

**EAST STROUDSBURG AREA SCHOOL DISTRICT
BOARD OF EDUCATION
FINANCE COMMITTEE MEETING
February 12, 2024
Administration Center Board Room and Via Zoom
5:30 PM
Minutes**

I. The Chairperson, Rebecca Bear, called the Finance Committee meeting to order at 5:32 p.m. and led those present in the Pledge of Allegiance. Secretary, Patricia Rosado called the roll.

II. Board Committee Members Present: George Andrews, Rebecca Bear, Wayne Rohner and Richard Schlameuss.

Board Non-Committee Member Present via Zoom: Keith Karkut

III. School Personnel Present In Person: Brian Baddick, Peter Bard, Brian Borosh, Brad Fitzpatrick, Craig Long and Patricia Rosado.

School Personnel via Zoom: None

IV. Community Members In Person: Larry Dymond

Community Members via Zoom: None

V. Approval of Agenda and Minutes

RECOMMENDATION BY THE COMMITTEE:

Motion was made by George Andrews to approve the agenda for February 12, 2024, and with members of the Committee reserving the right to add to the agenda and take further action in the best interest of the District. Motion was seconded by Wayne Rohner and carried unanimously, 4-0. Mr. Peter Bard said I would like to make some changes to the agenda. I would like to remove letter a. under items for approval and letter a. under Property & Facilities recommendations, which is for the District Bottle Filling Stations. At your seats the Board members received a revised document which includes an updated quote from the Eastern Penn Supply Company. Since we cannot take the delivery of 76 units at one time, they will be dividing the delivery by 32 unites during the 2023/24 School Year and the remaining 44 units during the 2024/25 School Year to be purchased by the Capital Reserve.

RECOMMENDATION BY THE COMMITTEE:

Motion was made by George Andrews to approve the minutes of the January 16, 2024, Finance Committee meeting. Motion was seconded by Wayne Rohner and carried unanimously, 4-0.

Mr. Andrews said there was some discussion at last month's the Property & Facilities Committee meeting about a Science Playground. They recommended Resica and North schools but at the last Finance Committee we discussed having a science playground at Middle Smithfield Elementary. In the minutes that discussion appears on page 15. We had a very lengthy discussion about it. It was about three or four pages. I don't know where we go from here. Mrs. Bear said maybe we should advise them to look at our minutes. Mr. Andrews said I did not advise the Property & Facilities Committee this month because I didn't realize it since I am on both Committees. I think we need to let Administration know that the Property & Facilities will be comprising a committee for the Science Playground Feasibility Study. I believe it is up the Finance Committee and Property & Facilities to decide what they would like to do. Mr. Rohner said a motion to approve the Feasibility Study Committee will be placed on the February Board agenda so it can be discussed at that time by the full Board.

VI. Items for Approval:

- a. Mr. Bard asked that the following item be deleted from tonight's agenda.
~~Accept the donation of a sensory chair for the Autistic support classroom at Bushkill Elementary School (Donation from James and Nicole Johnson).~~
- b. Accept and approve the vendor(s) for fuel oil for the 2024-2025 school year as to be recommended by the Northampton/Monroe/Pike County Joint Purchasing Board and to be approved by the Colonial Intermediate Unit 20 Board of Directors at the February 2024 Regularly Scheduled Meeting. (Bid Opening February 28th at 11:00 A.M.).
Mr. Peter Bard said that the Joint Purchasing Board will be opening their bids at 11:00 a.m. on February 28th. I believe they have their Regularly scheduled meeting that evening. The IU Board will then vote to approve to accept them. This is for our heating oil purchase and any diesel fuel. Mr. Andrews asked do we currently use them. Mr. Bard said, yes, we currently use them. I am following the same process that we would normally do every December, but the Business Managers met and decided collectively to wait until February to go out to bid. The market was very high in December and since then it has gone down. Mr. Schlameuss asked does this include propane. Mr. Bard said it does not include propane. We went separately for propane. This is just for heating oil and for off road diesel fuel. This is the stuff that we use for the generators.
- c. Approve the administration to prepare bid specifications and the advertisement for lease of replacement of 25-30 seventy-two (72) passenger school buses for the 2024-2025 school year. (Budgeted in the 2024-2025 FY).
Mr. Bard said we spoke about this under Items for Discussion during the January Finance Committee meeting. If the Finance Committee approves this, it does not go on the Regular Board meeting agenda. I need the Committee's approval to put it out for bid specs. We will go for 25-30 buses initially to start the process going. This would be a quarter of the fleet in order to go out for the four-year replacement cycle. When the bids come back for the lease, we will bring back to the Finance Committee to vet the bids. We will then go through the formal process. This is similar to when the Property & Facilities Committee goes out to bid. Mr. Andrews asked if this would go back to the Property & Facilities Committee. Mr. Bard said this is for transportation and school buses. Mr. Andrews said they are school property. Mr. Bard said they are technically property, but this is being brought to the Finance

