

V. ITEMS FOR DISCUSSION

c. General Fund Budget for the 2023-24 Fiscal Year

FINAL GENERAL FUND BUDGET

Fiscal Year 2023-2024

General Fund Budget Approval

Date of Adoption of the General Fund Budget:

President of the Board - Original Signature Required

Date

Secretary of the Board - Original Signature Required

Date

Chief School Administrator - Original Signature Required

Date

Peter T Bard

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Extn :10120

Contact Person

Telephone

Extension

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Email Address

**CERTIFICATION OF ESTIMATED ENDING FUND BALANCE
FROM 2023-2024 GENERAL FUND BUDGET**

24 PS 6-688

(10/2010)

SCHOOL DISTRICT : East Stroudsburg Area SD	COUNTY : Monroe	AUN : 120452003
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No school district shall approve an increase in real property taxes unless it has adopted a budget that includes an estimated, ending unreserved undesignated fund balance (unassigned) less than the specified percentage of its total budgeted expenditures:

Total Budgeted Expenditures	Fund Balance % Limit (less than)
Less Than or Equal to \$11,999,999	12.0%
Between \$12,000,000 and \$12,999,999	11.5%
Between \$13,000,000 and \$13,999,999	11.0%
Between \$14,000,000 and \$14,999,999	10.5%
Between \$15,000,000 and \$15,999,999	10.0%
Between \$16,000,000 and \$16,999,999	9.5%
Between \$17,000,000 and \$17,999,999	9.0%
Between \$18,000,000 and \$18,999,999	8.5%
Greater Than or Equal to \$19,000,000	8.0%

Did you raise property taxes in SY 2023-2024 (compared to 2022-2023)?

Yes

No

If yes, see information below, taken from the 2023-2024 General Fund Budget.

Total Budgeted Expenditures	\$187784000
Ending Unassigned Fund Balance	\$4987310
Ending Unassigned Fund Balance as a percentage (%) of Total Budgeted Expenditures	2.65%

The Estimated Ending Unassigned Fund Balance is within the allowable limits.

Yes

No

I hereby certify that the above information is accurate and complete.

SIGNATURE OF SUPERINTENDENT	DATE
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DUE DATE: AUGUST 15, 2023

**CERTIFICATION OF USE OF PDE-2028
FOR PUBLIC INSPECTION OF 2023-2024 PROPOSED BUDGET**

24 PS 6-687(a)(1)

(03/2006)

School District Name : East Stroudsburg Area SD	County : Monroe	AUN Number : 120452003
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Section 687(a)(1) of the School Code requires the president of the board of school directors of each school district to certify to the Department of Education that the proposed budget was prepared, presented and will be made available for public inspection using the uniform form prepared and furnished by the Department of Education.

I hereby certify that the above information is accurate and complete.

SIGNATURE OF SCHOOL BOARD PRESIDENT Richard Schlameuss	DATE MAY 15 2023
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DUE DATE: IMMEDIATELY FOLLOWING
ADOPTION OF PROPOSED
FINAL GENERAL FUND BUDGET

<u>Val Number</u>	<u>Description</u>	<u>Justification</u>
1010	Budget Approval Date is required before submission on Contact Screen and cannot be a future date.	
8060	Ending Fund Balance Entry and Budgetary Reserve: If 5900 Budgetary Reserve is not equal to 0, a justification must be entered below.	Budgetary reserves are needed for potential for future expenses.
8080	Ending Fund Balance Entry and Budgetary Reserve: If 0850 Estimated Ending Unassigned Fund Balance is not equal to 0, a justification must be entered below.	Unassigned fund balance is necessary for future expenses.
8150	Ending Fund Balance Entry and Budgetary Reserve: If 0830 Committed Fund Balance is not equal to 0, a justification must be entered below.	Committed fund balance is necessary for future expenses and deficits.
8160	Ending Fund Balance Entry and Budgetary Reserve: If 0840 Assigned Fund Balance is not equal to 0, a justification must be entered below.	Assigned fund balance is necessary for future for expense and deficits.

ITEM AMOUNTS

Estimated Beginning Unreserved Fund Balance Available for Appropriation and Reserves Scheduled For Liquidation During The Fiscal Year

0810 Nonspendable Fund Balance	667,814
0820 Restricted Fund Balance	
0830 Committed Fund Balance	24,000,000
0840 Assigned Fund Balance	17,276,388
0850 Unassigned Fund Balance	7,209,524

Total Estimated Beginning Unreserved Fund Balance Available for Appropriation and Reserves Scheduled For Liquidation During The Fiscal Year

\$48,485,912

Estimated Revenues And Other Financing Sources

6000 Revenue from Local Sources	108,722,094
7000 Revenue from State Sources	60,526,274
8000 Revenue from Federal Sources	9,987,030
9000 Other Financing Sources	50,000

Total Estimated Revenues And Other Financing Sources

\$179,285,398

Total Estimated Fund Balance, Revenues, and Other Financing Sources Available for Appropriation

\$227,771,310

Amount

REVENUE FROM LOCAL SOURCES

6111	Current Real Estate Taxes	90,738,672
6112	Interim Real Estate Taxes	65,000
6113	Public Utility Realty Taxes	100,000
6114	Payments in Lieu of Current Taxes - State / Local	115,000
6140	Current Act 511 Taxes - Flat Rate Assessments	75,000
6150	Current Act 511 Taxes - Proportional Assessments	5,500,000
6400	Delinquencies on Taxes Levied / Assessed by the LEA	10,000,000
6500	Earnings on Investments	750,000
6700	Revenues from LEA Activities	22,000
6800	Revenues from Intermediary Sources / Pass-Through Funds	1,052,422
6910	Rentals	40,000
6980	Revenue from Community Services Activities	129,000
6990	Refunds and Other Miscellaneous Revenue	135,000

REVENUE FROM LOCAL SOURCES \$108,722,094

REVENUE FROM STATE SOURCES

7111	Basic Education Funding-Formula	22,671,965
7112	Basic Education Funding-Social Security	3,100,000
7160	Tuition for Orphans Subsidy	750,000
7271	Special Education funds for School-Aged Pupils	6,064,902
7311	Pupil Transportation Subsidy	2,500,000
7312	Nonpublic and Charter School Pupil Transportation Subsidy	100,000
7320	Rental and Sinking Fund Payments / Building Reimbursement Subsidy	1,462,055
7330	Health Services (Medical, Dental, Nurse, Act 25)	150,000
7340	State Property Tax Reduction Allocation	5,478,594
7505	Ready to Learn Block Grant	1,248,758
7820	State Share of Retirement Contributions	17,000,000

REVENUE FROM STATE SOURCES \$60,526,274

REVENUE FROM FEDERAL SOURCES

8110	Payments for Federally Impacted Areas	507,333
8514	Title I - Improving the Academic Achievement of the Disadvantaged	2,080,787
8515	Title II - Preparing, Training, and Recruiting High Quality Teachers and Principals	262,721
8516	Title III - Language Instruction for English Learners and Immigrant Students	25,826
8517	Title IV - 21st Century Schools	143,486

Amount

REVENUE FROM FEDERAL SOURCES

8732 ARRA - Qualified School Construction Bonds (QSCB)	55,000
8733 ARRA - Qualified Zone Academy Bonds (QZAB)	25,000
8744 ARP ESSER - Elementary and Secondary School Emergency Relief Fund	5,230,796
8751 ARP ESSER Learning Loss	332,168
8752 ARP ESSER Summer Programs	99,517
8753 ARP ESSER Afterschool Programs	74,396
8810 School-Based Access Medicaid Reimbursement Program (SBAP) Reimbursements (Access)	1,000,000
8820 Medical Assistance Reimbursement for Administrative Claiming (Quarterly) Program	150,000

REVENUE FROM FEDERAL SOURCES \$9,987,030

OTHER FINANCING SOURCES

9400 Sale of or Compensation for Loss of Fixed Assets	50,000
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OTHER FINANCING SOURCES \$50,000

TOTAL ESTIMATED REVENUES AND OTHER SOURCES 179,285,398

Act 1 Index (current): 5.9%
 Calculation Method: Revenue
 Number of Decimals For Tax Rate Calculation: 2
 Approx. Tax Revenue from RE Taxes: \$90,747,858
 Amount of Tax Relief for Homestead Exclusions: \$5,478,594
 Total Approx. Tax Revenue: \$96,226,452
 Approx. Tax Levy for Tax Rate Calculation: \$105,349,609

	Monroe	Pike	Total
2022-23 Data			
a. Assessed Value	\$2,616,686,801	\$194,584,610	\$2,811,271,411
b. Real Estate Mills	30.7900	128.3300	
I. 2023-24 Data			
c. 2021 STEB Market Value	\$2,197,516,209	\$684,557,946	\$2,882,074,155
d. Assessed Value	\$2,608,545,206	\$194,696,490	\$2,803,241,696
e. Assessed Value of New Constr/ Renov	\$0	\$0	\$0

2022-23 Calculations			
f. 2022-23 Tax Levy	\$80,567,787	\$24,971,043	\$105,538,830
2023-24 Calculations			
g. Percent of Total Market Value	76.24773%	23.75227%	100.00000%
h. Rebalanced 2022-23 Tax Levy	\$80,470,962	\$25,067,868	\$105,538,830
II. (f Total * g)			
i. Base Mills Subject to Index	30.7900	128.8275	
Calculation of Tax Rates and Levies Generated			
j. Weighted Avg. Collection Percentage	90.20000%	93.00000%	90.86506%
k. Tax Levy Needed	\$80,326,685	\$25,022,924	\$105,349,609
I. 2023-24 Real Estate Tax Rate			
(k / d * 1000)	30.7900	128.5200	
III. (l / 1000 * d)			
m. Tax Levy Generated by Mills	\$80,317,107	\$25,022,393	\$105,339,500
n. Tax Levy minus Tax Relief for Homestead Exclusions			
(m - Amount of Tax Relief for Homestead Exclusions)			\$99,860,906
o. Net Tax Revenue Generated By Mills			
(n * Est. Pct. Collection)			\$90,738,672

Act 1 Index (current): 5.9%

Calculation Method:

Number of Decimals For Tax Rate Calculation: 2

Approx. Tax Revenue from RE Taxes: \$90,747,858

Amount of Tax Relief for Homestead Exclusions \$5,478,594

Total Approx. Tax Revenue: \$96,226,452

Approx. Tax Levy for Tax Rate Calculation: \$105,349,609

Section 672.1 Method Choice: (a)(1)

	Monroe	Pike	Total
Index Maximums			
p. Maximum Mills Based On Index (i * (1 + Index))	32.6066	136.4283	
q. Mills In Excess of Index (if (l > p), (l - p))	0.0000	0.0000	
r. Maximum Tax Levy Based On Index (p / 1000 * d)	\$85,055,790	\$26,562,111	\$111,617,901
IV. s. Millage Rate within Index? (if l > p Then No)	Yes	Yes	
t. Tax Levy In Excess of Index (if (m > r), (m - r))	\$0	\$0	\$0
u. Tax Revenue In Excess of Index (t * Est. Pct. Collection)	\$0	\$0	\$0

Information Related to Property Tax Relief

V. Assessed Value Exclusion per Homestead	\$18,327.00	\$4,388.00	
Number of Homestead/Farmstead Properties	6929	2776	9705
Median Assessed Value of Homestead Properties			\$137,460

Act 1 Index (current): 5.9%

Calculation Method:

Number of Decimals For Tax Rate Calculation:

Approx. Tax Revenue from RE Taxes:

Amount of Tax Relief for Homestead Exclusions

Total Approx. Tax Revenue:

Approx. Tax Levy for Tax Rate Calculation:

Section 672.1 Method Choice: (a)(1)

Revenue 2
 \$90,747,858
\$5,478,594
 \$96,226,452
 \$105,349,609

Monroe Pike Total

State Property Tax Reduction Allocation used for: Homestead Exclusions	\$5,478,594	Lowering RE Tax Rate	\$0	\$5,478,594
Prior Year State Property Tax Reduction Allocation used for: Homestead Exclusions	\$0			\$0
Amount of Tax Relief from State/Local Sources				\$5,478,594

CODE

6111	Current Real Estate Taxes	Amount of Tax Relief for Homestead Exclusions	Tax Levy Minus Homestead Exclusions	Percent Collected	Net Tax Revenue Generated By Mills
County Name	Taxable Assessed Value	Real Estate Mills	Tax Levy Generated by Mills		
Monroe	2,608,545,206	30.7900	80,317,107	90.200000%	
Pike	194,696,490	128.5200	25,022,393	93.000000%	
Totals:	2,803,241,696	-	105,339,500	=	90.86506%
		5,478,594	X		=
		99,860,906	X		=
					90,738,672

	Rate	Add'l Rate (if appl.)	Tax Levy	Estimated Revenue
6120	\$0.00			0
6140	Rate			Estimated Revenue
6141	\$0.00	\$0.00	0	0
6142	\$0.00	\$0.00	0	0
6143	\$10.00	\$0.00	75,000	75,000
6144	\$0.00	\$0.00	0	0
6145	\$0.00	\$0.00	0	0
6146	\$0.00	\$0.00	0	0
6149	\$0.00	\$0.00	0	0
Total			75,000	75,000

	Rate	Add'l Rate (if appl.)	Tax Levy	Estimated Revenue
6150	0.500%	0.000%	4,300,000	4,300,000
6151	0.000%	0.000%	0	0
6152	0.500%	0.000%	1,200,000	1,200,000
6153	0.000%	0.000%	0	0
6154	0.000%	0.000%	0	0
6155	0.000%	0.000%	0	0
6156	0.000%	0.000%	0	0
6157	0.000%	0.000%	0	0
6159	0	0	0	0
Total			5,500,000	5,500,000

	Act 511 Tax Limit	Market Value	Mills
Total Current Act 511 Taxes – Proportional Assessments	2,882,074,155	X	12
Total Act 511, Current Taxes			34,584,890
			(511 Limit)

Tax Function	Description	Tax Rate Charged in:		Percent Change in Rate	Less than or equal to Index	Index	Additional Tax Rate Charged in:		Percent Change in Rate	Less than or equal to Index
		2022-23 (Rebalanced)	2023-24				2022-23 (Rebalanced)	2023-24		
6111	<u>Current Real Estate Taxes</u>									
	Monroe	30.7900	30.7900	0.00%	Yes	5.9%				
	Pike	128.8275	128.5200	-0.22%	Yes	5.9%				
	<u>Current Act 511 Taxes — Flat Rate Assessments</u>									
6143	Current Act 511 Local Services Taxes	\$10.00	\$10.00	0.00%	Yes	5.9%				
	<u>Current Act 511 Taxes — Proportional Assessments</u>									
6151	Current Act 511 Earned Income Taxes	0.500%	0.500%	0.00%	Yes	5.9%				
6153	Current Act 511 Real Estate Transfer Taxes	0.500%	0.500%	0.00%	Yes	5.9%				

<u>Description</u>	<u>Amount</u>
1000 Instruction	
1100 Regular Programs - Elementary / Secondary	65,773,808
1200 Special Programs - Elementary / Secondary	33,526,521
1300 Vocational Education	2,838,751
1400 Other Instructional Programs - Elementary / Secondary	1,834,744
1500 Nonpublic School Programs	21,242
1800 Pre-Kindergarten	28,630
Total Instruction	\$104,023,696
2000 Support Services	
2100 Support Services - Students	8,746,625
2200 Support Services - Instructional Staff	3,529,861
2300 Support Services - Administration	8,975,541
2400 Support Services - Pupil Health	2,251,799
2500 Support Services - Business	1,479,423
2600 Operation and Maintenance of Plant Services	17,472,071
2700 Student Transportation Services	11,066,852
2800 Support Services - Central	3,912,625
2900 Other Support Services	50,000
Total Support Services	\$57,484,797
3000 Operation of Non-Instructional Services	
3200 Student Activities	3,027,217
3300 Community Services	134,345
Total Operation of Non-Instructional Services	\$3,161,562
4000 Facilities Acquisition, Construction and Improvement Services	
4000 Facilities Acquisition, Construction and Improvement Services	4,000,000
Total Facilities Acquisition, Construction and Improvement Services	\$4,000,000
5000 Other Expenditures and Financing Uses	
5100 Debt Service / Other Expenditures and Financing Uses	17,113,945
5200 Interfund Transfers - Out	1,000,000
5900 Budgetary Reserve	1,000,000
Total Other Expenditures and Financing Uses	\$19,113,945
Total Estimated Expenditures and Other Financing Uses	\$187,784,000

Description	Amount
1000 Instruction	
1100 Regular Programs - Elementary / Secondary	
100 Personnel Services - Salaries	35,074,465
200 Personnel Services - Employee Benefits	23,172,196
300 Purchased Professional and Technical Services	189,215
400 Purchased Property Services	158,475
500 Other Purchased Services	4,955,485
600 Supplies	2,209,864
700 Property	4,000
800 Other Objects	10,108
Total Regular Programs - Elementary / Secondary	\$65,773,808
1200 Special Programs - Elementary / Secondary	
100 Personnel Services - Salaries	12,924,949
200 Personnel Services - Employee Benefits	9,910,532
300 Purchased Professional and Technical Services	5,575,000
500 Other Purchased Services	4,321,900
600 Supplies	767,150
700 Property	20,000
800 Other Objects	6,990
Total Special Programs - Elementary / Secondary	\$33,526,521
1300 Vocational Education	
100 Personnel Services - Salaries	602,254
200 Personnel Services - Employee Benefits	397,669
300 Purchased Professional and Technical Services	500
500 Other Purchased Services	1,828,628
600 Supplies	9,700
Total Vocational Education	\$2,838,751
1400 Other Instructional Programs - Elementary / Secondary	
100 Personnel Services - Salaries	172,210
200 Personnel Services - Employee Benefits	113,471
300 Purchased Professional and Technical Services	970,000
400 Purchased Property Services	3,000
500 Other Purchased Services	400,000
600 Supplies	176,063
Total Other Instructional Programs - Elementary / Secondary	\$1,834,744
1500 Nonpublic School Programs	
300 Purchased Professional and Technical Services	21,242
Total Nonpublic School Programs	\$21,242
1800 Pre-Kindergarten	
100 Personnel Services - Salaries	18,249
200 Personnel Services - Employee Benefits	7,726
600 Supplies	2,655
Total Pre-Kindergarten	\$28,630
Total Instruction	\$104,023,696

<u>Description</u>	<u>Amount</u>
2000 Support Services	
2100 Support Services - Students	
100 Personnel Services - Salaries	4,602,839
200 Personnel Services - Employee Benefits	3,066,140
300 Purchased Professional and Technical Services	875,120
400 Purchased Property Services	1,800
500 Other Purchased Services	111,250
600 Supplies	84,546
800 Other Objects	4,930
Total Support Services - Students	\$8,746,625
2200 Support Services - Instructional Staff	
100 Personnel Services - Salaries	1,780,976
200 Personnel Services - Employee Benefits	1,421,851
300 Purchased Professional and Technical Services	91,340
500 Other Purchased Services	41,520
600 Supplies	193,174
800 Other Objects	1,000
Total Support Services - Instructional Staff	\$3,529,861
2300 Support Services - Administration	
100 Personnel Services - Salaries	4,551,326
200 Personnel Services - Employee Benefits	3,123,744
300 Purchased Professional and Technical Services	960,000
400 Purchased Property Services	46,625
500 Other Purchased Services	171,211
600 Supplies	56,871
800 Other Objects	65,764
Total Support Services - Administration	\$8,975,541
2400 Support Services - Pupil Health	
100 Personnel Services - Salaries	1,279,872
200 Personnel Services - Employee Benefits	902,847
300 Purchased Professional and Technical Services	33,440
400 Purchased Property Services	1,750
500 Other Purchased Services	1,230
600 Supplies	30,900
800 Other Objects	1,760
Total Support Services - Pupil Health	\$2,251,799
2500 Support Services - Business	
100 Personnel Services - Salaries	775,364
200 Personnel Services - Employee Benefits	494,309
300 Purchased Professional and Technical Services	50,000
400 Purchased Property Services	5,750
500 Other Purchased Services	19,000
600 Supplies	110,000
800 Other Objects	25,000
Total Support Services - Business	\$1,479,423

<u>Description</u>	<u>Amount</u>
2600 Operation and Maintenance of Plant Services	
100 Personnel Services - Salaries	6,820,146
200 Personnel Services - Employee Benefits	5,346,823
300 Purchased Professional and Technical Services	240,500
400 Purchased Property Services	1,299,565
500 Other Purchased Services	580,950
600 Supplies	2,982,087
700 Property	198,000
800 Other Objects	4,000
Total Operation and Maintenance of Plant Services	\$17,472,071
2700 Student Transportation Services	
100 Personnel Services - Salaries	4,756,311
200 Personnel Services - Employee Benefits	4,164,941
300 Purchased Professional and Technical Services	90,500
400 Purchased Property Services	84,400
500 Other Purchased Services	1,253,700
600 Supplies	712,000
800 Other Objects	5,000
Total Student Transportation Services	\$11,066,852
2800 Support Services - Central	
100 Personnel Services - Salaries	1,439,942
200 Personnel Services - Employee Benefits	969,688
300 Purchased Professional and Technical Services	169,682
400 Purchased Property Services	97,248
500 Other Purchased Services	250,849
600 Supplies	980,416
800 Other Objects	4,800
Total Support Services - Central	\$3,912,625
2900 Other Support Services	
500 Other Purchased Services	50,000
Total Other Support Services	\$50,000
Total Support Services	\$57,484,797
3000 Operation of Non-Instructional Services	
3200 Student Activities	
100 Personnel Services - Salaries	1,463,523
200 Personnel Services - Employee Benefits	741,947
300 Purchased Professional and Technical Services	118,773
400 Purchased Property Services	102,767
500 Other Purchased Services	235,965
600 Supplies	264,651
700 Property	50,000
800 Other Objects	49,591
Total Student Activities	\$3,027,217
3300 Community Services	

<u>Description</u>	<u>Amount</u>
100 Personnel Services - Salaries	19,934
200 Personnel Services - Employee Benefits	8,445
300 Purchased Professional and Technical Services	50,585
500 Other Purchased Services	1,335
600 Supplies	54,046
Total Community Services	\$134,345
Total Operation of Non-Instructional Services	\$3,161,562
4000 Facilities Acquisition, Construction and Improvement Services	
4000 Facilities Acquisition, Construction and Improvement Services	
400 Purchased Property Services	4,000,000
Total Facilities Acquisition, Construction and Improvement Services	\$4,000,000
Total Facilities Acquisition, Construction and Improvement Services	\$4,000,000
5000 Other Expenditures and Financing Uses	
5100 Debt Service / Other Expenditures and Financing Uses	
800 Other Objects	3,398,411
900 Other Uses of Funds	13,715,534
Total Debt Service / Other Expenditures and Financing Uses	\$17,113,945
5200 Interfund Transfers - Out	
900 Other Uses of Funds	1,000,000
Total Interfund Transfers - Out	\$1,000,000
5900 Budgetary Reserve	
800 Other Objects	1,000,000
Total Budgetary Reserve	\$1,000,000
Total Other Expenditures and Financing Uses	\$19,113,945
TOTAL EXPENDITURES	\$187,784,000

Cash and Short-Term Investments

	<u>06/30/2023 Estimate</u>	<u>06/30/2024 Projection</u>
General Fund	8,500,000	8,500,000
Public Purpose (Expendable) Trust Fund		
Other Comptroller-Approved Special Revenue Funds		
Athletic / School-Sponsored Extra Curricular Activities Fund		
Capital Reserve Fund - \$ 690, \$1850	19,500,000	18,000,000
Capital Reserve Fund - \$ 1431		
Other Capital Projects Fund		
Debt Service Fund		
Food Service / Cafeteria Operations Fund	200,000	220,000
Child Care Operations Fund		
Other Enterprise Funds		
Internal Service Fund		
Private Purpose Trust Fund		
Investment Trust Fund		
Pension Trust Fund		
Activity Fund	200,000	200,000
Other Agency Fund		
Permanent Fund		
Total Cash and Short-Term Investments	\$28,400,000	\$26,920,000

Long-Term Investments

	<u>06/30/2023 Estimate</u>	<u>06/30/2024 Projection</u>
General Fund	68,000,000	68,000,000
Public Purpose (Expendable) Trust Fund		
Other Comptroller-Approved Special Revenue Funds		
Athletic / School-Sponsored Extra Curricular Activities Fund		
Capital Reserve Fund - \$ 690, \$1850		
Capital Reserve Fund - \$ 1431		
Other Capital Projects Fund		
Debt Service Fund		
Food Service / Cafeteria Operations Fund		
Child Care Operations Fund		
Other Enterprise Funds		
Internal Service Fund		
Private Purpose Trust Fund		
Investment Trust Fund		
Pension Trust Fund		
Activity Fund		
Other Agency Fund		

Long-Term Investments

Permanent Fund

Total Long-Term Investments

TOTAL CASH AND INVESTMENTS

\$68,000,000

\$96,400,000

\$68,000,000

\$94,920,000

06/30/2023 Estimate

06/30/2024 Projection

	06/30/2023 Estimate	06/30/2024 Projection
Long-Term Indebtedness		
General Fund		
0510 Bonds Payable	108,850,123	93,181,958
0520 Extended-Term Financing Agreements Payable	1,979,438	1,083,349
0530 Lease and Other Right To Use Obligations		
0540 Accumulated Compensated Absences	9,319,810	10,519,810
0550 Authority Lease Obligations		
0560 Other Post-Employment Benefits (OPEB)	44,651,986	46,651,986
0599 Other Noncurrent Liabilities		
Total General Fund	\$164,801,357	\$151,437,103

Public Purpose (Expendable) Trust Fund		
0510 Bonds Payable		
0520 Extended-Term Financing Agreements Payable		
0530 Lease and Other Right To Use Obligations		
0540 Accumulated Compensated Absences		
0550 Authority Lease Obligations		
0560 Other Post-Employment Benefits (OPEB)		
0599 Other Noncurrent Liabilities		
Total Public Purpose (Expendable) Trust Fund		

Other Comptroller-Approved Special Revenue Funds		
0510 Bonds Payable		
0520 Extended-Term Financing Agreements Payable		
0530 Lease and Other Right To Use Obligations		
0540 Accumulated Compensated Absences		
0550 Authority Lease Obligations		
0560 Other Post-Employment Benefits (OPEB)		
0599 Other Noncurrent Liabilities		
Total Other Comptroller-Approved Special Revenue Funds		

Athletic / School-Sponsored Extra Curricular Activities Fund		
0510 Bonds Payable		
0520 Extended-Term Financing Agreements Payable		
0530 Lease and Other Right To Use Obligations		
0540 Accumulated Compensated Absences		
0550 Authority Lease Obligations		
0560 Other Post-Employment Benefits (OPEB)		
0599 Other Noncurrent Liabilities		
Total Athletic / School-Sponsored Extra Curricular Activities Fund		

Long-Term Indebtedness

06/30/2023 Estimate

06/30/2024 Projection

Capital Reserve Fund - \$ 690, \$1850

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations
- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Capital Reserve Fund - \$ 690, \$1850

Capital Reserve Fund - \$ 1431

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations
- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Capital Reserve Fund - \$ 1431

Other Capital Projects Fund

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations
- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Other Capital Projects Fund

Debt Service Fund

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations
- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Debt Service Fund

Long-Term Indebtedness

06/30/2023 Estimate 06/30/2024 Projection

Food Service / Cafeteria Operations Fund

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations

- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Food Service / Cafeteria Operations Fund

Child Care Operations Fund

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations

- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Child Care Operations Fund

Other Enterprise Funds

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations

- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Other Enterprise Funds

Internal Service Fund

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations

- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Internal Service Fund

06/30/2023 Estimate 06/30/2024 Projection

Long-Term Indebtedness

Private Purpose Trust Fund

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations
- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Private Purpose Trust Fund

Investment Trust Fund

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations

- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Investment Trust Fund

Pension Trust Fund

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations

- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Pension Trust Fund

Activity Fund

- 0510 Bonds Payable
- 0520 Extended-Term Financing Agreements Payable
- 0530 Lease and Other Right To Use Obligations

- 0540 Accumulated Compensated Absences
- 0550 Authority Lease Obligations
- 0560 Other Post-Employment Benefits (OPEB)
- 0599 Other Noncurrent Liabilities

Total Activity Fund

	<u>06/30/2023 Estimate</u>	<u>06/30/2024 Projection</u>
Long-Term Indebtedness		
Other Agency Fund		
0510 Bonds Payable		
0520 Extended-Term Financing Agreements Payable		
0530 Lease and Other Right To Use Obligations		
0540 Accumulated Compensated Absences		
0550 Authority Lease Obligations		
0560 Other Post-Employment Benefits (OPEB)		
0599 Other Noncurrent Liabilities		
Total Other Agency Fund		
Permanent Fund		
0510 Bonds Payable		
0520 Extended-Term Financing Agreements Payable		
0530 Lease and Other Right To Use Obligations		
0540 Accumulated Compensated Absences		
0550 Authority Lease Obligations		
0560 Other Post-Employment Benefits (OPEB)		
0599 Other Noncurrent Liabilities		
Total Permanent Fund	\$164,801,357	
Total Long-Term Indebtedness		\$151,437,103

Account Description	Amounts
0810 Nonspendable Fund Balance	667,814
0820 Restricted Fund Balance	
0830 Committed Fund Balance	24,000,000
0840 Assigned Fund Balance	11,000,000
0850 Unassigned Fund Balance	4,987,310
Total Ending Fund Balance - Committed, Assigned, and Unassigned	\$39,987,310
5900 Budgetary Reserve	1,000,000
Total Estimated Ending Committed, Assigned, and Unassigned Fund Balance and Budgetary Reserve	\$41,655,124

V. ITEMS FOR DISCUSSION

f. 2023 Homestead and Farmstead Exclusion

EAST STROUDSBURG AREA SCHOOL DISTRICT

2023-2024 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, 2023, 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, 2023

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 \$5,478,594.

