

V. ITEMS FOR DISCUSSION

- a. Penn State Facilities Engineering Institute Presentation

Electricity Procurement Program

*COSTARS and Penn State Facilities Engineering
Institute, PSFEI Partnership*

*Presented by: Scott Harford Energy Engineer
PE*



PennState
College of Engineering



COSTARS Electricity Procurement Program

- A Proven Professional Procurement Process conducted by the Dept. of General Services, DGS Bureau of Procurement, BOP using a Request for Quotation, RFQ process with prequalified suppliers under the Statewide Invitation to Qualify (ITQ) contract for energy supply.



COSTARS Electricity Procurement Program

- Suppliers enter bids into PSFEI's secure, web-based Energy Risk Management Application (ERMA) on closing bids day.
- ERMA performs aggregated account analytics over multiple contract bids and terms to determine the optimum bid pricing and terms resulting in awarding of contracts on the same day bids are due.
- A true apples to apples comparison of pricing.



Member Advantages

- Transparent, Streamlined Procurement and Award Processes
 - No need for clients to assemble utility bills, issue an RFQ, review price quotes, review contract terms and conditions, seek out management for signatures on contracts.
 - Standard Commonwealth of PA contract, the ITQ, with terms and conditions designed to protect YOU the COSTARS client!
 - A pool of pre-qualified financially screened suppliers that will compete for your business.



Member Advantages

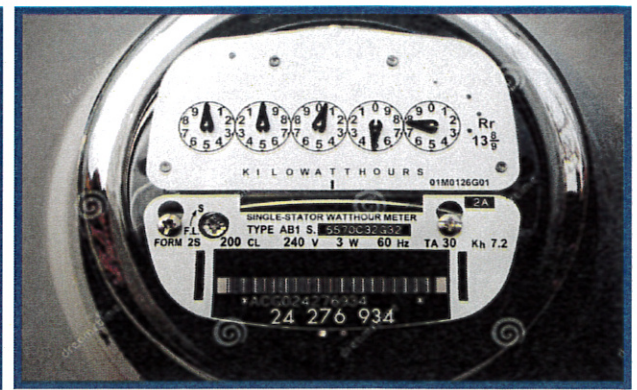
- Energy and Procurement Professionals serving you
 - Determine the best time to procure electricity
 - Guidance throughout the process and answer questions
- Receive a Summary of Electric Procurement Results
 - Avoided costs including current supply contract, regulated utility default pricing, and estimated annual/total avoid electric dollars customized for each client.



Member Advantages

COSTARS Price Transparency:

- PSFEI is compensated at \$0.001/kWh by the supplier
- No fee will be charged unless supplier contracts are awarded
- Many broker/marketers promote their services as “free”
- Broker/marketers are typically paid between \$0.001 to \$0.008/kWh
- Broker/marketers are in the business to make a profit



Program Results to Date

- 2021 – Procurement services provided to over 127 COSTARS members representing over 1,580 electric accounts
- **Averaging more than \$600 per month in utility cost savings.***
- **Avoided total costs as of 2021 are over \$5.0 M**

* The average monthly savings are based on the difference between the tariff based "Price to Compare," the price per KWh supplied by the regulated electric utility, and the price per KWh achieved through the COSTARS Electric Procurement program. All estimated savings are based on the number of participating clients



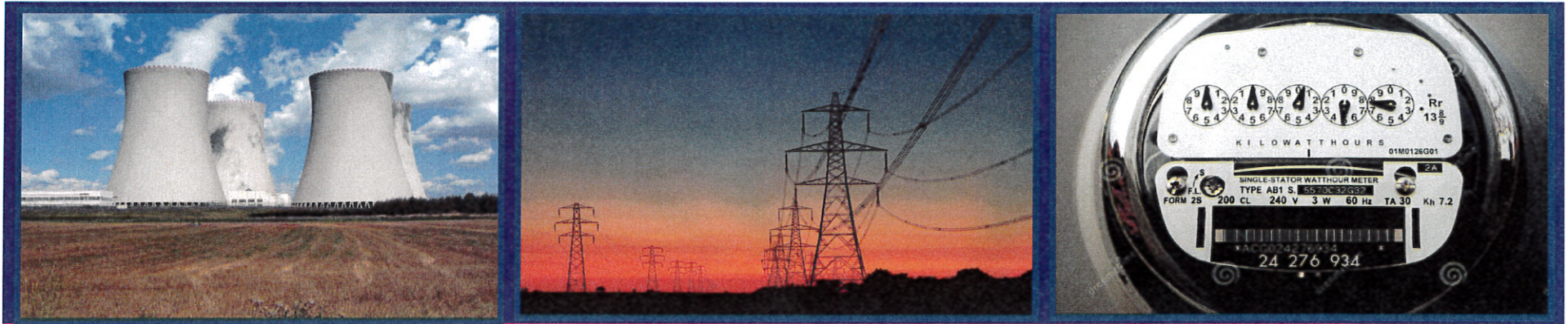
Member Advantages

- Electric Utility Bill Review:
 - A free complimentary review of regulated electric utility bills and supply contracts
 - Results to date have identified **refundable** incorrectly applied charges totaling over **\$633,000!**
 - PSFEI will provide guidance to request/file for refunds



Member Advantages

- PSFEI can provide best practices for participating members in the COSTARS electric procurement program exploring:
 - On-site, behind-the-meter, renewable electric generation systems including solar, wind, and co-generation.
 - Utility net metering regulations, managed electric supply, and renewable energy credits
 - Sustainable and energy-efficient design concepts and associated utility rebate programs.
 - Pricing trends for regional Natural gas and Electric markets



East Stroudsburg SD – Electric, Propane & NG Supplies

- Electric Supply - Constellation New Energy, CNE – no issues - Under contract till June 2023
- Natural gas supply – UGI Energy Services – no issues
- Propane Supply – Sharp checking on charges for possible sales tax charge



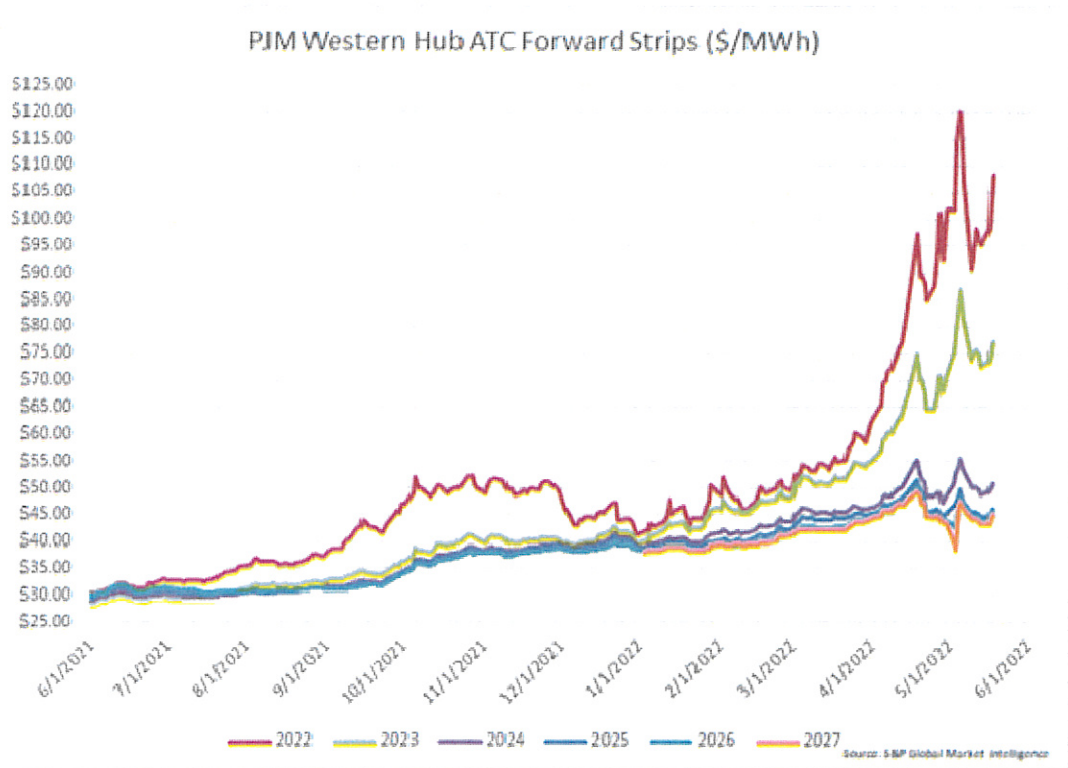
- **Electricity – The three pricing components that contribute to electric supply costs**
 - **Energy**
 - **Capacity**
 - **Transmission**



- **Electricity – Energy Pricing**
- **Energy Charge** – This charge is the cost to produce the energy or Kwh – predominantly the fuel costs.