Committee because this is more of a finance budgetary item. It can go to the Property & Facilities Committee if you want it to. If Mr. Rohner wants it to, we can. Mrs. Bear said this is just going out to bid first. Mr. Bard said when the bids come back we can go to the Property & Facilities Committee if you want it that way. Mrs. Bear asked will the buses be propane again. Mr. Bard said yes, they are propane school buses lease. I will bring back the numbers. We will have comparable numbers from not only what the school bus companies bring but also from PFM and other bank companies. Mr. Andrews said will we also look to buy them. Mr. Bard said I can bring you back purchasing quotes if you want the purchase option to be placed in the bid specs. Mrs. Bear asked what is PFM's part in this. Mr. Bard said they are our Financial Advisors. They go out and bid out the cost. Mrs. Bear said I would like to see the breakdown of their costs that they are charging us to do this. The last time we did a bond and refinance with them, they had some extra costs within their proposal. Mr. Bard said I don't know what costs they would have for the leasing, but I can bring that back to the Committee. We can compare apples to apples. Mr. Baddick said to be clear this is a bid for leasing. We are not looking to purchase them. Mr. Schlameuss said these are not the bid specifications for the vehicles but a bid specification to lease them. Mr. Bard said the bid specification for the vehicles would be built into it. You would get the bid specs and the terms of what we would look for is to lease them with the dollar purchase option at the end. As I said we would buy each for the \$1 so we pay \$30 for 30 buses. We would then trade them in for releasing at the end and then get the actual cash value. Mr. Andrews said the bid specs would be for the buses and the leasing. Mr. Bard said yes. I would work with Mrs. Robins, Director of Transportation, to figure out what she needs for the buses. They would be the 2025 model. The new model is called Godzilla Engine now. We will put everything in the specs. We would put it out to all bus manufactures and companies. We are looking for the terms to be a lease option. Mrs. Bear asked will all the Zonar, cameras and all technical qualifications be built in. Mr. Bard and Mr. Baddick said all those items would be built in all specifications. Mr. Bard said all that will come back with the cost options. It would be with the option to buy the buses back for \$1. You can trade then back in for cash value with whatever the buses are worth at that time. Mrs. Bear asked would we be trading any buses in. Mr. Bard said yes. We would get the credit for the 25 to 30 buses. That would be part of the package. They would have to evaluate the trade. We would sell and trade those vehicles back and that would be part of the credit package. Mr. Schlameuss said I am wondering about the price of a bus. Would it make sense to put a bus on the Government bidding website or something similar. Instead of being a bid value, it would be someone coming in and evaluating them. Mr. Bard said you mean selling them to someone else. Mr. Schlameuss said we put it on Municibid (Online Government Auctions of Government Surplus). We should put at least one bus on there to see what the cost of one would be. Rather than flood the market, we can see how much we would get for one bus. Mr. Bard said we can try that. Mr. Schlameuss said that way you have another price evaluation compared to what the bus company comes in and says it's worth \$1,000 but in Municibid it would say \$15,000. Mr. Bard said we can definitely try that. I have sold items on Municibid before. We can try to sell as many and whatever is not sold we can trade them in. Mr. Schlameuss said I would not try putting them all on Municibid. I would try one first. Mrs. Bear said not all districts have propane buses right now. Mrs. Bear said my big concern is when we get the bid, I want to see the breakdown of the costs for the lease and the fees that we are being charged to engage with PFM. Mr. Bard said I have not problem with sharing that with you.