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 6,929 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 9,709

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 9,709 the calculation of the maximum real estate

tax reduction amount applicable to each approved homestead and to each approved farmstead is a maximum \$564.28.

4. Homestead exclusion calculation. Dividing the paragraph 3 maximum real estate tax reduction amount of \$564.28 by the School District real estate tax rate in Monroe County of 30.79 mills (.307900) and in Pike County of 128.59 mills (.128590), the maximum real estate assessed value reduction to be reflected on tax notices as a homestead exclusion for each approved homestead is \$18,327 in Monroe County and \$4,388 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 \$18,327 in Monroe County and \$4,388 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 \$18,327 in Monroe County and \$4,388 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 \$18,327 in Monroe County and \$4,388 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 26th day of June 2023.

ATTEST:

BOARD OF SCHOOL DIRECTORS OF THE EAST STROUDSBURG AREA SCHOOL DISTRICT

By _____

Board Secretary

By _____

Board President

V. ITEMS FOR DISCUSSION

h. 2023-24 Insurance Providers and Premiums as presented -
\$967,692.00



Commercial Insurance Proposal

July 1, 2023 to July 1, 2024

Presented By



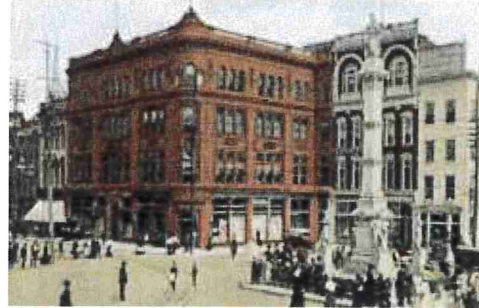
Robert B. Thompson, ARM, CSRM
Northeast Regional VP
Engle-Hambright & Davies, Inc.
One Meridian Blvd., Suite 4A01
Wyomissing, PA 19610
Phone: (800) 438-2525
Fax: (717) 394-0842

Updated: May 30, 2023

EHD History

A proud past, a bright future

Established in 1896, Engle-Hambright & Davies, Inc. – now EHD – has its roots in the Lancaster, Pennsylvania law firm of William B. Given. It was here that Christian Engle began negotiating the preparation and sale of insurance contracts. Mr. Engle left the firm in 1906 to join the Lancaster Real Estate Company. In 1918, he and William T. Hambright changed the company’s name to Engle and Hambright, incorporating that company in 1934.



After the addition of Robert F. McMurtrie (Mr. Engle’s son-in-law) and Edward F. Jaeger in 1937, the main focus of the firm shifted from real estate to insurance. The company eventually became Engle-Hambright & Davies, Inc., known today simply as EHD.

Since the early 1970s, EHD has opened and/or acquired nine additional insurance agencies in strategic areas of Pennsylvania. These have evolved into EHD’s four current branch offices located in Exton, Lancaster, Pittsburgh, and Wyomissing.

At EHD, we’re proud of our history and heritage, and equally proud of continuing to operate as a privately held and independent company, as we have since 1896. EHD is now one of the largest and most reputable full-service insurance brokers in the United States. By continuing to focus on and be committed to our two primary constituents – our clients and employees – EHD is poised for further dramatic growth well into the future.

EHD Fact Sheet

Founded:	1896, in Lancaster, PA.
Office Locations:	Exton, Lancaster, Pittsburgh, and Wyomissing.
Number of Employees:	Approximately 125 in management, sales and service.
Premiums Managed:	Approximately \$300,000,000.
Serving:	Clients typically headquartered in Pennsylvania, New Jersey, Delaware and Maryland.
Key Practice Groups:	<ul style="list-style-type: none"> • Agri and Food Industry • Auto Dealers • Construction • Manufacturing • Municipalities • Schools • Real Estate Development • Health and Social Services • Retail/Wholesale • Energy • Religious Institutions • Professional Services • Community Associations
Insurance Markets:	Affiliated with all major regional, national and international insurance companies.
Services:	Property & Casualty Insurance, Employee Benefits, Personal Insurance, Risk Management, Claims Management, Risk Control Services, Bonding and Surety, Captive and Self Insurance Program Management.
Trade Affiliations:	Trust Risk Control Global Partner Greater Reading Chamber Alliance Chambers of Commerce Cherrywood Lumberman’s Association Community Association Institute (CAI) Construction Financial Management Association (CFMA) Financial Executives International (FEI) Insurance Society of Philadelphia (ISOP) Keystone Chapter of ABC, Central PA & Delaware ABC Mechanical Contractors’ Association of Eastern PA National Association of Surety Bond Producers (NASBP) National Tooling and Machining Association (NTMA) PA Builders’ Association (PBA) PA Self-Insurers’ Association (PSIA) Pennsylvania Automotive Association (PAA) Pennsylvania Surplus Lines Association (PASLA) RIMS Penn York Lumbermen’s Club Appalachian Hardwood Manufacturers, Inc. (AHMI) National Hardwood Lumber Association (NHLA) PA Forest Products Association (PFPA)
EHD Philosophy:	Provide expertise and resources to help our clients manage their total cost of risk and maximize their profitability.
EHD Website:	www.ehdinsurance.com



Office Locations



Corporate Headquarters

1857 William Penn Way
P.O. Box 11600
Lancaster, PA 17605-11600
Phone: (717) 394-5681
Toll Free: (800) 544-7292
Fax: (717) 394-0842
Email: info@ehdinsurance.com
www.ehdinsurance.com

Eastern Region

350 Eagleview Boulevard, Suite 110
Exton, PA 19341
Phone: (610) 280-0410
Toll Free: (800) 627-3732
Fax: (717) 394-0842
Email: delawarevalley@ehdinsurance.com

Western Region

800 Cranberry Woods Drive, Suite 150
Pittsburgh, PA 16066-5211
Phone: (724) 779-7200
Toll Free: (855) 860-0277
Fax: (724) 779-7212
Email: pittsburgh@ehdinsurance.com

Northeastern Region

One Meridian Boulevard, Suite 4A01
Wyomissing, PA 19610
Phone: (610) 374-4893
Toll Free: (800) 438-2525
Fax: (717) 394-0842
Email: wyomissing@ehdinsurance.com



This proposal summarizes the coverages that we intend to provide. It does not provide details of policy contracts, but rather covers the general contents of your coverage. For the exact wording of the policies and answers to whether a specific claim is covered, you must refer to the specific insurance policy.

All changes in your exposure should be reported to us immediately so that proper coverage can be effected.

The property values used to form the basis of the proposal were those provided by you. These values should be carefully reviewed and/or appraised to ensure they are adequate to meet the coinsurance provision should a loss occur.

We make no representation that any limit of liability is adequate; therefore, higher limits for all coverages quoted may be available upon request. Other coverages and options are available and this proposal may not encompass all your coverage needs.

No coverage can be bound or altered via voice message or electronic mail.

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Named Insureds

East Stroudsburg Area School District

The Named Insureds indicated above are the only entities covered by the policies and only where there is an insurable interest.



Premium Summary / Payment Terms

<i>Premium Summary:</i>		
Line of Coverage	Expiring Premium	Renewal Premium
Property (Including Inland Marine)	\$361,647.00	\$367,666.00
Equipment Breakdown	\$19,901.00	\$26,089.00
General Liability (Including Law Enforcement)	\$52,099.00	\$40,224.00
Crime	\$4,831.00	\$4,153.00
Automobile	\$147,958.00	\$146,460.00
School Leaders' Legal Liability	\$66,870.00	\$69,023.00
Cyber Liability	\$11,322.00	\$11,322.00
Excess Workers' Compensation	\$106,821.00	\$99,979.00
Excess Liability	\$27,274.00	\$25,832.00
Pollution Liability	\$27,767.00	\$29,416.00
Deadly Weapon Protection	\$17,390.00	\$18,200.00
Student / Sports Accident	\$62,152.00	\$64,328.00
Workers' Compensation Admin. Service Fee	\$55,000.00	\$55,000.00
Technical Services Fee	\$10,000.00	\$10,000.00
Total Estimated Annual Premium	\$971,032.00	\$967,692.00

<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	Midwest Employers Casualty	Agency Bill	Annual Pay
Student / Sports Accident	A-G Administrators	Agency Bill	Annual Pay
Fees	EHD	Agency Bill	Annual Pay

Terrorism Coverage (TRIA): Currently rejected on all policies.



Five-Year Premium Summary / Comparison

	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
Work Comp	Safety National	Safety National	Safety National	Safety National	Midwest Employers
Exp Mod	N/A	N/A	N/A	N/A	N/A
Audited Payroll	\$66,915,088	\$68,771,093	\$70,116,049	\$71,500,000	\$74,500,000
Premium	\$80,298	\$82,525	\$101,668	\$106,821	\$99,979
Package	CM Regent	CM Regent	CM Regent	CM Regent	CM Regent
# of Students	6,868	6,644	6,757	7,979	6,588
Blanket Limit	\$435,312,667	\$446,997,655	\$455,828,000	\$494,674,000	\$575,359,000
Premium	\$313,041	\$339,634	\$377,362	\$418,577	\$492,697
Auto	CM Regent	CM Regent	CM Regent	CM Regent	CM Regent
# Of Units	164	190	168	169	164
Premium	\$126,555	\$151,960	\$146,018	\$147,958	\$146,460
Umbrella	CM Regent	CM Regent	CM Regent	CM Regent	CM Regent
Limit	\$8,000,000	\$8,000,000	\$8,000,000	\$8,000,000	\$8,000,000
Premium	\$24,162	\$23,746	\$23,064	\$27,274	\$25,832
School E&O	CM Regent	CM Regent	CM Regent	CM Regent	CM Regent
Limit	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
Premium	\$55,294	\$56,416	\$56,416	\$66,870	\$69,023
Equipment Breakdown	HSB	HSB	HSB	HSB	HSB
Limit	\$100,000,000	\$100,000,000	\$100,000,000	\$100,000,000	\$100,000,000
Premium	\$16,057	\$18,071	\$19,468	\$19,901	\$26,089
Student Accident	Bollinger	A-G Administrators	A-G Administrators	A-G Administrators	A-G Administrators
Premium	\$49,722	\$62,152	\$62,152	\$62,152	\$64,328
Cyber Liability	ACE American	ACE American	ACE American	ACE American	ACE American
Limit	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
Premium	\$6,861	\$6,861	\$7,879	\$11,322	\$11,322
Pollution Liability				Ironshore	Ironshore
Limit				\$1,000,000	\$1,000,000
Premium				\$28,620	\$26,089
Deadly Weapon Protection				Lloyds, London	Lloyds, London
Limit				\$5,000,000	\$5,000,000
Premium				\$17,390	\$18,200
Total Premium	\$736,990	\$806,365	\$859,027	\$906,032	\$902,692



Marketing Summary

<i>Carrier / Lines Submitted</i>	<i>Outcome</i>
CM Regent – Property	Quoted optional, increased deductible at \$25,000; Revised Property premium: \$367,666 (savings of \$80,654)
Safety National – Excess Workers' Compensation	Quoted Renewal: \$111,303
Arch Insurance – Excess Workers' Compensation	Pending review.
Bridge Excess – Excess Workers' Compensation	Declined due to Armed Police being School District employees.



Commercial Property Coverage
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

Coverage:	Limits:
Blanket Buildings & Business Personal Property (Including Musical Instruments, Athletic Equipment, and Electronic Data Processing)	\$575,359,000
Business Income and Extra Expense	\$2,000,000
Earth Movement – Per Occurrence & Aggregate	\$100,000,000
Flood – Per Occurrence & Aggregate	\$3,000,000
Sewer and Water Back-Up	Included Up to Policy Limits

Terms and Conditions include, but are not limited to, the following:
Property Not Covered includes any building or other property that is not eligible for flood insurance pursuant to the provisions of the Coastal Barrier Resources Act, 16 U.S.C. 3501 <i>et seq.</i> and the Coastal Barrier improvement Act of 1990, Pub. L. 101-591, 16 U.S.C. 3501 <i>et seq.</i>

Deductibles:	
Buildings & Business Personal Property	\$25,000
Business Income	24 Hours
Earth Movement	\$50,000
Flood	\$25,000
Audio, Visual, and Communication Equipment, except Fiber Optic Cables	\$500
Fiber Optic Cables	\$2,500
Fine Arts	\$500
Mobile Equipment	\$1,000
Personal Property of Students and Teachers at Insured Locations	\$250
Trees Debris Removal	\$1,000
Laptop Computers and Tablets	\$500
Musical Instruments, Band Uniforms and Equipment, Theatrical Property, and Athletic Equipment	\$500



Commercial Property Coverage (Continued)
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

<i>Coverage and Valuation:</i>
Property Enhancement Endorsement
Special Causes of Loss, subject to exclusions on policy form
Replacement Cost applies to Buildings & Business Personal Property
Coinsurance: 100% - Agreed Value

This proposal is provided to illustrate the understanding of your insurance program. It is a coverage summary and should not be construed as a substitute for your insurance policy. Please refer to your actual policies for specific terms, conditions, limitations, and exclusions that will govern in the event of a loss.



Commercial Property Coverage (Continued)
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

Property Sub-Limits

<i>Property Coverage</i>	<i>Limit</i>
Accounts Receivable Records	\$250,000 Per Occurrence
Additional Spoilage	\$50,000 Per Occurrence
Reward Payments	\$25,000 Per Occurrence
Asbestos Presence, Release, Discharge, Dispersal	\$50,000 Annual Aggregate
Audio, Visual, and Communication Equipment	\$250,000 Per Occurrence
Property in the Course of Construction	
Per Occurrence	\$1,000,000
Soft Costs	\$100,000
Computer Equipment, Electronic Data, Media, and Programs	Included with Personal Property, Except \$300,000 Limit for Laptops Off-Premises Only
Additional Debris Removal	\$250,000
Extermination Expense	\$10,000 Per Occurrence & Annual Aggregate
Fine Arts	
Maximum	\$250,000
Any One Item	\$15,000
Fire Department Service Charge	\$50,000 Per Occurrence
Limited Coverage for Fungus, Wet Rot, & Dry Rot and Bacteria	\$250,000 Annual Aggregate
Interruption of Computer Operations	\$100,000 Per Occurrence
Inventory and Appraisal	\$50,000 Per Occurrence
Laboratory Animals	
Per Animal	\$1,000
Annual Aggregate	\$100,000
Limited Water Damage	\$500,000 Per Occurrence
Lock Replacement	\$25,000 Per Occurrence
Mobile Equipment	\$250,000 Per Occurrence
Money & Securities	
On Your Premises	\$50,000
Away from Your Premises	\$50,000
Newly-Acquired Property – 180 Days	
Building	\$1,000,000
Business Personal Property	\$1,000,000
Business Income	\$500,000 Actual Loss Sustained – 180 Days
Off-Premises Utility Failure – Damage to Covered Property	\$50,000 Per Occurrence & Annual Aggregate
Ordinance or Law	\$5,000,000 Per Occurrence



Commercial Property Coverage (Continued)
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

Property Sub-Limits

<i>Property Coverage</i>	<i>Limit</i>
Personal Effects of Students and Teachers – School Projects at a Covered Location Per Occurrence Maximum per Person	\$50,000 \$5,000
Personal Effects of Employees at Described Premises Per Occurrence Maximum per Person	\$50,000 \$5,000
Personal Property Off-Premises	\$1,000,000 Per Occurrence
Property In-Transit	\$250,000 Per Occurrence
Pollutant Clean-Up and Removal	\$250,000 Each Policy Period
Recharge of Fire Protection Equipment	\$50,000 Per Occurrence
Retaining Walls	\$50,000 Per Occurrence
Trees Debris Removal	\$5,000 Per Occurrence
Sod, Trees, Shrubs, and Plants	\$25,000 Per Occurrence
Underground Pipes, Flues, and Drains	\$25,000 Per Occurrence
Valuable Papers and Records	\$500,000 Per Occurrence
Virus and Hacking	\$25,000 Per Occurrence
Your Outdoor Property	Included



Commercial Crime Coverage
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

Coverage:	Limits:
Employee Dishonesty	\$1,000,000
Forgery or Alteration	\$1,000,000
Theft of Money and Securities - Inside Premises	\$100,000
Theft of Money and Securities - Outside Premises	\$100,000
Computer and Funds Transfer Fraud	\$1,000,000
Money Orders and Counterfeit Currency	\$1,000
Faithful Performance of Duty for Government Employees	\$1,000,000
Credit, Debit, or Charge Card Forgery	\$1,000,000
Fraudulent Impersonation	\$1,000,000

Deductible:	
Per Loss	\$500

Coverage includes, but is not limited to the following:
ERISA Compliance
Loss Sustained Coverage Form Applies
Government Crime Extension <ol style="list-style-type: none"> 1. Students enrolled in your school that handle or keep property, including money, are added as employees in this capacity. The limit of liability for crime coverage for students is \$50,000 2. Treasurer- Any Treasurer for your school system only. 3. Volunteers- Volunteer members of any PTA, PTO Booster Club or any other school sanctioned volunteer group are added as employees. The limit of liability for crime coverage for volunteers is \$50,000.
Faithful Performance of Duty – is defined as failure of any “employee” to faithfully perform his or her duties as prescribed by law, when such failure has as its direct and immediate result a loss of your Covered Property, including inability to faithfully perform those duties because of a criminal act committed by a person other than an “employee”.
Public Employee Dishonesty Indemnification: The Company will indemnify any officials who are required by law to give bonds for the faithful performance of their service against loss through dishonest acts of persons who serve under them, subject to the Limit of Insurance.
Funds Transfer Fraud Coverage: Is defined as: (1) electronic, telegraphic, cable, teletype or telephone instructions fraudulently transmitted to a “Financial Institution” directing such institution to debit a “Transfer Account” and to transfer, pay or deliver “Money” or “Securities” from such “Transfer Account” which instructions purport to have been transmitted by you but were in fact fraudulently transmitted by someone other than you without your knowledge or consent, or (2) fraudulent written instructions (other than those covered under Coverage Form B) issued to a “Financial Institution” directing such institution to debit a “Transfer Account” and to transfer, pay or deliver “Money” or “Securities” from such “Transfer Account” by use of an electronic funds transfer system at specified intervals or under specified conditions which instructions purport to have been issued by you but were in fact fraudulently issued, forged or altered by someone other than you without your knowledge or consent.

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Commercial General Liability Coverage
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

Coverage:	Limits:
General Aggregate	\$3,000,000
Products & Completed Operations Aggregate	\$3,000,000
Personal and Advertising Injury	\$1,000,000
Each Occurrence	\$1,000,000
Damage to Premises Rented to You	\$1,000,000
Medical Expense (any one person)	\$15,000
Employee Benefits Liability – Claims Made	
Per Occurrence	\$1,000,000
Aggregate	\$3,000,000
Retroactive Date	Full Prior Acts
Law Enforcement Liability – Each Activity (General Aggregate Applies)	\$1,000,000
Abuse or Molestation	
Any One Act	\$1,000,000
Aggregate	\$1,000,000
Violent Incident Protection	
Violent Incident – Per Occurrence	\$250,000
Violent Incident - Aggregate	\$250,000
Crisis Management Services – Per Event	\$250,000
Crisis Management Services – Aggregate	\$250,000
Counseling Services – Per Event	\$250,000
Counseling Services – Aggregate	\$250,000
Funeral Expenses – Per Event	\$250,000
Funeral Expenses – Aggregate	\$250,000
Wage Loss – Per Event	\$50,000
Wage Loss – Aggregate	\$250,000
Medical Expenses – Per Insured Person	\$25,000
Medical Expenses – Aggregate	\$250,000
Individual Maximum – Aggregate	\$50,000
Accidental Death and Dismemberment – Aggregate	\$250,000
Demolition, Debris Removal, and Memorialization Sublimit – Per Event	\$250,000
Demolition, Debris Removal, and Memorialization Sublimit – Aggregate	\$250,000
Memorialization Sublimit – Per Event	\$10,000



Commercial General Liability Coverage (Continued)
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

<i>Terms and Conditions include, but are not limited to, the following:</i>
A Certificate of Insurance is required to verify primary professional liability for all contracted and / or employed medical professionals at minimum limits of \$200,000 / \$600,000 for Physicians or Dentists.
Certificates of insurance do not alter the terms of your policy. Signing a Contract and providing a certificate of insurance does not extend your coverage to comply with all requirements presented in the contract. Your policy terms control the coverage provided, not the terms of the contract. You should have your attorney review any contract agreement or lease before signing.

<i>Coverage includes, but is not limited to the following:</i>
Educational Commercial General Liability Enhancement
Definition of an insured includes Trustees, Board Members, Commissioners, Student Teachers, Volunteers, Parent Support Groups, and Student Groups.
Designated Location(s) General Aggregate Limit
Coverage Extension – Designated Advertising, Broadcasting, Publishing, or Telecasting
Blanket Additional Insured – As Required by Contract or Agreement
Blanket Additional Insured – Primary and Non-Contributory – As Required by Contract or Agreement
Blanket Waiver of Subrogation – As Required by Contract or Agreement

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Commercial Automobile Coverage
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

Coverage:	Limits:
Bodily Injury and Property Damage Combined	\$1,000,000
Hired & Non-Owned Auto Liability	\$1,000,000
First Party Benefits:	
Combination First Party Benefits	\$277,500
Extraordinary Medical Expense Benefits	\$1,000,000
Work Loss Benefits	Included
Funeral Expense	\$2,500
Accidental Death	\$25,000
Uninsured Motorists Coverage (Non-Stacked)	\$1,000,000
Underinsured Motorists Coverage (Non-Stacked)	\$1,000,000
Hired Car Physical Damage	Included
Rental Reimbursement	
Per Day	\$100
Number of Days	30 Days
Loss of Use	\$65 per Day
Maximum	\$750
Towing and Labor (Private Passenger Autos Only)	\$50
Garage Keepers Legal Liability Coverage – per Occurrence	\$150,000

Deductibles:	
Comprehensive	\$1,000
Collision	\$1,000
Hired Car Physical Damage	
Comprehensive	\$1,000
Collision	\$1,000



Commercial Automobile Coverage (Continued)
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

<i>Coverage includes, but is not limited to, the following:</i>	
Employees As Insureds	
Employee Hired Autos	
Waiver of Deductible- Glass	
Auto Physical Damage Coverage: Actual Cash Value	
Pollution Liability- Broadened Coverage for Covered Autos-Business Auto and Motor Carrier Coverage Form	
Business Auto Extension	
Blanket Additional Insured	
Blanket Waiver of Subrogation	
Composite Rate	
PPT:	20
Trucks:	16
Buses:	124
Trailers:	4
Employee Auto Deductible Reimbursement – Included up to \$1,000	

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* Refer to appendix for full vehicle schedule.



Equipment Breakdown Coverage
Carrier: Hartford Steam Boiler Inspection and Insurance Company
A. M. Best Rating: A++ X

Coverage:	Limits:
Equipment Breakdown	\$100,000,000
Property Damage	Included
Data Compromise Coverage	
Response Expenses	\$50,000
Legal and Forensic Information Technology Review	\$5,000
Defense and Liability	\$50,000
Deductible	\$1,000
Identity Recovery Coverage	
Expense Reimbursement	\$15,000
Lost Wages and Child and Elder Care	\$5,000
Miscellaneous Unnamed Costs	\$1,000
Deductible	\$250
Business Income	Excluded
Extra Expense	\$1,000,000
Civil Authority	Included
Contingent Business Income	Excluded
Data Restoration	\$50,000
Demolition	\$50,000
Expediting Expenses	\$50,000
Green	\$25,000
Hazardous Substances	\$50,000
Mold	\$25,000
Newly-Acquired Locations	\$250,000
Off-Premises Equipment Breakdown	\$25,000
Ordinance or Law	\$25,000
Perishable Goods	\$250,000
Deductibles:	
Direct Coverage	\$2,500
A/C Refrigerating Equipment	\$25 Per HP / \$2,500 Minimum
Indirect Coverage	\$2,500

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EQUIPMENT INSURANCE COVERAGE HIGHLIGHTS

Equipment Breakdown covers the physical and financial damage that can result from an accidental equipment breakdown. Hartford Steam Boiler's Equipment Breakdown insurance is among the broadest in the industry, and our newest coverages included in HSB TechAdvantage™ are among the first of their kind. We offer a broad range of coverages and insure many types of equipment that other companies exclude. The highlights below summarize HSB's Equipment Breakdown and Technology coverages. Refer to the quoted policy for all coverage details, terms and exclusions.

HSB TECHADVANTAGE™ Equipment Breakdown and Technology Highlights

- **Property Damage** - cost to repair or replace damaged equipment
- **Off Premises Equipment Breakdown** - coverage for portable equipment taken off-site
- **Business Income** - business income lost due to an interruption caused by a breakdown
- **Extra Expense** - cost to maintain normal operations (e.g. equipment rental)
- **Expediting Expenses** - costs to make temporary repairs and expedite permanent repairs or replacement
- **Perishable Goods** - loss due to spoilage, including contamination by refrigerant, caused by a breakdown
- **Data Restoration** - cost to restore data that is lost or damaged due to a breakdown
- **Green Coverage** - pays for repair or replacement with environmentally friendly options

HSB TECHADVANTAGE™ Selected Coverage Highlights

- **Microelectronics Coverage** – A groundbreaking new coverage that responds to modern technology embedded in all types of equipment. A second cause of loss is added for microelectronics failures when physical damage is not detectable or when firmware or software failure causes non-physical damage. Triggered when covered equipment suddenly stops functioning as it had been and that equipment or a part containing electronic circuitry must be replaced. No special sublimits or deductibles – pays just as if there had been an equipment breakdown accident.
- **Cloud Computing Service Interruption** – Adds cloud computing services to service interruption coverage – pays for business interruption and extra expense when insured's service provider experiences an outage due to an accident.
- **Service Interruption Data Restoration** – Adds data restoration coverage for data lost when there is a covered service interruption, such as a loss of electrical power, due to an accident (triggering outage must exceed applicable waiting period). Data may be at the insured location or in the custody of the insured's cloud computing service provider.
- **Off-Premises Business Income, Extra Expense and Data Restoration Coverage** – Extends payment for off-premises equipment breakdown to include business income, extra expense and data restoration, in addition to physical damage.
- **Public Relations Coverage** – Pays for public relations assistance to help manage a reputation that may be damaged by an interruption of business – applies if there is a covered loss of business income.