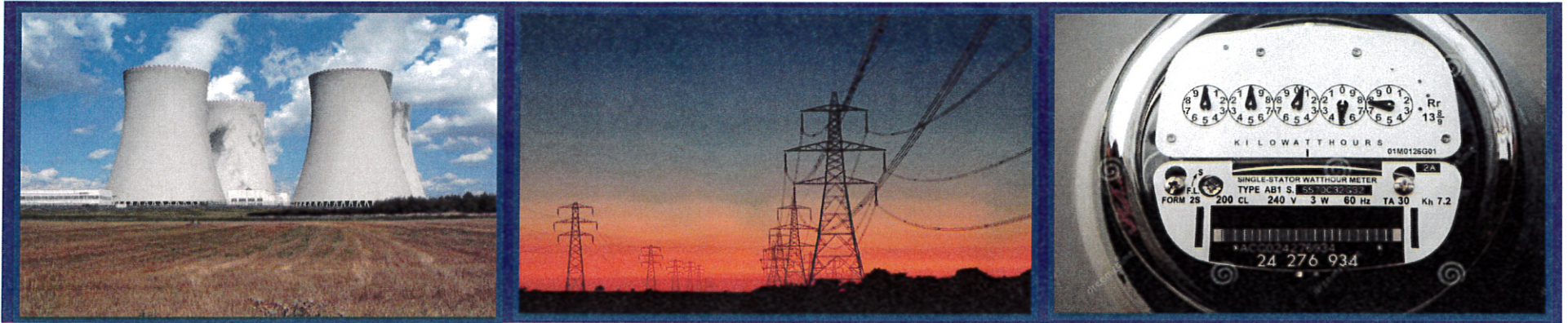


Energy Pricing now through 2027



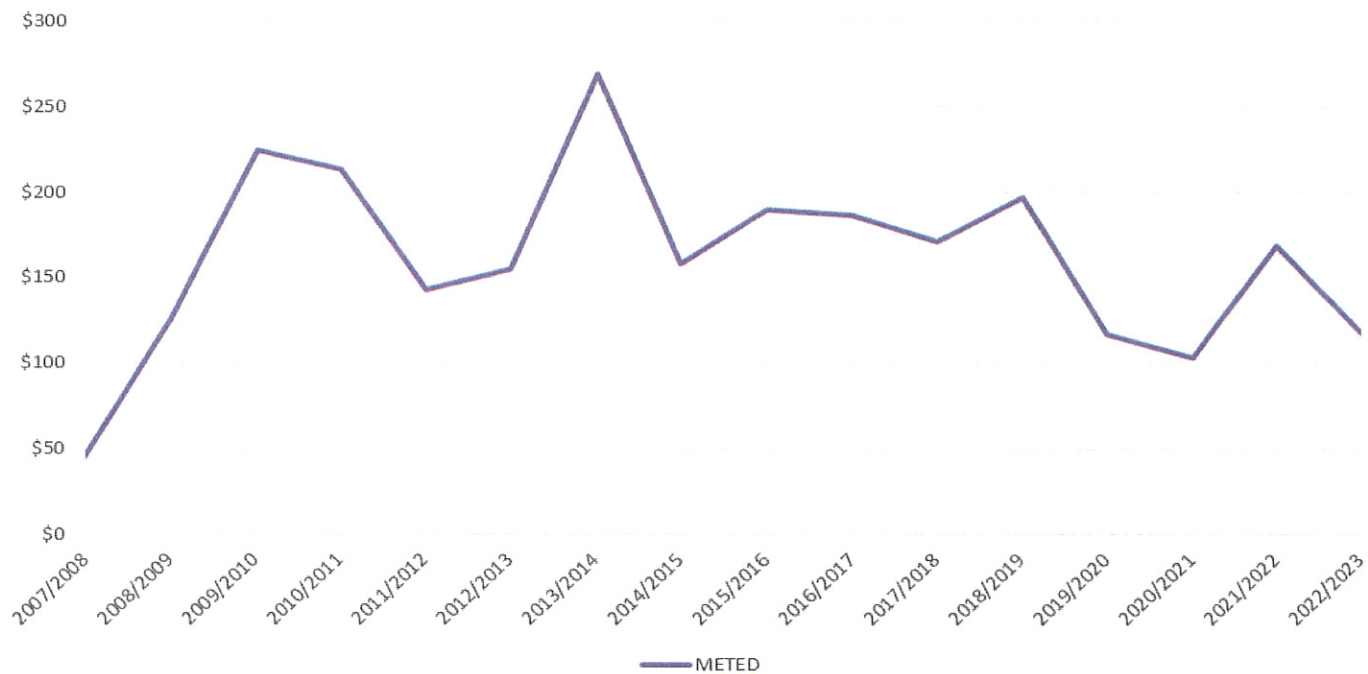


- **Electricity - Capacity Pricing**
- **Capacity Charge** – This charge is built into the overall bundled supply price. This pricing component pays for the generators that are necessary to serve the site load. As seen in the next slide prices are lower in 2022/23 versus 2021/22.



Electricity - Capacity Pricing

Capacity Zonal Net Load Price (\$/MW-Day)





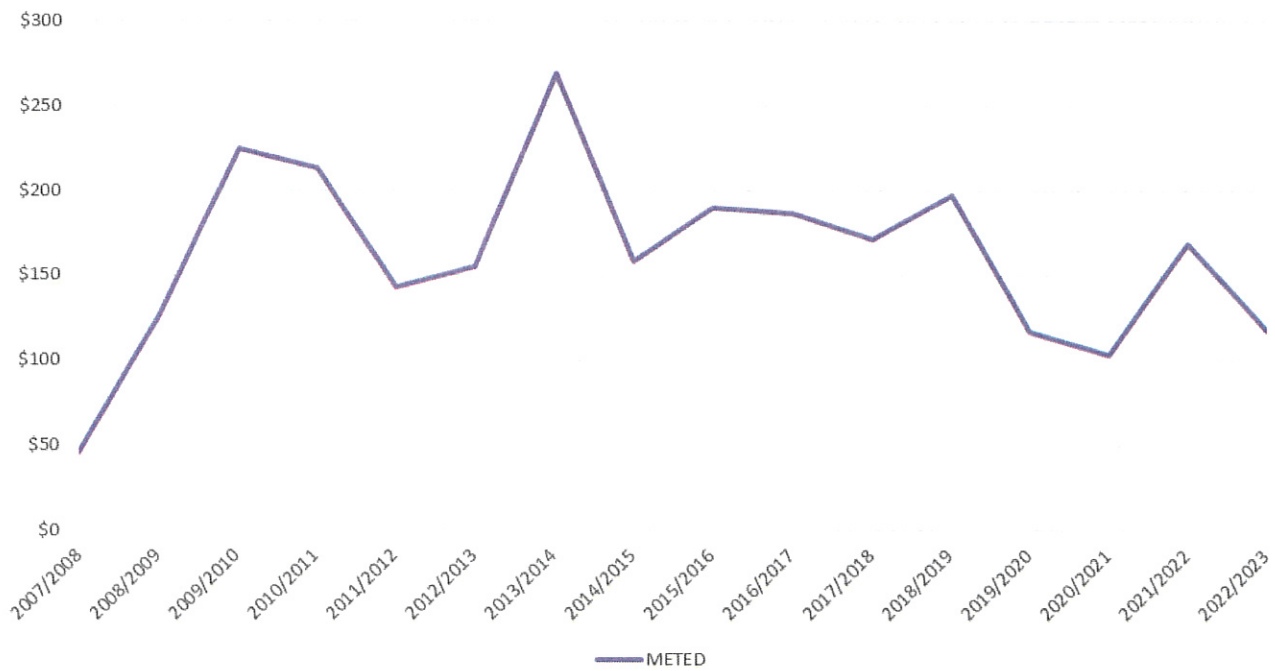
- **Electricity – Transmission Pricing**

- **Transmission Charge** – This charge is built into the overall bundled supply price. This pricing component pays for the Transportation of the electric energy from the generator to the utility Met-ed zone. As seen in the next slide prices are lower in 2022 versus 2021.



Electricity – Trans Pricing

Capacity Zonal Net Load Price (\$/MW-Day)





East Stroudsburg SD

- PSFEI would recommend participation in the COSTARS Electric Procurement Program.
- Procurement strategy would be to secure longer term supply contracts that allow for blending of lower pricing that is available in 2022 for years 2024, 2025, 2026, and 2027.

To learn more about the program visit:

www.psfei.psu.edu/Services/Energy/COSTARS.aspx

and/or contact Scott Harford:

Phone: 814-863-2090

Email: srh18@psu.edu

Thank You & Questions?



V. ITEMS FOR DISCUSSION

b. Food Service Update

East Stroudsburg Area School District

Food Service Update June 13, 2022

Melissa Collevechio; Food Service Director

I'm pleased to report that since the start of the 21/22 school year the food service department has served over 1 million meals to our students.

Within that total; over 7,000 meals were provided to Esaca/full virtual students via our Meal Delivery Program.

Ala carte sales thus far has exceeded \$300,000.00.

Despite the supply chain issues as well as the price increase for food and materials, we have been able to manage costs appropriately leaving us with a healthy fund balance for this fiscal year.

In addition, I want to make you aware that most of the Covid 19 waivers have expired. Areas that our department will see an impact include: Meal delivery ending, free breakfast and lunch to all students, outside of the Summer Program, as well as a lower reimbursement rates for meals served.

Guidance from PDE/DFN states that a positive fund balance will be vital in order to face so many of the "unknowns" that the next school year will bring especially with free meals to ALL children ending.

At this time, I recommend NO price increase for the paid breakfast or lunches. I would like to revisit this topic mid-December with the potential for a proposed increase beginning Jan 1, 2023 once we have a better idea on if our Fund Balance has been negatively affected by the waivers ending.

But again, as we head into more of a "Norm" when it comes to the National School Breakfast and Lunch Program, I'm pleased that our fund balance is in such good standing.

Our Summer Meal Programs begins on Wed, June 15 and ends August 17th.

We have 5 open sites, South HS, MSE, JM Hill, Dansbury Park and Stroud Park.

We will also be serving students that are attending our ELO and SteamR in person programs as well as Headstart over the summer months.

We have approximately 16 employees who have signed up to work the summer meal program.

We are hopeful to continue to control food, paper and labor costs in order for the Summer Meal Program to be a break even as it has been in past years.

V. ITEMS FOR DISCUSSION

c. Cisco Duo MFA Software - Integra One Quote, \$14,400

Cisco Duo

A. Why are you requesting the service/needs?

Why: We are requesting to purchase Cisco Duo for MFA (Multifactor Authentication).

Need: MFA (Multifactor Authentication) ensures only authorized users can access ESASD accounts and applications. It provides increased security to prevent both insider and external threats. We will be purchasing 1,500 licenses for all full and part time staff members. In addition, in order to remain compliant with our cybersecurity insurance policy, this technology must be adopted in the 2022-2023 school year.

Suggested replacement: Cisco Duo through IntegraOne as indicated on the attached quote.

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. Yes. Below are the prices per license and total cost based on 1500 licenses.

- IntegraOne - \$9.60 – (\$14,400)
- ePlus - \$10.11 – (\$15,165.00)
- GovConnect - \$10.13 – (\$15,195.00)
- Brightcentra - \$10.25 – (\$15,375.00)
- Visual Sound - \$11.40 – (\$17,100.00)

C. Procurement Method:

- ESASD reviewed several MFA software solutions the past several months. We attended webinar presentations and spoke with other school districts and intermediate units using Cisco Duo. We issued an RFQ to vendors on May 18, which was due on June 1.

