

## V. ITEMS FOR DISCUSSION

- b. JT Lambert Intermediate Scoreboard Replacement -  
Nevco Quote, \$7,981.65

# Form 611

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

The respondent's email (**elizabeth-kolcun@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 \*

Denise Rogers

Untitled Title

Department \*

Athletics

Building \*

JTL



What service or item are requesting \*

New scoreboard for upper field (football/soccer/field hockey)

Why are you requesting the service or item \*

The current scoreboard is not working properly and maintenance has not been able to fix it. Scoreboard is approximalety 23 years old

Suggested replacement \*

Nevco LED scoreboard with wireless handheld controler and in-board wireless receiver kit and Cavalier caption

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. \*

Nevco \$7981.65, OES \$10,766 and DGS Sports \$13, 611

What is the total cost of the purchase? \*

\$7981.65 paid with St. Luke's funds

**Procurement Method: \***

- Quote Received only one Proposal
- Request for Proposal (RFP)
- Bid
- Other: 3 quotes were received

**Was this purchase budgeted? \***

No

**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 COSTARS #014-084

Which Fund will be charged? \*

10 ▼

What account will be charged? \*

10-3250-610-100-20-517-550-000-5001

Selection of the 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.

Funds from St. Luke's contract will be used to pay for this scoreboard.

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





# NEVCO

## QUOTATION

MODEL 3658 WITH HANDHELD WIRELESS CONTROL  
PA COSTARS# 014-084

Account Name	EAST STROUDSBURG HIGH SCHOOL SOUTH	Created Date	2/11/2022
Quote Number	00132858	Expiration Date	4/12/2022
Contact Name	Denise Rogers	Prepared By	Mark Hubert
Title	Athletic Director	Title	Display and Scoring Consultant
Phone	(610) 703-3211	Phone	(610) 247-4356
Email Address	<a href="mailto:denise-rogers@esasd.net">denise-rogers@esasd.net</a>	Email Address	<a href="mailto:mhubert@nevco.com">mhubert@nevco.com</a>

Quantity	Model/Part #	Product Description	Line Item Description	Color	Dimensions L x H x W/D	Total Price
1.00	3658	Football LED Scoreboard with Amber/Red Digits	Red Led Digits	#104 Medium Purple	16'x5'x8"	USD 6,597.42
1.00	235-5001 Non-Std Caption-Outdoor	Caption in Place of Standard Outdoor	CAVALIERS			USD 50.22
1.00	802-0301 - MPCX2 (Football)	Wireless Handheld Control			0.3'x0.5'x0.1'	USD 302.25
1.00	MPCX2 Rec - Outdoor x0xx	In-board Wireless Receiver Kit				USD 511.50

Ttl Shipping Wt (lbs)	460	Subtotal	USD 7,461.39
County	MONROE	Freight	USD 520.26
		Total	USD 7,981.65

**Due to supply chain issues resulting from the pandemic, freight pricing and anticipated schedule for delivery along with performance of services are subject to change.**

Customers who purchased items in this quote also purchased the following:

### Stadium Pro Sound Series



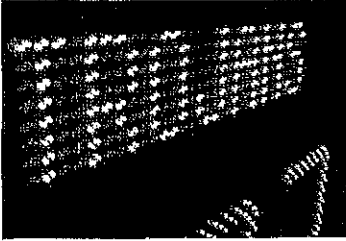
- Stadium Pro 1000 series and Stadium Pro 2000 series available
- Custom designed for the athletic market to provide complete coverage
- Single-point sound source system located at scoreboard
- Speakers and subwoofers will deliver clear, intelligible voice and concert quality music at high decibel levels throughout your facility
- 5 Year Warranty on loudspeakers and custom designed speaker cabinet

### Scorblitz



- Unlimited advertising revenue potential
- Real-time, streaming scores and updates on your smart phone and other internet devices
- Post or check upcoming game schedules
- Send notifications to phone to let fans know the game is about to start and after the game with the final score
- Enhance your relationships with fans and alumni

Electronic Team Names (ETN)



- Customize the team names
- Easily changed from game to game
- Program team names using the console control
- Bright, long-lasting, energy-efficient LED
- Perfect for Multi-team Complexes or facilities that host Tournaments
- Available on most models

Message Centers



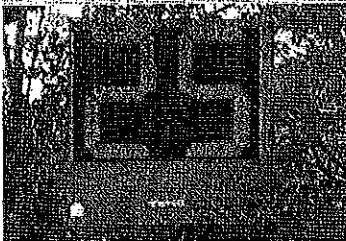
- Flexible advertising solution
- Exciting in-game animations
- Display additional stats and player info
- Long-lasting LED technology
- Full color and monochrome (red or amber)
- Many sizes to fit your scoreboard and venue

Extended Warranty



- Additional protection for 24 months
- Same terms as the included 5-year warranty
- Available for indoor or outdoor scoreboards
- Longest warranty available in industry

Delay of Game Timer (DGT)



- Large 30" digits easily seen from anywhere on the field
- Bright, long lasting, energy efficient LEDs
- Hand-held switch included for easy operation
- Operate wired or wireless
- Sponsor advertising panels available
- Also available with hand-held control for officials use

Decorative Truss

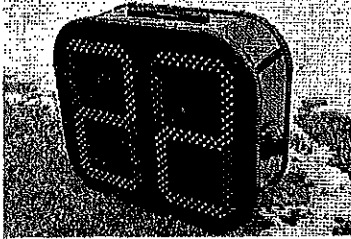


- Add a unique and professional look
- Durable powder-coated finish
- Easy installation
- Available in many configurations and sizes
- Add decorative letters and/or team mascot

# NEVCO

## QUOTATION

### Segment Timers



- Lithium Ion battery: 6+ hours of operation
- Up to 40 programmable segments
- Portable, battery-operated (AA) hand-held control
- Auto horn and auto advance for each segment
- Change to next or previous segment while in use
- Available in 2 sizes with red or amber digits

### 3-in-1 Scorers Table



- Upgradable from Non-Lit to Rear-Lit to LED (cartridge-based system)
- Expandable: add on 8' or 10' sections for longer, seamless table
- Proven, Unique Transport System for easy storage, moving and maneuverability
- Floor Saver Footings protect your floor and hold table in place
- Industrial Powder Coat Finish resists scratches

### Billing/Shipping Information

Bill To Name EAST STROUDSBURG HIGH SCHOOL SOUTH  
 Bill To 279 N Courtland St  
 East Stroudsburg, PA 18301  
 USA

Ship To Name EAST STROUDSBURG HIGH SCHOOL SOUTH  
 Ship To 279 N Courtland St  
 East Stroudsburg, PA 18301  
 USA

### Quote Terms and Conditions

The above pricing is for equipment only and does not include installation (unless specified) or taxes (if applicable). Unless shown specifically in the quote, shipping is an additional cost and is not included. Due to the custom nature of our products, our preferred payment terms are 50% down and remaining balance net 30. Additional payment terms available upon credit review. Shipping terms are F.O.B. Greenville, IL USA.

All Scoreboards and Message Centers are UL Listed and most come with our free 5-year guarantee (Exception: Special promotion/packages may have shorter warranty and are noted in product descriptions). Portable Production Kits carry a 3-year guarantee. Wireless components and Solar Power Kit carry a 2-year guarantee. Hand-held controls and switches carry a 1-year guarantee. Performance and Payment Bonds, if required, will include a one-year warranty after substantial completion.

STATE TAX EXEMPT FORM MUST BE SUBMITTED WITH ORDER OR TAXES WILL BE INVOICED.

Scoreboards are available in 15 standard colors at no extra charge. Please contact your consultant for production/shipping lead times.

Purchase Order  
Address

Nevco Sports, LLC  
301 East Harris Ave  
Greenville, IL 62246-2151

Remit To Address

Nevco Sports, LLC  
P.O. Box 74758  
Chicago, IL 60694-4758  
800.851.4040 / 618.864.0360

### Quote Acceptance

Signature \_\_\_\_\_

Title \_\_\_\_\_

Name \_\_\_\_\_

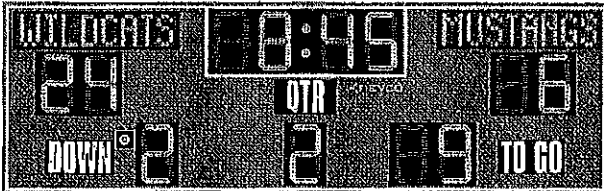
Date \_\_\_\_\_



MODEL 3658 WITH HANDHELD WIRELESS  
CONTROL  
PA COSTARS# 014-084

## Model 3658

Mid Size Football Scoreboard. Similar to the 3655 but optimized for football with only one digit for Down. Shown with optional Electronic Team Names (ETN's). ETN's allow you the flexibility to customize the team name for every team that plays at your facility.



7,094 board  
325 controller  
550 receiver

### All 3600 Series boards include:

- Wide range of models to select from; select the ideal model for your facility
- Lighted time colon and decimal; automatically adjusts to 1/10th of a second
- Large digits easily seen from long distances
- White outline striping separates features for greatest readability - standard on all outdoor scoreboards
- Built-in horn
- Bright, long-lasting, energy-efficient LEDs

DESIGN YOUR OWN SCOREBOARD

### PRODUCT DETAILS

WEIGHT: 315 lbs.

DIMENSIONS: 16ft x 5ft x 8in

DIGIT SIZE: 18 in. High Intensity Red, Amber or Translucent White LED Digits

COLORS: Cardinal Red, Desert Tan, Electronic Blue, Forest Green, Golden Yellow, Kelly Green, Maroon, Medium Purple, Midnight Blue, Navy Blue, Print Black, Royal Blue, Silver Gray, Teal Blue, Team Orange

SPORTS: Football

CAPTION TYPE: Electronic Team Names (shown above) or Non-Lit Caption Plates

### DOCUMENTS

#### SPECIFICATION DOCUMENTS:

[Model 3658 Product Specs \(Football\)](#)

[Model 3658 CSI Specs \(Football\)](#)

#### MANUALS:

[Installation Manual](#)

#### INSTALLATION PRINTS:

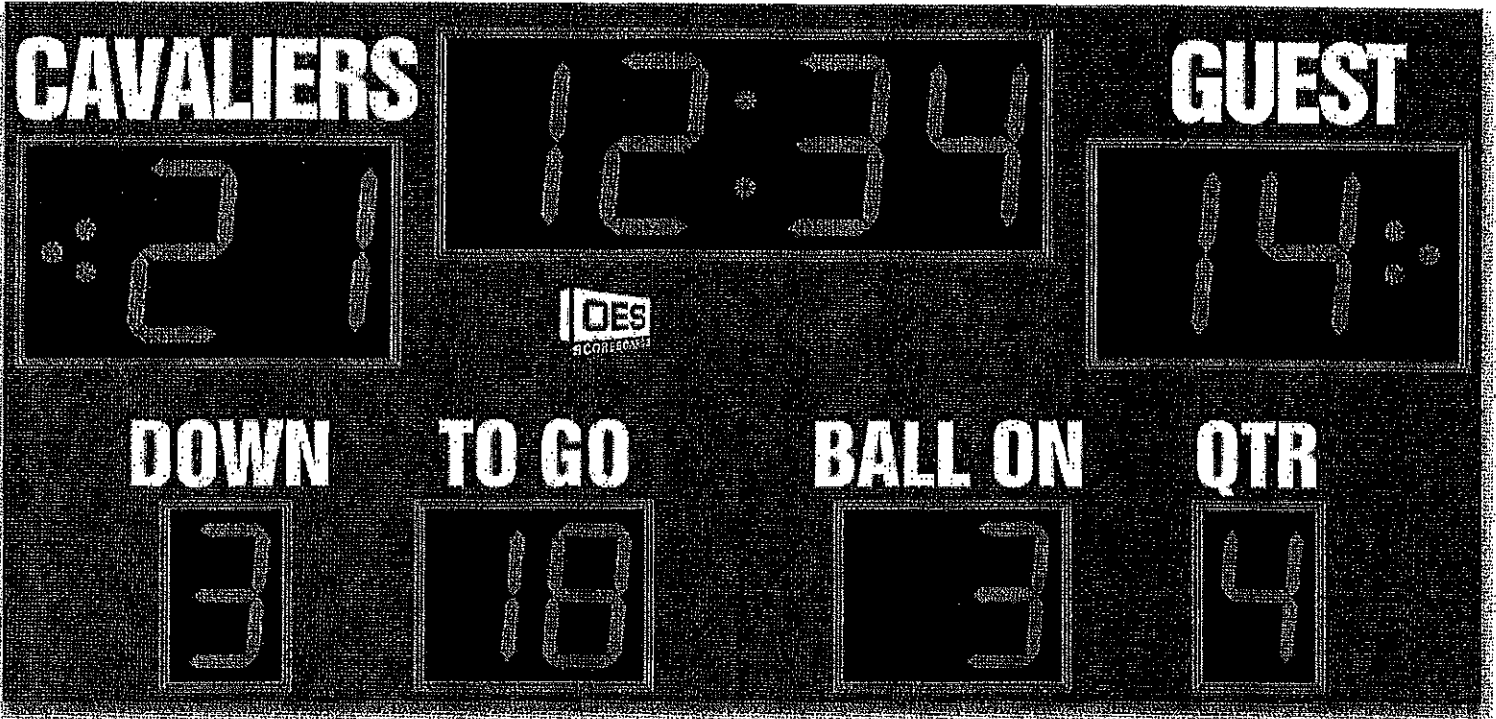
[Hanging the Cabinets](#)





East Stoudsburg HS

Representative:  
Doug Resetar  
dresetar@oes-inc.com



Model:  
M8015A

Dimensions:  
17'W x 7'H

HOME to CAVALIERS

Enclosure:  
RAL4007

LEDs:  
Red

Vinyl:  
White #101

Version: 1a

Date: February 2022

Signature:



www.oes-scoreboards.com

DISCLAIMER: Figure shown is 8ft tall for reference. Concept images presented are for visualization purposes only and may not be an exact representation of the actual product. We do, however, strive to make it as accurate as possible.



OES Inc.  
 4056 Blakie Road  
 London, ON N6L 1P7  
 Canada

Ph: 519-652-5833  
 Fax: 519-652-3796

**Quote**

Number: 88082-P      Date: 16-Feb-22

To

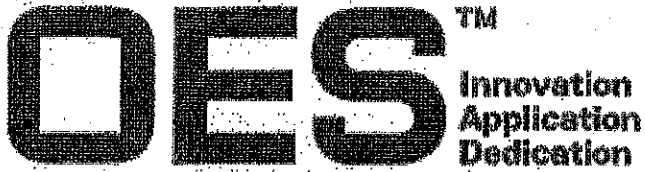
East Stroudsburg Area School District  
 60 Vine Street  
 East Stroudsburg, PA 18301  
 United States of America

Quote To

Denise Rogers  
 East Stroudsburg South High School  
 270 North Gordon Street  
 East Stroudsburg, PA 18301  
 United States of America

Ph: 570-424-8471

Terms	Ship Via	Salesperson	
See Notes	Best Way	RESETD	
Quantity	Description	Unit Price	Amount
	Reference: E Strouds S FB		
1	Line: 001 Part: M8015AURV      Rev: OES Football Scoreboard Specifications Weight: 719 lbs Dimensions: W: 15', H: 7', D: 6" Construction: Aluminum enclosure with shatter resistant Lexan diglt covers Enclosure Paint Color: Dark Purple RAL4007 Compatible sports: Football, Track, Lacrosse, Soccer, Rugby, Field Hockey  Digit sizes: Time: 22" Home and Guest Scores: 22" Down: 17" Ball On: 17" Yards to Go: 17" Quarter: 17" Possession: 6" Arrow Digit Colors Red  Team names and Captions: Vinyl Vinyl Color: White	US\$8,600.00	US\$8,600.00 US Dollars
1	Line: 002 Part: HOMETEAM-VYL      Rev: Custom Home Vinyl Replace HOME with CAVALIERS	US\$0.00	US\$0.00 US Dollars



OES Inc.  
 4056 Blakle Road  
 London, ON N6L 1P7  
 Canada

Ph: 519-652-5833  
 Fax: 519-652-3795

**Quote**

Number: 38082-P      Date: 16-Feb-22

To

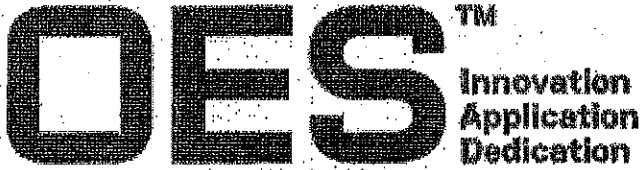
East Stroudsburg Area School District  
 40 Vine Street  
 East Stroudsburg, PA 18041  
 United States of America

Quote To

Denise Rogers  
 East Stroudsburg South High School  
 278 North Corland Street  
 East Stroudsburg, PA 18041  
 United States of America

Ph: 570-424-8471

Terms	Ship Via	Salesperson	
See Notes	Best Way	RESETE	
Quantity	Description	Unit Price	Amount
1 ea	Line: 003 Part: RFD-XB9      Rev: Radio Kit - Outdoor 900 MHz  Wireless communication to scoreboard. In some cases, RF Radio interference may occur causing equipment to not function as intended. In this case, hard wiring would be required and the customer would be responsible for any additional associated charges.	US\$310.00	US\$310.00 US Dollars
1 ea	Line: 004 Part: ISC-HHX      Rev: ISC-HHX w/900MHz RF Features: - Enclosure: Durable Handheld - LCD: 2.6" Graphic, with TriColor Backlit - Keypad: 4 Application Specific Buttons, 4x3 Numeric, Dedicated buttons for RUN/STOP & HORN, MENU  Dimensions: 5.75" (W) x 3.5" (H) x 1" (D), 1 lbs.  Electrical: - Long Lasting Li-Ion Battery - Charger Power Input: 110-220V, 0.15A (USB Mini) - Wireless: 900MHz FHSS  Included (Per Unit): - Controller and Charger  Setup: - Program: Latest HHX - Protocol & Sports: Pro Football, Soccer, Track, Lacrosse, Field Hockey	US\$374.00	US\$374.00 US Dollars



OES Inc.  
 4056 Blakie Road  
 London, ON N6L 1P7  
 Canada

Ph: 519-652-5833  
 Fax: 519-652-3795

**Quote**

Number: 36082-P      Date: 16-Feb-22

**To**

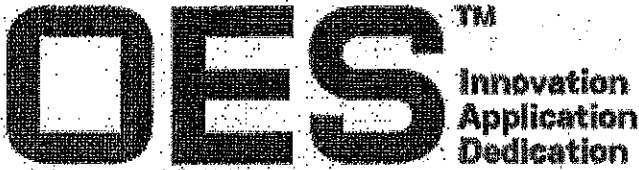
East Stroudsburg Area School District  
 50 Vining Street  
 East Stroudsburg, PA 18301  
 United States of America

**Quote To**

Denise Rogals  
 East Stroudsburg South High School  
 279 North Cortland Street  
 East Stroudsburg, PA 18301  
 United States of America

Ph: 570-424-8471

Terms		Ship Via		Salesperson
See Notes		Best Way		RESETD
Quantity	Description	Unit Price	Amount	
1	Line: 005 Part: HW186J Carry Case - ISC-HHX Black Case, Handle, Foam Insert, Dual Latches  Capacity: ISC-HHX controller & Charger  Dimensions: 9.4" (L) x 7.4" (W) x 5.5" (H)  ea	US\$87.00	US\$87.00 US Dollars	
1	Line: 006 Part: SHIP Estimated Freight Freight is Estimate Only Official Freight Quote to be Generated before shipping  ea	US\$1,395.00	US\$1,395.00 US Dollars	
This quote is valid for 30 days. All prices quoted are in US Funds. Please reference the quote # on your Purchase Order. All applicable sales taxes are extra unless appropriate tax exempt documentation is provided. Federal ID Number is required before shipping to the USA.  Option 1 (supply only) Estimated Delivery: 8-10 weeks after receipt of acceptable Purchase Order and Down Payment.  Payment Terms: - 50% down payment with purchase order - 50% on completion of assembly and readiness to ship. Payment due prior to goods shipping from OES facility - Payment terms subject to credit review and approval by OES  Terms and Conditions: OES General Terms and Conditions apply, reference form GTC082020 attached. Warranty: As per OES General Terms and Condition, reference form GTC082020,		Total:	US\$10,766.00	



OES Inc.  
 4056 Blakle Road  
 London, ON N6L 1P7  
 Canada

Ph: 519-652-5833  
 Fax: 519-652-3795

**Quote**

Number: 880825P      Date: 10-Feb-22

To

East Stroudsburg Area School District  
 50 Vine Street  
 East Stroudsburg, PA 18041  
 United States of America

Quote To

Denise Rogers  
 East Stroudsburg South High School  
 229 North Cortland Street  
 East Stroudsburg, PA 18041  
 United States of America

Ph: 570-424-8471

Terms		Ship Via	Salesperson
See Notes		Best Way	RESETD
Quantity	Description	Unit Price	Amount
	<p>with the following exceptions:</p> <ul style="list-style-type: none"> <li>- OES Manufactured Scoreboards, video products including scoring tables, and ISC Series Controllers – 5 years after shipment from factory</li> <li>- OES Indoor Retrofit Digit Kits – 5 years after shipment from factory</li> <li>- OES Outdoor Retrofit Digit Kits – 1 year after shipment from factory</li> </ul> <p>PLEASE NOTE:            Your order does not retain any performance obligation remaining from OES Inc., such as installation or other services and is specific to your Entity. Warehousing fees are applied on orders not picked up within 7 days of the original ship date. We regret we cannot issue refunds on any deposits made.</p> <p>Scoreboard display products are UL, Entela, or QPS listed for use in Canada and USA. Please contact your sales representative for additional information.</p> <p>Purchase Order # TBD            Federal Tax ID# TBD            Tax Exempt Documentation: TBD</p> <p>Per OES Inc.: Doug Resetar            412-889-6566            dresetar@oes-inc.com</p> <p>www.oes-scoreboards.com            OES Inc. is ISO 9001 Certified.</p> <p>Signature / Order Acceptance text box:            Approved By:            Name _____            Title _____            Date _____            Signature _____</p> <p>Due to fuel surcharge increases, shipping rates are subject to change without prior notice.</p> <p>This Quotation Firm 30 Days, and Subject to the Terms and Conditions Noted Above</p>		

DGS SPORTS  
P.O. BOX 51349  
PIEDMONT, SC 29673  
P: 864.335.4053 F: 864.335.4055  
info@dgssports.com