- d. Approve High Schools' TV Studio Upgrades - Visual Sound - \$348,904.67 - CoStars Contract #034-E22-167.

Mr. Andrews asked if this was bided out. Mrs. Bear said it is a costar item. Mr. Bard said this item was bided out. Mr. Andrews said this is probably for the middle schools because they have the TV stations. Mr. Schlameuss said I know that J. T. Lambert had an upgrade recently. Mr. Brian Borosh said the plan is to upgrade the high schools over the summer and to do the intermediate schools over next summer. Mr. Andrews asked does Lehman Intermediate also have a TV Studio. Mr. Borosh said Lehman Intermediate has a TV studio and so do two elementary schools. Mr. Andrews said I believe that Lehman was a little bit behind at one point. Mr. Borosh said that is correct; however, they are caught up. Middle Smithfield Elementary and East Stroudsburg Elementary also have a TV studio. Mrs. Bear asked are other elementary schools going to get one, too. Mr. Borosh said it started as a club and we are trying to build it out. We are trying to build capacity there. Mr. Andrews asked are the TV studios funded by the schools and students through fundraising or is it in the budget. Mr. Borosh said it is funded by the district. All of them are paid by the district. No fundraising is done. Both high schools are considerably old. The one at South was put in when the building was renovated in 2008. The one at North was retrofitted in 2009 or 2010. At this point, both are at the end of their useful life. Mrs. Bear said I have not seen the word camcorder in a while. Mr. Bard asked Mr. Borosh is this to replace both North and South High School Studios. Mr. Borosh said that is correct. Mr. Bard said I want to clarify because I believe I failed to mention that on the agenda. Mrs. Bear said it says it on the bidding. Mr. Rohner said I know that Mr. Karkut would like to participate on this matter during public participation. He made me aware earlier today that this is not the only company in CoStars that is in a position to provide us with a quote. Mr. Borosh said that is correct. There are dozens of companies. We went with this company because I went to the IU to a meeting along with other Directors of Technologies, and this company was there. They poled people in my similar position about what we are doing about renovating our TV studios. Since we have not done a TV Studio renovation in a while, they came to spec out what we need. Mr. Long is here. He teaches TV Studio at High School South, and he is also the Department Chair. They came and spoke to me and my counter partner. The company built their solution based on that information. We did not pay for any of this. Had we wanted to do a total bid, we would have had to engage D'Huy Engineering or some other engineer. This would have been stretched out for a year and a half. That is the nice part of building that relationship with that vendor. Mr. Rohner said I am going to let Mr. Karkut speak on this during public participation because this is his background. Mr. Borosh said that is fine.

- e. Verizon Backup Phone Circuit - \$10,027.80 annually. \$2,217.67 installation.

Mr. Borosh said as you recall, we are losing Frontier Service as of March 1st. That is the reason we had to buy a bunch of fire alarm and burglar alarm dialers, which are being installed this week. We are also losing the backup to our phone circuits. This is Verizon phone circuits to replace the backup one that we had with Frontier. Mr. Andrews said the phones were with Frontier. Mr. Borosh said they were all copper lines. Frontier resold Verizon lines. Basically, at this point Verizon is abandoning their copper plant of wires.

Any type of plain old telephone service copper wire that you had come into your house for dial tone, is not going to be copper anymore. If you want to continue it, it is going to be fiber now. Mr. Andrews said so we are not going to use Frontier any longer. Frontier was our backup circuit. We will be done with Frontier as of March 1st. The alarm dialers is a project that is being done this week. All the burglar and fire alarms dialers will now go over the network as opposed to phone lines. Mr. Andrews asked will all the alarms and phone go over the phone service. Mr. Borosh said, no. They will go over the internet. This is a secondary phone circuit. Our primary phone service was with Ironton Frontier. We always had a back up with Frontier. That is who we always had for years. Frontier is going away so we want to make sure that we have a back up phone circuit in the event that we lose service. Mr. Schlameuss asked what is this like. Mr. Borosh said it is like SIP. The bill cost is minimum because they already had the fiber on the pole where it would come in and out from, which is out front. Mr. Andrews said it would cost about \$835. Mr. Borosh said it would be \$835.65 a month. Mr. Borosh said I believe what we were spending with Frontier was close to \$20,000 a year, because we had all various lines going to all of the schools. Mrs. Bear said so we are saving on this. Mr. Borosh said we are saving substantially. Mr. Bard said the cost was \$20,000 a year and this one would be \$10,000.