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

- Yes – 2022-2023 Fiscal Year
- Fund 10
- Account #10-2844-650-000-00-000-006-000-0000
 - Technology Services Software and Supply Account

E. Selection of winning proposal

- Cisco Duo through IntegraOne in the amount of \$14,400.00. Pricing per COSTARS contract SW #006-040

F. Other

N/A



PREPARED FOR
East Stroudsburg Area
School District

PREPARED BY
Ashley Miller
Account Manager
Karen Toczek
Inside Support Representative

Cisco Duo

Quote #033448 v3

June 02, 2022

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Cisco

Description	Price	Qty	Ext. Price
Initial Term 12.00 Months Auto Renewal Term- 12 Months Billing Model Prepaid Term Requested Start Date 01 Jul 2022 Requested End Date 30Jun 2023 Advance Drawdown - 0 12 month term - billed annually			
DUO-EDU-SUB Cisco Duo Security - Subscription license - for educational institutions	\$0.00	1	\$0.00
SVS-DUO-SUP -B Cisco Duo Security Basic - Technical support - phone consulting - 24x7	\$0.00	1	\$0.00
DUO-EDU-MFA -F Cisco Duo Security Multi-Factor Authentication (MFA) - License - academic - for Faculty /Staff	\$9.60	1500	\$14,400.00

Subtotal: \$14,400.00

per COSTARS contract # HW 003-085 & SW #006-040

Please note, service invoicing will be processed weekly or monthly, depending on size and scope of project.



Cisco Duo

Prepared by:

Allentown

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Karen Toczek
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 (484) 223-3480 x1150

Prepared for:

East Stroudsburg Area School District

50 Vine Street
 East Stroudsburg, PA 18301
 Brian Borosh
 (570) 424-8060
 brian-borosh@esasd.net

Quote Information:

Quote #: 033448

Version: 3
 Delivery Date: 06/02/2022
 Expiration Date: 06/17/2022

Quote Summary

Description	Amount
Cisco	\$14,400.00
Total:	\$14,400.00

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

Ship to Address:

Additional Information:

Allentown

East Stroudsburg Area School District

Signature:
 Name: Ashley Miller
 Title: Account Manager
 Date: 06/02/2022

Signature: _____
 Name: Brian Borosh
 Date: _____

Financial Flexibility & Relief

Understand all your options when it comes to paying for IT investments. IntegraONE can help you navigate the various vendor programs available to alleviate financial strain caused by the COVID-19 crisis. Contact your IntegraONE account manager with any questions or concerns. We are here to help.



Hewlett Packard
Enterprise

FINANCING AND ASSET LIFECYCLE OPTIONS TO ADDRESS ECONOMIC CHALLENGES

Extended Deployment:

- Obtain up to 12 months of tech and only pay when activated
- Allows for phased deployment or spare tech pre-ordering
- Only 30% required activation in first three months
- Pre-select a rollout/activation schedule (monthly or quarterly)
- Predictable monthly payments based on activated units
- Available with entire HPE/HP product portfolio
- Minimum transaction size is \$100,000 USD

Promotional Offer:

- 2.99% implicit finance rate
 - 36-month term with monthly payments in arrears
- Eligible Products:
 - All HPE HW product categories – HP personal systems (excluding print)
 - All tier 1 compute and/or personal systems competitor products
- Up to 25% soft costs can be included
- Qualifying transactions start between \$10,000 USD and \$1 million USD
- Available in US and Canada now through June 30, 2022

Payment Relief Program:

Defer over 90% of the cost for the next 8 months

- Pay 1% of the solution value monthly for the first 8 months of your contract
- After the first 8 months, each monthly payments would equal approx. 3.3% of total contract value.
- Full portfolio of HPE Servers & Systems, Networking and Data Storage hardware.
- Up to 20% select non-hardware items (e.g. software, software appliances, services and installation) may be bundled.
- Qualifying transactions start at a minimum of \$5,000 USD.



2022 Cisco Capital Programs

Standard 3 Month Deferral (Can Be Built Into Most Options)

Cisco Easy Pay:

- Deal size \$10K - \$5M (Over \$5M requires approval)
- Bundle hardware, software and service into one contract
 - Deal must include hardware to qualify
- 3, 4 and 5 year terms

Cisco Enterprise Agreement Pay:

- \$3M minimum list price
 - Available for specific skills
 - Certain EAs and a la carte software licenses are eligible
- Multiyear available
- Expires July 30, 2022

V. ITEMS FOR DISCUSSION

d. Cisco Duo MFA Tokens - Integra One Quote, \$38,145

Cisco Duo Tokens

A. Why are you requesting the service/needs?

Why: We are requesting to purchase Cisco Duo Tokens for use with the Cisco Duo MFA (Multifactor Authentication) software.

Need: MFA (Multifactor Authentication) ensures only authorized users can access ESASD accounts and applications and requires the use of a product to provide the second method of authentication. It provides increased security to prevent both insider and external threats. We will be purchasing 1,500 tokens for all full and part time staff members. In addition, in order to remain compliant with our cybersecurity insurance policy, this technology must be adopted in the 2022-2023 school year.

Suggested replacement: Cisco Duo Tokens through IntegraOne as indicated on the attached quote.

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. No. We are procuring the hardware tokens through the same company that we are buying the MFA software licensing. Pricing is also per state contract listed below.

- IntegraOne - \$38,145.00 – Pricing per Co-Stars contract #HW 003-085.

C. Procurement Method:

- ESASD reviewed several MFA software solutions the past several months. We attended webinar presentations and spoke with other school districts and intermediate units using Cisco Duo. We issued an RFQ to vendors on May 18, which was due on June 1. The hardware tokens we are proposing to purchase are through the same vendor as we buying the software.

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

- Yes – 2022-2023 Fiscal Year
- Fund 10
- Account #10-2844-650-000-00-000-006-000-0000
 - Technology Services Software and Supply Account

E. Selection of winning proposal

- Cisco Duo Tokens through IntegraOne in the amount of \$38,145.00. Pricing per COSTARS contract #HW 003-085.

F. Other

N/A



PREPARED FOR
 East Stroudsburg Area
 School District

PREPARED BY
 Ashley Miller
 Account Manager
 Karen Toczek
 Inside Support Representative

Cisco DUO Tokens

Quote #033552 v1

June 06, 2022

36CVZ2J=LARM6EJVGZ1BEB+9R9SIJLW5A9GCQZ2+6LBATERP511+*ONUK=JHZJ4BNX+NSTE121#BOJEMNPEACWSEOS3+1#01W1A1G6
 1LSF#OPKNI#P#2B+0063BHY58T09#8AA*0D8A1DK*EK840#33=CYL4E8A\$GNB=IUZY#1EGJAKAG1B1N4#KRLN#04F*7JFGQGD3=



Cisco

Description	Price	Qty	Ext. Price
DUO-TOKEN-10PACK Hardware tokens for use with a Cisco Duo subscription	\$0.00	150	\$0.00
DUO-TOKEN A hardware token used with a Duo subscription	\$25.43	1500	\$38,145.00
Subtotal:			\$38,145.00

per COSTARS contract # HW 003-085 & SW #006-040

Please note, service invoicing will be processed weekly or monthly, depending on size and scope of project.



Cisco DUO Tokens

Prepared by:

Allentown
 Ashley Miller
 amiller@integraone.com
 484-223-3480 x1115

Karen Toczek
 ktoczek@integraone.com
 (484) 223-3480 x1150

Prepared for:

East Stroudsburg Area School District
 50 Vine Street
 East Stroudsburg, PA 18301
 Brian Borosh
 (570) 424-8060
 brian-borosh@esasd.net

Quote Information:

Quote #: 033552
 Version: 1
 Delivery Date: 06/06/2022
 Expiration Date: 07/06/2022

Quote Summary

Description	Amount
Cisco	\$38,145.00
Total:	\$38,145.00

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

Ship to Address:

Additional Information:

Allentown

East Stroudsburg Area School District

Signature:
 Name: Ashley Miller
 Title: Account Manager
 Date: 06/06/2022

Signature: _____
 Name: Brian Borosh
 Date: _____

Financial Flexibility & Relief

Understand all your options when it comes to paying for IT investments. IntegraONE can help you navigate the various vendor programs available to alleviate financial strain caused by the COVID-19 crisis. Contact your IntegraONE account manager with any questions or concerns. We are here to help.



Hewlett Packard
Enterprise

FINANCING AND ASSET LIFECYCLE OPTIONS TO ADDRESS ECONOMIC CHALLENGES

Extended Deployment:

- Obtain up to 12 months of tech and only pay when activated
- Allows for phased deployment or spare tech pre-ordering
- Only 30% required activation in first three months
- Pre-select a rollout/activation schedule (monthly or quarterly)
- Predictable monthly payments based on activated units
- Available with entire HPE/HP product portfolio
- Minimum transaction size is \$100,000 USD

Promotional Offer:

- 2.99% implicit finance rate
 - 36-month term with monthly payments in arrears
- Eligible Products:
 - All HPE HW product categories – HP personal systems (excluding print)
 - All tier 1 compute and/or personal systems competitor products
- Up to 25% soft costs can be included
- Qualifying transactions start between \$10,000 USD and \$1 million USD
- Available in US and Canada now through June 30, 2022

Payment Relief Program:

Defer over 90% of the cost for the next 8 months

- Pay 1% of the solution value monthly for the first 8 months of your contract
- After the first 8 months, each monthly payments would equal approx. 3.3% of total contract value.
- Full portfolio of HPE Servers & Systems, Networking and Data Storage hardware.
- Up to 20% select non-hardware items (e.g. software, software appliances, services and installation) may be bundled.
- Qualifying transactions start at a minimum of \$5,000 USD.



2022 Cisco Capital Programs

Standard 3 Month Deferral (Can Be Built Into Most Options)

Cisco Easy Pay:

- Deal size \$10K - \$5M (Over \$5M requires approval)
- Bundle hardware, software and service into one contract
 - Deal must include hardware to qualify
- 3, 4 and 5 year terms

Cisco Enterprise Agreement Pay:

- \$3M minimum list price
 - Available for specific skills
 - Certain EAs and a la carte software licenses are eligible
- Multiyear available
- Expires July 30, 2022

V. ITEMS FOR DISCUSSION

e. Digital Assessment Library - Pearson Quote, \$19,685

Form 611

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

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

Untitled Section

Untitled Section

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

MARY OLSZEWSKI

Untitled Title

Department *

PUPIL SERVICES

Building *

ADMINISTRATION

What service or item are requesting *

Pearson's Digital Assessment Library

Why are you requesting the service or item *

The platform is the modality used to perform psychoeducational evaluations on students.

Suggested replacement *

There is no replacement- Pearson is the only publisher

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

RENEWAL

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

No, Pearson is the only company as they as they have the copyright. RENEWAL

What is the total cost of the purchase? *

19,685.00

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? *

10-1290-610-891-00-000-310-000-9891-
10-2140-610-000-00-000-603-000-0000-

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

As explained above, Pearson is the only provider of these assessments.

Any additional information you would like to provide.