# Quote

Date	Quote #
2/21/2022	7546

Name / Address
EAST STROUDSBURG HIGH SCHOOL DENISE S ROGERS 279 NORTH COURTLAND- STREET EAST STROUDSBURG, PA 18301

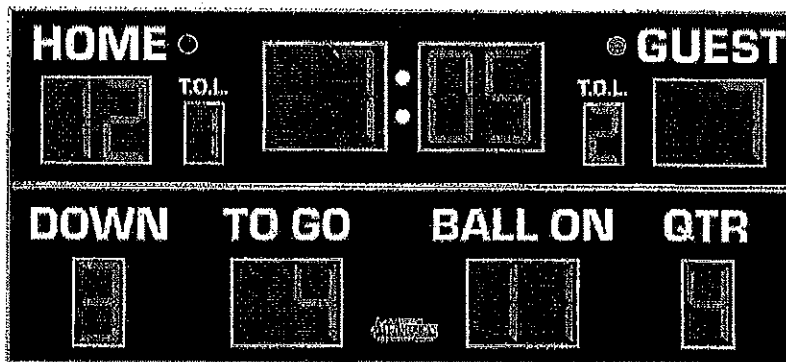
Ship To
EAST STROUDSBURG HIGH SCHOOL DENISE S ROGERS 279 NORTH COURTLAND- STREET EAST STROUDSBURG, PA 18301

Rep	Terms

Qty	U/M	Item	Description	Price	Total
1	EA	K8418RV2	8000 SERIES FOOTBALL SCOREBOARD. 8' H X 15' W.	11,081.00	11,081.00T
1	EA	KT02946P	WIRELESS CONSOLE WITH SLIP SHEETS AND HARD COVER CASE	1,080.00	1,080.00T
		SHIPPING	SHIPPING	1,450.00	1,450.00T

NOTE: **PRICE SUBJECT TO CHANGE.**	<b>Subtotal</b>	\$13,611.00
---------------------------------------	-----------------	-------------

Phone #	Fax #	E-mail	<b>Sales Tax (0.0%)</b>	\$0.00
864-335-4053	864-335-4055	info@DGSSports.com	<b>Total</b>	\$13,611.00



<b>OVERALL DIMENSION</b>	8' high x 18' wide x 4.75' deep.
<b>INFORMATION DISPLAYED</b>	Game Time, Home Score, Guest Score, Time Outs Left, Down, To Go, Ball On, Quarter
<b>DIGITS</b>	Bright Red, 7-Segment LEDs
<b>TIMER</b>	24" High Digits, Shall register 0:00 - 99:59
<b>SCORING</b>	21" High Digits, Shall register 0-99
<b>QUARTER</b>	21" High Digits, Shall register 1-4.
<b>DOWN</b>	21" High Digits, Shall register 1-4.
<b>TO GO</b>	21" High Digits, Shall register 1-99.
<b>BALL ON</b>	21" High Digits, Shall register 1-99.
<b>TIME OUTS LEFT</b>	14" High Digits, Shall register 0-9.
<b>CAPTIONS</b>	White vinyl captions.
<b>CONSTRUCTION</b>	4" extruded aluminum case, .093" thick. Face panels are 22 GA Galvaneal, finished in choice of colors (Black, Dark Blue, Bright Blue, Violet, Maroon, Red, Dark Green, Green, custom colors available).
<b>ELECTRONICS</b>	100% solid state, microprocessor controlled system.
<b>SERVICING</b>	Front access for ease of servicing. Plug in modules for ease of replacement.
<b>MICROPROCESSOR CONTROL CONSOLE</b>	Extruded Aluminum, high impact low profile microprocessor control console, latest state of the art, user friendly. Size: 13.25" wide x 5" high x 9" deep. Weights: 6 lbs. Microprocessor to be supplied with 25 feet of cable (hardwire). Microprocessor control console with membrane keyboard provides for direct entry of all information. Radio Control is available.
<b>JUNCTION BOX</b>	One junction box 5" x 3" with cover and plug. (Hardwire)
<b>DATA CABLE</b>	Two (2) twisted pair direct burial.
<b>POWER REQUIREMENTS</b>	115 VAC. One 20A circuit is recommended.
<b>INSTALLATION</b>	May be installed on two posts. Mounting brackets are supplied with scoreboard.
<b>WEIGHT</b>	Net 563 lbs. / Shipping 700 lbs.
<b>WARRANTY</b>	Five year guarantee against defects in materials and workmanship. Factory repair service for parts in warranty. Union label.

## V. ITEMS FOR DISCUSSION

- c. Zonar 4G V4 Essential - Quote, \$22,188.00



# Form 611

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

The respondent's email ([craig-neiman@esasd.net](mailto:craig-neiman@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 \*

Damaris Robins

Untitled Title

Department \*

Transportation

Building \*

Transportation

What service or item are requesting \*

Upgrade Zonar system to 4G

Why are you requesting the service or item \*

ATT no longer supports the Zonar 3G system as of February 22, 2022

Suggested replacement \*

Zonar V4 Essential

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. \*

No

What is the total cost of the purchase? \*

\$22,188.00

Procurement Method: \*

Quote Received only one Proposal

Request for Proposal (RFP)

Bid

Other: .....

Was this purchase budgeted? \*

No ▼

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? \*

10-2720-348-000-00-000-007-000-0000

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

Proprietary technology that interfaces with existing systems

Any additional information you would like to provide.

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





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

**QUOTATION**

**Quote Number:**  
Q188917 - 1

**Quote Date:**  
02/15/22

**Page:**  
1

18200 Cascade Ave S  
Seattle, WA 98188  
www.zonarsystems.com  
**Voice: 206.878.2459**  
**Fax: 206.878.3082**

Quoted To:
East Stroudsburg Area SD Attn: Damaris Robins 50 Vine St East Stroudsburg, PA 18301-2150 USA

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

Customer ID	Good Thru	Payment Terms	SalesPerson
EAS3376	03/17/22	Net 30 Days	Alex J Kapcar

Order Qty	Item	Description	Unit Price	Total
		<b>3G to 4G Upgrade</b>		
129	10113	V4 Essential	140.00	18,060.00
129	GPS085-S	One Time Hardware Surcharge	32.00	4,128.00
129	ACT001-S	GSM Activation		

Subtotal:	22,188.00
Total Sales Tax:	0.00
Invoice Discount:	0.00
<b>Total:</b>	<b>USD 22,188.00</b>

*Terms and Conditions:*

- The above pricing is a good faith estimate issued in USD. Prices may be adjusted once a complete Asset List is provided to Zonar.*
- Prices for Services are based on a three-year Service Agreement unless otherwise negotiated.*
- No Hardware or Services will be provided by Zonar until Parties have executed a Service Agreement.*
- Any shipment dates identified are estimates only, and are subject to change.*  
*Actual shipment dates are subject to inventory and supply availability, and will be separately confirmed by Zonar.*
- Installation, Taxes, Travel and expenses and shipping costs will be additional charges.*
- All Leased/Bundled Hardware must be returned to Zonar after termination of Service Agreement.*
- Early termination of Service Agreement will result in early termination fees.*
- Zonar's 4G converter device, to be used with a Zonar V3 GPS unit, has a 2 year warranty.*

## V. ITEMS FOR DISCUSSION

- d. Transfinder RouteFinder Plus - Quote, \$14,750.00

# Form 611

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

The respondent's email (**vanessa-torres@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 \*

Damaris Robins

Untitled Title

Department \*

Transportation

Building \*

Administration Center

What service or item are requesting \*

Annual Technical Support & Upgrade

Why are you requesting the service or item \*

Upgrade from Pro

Suggested replacement \*

Transfinder Plus

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. \*

N/A

What is the total cost of the purchase? \*

14,750



Procurement Method: \*

- Quote Received only one Proposal
- 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? \*

10-2720-348-000-00-000-007-000-0000

Selection of the 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



DATE: February 2, 2022

440 State Street  
Schenectady, NY 12305

To: Damaris Robins

Prepared By: CJ Sohl

East Stroudsburg Area SD  
50 Vine St  
East Stroudsburg, PA 18301

Title: Account Executive  
Phone: 518-723-8208

Email: CSohl@Transfinder.com

*This Quotation is valid for 30 days*

Transfinder Products and Services	Qty.	Initial Cost	Annual Fees												
<p><b>Tripfinder Includes:</b> With Tripfinder, you can:</p> <ul style="list-style-type: none"> <li>Schedule field trips using district hardware or your mobile device</li> <li>Field trip electronic request and approval process</li> <li>Budget code tracking</li> <li>Create multiple trip request and approval paths</li> <li>Field Trip Dashboard View</li> </ul> <p>Includes:</p> <ul style="list-style-type: none"> <li>Up to four (4) hours of online training which must be used within four (4) weeks of system installation.</li> </ul>		\$6,000	\$1,500												
<b>Infofinder Le Migration Discount</b>		<del>-\$4,500</del>	<b>\$1,400</b>												
<b>Tripfinder Pricing</b>		<b>\$1,500</b>	<b>\$100</b>												
<p><b>Routefinder Pro to Routefinder Plus Migration</b> Routefinder PLUS is Transfinder’s easy-to-use, browser-based transportation software solution. The Routefinder PLUS implementation includes exchanging your Routefinder Pro licenses for Routefinder PLUS licenses along Implementation, Data and Training Services.</p> <p>Implementation Plan Includes a Project Kickoff Call along with:</p> <table border="1" data-bbox="134 1451 1081 1560"> <tr> <td>Sandbox Installation with Client Data</td> <td>Conversion Testing</td> </tr> <tr> <td>Report Creation</td> <td>Online Training</td> </tr> <tr> <td>Final Data Conversion</td> <td>Go-Live/ Rollout</td> </tr> </table> <p>Responsibilities Include:</p> <table border="1" data-bbox="134 1629 1081 1772"> <tr> <td>Weekly Status Meetings</td> <td>Data Conversion Services</td> </tr> <tr> <td>Report Creation Services</td> <td>Data Import &amp; Analysis Consulting</td> </tr> <tr> <td>Project Management Consulting Services</td> <td>Training Consulting Services 8-weeks (1 hour each week)</td> </tr> </table> <p>*A requirement for Routefinder PLUS Implementation is that the customer assigns a project champion and has atleast one (1) staff member attend Transfinder University</p>	Sandbox Installation with Client Data	Conversion Testing	Report Creation	Online Training	Final Data Conversion	Go-Live/ Rollout	Weekly Status Meetings	Data Conversion Services	Report Creation Services	Data Import & Analysis Consulting	Project Management Consulting Services	Training Consulting Services 8-weeks (1 hour each week)		\$7,500	
Sandbox Installation with Client Data	Conversion Testing														
Report Creation	Online Training														
Final Data Conversion	Go-Live/ Rollout														
Weekly Status Meetings	Data Conversion Services														
Report Creation Services	Data Import & Analysis Consulting														
Project Management Consulting Services	Training Consulting Services 8-weeks (1 hour each week)														

<b>Transfinder University Livestream</b> <ul style="list-style-type: none"> <li>• Routing System Proficiency Course</li> <li>• 2 days of online training in a Routefinder PLUS training dataset</li> <li>• Class hours 8:30 am-5:00 pm Eastern Daylight Time</li> </ul> <i>Next available class is TBD</i>  <b>Attendee:</b> <b>Title:</b> <b>Email:</b> <b>Phone number:</b>	4	\$7,000	
<b>Transfinder Hosting Services powered by Amazon Cloud Services</b> <ul style="list-style-type: none"> <li>• Hosting includes database server, application servers, storage, and data maintenance</li> </ul> Hosting Service is due with initial purchase and is included in the future Hosting Service.		\$750	\$750
<b>Total Cost</b>		<b>\$16,750</b>	<b>\$850</b>
<b>Transfinder University Discount</b>		<b>-\$2,000</b>	
<b>Initial Cost</b>		<b>\$14,750</b>	
<b>Increase to existing Technical Support and Upgrade Fees</b>		<b>Included</b>	<b>\$100</b>
<b>Increase to existing Annual Hosting Service Fees</b>		<b>Included</b>	<b>\$750</b>

This proposal has been prepared at your request. This proposal is for completing the job(s) as described or delivering the described product(s). All invoices are due and payable upon receipt. The total system cost for any of the options, is due and payable upon installation. Any Federal and/or State Sales or local taxes are the responsibility of the Licensee.

**Approved By:**

\_\_\_\_\_  
**Name & Title**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Date**

## V. ITEMS FOR DISCUSSION

- e. Provident Energy Consulting Update

East Stroudsburg Area School District  
Provident Energy Consulting Update  
March 14, 2022  
Finance Committee

The District entered into an agreement with Provident Energy Consulting on August 16, 2010 (see attached Board motions, meeting minutes, and supporting documentation). PEC provides the District with energy consulting services primarily related to electricity and natural gas procurement. PEC procures commodity energy for the purpose of achieving cost reductions through retail energy markets. PEC leverages the combined buying power of the Colonial IU 20 Districts for Natural Gas and the combined buying power of approximately forty Public School Districts who utilize Met Ed for the supply of electricity.

The District's current Natural Gas 'basis' (Transportation) agreement runs through the end of the 2021-22 school year. While the District's Electricity supply agreements extend through the 2022-23 school year. PEC will begin the Natural Gas renewal process soon while monitoring current weather and market conditions for ideal timing.

Included in the supporting documentation is a presentation that was presented to the Colonial IU 20 sending Districts on September 24, 2021 by Provident Energy Consulting. While this is not East Stroudsburg ASD specific, it provides a high level overview of the PEC program.

**EAST STROUDSBURG AREA SCHOOL DISTRICT  
BOARD OF EDUCATION  
REGULAR MEETING – August 16, 2010**

**Carl T. Secor Administration Center – Board Room**

**7:30 p.m.**

**Minutes**

- I. President Horace Cole called the meeting to order at 7:43 p.m. and led those present in the Pledge of Allegiance. Secretary, Patricia Rosado called the roll.
- II. **Members present were:** James Brunkard, Horace Cole, Robert Cooke, Douglas Freeman, Robert Gress, Audrey Hocker, Donald Motts and William Searfoss. Bet Hays was absent.
- III. **School personnel present:** Patricia Bader, David Baker, Mayla Billips, Brian Borosh, John Burrus, Anthony Calderone, Richard Carty, Ann Catrillo, Mike Catrillo, Robert Dilliplane, Irene Duggins, Larry Dymond, Gail Kulick, Sharon Laverdure, Annelle Prefontaine, Carolina Rodriguez, Patricia Rosado, Paul H. Schmid, Melodie Shamp, Jim Shearouse, Kim Stevens, Kevin Stofik, Tom Williams and Steve Zall.

Also present were: Thomas Dirvonas and Christopher Brown, Solicitors.

- IV. **Community members present:** Warren Bailey, Robert Ems, Robert Huffman, Kenneth Koberlein, Palua Larose, Mike Meachem, Verona Meachem, Jerome A. Pollas, Kelly Turnbull and Sarita Walcott.

**Other:** Jamie Doyle, Public Financial Management  
Paul Lopez, East Stroudsburg Youth Association  
Tim Herd, Stroud Region Open Space & Recreation Commission  
Dick Wood, Rhoads & Sinon

V. **APPROVAL OF MINUTES AND AGENDA**

**ACTION BY THE BOARD:**

Motion was made by Douglas Freeman to approve the minutes for the meeting of July 19, 2010, (pages 1-29), and this agenda for August 16, 2010 (pages 1-48), as submitted, with the Board of Education reserving the right to add to the agenda, and take further action on any items raised in executive session where immediate action on such items is considered to be in the best interest of the District. Motion was seconded by William Searfoss and passed 6-2-0. Robert Gress and Audrey Hocker abstained.

- VI. **ANNOUNCEMENT OF EXECUTIVE SESSION** – An executive session was held this evening before this meeting at 6:00 p.m. for the purpose of discussing personnel, litigation, and negotiations.

VII. **ANNOUNCEMENTS BY THE BOARD**

- A. Mr. Freeman announced that today is Mr. Brunkard's birthday and everyone wished him a "Happy Birthday."

VIII. **SUPERINTENDENT'S REPORT**

- A. Mr. Freeman stated that the Monroe Career & Technical Institute meeting was very short and not much was discussed.
- B. Ms. Hocker stated that there was no Colonial IU 20 meeting in July because they are given one month off.

## B. Qualified Zone Academy Bond

### **ACTION BY THE BOARD:**

Motion was made by William Searfoss to authorize the Business Manager to file an application for participation in the Qualified Zone Academy Bond Program (QZAB) to obtain funding for the renovation, repair and/or rehabilitation of the J.M. Hill School, to include the Electrical system, Technology Infrastructure and HVAC Systems, and/or for equipment which supports the academic program. Motion was seconded by Donald Motts and carried unanimously, 8-0.

(See pages 104-111)

## C. Electricity Procurement

### **ACTION BY THE BOARD:**

Motion was made by James Brunkard to adopt the formal resolution as presented to the Board for the procurement of electricity. Motion was seconded by Douglas Freeman and carried unanimously, 8-0.

(See pages 112-113)

## D. Provident Energy

### **ACTION BY THE BOARD:**

Motion was made by William Searfoss to authorize the agreement with Provident Energy in the energy consortium to purchase electricity as presented to the Board. Motion was seconded by Douglas Freeman and carried unanimously, 8-0.

(See pages 114-120)

## E. Snow Plow Award

### **ACTION BY THE BOARD:**

Motion was made by William Searfoss to award contracts for snow plowing and snow removal services in accordance with proposals received in response to the District's request for proposals as follows: Motion was seconded by Robert Cooke and carried unanimously, 8-0.

E.R. Linde Construction Corporation-	High School North/Lehman/Bushkill/North Bus Garage
Norman L. Fish Excavating-	Middle Smithfield/Resica Elementary
Jeremy Smith Landscaping, Inc. -	JM Hill/Smithfield/East Stroudsburg Elem
Kevin Stofik Landscaping-	JT Lambert/South Bus Garage
Northeast Site Contractors-	High School South/ Administration Building/Maintenance Garage

## F. Band Truck

### **ACTION BY THE BOARD:**

Motion was made by William Searfoss to approve the purchase of a new band truck for the High School South Band department through New Holland Auto in the amount of \$29,317.46. Motion was seconded by Robert Gress and carried unanimously, 8-0.

(See pages 121-129)



EAST STROUDSBURG AREA SCHOOL DISTRICT  
MONROE COUNTY, PENNSYLVANIA

IN RE:

ELECTRICITY PROCUREMENT: AUTHORIZING RESOLUTION :

A RESOLUTION

OF THE BOARD OF SCHOOL DIRECTORS OF EAST STROUDSBURG AREA SCHOOL DISTRICT, MONROE COUNTY, PENNSYLVANIA, AUTHORIZING AND DIRECTING ACTION NECESSARY FOR THE PROCUREMENT OF ELECTRICITY; DESIGNATING THE DIRECTOR OF SUPPORT SERVICES, BUSINESS DIRECTOR, AND/OR SUPERINTENDEDNET FOR PURPOSES OF PROCURING ELECTRICITY; DESIGNATING INDEPENDENT THIRD-PARTY CONSULTANT.

WHEREAS, the East Stroudsburg Area School District, Monroe County Pennsylvanian (the "School District") has a need to purchase electricity in support of its operations; and

WHEREAS, the Board has previously determined it to be in its best interest to make necessary electricity purchases for the ongoing operation of its facilities by the authorization, use, and execution of purchases in consultation with its independent third-party consultant, Provident Energy; and

WHEREAS, the School district has determined that combining purchase requirements with other like governmental units and school districts to be in its best interest.

NOW THEREFORE, BE IT RESOLVED, by the Board of this School District, as follows:

Section 1. The Board does hereby authorize and direct the Director of Support Services, the Business Director, and/or the Superintendent to contract for the strategic purchase of electricity based on market conditions and the advice of Provident Energy.

Section 2. The Board does hereby authorize and direct the Director of Support Services, the Business Director, and/or the Superintendent to purchase electricity amounts up to estimated allocations in the District's electricity budget.

DULY ADOPTED this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by the Board of School Directors of the East Stroudsburg Area School District; Monroe County, Pennsylvania in lawful session duly assembled.

BOARD OF SCHOOL DIRECTORS OF  
EAST STROUDSBURG AREA SCHOOL DISTRICT

BY: \_\_\_\_\_  
Horace S. Cole, Board President

ATTEST:

\_\_\_\_\_  
Secretary

(SEAL)

## CLIENT SERVICES AGREEMENT

### I. PURPOSE

The undersigned Client ("Client") is entering into this Client Services Agreement ("Agreement") with Provident Energy Consulting LLC ("PEC"). PEC works on the Client's behalf to identify and, subject to Client's authorization, to implement certain mutually agreed upon energy cost reduction strategies. PEC has been granted a license by the Pennsylvania Public Utilities Commission as a supplier of energy generation services. PEC has comprehensive knowledge of the utilities marketplace and is qualified to identify and implement opportunities to reduce Client's energy costs. PEC is not affiliated with any utility provider and, as such, is free to negotiate with providers in the Client's best interest. This Agreement does not authorize PEC to commit the Client to any contractual arrangement with any third party, without the Client's authorization.

#### A. The services offered by PEC include the following:

1. Energy Project Development - Developing energy consumption and cost reduction studies and/or utilization improvement efforts to improve the Client's energy assets, facility infrastructure, and bottom line through investments in energy-efficient lighting, heating, cooling and other critical equipment, with little or no cash outflow.
2. Energy Purchasing - Rendering consulting services in connection with analyzing the Client's energy needs, identifying and obtaining proposals from energy generation suppliers, evaluating proposals received, and assisting in negotiation of contracts with selected suppliers for electricity and/or natural gas procurement.
3. General Energy Consulting Service - Providing energy consulting services, defined on a task-by-task basis, with activities being identified in advance through letter authorizations for applicable services as requested by the Client.

Client may utilize any or all of these services, as described in any Riders to this Agreement. Any and all Riders that are signed by Client and PEC are incorporated in this Agreement by reference.

- B. Client understands and acknowledges that PEC is not a generator, transmitter or distributor of energy, and that PEC assumes no responsibility under this Client Services Agreement or otherwise for the provision of energy or energy services or for the performance of the terms of any contract entered into between the Client and any generator, transmitter or distributor of energy.