Coverage Benefits

- Covers a wide range of types of equipment including new technologies
- HSB provides market leading jurisdictional inspection service for boilers and pressure vessels as an integral element of our Equipment Breakdown policies to help insureds prevent loss and comply with local inspection requirements, where applicable. With inspectors across the United States, we can service clients' inspection needs in a timely manner
- HSB Inspection Hot Line toll-free at 1-800-333-4677 (1-800-333-INSP)
- [HSB Client Connection](#) offers agents access to a secure, password-protected portion of HSB's web site for policy related information
- HSB's claim service can help insureds reduce down time, recover faster from loss and keep operations up and running



School Leaders' Legal Liability Coverage
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

Coverage:	Limits:
Each Claim	\$1,000,000
Annual Aggregate	\$1,000,000
Supplemental Payments	
Each Claim	\$2,000,000
Aggregate	\$2,000,000
Retroactive Date	July 1, 1950
Non-Monetary Coverage,	
Each Claim	\$100,000
Aggregate	\$250,000
Punitive Damages	Included
Self-Insured Retention	
Basic	\$75,000
Non-Monetary – Plus 20% of LAE per Claim, in Excess of Retention	\$50,000

School Leaders Legal Liability Coverage Highlights:
Broad definition of Insured includes employees, members of the board, teachers, student teachers and volunteers acting on behalf of the school.
60-day basic extended reporting period is included at no additional charge.
Defense costs are in addition to the limit of liability.

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Commercial Excess Coverage
Carrier: CM Regent Insurance Company
A.M. Best's Rating: A X

<i>Coverage:</i>	<i>Limits:</i>
Per Occurrence *	\$8,000,000
Annual Aggregate *	\$8,000,000
Unmanned Aircraft	\$1,000,000
Self-Insured Retention – Per Occurrence	None

* Limit applies separately to each coverage indicated below.

<i>Schedule of Underlying Coverage:</i>	
Commercial General Liability:	\$1,000,000 Per Occurrence \$3,000,000 Aggregate
Business Automobile Liability:	\$1,000,000 Per Occurrence
Employer's Liability:	\$1,000,000 Policy Limit
Employee Benefits Liability:	\$1,000,000 Per Employee \$3,000,000 Aggregate
School Leaders' Legal Liability	\$1,000,000 Per Occurrence \$1,000,000 Aggregate

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AG Administrators Student & Sports Accident Coverage
Carrier: United States Fire Insurance Company (AG/CM Regent)
A.M. Best's Rating: A XIII

<i>Coverage:</i>	<i>Limits:</i>
Voluntary Student Coverage – PA-B Primary	\$250,000
Benefit Period	1 Year
Accidental Death and Dismemberment	
Death	\$2,500
Double Dismemberment	\$20,000
School Time / 24 Hour Rate Per Student	\$22.50 / \$90.00
Sports Accident Coverage – Primary Excess	\$1,000,000
Benefit Period	10 Years
Accidental Death and Dismemberment	
Death	\$10,000
Double Dismemberment	\$20,000
Accidental Death and Dismemberment – Aggregate	\$500,000

Terms and Conditions include, but are not limited to, the following:

Expanded activities: All enrolled students while participating in school sponsored and supervised activities, including interscholastic sports, cheerleading, band and majorettes, off-season conditioning, school sponsored camps, intramural sports, club sports, non-sport extra-curricular activities and clubs, school-time field trips, overnight field trips within the United States, job training, gym class, recess and before and after school programs.

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VOLUNTARY COVERAGE

Is available to the student
body and is paid for by
each covered individual.

1. FULL TIME 24 HOUR ACCIDENT MEDICAL COVERAGE

Provides benefits for covered injuries around the clock and throughout the year including weekends, vacations and summers.

2. SCHOOL TIME ACCIDENT MEDICAL COVERAGE

Provides benefits for covered injuries sustained during the hours and days when school is in session and while insureds are attending or participating in school sponsored and supervised activities on or off the school premises:

- Participating in summer recreational activities
- Traveling to and from school and other necessary travel
- Interscholastic sports (without senior high football) can be elected

COVERAGE

Coverage Excluding All Interscholastic Sports

Maximum Benefit

PRIMARY

School Time \$22,500
24-hour \$90

\$250,000, \$15,000 payable as shown below, excess of \$15,000 payable at 100% Usual, Reasonable, and Customary Charges

HOSPITAL SERVICES

1. Daily Room & Board: Semi-Private Room Rate per day, maximum of	\$300 per day
2. Miscellaneous Hospital Services: During hospital confinement, including X-rays	100% of Usual, Reasonable and Customary Expenses (not to exceed \$3,000)
3. Intensive Care: When confined to a Hospital Intensive Care Unit, additional benefit provided in coverage NQ.1 not to exceed 90 days	\$700 per day
4. Emergency Room Charges: When hospital confinement is not required, maximum of \$1 out-patient surgery is required, the maximum is increased to \$1,500 (The benefits are payable in addition to the X-rays and surgeon's services shown below).	\$400 \$1,500

DOCTOR'S SERVICES

1. Surgery, including pre- and post-operative care, Usual, Reasonable and Customary Expenses in accordance with the 1974 Revised California Relative Value Studies, 5th Edition, having a conversion factor of	\$170 Unit Value
2. Anesthesia: Percentage of Surgical Allowance	40%
3. Doctor's Visit other than for Physiotherapy or similar treatment not payable in addition to Surgery Benefit	100% of Usual, Reasonable and Customary Expenses
4. Non-Surgical doctor's charges in the emergency room	\$70
5. Consulting Fee: When requested by the attending physician	\$150

X-RAY SERVICES

1. (Other than Dental) and including fee for interpretation and/or reading of X-rays, When not hospital confined, not to exceed the allowances under the 1974 Revised California Relative Value Studies 5th Edition, using a conversion factor of	\$20 Unit Value
2. X-Ray Maximum, when no fracture is demonstrated Additional Services:	\$100

ADDITIONAL SERVICES:

1. Physiotherapy or similar treatment, including Diathermy, Ultrasonic, Microtherm, Manipulation, Massage and Heat	\$50 / Treatment (maximum \$500)
2. Registered Nurse: In or out of hospital	100% of Usual, Reasonable and Customary Expenses
3. Ambulance Transportation: (Ground Only) to and from hospital, maximum of	\$100
4. Orthopedic Appliances: When ordered by attending physician in or out of hospital	\$500
5. Out-Patient Drugs and Medication: Administered in Doctor's office or by prescription	100% of Usual, Reasonable and Customary Expenses
6. Dental* (including X-rays): For treatment, repair or replacement of each injured tooth which was sound and natural at the time of injury	\$200
7. Eyeglasses, Contact Lenses: Replacement of broken glasses and/or frames, contact lenses, resulting from a covered injury	\$100



Excess Workers' Compensation Coverage
Carrier: Midwest Employers Casualty
A.M. Best's Rating: A+ XV

<i>Program Details</i>	<i>Exposures & Costs</i>
Contract Date	07/01/2023 to 07/01/2025
Estimated Annual Payroll	\$74,500,000
Experience Modification Factor	1.00
Self-Insured Retention	\$500,000
Workers' Compensation Limits of Liability	Statutory
Employers Liability Limit	\$1,000,000
Rate per \$100 of Payroll	\$0.1342
Workers' Compensation Excess Premium	\$199,958
Pay Plan	Annual
Policy Term	Two-Year



Privacy & Network Liability Coverage
Carrier: Ace American Insurance Company (CM Regent)
A.M. Best's Rating: A++ XV

Coverage:	Limits:
Cyber Incident Response Fund	
Cyber Incident Response Team	\$500,000/\$500,000
Non-Panel Response Provided	\$100,000/\$100,000
Business Interruption Loss and Extra Expenses	\$500,000/\$500,000
Digital Data Recovery	\$500,000/\$500,000
Network Extortion	\$1,000,000/\$1,000,000
Maximum Policy Aggregate Limit of Liability	\$1,000,000
Cyber, Privacy, and Network Security Liability	\$1,000,000/\$1,000,000
Regulatory Proceedings	\$1,000,000/\$1,000,000
Payment Card Loss	\$100,000/\$100,000
Electronic, Social, & Printed Media	\$1,000,000/\$1,000,000
Retroactive Date	Full Prior Acts
Pending & Prior Date (Applicable to Third Party Insuring Agreements)	July 1, 2014

Retentions	
First Party & Third Party Insuring Agreements	\$15,000
Business Interruption Loss and Extra Expenses – Waiting Period	16 Hours

Cyber Other Terms & Conditions			
Coverage	Retention	Coinsurance	Limit
Ransomware Encounter	\$10,000	0%	\$1,000,000
Widespread Severe Known Vulnerability Exploit	\$10,000	0%	\$1,000,000
Widespread Software Supply Chain Exploit	\$10,000	0%	\$1,000,000
All Other Widespread Events	\$10,000	0%	\$1,000,000
Widespread Severe Zero Day Exploit	\$10,000	0%	\$1,000,000



Privacy & Network Liability Coverage (Continued)
Carrier: Ace American Insurance Company (CM Regent)
A.M. Best's Rating: A++ XV

Terms & Conditions include, but are not limited to, the following:

Protective Safeguards Exclusion Endorsement applies, with respects to losses alleging, based upon, arising out of, or attributable to any Cyber incident that reasonably could have been avoided had the insured not failed to maintain Specified Cyber Security Safeguards, including: Multi-Factor Authentication (MFA) to secure remote network access; MFA to secure e-mail remote access and access e-mail through a web app on a non-corporate device for faculty. Refer to appendix for details.

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Deadly Weapon Protection
Carrier: Lloyd's of London Underwriters
A.M. Best's Rating: A X

<i>Coverage:</i>	<i>Limits:</i>
Includes Third Party Terrorism Liability and Firestorm Event Responder Each and Every Deadly Weapon Event, Including Claims Expenses Aggregate	\$5,000,000 \$5,000,000

<i>Self-Insured Retention:</i>	
Each Claim	\$10,000

<i>Coverage includes, but is not limited to the following:</i>
Coverage is primary for both indemnity and expense.



Deadly Weapon Protection (Continued)
Carrier: Lloyd's of London Underwriters
A.M. Best's Rating: A X

Deadly Weapon Protection for U.S. Education Providers

Overview of Key Product features:

- Deadly Weapon Protection provides 3rd Party Liability Insurance with built in Crisis Management Services.
- Policy is primary coverage for both indemnity and expense – coverage is clearly stated & clarified within the 'Other Insurance' condition.
- Cover basis: 'pay on behalf' of the Named Insured.
- **Maximum Limits Of Liability:** Up to \$20,000,000 each and every Deadly Weapon Event and \$50,000,000 in the policy aggregate.
- The policy provides 1st party property damage / restoration provision via the **Property Damage Extension – \$500,000 sub-limit as standard.**
- The policy can provide Business Interruption coverage via the **Business Interruption Extension Sub-Limit.**
- Policy has a built in event responder provision to provide risk management services – post binding coverage, members of the event responder team will visit the insured's location and undertake a physical **Deadly Weapon and Security Vulnerability Assessment**
- While on site the risk management team will undertake an **Deadly Weapon Safety Action Plan Seminar.**
- Crisis Management Response Team - 24/7/365 telephone line. Firestorm - **www.firestorm.com**
- The policy gives dedicated risk management via specific sub-limit endorsements - Crisis Management Services Endorsement, Counselling Services Sub-Limit Endorsement & Funeral Expenses Sub-Limit Endorsement.
- Broad definition/coverage of "weapon" and as such does not limit the coverage to solely that of a firearm.
- The Deadly Weapon policy provides cover if the incident was a terrorist shooting (there is no terrorism exclusion within the form) or if an employee undertook the shooting (no named insured exclusion as per most GL policies).
- **Application/Eligibility** – Designed for educational entities of all types and sizes, including public and private schools, charter schools, colleges and universities and day-care facilities. Easy one page application and quick quote turnaround.

SPILLS Pollution Liability Coverage
Carrier: Ironshore Specialty Insurance Company
A.M. Best's Rating: A XIV

<i>Coverage:</i>	<i>Limits:</i>
Each Incident (Coverage Includes: Third Party Claims for Bodily Injury, Property Damage, or Remediation Expenses; First Party Remediation Expenses; and Emergency Response Expenses)	\$1,000,000
Deductible	\$25,000
Aggregate	\$1,000,000
Each Incident – Disinfection Event Expenses	\$250,000
Deductible	\$100,000
Aggregate	\$250,000
Policy Aggregate	\$1,000,000
Business Interruption	\$1,000,000
Business Interruption – Number of Days Limit	365
Deductible	Three (3)
Image Restoration Expenses	
Each Incident	\$250,000
Aggregate	\$250,000
Deductible	\$25,000
Mold Matter Deductible (Coverage Excluded for Three Locations Experiencing Roof Leaks)	\$100,000

<i>Coverage includes, but is not limited to the following:</i>
Claims-Made Coverage
Underground Storage Tank Compliance Coverage

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Quote Conditions

Package Policy:

- Statement of Values
- Insured Acknowledgment
- Terrorism Notice

Equipment Breakdown Policy:

- Confirmation of status of Loss Control Recommendation:

Code Recommendations

Violations of local codes that are required to be corrected by law.

Recommendation No.:	Equipment ID:	Initial/Follow-up:	Recommendation Status:
BLR-FSWH-C-HWS-23-01-26-01/OP-01	PA305997B	Initial	Open

Condition

The pressure/temperature gage on this water heater is broken.

Recommendation

Jurisdictional requirements specify that all hot water heaters shall have a thermometer or temperature sensor with display installed. The thermometer or sensor shall be so located that it shall ~~at all times~~ indicate the temperature of the water in the water heater at or near the outlet, prior to the first shut off valve. The thermometer minimum range should be 50-250°F. An electronic sensor may be used in lieu of a thermometer and shall meet the following requirements:

- The sensor shall be powered from the boiler power supply, shall have a display that ~~remains on at all times~~ and shall have a backup power supply.
- The scale shall have a minimum range of 0-250°F and an accuracy of +/- 1°F.
- The minimum operating range shall be 32-300°F.
- The display shall have an operating range of 32-120°F unless otherwise required by the application.

Excess Workers' Compensation:

- Signed EHD Fee Agreement.

Commissions Disclosure

East Stroudsburg Area School District

Commercial Insurance Program

July 1, 2023 to July 1, 2024

EHD Commissions

EHD's commission for the proposed policy period equals approximately 12% of your premium for those coverages outlined in this proposal. In addition, EHD may, from time to time, earn additional contingent income from some insurance companies, based on the volume and profitability of the total insurance premiums placed with that insurer. EHD clients are always placed with the insurance carriers that serve the best interest of our clients.

EHD commissions include, but are not limited to, the following:

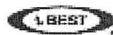
- Marketing and negotiating premiums and payment terms, as well as claims-handling fees and collateral requirements, if applicable.
- Assistance in completing all applications and required paperwork.
- Ongoing exposure, coverage and risk-management analysis, and recommendations.
- Claims advocacy, and an annual Claims Review of designated open claims. This includes negotiating open reserves, and making recommendations for appropriate settlements.
- Loss Control Services, which include supervision of insurance company services, and providing direct services, when applicable. (Certain specialized loss control services may require a separate service agreement and fee).
- Certificate management and processing, including an annual review of renewal certificates.
- Endorsement processing and checking, as required. Also, checking all policies, billings and audits for accuracy and compliance.

Annual Stewardship meeting, which includes an analysis of current outside marketing conditions and marketing recommendations for your next renewal project.



A. M. Best's Financial Strength Ratings

BEST'S FINANCIAL STRENGTH RATING GUIDE - (FSR)			
<p>A Best's Financial Strength Rating (FSR) is an independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations. An FSR is not assigned to specific insurance policies or contracts and does not address any other risk, including, but not limited to, an insurer's claims-payment policies or procedures; the ability of the insurer to dispute or deny claims payment on grounds of misrepresentation or fraud; or any specific liability contractually borne by the policy or contract holder. An FSR is not a recommendation to purchase, hold or terminate any insurance policy, contract or any other financial obligation issued by an insurer, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser. In addition, an FSR may be displayed with a rating identifier, modifier or affiliation code that denotes a unique aspect of the opinion.</p>			
Best's Financial Strength Rating (FSR) Scale			
Rating Categories	Rating Symbols	Rating Notches*	Category Definitions
Superior	A+	A++	Assigned to insurance companies that have, in our opinion, a superior ability to meet their ongoing insurance obligations.
Excellent	A	A-	Assigned to insurance companies that have, in our opinion, an excellent ability to meet their ongoing insurance obligations.
Good	B+	B++	Assigned to insurance companies that have, in our opinion, a good ability to meet their ongoing insurance obligations.
Fair	B	B-	Assigned to insurance companies that have, in our opinion, a fair ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.
Marginal	C+	C++	Assigned to insurance companies that have, in our opinion, a marginal ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.
Weak	C	C-	Assigned to insurance companies that have, in our opinion, a weak ability to meet their ongoing insurance obligations. Financial strength is very vulnerable to adverse changes in underwriting and economic conditions.
Poor	D	-	Assigned to insurance companies that have, in our opinion, a poor ability to meet their ongoing insurance obligations. Financial strength is extremely vulnerable to adverse changes in underwriting and economic conditions.
<p>* Each Best's Financial Strength Rating Category from "A+" to "C" includes a Rating Notch to reflect a gradation of financial strength within the category. A Rating Notch is expressed with either a second plus "+" or a minus "-".</p>			
FSR Non-Rating Designations			
Designation Symbols	Designation Definitions		
E	Status assigned to insurance companies that are publicly placed under a significant form of regulatory supervision, control or restraint - including cease and desist orders, conservatorship or rehabilitation, but not liquidation - that prevents conduct of normal ongoing insurance operations; an impaired insurer.		
F	Status assigned to insurance companies that are publicly placed in liquidation by a court of law or by a forced liquidation; an impaired insurer.		
S	Status assigned to rated insurance companies to suspend the outstanding FSR when sudden and significant events impact operations and rating implications cannot be evaluated due to a lack of timely or adequate information; or in cases where continued maintenance of the previously published rating opinion is in violation of evolving regulatory requirements.		
NR	Status assigned to insurance companies that are not rated; may include previously rated insurance companies or insurance companies that have never been rated by AMBERS.		
Rating Disclosure - Use and Limitations			
<p>A Best's Credit Rating (BCR) is a forward-looking independent and objective opinion regarding an insurer's, issuer's or financial obligation's relative creditworthiness. The opinion represents a comprehensive analysis consisting of a quantitative and qualitative evaluation of balance sheet strength, operating performance and business profile or, where appropriate, the specific nature and details of a security. Because a BCR is a forward-looking opinion as of the date it is released, it cannot be considered as a fact or guarantee of future credit quality and therefore cannot be described as accurate or inaccurate. A BCR is a relative measure of risk that implies credit quality and is assigned using a scale with a defined population of categories and notches. Entities or obligations assigned the same BCR symbol developed using the same scale, should not be viewed as completely identical in terms of credit quality. Alternatively, they are alike in category (or notches within a category), but given there is a prescribed progression of categories (and notches) used in assigning the ratings of a much larger population of entities or obligations, the categories (notches) cannot mirror the precise subtleties of risk that are inherent within similarly rated entities or obligations. While a BCR reflects the opinion of A.M. Best Rating Services, Inc. (AMBERS) of relative creditworthiness, it is not an indicator or predictor of defined impairment or default probability with respect to any specific insurer, issuer or financial obligation. A BCR is not investment advice, nor should it be construed as a consulting or advisory service, as such; it is not intended to be utilized as a recommendation to purchase, hold or terminate any insurance policy, contract, security or any other financial obligation, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser. Users of a BCR should not rely on it in making any investment decision; however, if used, the BCR must be considered as only one factor. Users must make their own evaluation of each investment decision. A BCR opinion is provided on an "as is" basis without any expressed or implied warranty. In addition, a BCR may be changed, suspended or withdrawn at any time for any reason at the sole discretion of AMBERS.</p>			
<p>BCRs are distributed via the AMBERS website at www.ambest.com. For additional information regarding the development of a BCR and other rating-related information and definitions, including outlooks, modifiers, identifiers and affiliation codes, please refer to the report titled "Understanding Best's Credit Ratings" available at no charge on the AMBERS website. BCRs are proprietary and may not be reproduced without permission. Copyright © 2018 by A.M. Best Company, Inc. and/or its affiliates. ALL RIGHTS RESERVED. Version 090116</p>			





EHD Service Team Chart

<i>Regional Office</i>	<i>Corporate Headquarters</i>
One Meridian Blvd. Suite 4A01 Wyomissing, PA 19610 (800) 438-2525 (717) 394-0842 Fax	1857 William Penn Way P. O. Box 11600 Lancaster, PA 17601-11600 (800) 544-7292 (717) 394-0842 Fax
www.ehdinsurance.com	

Service Team

<i>Name</i>	<i>Responsibility</i>	<i>Contact Number</i>
Robert B. Thompson, ARM, CSRM Regional VP	Overall Account Management	(800) 438-2525 Ext. 7023 (717) 394-0842 Fax RThompson@ehdinsurance.com
Astra M. Marx, CIC, CISR AVP, Commercial Account Manager	Day to Day Customer Service Questions, Policy Changes Certificates	(800) 438-2525 Ext. 7018 (717) 394-0842 Fax AMarx@ehdinsurance.com
Susan L. Hummelbaugh Senior Claims Administrator	Reporting Claims Ongoing Claims Management and Communications	(800) 544-7292 Ext. 4233 (717) 390-4339 Fax SHummelbaugh@ehdinsurance.com
Kelly J. Garvey Workers Compensation Advocate	Work with Insured and Carriers to Resolve Workers' Compensation Claims	(800) 544-7292 Ext. 4558 (717) 390-4339 Fax KGarvey@ehdinsurance.com
Stephen J. Wolszczenski Vice President Risk Control	Risk Control and Safety	(800) 544-7292 Ext. 4264 (717) 390-4339 Fax SWolszczenski@ehdinsurance.com

<i>Other EHD Personnel</i>		
Michael S. Malinowski	President and CEO	(800) 544-7292 Ext. 4303
James P. Lewis	EVP / P&C and Chief Sales Officer	(800) 544-7292 Ext. 4301
Tara A. Dombach	VP / Employee Benefit Services	(800) 544-7292 Ext. 4312
Robert B. Thompson, ARM, CSRM	Regional VP / Commercial Lines	(800) 438-2525 Ext. 7023
Kristy L. Gergal, CAPI	VP / Personal Lines	(800) 544-7292 Ext. 4347
Krista L. Miller, CPCU	VP / Claims	(800) 544-7292 Ext. 4300



V. ITEMS FOR DISCUSSION

j. Government Software Solutions Proposal

GOVERNMENT SOFTWARE SERVICES, Inc.
Contract for School Billing

AGREEMENT FOR COMPUTER SERVICES

This Agreement made this ____ day of _____, _____ for fiscal year(s) _____
between Government Software Services, Inc., 616 Main Street, Suite 400, Honesdale,
Pennsylvania, 18431 (hereinafter referred to as "GSS")

AND

East Stroudsburg Area School District (Pike County), 50 Vine Street, East Stroudsburg,
PA. 18301 (hereinafter referred to as "Client")

WITNESSETH

In consideration of the mutual covenants hereinafter set forth, it is agreed that Client
desires certain Data Processing Services be performed and that GSS desires to perform
these services which are as follows:

1. **REAL ESTATE TAX SYSTEM** – During the term stated, GSS will provide Real
Estate Tax Services to the Client utilizing the Assessment files of the County or
Counties in which the various taxing districts of the Client are located. Services to be
performed are as follows:

A. Prepare one (1) copy of the Real Estate Tax Duplicate bound, based upon the data
contained in the Real Estate Master File and the associated millage, discount, penalty
rates and tax collector information provided to GSS by the Client. Said tax duplicates
shall reflect the taxes based on the millage times the assessed valuation and shall show
discount, face and penalty amounts. A summary report reflecting totals shall appear at
the end of each duplicate.

B. Prepare one (1) copy of the Real Estate Tax Statement for each parcel of property
consisting of a tax bill page, installment page and instruction insert, reflecting the
information shown on the tax duplicates and tax collector data associated with each
taxing district. Three (3) pages to be inserted into envelopes.

C. Provide a Summary Report reflecting all the totals necessary for certification and
normal reporting.

D. Provide one (1) electronic duplicate for each municipality

2. **INTERIM REAL ESTATE TAX SYSTEM** – During the term stated, GSS will
provide Interim Real Estate Tax Services to the client utilizing the Assessment files of the
County or Counties in which the various taxing districts of the Client are located.
Services to be performed are as follows:

570-253-4309 616 Main Street Suite 400 Honesdale, PA 18431
Government Software Services, Inc.
Contract for School Billing

A. Prepare one (1) copy of the Real Estate Tax Duplicate bound, based upon the data contained on the Real Estate Master File and the associated millage, discount, penalty rates and tax collector information provided to GSS by the Client. Said tax duplicates shall reflect the taxes based on the millage times the assessed valuation and shall show discount, face and penalty amounts. A summary report reflecting totals shall appear at the end of each duplicate.

B. Prepare one (1) copy of the Real Estate Tax Statement for each parcel of property on a self-seal mailer, reflecting the information shown on the tax duplicates and tax collector data associated with each taxing district.

C. Provide a Summary Report reflecting all the totals necessary for certification and normal reporting.

D. Provide one (1) electronic duplicate for each municipality

3. MATERIALS AND SUPPLIES – During the term stated, GSS will provide the following:

A. All tax duplicate paper, tax statements and binding materials necessary to provide the services described herein.

4. ITEMS TO BE SUPPLIED BY CLIENT – In order for GSS to fulfill this contract the Client must supply the following:

A. Written authorization from the County Commissioners or Counties where the Client's taxing districts are located granting GSS permission to access the Real Estate Assessment files.

B. Written documentation of all Per Capita, Occupation, and Real Estate millage rates, discount, face, penalty rates, dates and all tax collector information as it is to be printed on the statements.

5. TERMS AND CONDITIONS – GSS will provide the services as defined in this contract for the term stated and will provide to the Client the tax statements and duplicates FOB Honesdale within thirty (30) days of receipt of the items supplied by Client.

**570-253-4309 616 Main Street Suite 400 Honesdale, PA 18431
Government Software Services, Inc.
Contract for School Billing**

6. Client agrees to pay GSS as follows:

- A. The sum of seven and one-half cents (\$0.075) each, per name printed for the two copies of the Real Estate Duplicate and the Occupation/Per Capita Duplicate and the sum of twelve dollars (\$12.00) each per duplicate bound.
- B. The sum of thirty-six cents (\$0.36) for each tax statement, installment page and insert prepared during the School tax billing period.
- C. The sum of eighteen cents (\$0.18) for each envelope with mailing permit provided.
- D. The sum of twenty and ninety-five one hundredths cents (\$0.2095) for each interim tax statement prepared on a self-seal mailer.
- E. The sum of one hundred dollars (\$100.00) per electronic data file provided for each municipality.
- F. GSS will invoice Client based on the above rates. Full payment will be due and payable within thirty (30) days of delivery of the tax statements and duplicates. Any amount invoiced and not paid within thirty (30) days shall become subject to a finance charge of 1½ % per month on the unpaid balance.

7. In the event of a dispute the matter shall be settled in the following manner:

- A. A three-member panel shall be created by the choosing of one member by the Client and one member by GSS.
- B. Each of these two members shall agree on a third member.
- C. The three-member panel, by majority vote, shall determine a settlement that must be accepted by GSS and Client.

In witness whereof, the parties have executed this agreement.

Dated _____

East Stroudsburg Area School District

By _____

WITNESS

Government Software Services, Inc.

By _____
Thomas P. Theobald, President

WITNESS

570-253-4309 616 Main Street Suite 400 Honesdale, PA 18431
Government Software Services, Inc.
Contract for School Billing

Agreement For Computer Services

This Agreement made this ____ day of _____, 2022, for fiscal years 2023 through 2025 between Government Software Services, 616 Main Street Suite 400, Honesdale, Pennsylvania, 18431, (hereinafter referred to as "GSS"),

AND

East Stroudsburg Area School District (Pike County), 50 Vine Street, East Stroudsburg, PA. 18301, (hereinafter referred to as "Client"),

WITNESSETH

In consideration of the mutual covenants hereinafter set forth, it is agreed that Client desires certain Data Processing Services performed and that GSS desires to provide those services as follows:

Purpose. This contract indicates agreement by GSS to provide the professional services to satisfy the computer consulting requirements of the Client in accordance with the contract.