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





Pearson

QUOTE / PROFORMA

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

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

Attention:

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

Quote/Proforma Number : 161488
Date : 02-JUN-2022
Customer Account# : 571538
Sales Order Number : 161488
Customer PO# :
Currency : USD
Shipment Terms : Paid
Customer Tax Number :
Number of Pages : Page 1 of 2

Prices will be honored for 60 days from price quote date.

This price quote does not guarantee stock availability and shipping amount is estimated, standard shipping charges apply.

Total Ordered Quantity (No. Of Items) :	8890
Other Charges :	USD \$0.00
Net Amount :	USD \$19,685.00
Tax Total :	USD \$0.00
Quote/Proforma Total :	USD \$19,685.00
Amount Due :	USD \$19,685.00

REMITTANCE INFORMATION

Make Checks Payable to:

13036 COLLECTION CENTER DRIVE
CHICAGO
60693
NCS Pearson, Inc.

Bank Wire to:

Bank of America N A
071000039
A/C No: 8188105388
SWIFT : 071000039



Pearson

Quote/Proforma Number: 161488

Item Number	Item Description	Quantity	Unit Price	Discount	Tax	Line Total
A103000244405	DALSCOMPLETE RENEWAL (DIGITAL)	1270	15.50	NET	0.00	\$19,685.00
A103000278938	QG-DAL-SCHOOLS PSYCH PORTFOLIO	1270	0.00	PROMO	0.00	\$0.00
A103000278933	QG-DAL-SCHOOLS SLP-OT-PT PORTFOLIO	1270	0.00	PROMO	0.00	\$0.00
A103000278934	QG-DAL-SCHOOLS SCREENER PORTFOLIO	1270	0.00	PROMO	0.00	\$0.00
A103000278935	QG-DAL-SCHOOLS-ABILITY PORTFOLIO	1270	0.00	PROMO	0.00	\$0.00
A103000278937	QG-DAL-SCHOOLS MENTAL HEALTH PORTFOLIO	1270	0.00	PROMO	0.00	\$0.00
A103000278936	QG-DAL-SCHOOLS ACADEMIC PORTFOLIO	1270	0.00	PROMO	0.00	\$0.00

*** IMPORTANT CUSTOMER MESSAGES ***

QUOTE/PROFORMA TOTALS		Subtotal	Total Other Charges	Total Tax	Total Due
		USD	USD	USD	USD
		\$19,685.00	\$0.00	\$0.00	\$19,685.00

By placing your order, you hereby agree to the Terms and Conditions which govern your purchase:
<https://www.pearson.com/en-us/legal-information/business-purchasers-terms.html>

V. ITEMS FOR DISCUSSION

- f. Practical Assessment Exploration System - Quote,
\$41,325.60

Form 611

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

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

Untitled Section

Untitled Section

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT
Procurement Form

Name of Requestor *

Barbara Wetherhold/Matthew Krauss

Untitled Title

Department *

Special Education

Building *

High School North

What service or item are requesting *

Practical Assessment Exploration System 2020 Edition & OPTIONAL ITEMS PAES Audio Job Cards and PAES SCAN APP

Why are you requesting the service or item *

Transition Program Work Based Learning Curriculum and Training to that will enhance the learning and opportunities for Life Skills/Transition students at High School North. It will be highly beneficial to have these learning components in the classroom at North due to the travel distances to local employment training sites.

Suggested replacement *

NEW

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

\$40,000

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

Sole Source

What is the total cost of the purchase? *

\$41,325.60

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.

No

Which Fund will be charged? *

10



What account will be charged? *

Multiple under 1211 (Life Skills) fully funded through ACCESS

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

Sole Source

Any additional information you would like to provide.

PAES® is a research-based, functional skills curriculum with an embedded formative assessment of career potential and employability skills. PAES® is an assessment system which identifies: Functional skill levels Career interests Aptitude for community based employment Work behavior strengths and barriers to success. The PAES® lab will transform a classroom into a simulated work environment where individuals will learn: Work-related problem solving skills Proper work behavior by developing soft skills Insight into job skills and real work settings Understanding of their learning and training styles for future employment PAES® labs can be found all over the country (and the world) in a variety of settings. Typically PAES® student employees range from middle school age to adult and the setting is educational to rehabilitative. Example settings that PAES® labs have been installed are: Middle Schools to prepare students for career placement in High School programs High School for students that are not in mainstream classes Transition schools and facilities Appropriate work behavior development Data collection and student reporting An accurate description of student performance and employment potential. ADDITIONAL INFORMATION ALSO ATTACHED

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

Google Forms

Talent Assessment, Inc.
P.O. Box 5087
Jacksonville, FL 32247
1-800-634-1472
Fax: 1-904-292-9371
Email: orders@talentassessment.com

QUOTE



QUOTE # SP060222P5-1

Date: June 2, 2022

To: Barbara Wetherhold
East Stroudsburg High School North
279 Timberwolf Drive
Dingmans Ferry, PA 18328

Phone: 570.588.4420

Email: barbara-wetherhold@esasd.net

From: Dave Cloninger

Quan.	Description	Total
1	Practical Assessment Exploration System - 2020 Edition	33,195.00
	Curriculum Component with Windows PC Based Scoring	
	Business/Marketing Component	
	Computer Technology Component	
	Construction/Industrial Component	
	Consumer/Service Component	
	Processing/Production Component	
	2 Days On-site Training	
	Travel Expense	1,000.00
	1 Year access for 3 emails to the Online Training Library	
	7 Shelving Units	
	1 Heavy Duty Workbench	
	Shipping and Handling	<u>2,335.60</u>
	Total Investment	<u>\$36,530.60</u>
	Optional Items:	
1	Premium Lab - Upgraded tools/equipment (When purchased with lab \$3,195)	3,795.00
1	Money Manager Program - One Time Fee - Token Economy	592.92
1	Repliated Reality - Annual fee - Online Token Economy	995.00
1	PAES Audio Job Cards - One Time Fee-\$1,036.00 When Purchased With Lab	1,295.00
1	PAES Scan App – Pre-Launch Price-One Year Subscription – Pre-Launch pricing good through July 31, 2022. Pre-launch first year renewal is \$1,000. Annual renewal thereafter is \$1,500 (Price after 8/1/2022 is \$5,000 w/\$1,500 renewals) Fulfilled by Life Productions Inc.	\$3,500.00

V. ITEMS FOR DISCUSSION

g. Commercial Insurance Proposal - 2022-23

East Stroudsburg Area School District
Commercial Insurance Proposal
2022-23 School Year

Premium Summary / Payment Terms

<i>Premium Summary:</i>		
Line of Coverage	Expiring Premium	Renewal Premium
Property (Including Inland Marine)	\$329,897.00	\$361,647.00
Equipment Breakdown	\$19,468.00	\$19,901.00
General Liability (Including Law Enforcement)	\$43,980.00	\$52,099.00
Crime	\$3,485.00	\$4,831.00
Automobile	\$146,018.00	\$147,958.00
School Leaders' Legal Liability	\$56,416.00	\$66,870.00
Cyber Liability	\$7,879.00	\$11,322.00
Excess Workers' Compensation	\$101,668.00	\$106,821.00
Excess Liability	\$23,064.00	\$27,274.00
Pollution Liability	N/A	\$27,767.00
Deadly Weapon Protection	N/A	\$21,650.00
Student / Sports Accident	\$62,152.00	\$62,152.00
Workers' Compensation Admin. Service Fee	\$55,000.00	\$55,000.00
Technical Services Fee	\$10,000.00	\$10,000.00
Total Estimated Annual Premium	\$859,027.00	\$975,292.00

<i>Payment Terms:</i>			
Policy	Carrier	Agency or Direct Bill	Plan
Property, GL, Crime, Auto, SLL, & Excess	CM Regent	Agency Bill	Annual Pay
Excess Workers' Compensation	Safety National	Agency Bill	Annual Pay
Student / Sports Accident	A-G Administrators	Agency Bill	Annual Pay
Fees	EHD	Agency Bill	Annual Pay

V. ITEMS FOR DISCUSSION

h. Designation of Depositories - 2022-23

**East Stroudsburg Area School District
Designation of Depositories - 2022-23**

Annually, school districts are required to designate depositories for school funds. The 2022-23 depositories for school funds are as follows:

- **ESSA Bank and Trust, East Stroudsburg, PA -**
 - General Fund, Payroll, Tax Collections, Tax Escrow, Worker's Compensation Escrow, Scholarship Accounts, Special Activity Accounts (North and South), Student Activity Accounts (North and South), Cafeteria Fund, Concession Fund, and Paypal.

- **Pennsylvania School District Liquid Asset Fund, Lancaster, PA -**
 - General Fund.

- **Pennsylvania Local Government Investment Trust, Harrisburg, PA -**
 - General Fund and Capital Reserve.

- **First Keystone Community Bank, Stroudsburg, PA -**
 - General Fund.

June 20, 2022 Board Motion: That the Board of School Directors approves the depositories for school funds for the 2022-23 fiscal year as listed with funds invested in accordance with the School Laws of Pennsylvania and the East Stroudsburg Area School District's Board Policy.

V. ITEMS FOR DISCUSSION

- i. Homestead/Farmstead Resolution - 2022-23

EAST STROUDSBURG AREA SCHOOL DISTRICT

2022-2023 Homestead and Farmstead Exclusion Resolution

RESOLVED, by the Board of Education of the East Stroudsburg Area School District, that homestead and farmstead exclusion real estate tax assessment reductions are authorized for the school year beginning July 1, 2022, under the provisions of the Homestead Property Exclusion Program Act (part of Act 50 of 1998) and the Taxpayer Relief Act (Act 1 of 2006), as follows:

1. Aggregate amount available for homestead and farmstead real estate tax reduction.

The following amounts are available for homestead and farmstead real estate tax reduction for the school year beginning July 1, 2022:

a. **Gambling tax funds.** The Pennsylvania Department of Education (PDE) has notified the School District that PDE will pay to the School District during the school year pursuant to Act 1, 53 P.S. § 6926.505(b), as property tax reduction allocation funded by gambling tax funds, the amount of \$5,467,387.85.

b. **Philadelphia tax credit reimbursement funds.** PDE has notified the School District that PDE will pay to the School District during the school year pursuant to Act 1, 53 P. S. § 6926.324(3), as reimbursement for Philadelphia tax credits claimed against the School District earned income tax by School District resident taxpayers, the amount of \$7,693.93.

c. **Aggregate amount available.** Adding these amounts, the aggregate amount Available during the school year for real estate tax reduction is \$5,475,081.78.