### II. OBLIGATIONS OF CLIENT

- A. Client will provide past energy utility invoices as may be requested by PEC, as well as any existing studies, proposals, plans, etc., relating to Client's energy consumption. Client will also provide its facility descriptions, operating information, credit information and such other such information as may be reasonably requested by PEC to perform services under this Agreement.
- B. Client will designate PEC to its current utility vendors as an authorized recipient of Client's current and historical utility cost and usage data.
- C. Client will refer any utility vendors/consultants who may solicit Client to PEC in its capacity as Client's exclusive consultant for such matters.
- D. Client will not enter into any utility vendor agreements without prior consultation with PEC.
- E. Client will make available to PEC all statements and invoices received from all energy vendors that are necessary to the calculation of fees due to PEC under this Agreement.
- F. The fees to be paid to PEC will be determined in accordance with the specific Rider to this Agreement. PEC retains the right to revise its fees from time to time to reflect any Client requested scope revisions or cost of living adjustments subject to Client approval.

### III. TERMS AND CONDITIONS

The term of this Agreement shall commence on the date hereof and shall continue until the last day of the calendar year following the calendar year in which this Agreement is executed. This Agreement will automatically be extended for additional twelve (12) month periods, unless the Client gives written notice to PEC at least thirty (30) days prior to the effective date of the extension that the Client does not intend to extend the Agreement.

Either party may terminate PEC's services under this Agreement or any Riders hereto without cause upon thirty (30) days advance written notice. However, if Client terminates, it is agreed that PEC will continue to be entitled to receive and shall be paid its fees as herein provided, if Client is benefiting in terms of refunds, credits or savings from services rendered or substantially completed by PEC under this Agreement prior to the date of such termination.

### IV. COMPLETE AGREEMENT

This signed Agreement and any mutually executed Riders incorporate all understandings and agreements between the parties with respect to the subject matter thereof. No verbal or other statements, inducements or representations have been made to or relied upon by Client. The terms and conditions in this Agreement and any mutually executed Riders shall not be altered except in writing signed by Client and an authorized officer of PEC.

In Witness Whereof, and intending to be legally bound thereby, the parties have caused this agreement to be signed on the date first above written.

Client: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
Phone Number: \_\_\_\_\_  
Fax Number: \_\_\_\_\_  
Contact: \_\_\_\_\_  
Contact Title: \_\_\_\_\_  
Date of Agreement: \_\_\_\_\_

<u>Client Name</u>	<u>Provident Energy Consulting, LLC</u>
By: _____	By: _____
Name: _____	Name: Joseph S. Solomon
Title: _____	Title: President

## CLIENT SERVICES AGREEMENT

RIDER NUMBER: 1

SUBJECT: ENERGY PROJECT DEVELOPMENT & MANAGEMENT

- I. PEC will identify and, subject to Client authorization, develop and manage comprehensive energy services projects, inclusive of related capital improvements, under the framework of an energy Performance Contract ("PC"), following the guidelines of the Pennsylvania "Guaranteed Energy Savings Act" ("GESA"). Any such projects would be based on the following efforts and criteria:
  - A. PEC will gather and review energy usage histories and facility profiles to support a preliminary overview of energy utilization efficiency. Based on results of the preliminary review, PEC will structure and manage a process leading to an exploration of energy cost reduction and facility improvement efforts utilizing appropriate Request for Proposals ("RFP") development and project management approaches. Specifically, PEC will:
    1. Review any prior applicable engineering or utilities studies and any proposed energy conservation measures presently being considered;
    2. Complete a cursory review of existing facility conditions, typical lighting systems, building control systems, major mechanical systems, and near term renovation plans (if any) to determine which facility upgrades may be suitable for potential inclusion in any proposed PC;
    3. Gather and review energy records, make appropriate benchmark comparisons, and determine appropriate "base year" consumption amounts, taking into consideration the impact of any non-standard building conditions or usage and any significant systems changes with respect to energy consumption;
    4. Establish/verify appropriate building operational parameters in conjunction with operational staff (i.e. lighting burn hours, heating cooling set points, occupied/unoccupied periods, etc.).
  - B. PEC will prepare a RFP toward the development of a PC through proposals from qualified Energy Services Companies ("ESCO") on appropriate upgrades related to energy conservation and facility improvement measures. Specific activities will be as follows:
    1. Prepare/review and distribute all RFP documents, developed in a way that provides prospective respondents with sufficient information and project scope definition to: a) minimize the time prospective ESCOs will need within Client facilities, and b) minimize Client distractions during the review and submittal process;
    2. Obtain and provide potential vendors with an applicable Prevailing Wage pre-determination;
    3. Provide Client with advertisement language for proper public advertising, as required by GESA;
    4. Provide an RFP bidders list, with Client approval;
    5. Conduct a pre-proposal meeting to present facility usage and operating information and to preview critical Client needs/improvements so ESCOs can be consistent in their approach to project development;
    6. Except for facility access arrangements, PEC will be the main point of contact with potential respondents, principally to ensure that the ESCOs remain on track during the RFP process.
  - C. PEC will review RFP submissions and qualify the best proposal(s) using a combined objective and subjective rating system established for the project.
    1. PEC will review submittal data and pricing to support a detailed cost/benefit analysis of energy utilization efficiency and/or facility improvements.
    2. PEC will manage and conduct an analysis of options, leading to a recommendation of energy conservation and facility improvement measures, as well as a suitable/capable ESCO for a negotiated contract.

- 3. PEC will attend Board/Committee meetings to expedite this project and provide Board/public information as needed.
  - D. PEC will, subject to Client approval, act as Client's agent to facilitate any and all appropriate upgrades.
  - E. PEC will review and confirm subsequent measurement and verification of savings that may be guaranteed by the contracted ESCO.
- II. PEC's Project Development and Management services associated with energy-efficiency upgrades or utilization improvements will be included in any resultant and final project financing at an amount equal to five percent of the installed project costs. Client will have payment obligations under 'T' above only if an identified project opportunity leads to the Client executing a separate contract with a reputable and capable ESCO.

Client: \_\_\_\_\_  
Contact: \_\_\_\_\_  
Contact Title: \_\_\_\_\_  
Date of Agreement: \_\_\_\_\_ Date of Rider: \_\_\_\_\_

<u>Client Name</u>	<u>Provident Energy Consulting, LLC</u>
By: _____	By: _____
Name: _____	Name: Joseph S. Solomon
Title: _____	Title: President

## CLIENT SERVICES AGREEMENT

RIDER NUMBER: 2

SUBJECT: ENERGY PURCHASING

- I. PEC will assist the Client in procuring commodity energy for the purpose of achieving cost reductions through retail energy markets. PEC will identify lower cost energy generation vendors for the Client, using techniques that may include but not be limited to: gathering energy usage and account information, developing a Request For Proposal ("RFP") from multiple vendors, combining multiple accounts of the Client, as well as from multiple Clients, to achieve more favorable conditions, and recommending an energy generation supplier ("EGS") after negotiating pricing and terms. PEC will manage any resultant contracts between our Clients and the recommended EGS. This process will be repeated periodically to benefit from market changes and/or the addition of new Clients and Client facilities.
- II. PEC advantages its Clients by leveraging the combined buying power of its Clients accounts in negotiating reduced energy pricing. PEC will attempt to further advantage its Clients, as applicable, through formations of Client subgroups willing to represent their combined loads as a committed block of energy consumption to further increase their leveraged buying power. The undersigned hereby acknowledges PEC's authorization to serve as the administrator and representative of any such pooled accounts and all of its Client participants in negotiations with potential energy suppliers.
  - A. The Client authorizes PEC to identify and recommend a low-cost, reputable and capable EGS in accordance with the abiding rules and regulations of any governmental entity's retail energy purchasing program or other such opportunity for competitive energy procurement. It is understood that, although pooling accounts is an effective vehicle for collective negotiation, each Client will be offered a separate contract with a recommended energy provider, generally upon the terms negotiated for the applicable group of participating Clients. However, each contract may contain rates and terms that vary from member to member based upon each member's individual energy profile. The Client retains the right to sign or not to sign a contract for the purchase of **electricity, natural gas, or fuel oil** with a recommended energy provider. Therefore, the consulting fee explained below will apply only if the Client: 1) asks for PEC's assistance in securing supply for a given fuel type and/or a Client-directed combined fuel program (e.g., flexible choice natural gas/fuel oil switching) and 2) signs an agreement with the provider(s) recommended by PEC. After the Client has signed the **contract (agreement)**, PEC reserves the right to include the Client's individual energy profile in combination with others in order for PEC to enjoy any additional benefits from an EGS.
  - B. Each Client acknowledges that, if an organization or entity desires to sponsor ("Sponsor") a group purchasing program as a benefit for its members, such Sponsor is not a party to or obligated by any Agreement between PEC and the Client, and any such Sponsor shall have no liability or obligation to the Client with respect to the member accounts, the delivery of energy or energy services, or PEC's performance of any of its obligations under this Agreement.
  - C. If the Client enters into a contract with any energy supplier recommended by PEC, the Client agrees to pay PEC a consulting fee of one mil (\$.001) per kilowatt-hour (kWh) of electricity, 1.0¢ (\$.01) per Therm of natural gas or natural gas BTU equivalent if enrolled in a combined fuel program, as a markup on the price per unit of energy billed to the Client by the energy supplier. The price and savings presented to the Client prior to contract signing with a recommended energy supplier will include all supplier costs presented to PEC under the terms of service desired by the Client as well as the PEC fees.

D. PEC has the option of billing the Client directly for such fees or arranging for the fees to be added to the invoices issued to the Client by the selected energy supplier for remittance to PEC. These fees will continue for the duration of any and all contracts that are entered into, extended or renewed from time to time between the Client and any energy supplier selected with the assistance of PEC (whether or not PEC is requested to negotiate the extension or renewal and whether or not this Agreement has been terminated by the Client); provided, however, that if this Agreement is terminated by the Client in accordance with the terms and conditions of this Agreement, the Client shall not be required to pay such fees after the later of (i) the last day of the calendar year following the calendar year in which this Agreement is executed and (ii) the last day of the calendar year of any extension of this Agreement in effect at the time of termination, and (iii) the end date of any supply agreement that PEC facilitated on behalf of the Client.

Client:	_____		
Contact:	_____		
Contact Title:	_____		
Date of Agreement:	_____	Date of Rider:	_____
<u>Client Name</u>		<u>Provident Energy Consulting, LLC</u>	
By: _____		By: _____	
Name: _____		Name: Joseph S. Solomon	
Title: _____		Title: President	



CLIENT SERVICES AGREEMENT

RIDER NUMBER: 3

SUBJECT: GENERAL ENERGY CONSULTING SERVICE

- I. PEC will provide Client with energy consulting services, to be defined on a task-by-task basis, with the specific activities being identified in advance through letter authorizations for applicable services as requested by Client. Such services will be delineated as appropriate under separate cover as a letter authorization under this Rider form. PEC's fees for this general energy consulting service will be based on a pre-approved time-and-expenses arrangement structured at the assignment of each task.

Client: \_\_\_\_\_  
 Contact: \_\_\_\_\_  
 Contact Title: \_\_\_\_\_  
 Date of Agreement: \_\_\_\_\_ Date of Rider: \_\_\_\_\_

Client Name

Provident Energy Consulting, LLC

By: \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_

By: \_\_\_\_\_  
 Name: Joseph S. Solomon  
 Title: President



# COLONIAL INTERMEDIATE UNIT

ENERGY PURCHASING AND MANAGEMENT PROGRAM

SEPTEMBER 24, 2021



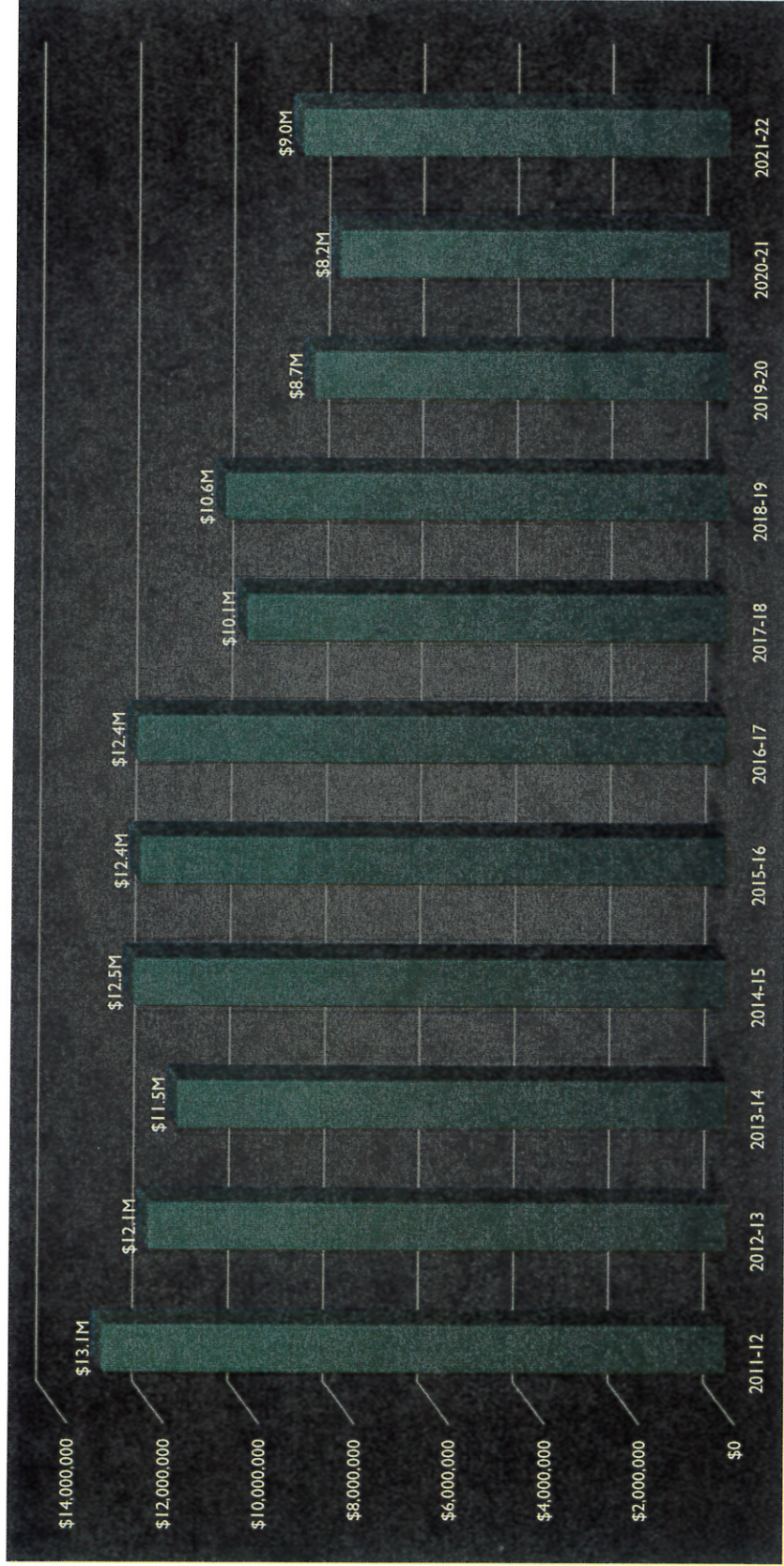
PROVIDENT  
energy consulting

# AGENDA

- Budget History and Projection
- Refresher on Natural Gas Pricing Components
- Current Status
- Market Update
- Purchasing Approach/Next Steps
- Q & A

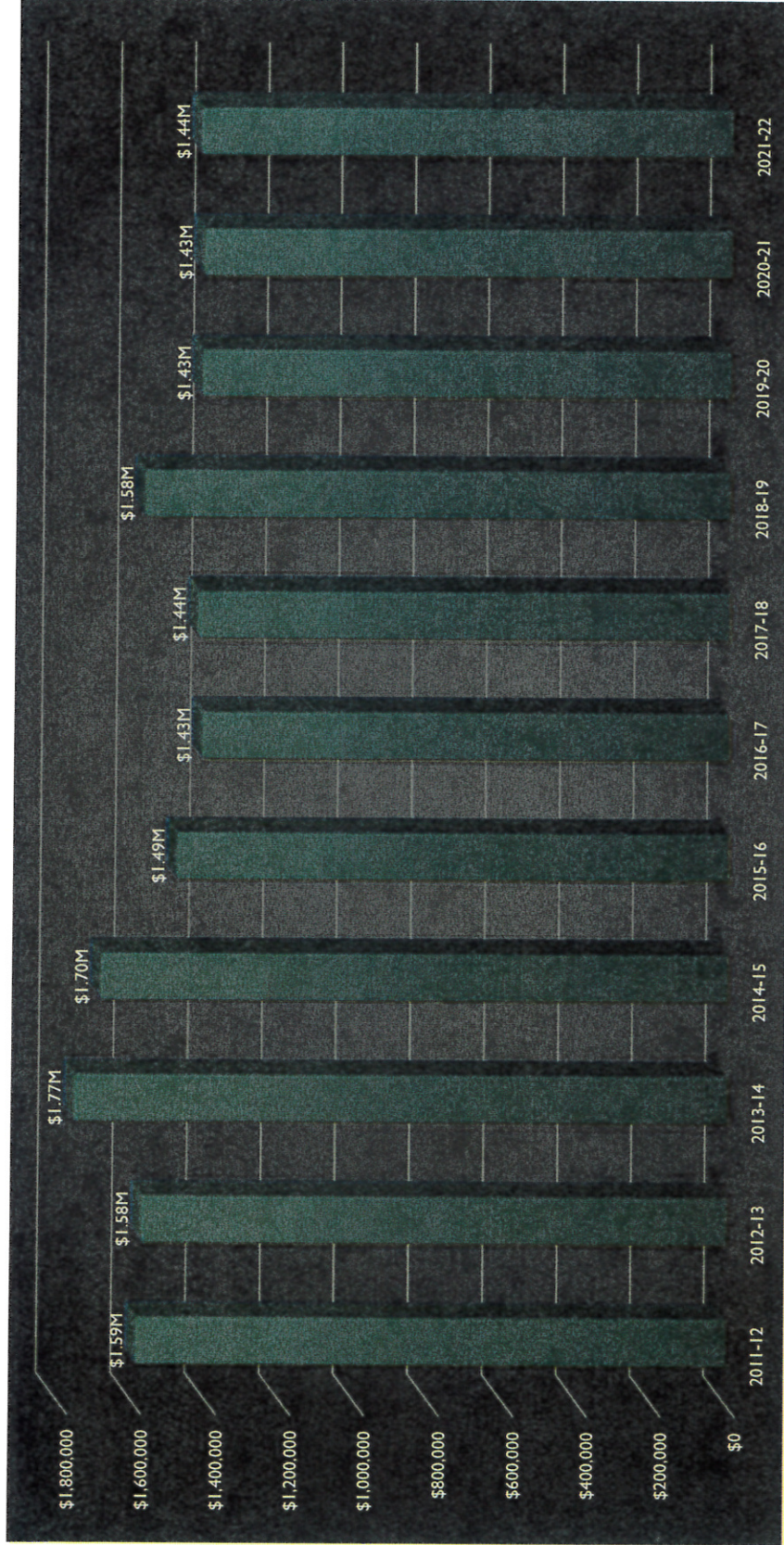


# ELECTRICITY BUDGET PROGRESSION





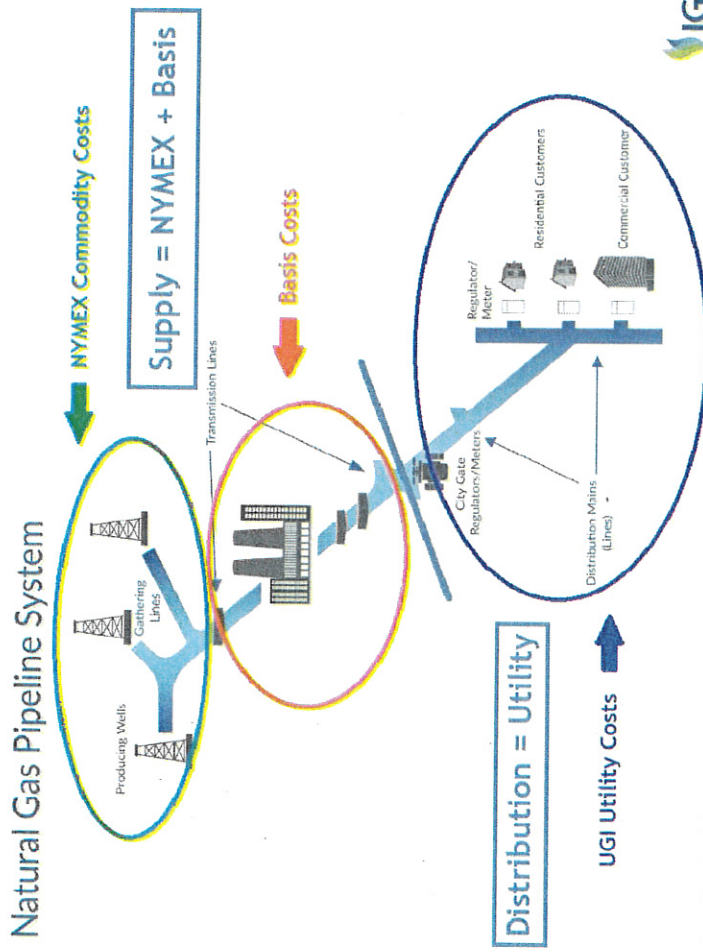
# NATURAL GAS BUDGET PROGRESSION





# NATURAL GAS PURCHASING COMPONENTS

- **Distribution: Regulated Charges**
  - Supports local Utility (UGI) Distribution Network
  - Customer Charge, Distribution, Capacity, etc.
- **Supply: Shoppable Piece**
  - Basis Cost – Pipeline Capacity and Transportation
  - NYMEX Commodity Cost



Source: Adapted from AGA (American Gas Association)