Term. The effective date of this contract starts on _____ and continues through _____.

Scope. This contract shall be bound by the conditions set forth in the terms and conditions as listed below.

Billing and Payment. GSS shall submit an invoice at the beginning of each month with the following breakdown:

<u>MODULE</u>	<u>AMOUNT</u>
TAX COLLECTOR	\$100.00

Any invoice not paid within thirty (30) days shall be subject to a 1.5% per month late fee.

Billing for Non-contract Work. Any work that is not the responsibility of GSS, as defined, shall be billed at a rate of ninety-five dollars (\$95.00) per hour with a minimum billing unit of one-half (1/2) hour and a minimum charge for the first hour of ninety-five dollars (\$95.00). Any request for this work shall be in writing from the Client.

570-253-6677 616 Main Street Suite 400 Honesdale, PA 18431
Government Software Services

Remote Support. GSS may perform maintenance over the internet for which the County of the Client will be responsible for maintaining a monthly internet account and VPN access for remote maintenance.

Access to System. GSS must be allowed access to the computer network where the data is stored including, but not limited to, the password for the supervisor user.

Responsibilities of GSS. GSS is responsible for software maintenance and application software support during normal business hours as defined in the definition section, on the modules listed above.

Responsibilities of the Client. Client is responsible for maintaining a connection to the internet, support on local computer systems, third party software support, and data integrity for production of reports all as defined in the definition section of the contract.

Termination. Both GSS and Client have the right to terminate this contract upon ninety (90) day written notice for a material breach of this contract.

Contract Integrity. The parties hereto shall not have authority to vary, alter, amend, or change this contract, or any part thereof, without the written consent of the other party. The Client is responsible for the determination that the data and programs and any enhancements comply with all applicable Federal, State and Local laws. This document and its appendices, exhibits, or related attachments, represents the entirety of the agreement between the parties and no other agreement shall be binding unless in writing and signed by both parties hereto.

Limited License Scope. The Client has a limited license scope to use the executable version of the software with no access to the source code. The Client agrees to insure the copyright interest of GSS, and the Client continues to pledge not to sell, transfer, assign, or subcontract any right or obligation without prior written consent from GSS.

DEFINITION OF TERMS

Application Software- The computer programs for Assessment, Occupation, Tax Claim, Tax Administration and Tax Collector designed to run on a Microsoft Windows platform. This does not include third party software programs.

Application Software Support- Unlimited telephone support during normal business hours for any questions on the operation of the application software.

Data For Production Of Reports- All previous and current County, Township, School millages, tax rates, special tax amounts, special tax rates, tax collector data, and other social data needed by GSS to carry out the services described in this contract or special service such as printing of forms.

Data Integrity- The exclusive responsibility for files including, but not limited to, the following: inaccurate input, adulterated files and/or loss of files due to improper backup, storage, hardware failure, power failure and/or operation of systems.

Enhancements- Any modification other than maintenance including, but not limited to, new modules, new programs, or changes in existing programs.

Errors- Problems caused by improper functions of the source code of the application software that produces incorrect or no results, or results in the inability of those engaged or employed in the work, to perform their job.

Hardware Configuration- A local area network running on a Microsoft Windows Server and workstations utilizing Microsoft Windows and running on a PC based system.

Normal Business Hours- 8:30 AM to 5:00 PM Monday through Friday.

Software Maintenance- Modifications or revisions to the application software that correct errors within the software.

System Support- Any actions that are taken to correct or modify hardware, network software, or any other systems not directly related to installation and operation of the application software, including, but not limited to, network user setup, login scripts, printer setup, security, tape backup setup, and performance of any equipment.

Third Party Software Support- Any support for software that is not developed by GSS. (i.e. Microsoft Windows, MSSQL Database, Open VPN, etc.)

**570-253-6677 616 Main Street Suite 400 Honesdale, PA 18431
Government Software Services**

IN WITNESS WHEREOF, the parties hereto have caused this agreement to be executed as of the day and year first written above.

READ AND AGREED TO:

EAST STROUDSBURG AREA SCHOOL DISTRICT

By: _____ Date _____

By: _____ Date _____

By: _____ Date _____

READ AND AGREED TO:

GOVERNMENT SOFTWARE SERVICES, INC.

By: _____ Date _____
Thomas P. Theobald

Witness: _____ Date _____

570-253-6677 616 Main Street Suite 400 Honesdale, PA 18431
Government Software Services

V. ITEMS FOR DISCUSSION

k. 2023-24 Event Admission Pricing

Recommended Event Ticket Prices for the 2023-2024 School Year

Regular Season Events	Adult Price*	Student Price*	Senior Citizens (62+ yrs. old) and Military Veterans with proof of service*	Season Pass Rate * (Regular Season Only)
Varsity Football	\$5	\$3	Free	50% Discount based on scheduled regular season home games
JV/JH Football	\$3	\$2	Free	50% Discount based on scheduled regular season home games
Boys' Basketball	\$5	\$3	Free	50% Discount based on scheduled regular season home games
Girls' Basketball	\$5	\$3	Free	50% Discount based on scheduled regular season home games
Wrestling	\$5	\$3	Free	50% Discount based on scheduled regular season home games

***All ESASD High School and Intermediate Students** will be admitted free to all listed regular season home events upon presenting their school ID. ESASD student(s) failing to present school ID and non-ESASD students will pay the student price of \$3.

***All ESASD Elementary Students** will be admitted free to all listed regular season home events if accompanied by a paying adult. The elementary student can present his/her student ID or the accompanying adult can present his/her driver's license to confirm school district residency at the ticket window. ESASD elementary student(s) failing to present ID and be accompanied by an adult, will be required to pay the student price of \$3.

*** When attendees utilize the Home Town ticketing app for ticket purchases they will be responsible for any and all additional fees associated with using Home Town ticketing.**

Continuation of Current Practices:

- Any current ESASD employees and a guest will be admitted free to all listed regular season home events upon presenting their school ID.
- Free passes for individuals who graduated from East Stroudsburg 50+ years ago are distributed through the Superintendent's Office.
- Free passes for retired ESASD employees, current Board members and past Board members are distributed through the Superintendent's Office.

V. ITEMS FOR DISCUSSION

1. 2023-24 Athletic Event Help Pay Schedule

Athletic Event Position	Rate Per Hour	Proposed Increase	Proposed 23-24 Rates
Game Manager	\$18.00	\$2	\$20.00
Ticket Manager	\$16.50	\$2	\$18.50
Concession Manager	\$16.50	\$2	\$18.50
Scoreboard Operator	\$16.50	\$2	\$18.50
Statistician	\$16.50	\$2	\$18.50
Ticket Seller	\$16.50	\$2	\$18.50
Announcer	\$16.50	\$2	\$18.50
Chains	\$16.50	\$2	\$18.50
Timers (swim/track)	\$16.50	\$2	\$18.50
Physicals	\$16.50	\$2	\$18.50
Ticket Taker	\$15.00	\$2	\$17.00
Security	\$15.00	\$2	\$17.00
Speech & Debate Judges	\$15.00	\$2	\$17.00
Other Event Workers	\$15.00	\$2	\$17.00

V. ITEMS FOR DISCUSSION

n. ii. Bread Bid – Awarded Bid – Rockland Bakery

Bread Bid Opening 2023

	Count	Bidder - Rockland	Cost per unit	Count	Bidder: Bimbo	Cost per Unit	Comments
WG Split top dinner roll, 16 count Each slice must equal 1 grain equivalent 16 count	1	\$ 2.99	\$ 0.18	1	\$ 2.04	\$ 0.17	Disqualified, did not meet bid spec.
WG Hamburger roll 2 oz. /12count Must equal 2 grains equivalent 12 count	1	\$ 1.80	\$ 0.15	1	\$ 3.84	\$ 0.32	
WG Hot Dog roll 2 oz. /12 count Must equal 2 grains equivalent 12 count	1	\$ 1.80	\$ 0.15	1	\$ 3.84	\$ 0.32	
WG Wheat loaf 28 oz. 20 slices	1	\$ 2.05	\$ 0.10	1	2.5	0.125	
WG Club Roll 12 count	1	\$ 2.75	0.23	1	\$ 2.04	\$ 0.34	Disqualified, did not meet bid spec.
WG Kaiser med 2.4 oz. Sliced/12 count Must equal 2 grains equivalent 12 count	1	\$ 2.75	\$ 0.23	1	\$ 3.03	\$ 0.25	
APPROX COST PER UNIT		\$	1.04		\$	1.53	

Date Bid Opened 5/15/23

**** Bread bid awarded to Rockland Bakery**

V. ITEMS FOR DISCUSSION

- o. ESE Sprinkler Evaluation – Keystone Fire & Security -
\$20,423.00

PROPOSAL

PROPOSAL #: 230326-1-0

East Stroudsburg Elementary School Sprinkler Evaluation

PREPARED FOR

William Gouger

East Stroudsburg Area School District

93 Independence Road

East Stroudsburg, PA 18301

PREPARED BY:

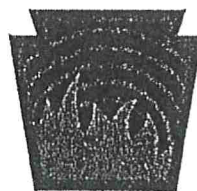
Joseph Martino

T: (215)-641-0100 | C: (267)-678-7350

E: joseph.martino@keystonefire.com

Proposal Date: 5/8/2023

Proposal Valid To: 6/7/2023



**KEYSTONE FIRE
AND SECURITY**™

A PYE • BARKER COMPANY

PROJECT DESCRIPTION & INVESTMENT

▶▶▶▶ Client Information

Name: East Stroudsburg Area School District

Site:

East Stroudsburg Area School District
93 Independence Road
East Stroudsburg, PA 18301

Billing:

East Stroudsburg Area School District
Attn: Accounts Payable ,
50 Vine Street
East Stroudsburg, PA 18301

Contact:

William Gouger
(570)-656-4288
william-gouger@esasd.net

▶▶▶▶ Scope of Work

- We will survey the complete sprinkler system and document any areas that needs to be replaced.
- We will provide a report and separate proposal for the additional work
- Since the system will be drained we will perform the 5-year internal, standpipe flow test, 5-year hydrostatic test on the FDC and replace the outdated water gauges.
- All work will be completed in the summer when there are no students.
- We will be there of approx. 2 weeks and we will be removing ceiling titles to get a look at the complete sprinkler system
- Wet Sprinkler system will be down and customer will have to perform Fire Watch
- CO-Stars # 40-E22-130

▶▶▶▶ Project Investment

Estimate

Total Purchase Price

\$20,423.00

PROJECT DESCRIPTION & INVESTMENT

▶▶▶▶ Project Acceptance

Providing an Authorized Acceptance Signature indicates that you have read and understand the Terms & Conditions here at <https://www.keystonefire.com/terms/>. This document represents the entire agreement. No conversations or other forms of communication shall be considered part of this agreement. This proposal was prepared in good faith, exclusively for the individual(s) to whom it is addressed. It contains information that is privileged, confidential and exempt from disclosure under applicable law. The recommendations described herein are based on client consultations, site visits, engineering, and research, computer-aided designs and/or expertise earned through education, training and experience. It is considered an unethical business practice to use this Information for competitive negotiations.

Accepted By: **KEYSTONE FIRE AND SECURITY**

Name: **Joseph Martino**

Signature: _____

Title: _____

Name: _____

Date: _____

Accepted By: **East Stroudsburg Area School District**

Name: **William Gouger**

Signature: _____

Title: _____

Name: _____

Date: _____

PO or WO Number: _____

TERMS & CONDITIONS

ORDERING AND ACCEPTANCE

The person to whom this Proposal is addressed (the "Client") may accept this Proposal by signing at the space provided below and returning it to Keystone Fire and Security along with an approved purchase order within twenty (20) days of the date of this Proposal. By doing so, the Client acknowledges that they have read and understand this Proposal and that Client is entering into a legally binding contract with Keystone Fire and Security on the terms and conditions set forth in this Proposal, including the Standard Terms and Conditions set forth in the "Terms and Conditions" section found at <https://www.keystonefire.com/terms/> which are an integral part of this contract. If the Client signs this Proposal and returns it to Keystone Fire and Security more than twenty (20) days after the date of this Proposal, Keystone Fire and Security reserves the right to reject the Client's acceptance by written notice to the Client. Each individual signing this Proposal on behalf of an entity represents that he or she is a duly authorized officer or other representative of such entity.

This order will be processed upon receipt of payment in full or Mobilization amount and be invoiced as indicated in the "Payment Terms" section above. Past due accounts are subject to interest penalties. Work may be suspended on accounts that are not current. (See credit policy).

Initials: _____

V. ITEMS FOR DISCUSSION

p. Colorado Time Systems - \$50,100.00



May 22, 2023

Charles Daily
East Stroudsburg High School
Customer #0011898

Dear Charles,

The following is the price quotation you requested. Colorado Time Systems provides premier athletic facilities like yours across the world with platinum quality timing, scoring, and display systems. We look forward to working with you to turn your vision into reality. If you have any questions or comments, please call me at 860-882-3460 or e-mail me at carrie.spencer@coloradotime.com. Look for us online at <http://www.coloradotime.com>.

PLEASE NOTE: Due to ongoing shipping and supply chain issues accurate lead times cannot be established. Lead time for timing equipment is estimated at 12-24 weeks but cannot be guaranteed. Video Displays are estimated at 18-27 weeks. Product will ship as soon as it is available, which may be earlier than above stated lead times.

IN-DECK

<u>Qty</u>	<u>Model</u>	<u>Description</u>
6	TDP-200	Titanium deck plate Titanium deck plates require a 4" square or 4.125" diameter circular opening at a minimum. Written verification and sign off required from customer. Note: Includes 5 year warranty. CTS is the only Manufacturer of Titanium Deck Plate.

WALL PLATE

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	WLPA	Basic aluminum wall plate kit includes near end timing components and mounting hardware

GEN7 TIMING SYSTEM

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	GEN7-TMR-L	GEN 7 Sports Timer with legacy connections The Gen7 Sports Timer is designed to work exclusively with existing CTS timing components and display boards. Incorporates the latest technology with all of the key features of a Colorado Time Systems Console, including up to 12-lane timing, enhanced split handling, start reaction display, automatic lane arming, interface to 3 rd party meet management software, scoreboard cycling and more. The hardware and software combination gives you the flexibility to run your meets your way.

Features:

- Intuitive software interface with modern Windows user interface and is touchscreen friendly. **Software to be loaded on owner provided laptop.**
- Flexible user interface options: Windows laptop or tablet is primary user interface, with Ethernet connectivity to the timer.
- Robust safeguards, all data is logged and saved on the Gen7. Any issues with user interface are recoverable. Timer will continue running and will finish race without user interface.
- Rich diagnostics, integrated pre-meet diagnostic mode to check system set up and allows proactive equipment maintenance
- Integrated 2.4GHz Wireless to Scoreboards
- Facility network connectivity

SIX-LANE TOUCHPAD SYSTEM

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	TP-SYS-6	Six-lane touchpad system for the CTS timing system Includes a six-lane cable harness, one pushbutton per lane, vacuum pump and touchpad meter.

TOUCHPADS

<u>Qty</u>	<u>Model</u>	<u>Description</u>
6	TP-60G	Aquagrip gutterhung touchpads (60" x 22") US PATENT 5,702,799 Note: Includes 3-year limited warranty.

TOUCHPAD ACCESSORIES

<u>Qty</u>	<u>Model</u>	<u>Description</u>
7	4000-0040	Special size Touchpad brackets <u>Gutter diagram/measurements must be supplied upon order</u>

TOUCHPAD CADDY

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	CAD-TP/P	Touchpad caddy for gutterhung touchpads. Holds up to ten touchpads. Some assembly required.

START SYSTEM

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	INF-SSM	Infinity series start system with one internal, moisture and corrosion resistant 40-watt speaker, wired microphone with 25ft of data cable, internal battery with charger, and external 360-degree strobe. Tabletop or deck mounting options.

START SYSTEM ACCESSORIES

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	INF-SJ25	25' jumper cable for the Infinity series start system

START SYSTEM ACCESSORIES

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	START-FPM-2	Flagpole mount for the Infinity or Champ series start system

TIMING ACCESSORIES

<u>Qty</u>	<u>Model</u>	<u>Description</u>
6	PB-6	Additional Push-Buttons for lane timing

SCOREBOARD ACCESSORIES

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	LED-R	Six-line LED Scoreboard: <u>Each module includes:</u> 10-inch LED digits. Standard unistrut, galvanized steel channel mounting hardware, data cables. Red digits. <u>Scoreboard functions:</u> Displays Lane, Place, and Time for lanes 1-6

SCOREBOARD ACCESSORIES

<u>Qty</u>	<u>Model</u>	<u>Description</u>
6	SP-LED	3x Sign Panel Frame with <i>LANE / PLACE / TIME</i> panels 3x Sign Panel Frame with <i>FACILITY ARTWORK</i> panels

SCOREBOARD ACCESSORIES

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	Artwork	Artwork for facility and/or sponsor panel Artwork is to be provided by facility within 5 business days after receipt of order. The following graphic formats are accepted and should be sent in a 360dpi or higher scalable to 1ft in height. <ul style="list-style-type: none">• .cdr - Corel Draw• .ai - Adobe Illustrator• .eps - Encapsulated Post Script• .svg - Scalable Vector Graphics• .png - Portable Network Graphics• .psd - Photoshop• Jpg or jpeg - JPEG files must be a high resolution otherwise pixilation will occur.

If specific school colors are to be matched, please provide the PMS number for each color.

SCOREBOARD ACCESSORIES

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	LED6-EH	Single-line 6 digit Red LED Scoreboard: <i>EVENT/HEAT</i> <u>Each module includes:</u> 10-inch LED digits. Standard unistrut, galvanized steel channel mounting hardware, data cables.

SCOREBOARD ACCESSORIES

<u>Qty</u>	<u>Model</u>	<u>Description</u>
2	LED6-HG	Single-line 6 digit Red LED Scoreboard: <i>SPECIAL*</i> <u>Each module includes:</u> 10-inch LED digits. Standard unistrut, galvanized steel channel mounting hardware, data cables. <u>*Special</u> 1x <i>GIRLS</i> & 1x <i>BOYS</i>

SHIPPING

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	SHIP	Estimated cost for ground shipping from Colorado Time Systems to destination.

INSTALLATION

<u>Qty</u>	<u>Model</u>	<u>Description</u>
1	INSTALL	Standard Installation & Training <u>Installation Agreement</u> must be signed and returned upon order

TOTAL PRICE \$50,100.00

Please send PA sales tax exempt certificate at/before time of order.

TERMS: Purchase order or 50% down, net 30 days. Visa, MasterCard or American Express are acceptable. Quote does not include power, permits, engineering fees, delivery charges or installation, unless otherwise noted. Change order fee of 5% will apply after purchase. Returns are subject to a 25% restocking fee; any custom orders including Video Displays are nonreturnable.

Unless noted, the above pricing **DOES NOT** reflect cooperative agreement pricing, including but not limited to BuyBoard, U.S. Communities, TIPS, GoodBuy, YMCA Shared Services. Please reach out to your regional sales manager for additional information regarding the contracted pricing.

WARRANTY: Two Year limited Warranty

SHIPPING: PLEASE NOTE: Due to ongoing shipping and supply chain issues accurate lead times cannot be established. Lead time for timing equipment is estimated at 12-24 weeks but cannot be guaranteed. Video Displays are estimated at 18-27 weeks. Product will ship as soon as it is available, which may be earlier than above stated lead times.

Shipping charges are estimated and subject to change. Tailgate delivery, all unloading is done by receiver. If inside delivery is needed, please call our Sales Team at (800) 279-0111, option 2. Any additional fees will be billed to end user/facility.

TAXES: If purchaser is tax-exempt or purchasing for resale, a copy of purchaser's tax-exempt certificate shall be required at time of order. If purchaser's tax-exempt certificate is not available purchaser shall be charged all appropriate tax.

FORCE MAJEURE: No Party to this Agreement shall be responsible for any delays or failure to perform any obligation under this Agreement due to acts of God, outbreaks, epidemic/pandemic or the spreading of disease or contagion strikes or other disturbances, including, without limitation, war, insurrection, embargoes, governmental restrictions, acts of governments or governmental authorities, and any other cause beyond the control of such party. During an event of force majeure, the Parties' duty to perform obligations shall be suspended.

NOTE: Price quotations valid for 30 days. All quotations are in U.S. Dollars.

Best Regards,



Carrie Tupper Spencer
Eastern Regional Sales Manager

CS/AS



INSTALLATION AGREEMENT

Aquatic Timing/Scoring Equipment

FACILITY NAME: _____
TO: _____
FAX: _____
PHONE: _____
FROM: Installation Coordinator
NUMBER OF PAGES TOTAL (2)

Date: _____
Customer #: _____

Colorado Time Systems LLC. (CTS) is pleased to supervise and/or assist with the installation of CTS products at your facility.

To provide you with professional assistance, CTS requires all of the following items prior to our arrival:

1. Terminated 120 VAC circuits must be supplied to each Display or Scoreboard in accordance with electrical drawings provided by CTS. Coordinate with assigned Project Manager (projectmanagement@coloradotime.com) for actual receptacle placement. Provide access to the electrical switches and/or breakers as applicable. (CTS highly recommends the addition of a main power ON/OFF switch for each scoreboard location at a location readily available to the equipment operators.)
2. PVC conduits with wall/deck boxes must be installed in accordance with supplied pool timing system drawings. **Pull strings are required in all timing system conduit prior to CTS personnel arrival onsite.**
3. Received CTS equipment must be staged at the job location prior to CTS personnel arrival onsite.
4. Mounting location (wall) must be of Concrete Masonry Units (CMU) (i.e. Brick, Block, Concrete, etc.) type material. If not, a special structural mount may be required for the Display/Scoreboard. Structural adaptations are the responsibility of the client and must be completed prior to CTS personnel arrival onsite. For questions/concerns contact the CTS Project Management team (projectmanagement@coloradotime.com).
5. A two-man scissor lift with minimum 800 lb capacity is required for all scoreboard/display installations and is the responsibility of the client unless specified otherwise at time of quote, and must be available for use the entire time CTS personnel are onsite. If a two man lift is not possible you must discuss other options with (projectmanagement@coloradotime.com) prior to installation.
6. All deck work must be completed (concrete, tile, grout, etc.), all painting near the install location must be completed and the installation areas must be free of any obstructions (including dust, dirt, construction materials, and trash) prior to the arrival of CTS personnel. **Generally, schedule CTS equipment installation after water is in the pool; this ensures the job site is ready for timing system installation and customer training.**
7. Two semi-skilled laborers are required to assist with the installation process. These laborers (provided by the client) work as directed by the CTS Lead Installation Technician and must be available throughout the installation process.

** Are the provided laborers Union Workers? ** YES NO

8. End Users (i.e. CTS Timing Equipment operators, setup, and maintenance personnel) are required to attend Customer Training provided by the CTS Lead Installation Technician. Customer Training typically occurs on the last day of the installation process, but may be adjusted to facilitate discrete installation projects.
9. Please provide pictures (digital or otherwise) of any intended mounting location(s) of scoreboards, etc.

As your equipment arrives from CTS, please keep all the boxes and pallets together in a dry storage facility. If the packages have visible damage, it is permissible to check the contents for damage. We ask that you immediately report any potential damage to your CTS Sales Representative.

Please acknowledge acceptance of the above requirements by initialing here: _____

Please indicate on the line below, any deadline dates (i.e. grand openings, competitive meets, etc.) for which you desire the installation completed. Our scheduler will best coordinate to accommodate your desires. We schedule on a first come first serve basis, so the sooner we receive the signed document the better chances we have of meeting your desired date.

DATES: _____

Date you expect the facility to be prepared for installation assistance: _____
(Date is pending confirmation as the project nears completion. Please confirm this date a minimum of three weeks prior.)

When committing CTS to an install date, please verify that the installation location will be ready for installation on the agreed date as postponement of this date is subject to a \$500.00 rescheduling fee and subject to the next available installation date. Should CTS personnel arrive onsite and determine the installation and/or Customer Training cannot be completed due to non-compliance of items 1 thru 9 or circumstances beyond CTS's control, a \$3500.00 Return Trip Fee will be imposed to cover the costs of an additional trip to complete the installation/Customer Training.

Your Name:	_____	Company/Title:	_____
Phone:	_____	Email:	_____
General Contractor:	_____	Company/Title:	_____
Phone:	_____	Email:	_____
Onsite Rep:	_____	Company/Title:	_____
Phone:	_____	Email:	_____
End User:	_____	Company/Title:	_____
Phone:	_____	Email:	_____

IMPORTANT Please provide additional point of contact information below to include phone, Email, etc.:

Scheduling the installation date is contingent on the receipt of this completed form. *Please submit as soon as possible by faxing a signed copy of both pages of this Installation Agreement to (970) 667-1032 ATTN: Installation Coordinator or Emailing it to support@coloradotime.com.* Please submit this form 4 to 6 weeks prior to desired installation date.

I have read, understand, and accept the terms and conditions of this Colorado Time Systems Installation Agreement. Please sign below:

_____ (Your Signature)	_____ (Today's Date)
---------------------------	-------------------------

Should you have any questions pertaining to this agreement, please contact your Installation Coordinator at (970) 667-1000 x 3, (800) 279-0111 x3, FAX: (970) 667-1032. Thank you for your cooperation and patronage.

Profile Gutter Diagram

When ordering touchpads, select the diagram below that best depicts your pool gutter. Enter all requested dimensions (indicated by an arrow), and note water level. Please return to: Colorado Time Systems - Sales Department | +1(970)667-5876 (fax) | info@coloradotime.com.

School Organization: _____

Name: _____

Phone: _____ Fax: _____ email: _____

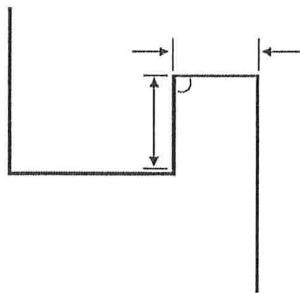


Diagram 1

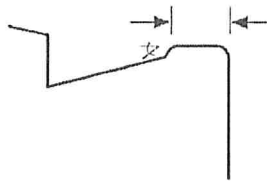


Diagram 2

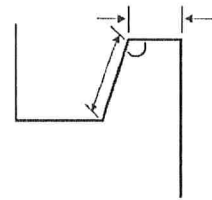


Diagram 3

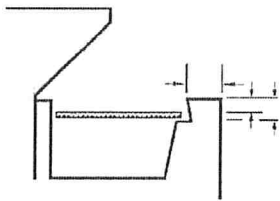


Diagram 4

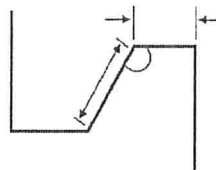


Diagram 5

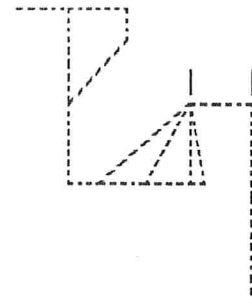


Diagram 6

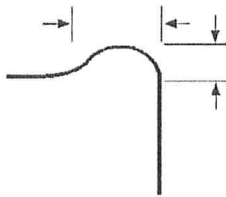
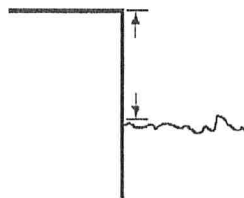


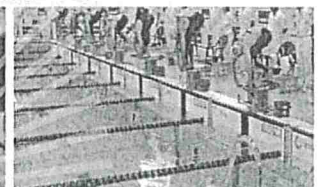
Diagram 7



Water Level



**ColorADO
TIME SYSTEMS**
A PLAYCORE Company



V. ITEMS FOR DISCUSSION

q. Cisco IP Phones – IntegraOne - \$90,565.55

Procurement Summary Sheet

Form 611

Cisco IP Phone Replacement

A. Why are you requesting the service/needs?

Why: The 350 Cisco IP Phones that are in the district are over 10 years old and nearing end of life and there are no spares left to replace broken devices.