2. Homestead/farmstead number. Pursuant to Act 50, 54 Pa. C.S. § 8584(i), and Act 1, 53 P.S. § 6926.341 (g)(3), Monroe and Pike Counties have provided the School District with certified reports listing approved homesteads and approved farmsteads as follows:

a. **Homestead property number.** The number of approved homesteads within the School District is 6,998 in Monroe County, and 2,776 in Pike County, totaling 9,774.

b. **Farmstead property number.** The number of approved farmsteads within the School District is 4 in Monroe County and zero in Pike County, totaling 4.

c. **Homestead/farmstead combined number.** Adding these numbers, the aggregate number of approved homesteads and approved farmsteads is 9,778.

3. Real estate tax reduction calculation. The School Board has decided that the homestead exclusion amount and the farmstead exclusion amount shall be equal. Dividing the paragraph 1(c) aggregate amount available during the school year for real estate tax reduction of \$5,475,081.78 by the paragraph 2(c) aggregate number of approved homesteads and approved farmsteads of 9,778 the calculation of the maximum real estate

tax reduction amount applicable to each approved homestead and to each approved farmstead is a maximum \$559.94.

4. **Homestead exclusion calculation.** Dividing the paragraph 3 maximum real estate tax reduction amount of \$559.94 by the School District real estate tax rate in Monroe County of 30.79 mills (.307900) and in Pike County of 128.33 mills (.128330), the maximum real estate assessed value reduction to be reflected on tax notices as a homestead exclusion for each approved homestead is \$18,186 in Monroe County and \$4,363 in Pike County, and the maximum real estate assessed value reduction to be reflected on tax notices as a farmstead exclusion for each approved farmstead is \$18,186 in Monroe County and \$4,363 in Pike County.

5. **Homestead/farmstead exclusion authorization – July 1 tax bills.** The tax notice issued to the owner of each approved homestead within the School District shall reflect a homestead exclusion real estate assessed value reduction equal to the lesser of: (a) the County established assessed value of the homestead, or (b) the paragraph 4 maximum real estate assessed value reduction of \$18,186 in Monroe County and \$4,363 in Pike County. The tax notice issued to the owner of each approved farmstead within the School District shall reflect an additional farmstead exclusion real estate assessed value reduction equal to the lesser of: (a) the County-established assessed value of the farmstead, or (b) the paragraph 4 maximum real estate assessed value reduction of \$18,186 in Monroe County and \$4,363 in Pike County. For purposes of this Resolution, “approved homestead” and “approved farmstead” shall mean homesteads and farmsteads listed in the report referred to in paragraph 2 above and received by the School District from the County Assessment Office on or before May 1 pursuant to Act 1, 53 P.S. § 6926.341 (g) (3), based on homestead/farmstead applications filed with the County Assessment Office on or before March 1. This paragraph 5 will apply to tax notices issued based on the initial tax duplicate used in issuing initial real estate tax notices for the school year, which will be issued on or promptly after July 1, and will not apply to interim real estate tax bills.

RESOLVED this 20th day of June 2022.

ATTEST:

BOARD OF SCHOOL DIRECTORS OF THE EAST STROUDSBURG AREA SCHOOL DISTRICT

By _____

Board Secretary

By _____

Board President

V. ITEMS FOR DISCUSSION

- j. Commitment of Fund Balance 2021-22

**East Stroudsburg Area School District
Commitment of General Fund Balance - 2021-22**

In accordance with the Governmental Accounting Standards Board (GASB) Statement 54 the Board annually may commit or constrain a portion of fund balance for specified purposes which can include Capital Reserve Funds, PSERS or any other Board approved purpose with the amount to be determined following the close of the fiscal year but prior to the final audited financial statements being prepared.

As of June 30, 2021, General Fund balances are composed of the following:

- 1. Nonspendable - \$31,401**
 - a. Prepaid Expenses \$31,401
- 2. Committed - \$24,000,000**
 - a. Future Retirement Benefits \$18,000,000
 - b. Future Healthcare Costs \$6,000,000
- 3. Assigned - \$18,181,209**
 - a. Balance the 2021-22 Budget - \$4,528,817
 - b. Future Budget Expenditures \$5,000,000
 - c. Future Educational Programs \$6,000,000
- 4. Unassigned - \$9,184,972**
 - a. 5.2% of expenditures (8% cap)

Total General Fund Balance as of June 30, 2021: \$48,745,190

June 20, 2022 Board Motion: In the event that the District realizes a surplus from its operations following the close of the audited fiscal year 2021-22, it is recommended that the Board authorizes the commitment of fund balance with the amount to be determined by the Administration following the completion of the annual audit and prior to the final financial statements being prepared.

V. ITEMS FOR DISCUSSION

k. Budget Transfers to Close 2021-22

**East Stroudsburg Area School District
Budget Transfers to Close out the 2021-22 School Year**

Annually, the District works with our local auditors to make all reconciling entries, budget transfers and final payments to close the fiscal year. Any payments will be presented for Board approval as usual and closing procedures will be completed with the independent auditor as required by state and mandated auditing procedures.

June 20, 2022 Board Motion: That the Board of School Directors authorizes the Administration to make necessary budget transfers to close the 2021-22 fiscal year in conjunction with the District's independent auditor.

VI. RECOMMENDATIONS BY THE PROPERTY/FACILITIES COMMITTEE

i. Current Projects List

Current Construction Projects

	Date	SME Gym floor Repair & Refinish Board Approved 3/21/2022 10-216-3072	Date	JMH Gym Floor Repair & Refinish Board Approved 3/21/2022 10-213-3072	Total of Current Projects
Vendor	7314	Wayfare Sports Flooring \$ 10,833.00	7314	Wayfare Sports Flooring \$ 11,154.00	
Original Bid		\$ 10,833.00		\$ 11,154.00	\$ 9,436,571.22
Change Order					\$ 20,040.00
Change Order					\$ 107,382.00
Change Order					\$ 26,672.85
Total of Project		\$ 10,833.00		\$ 11,154.00	\$ 9,540,879.07
Letter of Commitment					
Application 1					\$ 1,117,721.91
Application 2					\$ 429,311.76
Application 3					\$ 738,599.66
Application 4					\$ 341,971.98
Application 5					\$ 294,442.78
Application 6					\$ 82,443.43
Application 7					\$ 41,007.94
Application 8					\$ 17,428.50
Application 9					\$ 18,102.15
Application 10					\$ -
Application 11					\$ 3,699.00
Application 12					\$ -
Application 13					\$ -
Total Payments to Date		\$ -		\$ -	\$ 3,084,729.11
Left on Contract		\$ -		\$ -	\$ 613,868.51
Completion Percentage		0%		0%	33%
D'Huy Engineering					
1446					\$ 54,307.92
					\$ 58,054.93
					\$ 70,051.43
					\$ 19,365.36
					\$ 35,909.32
					\$ 19,602.19
					\$ 19,606.82
					\$ 12,205.54
					\$ 13,520.00
					\$ 3,196.42
					\$ 2,417.97
					\$ 4,416.89
					\$ 6,675.61
					\$ 3,721.00
					\$ 450.00
					\$ 2,300.00
					\$ 4,610.00
					\$ 2,006.25
					\$ 729.25
					\$ 890.00
					\$ 4,297.16
					\$ 1,067.55
		\$ -		\$ -	\$ 339,401.61

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &
RESOURCES COMMITTEE

- a. Pioneer Materials - Zaner Bloser Quote, \$51,218.13

Form 611

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

The respondent's email (jessica-newberry@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 *

William Vitulli

Untitled Title

Department *

Curriculum & Instruction

Building *

Elementary Buildings

What service or item are requesting *

Zaner Bloser Pinoeer Materials

Why are you requesting the service or item *

New Curriculum for K-2

Suggested replacement *

n/a

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

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

n/a

What is the total cost of the purchase? *

\$51,218.13

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? *

10-1110-640-000-10-000-004-000-0600

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.





ZB Zaner-Bloser

INVOICE

Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711
Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018
Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Terms 30 DAYS

Invoice # 10338677 PO # RESICA - PIONEER YR Bill To # 0000089547 Invoice Date 5/05/22
Process # 22035636 Ship To # 0000004440

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
9781614365211	22			5.25	SK 17 GR2 S1 BACKPACK PAGES SE CON	115.50
9781614365792	22			17.00	SK 17 GR2 S1 READER NON-CON	374.00
9781614368823	22			22.50	SK 17 GR2 S1 SUPER MAG SET	495.00
9781614368991	22			14.00	SK 17 GR2 S1 WWB SET (2-BOOKS)	308.00
9781614368632	2			315.00	SK 17 GR2 S1 TEACHER MATERIALS	630.00
9781614365242	22			5.25	SK 17 GR2 S2 BACKPACK PAGES SE CON	115.50
9781614365365	22			14.00	SK 17 GR2 S2 U9-16 WWB	308.00
9781614365808	22			17.00	SK 17 GR2 S2 READER NON-CON	374.00
9781614368830	22			22.50	SK 17 GR2 S2 SUPER MAG SET	495.00
9781614368649	2			315.00	SK 17 GR2 S2 TEACHER MATERIALS	630.00
*						
9781614368779	2			1010.00	SK 17 GR2 BOOK CLUB SET	2020.00
* Package consists of:						
10452				.00	17 SK GR 2 BOOK CLUB BOX 1 (BOOKS 1-8)	
10453				.00	17 SK GR 2 BOOK CLUB BOX 2 (BOOKS 9-16)	
*						
9781614365037	2			225.00	SK 17 GR2 BIG BOOK OF DECODING	450.00
9781614368670	2			185.00	SK 17 GR2 CLASSROOM RESOURCE KIT	370.00
9781598339789	2			28.00	SK ICE CREAM PAPER	56.00

-CONTINUED-

Please detach and return with payment.

Ship To: RESICA ELEMENTARY SCHOOL 1 GRAVEL RIDGE RD EAST STROUDSBURG PA 183028343

Bill To: EAST STROUDSBURG AREA SCH DIST 50 VINE ST EAST STROUDSBURG PA 18301
--

Product Sub-Total
Shipping and Processing
Tax
Invoice Total
Payment Received

Net Due

**Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711**

Invoice #	10338677
PO	RESICA - PIONEER YR
Customer #	0000089547
Invoice Date	5/05/22



ZB Zaner-Bloser

INVOICE

Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711
Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018
Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Terms 30 DAYS

Invoice # 10338677 PO# RESICA - PIONEER YR Bill To # 0000089547 Invoice Date 5/05/22
Process # 22035636 Ship To # 000004440

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
* 9781453136883	2			94.99	SK 22 GRADE 2 PHONEMIC AWARENESS SET	189.98
* Package consists of:						
9781453136676				.00	SK 22 PHONEMIC AWARENESS GRADE 2 TG	
9781453136683				.00	SK PA 22 GRK-2 PHONEME ARTICULATN CARDS	

Please detach and return with payment.