**PROVIDENT**  
energy consulting

## CURRENT STATUS - SUPPLY AGREEMENTS

### Electric 2021-23

- WGL Energy
- Constellation Energy

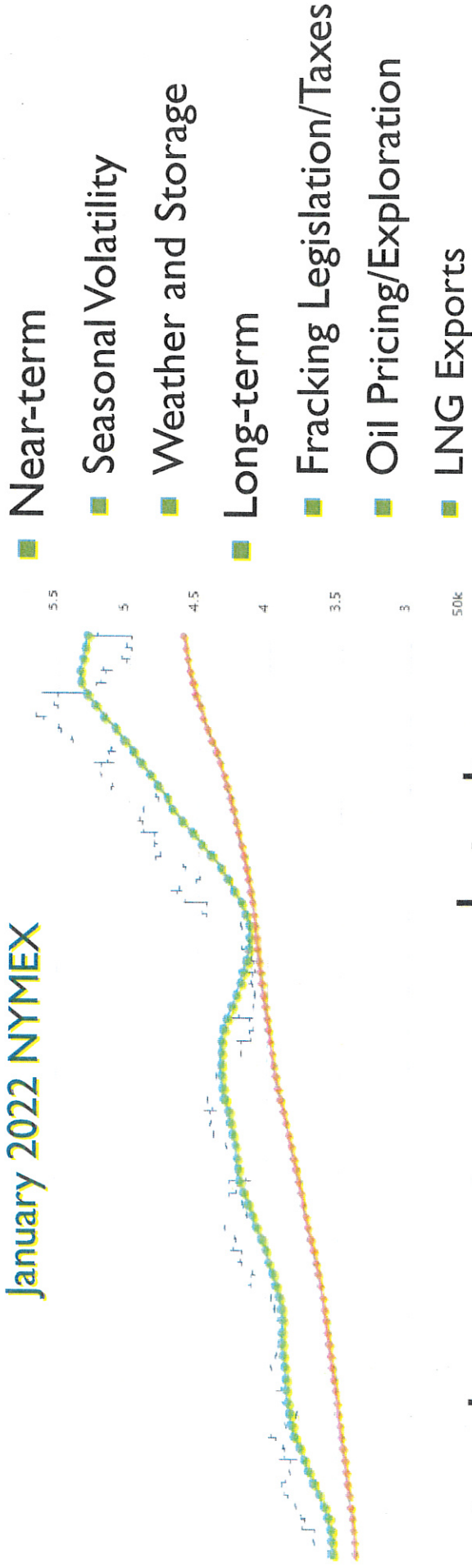
### Natural Gas 2019-22

- UGI Energy Services
- Direct Energy
- Constellation Energy



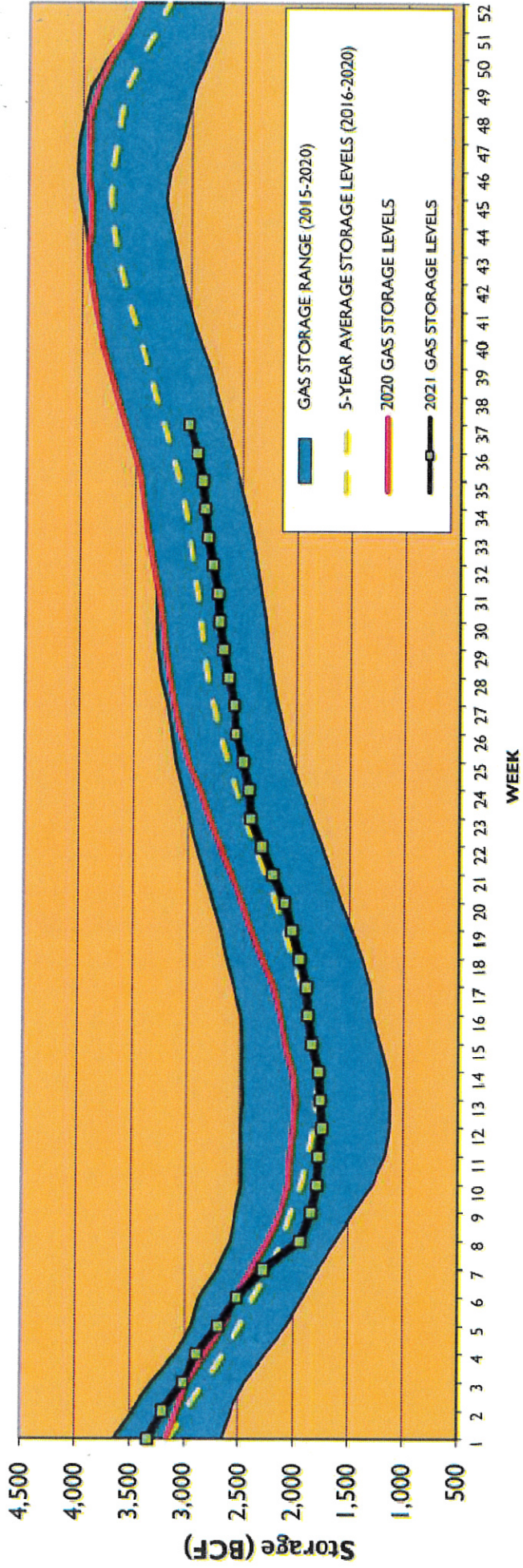
# NATURAL GAS MARKET CONDITIONS

January 2022 NYMEX





# NATURAL GAS STORAGE LEVELS





# PURCHASING APPROACH/NEXT STEPS



Continue to Monitor the  
Market for Opportunities

Targeting Late 2021/Early 2022  
Timeline w/ Email Confirmation



Natural Gas – Shop for  
'Basis' (Transportation)

By Rate Class  
Group and/or Individual  
Commodity (NYMEX) Strategies  
Ex. => \$3.50/DTH 1, 2, 3-year targets

**PROVIDENT**  
energy consulting

## QUESTIONS/COMMENTS

**PROVIDENT**  
energy consulting

## V. ITEMS FOR DISCUSSION

- f. Ironton SIP Phone Service - Quote, \$12,450.96

**Ironton Global – SIP Phone Service**

**A. Why are you requesting the service/needs?**

**Why:** We are requesting to extend our current Ironton Global SIP Contract for 1 Year

**Need:** The district currently contracts with Ironton Global to provide 40 SIP phone lines, as well as 120 DID's for telephone service.

**Suggested replacement:** Ironton Global

**B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts.** No. We are merely asking to extend an existing agreement of a service and will most likely bid this service next year.

**C. Procurement Method:**

- Met with Ironton Global to review our account, and asked for a 1-year extension for this fiscal year. The proposed a \$25.00 monthly decrease (\$300.00 annually) we received last year stays in place for FY 2022-23.

**D. Funds account to be charged for Procurement (Was this purchase budgeted?)**

- Yes. Technology Services Communications Account.
  - 10-2844-538-000-00-000-006-000-0000

**E. Selection of winning proposal**

- Ironton Global. \$1,037.58\* monthly, \$12,450.96\* annually
  - \*Rates are based on estimated taxes and fees

**F. Other**

N/A





**Ironton Global**  
Cloud communication: reliable, simple & affordable

# 12 Mo Term Renewal

Date March 1, 2022  
Quote # 32  
Quote Expiration March 31, 2022

IG SALES EXEC / AUTHORIZED IG RESELLER	
Name	Matt Fachel
Company	Ironton Telephone Company
Address	4242 Mauch Chunk Road
City, St, Zip	Coplay, PA 18037
Phone	610-841-4100
Fax	610-799-0035
Email	<a href="mailto:mfachel@ironton.com">mfachel@ironton.com</a>

CUSTOMER	
Name	Brian Borosh
Company	East Stroudsburg Area School District
Address	50 Vine Street
City, St, Zip	East Stroudsburg, PA 18301
Phone	570-424-8500
Fax	570-424-7834
Email	<a href="mailto:brian.borosh@esasd.net">brian.borosh@esasd.net</a>

**SERVICE AGREEMENT TERMS:** All Ironton Global services to be purchased, provisioned and delivered to customer are as listed below. Any additions, modifications and/or omissions must be updated within a new services agreement, and any written-in changes are void. By signing this service agreement, customer agrees to be bound by the terms of service as displayed on <http://www.irontonglobal.com/about-us/terms-conditions>. These Terms and Conditions may change from time to time, although only certain limited changes are allowed during any initial contract term or agreed renewal term. THEY INCLUDE A MANDATORY ARBITRATION CLAUSE AND COVER OTHER DETAILS. All pricing and all billing are in U.S. Dollars.

PART #	SERVICE DESCRIPTION	QTY	NRC	NRC TOTAL	MRC	MRC TOTAL
IG-TRK-S-3	IG Standard Voice Trunk. Ratio of 2:1 inbound-to-outbound call paths per trunk. Unlimited minutes (inbound/outbound) on calls to 50 US States ONLY. New DID and/or Line Number Porting (LNP) must be purchased separately. 1 year term starting July 1st, 2022, ending June 30th, 2023.	40	\$ -	\$ -	\$ 18.00	\$ 720.00
IG-D-LNP-NEW	Domestic LNP (Line Number Porting). We port from 97% of the US and Canada. Porting may take up to 30 days from the day ALL paperwork is submitted.	120	\$ -	\$ -	\$ 1.00	\$ 120.00
IG-CUSTOM	Estimated Taxes and Fees	1	\$ -	\$ -	\$ 197.58	\$ 197.58

SUBTOTAL	\$ -	\$ 1,037.58
TAX RATE		
SALES TAX		
S&H	\$ -	
<b>TOTAL</b>	<b>\$ -</b>	<b>\$ 1,037.58</b>

**Authorized Customer Representative - Sign Below**

Signature: \_\_\_\_\_  
Print Name and Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**Authorized Ironton Global Representative - Sign Below**

Signature: \_\_\_\_\_  
Print Name and Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**NOTES:** ALL orders take a MINIMUM of 30 days to complete (new or ported). TOLL FREE ORIGINATION, CONFERENCING, INTERNATIONAL & DOMESTIC TERMINATION PER MINUTE RATES & ANY ASSOCIATED CHARGES WILL APPLY UNLESS OTHERWISE SPECIFIED IN THE SERVICE DESCRIPTION. ALL CITY, COUNTY, STATE, MUNICIPAL & FEDERAL TAXES, SURCHARGES, AND FEES MAY CHANGE, ARE APPLICABLE & WILL BE APPLIED AT EACH BILLING CYCLE. E911 will be charged in accordance to all laws and municipalities. E911 will be charged for ANY AND ALL devices, extensions, lines and trunks that can reach 911. International rates are subject to change at any time. By enabling International dialing, you hereby understand that you (customer) assume all responsibilities for fraud and hacking. It is strongly advised that ALL usernames and passwords for ALL gateways, PBX, routers, switches, VPN appliances, portals, servers and other points of entry into your LAN or WAN be professionally inspected, reviewed and changed to non-default and very strong encryption user names and passwords. Under NO circumstance should ANY device be left to its default user name or password. Ironton Global services do not include LAN or WAN network support in its proposals. Should the latter be needed, it is billed at \$150/hour + Tax for remote support. All customer networks are expected to be VOICE and VIDEO ready. Ironton Global participates in the schools and libraries program (E-Rate) under SPIN 143037326. Any early termination by the customer must be given to us in writing and jointly signed by customer and approved by Ironton Global Management in writing prior to making it applicable. The pricing in this agreement reflects customer's willingness to enter into a long term service arrangement, and the parties agree that company will suffer economic loss that would be difficult to quantify precisely if customer terminates the contract early. Accordingly, to provide certainty, an early termination fee equivalent to the sum of the monthly charges that would be billed for the remainder of the agreed term of this agreement (but NO LESS than six months' charges) will be assessed on the customer in case of early termination of this agreement by either the customer or (in the event of default by customer) the company. The termination fee will be billed as a lump sum upon early termination of the agreement and is in addition to charges for service provided through the date of early termination.

- IG Voice Trunks are configured with a 2:1 inbound-to-outbound trunking capacity (20 trunks = 40 inbound call paths).


## V. ITEMS FOR DISCUSSION

- g. 2020-21 Excess MCTI funds - proposed Motion

**MCTI**

**Excess 2020-21 Funds**

**MCTI March 7, 2022 Board Approved Motion:**

Motion to authorize the School Board representatives of the Joint Operating Committee to take back a motion for public consideration at their home regular board meetings for the MCTI to retain the 2020-2021 excess revenue in the amount of \$1,145,451.87. Such a motion is consistent with the requirements of the Articles of Agreement. Monies to be deposited in the Capital Reserve Account in the event the four sending school districts ultimately approve of this. In approving this motion, the Joint Operating Committee so authorizes the Administration to be in contact with the home school districts to ensure the appropriate motion is placed on the home districts' agendas.

**Proposed ESASD March 21, 2022 Board Motion:**

Motion to approve the request of the MCTI Joint Operating Committee to distribute \$1,145,452 in 2020-21 excess funds to the MCTI Capital Reserve Fund with the East Stroudsburg Area School District's share being \$255,409, in accordance with the recommendation of the Finance Committee.

**Supporting Documentation from the 2020-21 MCTI Independent Audit Report:**

**MONROE CAREER AND TECHNICAL INSTITUTE**

**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2021**

**(9) DUE FROM/TO MEMBER SCHOOL DISTRICTS**

Member district contributions are determined annually and are based upon budgeted operating revenues and expenditures which are allocated based upon projected average daily membership. Any deficiency or excess of contributions are either billed or credited to each member district at year end. The amount due to member districts at June 30, 2021 was calculated as follows:

	<u>Pocono Mountain</u>	<u>East Stroudsburg</u>	<u>Pleasant Valley</u>	<u>Stroudsburg Area</u>	<u>Total</u>
Calculated % of budget	34.516%	22.287%	23.031%	20.158%	100.00%
Net operating expenses to be funded	\$ 2,561,699	\$ 1,654,900	\$ 1,708,271	\$ 1,495,903	\$ 7,421,773
Contributions received during 2020	<u>(2,957,064)</u>	<u>(1,910,309)</u>	<u>(1,973,076)</u>	<u>(1,726,776)</u>	<u>(8,567,225)</u>
Due to member districts at June 30, 2020	<u>\$ (395,365)</u>	<u>\$ (255,409)</u>	<u>\$ (263,805)</u>	<u>\$ (230,873)</u>	<u>\$ (1,145,452)</u>



## V. ITEMS FOR DISCUSSION

- h. Athletic Field Turf Fertilizer - Fisher & Son Company  
Quote, \$27,115.25

# Form 611

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

The respondent's email (**daryle-miller@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 \*

Daryle Miller

Untitled Title

Department \*

Grounds

Building \*

District

What service or item are requesting \*

Fertilizer

Why are you requesting the service or item \*

Maintain athletic fields District wide

Suggested replacement \*

no

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

\$ 25000.00

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

\$ 27,115.25 Fisher and son

What is the total cost of the purchase? \*

\$ 27,115.25

Procurement Method: \*

Quote Received only one Proposal

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.

029-038

Which Fund will be charged? \*

10

What account will be charged? \*

Grounds

Selection of the 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.

Google Forms

**Quote Details**

Fisher & Son Company, Inc.  
 110 Summit Drive  
 Exton, PA 19341  
 USA  
 8002622127

Order Number: QQ-0000231172  
 Order Date: 03-09-2022  
 Purchase Order Number: Srping

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

**Ship To**  
 East Stroudsburg Area School District  
 150 WALNUT ST  
 \*\*\*\*\*straight truck only\*\*\*\*\* deliveries must be before 12pm  
 East Stroudsburg, PA 18301  
 USA

**Comments:**

Costars#118461 Contract#029-038

**Requested Delivery Date**

03-14-2022

**Ship Via**

FSCTruck

**Terms**

Net 30

Item	Description	Ordered	Shipped	UOM	Price	Amount
1	F7510 32-0-5 95% DUR 19% DIM.058 ACEL SOP 6M0	188.00	0.00	bag	85.20	16,017.60
2	6524 32-0-5 50% UFLEX KCL SGN 22050 LB	188.00	0.00	bag	31.05	5,837.40
3	6585 16-8-8 100% AMSULF SGN 220 50 LB	235.00	0.00	Each	22.15	5,205.25
<b>Sub-Total:</b>						27,060.25
<b>Freight Amount:</b>						55.00
<b>Sales Tax:</b>						0.00

Close  
 Total: 27,115.25  
 Close

## V. ITEMS FOR DISCUSSION

- i. 2022-23 Budget Presentation



# 2022-23 Budget

Finance Committee Meeting  
March 14, 2022





## Agenda

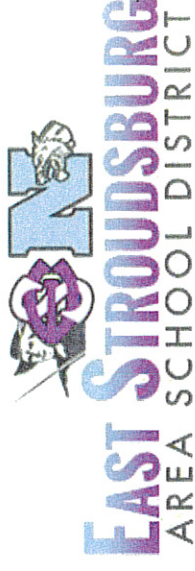
- School Mission and Vision
- Role of the School Board and the District Budget
- Multi – County School District Tax Rate Rebalancing
- Millage and Assessment Trends
- Local Revenue Trends and the impact of COVID
- State and Federal Funding Updates
- Expenditure Overview and Major Cost Drivers
- 2022-23 Budget Timeline

## Mission Statement



East Stroudsburg Area School District fosters within all students a commitment to excellence, service and life-long learning which prepares students to be creative, productive and responsible citizens with a global perspective

## Vision Statement



The East Stroudsburg Area School District supports all students on their path to success and values their rich diversity. Our dynamic programs are delivered by high-quality educators who utilize all the tools at their disposal, and collaborate with home and community, in order to deepen everyone's passion for lifelong learning.

## Role of the School Board and the Budget



- A school district budget, no matter how large or small, is a delicate balance of policy choices.
- Adopting a budget is one of the most important functions of the school board.
- Budgets provide school boards with the opportunity to directly influence the educational environment of the district.
- Adoption of the budget provides administrative staff with direction and guidance to act.
- Almost every major decision made by the school board is or needs to be incorporated into the budget.

Reference: Understanding School Finance - A Basic Guide for Pennsylvania School Directors.  
Published by the Pennsylvania School Boards Association

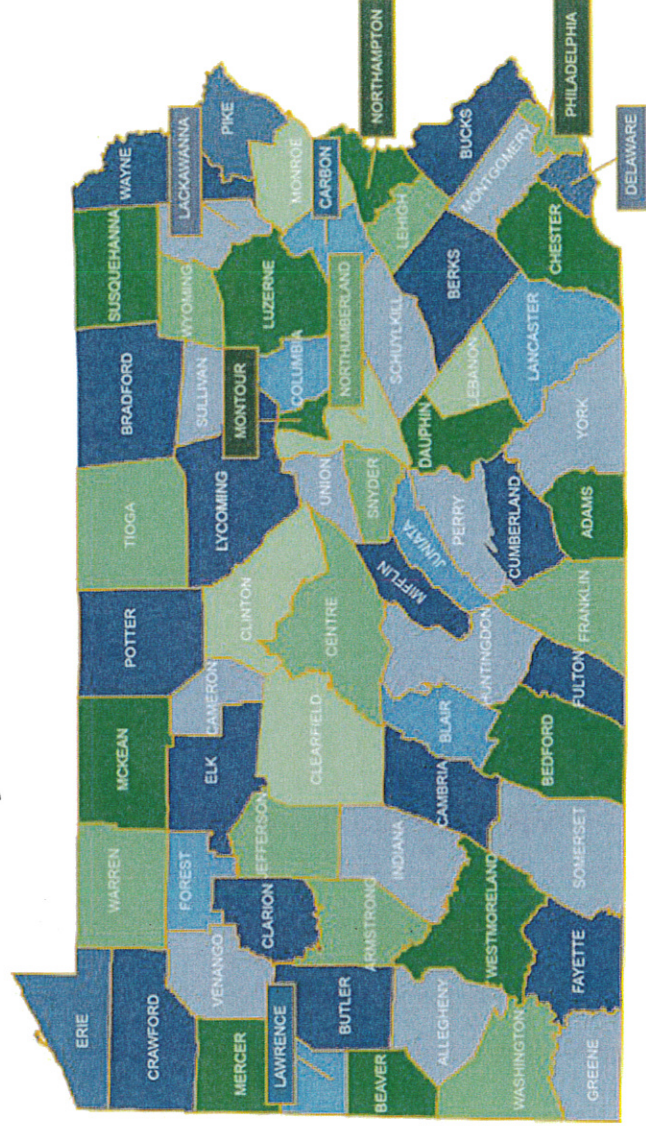


# Multi-County School District Tax Rate Rebalancing



There are 500 Public Schools in Pennsylvania, 89 of those School Districts educate students in more than one county

- 78 are in 2 counties
- 10 are in 3 counties
- 1 is in 4 counties



## PA School Code Section 672.1

School Districts lying in more than one county or in more than one municipality; limitation on total tax revenues

- (a) Whenever a school district shall lie in more than one county, the total taxes levied on real estate within the school district in each county shall be subject to:
  - (1) the limitation that the ratio which such total taxes bears to the most recent valuation of the same properties by the State Tax Equalization Board (STEB) shall be uniform in all of the counties, and the school district shall adjust its rate of taxation applicable to the portion of the district in each county to the extent necessary to achieve such uniformity.
- Calculates different tax rates based on share of STEB market value in each county.



## Who is STEB?

- State Tax Equalization Board (STEB) was established by the General Assembly in Act 447 PL 1046, 1947, to compensate for the lack of assessment uniformity statewide in distributing school subsidies.
- The primary function of the STEB will determine annually the aggregate market value of taxable real estate property in each political subdivision and school district throughout the Commonwealth of Pennsylvania.
- The STEB is to establish a common level ratio of assessed value to market value for each county for the prior calendar year.