Need: The current IP phones in the district will not work with future Cisco Call Manager OS's.

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. Yes

	IntegraOne	Winslow	ePlus	SHI	BrightCentra	CDW
Cisco IP Phone 8851 - CP-8851-K9=	\$86,646.00	\$92,669.50	\$94,157.00	\$118,300.00	\$118,300.00	\$134,725.50
8800 Key Expansion Module CP-8800-A-KEM=	\$3,555.75	\$3,695.10	\$3,818.55	\$4,855.50	\$4,875.00	\$5,497.35
Wall Mount for 8851 Phone CP-8800-A-KEM-WMK=	\$363.80	\$416.70	\$396.30	\$706.00	\$700.00	\$702.60
Total	\$90,565.55	\$96,781.30	\$98,371.85	\$123,861.50	\$123,875.00	\$140,925.45
Contract	COSTARS - HW #003-E22-580 & SW #006-E23-252	NCPA 01-96	COSTARS #003	Omnia Partners - IT Solutions #2018011-02	NCPA 01-97	PEPPM 2022

C. Procurement Method:

- ESASD sent out an RFQ to all vendors it purchases technology items to solicit quotes.

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

- Yes – 2023-2024 Fiscal Year
- Fund 10
- Account # - 10-2844-650-000-00-000-006-000-0600-
 - Technology Services Initiatives

E. Selection of winning proposal

- IntegraOne - \$90,565.55 - CO-STARs 003



PREPARED FOR
East Stroudsburg Area
School District

PREPARED BY
Ashley Miller
Account Manager
Karen Toczek
Inside Support Representative

Cisco Phones & Related Equipment

Quote #037570 v2

June 09, 2023

6CVZ2ZJ=LARME6JVG21...
JLSF=OPRNR=IXQZS2B...
3=JUS*WBN6K6688...
4=NDV3ML=7GBF00...
5=ZGXOMP3I=2E8...
6=ICGXFD02VY...
7=ICZ212BDD2EM...
8=3D4N1R1R1M...
9=31OXY2=D68...
10=70058=C*...
11=NDV3ML=7GBF00...
12=3R31C12AE...
13=1021Y845G...
14=2CCE8#AU6E...
15=678A=39...
16=FCWGP6=7...
17=JH8DF9=...
18=7CYE04=C...
19=48672S=L...
20=886GC=N...
21=KZTHO1NR...
22=2EIP1UB...
23=PE#FBB...
24=3KUS9D...
25=1B9DND...
26=4DSD2NK...
27=JOSAA1S...
28=8RCTD02...
29=9D#V3ON...
30=KW10CZ...
31=K2NAMB...
32=5SA#B...
33=24H8Z3...
34=BD#GJAM...
35=1QL6F1...
36=G1=#...
37=5UPRW4...
38=3LOVEH...
39=LG=G+...
40=4X980N...
41=3DG330...
42=+AGD3#...
43=3#980E...
44=50DEF3...
45=VE0#K...
46=2A#EIR...
47=9XVP...
48=5M215...
49=75FBC...
50=3GYOLA...
51=7SDMS...
52=Y860L...
53=F482L...
54=2062...
55=K3UJU...
56=1+OO...
57=50EE...
58=BF+7...
59=0#T82...
60=3M3PE...
61=JYC#Q...
62=J#9...
63=L...
64=LYG16...
65=6E4EX...
66=7#4...
67=3...
68=#XLV...
69=SZKJ...
70=35+4...
71=#E...
72=...



Cisco

* Contains Optional Items

Description	Price	Qty	Ext. Price
CP-8851-K9= Cisco IP Phone 8851 - VoIP phone - SIP, RTCP, RTP, SRTP, SDP - 5 lines	\$247.56	350	\$86,646.00
CON-SNT-P8RK95R1 Cisco Smart Net Total Care - Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: CP-8851-K9, CP-8851-K9+=, CP-8851-K9=, CP-8851-K9-RF, CP-8851-K9-WS	\$23.51	350*	\$8,228.50
CP-8800-A-KEM= Cisco IP Phone 8800 - Key expansion module for VoIP phone	\$237.05	15	\$3,555.75
CON-SNT-P8REM0R5 Cisco Smart Net Total Care - Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: CP-8800-A-KEM=, CP-8800-A-KEM-RF, CP-8800-A-KEM-WS	\$19.59	15*	\$293.85
CP-8800-WMK= Cisco - Telephone wall mount kit for VoIP phone - for IP Phone 8841, 8851, 8861	\$36.38	10	\$363.80

* Optional Subtotal: **\$8,522.35**

Subtotal: **\$90,565.55**

per COSTARS contract # HW 003-E22-580 & SW #006-E23-252

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



Cisco Phones & Related Equipment

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 #: 037570

Version: 2
 Delivery Date: 06/09/2023
 Expiration Date: 12/07/2023

Quote Summary

Description	Amount
Cisco	\$90,565.55
Total:	\$90,565.55

*Optional Expenses

Description	One-Time
Cisco	\$8,522.35
Optional Subtotal:	\$8,522.35

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: Ashley Miller

Name: Ashley Miller

Title: Account Manager

Date: 06/09/2023

Signature: _____

Name: Brian Borosh

Date: _____

V. ITEMS FOR DISCUSSION

r. Mosyle MDM for Macs - \$8,100.00

Mosyle - Apple MDM Solution

A. Why are you requesting the service/needs?

Why: The technology services department is looking for a better MDM (mobile device management) software to deploy, manage and protect our Macs and iPads.

Need: An MDM software solution is needed in an enterprise environment to manage our fleet of Macs and iPads.

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. No, however, we reviewed this software package, Mosyle, against the current incumbent, JAMF, and there is \$6,700 savings.

- Mosyle - \$8,100.00

C. Procurement Method:

- Review the incumbent software, JAMF, as well as Mosyle. We determined Mosyle would be a better fit, and also less expensive.

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

- Yes – 2023-2024 Fiscal Year
- Fund 10
- Account # - 10-2844-650-000-00-000-006-000-0000-
 - Technology Services Software and Supplies Budget

E. Selection of winning proposal

- Mosyle - \$8,100.00

F. Other

N/A

East Stroudsburg Area School District

Date of Quote: 06/15/2023

Quote valid for 30 days

Subscription Length (12-months)

DESCRIPTION	PRICE	QUANTITY	TOTAL
OneK12 Subscription Mosyle Manager MDM (07-01-2023 until 07-01-2024)	\$9.00	900	\$8,100.00
Terms: Net 15		Total	US\$8,100.00

If you need anything else, please do not hesitate to contact us. Thank you for your interest in Mosyle Manager!

2023 Mosyle Corporation | Check out our Terms of Service and Privacy Policy:
manager.mosyle.com/legal



V. ITEMS FOR DISCUSSION

s. Amplifier for JTL Auditorium (Change Order) –
Keystone Fire & Security - \$7,669.00 (Capital Improvement)

JTL Auditorium Amplifier Change Order

A. Why are you requesting the service/needs?

Why: The district approved a project with Keystone Fire and Protection for a new sound system in the JTL Auditorium in Spring of 2022. The amplifier spec'd for the project has been on backorder. In addition, the proposed replacement amplifier is stereo; the original was mono.

Need: To procure an amplifier to finish the JTL Auditorium Sound System project.

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. No. Not applicable as this is a change order to an existing project.

C. Procurement Method:

- ESASD met with Keystone Fire Protection to discuss the delay in getting a new amplifier for JTL. They recommended a change order, which also results in a better amplifier being included.

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

- Yes – Capital

E. Selection of winning proposal

- Keystone Fire Protection - \$7,669.00- CO-STARs 003

PROPOSAL

PROPOSAL #: 6790-1-0

Change Order for Stereo Amplification for the JT Lambert Auditorium Sound System (AAAQ1223)

PREPARED FOR

Anthony Calderone - Smithfield Elementary School

East Stroudsburg Area School District

JT Lambert Middle School 2000 Milford Road
East Stroudsburg, PA 18301

PREPARED BY:

Wayne Becker

T: (610)-439-1600 | C: (610)-509-9731

E: wayne.becker@keystonefire.com

Proposal Date: 6/1/2023

Proposal Valid To: 7/1/2023



**KEYSTONE FIRE
AND SECURITY™**

A PYE • BARKER COMPANY

PROJECT DESCRIPTION & INVESTMENT

▶▶▶▶ Client Information

Name: East Stroudsburg Area School District

Site:
East Stroudsburg Area School District
JT Lambert Middle School
2000 Milford Road
East Stroudsburg, PA 18301

Billing:
East Stroudsburg Area School District
Attn: Accounts Payable ,
50 Vine Street
East Stroudsburg, PA 18301

Contact:
Anthony Calderone - Smithfield Elementary School
5704248500
anthony-calderone@esasd.net

▶▶▶▶ Scope of Work

We appreciate this opportunity to provide a Change Order to furnish and install a stereo amplifier for the auditorium sound system.

Project Scope

1. This is a change order to make the JT Lambert auditorium sound system into a stereo system.
2. Keystone Fire and Security (KFS) will install a 4 x 1200 watt amplifier, rewire, and program the DSP to send stereo outputs to the new array speakers.
3. No conduit, cable trays, core drilling, patching, or painting is included in this estimate.
4. All 120V power and network drops if required are by others.

▶▶▶▶ Project Investment

Estimate

QTY	Manufacturer	Part #	Description
1	HARMAN	CDi4x1200	4x1200 Power Amplifier

Total Purchase Price **\$7,669.00**

PROJECT DESCRIPTION & INVESTMENT

▶▶▶▶ Project Investment Summary

System Investment

Keystone Fire and Security will provide the proposed system as described in this proposal for the sum of: **\$7,669.00**

The price above includes: material, equipment and labor as described within this proposal.

Payment Terms:

Provide a mobilization fee in the amount of 0% of the installation fee upon formal approval to proceed with the project. Balance to be paid in progress payments as invoiced by Keystone Fire and Security with payment in full due upon system deployment completion.

Payment shall be NET 30 of invoice date.

PROJECT DESCRIPTION & INVESTMENT

▶▶▶▶ Project Acceptance

Providing an Authorized Acceptance Signature indicates that you have read and understand the Terms & Conditions here at <https://www.keystonefire.com/terms/>. This document represents the entire agreement. No conversations or other forms of communication shall be considered part of this agreement. This proposal was prepared in good faith, exclusively for the individual(s) to whom it is addressed. It contains information that is privileged, confidential and exempt from disclosure under applicable law. The recommendations described herein are based on client consultations, site visits, engineering, and research, computer-aided designs and/or expertise earned through education, training and experience. It is considered an unethical business practice to use this information for competitive negotiations.

Accepted By: KEYSTONE FIRE AND SECURITY

Name: Wayne Becker

Signature: _____

Title: _____

Name: _____

Date: _____

Accepted By: East Stroudsburg Area School District

Name: Anthony Calderone - Smithfield Elementary School

Signature: _____

Title: _____

Name: _____

Date: _____

PO or WO Number: _____

TERMS & CONDITIONS

ORDERING AND ACCEPTANCE

The person to whom this Proposal is addressed (the "Client") may accept this Proposal by signing at the space provided below and returning it to Keystone Fire and Security along with an approved purchase order within twenty (20) days of the date of this Proposal. By doing so, the Client acknowledges that they have read and understand this Proposal and that Client is entering into a legally binding contract with Keystone Fire and Security on the terms and conditions set forth in this Proposal, including the Standard Terms and Conditions set forth in the "Terms and Conditions" section found at <https://www.keystonefire.com/terms/> which are an integral part of this contract. If the Client signs this Proposal and returns it to Keystone Fire and Security more than twenty (20) days after the date of this Proposal, Keystone Fire and Security reserves the right to reject the Client's acceptance by written notice to the Client. Each individual signing this Proposal on behalf of an entity represents that he or she is a duly authorized officer or other representative of such entity. This order will be processed upon receipt of payment in full or Mobilization amount and be invoiced as indicated in the "Payment Terms" section above. Past due accounts are subject to interest penalties. Work may be suspended on accounts that are not current. (See credit policy).

Initials: _____

V. ITEMS FOR DISCUSSION

- t. Lightspeed Classroom Management – IntegraOne –
\$22,945.00

Lightspeed Classroom Management

A. Why are you requesting the service/needs?

Why: Teachers are requesting a software program so they can exercise classroom management with students on Chromebooks during the school day.

Need: Lightspeed Classroom Management gives teachers the ability to control their students' digital workspaces and online activity, so teachers can check-in on student assignment progress and create an engaging learning environment

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. No. This is an add on to our current Lightspeed Content Filter Bundle which the district has had for 14 years.

- Frontline - \$22,945.00

C. Procurement Method:

- ESASD asked the Lightspeed reseller, IntegraOne, whom its been procuring Lightspeed from for the past 14 years, to quote this solution in addition to the other 2 bundled products.

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

- Yes – 2023-2024 Fiscal Year
- Fund 10
- Account # - 10-2844-650-000-00-000-006-000-0000-
 - Technology Services Software and Supplies Budget

E. Selection of winning proposal

- Frontline - \$22,945.00

F. Other

N/A



Lightspeed Classroom Management™

Keep students engaged and focused on digital learning

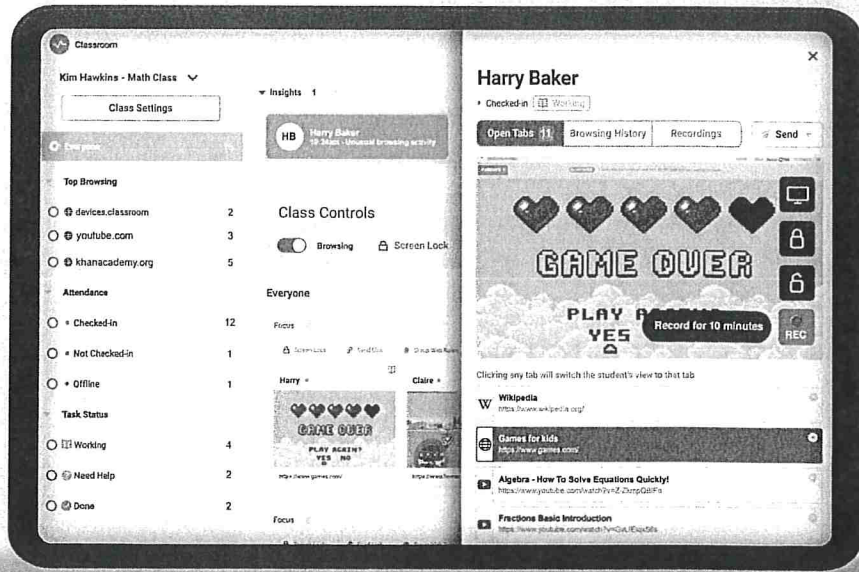
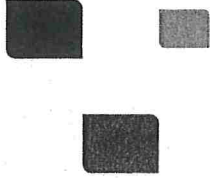
Lightspeed Classroom Management helps teachers effectively manage classrooms in this 1:1 world. Save teachers time with real-time visibility and control of student device activity, so teachers can keep students focused and manage lessons with ease.

- Ensure all students interact with only the right online curriculum—precisely when they're supposed to use it.
- Push out vetted curriculum links to all students at the same time.
- Block inappropriate or distracting websites and apps.
- Help teachers maintain the necessary level of instructional control.



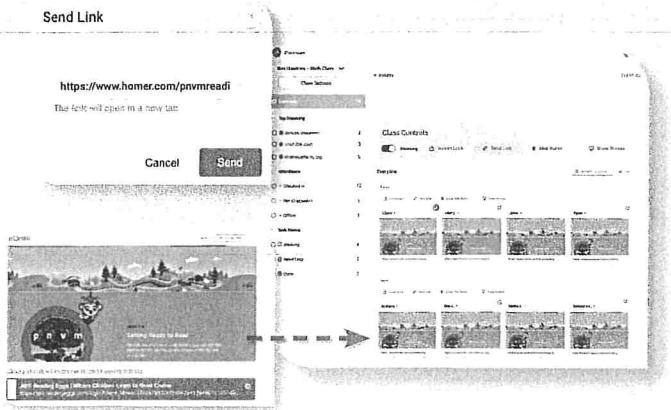
KEEP STUDENTS FOCUSED

Follow up on real-time alerts of unusual activity by viewing a student's screen, open tabs, and browsing history. Need more documentation? It's as easy as clicking "record" to capture a student's activity.



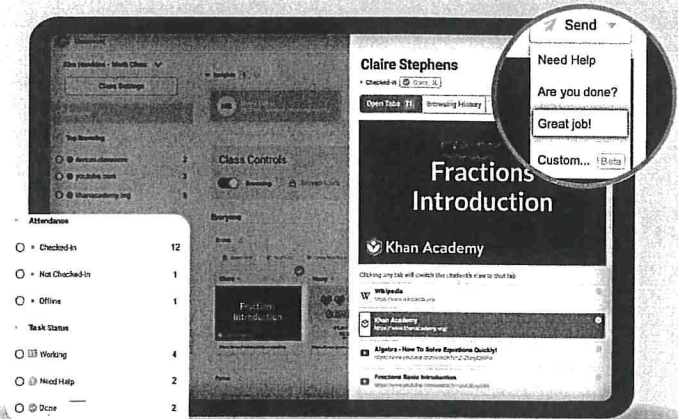
SAVE VALUABLE INSTRUCTION TIME

Instead of sharing screens and having students type URLs into their browsers, teachers can simply send links directly to all devices and get everyone on the same page simultaneously.



PROVIDE ASSISTANCE REMOTELY

Students can update their statuses to ensure they get help when they need it.



Powerful Features

- ✓ Student screen monitoring & recording
- ✓ Student grouping for differentiated learning
- ✓ Heatmaps showing browsing activity
- ✓ Lock devices, remotely
- ✓ Link sharing
- ✓ Track URL history

CHECK-IN STUDENTS AND APPLY CLASS CONTROLS

Easily set class controls and ensure all students are in your class without IT support.

Check Students In

By checking 4 Students into your class, you will be able to:

- Screen Lock
- Send Links
- Apply Web Rules
- Share Screen
- Send Messages

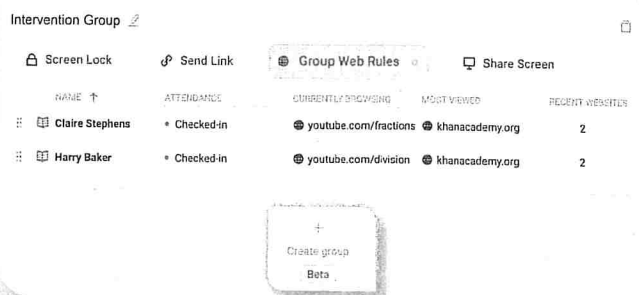
Don't show this message again.

Cancel

Check In

CUSTOMIZE ONLINE CONTENT TO KEEP STUDENTS ENGAGED AND LEARNING

Whether teachers are grouping students by learning style or academic achievement, the Group Web Rules feature allows teachers to customize every lesson to grant individuals or groups of students access to more personalized learning materials while blocking everything else.



MICROSOFT TEAMS INTEGRATION

Educators can launch Lightspeed Classroom Management directly within Microsoft Teams, giving them the ability to deliver synchronous or asynchronous instruction and materials without leaving the Teams platform.

I am impressed with this monitoring tool, which has decreased my frustration with students wandering off to other sites and wasting time not focused on the lesson. I like that I can monitor my students' computer activities, record, and use as evidence. Students know they are being monitored, so they are more engaged and on task.

- George Vega, Teacher, Tulare Joint Union High School

✓ Custom web access zones

✓ Custom class builder

✓ Set a class schedule

✓ Co-teaching compatible

✓ Enable internet access upon task completion

✓ Disable internet access

✓ Teacher admin control

✓ Online help and training

What sets Lightspeed Classroom Management apart?

- **Fast and Accurate Roster Syncing:** Simultaneously sync any combination of student information systems (SIS) and directory services to one centralized place with SmartSync™ technology.
- **Screen Views:** Keep an eye on class activity with large screen views to help you see exactly what your students are seeing. Access real-time insight into, students' online status, assignment progress, and web activity
- **Class Controls:** Lock devices to get eyes up front, close tabs, or limit student web access for secure testing or focused learning.
- **Monitor Individual Students:** Zero in on individual students to see what they're doing, check-in, control access, and keep them on track.
- **Integration with Microsoft:** Partnered with Microsoft® Education, Lightspeed Classroom Management is able to integrate seamlessly with the Microsoft suite, including Microsoft Teams.
- **AI Insights:** Save time with AI-based insights that surface unusual activity that warrant teachers' attention.
- **Sharing:** Easily share links, broadcast teacher or student screens, and check in with students with simple (safe!) messaging.
- **Automation:** Save precious class minutes by setting web rules that automatically block internet browsing, limit access to a list of pre-selected websites, or restrict access to certain URLs.

Learn more about Lightspeed Classroom Management and request a demo today

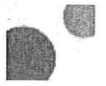


Lightspeed Systems®
Safety, security, and equity. *At the speed of light.*

877-447-6244

sales@lightspeedsystems.com

www.lightspeedsystems.com



Lightspeed

Description	Price	Qty	Ext. Price
FLTR-1 Lightspeed Filter™	\$5.55	8200	\$45,510.00
ALRT-1 Lightspeed Alert™ Human Review	\$1.41	6500	\$9,165.00
CLRM-1 1 Lightspeed Classroom Management™ Contract Dates: 7/16/2023 - 7/15/2024 <i>NOTE: Bundled pricing provided. Pricing will change if less than three solutions are purchased</i>	\$3.53	6500	\$22,945.00

Please verify this product is still in production.
A reinstatement fee may be charged by the manufacturer on orders placed after the expiration date.

Subtotal: \$77,620.00

Customer will be invoiced at the time of renewal quote approval, not at the renewal start date.

per COSTARS contract SW #SW #006-E23-252



Lightspeed Renewal for July

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 #: 037442
 Version: 1
 Delivery Date: 05/24/2023
 Expiration Date: 06/30/2023

Quote Summary

Description	Amount
Lightspeed	\$77,620.00
Total:	\$77,620.00


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: 05/24/2023

Signature: _____
 Name: Brian Borosh
 Date: _____

V. ITEMS FOR DISCUSSION

- u. NCS Pearson – School Assessment Renewal -
\$24,288.00



Pearson

QUOTE / PROFORMA

Customer Bill-to:

EAST STROUDSBURG AREA SD
50 VINE ST
East Stroudsburg PA, 18301-2150

Attention:

Customer Ship-to:

EAST STROUDSBURG AREA SD
50 VINE ST
East Stroudsburg PA, 18301-2150

Attention:

NCS Pearson, Inc.

P.O Box 599700,
San Antonio, TX 78259
Tel: 800-627-7271

Tax ID No:

41-0850527

Quote/Proforma Number : 205019

Date : 08-JUN-2023

Customer Account# : 571538

Sales Order Number : 205019

Customer PO# : DALSRENEWALQUOTE2

023

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) :	12144
Other Charges :	USD \$0.00
Net Amount :	USD \$24,288.00
Tax Total :	USD \$0.00
Quote/Proforma Total :	USD \$24,288.00
Amount Due :	USD \$24,288.00

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: 205019

Item Number	Item Description	Quantity	Unit Price	Discount	Tax	Line Total
A103000244405	DALSCOMPLETE RENEWAL (DIGITAL)	1518	16.00	NET	0.00	\$24,288.00
A103000278938	QG-DAL-SCHOOLS PSYCH PORTFOLIO	1518	0.00	PROMO	0.00	\$0.00
A103000278933	QG-DAL-SCHOOLS SLP-OT-PT PORTFOLIO	1518	0.00	PROMO	0.00	\$0.00
A103000278934	QG-DAL-SCHOOLS SCREENER PORTFOLIO	1518	0.00	PROMO	0.00	\$0.00
A103000278935	QG-DAL-SCHOOLS-ABILITY PORTFOLIO	1518	0.00	PROMO	0.00	\$0.00
A103000252569	DALS QGLOBAL DEVELOPMENTAL PORTFOLIO (DIGITAL)	1518	0.00	PROMO	0.00	\$0.00
A103000278937	QG-DAL-SCHOOLS MENTAL HEALTH PORTFOLIO	1518	0.00	PROMO	0.00	\$0.00
A103000278936	QG-DAL-SCHOOLS ACADEMIC PORTFOLIO	1518	0.00	PROMO	0.00	\$0.00

*** IMPORTANT CUSTOMER MESSAGES ***

RENEWAL
DIGITAL ASSESSMENT LIBRARY FOR SCHOOLS - 1518 IEPS

QUOTE/PROFORMA TOTALS		Subtotal	Total Other Charges	Total Tax	Total Due
	USD		USD	USD	USD
	\$24,288.00	\$0.00	\$0.00	\$0.00	\$24,288.00

By placing your order, you hereby agree to the Terms and Conditions which govern your purchase:

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

For questions, please visit our support site at

<https://www.pearsonassessments.com/contact-us.html>

V. ITEMS FOR DISCUSSION

v. COSTARS Contract with Hillyard Paper Products

\$16,954.90

East Stroudsburg SD
Paper Reduction Savings
Hillyard Hands-Free vs. Folded Towels

Current Paper Towel Information:

Current Product Being Used:
 Annual Number of Cases Used:
 Current Price Per Case:
 Total Annual Purchases:
 Total Number of Towels Per Case:
 Total Number of Hand Dries Per Case - 3 Towels Per Hand dry:

Multi Fold Towel
762
\$46.34
\$35,311.08
4,375
1,458

Hillyard Towel Information:

Suggested Hillyard Product:
 Current Suggested Price Per Case:
 Total Number of Inches in Each Case:
 Total Number of Hand Dries Per Case - 18" Per Hand Dry:

PAP22285
\$61.36
72,000
4,000

Conversion of Annual Cases Purchases:

Ratio of Hand Dries Between Hillyard Product and The Current Product:

2.74 to 1 Ratio

Annual Cost Savings:

Total Number of Hillyard Cases Needed Annually:
 Total Cost of Hillyard Products Annually:

278 *
\$16,954.90 *

Net Annual Savings:

\$18,356.18

East Stroudsburg SD
Labor Savings
Hillyard Hands-Free vs. Folded Towels

Current Paper Towel Information:

Current Product Being Used:	Multi Fold Towel
Sheets Per Hand Dry:	3
Number Of Cases Purchased Per Year:	762

Capacity of Dispensing System (Towels):	500
Hand Drys Per Dispenser Refill:	167

Maintenance Of Current System:

Average Number of Dispensers Per Restroom:	2
Average Time to Re-fill Each Dispenser (Minutes):	1
(Includes retrieving product, checking and re-filling dispenser)	
Percentage of Dispensers Needing Re-fill Per Check :	90%
Number of Times Each Restroom Is Checked Per Day:	1
Number of Restrooms:	500

Current Labor Rate:

Hourly Wage:	\$37.31
Number of Days Worked Per Year:	180

Hillyard Controlled Roll Towel Dispenser:

Proposed Product:	PAP22285
Inches Per Hand Dry:	18

Capacity of Hillyard Controlled Towel Cabinets (Inches):	13,800
Hand Drys Per Dispenser Refill:	766.666667

Time Savings Analysis:

Capacity of Hillyard Dispenser Divided By Current Dispensing System:

4.60 TO 1.00 Ratio

Total Time Spent Maintaining Current Dispensers Per Year (Hours):	2700.00
Total Dollars Spent on Labor for Current Dispensing Systems:	\$100,737.00

Total Time Spent Maintaining Hillyard Dispensers (Hours):	586.96
Total Dollars Spent Maintaining Hillyard Dispensers:	\$21,899.35

<u>Annual Labor Savings:</u>	\$78,837.65
-------------------------------------	--------------------

East Stroudsburg SD
Total Annual Savings Summary
Hillyard Hands-Free vs. Folded Towels

Current Product:

Annual Cost of Current Product:	\$35,311.08
Annual Labor Cost For Current Dispensers:	\$100,737.00
Total Annual Cost of Current Product:	\$136,048.08

Hillyard Product:

Annual Cost of Hillyard Product:	\$16,954.90
Annual Labor Cost of Hillyard Dispensers:	\$21,899.35
Total Annual Cost of Hillyard Product:	\$38,854.24

<u>Total Annual Savings:</u>	\$97,193.84
<u>Total Annual Percentage of Savings:</u>	71%

COSTARS CONTACT

278

V. W.

Form 611

1 message

Google Forms <forms-receipts-noreply@google.com>
To: matthew-krauss@esasd.net

Fri, Jun 2, 2023 at 8:35 AM

Thanks for filling out

Form 611

Here's what was received.