Ship To:
RESICA ELEMENTARY SCHOOL
1 GRAVEL RIDGE RD
EAST STROUDSBURG PA 183028343

Bill To:
EAST STROUDSBURG AREA SCH DIST
50 VINE ST
EAST STROUDSBURG PA 18301

Product Sub-Total 6930.98
Shipping and Processing 623.79
Tax .00
Invoice Total 7554.77
Payment Received .00
Net Due 7554.77

Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711

Invoice # 10338677
PO RESICA - PIONEER YR
Customer # 0000089547
Invoice Date 5/05/22

Please remit in U.S. funds.



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Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711
Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018
Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Terms 30 DAYS

Invoice # 10338680 PO # SMITHFIELD - PIONEER YR Bill To # 0000089547 Invoice Date 5/05/22
Process # 22035623 Ship To # 0000174008

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
9781614365211	22			5.25	SK 17 GR2 S1 BACKPACK PAGES SB CON	115.50
9781614365792	22			17.00	SK 17 GR2 S1 READER NON-CON	374.00
9781614368823	22			22.50	SK 17 GR2 S1 SUPER MAG SET	495.00
9781614368991	22			14.00	SK 17 GR2 S1 WWB SET (2-BOOKS)	308.00
9781614368632	1			315.00	SK 17 GR2 S1 TEACHER MATERIALS	315.00
9781614365242	22			5.25	SK 17 GR2 S2 BACKPACK PAGES SB CON	115.50
9781614365365	22			14.00	SK 17 GR2 S2 U9-16 WWB	308.00
9781614365808	22			17.00	SK 17 GR2 S2 READER NON-CON	374.00
9781614368830	22			22.50	SK 17 GR2 S2 SUPER MAG SET	495.00
9781614368649	1			315.00	SK 17 GR2 S2 TEACHER MATERIALS	315.00
*						
9781614368779	1			1010.00	SK 17 GR2 BOOK CLUB SET	1010.00
* Package consists of:						
10452				.00	17 SK GR 2 BOOK CLUB BOX 1 (BOOKS 1-8)	
10453				.00	17 SK GR 2 BOOK CLUB BOX 2 (BOOKS 9-16)	
*						
9781614365037	1			225.00	SK 17 GR2 BIG BOOK OF DECODING	225.00
9781614368670	1			185.00	SK 17 GR2 CLASSROOM RESOURCE KIT	185.00
9781598339789	1			28.00	SK ICE CREAM PAPER	28.00

-CONTINUED-

Please detach and return with payment.

Ship To:
SMITHFIELD ELEMENTARY SCHOOL
R.R. #5, BOX 5210
EAST STROUDSBURG PA 18301

Bill To:
EAST STROUDSBURG AREA SCH DIST
50 VINE ST
EAST STROUDSBURG PA 18301

Product Sub-Total
Shipping and Processing
Tax
Invoice Total
Payment Received

Net Due

Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711

Invoice # 10338680
PO SMITHFIELD - PIONEER YR
Customer # 0000089547
Invoice Date 5/05/22



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INVOICE

Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711

Terms 30 DAYS

Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018

Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Invoice # 10338680 PO # SMITHFIELD - PIONEER YR
Process # 22035623

Bill To # 0000089547
Ship To # 0000174008

Invoice Date 5/05/22

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
*						
9781453136898	1			94.99	SK 22 GRADE 2 PHONEMIC AWARENESS SET	94.99
* Package consists of:						
9781453136676				.00	SK 22 PHONEMIC AWARENESS GRADE 2 TG	
9781453136683				.00	SK PA 22 GRK-2 PHONEME ARTICULATN CARDS	

Please detach and return with payment.

Ship To:

SMITHFIELD ELEMENTARY SCHOOL
R.R. #5, BOX 5210
EAST STROUDSBURG PA 18301

Bill To:

EAST STROUDSBURG AREA SCH DIST
50 VINE ST
EAST STROUDSBURG PA 18301

Product Sub-Total	4757.99
Shipping and Processing	428.22
Tax	.00
Invoice Total	5186.21
Payment Received	.00
Net Due	5186.21

Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711

Invoice #	10338680
PO	SMITHFIELD - PIONEER YR
Customer #	0000089547
Invoice Date	5/05/22

Please remit in U.S. funds.



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Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711
Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018
Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Terms 30 DAYS

Invoice # 10338678 PO # MIDDLE-PIONEER YEAR Bill To # 0000089547 Invoice Date 5/05/22
Process # 22035614 Ship To # 0000089543

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
9781614365211	22			5.25	SK 17 GR2 S1 BACKPACK PAGES SE CON	115.50
9781614365792	22			17.00	SK 17 GR2 S1 READER NON-CON	374.00
9781614368823	22			22.50	SK 17 GR2 S1 SUPER MAG SET	495.00
9781614368991	22			14.00	SK 17 GR2 S1 WWB SET (2-BOOKS)	308.00
9781614368632	1			315.00	SK 17 GR2 S1 TEACHER MATERIALS	315.00
9781614365242	22			5.25	SK 17 GR2 S2 BACKPACK PAGES SE CON	115.50
9781614365365	22			14.00	SK 17 GR2 S2 U9-16 WWB	308.00
9781614365808	22			17.00	SK 17 GR2 S2 READER NON-CON	374.00
9781614368830	22			22.50	SK 17 GR2 S2 SUPER MAG SET	495.00
9781614368649	1			315.00	SK 17 GR2 S2 TEACHER MATERIALS	315.00
*						
9781614368779	1			1010.00	SK 17 GR2 BOOK CLUB SET	1010.00
* Package consists of:						
10452				.00	17 SK GR 2 BOOK CLUB BOX 1 (BOOKS 1-8)	
10453				.00	17 SK GR 2 BOOK CLUB BOX 2 (BOOKS 9-16)	
*						
9781614365037	1			225.00	SK 17 GR2 BIG BOOK OF DECODING	225.00
9781598339789	1			28.00	SK ICE CREAM PAPER	28.00

-CONTINUED-

Please detach and return with payment.

Ship To:
MIDDLE SMITHFIELD ELEM SCHOOL
5180 MILFORD RD
EAST STROUDSBURG PA 18301

Bill To:
EAST STROUDSBURG AREA SCH DIST
50 VINE ST
EAST STROUDSBURG PA 18301

Product Sub-Total
Shipping and Processing
Tax
Invoice Total
Payment Received
Net Due

Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711

Invoice #	10338678
PO	MIDDLE-PIONEER YEAR
Customer #	0000089547
Invoice Date	5/05/22



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Remittance Address: L-3711 - Columbus, Ohio 43260-3711
Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018
Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Terms 30 DAYS

Invoice # 10338678 PO # MIDDLE-PIONEER YEAR Bill To # 0000089547 Invoice Date 5/05/22
Process # 22035614 Ship To # 0000089543

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
* 9781453136898	1			94.99	SK 22 GRADE 2 PHONEMIC AWARENESS SET	94.99
* Package consists of:						
9781453136676				.00	SK 22 PHONEMIC AWARENESS GRADE 2 TG	
9781453136683				.00	SK PA 22 GRK-2 PHONEME ARTICULATN CARDS	

Please detach and return with payment.

Ship To:

MIDDLE SMITHFIELD ELEM SCHOOL
5180 MILFORD RD
EAST STROUDSBURG PA 18301

Bill To:

EAST STROUDSBURG AREA SCH DIST
50 VINE ST
EAST STROUDSBURG PA 18301

Product Sub-Total	4572.99
Shipping and Processing	411.57
Tax	.00
Invoice Total	4984.56
Payment Received	.00
Net Due	4984.56

Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711

Invoice # 10338578
PO MIDDLE-PIONEER YEAR
Customer # 0000089547
Invoice Date 5/05/22

Please remit in U.S. funds.



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Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711
Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018
Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Terms 30 DAYS

Invoice # 10338679 PO# JM HILL - PIONEER YEAR Bill To # 0000089547 Invoice Date 5/05/22
Process # 22035604 Ship To # 0000089544

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
9781614365082	44			3.85	SK 17 GRK S1 PRACTICE PAGES SB CON	169.40
9781614368587	44			14.00	SK 17 GRK S1 SB SET OF 13 BOOKS	616.00
9781614368595	2			315.00	SK 17 GRK S1 TEACHER MATERIALS	630.00
9781614365105	44			3.85	SK 17 GRK S2 PRACTICE PAGES SE CON	169.40
9781614368694	44			14.00	SK 17 GRK S2 SB SET OF 5 BOOKS	616.00
9781614368601	2			315.00	SK 17 GRK S2 TEACHER MATERIALS	630.00
9781614369707	2			1600.00	SK 17 GRK LIB BNDL W/ INFO TEXT LIB	3200.00
* Package consists of:						
9781614368700				.00	SK 17 GRK LIBRARY BNDL	
9781614369486				.00	SK 17 GRK S2 INFO TEXT LIB	
* Package consists of:						
9781614365013	2			225.00	SK 17 GRK BIG BOOK OF BLENDING	450.00
* Package consists of:						
9781614369691	2			550.00	SK 17 GRK CLSRM RSCE KIT W/BENDABLES	1100.00
* Package consists of:						
9781598339475				.00	SK BENDABLE FIGURES IN BUS	
9781614368656				.00	SK 17 GRK CLSRM RSCE KIT W/O BENDABLES	

-CONTINUED-

Please detach and return with payment.