## Section 672.1 Method (a)(1)

STEB Rebalancing Formula -

- $\text{Market Value \% per county} \times \text{Total Tax \$} = \text{Tax \$ per county}$
- $\text{Tax \$ per county} / \text{county Assessed Value} = \text{Millage}$





## STEB Market Values and Assessments

County	2019 Market Value	2020 Market Value	Change from Prior Year
Monroe	\$2,233,517,865 77.28%	\$2,206,694,165 76.34%	(\$26,823,700) -1.20%
Pike	\$656,750,884 22.72%	\$683,932,869 23.66%	\$27,181,985 4.14%
County	2022 Assessment	2023 Assessment	Change from Prior Year
Monroe	\$2,608,545,206 93.06%	\$2,616,686,801 93.08%	\$8,141,595 0.31%
Pike	\$194,396,520 6.94%	\$194,584,610 6.92%	\$188,090 0.10%



# Multi County Ratios & Millage History

Year	STEB MV Ratio		Millage		Rebalanced Millage for Next Year Base		% Rebalancing Change	
	Monroe	Pike	Monroe	Pike	Monroe	Pike	Monroe	Pike
2013-14	75.94%	24.06%	180.81	128.94	182.57	128.94	0.97%	0.00%
2014-15	76.41%	23.59%	180.81	123.44	180.83	123.44	0.01%	0.00%
2015-16	76.42%	23.58%	179.37	123.42	179.51	123.42	0.08%	0.00%
2016-17	76.48%	23.52%	177.86	121.27	178.04	121.27	0.10%	0.00%
2017-18	76.55%	23.45%	177.86	122.91	177.86	122.96	0.00%	0.04%
2018-19	76.55%	23.45%	177.86	123.66	177.94	123.66	0.04%	0.00%
2019-20	76.58%	23.42%	176.81	123.66	30.00	123.66	-83.03%	0.00%
2020-21*	77.19%	22.81%	30.72	123.66	30.75	123.66	0.10%	0.00%
2021-22	77.28%	22.72%	31.27	123.39	31.27	128.47	0.00%	4.12%
2022-23	76.34%	23.66%	31.27	128.47				

\* Monroe County Reassessment



## STEB Market Value Impact on Millage

County	2021-22 Budget Millage	2021-22 Rebalanced Millage	Change from Prior Year
Monroe	31.27	31.27	0.0%
Pike	123.39	128.47	4.1%

The 2021-22 STEB rebalanced millage is the new base millage for 2022-23 budget discussions and decisions

# 2022-23 Tax Bill Impact Recognizing Rebalancing Only



	Monroe	Pike
% of District	76.3%	23.7%
2021 Median Homestead Assessment	\$137,020	\$27,650
2021-22 Millage	31.27	123.39
Tax Bill	\$4,284.62	\$3,411.73
2022-23 Rebalanced Millage	31.27	128.47
Tax Bill with Rebalanced Millage	\$4,284.62	\$3,552.20
<b>Yearly Increase in Median Bill</b>	<b>\$0.00</b>	<b>\$140.47</b>
2021 Homestead Rebate	\$442.75	\$442.75



# 2013-14 Median Homestead RE Tax Bill



	Monroe	Pike
% of District	75.9%	24.1%
2012 Median Homestead Assessment	\$24,000	\$27,545
2013-14 Millage	180.81	128.94
Tax Bill	\$4,339.44	\$3,551.65
2013-14 Rebalanced Millage	182.57	128.94
Tax Bill with Rebalanced Millage	\$4,381.68	\$3,551.65
<b>Yearly Increase in Median Bill</b>	<b>\$42.24</b>	<b>\$0.00</b>
2013 Homestead Rebate	\$402.21	\$402.21



## Median Homestead RE Tax Bill Comparison

	Monroe	Pike
2013-14 Tax Bill including Homestead Rebate	\$3,937.23	\$3,149.44
2021-22 Tax Bill including Homestead Rebate	\$3,841.87	\$2,968.98
2022-23 Rebalanced Tax Bill including Homestead Rebate	\$3,841.87	\$3,109.45
<b>2021-22 Tax Bill DECREASE compared to 2013-14</b>	<b>-\$95.36</b>	<b>-\$180.46</b>
<b>2022-23 Rebalanced Tax Bill DECREASE compared to 2013-14</b>	<b>-\$95.36</b>	<b>-\$39.99</b>

Over the last 10 years, School Property Taxes have **DECREASED** in the East Stroudsburg Area School District

# "Remember When..."

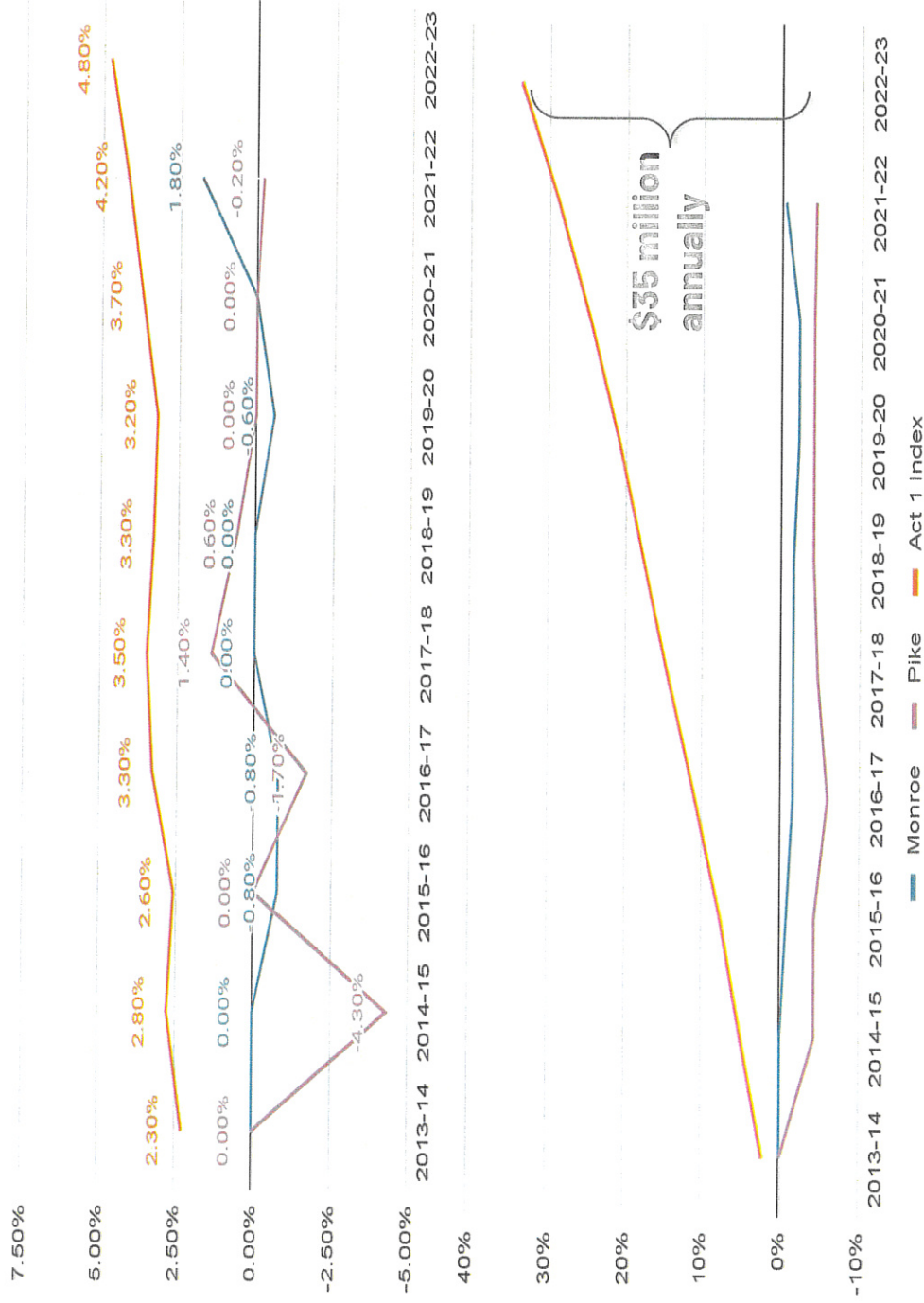


Cost of:	2013	2022	% Change
Loaf of Bread	\$1.58	\$2.50	58.2%
Gallon of Gas	\$2.95	\$4.17	41.4%
Gallon of Milk	\$3.53	\$3.82	8.2%
Average Tuition/Board at a PA State System University	\$16,992	\$22,276	31.1%
Highest Grossing Film	Iron Man 3 (\$1.2B)	WaterGate Bridge (\$480M so far)	
Consumer Price Index			20.3%
Median School Property Tax Bill in Monroe County	\$3,937.23	\$3,841.87	-2.4%
Median School Property Tax Bill in Pike County	\$3,149.44	\$2,968.98	-5.7%

...in 2013, the graduating class of 2022 was in 3rd grade and 9 years old



# Millage change compared to Act 1 Index



District has remained well below allowable Act 1 Index tax rates. With multiple years of tax reductions

Since 2013-14, in aggregate, Monroe Millage Rate is down 0.4% and Pike Millage Rate is down 4.3%. While the Act 1 index is up 33%. This represents ~\$35 million of lost annual revenue opportunity

Reduction in tax rates has limited additional revenue opportunities



## Equalized mill rate comparison

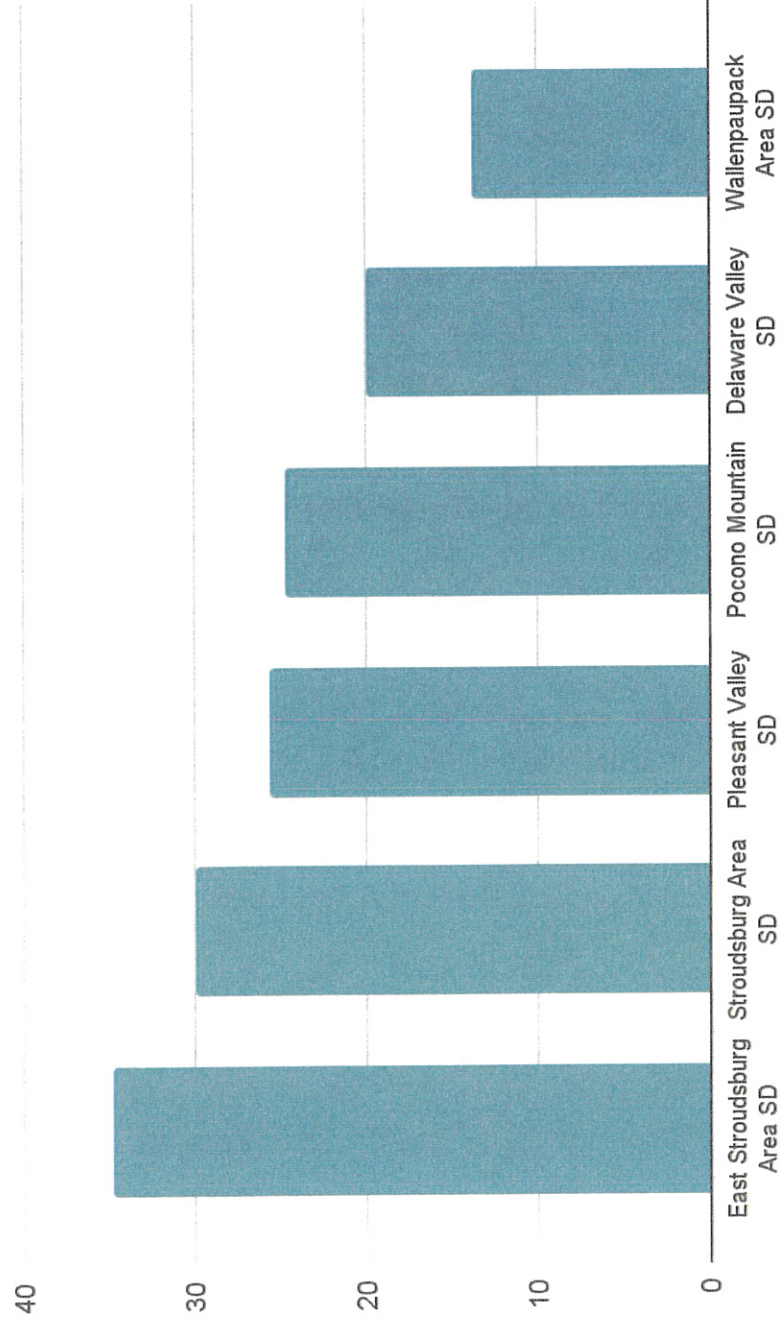


The equalized mill rate, or the effective tax rate, is calculated by dividing the total revenue generated by the total market value of the taxed property

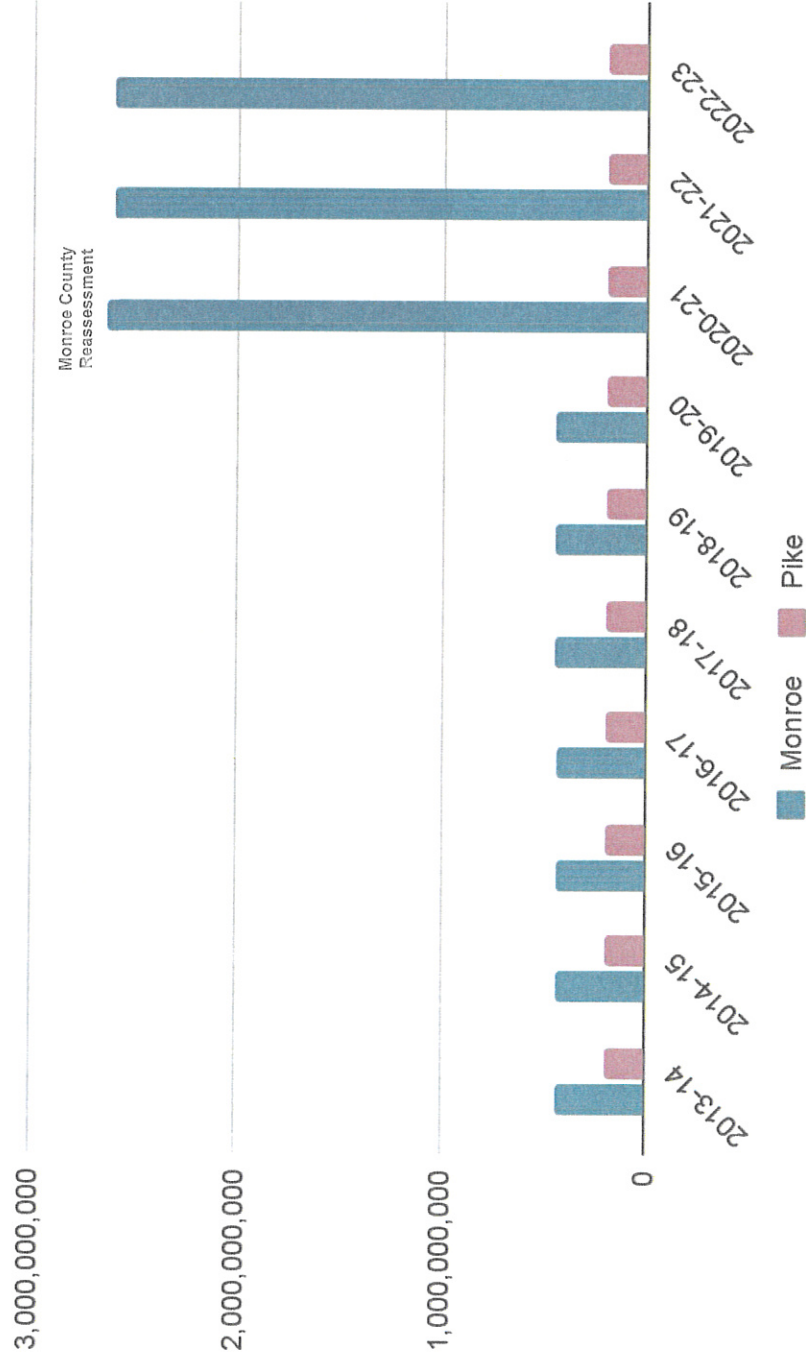
Said another way, the equalized mill is the equivalent of dollars of tax per \$1,000 market value

ESASD has historically been on the high end of tax dollars per market value

The ESASD tax rate is \$34.80 for every \$1,000 of property value



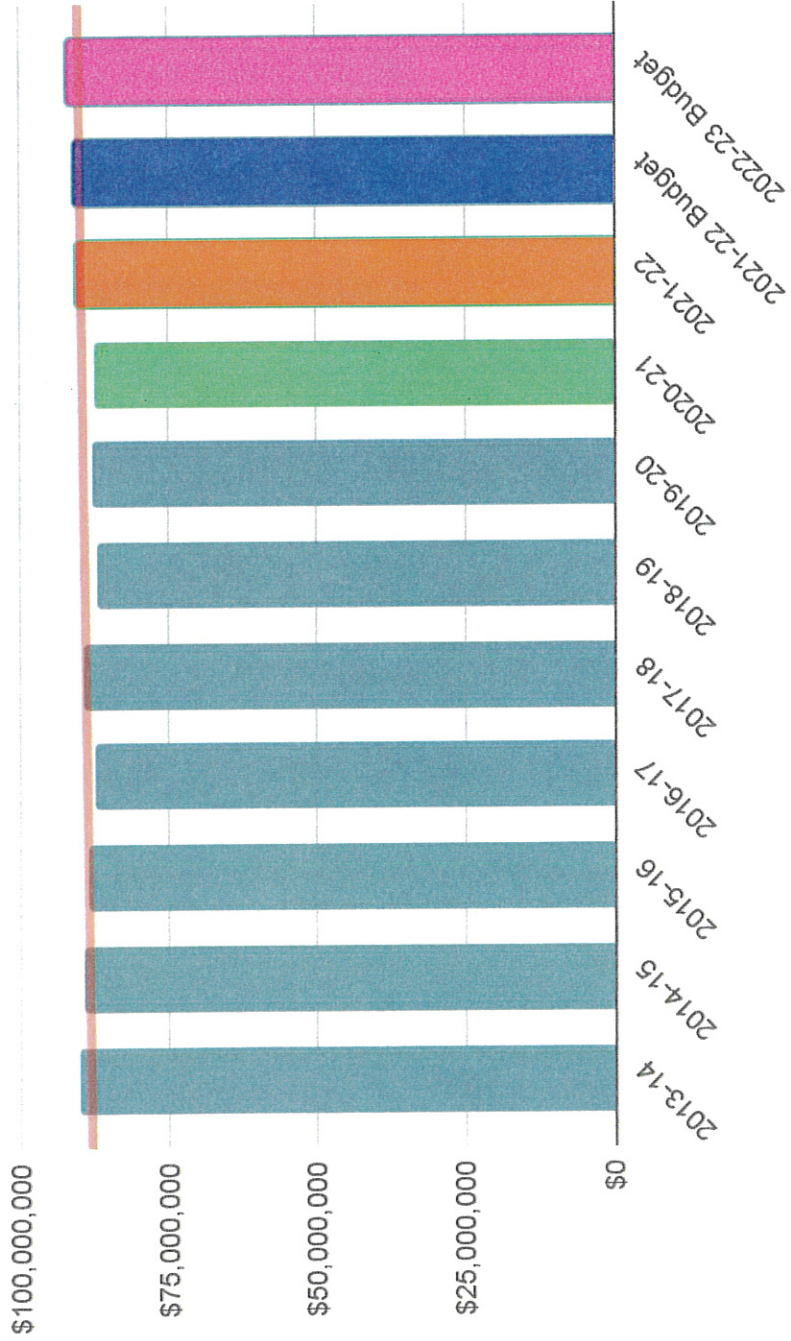
## Districtwide Property Assessment Value



Minimal assessment growth has limited additional revenue opportunities

Over \$2 million in Property Tax revenue has been lost to assessment appeals since the Monroe County reassessment. Appeals are primarily Commercial property

## Local Revenues - Current RE Tax



Flat to lower Millage rates and flat to minimal assessment growth = flat Local RE Tax Revenue

Current RE collections averaging \$88.5 million over the last 10 years





## 2022-23 Act 1 Index is 4.8%

County	2021-22 Millage	2021-22 Rebalanced Millage	2022-23 Act 1 Index	Change from Rebalanced Millage
Monroe	31.27	31.27	32.77	4.8%
Pike	123.39	128.47	134.64	4.8%

- In December the Board passed a resolution to not exceed the Act 1 index
- The maximum amount of new tax revenue that can be generated in 2022-23 is \$6.4 million