[Edit response](#)

Form 611

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

Your email (matthew-krauss@esasd.net) was recorded when you submitted this form.

Untitled Section

Untitled Section

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT
Procurement Form

Name of Requestor *

Amy Polmounter

Untitled Title

Department *

Special Education

Building *

High School South

What service or item are requesting *

Furniture for a new classroom

Why are you requesting the service or item *

A new grade 12 plus (18-21 age) special education transition classroom is being planned for High School South. This classroom will be the home base for students workplace learning. Everything purchased will mirror a traditional employee work room so students can transfer skills to real life workplaces.

Suggested replacement *

New

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

\$15,000

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

School Specialty Quote#Q334492 - \$17,581.99

Stotz & Fatzinger Quote#ESASD-5102023 \$13,473.67

Office Supply Hut: Quote#85101 \$12,928.60

What is the total cost of the purchase? *

\$13,473.67

Procurement Method: *

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

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.

COSTARS#

Which Fund will be charged? *

10

What account will be charged? *

10-1211-610-891-30-820-310-000-9891

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

The lowest price was not selected. Office Supply Hut provided only shipping in their quote. They do not offer installation or assembly of the items. Stotz and Fatzinger included installation costs in their price. When installation costs are removed, the difference between Stotz and Fatzinger and Office Supply Hut is only \$160.07. Stotz and Fatzinger is also a local company located in Easton Pennsylvania. Also, we feel that Stotz and Fatzinger is a better fit for this project based on based experience and the quality of their products.

Any additional information you would like to provide.

This is fully funded through ACCESS, which must be used to enhance and expand the district's Special Education program.

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Report Abuse

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Quote 2



QUOTE

Quote: ESASD - 5/10/2023
Date: 5/10/2023

Stotz & Fatzinger Office Supply
808 Packer St
Easton, PA 18042-7358
Phone: 610.515.0103
Fax: 610.515.0247

Accounts Payable: A/P

Bill-To Address
EAST STROUDSBURG AREA SCHOOL #4248500
PO BOX 298
50 VINE STREET
EAST STROUDSBURG, Pennsylvania 18301
Phone:570-424-8471
Fax:570-420-8353

Ship-To Address
EAST STROUDSBURG AREA SCHOOL #4248500
279 N. Courtland St
ROUTE S
East Stroudsburg, Pennsylvania 18301

Item #	Description	UOM	Qty	Customer Price	Total
ICE92573	Iceberg Officeworks 4-Shelf Storage Cabinet - 36" x 22" x 72" - 4 x Shelf(ves) - 125 lb Load Capacity - Key Lock, Scratch Resistant, Dent Proof, Cheml	EA	4	\$585.00	\$2,340.00
TNNSRS721872AMG	Sixteen Box Compartments and Coat Bar, 72w x 18d x 72h, Medium Gray	EA	1	\$1398.00	\$1,398.00
ACPOLB300	ProPunch Biometric and Proximity Bundle, 50 Employees, Black	EA	1	\$289.00	\$289.00
SCTS4XRT48120ER	Special-T Structure 4X Conference Table - Ebony Recon Rectangle Top - Powder Coated Base - 10 ft Table Top Length x 48" Table Top Width x 1.25" Table Ships In 10-14 Bus Days	EA	2	\$1875.00	\$3,750.00
LLR66943	Lorell Fortress Series Walnut Top Teacher's Desk - 48" x 30" x 29.5" - Box, File Drawer(s) - Single Pedestal on Right Side - T-mold Edge	EA	1	\$715.95	\$715.95
ALEKS4010	Alera Kesson Serles Petite Office Chair, Supports Up to 300 lb, 17.71" to 21.65" Seat Height, Black	EA	1	\$209.00	\$209.00
LLR66912	Lorell 26-1/2" Vertical File Cabinet - 4-Drawer - 15" x 26.5" x 52" - 4 x Drawer(s) for File - Letter - Vertical - Drawer Extension, Security Lock, La	EA	2	\$332.31	\$664.62
LLR60122	Lorell Chadwick Executive Leather Guest Chair - Black Leather Seat - Black Steel Frame - Black - Steel, Leather - 1 Each	EA	16	\$149.00	\$2,384.00
LLR41282	Lorell Fortress Series Bookcases - 34.5" x 13" x 30" - 2 x Shelf(ves) - Black - Powder Coated - Steel - Recycled	EA	2	\$202.05	\$404.10
LLR00026	Lorell Podium - Laminated Square Top - 49.31" Height x 18" Width x 18" Depth - Assembly Required - Silver	EA	1	\$295.00	\$295.00
ALERL2319M	Alera Reception Lounge WL 3-Seat Sofa, 65.75w x 26d.13 x 33h, Black/Mahogany	EA	1	\$639.00	\$639.00
Misc - Furniture	ASSEMBLY OF TENNESCO CABINET IF NECESSARY	EA	1	\$135.00	\$135.00
Misc - Furniture	SET UP /ASSEMBLY	EA	1	\$250.00	\$250.00
				Subtotal:	\$13,473.67
				Tax:	\$0.00
				Total:	\$13,473.67

Assembly Total
\$ 385

Total w/o assembly
\$13,088.67

Quote 3

5/10/2023 12:03:58 PM



Quote 85/01

Office Supply Hut
9510 S Meridian Rd
Clarklake, Michigan 49234
517-768-0200

Order-Receipt

Sold To
Amanda Kerdzaliev
ESASD High School South
East Stroudsburg, Pennsylvania 18301

Payment Info
Unpaid

Ship To
Amanda Kerdzaliev
ESASD High School South
East Stroudsburg, Pennsylvania 18301

Product SKU	Product Name	Quantity	Unit Price	Subtotal
ICE92573	Iceberg Officeworks 4-Shelf Storage Cabinet - 36" x 22" x 72" - 4 x Shelf(ves) - 125 lb Load Capacity - Key Lock, Scratch Resistant, Dent Proof, Chemical Resistant - Platinum - Polyethylene, Resinite - Recycled - Assembly Required	4	\$569.00	\$2,276.00
SAF5527TN	Safco Six-Tier Two-tone 3 Column Locker with Legs - 36" x 18" x 78" - 3 x Shelf(ves) - Recessed Locking Handle - Tan - Steel	1	\$799.00	\$799.00
WKW852665432807	uAttend BN6500 Time Clock - Biometric - 5000 Employees - WiFi - Bi-weekly, Week, Semi-monthly, Month Record Time	1	\$199.00	\$199.00
LLR66945	Lorell Fortress Series Walnut Top Teacher's Desk - 60" x 30" x 29.5" - Box, File Drawer(s) - Double Pedestal - T-mold Edge	1	\$759.00	\$759.00
OSP7537A773	Office Star Big & Tall Air Grid Managers Chair - 5-star Base - Black - 1 Each	1	\$579.00	\$579.00
LLR66912	Lorell 26-1/2" Vertical File Cabinet - 4-Drawer - 15" x 26.5" x 52" - 4 x Drawer(s) for File - Letter - Vertical - Drawer Extension, Security Lock, Label Holder, Pull Handle - Charcoal - Steel - Recycled	2	\$320.00	\$640.00
LLR60122	Lorell Chadwick Executive Leather Guest Chair - Black Leather Seat - Black Steel Frame - Black - Steel, Leather - 1 Each	16	\$139.90	\$2,238.40
LLR41282	Lorell Fortress Series Bookcases - 34.5" x 13" x 30" - 2 x Shelf(ves) - Black - Powder Coated - Steel - Recycled	2	\$189.00	\$378.00
LLR00026	Lorell Podium - Laminated Square Top - 49.31" Height x 18" Width x 18" Depth - Assembly Required - Silver	1	\$349.00	\$349.00
LLR68950	Lorell Reception Collection Black Leather Sofa - 75" x 34.5" x 31.3" - Leather Black Seat - 1 Each	1	\$979.00	\$979.00
QRT20314	Quartet Double-Sided Garment Rack - Freestanding - 48" Width x 61.5" Height - Black Powder Coat	1	\$739.00	\$739.00
HONT14448PNN	HON Preside HTLB14448P Conference Table Top - 12 ft x 48" - Flat Edge - Finish: Mahogany	2	\$750.00	\$1,500.00
HONTLPBN	HON Preside HTLPB Conference Table Base - Finish: Mahogany	2	\$259.00	\$518.00
Customer's Instructions:	Codes Used: <i>Prepared by Robert Doyle</i> <i>Quote good for 15 days</i>		SubTotal: \$11,963.40 Tax: \$0.00 Shipping: \$975.20 Handling: \$0.00	Order Total: \$12,928.60

QUOTE











SSL Quote Number: Q-334492
 Status: Approved
 Quote Name:
 Currency: USD
 Created Date: 05-11-2023
 Expiration Date: 08-10-2023
 Customer Number: 261651
 Requestor Name: Amanda Kerdzaliev
 amanda-kerdzaliev@esasd.net
 Customer Program: AEPA




To place an order using this quote,
 contact:
 Phone 888-388-3224
 Email:



F&E_Orders_Quotes_Questions@schoolspecialty.com

Sales Rep Name: Jamie Kline
 Sales Rep Email: jamie.kline@schoolspecialty.com
 Sales Rep Phone: (610) 392-4529
 Bill To: EAST STROUDSBURG AREA SCHOOL DIST
 50 VINE ST
 EAST STROUDSBURG, PA 18301-2150
 Ship To: E STROUDSBURG AREA SR H S-S
 279 N COURTLAND ST
 EAST STROUDSBURG, PA 18301-2122
 Lift Gate Truck Required:
 Inside Delivery:
 Installation: By Customer
 Notes: PRICING PER AEPA IFB022-A. ADDITONAL DISCOUNTS APPLIED TO THIS QUOTE ONLY

Quantity	SSL Item	Customer Item #	MFG Item	Image	Item Description	Your Price	Extended Price
1	2008555		LTHPC700WEB		TIMECLOCK - TOUCHSCREEN - ONLINE - LTHPC700WEB	\$688.21	\$688.21
2	7201972		SSIA3A3D1D1X0		STORAGE CABINET - CS GEODE SERIES - SHORT - TRIPLE WIDE OPEN W/SHELVES - CASTERS - VIOLET	\$562.94	\$1,125.88
4	7201849		SSIC3A3D2A2X2		STORAGE CABINET - CS GEODE SERIES - TALL - TRIPLE WIDE DOORS W/THREE SHELVES AND TWELVE 3IN TOTES - GLIDES - VIOLET	\$1,141.89	\$4,567.56
1	1503797		5527GR		LOCKER SINGLE-TIER 3-COLUMN GRAY	\$1,298.33	\$1,298.33
1	1602571		LLR83306		CHAIR,TASK,SOHO FABRIC,ARMS - LLR83306	\$165.90	\$165.90
1	7701039		5008420 - BLK/WAL		DESK - CS - DOUBLE PED W CENTER DRAWER - WITHOUT CASTERS - 60 X 30 IN - WALNUT TOP AND BLACK BASE	\$667.39	\$667.39
2	7034346		1482840 -BLK		FILE CABINET - CS 4-DRAWER VERTICAL LEGAL - 18 1/4 W X 25 D X 52 H - BLACK	\$325.69	\$651.38
1	7817436		53752-4623-HPUR		CLASSROOM SELECT NEOCLASS TEACHER PODIUM - LOCKING - PLATINUM FRAME - GRAPHITE NEBULA TOP LAMINATE COLOR - VIOLET EDGE COLOR	\$626.01	\$626.01
2	1333272		LLR69148		TOP CONFERENCE RECTANGULAR MAHOGANY LLR69148	\$475.56	\$951.12
2	1332563		LLR69151		BASE CONFERENCE TABLE 2-LEG W/MODESTY PANEL MHGNY LLR69151	\$193.07	\$386.14

Quantity	SSL Item	Customer Item #	MFG Item	Image	Item Description	Your Price	Extended Price
16	1311385		LLR6012 2		CHAIR GUEST LEATHER BLACK LLR60122	\$237.81	\$3,804.96
1	1505928		LLR6895 0		SOFA RECPTN BNDED BLK LORELL FURNITURE TABLES RECEPTION AREA	\$1,725.58	\$1,725.58
1	1065971		QRT203 14		RACK COAT 48 INDBLSIDE BK	\$923.53	\$923.53

Subtotal	\$17,581.99
Estimated Taxes	\$0.00
Shipping & Handling	\$0.00
Total	\$17,581.99

Accept this quote by sending back your purchase order number or signing it electronically. For orders over \$5,000.00, please submit a hard copy of your Purchase Order.

Prices subject to change until all finish selections have been completed. Order will not be placed until all finish options are selected.

Signature:

Name:

Date:

Purchase Order Number:

Pack Slip Notes:

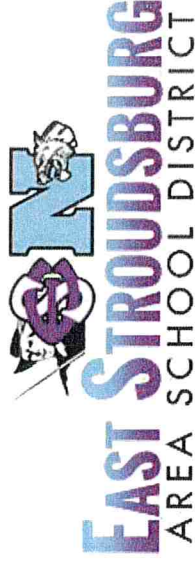
V. ITEMS FOR DISCUSSION

- x. 2023-24 Proposed Final Budget Presentation



2023-24 Budget

Finance Committee Meeting
June 20th, 2023



Agenda

- Multi - County School District Tax Rate Rebalancing
- Millage and Assessment Trends
- Local Revenue Trends
- State and Federal Funding Updates
- Expenditure Overview and Major Cost Drivers

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

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.

STEB Market Values and Assessments

County	2020 Market Value	2021 Market Value	Change from Prior Year
Monroe	\$2,206,694,165 76.34%	\$2,197,516,209 76.25%	(\$9,177,956) -0.42%
Pike	\$683,932,869 23.66%	\$684,557,946 23.75%	\$625,077 0.09%
County	2023 Assessment	2024 Assessment	Change from Prior Year
Monroe	\$2,616,686,801 93.08%	\$2,608,545,206 93.06%	(\$8,141,595) -0.31%
Pike	\$194,584,610 6.92%	\$194,585,070 6.94%	\$460 0.00%

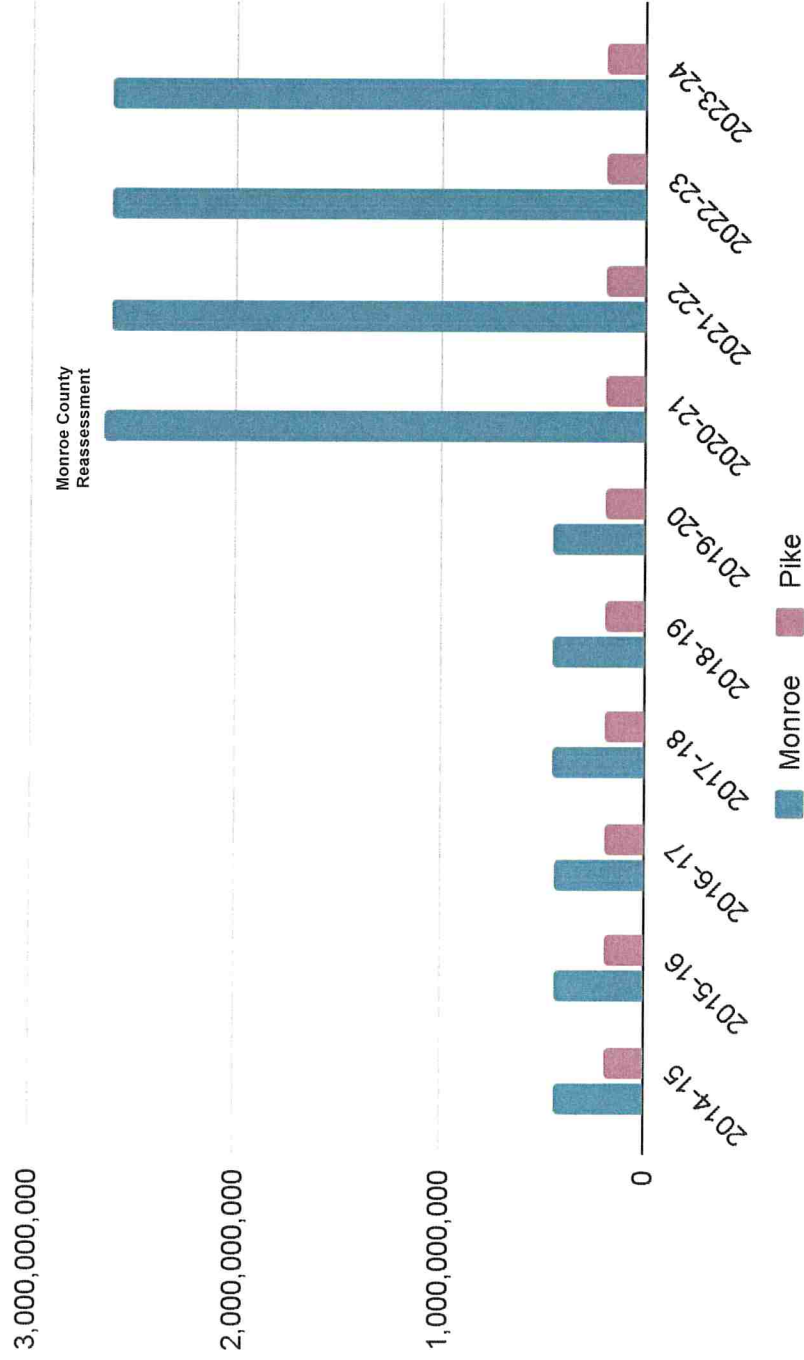


STEB Market Value Impact on Millage

County	2022-23 Budget Millage	2023-24 Rebalanced Millage	Change from Prior Year
Monroe	30.79	30.79	0.0%
Pike	128.33	128.52	$\frac{0.19}{128.33} \times 100 = 0.15\%$

The 2022-23 STEB rebalanced millage is the new base millage for 2023-24 budget discussions and decisions.

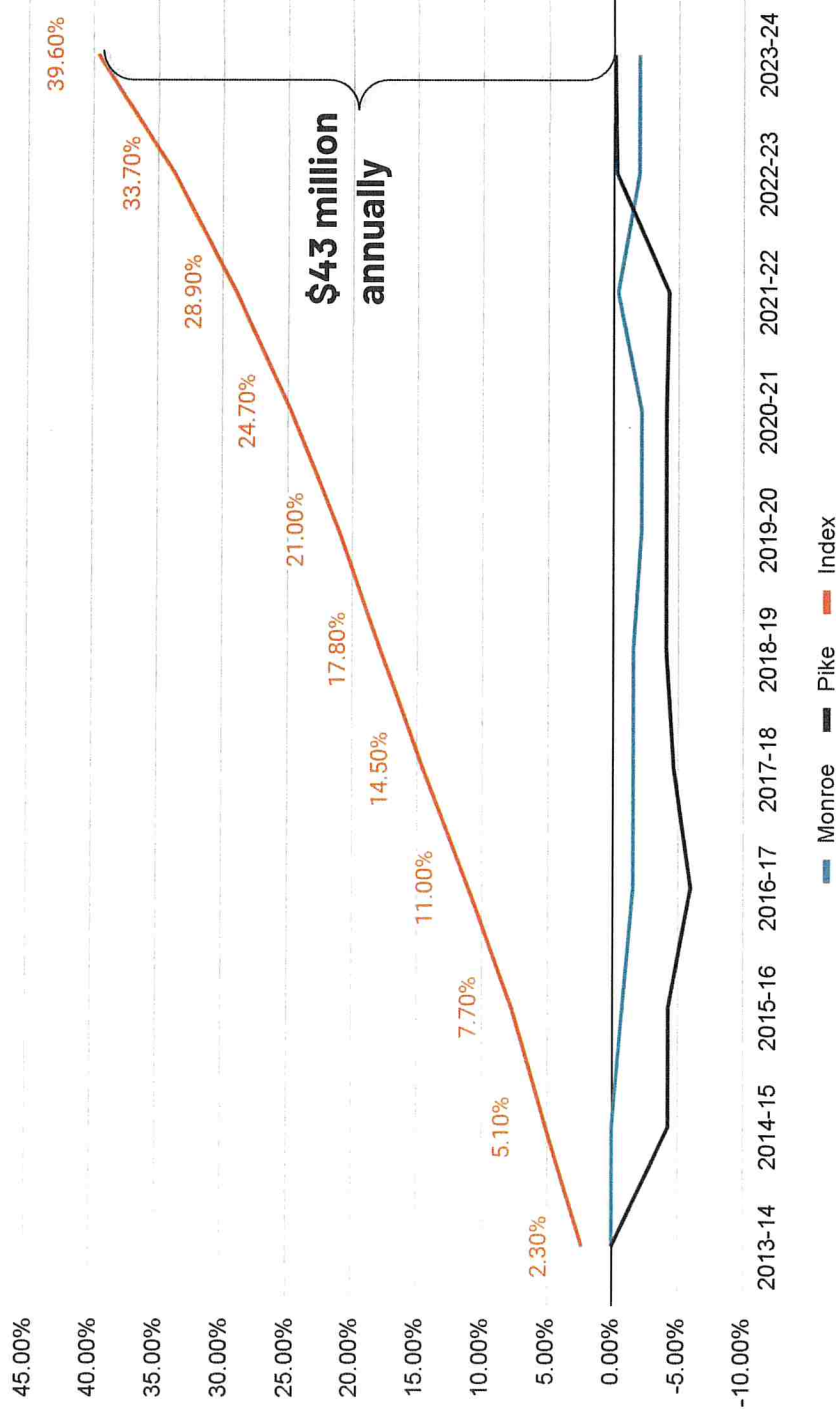
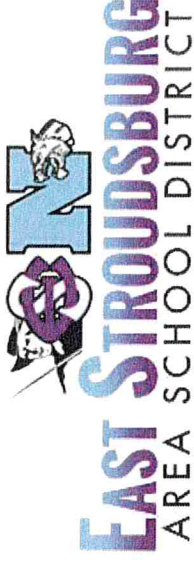
Districtwide Property Assessment Value



Flat assessment value 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.

Compounded Millage change compared to Act 1 Index



2023-24 Adjusted Act 1 Index is 5.9%

Maximum allowable tax levy in 2023-24 would generate an additional \$6 million in revenue.



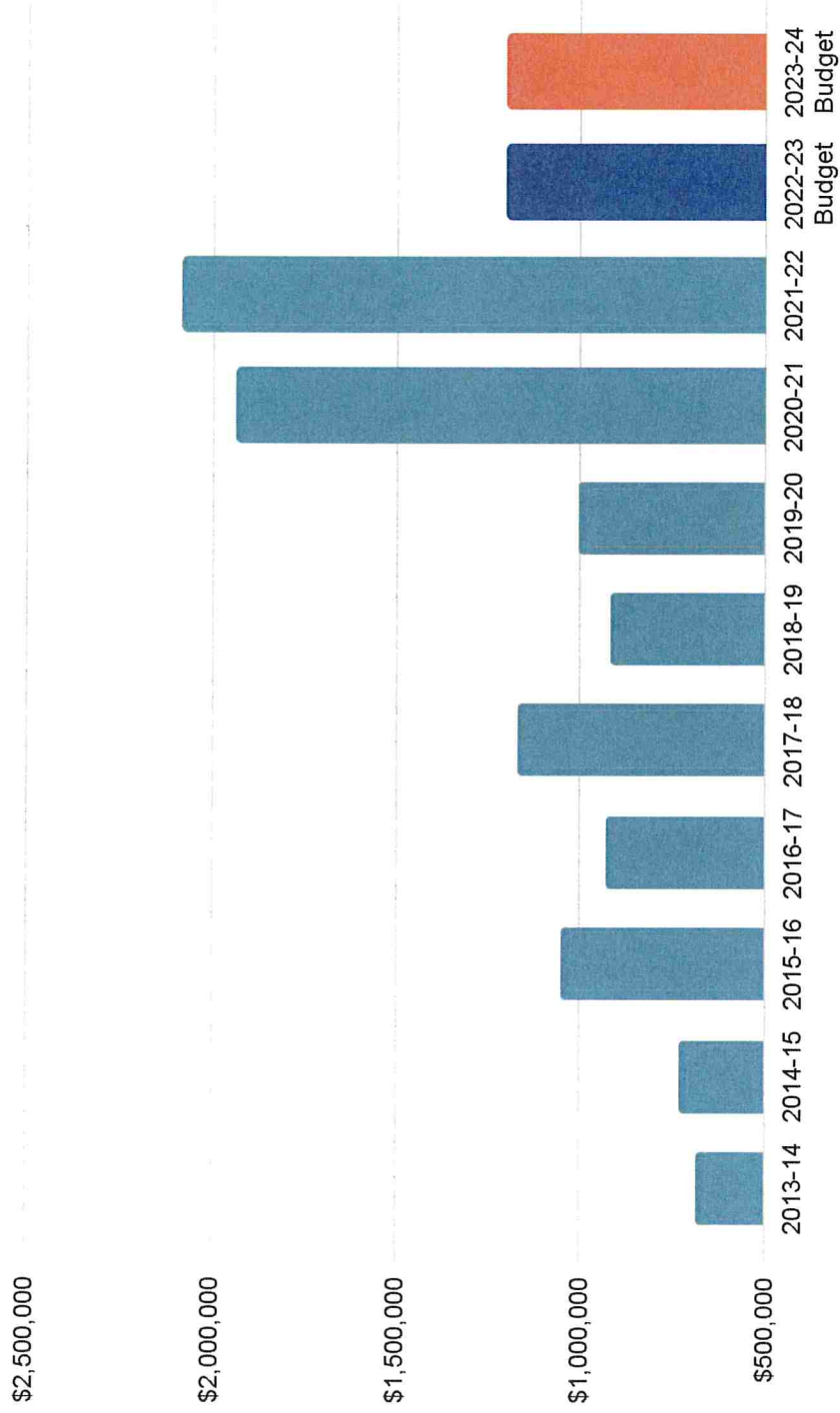
2023-24 Revenue Summary

	2022-23 Budget	2023-24 Budget	Variance \$	Variance %
Local	\$108,656,038	\$108,724,651	\$68,613	0.1%
State	55,542,691	60,522,762	4,980,071	9.0%
Federal	13,302,548	9,987,030	(3,315,518)	-24.9%
Other	1,999,316	50,000	(1,949,316)	-97.5%
Total Revenue	\$179,500,593	\$179,284,443	(\$216,150)	-0.01%

