert Camera Installation 20-517-3055		North HS/Lehman Roof Project 30-819-3036	
Vendor	3181	Trane	6071	Guyette Communications 20-517-3055	6084	Jottan, Inc
Original Bid	10/15/2018	\$ 2,838,638.00	4/14/2020	\$ 127,212.00	3/18/2019	\$ 7,008,635.00
Application 1	6/27/2019	\$ 254,474.80	5/25/2020	\$ 44,564.40	7/11/2019	\$ 1,215,862.00
Application 2	7/11/2019	\$ 582,096.10	6/24/2020	\$ 43,191.00	8/25/2019	\$ 1,606,698.90
Application 3	8/25/2019	\$ 625,771.38	7/24/2020	\$ 39,456.60	9/3/2019	\$ 251,595.00
Application 4	9/3/2019	\$ 447,537.89			9/23/2019	\$ 430,171.08
Application 5	9/12/2019	\$ 424,072.99			10/31/2019	\$ 286,863.89
Application 6	10/31/2019	\$ 169,296.19			12/27/2019	\$ 191,004.88
Application 7	2/14/2020	\$ 51,524.86			6/24/2020	\$ 684,263.62
Application 8	10/31/2020	\$ 283,863.79			7/27/2020	\$ 809,515.90
Application 9					8/19/2020	\$ 688,435.55
Application 10					9/18/2020	\$ 219,415.32
Application 11					11/20/2020	\$ 304,220.48
Application 12					4/26/2021	\$ 160,488.38
Application 13					6/29/2021	\$ 17,500.00
Total Payments to Date		\$ 2,838,638.00		\$ 127,212.00		\$ 6,866,035.00
Left on Contract		\$ -		\$ -		\$ 142,600.00
Completion Percentage		100%		100%		98%
						\$ 451,768.00
						30 year warranty

D'Huy Engineering  
1446

03/26/2019	\$ 1,556.24	2/28/2020	\$ 5,527.60	9/28/2018	\$ 1,295.33
04/16/2019	\$ 8,943.76	4/24/2020	\$ 890.00	9/28/2018	\$ 8,179.67
05/13/2019	\$ 5,267.50	6/26/2020	\$ 2,201.35	12/3/2018	\$ 3,425.00
06/05/2019	\$ 1,126.25	7/31/2020	\$ 602.05	2/27/2019	\$ 8,595.06
06/25/2019	\$ 2,252.50			3/26/2019	\$ 18,500.30
08/23/2019	\$ 840.00			3/26/2019	\$ 38,129.94
08/23/2019	\$ 980.00			5/13/2019	\$ 24,500.28
8/31/2019	\$ 3,938.25			6/5/2019	\$ 18,207.30
9/27/2019	\$ 1,312.75			6/25/2019	\$ 15,000.22
10/25/2019	\$ 1,312.75			8/23/2019	\$ 20,000.45
12/27/2019	\$ 787.65			8/23/2019	\$ 20,000.45
1/31/2020	\$ 525.10			8/31/2019	\$ 25,000.20
				8/31/2019	\$ 1,577.48
				9/27/2019	\$ 25,000.20
				9/27/2019	\$ 425.00
				10/25/2019	\$ 32,367.60
				12/27/2019	\$ 3,067.25
				1/31/2020	\$ 2,748.37
				2/28/2020	\$ 2,295.04
				3/31/2020	\$ 1,350.14
				6/24/2020	\$ 12,000.18
				6/26/2020	\$ 33,000.48
				7/31/2020	\$ 24,500.27
				8/28/2020	\$ 34,189.21
				9/25/2020	\$ 30,000.43
				10/30/2020	\$ 19,059.97
				1/20/2021	\$ 3,340.52
				2/16/2021	\$ 3,000.05
				6/30/2021	\$ 1,092.08
	\$ 28,842.75		\$ 9,221.00		\$ 429,848.47







Date	US Replace Flooring Board Approve 4/19/2021 518-3087	Date	Bushkill Flooring Board Approve 4/19/2021 10-211-3087	Totals
Vendor Original Bid	6927 H&P Construction \$ 573,183.00	6554	Cope commercial Flooring \$ 299,995.00	\$ 12,484,340.60
Application 1				\$ 1,924,981.70
Application 2				\$ 2,735,017.40
Application 3				\$ 1,381,660.73
Application 4				\$ 1,122,167.07
Application 5				\$ 812,200.88
Application 6				\$ 397,335.32
Application 7				\$ 740,963.48
Application 8				\$ 1,128,610.19
Application 9				\$ 698,295.55
Application 10				\$ 255,173.27
Application 11				\$ 304,220.48
Application 12				\$ 160,488.38
Application 13				\$ 17,500.00
Total Payments to Date	\$ -		\$ -	\$ 11,678,614.45
Left on Contract	\$ 573,183.00		\$ 299,995.00	\$ 255,892.55
Completion Percentage	0%		0%	94%

D'Huy Engineering  
1446

				\$ 24,720.94
				\$ 47,334.88
				\$ 29,227.04
				\$ 38,582.72
				\$ 39,299.83
				\$ 50,167.08
				\$ 33,229.97
				\$ 29,182.65
				\$ 20,627.67
				\$ 24,141.61
				\$ 23,125.10
				\$ 27,862.30
				\$ 2,979.68
				\$ 25,935.00
				\$ 425.00
				\$ 32,367.60
				\$ 3,067.25
				\$ 2,748.37
				\$ 2,295.04
				\$ 1,350.14
				\$ 12,000.18
				\$ 33,000.48
				\$ 24,500.27
				\$ 34,189.21
				\$ 30,000.43
				\$ 19,059.97
				\$ 3,340.52
				\$ 3,000.05
				\$ 1,092.08
				\$ -
				\$ 3,000.05
				\$ -
	\$ -		\$ -	\$ 621,853.11