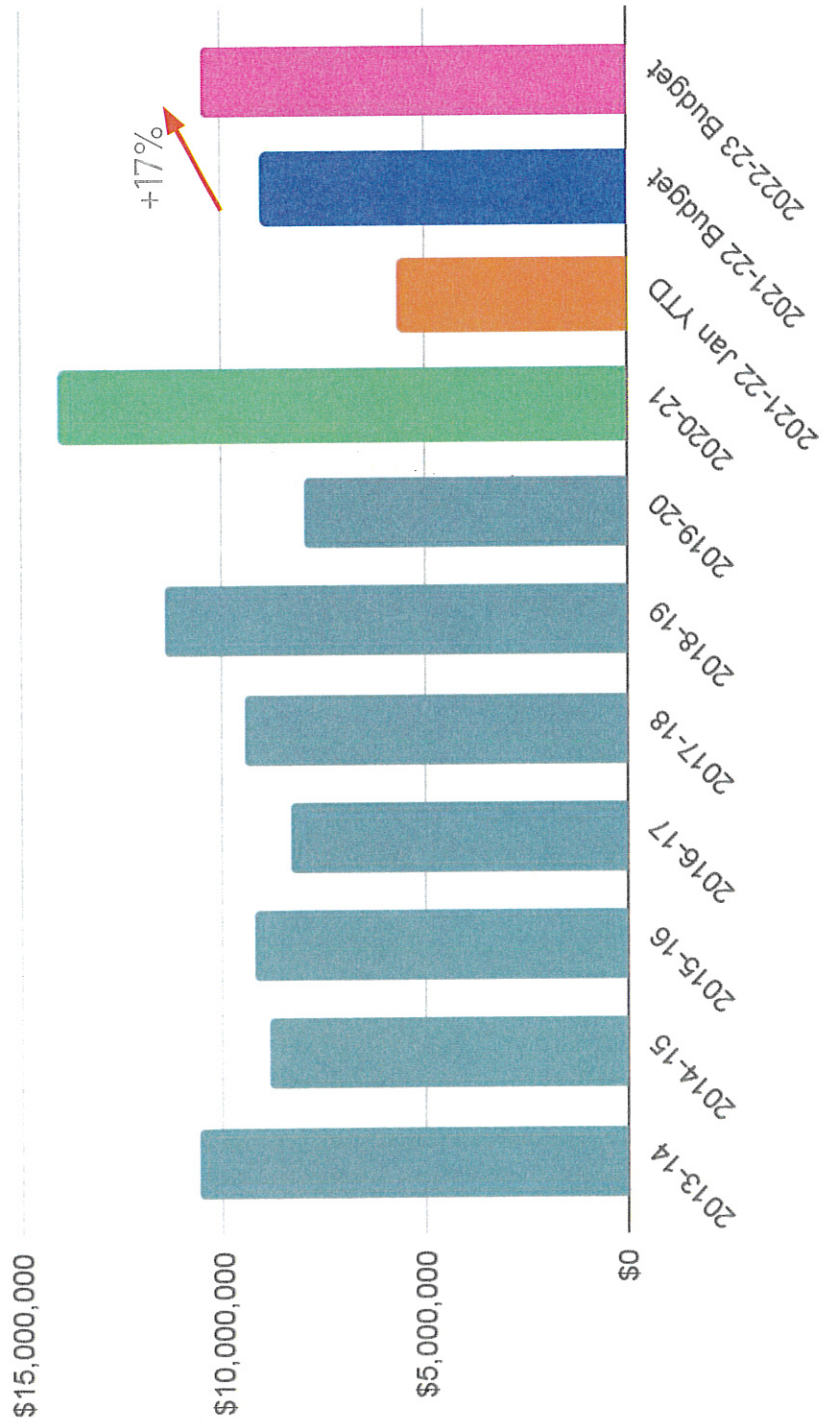
# Local Revenues - Delinquent RE Tax

Recent trends significantly higher than previous years

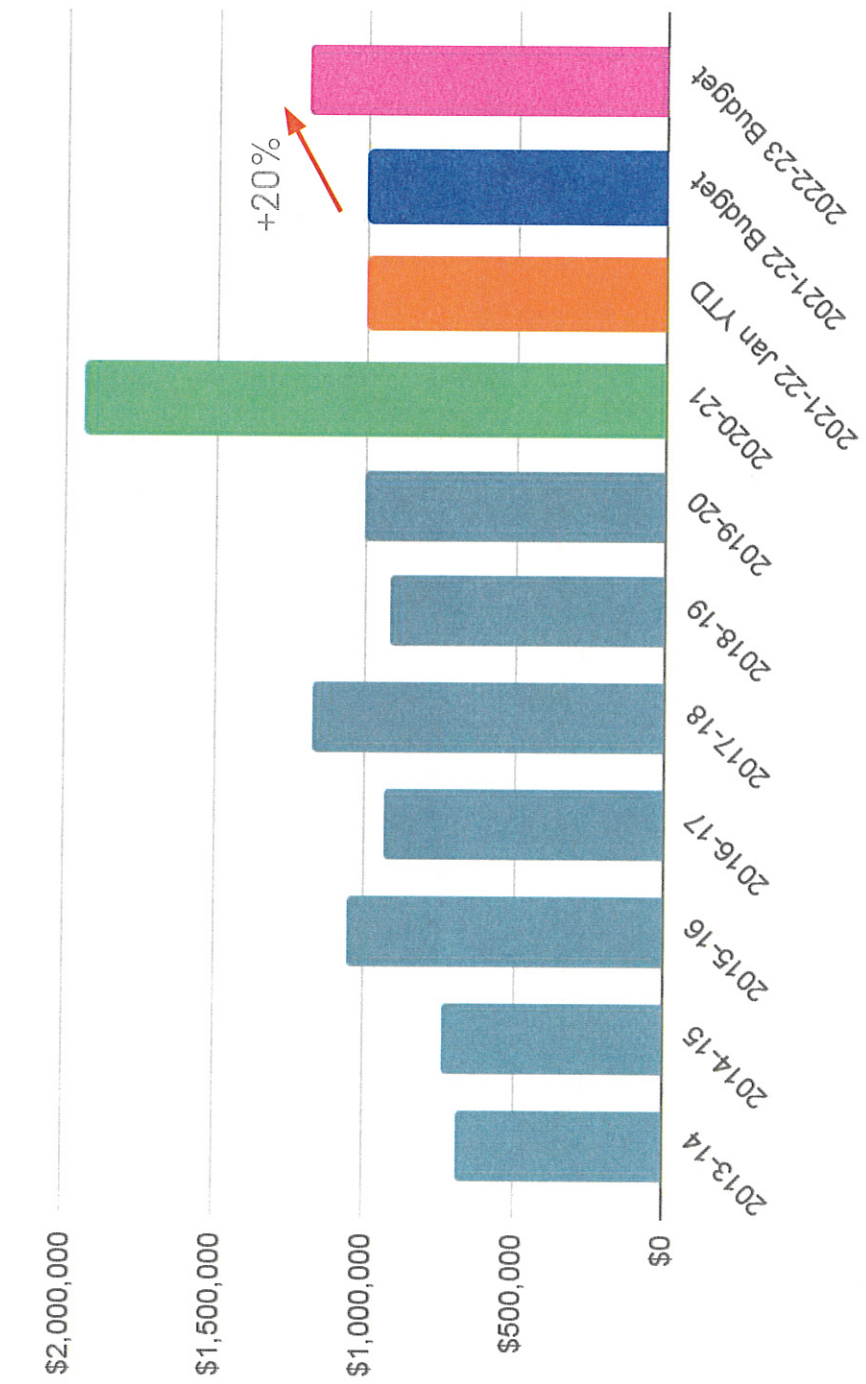
Measure of fiscal health and an indicator of economic conditions

Budgeting for a 17% increase in 2022-23

Assumed increase creates potential "budget hole" in future budget years



# Local Revenues - RE Transfer Tax



Recent trends significantly higher than previous years

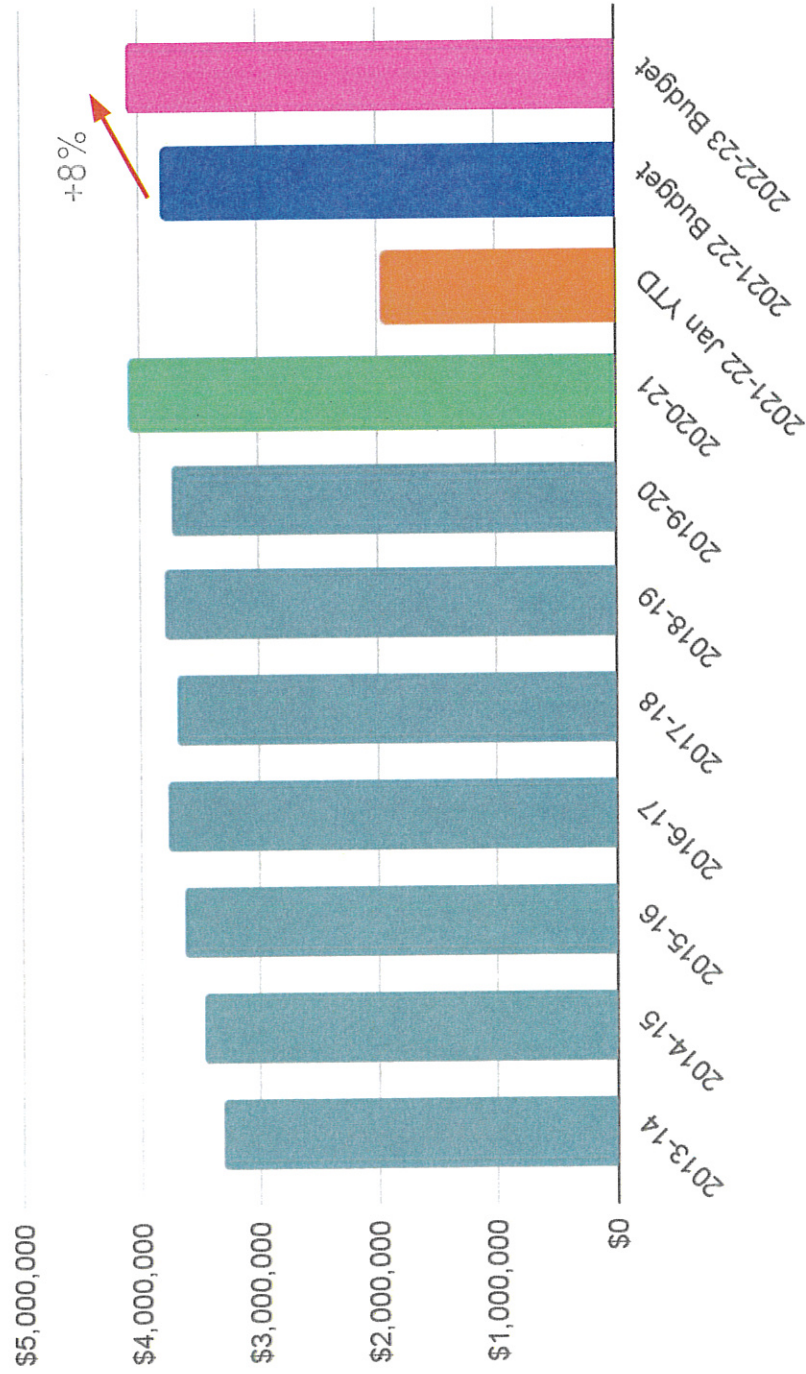
Measure of fiscal health and an indicator of economic conditions

Budgeting for a 20% increase in 2022-23

Assumed increase creates potential "budget hole" in future budget years



## Local Revenues - Earned Income Tax



Recent trends higher than previous years

Measure of fiscal health and an indicator of economic conditions

Budgeting for an 8% increase in 2022-23

Assumed increase creates potential "budget hole" in future budget years



## Governor's Budget Proposal

The Governor's February 8th Budget Proposal included a historic investment in Public Education for the 2022-23 SY:

- \$1.25 Billion increase for Basic Education Funding
- \$300 Million increase for the Level Up Supplement
- \$200 Million increase for Special Education Funding
- \$170 Million increase for PSERS Reimbursement Subsidy
- \$60 Million increase for Pre-K Counts
- \$30 Million increase for Social Security Reimbursement
- \$20 Million increase for PA Smart Initiative
- \$16 Million increase for Pupil Transportation Subsidy
- \$10 Million increase for Head Start Supplementals
- \$5 Million increase for Career and Technical Education



## State and Federal Funding

### State

1. ESASD BEF would increase by \$7.6 million or 42% under Governor's proposal.
2. ESASD SEF would increase by \$1.3 million or 25% under Governor's proposal.
3. *Tonight's Budget Presentation assumes 2022-23 BEF and SEF flat to 2021-22 SY.*
4. Will continue to monitor House and Senate budget discussions and adjust budget accordingly.

### Federal

1. All ESSER funds are budgeted and layered into 2022-23 budget assumptions.
2. Estimated Title program funding essentially flat to 2021-22 SY.





## 2022-23 Revenue Comparison to Prior Year

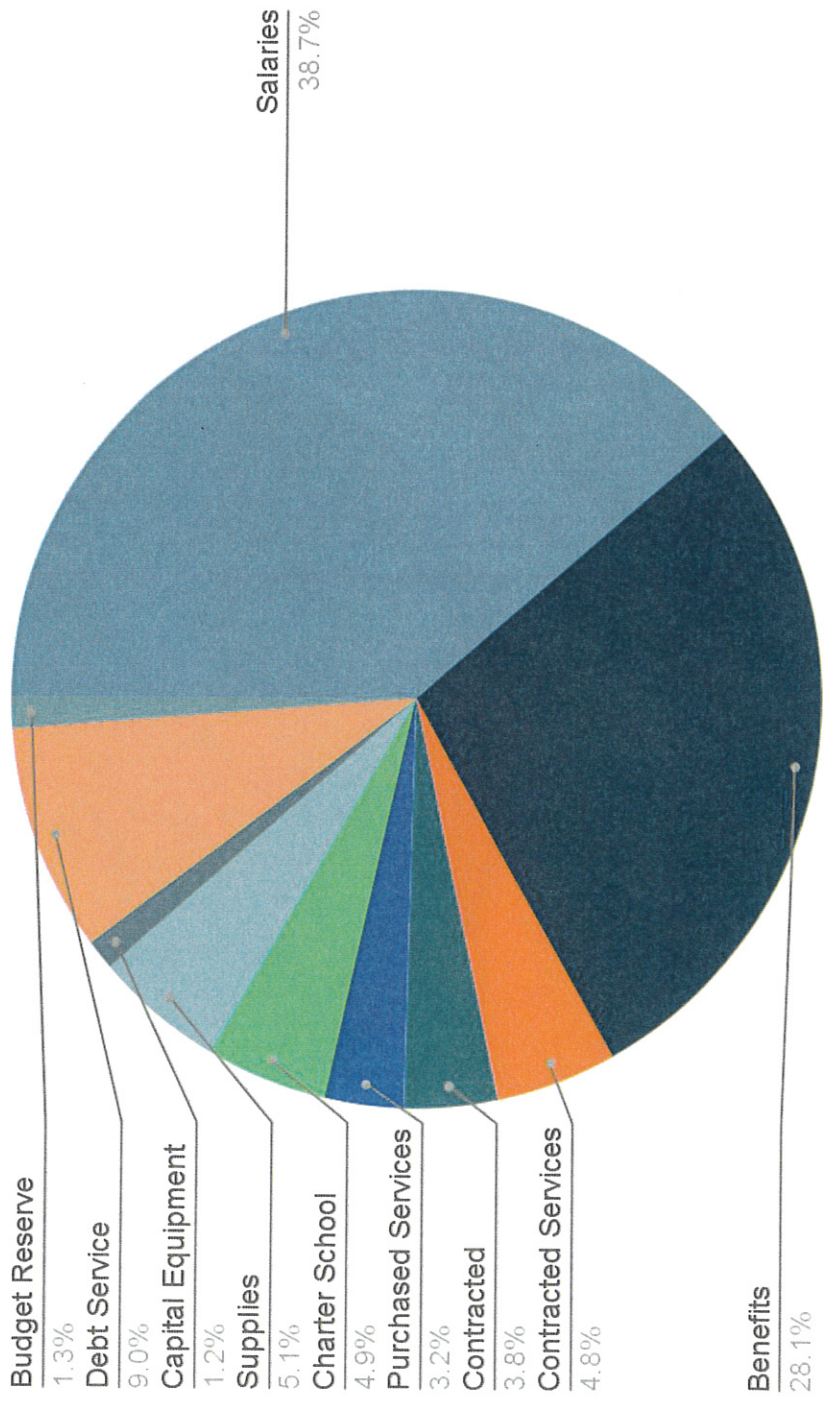
	2021-22 Budget	2022-23 Budget	Variance \$	Variance %
Local	\$106,346,827	\$109,776,313	\$3,429,486	3.2%
State	49,902,534	52,266,130	2,363,596	4.7%
Federal	14,885,180	13,326,976	(1,558,204)	-10.5%
Other	1,653,602	1,999,316	345,714	20.9%
<b>Total Revenue</b>	<b>\$172,788,143</b>	<b>\$177,368,735</b>	<b>\$4,580,592</b>	<b>2.7%</b>



## 2022-23 Budget Comparison to Prior Year

	2021-22 Budget	2022-23 Budget	Variance \$	Variance %
Revenue	\$172,788,143	\$177,368,735	\$4,580,592	2.7%
Expenditures	177,316,960	184,947,805	7,630,844	4.3%
Revenue over Expenditures	(4,528,817)	(7,579,070)	(3,050,252)	67.4%
Beginning Fund Balance	48,745,190	44,216,373	(4,528,817)	-9.3%
Ending Fund Balance	\$44,216,373	\$36,637,303	(\$7,579,070)	-17.1%

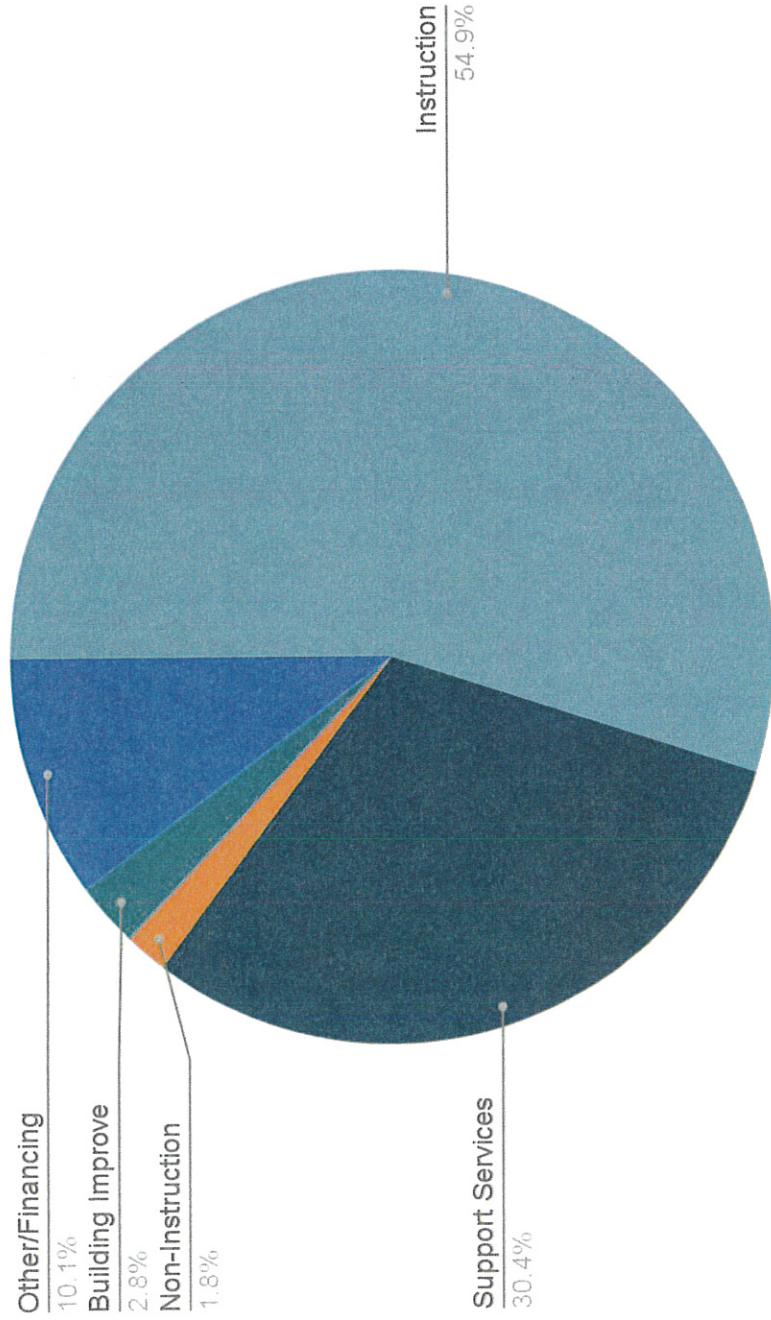
# 2022-23 Budget Expenditure by Object



\$71,544,282	Salaries
52,000,029	Benefits
8,902,342	Contracted Services
6,960,345	Contracted Maintenance
5,840,921	Purchased Services
9,000,000	Charter School Tuition
9,509,332	Supplies
2,242,551	Capitalized Equipment
16,576,468	Debt Service
2,371,535	Budget Res/Cap Trans/Fees
<b>\$184,947,805</b>	<b>Total</b>



# 2022-23 Budget Expenditure by Function

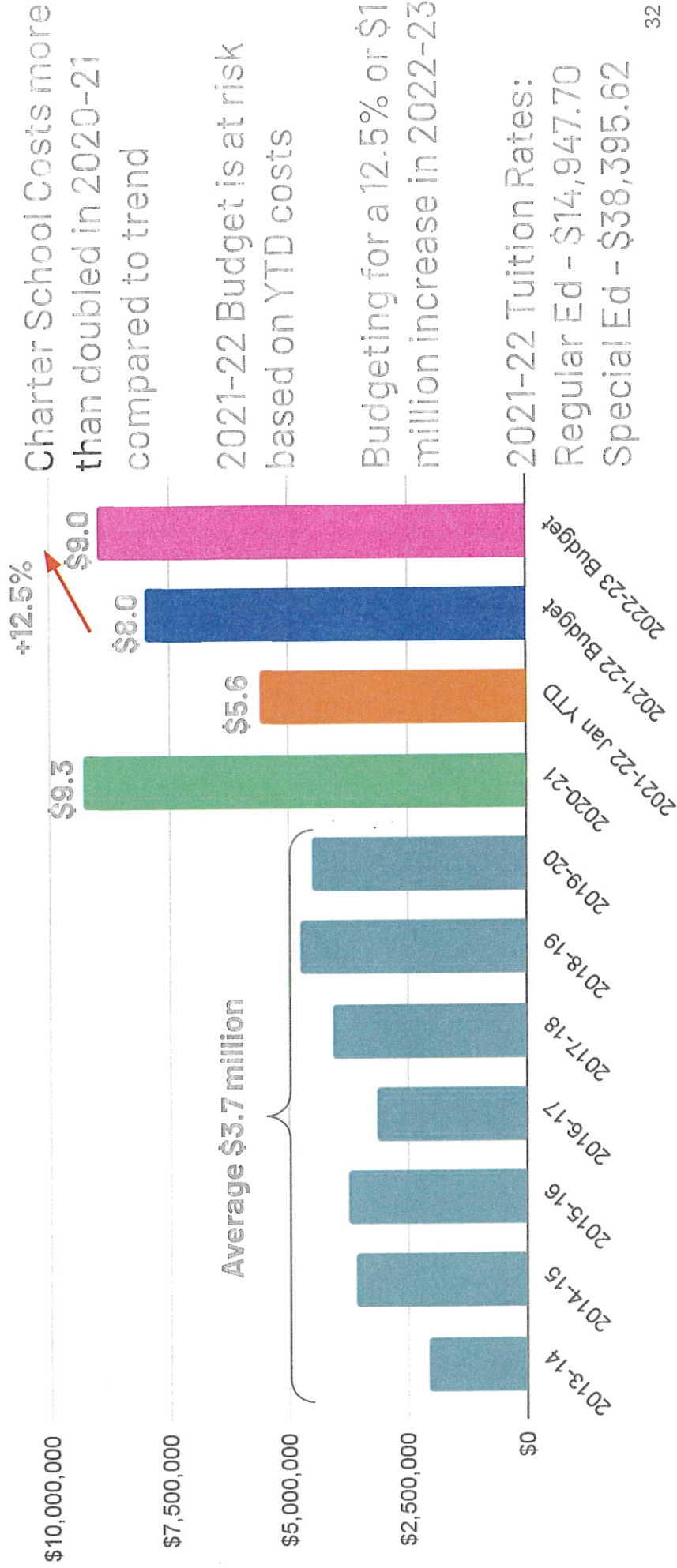


\$101,620,918	Instruction
56,178,151	Support Services
3,295,827	Non-Instruction Services
5,086,441	Building Improvements
18,766,468	Other / Financing Uses
<b>\$184,947,805</b>	<b>Total</b>