Ship To:
JM HILL ELEMENTARY SCHOOL
151 E BROAD ST
EAST STROUDSBURG PA 18301

Bill To:
EAST STROUDSBURG AREA SCH DIST
50 VINE ST
EAST STROUDSBURG PA 18301

Product Sub-Total
Shipping and Processing
Tax
Invoice Total
Payment Received
Net Due

Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711

Invoice # 10338679
PO JM HILL - PIONEER YEAR
Customer # 0000089547
Invoice Date 5/05/22



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Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711
Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018
Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Terms 30 DAYS

Invoice # 10338679 PO # JM HILL - PIONEER YEAR Bill To # 0000089547 Invoice Date 5/05/22
Process # 22035604 Ship To # 0000089544

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
* 9781614361749	1			50.00	SK GRK STU WHITEBOARDS 20 PK	50.00
* Package consists of: 9781453123669				.00	SK STUDENT WHITEBOARDS UPDATB- 20 PK	
* 9781598339789	2			28.00	SK ICE CREAM PAPER	56.00
* 9781453136874	2			94.99	SK 22 GRADE K PHONEMIC AWARENESS SET	189.98
* Package consists of: 9781453136652				.00	SK 22 PHONEMIC AWARENESS GRADE K TG	
9781453136683				.00	SK PA 22 GRK-2 PHONEME ARTICULATN CARDS	
* 9781614365136	22			4.00	SK 17 GR1 S1 PRACTICE PAGES SE CON	88.00
9781614365143	22			5.25	SK 17 GR1 S1 BACKPACK PAGES SE CON	115.50
9781614365778	22			17.00	SK 17 GR1 S1 READER NON-CON	374.00
9781614368809	22			22.50	SK 17 GR1 S1 SUPER DUPER MINI MAG SET	495.00
9781614368984	22			14.00	SK 17 GR1 S1 WWB SET (2-BOOKS)	308.00
9781614368618	1			315.00	SK 17 GR1 S1 TEACHER MATERIALS	315.00
9781614365174	22			4.00	SK 17 GR1 S2 PRACTICE PAGES SE CON	88.00
9781614365181	22			5.25	SK 17 GR1 S2 BACKPACK PAGES SE CON	115.50
9781614365334	22			14.00	SK 17 GR1 S2 U9-16 WWB	308.00

-CONTINUED-

Please detach and return with payment.

Ship To: JM HILL ELEMENTARY SCHOOL 151 E BROAD ST EAST STROUDSBURG PA 18301

Bill To: EAST STROUDSBURG AREA SCH DIST 50 VINE ST EAST STROUDSBURG PA 18301
--

Product Sub-Total
 Shipping and Processing
 Tax
 Invoice Total
 Payment Received
Net Due

**Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711**

Invoice # 10338679
 PO JM HILL - PIONEER YEAR
 Customer # 0000089547
 Invoice Date 5/05/22



ZB Zaner-Bloser

INVOICE

Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711

Terms 30 DAYS

Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018

Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Invoice # 10338679	PO # JM HILL - PIONEER YEAR	Bill To # 0000089547	Invoice Date 5/05/22
Process # 22035604		Ship To # 0000089544	

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
9781614365785	22			17.00	SK 17 GR1 S2 READER NON-CON	374.00
9781614368016	22			22.50	SK 17 GR1 S2 SUPER-DUPER MINI MAG SET	495.00
9781614368625	1			315.00	SK 17 GR1 S2 TEACHER MATERIALS	315.00
*						
9781614368915	1			2100.00	SK 17 GR1 LIBRARY BUNDL	2100.00
* Package consists of:						
9781614368755				.00	SK 17 GR1 S1 LIBRARY (B, OL, C)	
9781614368762				.00	SK 17 GR1 S2 LIBRARY (B, OL, C)	
*						
9781614368020	1			225.00	SK 17 GR1 BIG BOOK OF DECODING	225.00
9781614368563	1			310.00	SK 17 GR1 CLASSROOM RESOURCE KIT	310.00
*						
9781614361756	1			50.00	SK GR1 STUDENT WHITEBOARDS 20 PK	50.00
* Package consists of:						
9781453123669				.00	SK STUDENT WHITEBOARDS UPDATE- 20 PK	
*						
9781598339789	1			28.00	SK ICE CREAM PAPER	28.00
9781598339475	1			95.00	SK BENDABLE FIGURES IN BUS	95.00

Please detach and return with payment.

Ship To:
 JM HILL ELEMENTARY SCHOOL
 151 E BROAD ST
 EAST STROUDSBURG PA 18301

Bill To:
 EAST STROUDSBURG AREA SCH DIST
 50 VINE ST
 EAST STROUDSBURG PA 18301

Product Sub-Total	14075.78
Shipping and Processing	1266.82
Tax	.00
Invoice Total	15342.60
Payment Received	.00
Net Due	15342.60

**Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711**

Invoice #	10338679
PO	JM HILL - PIONEER YEAR
Customer #	0000089547
Invoice Date	5/05/22

Please remit in U.S. funds.



ZB Zaner-Bloser

INVOICE

Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711
Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018
Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Terms 30 DAYS

Invoice # 10338682 PO # EAST - PIONEER YEAR Bill To # 0000089547 Invoice Date 5/05/22
Process # 22035587 Ship To # 0010065722

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
9781614365082	22			3.85	SK 17 GRK S1 PRACTICE PAGES SE CON	84.70
9781614368687	22			14.00	SK 17 GRK S1 SB SET OF 13 BOOKS	308.00
9781614368595	1			315.00	SK 17 GRK S1 TEACHER MATERIALS	315.00
9781614365105	22			3.85	SK 17 GRK S2 PRACTICE PAGES SE CON	84.70
9781614368694	22			14.00	SK 17 GRK S2 SB SET OF 5 BOOKS	308.00
9781614368601	1			315.00	SK 17 GRK S2 TEACHER MATERIALS	315.00
9781614369707	1			1600.00	SK 17 GRK LIB BNDL W/ INFO TEXT LIB	1600.00
* Package consists of:						
9781614368700				.00	SK 17 GRK LIBRARY BNDL	
9781614369486				.00	SK 17 GRK S2 INFO TEXT LIB	
9781614365013	1			225.00	SK 17 GRK BIG BOOK OF BLENDING	225.00
9781614369691	1			550.00	SK 17 GRK CLSRM RSCB KIT W/BENDABLES	550.00
* Package consists of:						
9781598339475				.00	SK BENDABLE FIGURES IN BUS	
9781614368656				.00	SK 17 GRK CLSRM RSCB KIT W/O BENDABLES	

-CONTINUED-

Please detach and return with payment.

Ship To:
E STROUDSBURG ELEM SCHOOL
2002 MILFORD RD
EAST STROUDSBURG PA 183017800

Bill To:
EAST STROUDSBURG AREA SCH DIST
50 VINE ST
EAST STROUDSBURG PA 18301

Product Sub-Total
Shipping and Processing
Tax
Invoice Total
Payment Received
Net Due

Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711

Invoice # 10338682
PO EAST - PIONEER YEAR
Customer # 0000089547
Invoice Date 5/05/22



ZB Zaner-Bloser

INVOICE

Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711
Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018
Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Terms 30 DAYS

Invoice # 10338682 PO # EAST - PIONEER YEAR Bill To # 0000089547 Invoice Date 5/05/22
Process # 22035587 Ship To # 0010065722

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
* 9781614361749	2			50.00	SK GRK STU WHITEBOARDS 20 PK	100.00
* Package consists of:						
9781453123669				.00	SK STUDENT WHITEBOARDS UPDATE- 20 PK	
* 9781598339789	1			28.00	SK ICB CREAM PAPER	28.00
* 9781453136074	1			94.99	SK 22 GRADE K PHONEMIC AWARENESS SET	94.99
* Package consists of:						
9781453136652				.00	SK 22 PHONEMIC AWARENESS GRADE K TG	
9781453136683				.00	SK PA 22 GRK-2 PHONEME ARTICULATN CARDS	
* 9781614365136	22			4.00	SK 17 GR1 S1 PRACTICE PAGES SE CON	88.00
9781614365143	22			5.25	SK 17 GR1 S1 BACKPACK PAGES SE CON	115.50
9781614365770	22			17.00	SK 17 GR1 S1 READER NON-CON	374.00
9781614368809	22			22.50	SK 17 GR1 S1 SUPER DUPE MINI MAG SET	495.00
9781614368984	22			14.00	SK 17 GR1 S1 WWB SET (2-BOOKS)	308.00
9781614368618	1			315.00	SK 17 GR1 S1 TEACHER MATERIALS	315.00
9781614365174	22			4.00	SK 17 GR1 S2 PRACTICE PAGES SE CON	88.00
9781614365181	22			5.25	SK 17 GR1 S2 BACKPACK PAGES SE CON	115.50
9781614365334	22			14.00	SK 17 GR1 S2 U9-16 WWB	308.00

-CONTINUED-

Please detach and return with payment.

Ship To:
E STROUDSBURG ELEM SCHOOL
2002 MILFORD RD
EAST STROUDSBURG PA 183017800

Bill To:
EAST STROUDSBURG AREA SCH DIST
50 VINE ST
EAST STROUDSBURG PA 18301

Product Sub-Total
Shipping and Processing
Tax
Invoice Total
Payment Received
Net Due

Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711

Invoice # 10338682
PO EAST - PIONEER YEAR
Customer # 0000089547
Invoice Date 5/05/22



ZB Zaner-Bloser

INVOICE

Page 3 of 4

Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711

Terms 30 DAYS

Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018

Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Invoice # 10338682 PO # EAST - PIONEER YEAR
Process # 22035587

Bill To # 0000089547
Ship To # 0010065722

Invoice Date 5/05/22

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
9781614365785	22			17.00	SK 17 GR1 S2 READER NON-CON	374.00
9781614368816	22			22.50	SK 17 GR1 S2 SUPER-DUPER MINI MAG SBT	495.00
9781614368625	1			315.00	SK 17 GR1 S2 TEACHER MATERIALS	315.00
*						
9781614368915	1			2100.00	SK 17 GR1 LIBRARY BUNDL	2100.00
* Package consists of:						
9781614368755				.00	SK 17 GR1 S1 LIBRARY (E, OL, C)	
9781614368762				.00	SK 17 GR1 S2 LIBRARY (E, OL, C)	
*						
9781614365020	1			225.00	SK 17 GR1 BIG BOOK OF DECODING	225.00
9781614368653	1			310.00	SK 17 GR1 CLASSROOM RESOURCE KIT	310.00
*						
9781614361756	2			50.00	SK GR1 STUDENT WHITEBOARDS 20 PK.	100.00
* Package consists of:						
9781453123669				.00	SK STUDENT WHITEBOARDS UPDATE- 20 PK.	
*						
9781598339789	1			28.00	SK ICE CREAM PAPER	28.00
9781598339475	1			95.00	SK BENDABLE FIGURES IN BUS	95.00

-CONTINUED-

Please detach and return with payment.