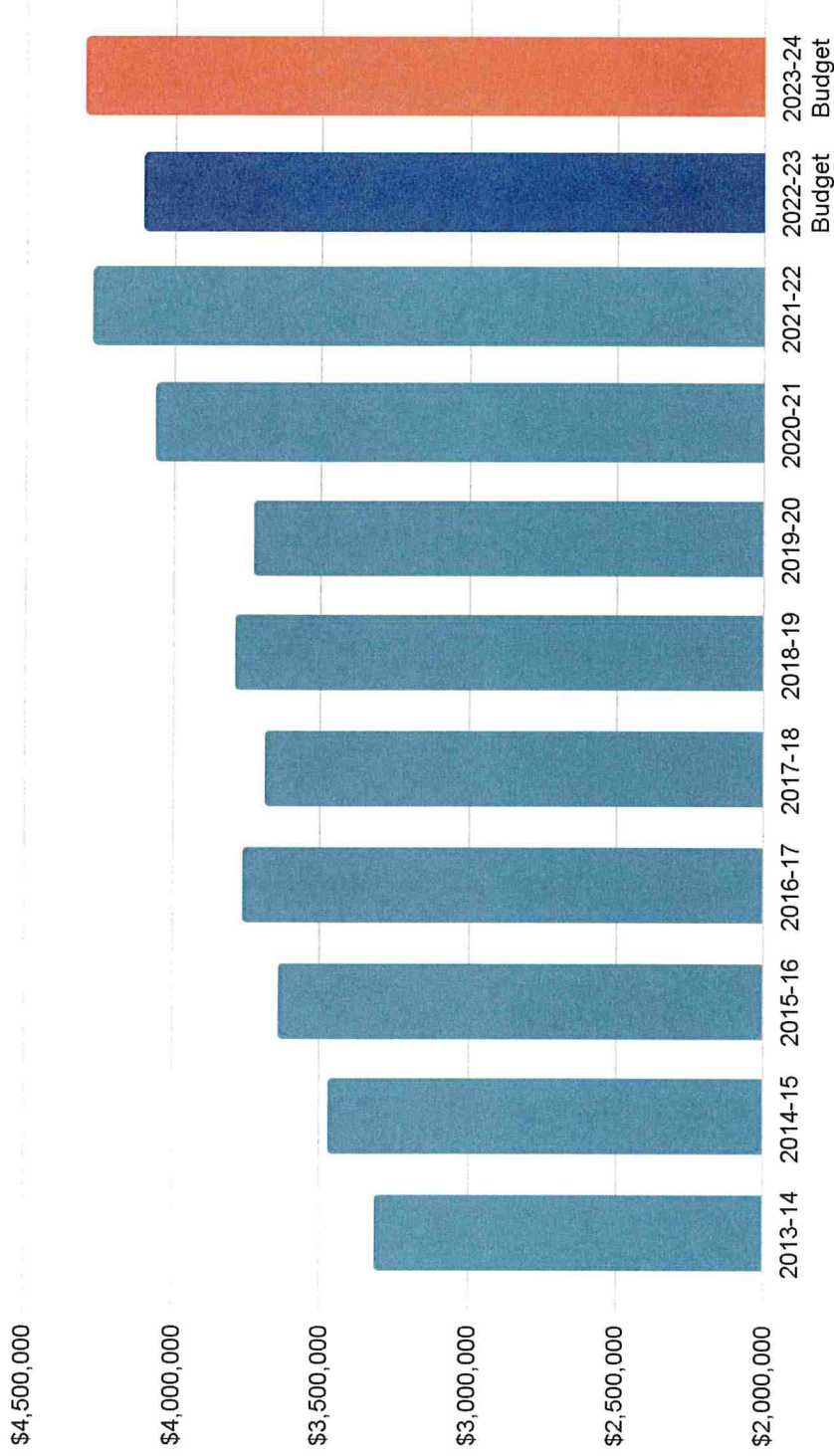
2023-24 Revenue Highlights

- Local
 - Property Tax rates reflect rebalancing only
 - Leveling off of Earned Income Tax, Transfer Tax and Delinquent Tax collections after historic increases in recent years
 - Interest income reflective of current/forecasted rate environment
- State
 - Includes July 2022 BEF and SEF increase
 - Included an additional \$1.7 million from proposed 23-24 state budget.
- Federal
 - Phase out of pandemic related ESSER Funds begins
- Other
 - Reclassification of IT lease to purchase (Present Value impact only)

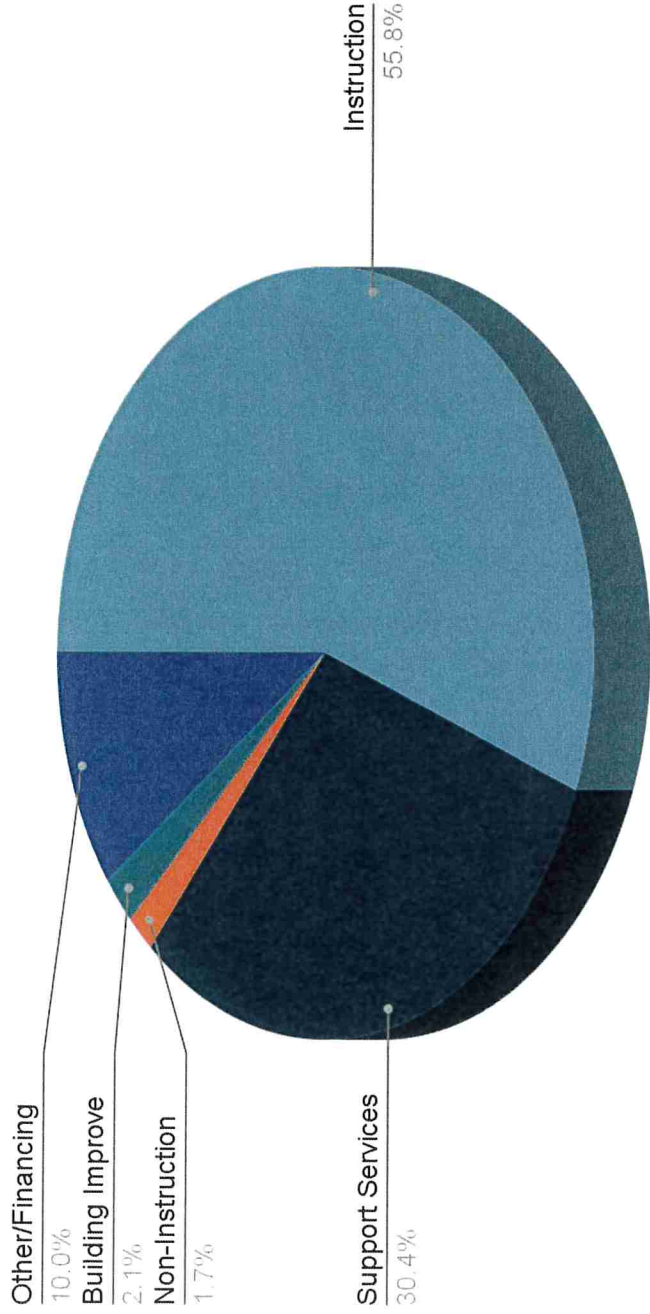
Local Revenues - Real Estate Transfer Tax



Local Revenues - Earned Income Tax

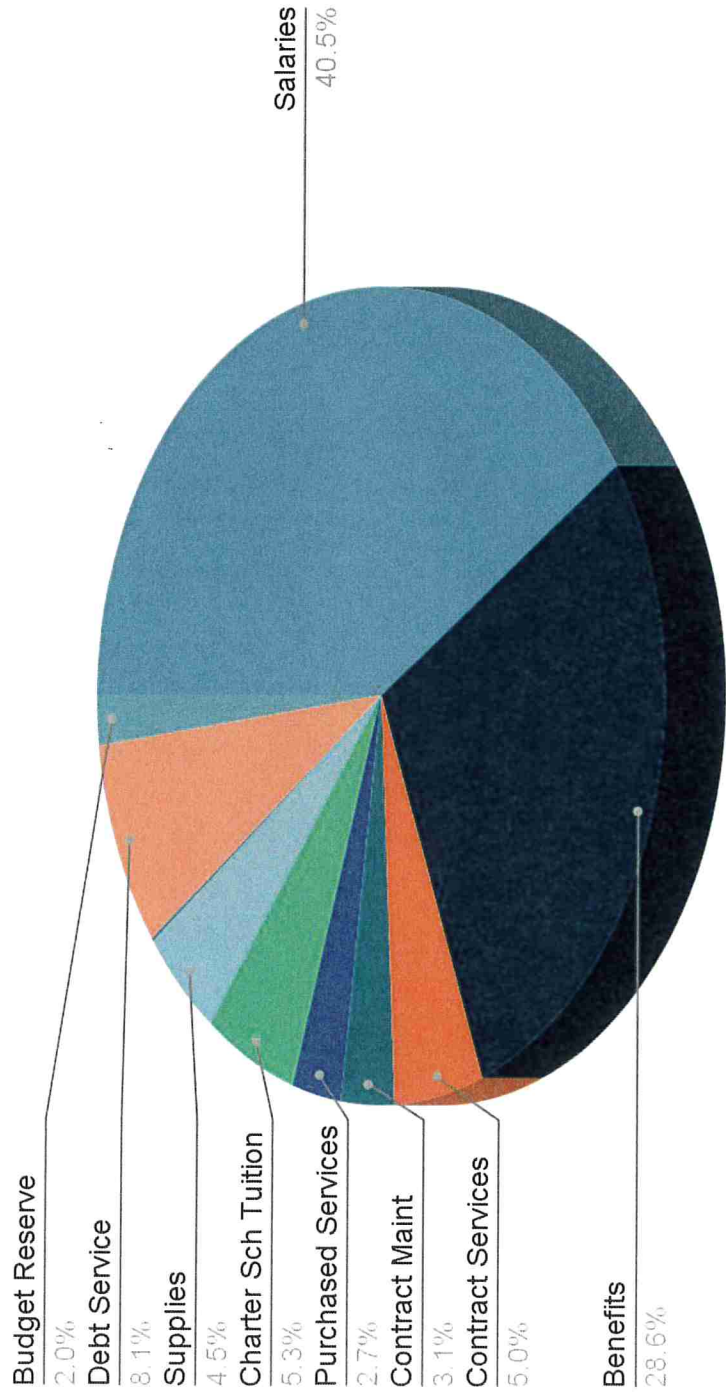


2023-24 Budget Expenditure by Function



\$104,023,696	Instruction
\$57,484,796	Support Services
\$3,161,562	Non-Instruction Services
\$4,000,000	Building Improvements
\$19,113,944	Other / Financing Uses
\$187,783,998	Total

2023-24 Budget Expenditure by Object



\$76,282,360	Salaries
53,842,329	Benefits
9,435,897	Contracted Services
5,801,379	Contracted Maintenance
5,223,023	Purchased Services
9,000,000	Charter School Tuition
8,634,123	Supplies
272,000	Capitalized Equipment
15,475,981	Debt Service
3,816,906	Budget Res/Cap Trans/Fees
\$187,783,998	Total



2023-24 Budget Cost Drivers

	2023-24 Budget	Increase / (Decrease) over 2022-23 \$	Increase / (Decrease) over 2022-23 %
Salaries	\$76,282,360	\$4,162,239	5.8%
Benefits	53,842,329	1,568,998	3.0%
Charter Schools	9,000,000	0	0%
Utilities	2,647,748	600,895	29.4%
Debt Service	15,475,981	290,767	1.9%
Bus Propane	625,000	250,000	66.7%
ESSER	5,736,877	(1,737,790)	-23.2%
Everything Else	24,173,703	(3,128,092)	-11.3%
Total Expenditures	\$187,783,998	\$2,007,017	1.0%

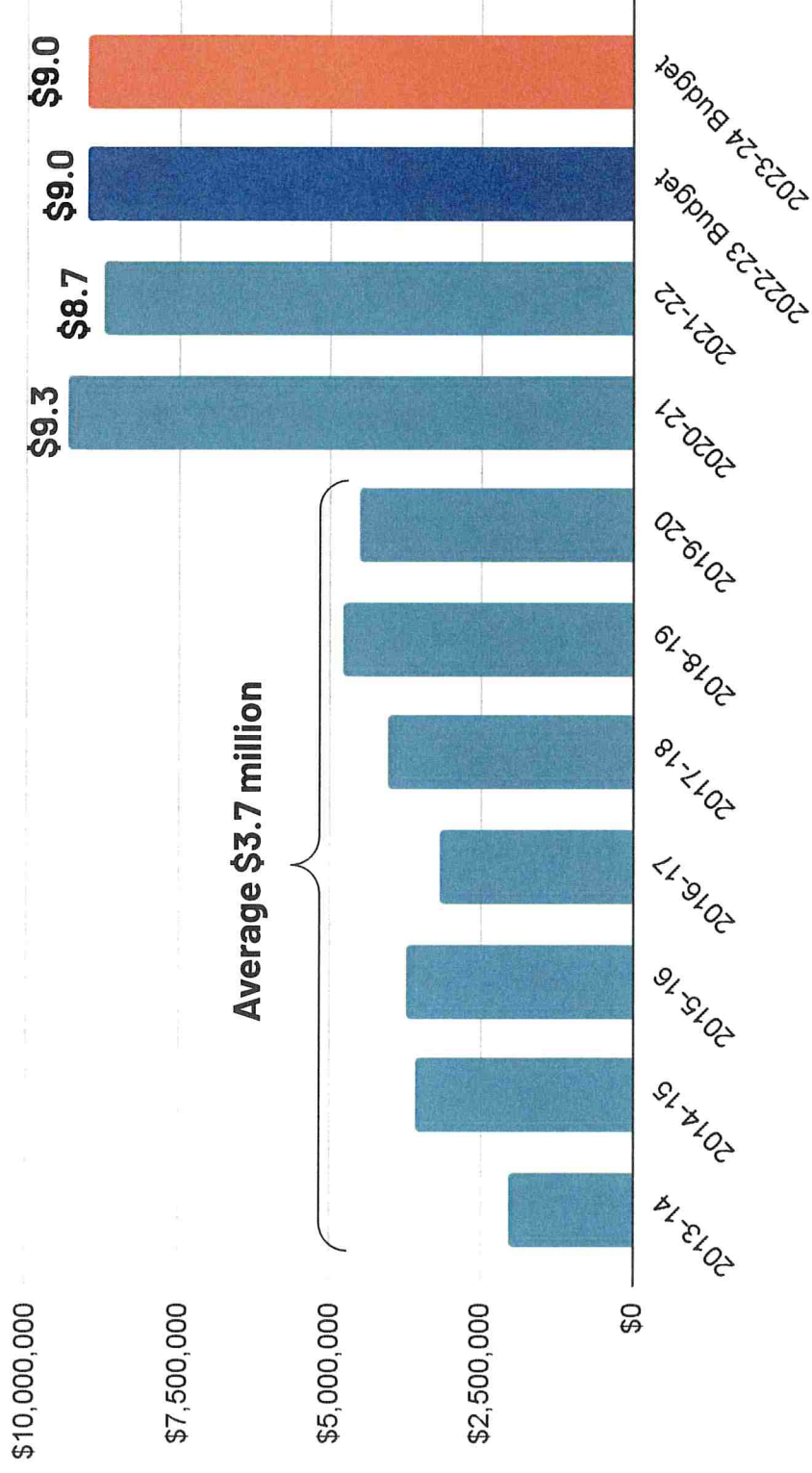


2023-24 Budget Comparison to Prior Year

	2022-23 Budget	2023-24 Budget	Variance \$	Variance %
Revenue	\$179,500,593	\$179,284,443	(216,150)	-0.01%
Expenditures	185,776,981	187,783,998	2,007,017	1.0%
Revenue over Expenditures	(6,276,388)	(8,499,555)	(14,775,943)	99.9%
Beginning Fund Balance	49,153,726	42,877,338	(6,276,388)	-12.8%
Ending Fund Balance	\$42,877,338	\$34,377,783	(\$8,499,555)	-19.8%

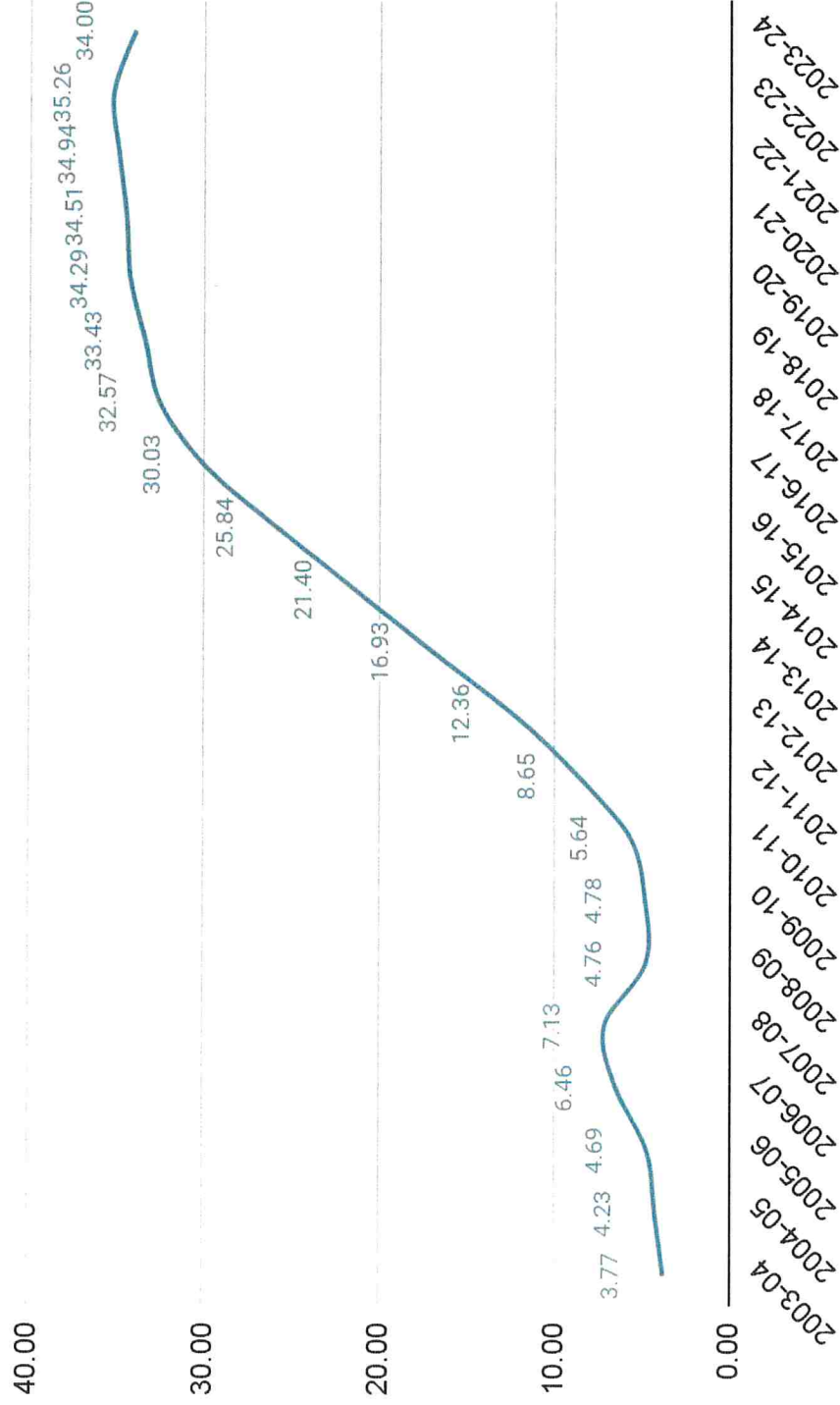


Charter School Tuition Cost



Tuition Rates:
 Regular Ed - \$15,603
 Special Ed - \$41,169

PSERS - Employer Contribution Rate



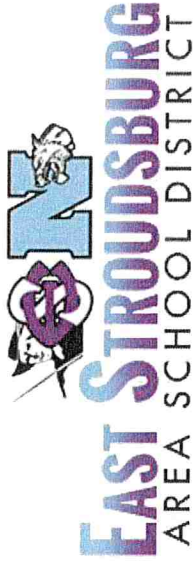
The 2023-24 rate of 34.0 was determined by PSERS' actuary and certified by the PSERS Board of Trustees at its meeting on December 16, 2022. This is the first rate decline since 2008-09.

ESASD PSERS costs budgeted to increase by \$1 million in 2023-24 to a total cost of \$26 million.

General Fund balance as of June 30, 2023

- Nonspendable: \$667,814
 - Prepaid expenses
- Committed: 9,500,445
 - PERS Rate Stabilization - \$9,500,445
 - Future Healthcare Costs - \$6,000,000
- Assigned: \$25,775,943
 - Future Budget Expenditures - \$5,000,000
 - Future Educational Programs - \$6,000,000
 - Balance the 2022-23 Budget - \$6,276,388
 - Balance the 2023-24 Budget - \$8,499,555
- Unassigned: \$7,209,524; 3.8% of expenditures

Total: \$49,153,726



General Fund balance as of June 30, 2024(proj.)

Total: \$34,277,783

- Nonspendable: \$667,814
 - Prepaid expenses
- Committed: \$15,000,445
 - PERS Rate Stabilization - \$9,500,445
 - Future Healthcare Costs - \$6,000,000
- Assigned: \$11,000,000
 - Future Budget Expenditures - \$5,000,000
 - Future Educational Programs - \$6,000,000
- Unassigned: \$7,209,524; 3.8% of expenditures

2023-24 Budget Timeline



- June 20, 2023 - Finance Committee Budget Presentation
- June 26, 2023 - School Board Budget Presentation
 - **Final Budget Vote**

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &
RESOURCES COMMITTEE

- a. Vista Higher Learning - ELL Resources - \$6,820.51 - Paid by
Title Grant

Form 611

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

Your email (william-vitulli@esasd.net) was recorded when you submitted this form.

Untitled Section

Untitled Section

VISA

FORM **611**

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

Vitulli

Untitled Title

Department *

C&I

Building *

admin

What service or item are requesting *

Why are you requesting the service or item *

service ELL students

Suggested replacement *

none

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

n/a

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

This tool has been used for the last 6 years...changing will not be productive.

What is the total cost of the purchase? *

6820.51

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? *

Please see Angela for Title Grant account

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

renewal

Any additional information you would like to provide.



COST PROPOSAL

Quote Prepared On May 3, 2023
 Quote Valid Through October 15, 2023
 Quote No. 2305118456
 Version No. 2

Prepared For

Alisa Keiper
 East Stroudsburg Area School District
 50 Vine Street
 East Stroudsburg, PA 18301

Prepared By

Lauren Bennett
 lbennett@vistahigherlearning.com
 Vista Higher Learning
 500 Boylston St, Suite 620
 Boston, MA 02116-3736

Get Ready					
Qty	Item Number	Description	Unit Price	Total Value	Total Cost
1	978-1-54332-134-0	Get Ready 2021 6-8 National TRB	\$169.00	\$169.00	\$169.00
5	978-1-54332-129-6	Get Ready 2021 6-8 Prime (6 year license)	\$137.95	\$689.75	\$689.75
10	978-1-54332-136-4	Get Ready 2021 9-12 Prime (6 year license)	\$137.95	\$1,379.50	\$1,379.50

Get Ready Sail / Soar					
Qty	Item Number	Description	Unit Price	Total Value	Total Cost
8	978-1-54334-088-4	Get Ready Sail Practice Book	\$19.95	\$159.60	\$159.60
1	978-1-54334-089-1	Get Ready Sail Practice Book(10-pack)	\$189.95	\$189.95	\$189.95
10	978-1-54334-094-5	Get Ready Sail Student Edition + Supersite Plus + Online Workbook(6 year license)	\$131.95	\$1,319.50	\$1,319.50
1	978-1-54335-569-7	Get Ready Sail Teacher Kit	\$449.95	\$449.95	\$0.00
4	978-1-54334-095-2	Get Ready Soar Practice Book	\$19.95	\$79.80	\$79.80
1	978-1-54334-096-9	Get Ready Soar Practice Book(10-pack)	\$189.95	\$189.95	\$189.95
14	978-1-54334-101-0	Get Ready Soar Student Edition + Supersite Plus + Online Workbook(6 year license)	\$131.95	\$1,847.30	\$1,847.30
1	978-1-54335-570-3	Get Ready Soar Teacher Kit	\$449.95	\$449.95	\$449.95

Total Value	\$6,924.25
Total Gratis	\$449.95
Total Cost	\$6,474.30
Est. Shipping (5%)	\$346.21
Est. Grand Total Cost	\$6,820.51

Ordering Instructions



COST PROPOSAL

Quote Prepared On May 3, 2023
Quote Valid Through October 15, 2023
Quote No. 2305118456
Version No. 2

- Purchase Orders will be processed upon receipt and will be invoiced for the full “Total Cost” amount as shown above as well as the actual final Shipping charges required for your shipment, where applicable. Please note that the “Est. Shipping” amount shown above is an estimate only and may be different than the final charges applied.
- When submitting your Purchase Order, please be sure to attach:
 - A copy of this Quote
 - If applicable, a copy of your signed and dated tax exemption certificate
- To place your order, please contact Customer Support:

Vista Higher Learning
500 Boylston Street, Suite 620
Boston, MA 02116
Email: orders@vistahigherlearning.com
Phone: (800) 269-6311, option 3
Fax: (617) 426-5215

Terms of Purchase

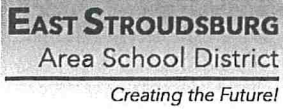
By accepting a Quote, initiating a Purchase Order to us, entering into a separate agreement with us, and/or ordering online content, you are agreeing to these Terms of Purchase. The Vista Higher Learning Terms of Purchase shall govern all sales of materials and online content and shall supersede any and all terms and conditions attached to your Purchase Orders and/or any other document that you present to Vista Higher Learning, which shall be considered as a confirmation only and the terms and conditions shall in no way amend, prevail over, supplement or supersede any term or condition hereof.

- **Terms of Use:** All sales of Vista Higher Learning materials and online content are expressly made subject to the Vista Higher Learning Terms of Use: https://www.vhlcentral.com/terms_of_use.
- **Return Policy:** Returns of Vista Higher Learning materials and online content are subject to the Vista Higher Learning Return Policy: <https://vistahigherlearning.com/return-policy>.
- **Tax:** Prices included within this Quote are exclusive of all applicable taxes, which are the responsibility of the Customer. Customer must provide documentation of tax-exempt status, if applicable.
- **Subscription Term:** For digital product license purchases, the duration of access being purchased based on the product license selection outlined in the Quote above will be considered the Subscription Term.
- **Term Dates:** Subscription Terms are aligned to an academic year calendar and will start as of the next upcoming academic year following the receipt of a Purchase Order, unless otherwise requested by Customer. All product licenses will have the same start and end dates aligned with the Subscription Term.
- **Unused Licenses:** All product licenses must be used within the purchased Subscription Term. Unused licenses during the purchased Subscription Term are not refundable or eligible for credit.
- **Licensing Add-ons:** If purchasing additional license quantities and/or licensing level upgrades to be added onto an existing base of product licenses, the additional quantities and/or upgrades will be applied beginning with the currently active Subscription Term, unless otherwise requested by Customer. All product licenses must maintain the same start and end dates aligned with the Subscription Term, with any additional quantities and/or upgrades matching the current expiration date of the existing Subscription Term in place.

Thank you for your business!

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &
RESOURCES COMMITTEE

b. Learning A-Z - ELL Raz - ELL Resources - \$7,730.94



William Vitulli <william-vitulli@esasd.net>

Form 611

Google Forms <forms-receipts-noreply@google.com>
To: william-vitulli@esasd.net

Mon, Jun 12, 2023 at 11:22 AM

LEARNING
A-Z

Thanks for filling out

Form 611

Here's what was received.

Edit response

Form 611

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

Your email (william-vitulli@esasd.net) was recorded when you submitted this form.

Untitled Section

Untitled Section

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

VITULLI

Untitled Title

Department *

C&I

Building *

ADMIN

What service or item are requesting *

Electronic curriculum support

Why are you requesting the service or item *

ELL student needs

Suggested replacement *

none

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

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

this is a continuation of existing subscription and is over 5K

What is the total cost of the purchase? *

7,730.94

Procurement Method: *

- Quote Received only one Proposal
- Request for Proposal (RFP)
- Bid
- Other: continuing subscription

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? *

Title III

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.

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[Report Abuse](#)

[Quoted text hidden]



Learning A-Z Quote

Date: 5/9/2023
Valid Until: 7/14/2023
Bill Id #: 10264636
Username: akeiper2

Ship To:

Alisa Keiper
East Stroudsburg Elementary School
93 Independence Road
East Stroudsburg, Pennsylvania 18301
570.421.1905
alisa-keiper@esasd.net

Bill To:

Alisa Keiper
East Stroudsburg Elementary School
93 Independence Road
East Stroudsburg, Pennsylvania 18301
570.421.1905
alisa-keiper@esasd.net

Products	Type	License Terms	List Price	Final Cost	Add 1 Year	Add 2 Years
Raz-Plus ELL	Renewal	7 classrooms, 12 Months	\$490.00	\$416.78	\$791.84	\$1,125.39
Writing A-Z Legacy	Renewal	7 classrooms, 12 Months	\$819.00	\$595.00	\$1,130.50	\$1,606.50
Vocabulary A-Z	Renewal	7 classrooms, 12 Months	\$819.00	\$462.70	\$879.06	\$1,249.29
Raz-Plus	Renewal	7 classrooms, 12 Months	\$1,638.00	\$1,388.80	\$2,638.72	\$3,749.76

	Final Cost	Add 1 Year	Add 2 Years
--	------------	------------	-------------

Discount Amount: \$902.72 \$2,091.88 \$3,567.06

Sales Tax: \$0.00 \$0.00 \$0.00

YOUR TOTAL COST: \$2,863.28 \$5,440.12 \$7,730.94

(*) Taxes (if applicable) to be calculated at time of purchase. All prices are in U.S. dollars.