## 2022-23 Budget Cost Drivers

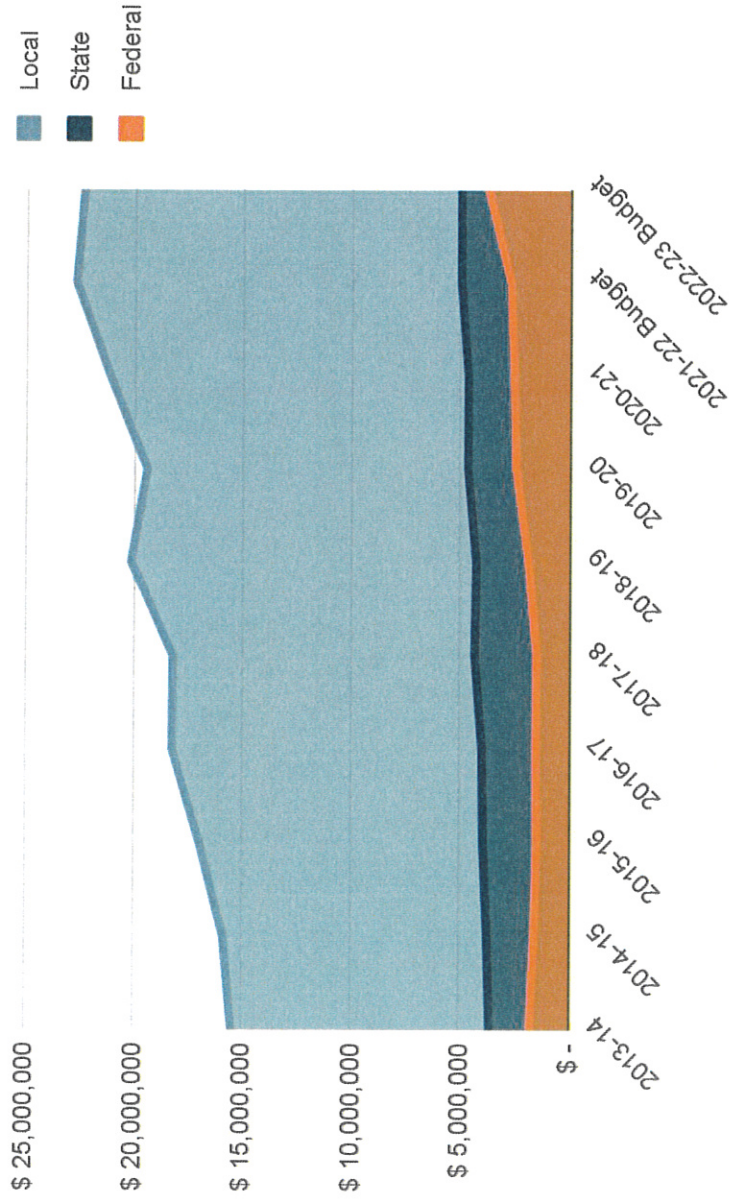
	2022-23 Budget	Increase / (Decrease) over 2021-22 \$	Increase / (Decrease) over 2021-22 %
Salaries	\$71,544,282	\$3,310,190	4.8%
PSEERS	24,865,003	1,224,375	5.2%
Charter Schools	9,000,000	1,000,000	12.5%
Capital Commitment	1,000,000	1,000,000	*
SBAP (ACCESS)	2,671,358	1,027,664	62.5%
Debt Service	16,576,468	730,289	4.6%
ESSER	7,474,667	(2,525,333)	-25.3%
Everything Else	51,816,027	1,863,659	3.7%
<b>Total Expenditures</b>	<b>\$184,947,805</b>	<b>\$7,630,844</b>	<b>4.3%</b>

# Charter School Tuition Cost





# Special Education Expenditure Funding

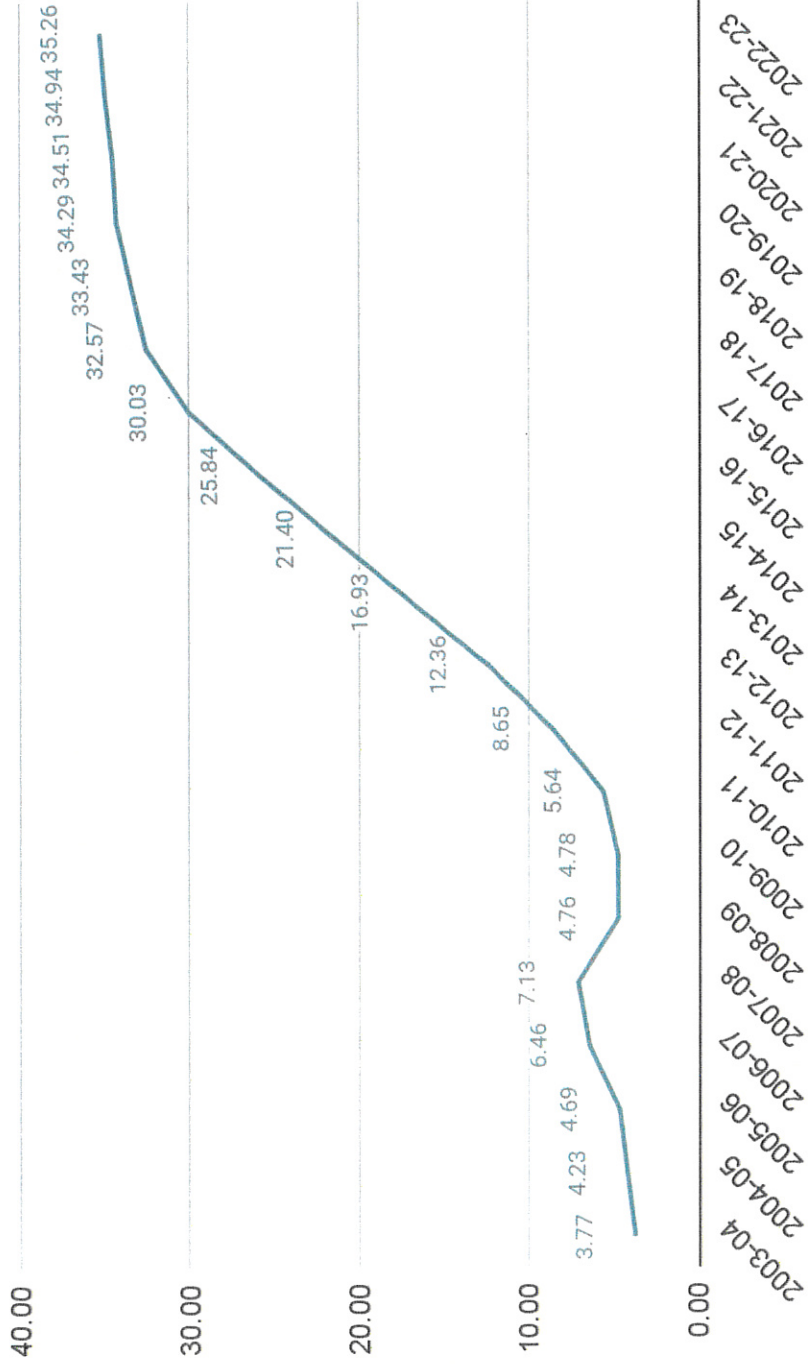


The majority of Special Education related costs are funded by Local tax revenue

Local funding of Special Ed costs is up 44% (\$6.8 million) since 2013-14. State funding is up 38% and Federal funding is up 114% (primarily ACCESS) over the same time period

Mandates continue to outpace State and Federal funding leaving local funding to pick up the bill

# PSERS - Employer Contribution Rate

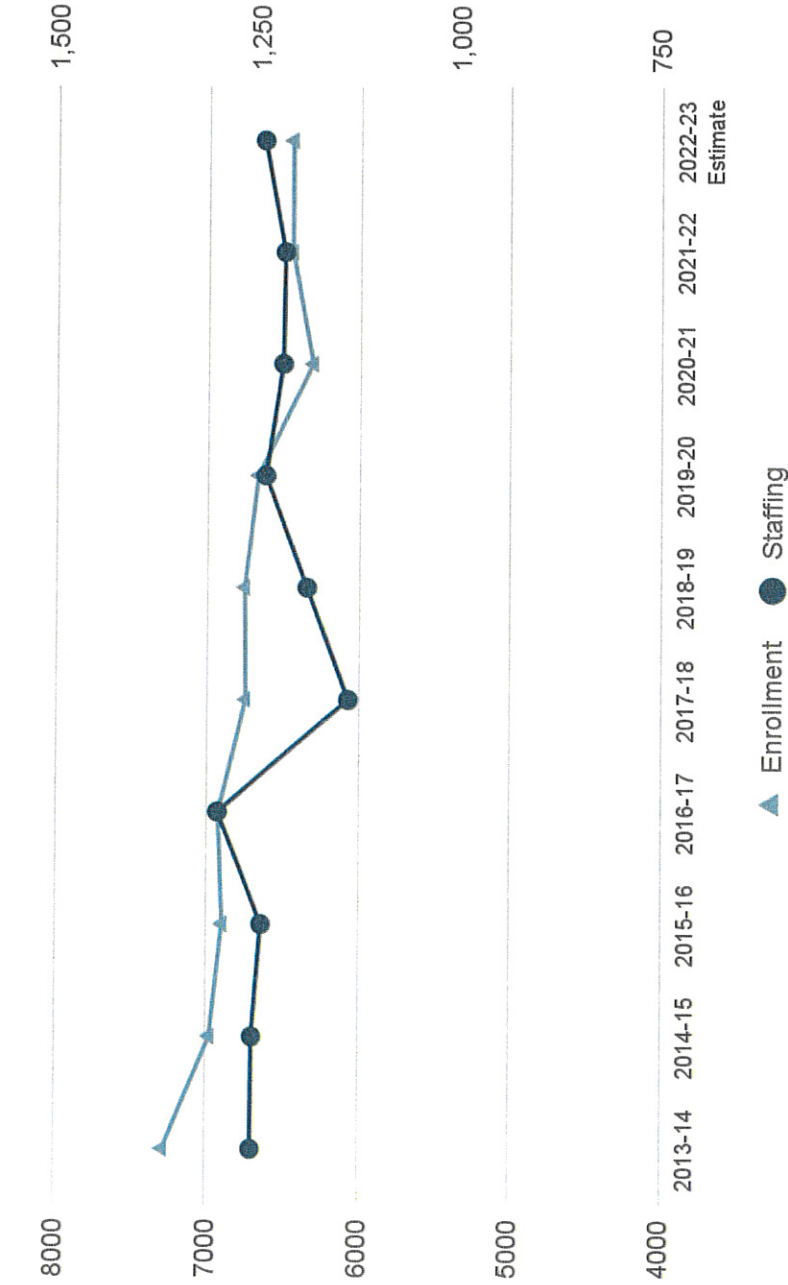


The 2022-23 rate of 35.26 was determined by PSERS' actuary and certified by the PSERS Board of Trustees at its meeting on December 17, 2021.

The certification marks the seventh consecutive year the employer rate will provide the full actuarially required contributions, which are necessary *to pay down the System's long-term pension debt. The debt payment makes up more than 60% of the newly certified employer contribution rate.* The debt was the result of years of suppressed employer contributions, unfunded benefit enhancements and two major market downturns since 2000.

ESASD PSERS costs will be \$24.9 million in 2022-23, reflecting an increase of \$1.2 million over 2021-22.

# Enrollment and Staffing Trend



Student enrollment is down 11% from 2013-14 with the largest drop evident in the 2020-21 school year. This correlates directly with the increased Cyber Charter enrollment in 2020-21.

Student enrollment did slightly bounce back in 2021-22 with an increase of 139 pupils.

Staffing is down 3% as of 2020-21.

2022-23 Staffing budget includes additional support positions to facilitate pandemic related learning loss. These positions are covered with ESSERS funding.

2022-23 enrollment is assumed flat to 2021-22.

2022-23 staff planning is an iterative process with change constant up to and through the start of the school year.



## Pupil/Staffing Ratios in PA Public SDs, 2020-21

Number of Pupils Range	Pupils per Teaching Staff	Pupils per Management	Number of Districts
4,254 or More	13.8	179.2	91
ESASD	11.3	203.5	1

Aid Ratio Range	Pupils per Teaching Staff	Pupils per Management	Number of Districts
.6060 - .6912	13.2	140.5	91
ESASD	11.3	203.5	1

Reference: PSBA Bulletin - March/April 2022, Page 33. Published by the Pennsylvania School Boards Association

- Teaching staff includes teachers, counselors, nurses, librarians, and other bargaining unit personnel
- Management staff is administrative or management personnel with supervisory responsibilities



## General Fund balance as of June 30, 2021

- Nonspendable: \$31,401
    - Prepaid expenses
  - Committed: \$24,000,000
    - PERS Rate Stabilization - \$18,000,000
    - Future Healthcare Costs - \$6,000,000
  - Assigned: \$18,181,209
    - Future Budget Expenditures - \$5,000,000
    - Future Educational Programs - \$6,000,000
    - Balance the 2021-22 Budget - \$4,528,817
  - Unassigned: \$9,184,972; 5.2% of expenditures
- Total: \$48,745,190**

## Capital Reserve Fund

- Capital Reserve Fund in good standing at the moment
- Need to determine long term funding strategy going forward
  - Capital Reserve balance of June 30, 2021 = \$19 million
  - 5 year Capital investment forecast = \$29 million
  - Capital Reserve funds can not be used to cover General Fund deficits
- Bus fleet replacement financing no longer in base General Fund Budget
  - **Recommend moving bus fleet/vehicle funding to Capital Reserve Fund**
    - Reduces fluctuations in General Fund Budgeting process
    - Eliminates fiscal year-end cut off / delivery timing issues
- **Recommend 2022-23 General Fund Budgetary commitment of \$2 million**
  - Specific budget priority with the intention to transfer to the Capital Reserve at the conclusion of the Audit.

## Next Steps

- Administration will:
  - Monitor State and Federal budget discussions
  - Continue to analyze and prioritize expenditures
  - Monitor enrollment and staffing requirements
  - Update Budget based on new developments



## 2022-23 Budget Timeline



- December 20, 2021 – School Board Meeting
  - **Motion to not exceed the Act 1 Index**
- March 14, 2022 – Finance Committee Budget Presentation
- March 21, 2022 – School Board Budget Presentation
- May 9, 2022 – Finance Committee Budget Presentation
- May 16, 2022 – School Board Budget Presentation
  - **Proposed Final Budget Vote**
- June 13, 2022 – Finance Committee Budget Presentation
- June 20, 2022 – School Board Budget Presentation
  - **Final Budget Vote**





General Fund Budget  
2022-23

March 14, 2022

East Stroudsburg Area School District  
 2022-23 General Fund Budget  
 At A Glance  
 March 14, 2022

	2020-21	2021-22	2022-23	2021-22 to 2022-23	
	Actual	Budget	Budget	\$ Change	% Change
<b>Revenues:</b>					
Local	\$ 109,500,642	\$ 106,346,827	\$ 109,776,313	\$ 3,429,486	3.22%
State	50,801,723	49,902,534	52,266,130	2,363,596	4.74%
Federal	12,160,852	14,885,180	13,326,976	(1,558,204)	-10.47%
Other	<u>1,261,263</u>	<u>1,653,602</u>	<u>1,999,316</u>	<u>345,714</u>	<u>20.91%</u>
<b>Total Revenue</b>	<b>\$ 173,724,481</b>	<b>\$ 172,788,143</b>	<b>\$ 177,368,735</b>	<b>\$ 4,580,592</b>	<b>2.65%</b>
<b>Expenditures</b>					
Instruction	\$ 66,818,785	\$ 69,044,014	\$ 71,626,106	\$ 2,582,092	3.74%
Support Services	42,467,331	45,276,149	47,789,557	2,513,408	5.55%
Non - Instructional Services	2,211,457	2,606,296	2,754,646	148,349	5.69%
Facilities	-	-	-	-	0.00%
Debt Service/Transfers/Budget Res	<u>17,221,012</u>	<u>17,106,179</u>	<u>17,766,468</u>	<u>660,289</u>	<u>3.86%</u>
<b>Sub-Total</b>	<b>\$ 128,718,585</b>	<b>\$ 134,032,638</b>	<b>\$ 139,936,777</b>	<b>\$ 5,904,138</b>	<b>4.41%</b>
PSERS	\$ 22,637,849	\$ 23,640,628	\$ 24,865,003	\$ 1,224,375	5.18%
Charter Schools	9,308,820	8,000,000	9,000,000	1,000,000	12.50%
Capital Commitment	10,000,000	-	1,000,000	1,000,000	0.00%
SBAP (ACCESS)	1,439,017	1,643,694	2,671,358	1,027,664	62.52%
ESSER	<u>2,019,966</u>	<u>10,000,000</u>	<u>7,474,667</u>	<u>(2,525,333)</u>	<u>-25.25%</u>
<b>Total Expenditures</b>	<b>\$ 174,124,236</b>	<b>\$ 177,316,960</b>	<b>\$ 184,947,805</b>	<b>\$ 7,630,844</b>	<b>4.30%</b>
<b>Total Revenue over (under) Expenditures</b>	<b>\$ (399,755)</b>	<b>\$ (4,528,817)</b>	<b>\$ (7,579,070)</b>	<b>\$ (3,050,252)</b>	<b>67.35%</b>

**East Stroudsburg Area School District**  
**2022-23 Final General Fund Budget**  
**Revenue**

This is a summary of the anticipated revenues for the district by revenue source and further grouped by local, state, and federal sources.

March 14, 2022

		2020-21	2021-22	2022-23	2021-22 to 2022-23		% of Budget
		Actual	Budget	Budget	\$ Change	% Change	
<b>6000 - Revenue from Local Sources</b>							
6111	Current Real Estate Taxes	\$ 87,402,905	\$ 90,744,021	\$ 91,887,911	\$ 1,143,890	1.26%	51.81%
6112	Interim Real Estate Taxes	116,168	65,000	65,000	-	0.00%	0.04%
6113	Public Utility	101,306	125,000	100,000	(25,000)	-20.00%	0.06%
6114	Payment in Lieu of Taxes	114,895	100,000	115,000	15,000	15.00%	0.06%
6143	Local Services Tax	67,176	75,000	75,000	-	0.00%	0.04%
6151	Earned Income Tax	4,062,564	3,800,000	4,100,000	300,000	7.89%	2.31%
6153	Real Estate Transfer Tax	1,932,638	1,000,000	1,200,000	200,000	20.00%	0.68%
6411	Delinquent Real Estate Taxes	14,021,370	9,000,000	10,500,000	1,500,000	16.67%	5.92%
6510	Interest	115,158	100,000	250,000	150,000	150.00%	0.14%
6710	Admissions	6,694	35,000	25,000	(10,000)	-28.57%	0.01%
6740	Fees	705	2,000	2,000	-	0.00%	0.00%
6830	Rev From I/U - Federal	3,780	5,000	5,000	-	0.00%	0.00%
6832	Federal IDEA Revenue - I/U	1,096,354	1,053,806	1,090,402	36,596	3.47%	0.61%
6900	Other Revenue From Local Sources	500	-	-	-	0.00%	0.00%
6910	Rentals	35,148	55,000	45,000	(10,000)	-18.18%	0.03%
6941	Tuition Regular Day Student	(16,986)	15,000	15,000	-	0.00%	0.01%
6942	Summer School	-	12,000	12,000	-	0.00%	0.01%
6944	Receipts from Other LEAS	65,282	40,000	40,000	-	0.00%	0.02%
6961	Transportation Services Provided Other PA Schools	518	-	-	-	0.00%	0.00%
6980	Revenue From Community Services Activities (St. Luke's)	-	-	129,000	129,000	0.00%	0.07%
6990	Refunds and Other Miscellaneous Revenue	40	-	-	-	0.00%	0.00%
6991	Refunds of a Prior Year Expenditure	284,438	20,000	20,000	-	0.00%	0.01%
6999	Other Revenues Not Specified Above	89,992	100,000	100,000	-	0.00%	0.06%
<b>TOTAL REVENUE FROM LOCAL SOURCES</b>		<b>109,500,642</b>	<b>106,346,827</b>	<b>109,776,313</b>	<b>3,429,486</b>	<b>3.22%</b>	<b>61.89%</b>
<b>7000 - Revenue from State Sources</b>							
7111	Basic Education Funding - Formula	16,802,165	18,274,681	18,275,000	319	0.00%	10.30%
7112	Basic Education Funding - Social Security	3,178,831	2,798,677	3,175,000	376,323	13.45%	1.79%
7160	Orphan Tuition	833,232	900,000	850,000	(50,000)	-5.56%	0.48%
7240	Driver Education	-	20,000	20,000	-	0.00%	0.01%
7271	Special Education	4,657,442	4,993,638	5,000,000	6,362	0.13%	2.82%
7311	Transportation (Regular and Additional)	3,433,147	2,900,000	3,000,000	100,000	3.45%	1.69%
7312	Transportation (Nonpublic and Charter School)	114,345	100,000	100,000	-	0.00%	0.06%
7320	Rental and Sinking Fund Payments / Building Reimb	1,154,227	1,375,500	1,307,372	(68,128)	-4.95%	0.74%
7330	Health Services	146,749	155,000	150,000	(5,000)	-3.23%	0.08%
7340	State Property Tax Reduction Allocation	4,345,793	4,345,813	4,345,000	(813)	-0.02%	2.45%
7361	School Safety Grant	375,004	-	45,000	45,000	0.00%	0.03%
7505	Ready to Learn Grant	1,248,758	1,248,758	1,248,758	-	0.00%	0.70%
7820	Retirement Revenue	14,512,032	12,790,467	14,750,000	1,959,533	15.32%	8.32%
<b>TOTAL REVENUE FROM STATE SOURCES</b>		<b>50,801,723</b>	<b>49,902,534</b>	<b>52,266,130</b>	<b>2,363,596</b>	<b>4.74%</b>	<b>29.47%</b>
<b>8000 - Revenue from Federal Sources</b>							
8110	Impact Aid Section 2	507,333	625,000	563,703	(61,297)	-9.81%	0.32%
8514	Title I	1,870,367	2,103,914	2,103,914	-	0.00%	1.19%
8515	Title II	253,121	263,596	263,596	-	0.00%	0.15%
8516	Title III	16,456	25,574	26,336	762	2.98%	0.01%
8517	Title IV	100,799	143,402	143,402	-	0.00%	0.08%
8732	ARRA QualSchool Construction B	55,536	54,900	55,000	100	0.18%	0.03%
8733	ARRA QualZone Academy Bond	25,423	25,100	25,000	(100)	-0.40%	0.01%
8741	Elementary and Secondary Emergency Relief Fund (ESSER)	851,548	10,000,000	-	(10,000,000)	-100.00%	0.00%
8742	Governor's Emergency Education Relief Fund (GEER)	11,997	-	-	-	0.00%	0.00%
8743	Elementary and Secondary Emergency Relief Fund (ESSER II)	5,872,834	-	-	-	0.00%	0.00%
8744	Elementary and Secondary Emergency Relief Fund (ESSER III)	128,711	-	6,861,022	6,861,022	0.00%	3.87%
8749	Other CARES Act, CRRSA Act, and ARP Act Funding	1,027,709	-	-	-	0.00%	0.00%
8751	ARP ESSER Learning Loss	-	-	361,055	361,055	0.00%	0.20%
8752	ARP ESSER Summer Programs	-	-	158,238	158,238	0.00%	0.09%
8753	ARP ESSER Afterschool Programs	-	-	94,352	94,352	0.00%	0.05%
8810	Medical Assistance Reimbursements (Access)	1,270,850	1,563,694	2,521,358	957,664	61.24%	1.42%
8820	Medical Assistance Reimbursement for Health-Related	168,167	80,000	150,000	70,000	87.50%	0.08%
<b>TOTAL REVENUE FROM FEDERAL SOURCES</b>		<b>12,160,852</b>	<b>14,885,180</b>	<b>13,326,976</b>	<b>(1,558,204)</b>	<b>-10.47%</b>	<b>7.51%</b>
<b>9000 - Other Financing Sources</b>							
9210	Proceeds from Commonwealth of PA Loans	1,183,322	1,528,602	1,949,316	420,714	27.52%	1.10%
9400	Sale of Fixed Assets	77,942	125,000	50,000	(75,000)	-60.00%	0.03%
<b>TOTAL OTHER FINANCING SOURCES</b>		<b>1,261,264</b>	<b>1,653,602</b>	<b>1,999,316</b>	<b>345,714</b>	<b>20.91%</b>	<b>1.13%</b>
<b>TOTAL REVENUES AND OTHER FINANCING SOURCES</b>		<b>\$ 173,724,481</b>	<b>\$ 172,788,143</b>	<b>\$ 177,368,735</b>	<b>\$ 4,580,592</b>	<b>2.65%</b>	<b>100.00%</b>

**East Stroudsburg Area School District  
2022-23 Final General Fund Budget  
Expenditures by Functional Area**

This summarizes the activities for detail area where services are delivered. Functions consist of activities, which have somewhat the same general operational objectives. For example, the subfunctions (the first major subdivision of a function), of the function Support Services consist of such areas as transportation, pupil personnel services, administration, etc. The function for Instruction is broken down by program (e.g., regular, special, vocational, etc.). Construction of the functional coding structure beyond the subfunction classification is based on the principle that the classification of activities should be combinable, comparable, reliable and mutually exclusive. The expenditure and expense accounting system has been so structured that all the costs within the particular subdivisions of that function can be combined to form a summary total of related costs. Function structure is based on PDE Chart of Accounts directive. Costs are recorded once so that they are mutually exclusive.