Ship To:

E STROUDSBURG ELEM SCHOOL
2002 MILFORD RD
EAST STROUDSBURG PA 183017800

Bill To:

EAST STROUDSBURG AREA SCH DIST
50 VINE ST
EAST STROUDSBURG PA 18301

Product Sub-Total
Shipping and Processing
Tax
Invoice Total
Payment Received
Net Due

**Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711**

Invoice # 10338682
PO EAST - PIONEER YEAR
Customer # 0000089547
Invoice Date 5/05/22



ZB Zaner-Bloser

INVOICE

Page 4 of 4

Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711
Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018
Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Terms 30 DAYS

Invoice # 10338682 PO # EAST - PIONEER YEAR Bill To # 0000089547 Invoice Date 5/05/22
Process # 22035587 Ship To # 0010065722

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
* 9781453136881	1			94.99	SK 22 GRADE 1 PHONEMIC AWARENESS SET	94.99
* Package consists of:						
9781453136669				.00	SK 22 PHONEMIC AWARENESS GRADE 1 TG	
9781453136683				.00	SK PA 22 GRK-2 PHONEME ARTICULATN CARDS	

Please detach and return with payment.

Ship To:
E STROUDSBURG ELEM SCHOOL
2002 MILFORD RD
EAST STROUDSBURG PA 183017800

Bill To:
EAST STROUDSBURG AREA SCH DIST
50 VINE ST
EAST STROUDSBURG PA 18301

Product Sub-Total 10357.38
Shipping and Processing 932.16
Tax .00
Invoice Total 11289.54
Payment Received .00
Net Due 11289.54

Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711

Invoice # 10338682
PO EAST - PIONEER YEAR
Customer # 0000089547
Invoice Date 5/05/22

Please remit in U.S. funds.



ZB Zaner-Bloser

INVOICE

Page 1 of 2

Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711

Terms 30 DAYS

Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018

Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Invoice # 10338681 PO # BUSHKILL-PIONEER

Bill To # 0000089547

Invoice Date 5/05/22

Process # 22035577

Ship To # 0000199440

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
9781614365136	22			4.00	SK 17 GR1 S1 PRACTICE PAGES SB CON	88.00
9781614365143	22			5.25	SK 17 GR1 S1 BACKPACK PAGES SB CON	115.50
9781614365778	22			17.00	SK 17 GR1 S1 READER NON-CON	374.00
9781614368809	22			22.50	SK 17 GR1 S1 SUPER-DUPER MINI MAG SET	495.00
9781614368984	22			14.00	SK 17 GR1 S1 WWB SET (2-BOOKS)	308.00
9781614368618	1			315.00	SK 17 GR1 S1 THACHER MATRIALS	315.00
9781614365174	22			4.00	SK 17 GR1 S2 PRACTICE PAGES SB CON	88.00
9781614365181	22			5.25	SK 17 GR1 S2 BACKPACK PAGES SB CON	115.50
9781614365334	22			14.00	SK 17 GR1 S2 U9-16 WWB	308.00
9781614365785	22			17.00	SK 17 GR1 S2 READER NON-CON	374.00
9781614368816	22			22.50	SK 17 GR1 S2 SUPER-DUPER MINI MAG SET	495.00
9781614368625	1			315.00	SK 17 GR1 S2 TEACHER MATERIALS	315.00
*						
9781614368915	1			2100.00	SK 17 GR1 LIBRARY BUNDL	2100.00
* Package consists of:						
9781614368755				.00	SK 17 GR1 S1 LIBRARY (B, OL, C)	
9781614368762				.00	SK 17 GR1 S2 LIBRARY (B, OL, C)	
*						
9781614365020	1			225.00	SK 17 GR1 BIG BOOK OF DECODING	225.00
9781614368663	1			310.00	SK 17 GR1 CLASSROOM RESOURCE KIT	310.00

-CONTINUED-

Please detach and return with payment.

Ship To:
 BUSHKILL ELEMENTARY SCHOOL
 BUSHKILL FALLS RD
 DINGMANS FERRY PA 183289539

Bill To:
 EAST STROUDSBURG AREA SCH DIST
 50 VINE ST
 EAST STROUDSBURG PA 18301

Product Sub-Total
 Shipping and Processing
 Tax
 Invoice Total
 Payment Received
Net Due

Zaner-Bloser Remittance Address:
 L-3711
 Columbus, OH 43260-3711

Invoice # 10338681
 PO BUSHKILL-PIONEER
 Customer # 0000089547
 Invoice Date 5/05/22



ZB Zaner-Bloser

INVOICE

Educational Publishers

Remittance Address: L-3711 - Columbus, Ohio 43260-3711

Terms 30 DAYS

Phone: 614/486-0221 - Fax: 800/992-6087 - Customer Service: 800/421-3018

Correspondence: PO Box 16764 - Columbus, Ohio 43216-6764

Invoice # 10338681 PO # BUSHKILL-PIONEER
Process # 22035577

Bill To # 0000089547
Ship To # 0000199440

Invoice Date 5/05/22

Special Instructions: The Superkids reading program is now a part of Zaner-Bloser.

ISBN/Item Number	Ordered Qty.	Shipped Qty.	B/O Qty.	Price	Description	Amount
*						
9781614361756	1			50.00	SK GR1 STUDENT WHITEBOARDS 20 PK	50.00
* Package consists of:						
9781453123669				.00	SK STUDENT WHITEBOARDS UPDATE- 20 PK	
*						
9781598339789	1			28.00	SK ICE CREAM PAPER	28.00
*						
9781453136881	1			94.99	SK 22 GRADE 1 PHONEMIC AWARENESS SET	94.99
* Package consists of:						
9781453136669				.00	SK 22 PHONEMIC AWARENESS GRADE 1 TG	
9781453136683				.00	SK PA 22 GRK-2 PHONEME ARTICULATN CARDS	
*						
9781598339475	1			95.00	SK BENDABLE FIGURES IN BUS	95.00

Please detach and return with payment.

Ship To:
 BUSHKILL ELEMENTARY SCHOOL
 BUSHKILL FALLS RD
 DINGMANS FERRY PA 183289539

Bill To:
 EAST STROUDSBURG AREA SCH DIST
 50 VINE ST
 EAST STROUDSBURG PA 18301

Product Sub-Total 6293.99
 Shipping and Processing 566.46
 Tax .00
 Invoice Total 6860.45
 Payment Received .00
Net Due 6860.45

**Zaner-Bloser Remittance Address:
L-3711
Columbus, OH 43260-3711**

Invoice # 10338681
 PO BUSHKILL-PIONEER
 Customer # 0000089547
 Invoice Date 5/05/22

Please remit in U.S. funds.

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &
RESOURCES COMMITTEE

b. Subscription License - IXL Quote, \$20,866.00

Form 611

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

The respondent's email (jessica-newberry@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 *

William Vitulli

Untitled Title

Department *

Curriculum & Instruction

Building *

Grades 2-5

What service or item are requesting *

IXL Learning Subscription

Why are you requesting the service or item *

additional resource for students in grades 2-5

Suggested replacement *

n/a

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

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

single provider

What is the total cost of the purchase? *

\$20,866.00

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? *

10-1110-650-000-10-000-004-000-0000

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.



VIII.b.

VIII.b.



IXL Learning
777 Mariners Island Blvd., Suite 600
San Mateo, CA 94404

QUOTE

QUOTE # 1141630-6
DATE: MARCH 14, 2022

TO:
Barbara Resolgo
East Stroudsburg Area School District
60 VINE ST
E STROUDSBURG, PA 18301

COMMENTS OR SPECIAL INSTRUCTIONS

Delay invoicing until July 1, 2022, extend subscription through July 2023

SALESPERSON	TERMS	SUBSCRIPTION DURATION	QUOTE VALID UNTIL
Alysa Beer		April 11, 2022 – April 11, 2023	April 14, 2022

QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL
1	IXL site license (Grades 2-5: 1,825 students) Subject: Math	\$20,075.00	\$20,075.00
1	New Building Discount (5%)	-\$1,004.00	-\$1,004.00
1	Professional Development: IXL Core PD Package <i>Unlimited instructor accounts included</i> <i>Auto-rostering services included</i>	\$1,795.00	\$1,795.00
SUBTOTAL			\$20,866.00
SALES TAX			--
SHIPPING & HANDLING			--
TOTAL DUE			\$20,866.00

Ordering Instructions

We accept payment by purchase order, check, or credit card. To submit a purchase order for this quote, [click here](http://www.ixl.com/po-upload) or go to <http://www.ixl.com/po-upload> and enter quote # 1141630-6. For international accounts, we can accept wire transfers for an additional fee.

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &
RESOURCES COMMITTEE

c. Subscription License - Noredink Quote, \$19,850.00

Form 611

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

The respondent's email (jessica-newberry@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 *

William Vitulli

Untitled Title

Department *

Curriculum & Instruction

Building *

JT Lambert & Lehman Int.

What service or item are requesting *

NoRedInk Premium and implementation and professional development services

Why are you requesting the service or item *

resource for students

Suggested replacement *

n/a

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

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

single provider

What is the total cost of the purchase? *

\$19,850.00

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? *

10-1110-650-000-10-000-004-000-0000

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.



**NoRedInk Cost Proposal: East Stroudsburg Area School District, PA
J. T. Lambert Intermediate School
Lehman Intermediate School**

Pricing Summary

Pricing for NoRedInk Premium and implementation and professional development services in the plan outlined below.

Intermediate School Implementation, 2 sites

	4 Year	3 year	1 year
J. T. Lambert Intermediate School Entire School	\$37,800	\$28,350	\$9,450
Lehman Intermediate School Entire School	\$33,600	\$25,200	\$8,400
2 virtual Professional Development Sessions per site in Year 1; 1 PD per site each subsequent year	\$5,000	\$4,000	\$2,000
Multi-Year Discount %	15%	10%	-
Discount in dollars	\$10,710	\$5,355	-
Overall Total	\$65,690	\$52,195	\$19,850
Overall Price Per Student	\$10.46	\$11.08	\$12.64

Licenses include:

- Teacher and administrator accounts
- All NoRedInk Premium grammar and writing curriculum
- NoRedInk Premium reporting
- Standards (PA, ACT, SAT, MAP, AP English) alignments, filtering and reporting
- Teacher access to on demand, self-guided training
- All updates and system enhancements
- Help Desk support
- Online student and teacher resource center



118 2nd St., 3rd Floor • San Francisco, CA 94105 • 1-844-NOREDINK

Dedicated Support Persons for East Stroudsburg Area School District

As a Premium school, priority technical support, reporting, and customer service is built into the costs of your implementation.

East Stroudsburg Area School District will have access to a Customer Success Manager and an Implementation Specialist to help administrators and teachers with the adoption and use of NoRedInk. There are no additional charges for these services.

*** Special Promotion: Receive immediate access and summer for free if signed Order Form and PO submitted by 6/30/22.**

Please direct any questions to:

Caroline Bass

Partnerships Representative, NoRedInk

caroline@noredink.com

P: 818.626.9991

F: 844.667.3346

www.noredink.com