Handwritten note:
Paid
TITLE III
Supplement vs
supplement

Internal use only: CPQ Quote # Q-817213, CSI Quote # 681280



Sales Executive

Trish Mishler
trish.mishler@learninga-z.com
(520) 618-3875

If paying by purchase order please send a Learning A-Z quote matching your Purchase Order (P.O.)

Email the P.O. along with the Learning A-Z quote to orders@learninga-z.com.

P.O. must include:

1. PO number
2. Learning A-Z as the vendor
3. Bill To information
4. The product(s) being purchased
5. Total dollar amount
6. If your PO has a signature line, it must be signed

Learning A-Z License Agreement

Licenses grant registered classrooms only permission to use materials on the designated website(s) during the terms of the license. Sharing user information or materials with non-registered classrooms is not authorized.

Please review our terms and conditions carefully before activating your account.

<https://help.learninga-z.com/article/Terms-of-Service>

Thank you for your business!

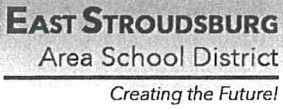
Internal use only: CPQ Quote # Q-817213, CSI Quote # 681280

© Learning A-Z
1840 East River Road, Suite 220, Tucson, AZ 85718, USA
866-889-3729 - sales@learninga-z.com

Page 2 of 2

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &
RESOURCES COMMITTEE

- c. Bedford, Freeman & Worth - \$36,459.20 (Math Curriculum -
6 years-Calc AP)



William Vitulli <william-vitulli@esasd.net>

Form 611

3 messages

Google Forms <forms-receipts-noreply@google.com>
To: william-vitulli@esasd.net

Mon, Jun 12, 2023 at 10:04 AM

*Bedford Freeman
& Worth*

Thanks for filling out

Form 611

Here's what was received.

[Edit response](#)

Form 611

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

Your email (william-vitulli@esasd.net) was recorded when you submitted this form.

Untitled Section

Untitled Section

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

Vitulli

Untitled Title

Department *

C&I

Building *

admin

What service or item are requesting *

Math Curriculum - Calculus AP

Why are you requesting the service or item *

subscriptions have run out

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? *

36,459.20

Procurement Method: *

- Quote Received only one Proposal
- Request for Proposal (RFP)
- Bid
- Other: One quote after review of resources available that fit our curriculum

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? *

ESSER's III

.....

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

one quote

.....

Any additional information you would like to provide.

.....

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This price quote is good for 60 days. BFW High School Publishers is committed to delivering the best value for the program you have adopted. Pricing herein may reflect package discounts. Removing or editing components may cancel any package discounting applied to component items. Prices subject to change, including annual increases in November. Shipping fees are estimated; actual shipping fees may vary.

Purchase Orders: Please attach a copy of this price quote to your purchase order and submit Your Purchase Order To:

MPS 16365 James Madison Highway Gordonsville, VA 22942
 Email: highschool@mpsvirginia.com / Toll Free: (540) 672-7744

Quote Number	00094459	Prepared By	Jason Kramer
Created Date	6/5/2023	Email	jkramer@bfwpub.com
Contact Name	Karen Mochan	Phone	5705884420
Bill To	East Stroudsburg Sr Hs North Bushkill Falls Rd Dingmans Ferry, Pennsylvania 18328 United States	Ship To	East Stroudsburg Sr Hs North Bushkill Falls Rd Dingmans Ferry, Pennsylvania 18328 United States

Itemized Products

ISBN	EAN	Product	Edition	Author	Line Item Description	Sales Price	Quantity	Total Price
1319244319	9781319244316	Calculus for the AP® Course	3	Michael Sullivan; Kathleen Miranda		USD 138.15	150.00	USD 20,722.50
1319506631	9781319506636	SaplingPlus for Calculus for the AP® Course (Six-Use Online; Add-On)	3	Michael Sullivan; Kathleen Miranda	#packageprice	USD 39.00	150.00	USD 5,850.00
1319338755	9781319338756	SaplingPlus for Calculus for the AP® Course (Six-Use Online)	3	Michael Sullivan; Kathleen Miranda		USD 150.15	5.00	USD 750.75
1319018882	9781319018887	Calculus: Early Transcendentals, Multivariable	2	Michael Sullivan; Kathleen Miranda		USD 164.44	45.00	USD 7,399.80

Itemized Product Total: USD 34,723.05

Free Product: Please include in your PO:

ISBN	EAN	Free Product	Edition	Author	Net Price	Quantity	Your Price
1319248187	9781319248185	Teacher's Edition for Calculus for the AP® Course	3	Michael Sullivan; Kathleen Miranda	USD 490.00	9	\$0.00
1319248780	9781319248789	ExamView Assessment Suite for Calculus for the AP® Course	3	Michael Sullivan; Kathleen Miranda	USD 490.00	9	\$0.00
1319248799	9781319248796	Teacher's Resource Flash Drive for Calculus for the AP® Course	3	Michael Sullivan; Kathleen Miranda	USD 490.00	9	\$0.00

Total Available for Purchase USD 0.00

Shipping Information

Schools are typically tax exempt however if your school is **NOT** tax exempt, please note that your local tax rate will apply to this quote.

Shipping Location Continental US and Puerto Rico

Shipping Fees:	USD 1,736.15
Special Shipping Fees:	USD 0.00
Total Shipping Fees:	USD 1,736.15

Grand Totals

Itemized Products + Shipping Fees:	USD 36,459.20
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Instructor Resources

Digital Adopters: Instructor resources will be available within your product; no action needed

Print Only Adopters: Instructor resources can be unlocked by visiting www.bfwpub.com/AdopterTRM

Sole Source Statement: Competition in providing the above named products is precluded by the existence of a copyright. There are no like products available for purchase that serve the same purpose because of exclusive distribution/marketing rights. These products should be purchased directly from BFW (MPS) or its approved depositories. Purchases from any other source would not ensure the item's authenticity/warranty. Unapproved 3rd party vendors cannot provide packages, digital materials or teaching materials. BFW (MPS) cannot provide these items to a school if the student edition has been purchased through a third party. We are the sole source for these items and packages.

Note for Canadian Users: Please note that invoices are issued in CAD, but if payment is to be made via credit card, it will be processed through our US Bank and an exchange rate fee will be applied.

NOTE: If you plan to place an order and will require a signed data agreement, please send to your rep as soon as possible. Agreement reviews take an average of 1-3 weeks to review.

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &
RESOURCES COMMITTEE

d. SAVVAS - \$67,859.25 (Math Curriculum - 6 years - Stats/Trig)

To: william-vitulli@esasd.net

Thanks for filling out

Form 611

Here's what was received.

Edit response

SAS

Form 611

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

Your email (william-vitulli@esasd.net) was recorded when you submitted this form.

Untitled Section

Untitled Section

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT
Procurement Form

Name of Requestor *

vitulli

Untitled Title

Department *

c&i

Building *

admin

What service or item are requesting *

math curriculum

Why are you requesting the service or item *

subscriptions have ended

Suggested replacement *

Savvas Learning Co.

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. *

I will ask which other items were considered.

What is the total cost of the purchase? *

\$67,859.25

Procurement Method: *

- Quote Received only one Proposal
- Request for Proposal (RFP)
- Bid
- Other: Teacher pick after review of sources

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? *

ESSER III

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.

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[Quoted text hidden]

Google Forms <forms-receipts-noreply@google.com>
To: william-vitulli@esasd.net

Mon, Jun 12, 2023 at 10:28 AM

Thanks for filling out

Form 611

Here's what was received.



MS Heather Piperato
Principal
East Stroudsburg Area Sch Dist
50 Vine St
E Stroudsburg, PA 18301-2150
United States

Quote Number: 233826-2
Quote Creation Date: 06-08-2023
Quote Expiration Date: 09-30-2023

Quote Release: 2

East Stroudsburg -Trigonometry & Elem Statistics

Price Quote Summary

Solution	Base Amount	Total
Larson: Elementary Statistics:	\$ 35,161.29	\$ 35,161.29
Lial: Trigonometry	\$ 15,045.99	\$ 15,045.99
MyMathLab	\$ 13,384.35	\$ 13,384.35
Solution Subtotal	\$ 63,591.63	\$ 63,591.63
	Shipping & Handling	\$ 4,267.62
		Total \$ 67,859.25

Price Quote Detail

ISBN	Description	Price	Charged Qty	Total Charged
Larson: Elementary Statistics: Picturing the World				
Larson, Elementary Statistics: Picturing the World 8th Edition ©2023				
9780137831623	ELEMENTARY STATISTICS: PICTURING THE WORLD [NASTA EDITION], 8E ©2023 + 6YR MYMATHLAB FOR SCHOOL	227.97	150	\$34,195.50
9780137493432	ANNOTATED INSTRUCTOR'S EDITION FOR ELEMENTARY STATISTICS: PICTURING THE WORLD	137.97	7	\$965.79
Larson, Elementary Statistics: Picturing the World 8th Edition ©2023 Subtotal				\$ 35,161.29
Larson: Elementary Statistics: Picturing the World Subtotal				\$ 35,161.29
Lial: Trigonometry				

Savvas Learning Company LLC Terms and Conditions

To place your order please submit a copy of this price quote with your Purchase Order, include the Quote Number on your Purchase Order, and include any other required documentation. You may send the order documents using an electronic form or by mail. Please submit your PO and price via one of the following methods:

e-Form: <http://support.savvas.com/support/s/contactsupport>

Mail: PO Box 6820, Chandler, AZ 85246

Savvas does not accept Credit Card information via postal mail, facsimile, or email. Credit Card information will only be accepted via phone, eCommerce, or OASIS.

For questions regarding your order please call Customer Service: 1-800-848-9500.

Price quote: This is a price quote for the customer's convenience only, and not an offer to contract. All quotes are subject to review and final acceptance by an authorized representative of Savvas at its offices. Savvas reserves the right to correct typographical, computational or other errors. Savvas' standard terms are net 30 days unless otherwise specified. All pricing is in US Dollars unless otherwise specified. Pricing calculations use multiple decimal places to determine the most accurate extended pricing but are represented in standard currency format. The breakdown of the fees set forth in this quotation is considered Savvas proprietary information and not subject to disclosure by the customer.

Shipping & handling charges (where applicable) are shown on the quote. S&H rates quoted are for standard ground transportation and may not reflect account contracted rates. If expedited shipping is requested, actual charges may be higher. For orders picked up at the Savvas warehouse by the customer or a third party carrier contracted by the customer, a 2% handling charge will be applied to shippable items. The 2% charge will show up on the customer proposal and invoice as a S&H charge.

Taxes: All pricing in this quote is exclusive of any applicable sales, use or other similar taxes or duties. The customer is responsible for any such taxes or duties that may apply; if the customer is tax exempt, evidence of such tax exemption must be provided. Estimated tax may be provided solely for customer convenience. The amount indicated is only an estimate and is intended to be helpful for budgeting purposes. The actual amount of sales tax assessed at the time of invoicing may be more or less.

Platforms: Savvas, and any third party for which Savvas serves as the sales agent or distributor, reserve the right to change and/or update technology platforms, including possible edition updates to customers during the term of access. Customers will be notified of any change prior to the beginning of the new school year.

Return Policy: If you are not entirely satisfied with any of our products, then you may, within six months from the date of purchase, return all materials still in new, unused, salable condition for a full refund, credit, or replacement. All returned materials must be shipped back to Savvas within 30 days of receiving the Return Materials Authorization. All materials sold in a set or a package must be returned complete as originally sold. Materials that were provided gratis must be returned proportionate to the purchased items being returned for refund or credit.

Consumable Worktexts: Subsequent year consumable worktexts will ship each year on the order date of the original order for the duration of their license. Worktexts will ship to the location listed on the original order. Quantities for each grade level and title will remain consistent each year. Changes to quantities of titles previously ordered, shipping location changes, or any other changes to consumable worktext shipments must be made 4 weeks prior to the original order date. Changes should be made using the e-form: <https://worktext-subscriptions.savvas.com/>.

Annual subscriptions for iLit and Successmaker: Products automatically renew on the anniversary date of the original purchase and will be invoiced accordingly unless otherwise specified. If you wish to cancel, please let us know in writing prior to the date of renewal by completing the customer service request form which you can access here: <https://support.savvas.com/support/s/customer-service-support-form>.

Technical support services are included with purchase of Savvas digital products eform: <https://support.savvas.com/support/s/k12-curriculum-support-form> phone: 1-800-848-9500

Professional Services: All paid services must be scheduled and delivered within twelve (12) months of the order date of those services. Any unused services expire at the end of such twelve (12) month period, unless otherwise specified in contract terms. MySavvasTraining, which provides online access to on-demand tutorials and interactive webinar sessions, is included with purchase of products (mySavvasTraining.com).

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &
RESOURCES COMMITTEE

e. TI-84 CE PLUS Calculators and charges - \$56,821.64

Edit response

Form 611

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

Your email (william-vitulli@esasd.net) was recorded when you submitted this form.

Untitled Section

Untitled Section

*TI-84
CALCULATOR*

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

vitulli

Untitled Title

Department *

c&i

Building *

admin

What service or item are requesting *

TI-84 Plus CE graphing calc & charging stations

Why are you requesting the service or item *

implement usage in 8th grade

Suggested replacement *

none

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

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

yes....multiple other prices obtained

What is the total cost of the purchase? *

\$56,821.64

Procurement Method: *

- Quote Received only one Proposal
- Request for Proposal (RFP)
- Bid

Other: multiple other providers checked

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? *

ESSERs III

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.

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[Report Abuse](#)

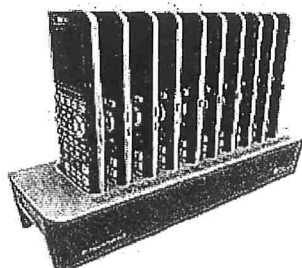
[Quoted text hidden]



Don't forget to checkout with Pay by Invoice - with no interest or fees.

Shopping Cart

Price



Texas Instruments TI 84 Plus CE Charging Station

\$89.14

In Stock
Shipped from: The Minerva Project
Gift options not available. Learn more

Qty: 1 | Delete | Save for later | Compare with similar Items | Share



Texas Instruments TI-84 Plus CE Color Graphing Calculator, Black

\$103.15

#1 Best Seller in Graphing Office Calculators
2K+ bought in past week
In Stock

✓prime & FREE Returns | This is a gift Learn more

Color: Black
Style: Single Pack

550 | Delete | Save for later | Compare with similar Items | Share

Subtotal (551 items): \$56,821.64

This order contains a gift

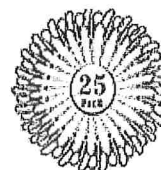
Proceed to checkout

Bulk savings to consider



Expo 81505 Block Eraser Dry Erase...
★★★★★ 151
\$26.24

✓prime
Add to Cart



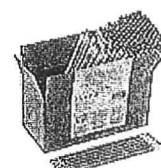
Scissors Bulk Set of 25-Pack, NiuTop 8"...
★★★★★ 7,386
\$20.39

✓prime
Add to Cart



ARTEZA Dry Erase Markers, Bulk Pack of...
★★★★★ 4,609
\$28.99

✓prime
Add to Cart



Amazon Basics Woodcased #2 Pencil...
★★★★★ 82,737
\$16.23

✓prime
Add to Cart

Subtotal (551 items): \$56,821.64

Your Items

No Items saved for later

Buy it again



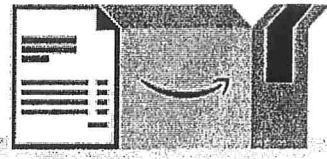
Sterilite 64 Qt./61 L Latching Box Clears, Quart, White, 6 Count

\$51.00

✓prime
Add to Cart

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &
RESOURCES COMMITTEE

f. Calculator Cases - \$9,344.50



Don't forget to checkout with Pay by Invoice - with no interest or fees.

Shopping Cart

Price



BOVKE Hard Graphing Calculator Case Compatible with Texas

\$16.99

50+ bought in past week
In Stock
✓prime & FREE Returns
 This is a gift Learn more
Color: A_Black

Save 5%
Clip Coupon

550 | Delete | Save for later |
Compare with similar items | Share

Subtotal (550 items): **\$9,344.50**

This order contains a gift

Proceed to checkout

Bulk savings to consider



Expo 81505 Block Eraser Dry Erase...
★★★★★ 151
\$26.24

✓prime
Add to Cart



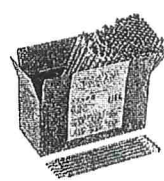
Scissors Bulk Set of 25-Pack, Niutop 8" ...
★★★★★ 7,386
\$20.39

✓prime
Add to Cart



ARTEZA Dry Erase Markers, Bulk Pack of...
★★★★★ 4,609
\$28.99

✓prime
Add to Cart

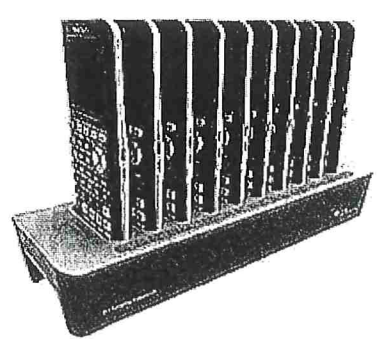


Amazon Basics Woodcased #2 Pencil...
★★★★★ 82,737
\$16.23

✓prime
Add to Cart

Your Items

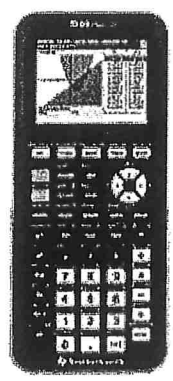
Saved for later (2 items) Buy it again



Texas Instruments TI 84 Plus CE Charging Station 84CEDs...
\$89.14

In Stock
Shipped from: The Minerva Project
Move to cart

Delete
Add to list
Compare with similar items



Texas Instruments TI-84 Plus CE Color Graphing Calculato...
\$103.15

#1 Best Seller in Graphing Office...
In Stock
✓prime & FREE Returns
Color: Black
Style: Single Pack
Move to cart

Delete

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &
RESOURCES COMMITTEE

g. Reveal Math Savings Update



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QUOTE PREPARED FOR:

East Stroudsburg Area Sch Dist
50 VINE ST
EAST STROUDSBURG, PA 18301-2150
ACCOUNT NUMBER: 410936

SUBSCRIPTION/DIGITAL CONTACT:

Tabitha Bradley
tabitha-bradley@esasd.org
(570) 424-8500

CONTACT:

Tabitha Bradley
tabitha-bradley@esasd.org
(570) 424-8500

SALES REP INFORMATION:

Lindsay Neath
lindsay.neath@mheducation.com

Section Summary	Value of All Materials	Free Materials	Product Subtotal
Student Materials	\$24,016.50	(\$24,016.50)	\$0.00
Game Kits	\$5,783.40	\$0.00	\$5,783.40
PRODUCT TOTAL *	\$29,799.90	(\$24,016.50)	\$5,783.40
ESTIMATED S&H**			\$462.67
ESTIMATED TAX**			TBD
GRAND TOTAL *			\$6,246.07

* Price firm for 45 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

**Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Comments:

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 06/08/2023

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 07/23/2023

QUOTE NUMBER: LNEAT-06072023091910-001

ACCOUNT #: 410936

PAGE #: 1



Because learning changes everything.®

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Student Materials					
REVEAL MATH STUDENT REDBIRD ARRIVE MATH BOOSTER 1 YR SUBSCRIPTION BUNDLE GRADE K	978-0-07-701284-7	90	\$42.87	\$3,858.30	*Free Materials
REVEAL MATH STUDENT REDBIRD ARRIVE MATH BOOSTER 1 YR SUBSCRIPTION BUNDLE GRADE 1	978-0-07-701287-8	90	\$42.87	\$3,858.30	*Free Materials
REVEAL MATH STUDENT REDBIRD ARRIVE MATH BOOSTER 1 YR SUBSCRIPTION BUNDLE GRADE 2	978-0-07-701288-5	90	\$42.87	\$3,858.30	*Free Materials
REVEAL MATH STUDENT ALEKS VIA ALEKS./ARRIVE MATH BOOSTER 1 YR SUB BUNDLE GRADE 3	978-1-26-438997-1	90	\$46.08	\$4,147.20	*Free Materials
REVEAL MATH STUDENT ALEKS VIA ALEKS./ARRIVE MATH BOOSTER 1 YR SUB BUNDLE GRADE 4	978-1-26-439000-7	90	\$46.08	\$4,147.20	*Free Materials
REVEAL MATH STUDENT ALEKS VIA ALEKS./ARRIVE MATH BOOSTER 1 YR SUB BUNDLE GRADE 5	978-1-26-439002-1	90	\$46.08	\$4,147.20	*Free Materials

Student Materials Subtotal: \$24,016.50 \$0.00

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
 Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 06/08/2023

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 07/23/2023

QUOTE NUMBER: LNEAT-06072023091910-001

ACCOUNT #: 410936

PAGE #: 2



Because learning changes everything.®

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Game Kits					
ARRIVE MATH CLASSROOM GAMES KIT GRADE K-8	978-0-07-686404-1	18	\$321.30	\$0.00	\$5,783.40
Game Kits Subtotal:				\$0.00	\$5,783.40

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 06/08/2023

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 07/23/2023

QUOTE NUMBER: LNEAT-06072023091910-001

ACCOUNT #: 410936

PAGE #: 3



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QUOTE PREPARED FOR:

East Stroudsburg Area Sch Dist
50 VINE ST
EAST STROUDSBURG, PA 18301-2150
ACCOUNT NUMBER: 410936

CONTACT:

Tabitha Bradley
tabitha-bradley@esasd.org
(570) 424-8500

VALUE OF ALL MATERIALS	\$29,799.90
FREE MATERIALS	(\$24,016.50)
PRODUCT TOTAL*	\$5,783.40
ESTIMATED SHIPPING & HANDLING**	\$462.67
ESTIMATED TAX**	TBD
GRAND TOTAL	\$6,246.07

SUBSCRIPTION/DIGITAL CONTACT:

Tabitha Bradley
tabitha-bradley@esasd.org
(570) 424-8500

Comments:

* Price firm for 45 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

**Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Terms of Service:

By placing an order for digital products (the 'Subscribed Materials'), the entity that this price quote has been prepared for ('Subscriber') agrees to be bound by the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. Subject to Subscriber's payment of the fees set out above, McGraw Hill LLC hereby grants to Subscriber a non-exclusive, non-transferable license to allow only the number of Authorized Users that corresponds to the quantity of Subscribed Materials set forth above to access and use the Subscribed Materials under the terms described in the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. The subscription term for the Subscribed Materials shall be as set forth in the Product Description above. If no subscription term is specified, the initial term shall be one (1) year from the date of this price quote (the 'Initial Subscription Term'), and thereafter the Subscriber shall renew for additional one (1) year terms (each a 'Subscription Renewal Term'), provided MHE has chosen to renew the subscription and has sent an invoice for such Subscription Renewal Term to Subscriber.

[Terms Of Service](#)

[Provisions required by Subscriber State law](#)

ATTENTION: In our effort to protect our customer's data, we will no longer store credit card data in any manner within in our system. Therefore, as of April 30, 2016 we will no longer accept credit card orders via email, fax, or mail/package delivery. Credit card orders may be placed over the phone by calling the number listed above or via our websites by visiting www.mheducation.com (or www.mhecoast2coast.com).

School Purchase Order Number: _____

Name of School Official (Please Print)

Signature of School Official

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 06/08/2023

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 07/23/2023

QUOTE NUMBER: LNEAT-06072023091910-001

ACCOUNT #: 410936

PAGE #: 4



Because learning changes everything.®

QUOTE PREPARED FOR:

East Stroudsburg Area Sch Dist
50 VINE ST
EAST STROUDSBURG, PA 18301-2150
ACCOUNT NUMBER: 410936

SUBSCRIPTION/DIGITAL CONTACT:

. WILLIAM VITULLI-CURRICULUM
william-vitulli@esasd.net
(570) 424-8500

CONTACT:

. WILLIAM VITULLI-CURRICULUM
william-vitulli@esasd.net
(570) 424-8500

SALES REP INFORMATION:

Lindsay Neath
lindsay.neath@mheducation.com

Section Summary	Value of All Materials	Free Materials	Product Subtotal
<u>Student Materials</u>	\$5,787.00	(\$5,787.00)	\$0.00
<u>Professional Development</u>	\$12,231.80	(\$3,500.00)	\$8,731.80
PRODUCT TOTAL*	\$18,018.80	(\$9,287.00)	\$8,731.80
ESTIMATED S&H**			\$0.00
ESTIMATED TAX**			TBD
GRAND TOTAL*			\$8,731.80

* Price firm for 45 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

**Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Comments:

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 06/08/2023

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 07/23/2023

QUOTE NUMBER: LNEAT-06072023092703-001

ACCOUNT #: 410936

PAGE #: 1



Because learning changes everything.®

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Student Materials					
REVEAL MATH COURSE 1 STUDENT DIGITAL 1 YEAR BUNDLE WITH ALEKS	978-0-07-695964-8	50	\$38.58	\$1,929.00	*Free Materials
REVEAL MATH COURSE 2 STUDENT DIGITAL 1 YEAR BUNDLE WITH ALEKS	978-0-07-695965-5	50	\$38.58	\$1,929.00	*Free Materials
REVEAL MATH COURSE 3 STUDENT DIGITAL 1 YR BUNDLE WITH ALEKS MY.	978-0-07-695966-2	50	\$38.58	\$1,929.00	*Free Materials
Student Materials Subtotal:				\$5,787.00	\$0.00

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Professional Development					
ALEKS/Redbird Full Day On Site PD	978-1-26-510212-8	3	\$2,910.60	\$0.00	\$8,731.80
Rfeveal Ongoing PD	TRN2001	1	\$3,500.00	\$3,500.00	*Free Materials
Professional Development Subtotal:				\$3,500.00	\$8,731.80

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QUOTE PREPARED FOR:

East Stroudsburg Area Sch Dist
50 VINE ST
EAST STROUDSBURG, PA 18301-2150
ACCOUNT NUMBER: 410936

CONTACT:

. WILLIAM VITULLI-CURRICULUM
william-vitulli@esasd.net
(570) 424-8500

VALUE OF ALL MATERIALS	\$18,018.80
FREE MATERIALS	(\$9,287.00)
PRODUCT TOTAL*	\$8,731.80
ESTIMATED SHIPPING & HANDLING**	\$0.00
ESTIMATED TAX**	TBD
GRAND TOTAL	\$8,731.80

SUBSCRIPTION/DIGITAL CONTACT:

. WILLIAM VITULLI-CURRICULUM
william-vitulli@esasd.net
(570) 424-8500

Comments:

* Price firm for 45 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

**Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Terms of Service:

By placing an order for digital products (the 'Subscribed Materials'), the entity that this price quote has been prepared for ('Subscriber') agrees to be bound by the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. Subject to Subscriber's payment of the fees set out above, McGraw Hill LLC hereby grants to Subscriber a non-exclusive, non-transferable license to allow only the number of Authorized Users that corresponds to the quantity of Subscribed Materials set forth above to access and use the Subscribed Materials under the terms described in the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. The subscription term for the Subscribed Materials shall be as set forth in the Product Description above. If no subscription term is specified, the initial term shall be one (1) year from the date of this price quote (the 'Initial Subscription Term'), and thereafter the Subscriber shall renew for additional one (1) year terms (each a 'Subscription Renewal Term'), provided MHE has chosen to renew the subscription and has sent an invoice for such Subscription Renewal Term to Subscriber.

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[Provisions required by Subscriber State law](#)

ATTENTION: In our effort to protect our customer's data, we will no longer store credit card data in any manner within in our system. Therefore, as of April 30, 2016 we will no longer accept credit card orders via email, fax, or mail/package delivery. Credit card orders may be placed over the phone by calling the number listed above or via our websites by visiting www.mheducation.com (or www.mhecoast2coast.com).

School Purchase Order Number: _____

Name of School Official (Please Print)

Signature of School Official

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