March 14, 2022

		2020-21	2021-22	2022-23	2021-22 to 2022-23		
		Actual	Budget	Budget	\$ Change	% Change	% of Budget
<b>1000 - Instruction</b>							
<i>Instruction: Instruction includes all those activities dealing directly with the interaction between teachers and students and related costs, which can be directly attributed to a program of instruction. Included here are the activities of aides or classroom assistance of any type (clerks, graders, teaching machines, etc.) that assist in the instructional process</i>							
1110	Regular Programs - Elem./Secondary	\$ 60,310,306	\$ 57,291,316	\$ 63,628,652	\$ 6,337,336	11.06%	34.40%
1190	Federally Funded Regular Programs	2,240,936	2,280,155	2,258,694	(21,461)	-0.94%	1.22%
1191	MTSS ESSER	4,191	-	-	-	0.00%	0.00%
1192	Summer Program	277,791	-	236,705	236,705	0.00%	0.13%
<b>1100</b>	<b>Regular Instruction</b>	<b>\$ 62,833,225</b>	<b>\$ 59,571,471</b>	<b>\$ 66,124,051</b>	<b>\$ 6,552,580</b>	<b>11.00%</b>	<b>35.75%</b>
1200	Special Programs	53,942	71,823	59,954	(11,869)	-16.52%	0.03%
1211	Life Skills Support - Public	2,464,452	2,745,534	2,777,360	31,826	1.16%	1.50%
1221	Deaf/Hearing Impaired Support	197,755	187,000	219,110	32,110	17.17%	0.12%
1224	Blind/Visually Impaired Support	121,884	117,402	120,768	3,366	2.87%	0.07%
1225	Speech/Language Support	1,158,648	1,114,452	1,438,498	324,046	29.08%	0.78%
1231	Emotional Support - Public	4,105,137	4,248,903	4,547,960	299,057	7.04%	2.46%
1232	Emotional Support - PRRI	25,312	-	10,000	10,000	0.00%	0.01%
1233	Autistic Support	1,610,421	1,108,000	1,264,589	156,589	14.13%	0.68%
1241	Learning Support - Public	12,920,924	13,774,533	14,667,657	913,124	6.63%	7.94%
1243	Gifted Support	475,217	349,007	486,596	137,589	39.42%	0.26%
1260	Physical Support	486,083	460,000	473,800	13,800	3.00%	0.26%
1270	Multi - Handicapped Support	477,295	618,000	636,540	18,540	3.00%	0.34%
1280	Early Intervention Support	92,488	88,708	245,319	156,611	176.55%	0.13%
1281	Development Delay Support	102,662	2,500	2,575	75	3.00%	0.00%
1290	Special Programs - Other Support	3,646,662	5,502,000	4,120,060	(1,381,940)	-25.12%	2.23%
<b>1200</b>	<b>Special Education</b>	<b>\$ 27,938,882</b>	<b>\$ 30,387,862</b>	<b>\$ 31,090,786</b>	<b>\$ 702,924</b>	<b>2.31%</b>	<b>16.81%</b>
1360	Business Education	976,962	933,122	1,019,871	86,749	9.30%	0.55%
1390	Other Vocational Education Programs	1,518,676	2,000,000	2,112,623	112,623	5.63%	1.14%
<b>1300</b>	<b>Vocational Education</b>	<b>\$ 2,495,638</b>	<b>\$ 2,933,122</b>	<b>\$ 3,132,494</b>	<b>\$ 199,372</b>	<b>6.80%</b>	<b>1.69%</b>
1410	Driver's Education	232,818	249,184	261,405	12,221	4.90%	0.14%
1420	Summer School	-	-	158,238	158,238	0.00%	0.09%
1430	Homebound Instruction	5,080	35,314	21,524	(13,790)	-39.05%	0.01%
1441	Adjudicated / Court Placed Programs	55,913	275,000	225,000	(50,000)	-18.18%	0.12%
1442	Alternative Education Programs	940,453	600,000	457,500	(142,500)	-23.75%	0.25%
1450	Instructional Programs Outside of the Est. School Day	-	-	94,352	94,352	0.00%	0.05%
<b>1400</b>	<b>Other Instructional Programs</b>	<b>\$ 1,234,214</b>	<b>\$ 1,159,498</b>	<b>\$ 1,218,019</b>	<b>\$ 58,521</b>	<b>5.05%</b>	<b>0.66%</b>
1500	Nonpublic School Programs	21,658	18,000	28,194	10,194	56.63%	0.02%
<b>1500</b>	<b>Non Public Programs</b>	<b>\$ 21,658</b>	<b>\$ 18,000</b>	<b>\$ 28,194</b>	<b>\$ 10,194</b>	<b>56.63%</b>	<b>0.02%</b>
1801	Pre K Instruction	45,757	3,278	27,374	24,096	735.08%	0.01%
1800	Pre-Kindergarten Programs	45,757	3,278	27,374	24,096	735.08%	0.01%
<b>Total Instruction</b>		<b>\$ 94,569,374</b>	<b>\$ 94,073,231</b>	<b>\$ 101,620,818</b>	<b>\$ 7,547,687</b>	<b>8.02%</b>	<b>54.95%</b>
<b>2000 - Support Services</b>							
<i>Support Services: Support Services are those services that provide administrative, technical (such as guidance and health), and logistical support to facilitate and enhance instruction. Support Services exist as adjuncts to support the fulfillment of the objectives of instruction, community services, and enterprise programs</i>							
2111	Supervision of Pupil Personnel	347,744	365,329	388,933	23,604	6.46%	0.21%
2119	Supervision of Student Services	345,508	431,854	399,152	(32,702)	-7.57%	0.22%
2120	Guidance Services	3,574,769	3,629,020	3,694,779	65,759	1.81%	2.00%
2140	Psychological Services	709,435	933,701	1,127,846	194,145	20.79%	0.61%
2143	Psychological Counseling Services	6,950	-	-	-	0.00%	0.00%
2144	Psychotherapy Services	169,730	930,000	957,900	27,900	3.00%	0.52%
2149	Other Psychological Services	-	-	278,131	278,131	0.00%	0.15%
2160	Social Work Services	495,388	613,069	1,006,556	393,487	64.18%	0.54%
2170	Student Accounting Services	581,277	646,936	834,357	187,421	28.97%	0.45%
2190	Other Pupil Personnel	254,416	252,920	240,800	(12,120)	-4.79%	0.13%
<b>2100</b>	<b>Student Services</b>	<b>\$ 6,485,216</b>	<b>\$ 7,802,829</b>	<b>\$ 8,928,455</b>	<b>\$ 1,125,625</b>	<b>14.43%</b>	<b>4.83%</b>
2250	School Library Services	1,617,278	1,659,751	1,707,097	47,346	2.85%	0.92%
2260	Instructional & Curriculum Dev. Service	925,090	941,858	1,062,585	120,727	12.82%	0.57%
2271	Instructional Staff Development Services (Certified)	393,941	179,918	378,156	198,238	110.18%	0.20%
2280	Nonpublic Support Services	345	300	300	-	0.00%	0.00%
<b>2200</b>	<b>Support Services Instructional Staff</b>	<b>\$ 2,936,655</b>	<b>\$ 2,781,827</b>	<b>\$ 3,148,138</b>	<b>\$ 366,311</b>	<b>13.17%</b>	<b>1.70%</b>
2310	Board Services	260,708	132,016	139,936	7,920	6.00%	0.08%
2330	Tax Assessment & Collection Service	259,192	471,013	344,284	(126,729)	-26.91%	0.19%

		2020-21	2021-22	2022-23	2021-22 to 2022-23		
		Actual	Budget	Budget	\$ Change	% Change	% of Budget
2350	Legal Services	470,958	480,000	440,000	(40,000)	-8.33%	0.24%
2360	Office of the Superintendent Services	1,032,183	1,069,727	1,066,658	(3,069)	-0.29%	0.58%
2370	Community Relations Services	-	127,403	111,757	(15,646)	-12.28%	0.06%
2380	Office of the Principal Services	6,014,082	6,303,481	6,587,749	284,268	4.51%	3.56%
2390	Other Administrative Services	54,874	40,000	35,674	(4,326)	-10.82%	0.02%
2300	<b>Administrative Services</b>	<b>\$ 8,091,992</b>	<b>\$ 8,623,640</b>	<b>\$ 8,726,058</b>	<b>\$ 102,418</b>	<b>1.19%</b>	<b>4.72%</b>
2420	Medical Services	1,558,587	1,739,654	1,761,018	21,364	1.23%	0.95%
2430	Dental Services	145,507	150,976	150,971	(5)	0.00%	0.08%
2440	Support Services - Nursing Services	1,392	-	-	-	0.00%	0.00%
2450	Pupl Health Services	27,644	56,389	63,909	7,520	13.34%	0.03%
2490	Nonpublic Health Services	196,292	117,747	69,602	(48,145)	-40.89%	0.04%
2400	<b>Medical Services</b>	<b>\$ 1,929,422</b>	<b>\$ 2,064,766</b>	<b>\$ 2,045,600</b>	<b>\$ (19,266)</b>	<b>-0.93%</b>	<b>1.11%</b>
2511	Supervision of Fiscal Services	219,418	198,732	218,150	19,418	9.77%	0.12%
2514	Payroll Services	234,034	238,853	267,242	28,589	11.98%	0.14%
2515	Financial Accounting Services	1,054,332	1,240,843	929,108	(311,735)	-25.12%	0.50%
2500	<b>Fiscal Services</b>	<b>\$ 1,507,784</b>	<b>\$ 1,678,228</b>	<b>\$ 1,414,500</b>	<b>\$ (263,728)</b>	<b>-15.71%</b>	<b>0.76%</b>
2611	Supervision of Operation and Maintenance of Plant	321,748	407,079	418,925	11,846	2.91%	0.23%
2620	Operation of Buildings Services	11,563,191	11,540,843	12,419,847	879,004	7.62%	6.72%
2630	Care and Upkeep of Grounds Services	376,358	414,500	541,000	126,500	30.52%	0.29%
2660	Security Services	3,089,840	2,814,894	3,029,425	214,531	7.62%	1.64%
2600	<b>Operation &amp; Maintenance Services</b>	<b>\$ 15,351,136</b>	<b>\$ 15,177,315</b>	<b>\$ 16,409,196</b>	<b>\$ 1,231,881</b>	<b>8.12%</b>	<b>8.87%</b>
2711	Supervision of Student Transportation Services	133,113	133,912	136,272	2,360	1.76%	0.07%
2719	Supervision of Transportation - Other	360,292	426,853	424,125	(2,728)	-0.64%	0.23%
2720	Vehicle Operation Services	6,895,428	8,360,856	8,288,369	(72,287)	-0.86%	4.48%
2740	Vehicle Service / Maintenance	543,216	427,947	466,219	38,272	8.94%	0.25%
2750	Nonpublic Transportation	370,168	465,200	466,335	1,135	0.24%	0.25%
2700	<b>Pupil Transportation</b>	<b>\$ 8,302,217</b>	<b>\$ 9,814,768</b>	<b>\$ 9,781,520</b>	<b>\$ (33,248)</b>	<b>-0.34%</b>	<b>5.29%</b>
2830	Staff Services	-	-	25,000	25,000	0.00%	0.01%
2831	Supervision of Staff Services	210,486	214,238	219,528	5,290	2.47%	0.12%
2832	Recruitment and Placement Services	-	200	200	-	0.00%	0.00%
2833	Staff Accounting Services	358,224	365,249	644,024	278,775	76.32%	0.35%
2834	Staff Dev Services - Non-Instructional, Certified	10,774	74,050	86,550	15,500	21.82%	0.05%
2836	Staff Dev Services - Non-Instructional, Non-Certified	24,716	51,230	51,450	220	0.43%	0.03%
2840	Data Processing Services	212,916	263,634	263,634	-	0.00%	0.14%
2841	Supervisor ITEC	196,214	234,547	212,632	(21,915)	-9.34%	0.11%
2844	Operation Services	3,881,416	3,685,536	4,021,374	335,838	9.11%	2.17%
2850	State & Federal Agency Liaison Services	133,798	141,492	148,892	7,400	5.23%	0.08%
2800	<b>Support Services Central</b>	<b>\$ 5,028,544</b>	<b>\$ 5,027,176</b>	<b>\$ 5,673,284</b>	<b>\$ 646,108</b>	<b>12.85%</b>	<b>3.07%</b>
2910	IU Services	40,143	50,000	51,500	1,500	3.00%	0.03%
2900	<b>IU Services</b>	<b>\$ 40,143</b>	<b>\$ 50,000</b>	<b>\$ 51,500</b>	<b>\$ 1,500</b>	<b>3.00%</b>	<b>0.03%</b>
	<b>Total Support Services</b>	<b>\$ 49,673,109</b>	<b>\$ 53,020,950</b>	<b>\$ 56,178,151</b>	<b>\$ 3,157,601</b>	<b>5.96%</b>	<b>30.38%</b>

#### 3000 - Operation of Non-Instructional Services

Non Instructional: Activities concerned with providing non-instructional services to students, staff or the community.

3210	Student Activities	375,187	489,976	551,914	61,938	12.64%	0.30%
3250	School Sponsored Athletics	2,190,407	2,539,927	2,598,372	58,444	2.30%	1.40%
3200	<b>Student Activities</b>	<b>\$ 2,565,594</b>	<b>\$ 3,029,903</b>	<b>\$ 3,150,286</b>	<b>\$ 120,382</b>	<b>3.97%</b>	<b>1.70%</b>
3310	Community Recreation	95,148	87,097	145,541	58,444	67.10%	0.08%
3390	Other Community Services	-	-	-	-	0.00%	0.00%
3300	<b>Community Services</b>	<b>\$ 95,148</b>	<b>\$ 87,097</b>	<b>\$ 145,541</b>	<b>\$ 58,444</b>	<b>67.10%</b>	<b>0.08%</b>
3400	Scholarships and Awards	-	-	-	-	0.00%	0.00%
3400	<b>Scholarships and Awards</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.00%</b>	<b>0.00%</b>
	<b>Total Non-Instructional Services</b>	<b>\$ 2,660,742</b>	<b>\$ 3,117,000</b>	<b>\$ 3,295,827</b>	<b>\$ 178,826</b>	<b>5.74%</b>	<b>1.78%</b>

#### 4000 - Facilities Acquisition, Construction, and Improvement Svcs.

Facilities Construction & Improvement: Capital Facilities Acquisition, Construction and Improvements are capital expenditures incurred to purchase land, buildings, service systems and built-in equipment. Expenditures include the initial purchase of land and buildings; construction; remodeling, additions and improvements to buildings; initial installation, replacement or extension of service systems; and other built-in equipment, as well as improvement to sites, and activities related to all of the above.

4200	Existing Site Improvement Services	-	-	-	-	0.00%	0.00%
4300	Architecture and Engineering Services/ Educational	-	-	-	-	0.00%	0.00%
4400	Architecture and Engineering Services	-	-	-	-	0.00%	0.00%
4600	Existing Building Improvement Services	-	-	5,086,441	5,086,441	0.00%	2.75%
	<b>Total Facilities Acq, Construction, &amp; Improvement</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 5,086,441</b>	<b>\$ 5,086,441</b>	<b>0.00%</b>	<b>2.75%</b>

#### 5000 - Other Expenditures and Financing Uses

Debt & Transfers: This category includes current debt service expenditures and other expenses (expenditures and other financing uses). Other financing uses represent the disbursement of governmental funds not classified in other functional areas that require budgetary and accounting control. These include the refunding of debt and transfers of monies from one fund to another and to component units. Other expenditures recorded to this account series include refunds of prior period receipts and revenues, and current debt service expenditures.

5110	Debt Service	17,095,132	15,946,179	16,576,468	730,289	4.61%	8.96%
5130	Refund of Prior Yr. Receipts	185,880	260,000	190,000	(70,000)	-26.92%	0.10%
5230	Capital Projects Fund Transfers	10,000,000	-	1,000,000	1,000,000	0.00%	0.54%



	2020-21	2021-22	2022-23	2021-22 to 2022-23		% of Budget
	Actual	Budget	Budget	\$ Change	% Change	
5251 Food Service Fund Transfers	-	-	-	-	0.00%	0.00%
5270 Trust and Agency Fund Transfers	-	-	-	-	0.00%	0.00%
5900 Budgetary Reserve	-	11,000,000	1,000,000	(10,000,000)	-90.91%	0.54%
<b>Total Other Expenditures and Financing Uses</b>	<b>\$ 27,221,032</b>	<b>\$ 27,106,179</b>	<b>\$ 18,766,468</b>	<b>\$ (8,339,711)</b>	<b>-30.77%</b>	<b>10.15%</b>
<b>TOTAL EXPENDITURES AND OTHER FINANCING USES</b>	<b>\$ 174,124,236</b>	<b>\$ 177,316,960</b>	<b>\$ 184,947,805</b>	<b>\$ 7,630,844</b>	<b>4.30%</b>	<b>100.00%</b>
<b>TOTAL REVENUES AND OTHER FINANCING SOURCES</b>	<b>\$ 173,724,481</b>	<b>\$ 172,788,143</b>	<b>\$ 177,368,735</b>	<b>\$ 4,580,592</b>	<b>2.65%</b>	
<b>TOTAL EXPENDITURES AND OTHER FINANCING USES</b>	<b>174,124,234</b>	<b>177,316,960</b>	<b>184,947,805</b>	<b>7,630,844</b>	<b>4.30%</b>	
<b>NET REVENUES AND OTHER FINANCING SOURCES OVER (UNDER) EXPENDITURES AND OTHER FINANCING USES</b>	<b>(399,753)</b>	<b>(4,528,817)</b>	<b>(7,579,070)</b>	<b>(3,050,252)</b>	<b>67.35%</b>	
Special Items	-	-	-	-	0.00%	
Extraordinary Items	-	-	-	-	0.00%	
<b>NET REVENUES AND OTHER FINANCING SOURCES OVER (UNDER) EXPENDITURES AND OTHER FINANCING USES AFTER SPECIAL ITEMS AND EXTRAORDINARY ITEMS</b>	<b>(399,753)</b>	<b>(4,528,817)</b>	<b>(7,579,070)</b>	<b>(3,050,252)</b>	<b>67.35%</b>	
<b>FUND BALANCE - JULY 1, 20XX</b>	<b>49,144,943</b>	<b>48,745,190</b>	<b>44,216,373</b>	<b>(4,528,817)</b>	<b>-9.29%</b>	
<b>FUND BALANCE - JUNE 30, 20XX</b>	<b>\$ 48,745,190</b>	<b>\$ 44,216,373</b>	<b>\$ 36,637,303</b>	<b>\$ (7,579,070)</b>	<b>-17.14%</b>	

VI. RECOMMENDATIONS BY THE PROPERTY/FACILITIES  
COMMITTEE

j. Current Projects List

















Current Construction Projects

	Date	EHN Natatorium Roof Replacement Board Approved 1/24/2022 10-4600-450-990-30-819-463-000-8744 ESSER III Grant YR1	Date	EHN Natatorium HVAC Replacement Board Approved 1/24/2022 10-4600-450-990-30-819-461-000-8744 ESSER III Grant YR1	Total of Current Projects
Vendor		Munn Roofing		ASL Mechanical \$277,290.00 Including Alternate#1 Replacement HX-5 \$183,700	
Original Bid		\$ 884,400.00		\$ 460,990.00	\$ 9,386,784.22
Change Order					\$ 39,811.00
Change Order					\$ 107,382.00
Total of Project		\$ 884,400.00		\$ 460,990.00	\$ 9,560,650.07
Application 1					\$ 1,117,721.91
Application 2					\$ 429,311.76
Application 3					\$ 696,242.66
Application 4					\$ 290,691.98
Application 5					\$ 294,442.78
Application 6					\$ 82,443.43
Application 7					\$ 34,229.70
Application 8					\$ -
Application 9					\$ -
Application 10					\$ -
Application 11					\$ -
Application 12					\$ -
Application 13					\$ -
Total Payments to Date					\$ 2,945,084.22
Left on Contract		\$ -		\$ -	\$ 753,513.40
Completion Percentage		0%		0%	31%
		A/C# 32-4400-450-000-30-819-463-000-0000		A/C# 32-4400-450-000-30-819-461-000-0000	
D'Huy Engineering		Paid through Cap.Resv.		Paid through Cap.Resv.	
1446	1/12/2022	\$ 15,319.50	1/19/2022	\$ 5,250.00	\$ 54,307.92
	1/19/2022	\$ 5,106.50	2/14/2022	\$ 14,107.80	\$ 58,054.93
					\$ 47,414.78
					\$ 6,352.37
					\$ 23,978.54
					\$ 9,054.19
					\$ 19,606.82
					\$ 12,205.54
					\$ 13,520.00
					\$ 3,196.42
					\$ 2,417.97
					\$ 3,300.00
					\$ 5,632.50
					\$ 2,425.00
					\$ 450.00
					\$ 2,300.00
					\$ 4,610.00
					\$ 2,006.25
					\$ 729.25
					\$ -
		\$ 20,426.00		\$ 19,357.80	\$ 271,562.48