VII. Recommendations by the Property & Facilities Committee

- a. District Bottle Filling Stations - Eastern Penn Supply Co. (EPSCO) \$99,350.00 (Capital Reserve).

Mrs. Bear said bottle filling stations will be delivered with as a split. Thirty-two units will be delivered in February and 44 units will be delivered in July. What schools are getting these? Mr. Bard said I believe all of the schools are getting them. It says district bottle filling stations. All schools will be getting them. Mr. Andrews asked are they the same as the one they have here in the Administration Center. Mr. Bard said yes It is the same as the one we have here in Administration. Mrs. Bear asked is the water filtered. Mr. Bard said yes. Mrs. Bear said I know there is an issue at Resica Elementary regarding the water being brown. Mr. Bard said all of the stations are filtered. We just don't have the ability to store big boxes anywhere. Mr. Romagno said he can store 32 of them. Once they are done, he can get the remaining 44 units. They will be completed before the beginning of the next school year. Mrs. Bear said how are we prioritizing which school get which. Mr. Bard said I would have to ask Mr. Romagno that question. I can text him to see if he can give me the answer to your question. Mr. Schlameuss said I would imagine they would just be replacing one for one water fountains. Mr. Rohner asked what water bottles are we filling. Mr. Baddick said they can fill any container that holds water. You can see in the station that we have here. There is a gap for them to fill a water bottle. Mr. Rohner said the reason I am bringing this up is because I am hearing that our students are using frozen water, bringing it to school and using it as a weapon. I would like to know what the district is going to do about that. Why would the district encourage this? Mr. Schlameuss said I do not have any response to that. What I can say is that my kids bring in water bottle filled with water, and they drink it throughout the day and so do most kids. If you are going to say that you cannot bring water bottles to school, I am going to have a problem with that. Mr. Bard said we have a progressive

discipline policy that would address the students on a per-case basis for students that would use a frozen water bottle as a weapon. I would imagine that is how we would address it. I don't think a blanket policy to disallow students from bringing water bottles to school would be an appropriate idea for this situation. Mr. Baddick said I have been handling all of the pre-expulsion meetings and have been doing them since the beginning of this school year. I have not handled any expulsion for that type of behavior, using a frozen water bottle as a weapon. Mr. Rohner said I heard last week that up North that a fight included someone using a frozen water bottle as a weapon. Mr. Andrews asked at what school is this happening. Mr. Rohner said it is occurring at H.S. North. Mrs. Bear said I heard that there was a fight at North every day last week. Mr. Rohner said if that is the case, my question is what are we going to do as a district to address the violence issue at the North Campus. Mr. Baddick said we are not aware of any violence issue involving a frozen water bottle there right now. Again, I do all of the pre-expulsions and expulsions. I have not dealt with any issues of this nature. Mr. Rohner said there seems to be a trend with all of the fights at North. Would you agree with that? I am getting video footage and that is why I am bringing this issue to you. Now we are encouraging students that are bringing water bottles. Mr. Baddick said I do not believe this is the case in the schools. Mr. Schlameuss said the better question is what can the communities, Lehman and Middle Smithfield do to help foster better relations between the kids. Most of the time that these kids see each other are in the schools. They do not have a way, if you have an issue with someone, to go downtown and meet to hash it out. You have one kid in one area and then another that is five miles away. My point is the district is the only time that these kids see each other. What do we need to do to change the culture in those schools. That is the better question to ask at a different time than asking about water bottle. Mr. Rohner said I just want to get it out there that water bottles are being used as a weapon. Now that I am aware of it, I am seeing that we are putting in more water stations. I am not opposed to it. Mrs. Bear said both high schools already have them. Now they are going to put them in other schools. Mr. Baddick said, again, we are not disciplining or expelling students for using frozen water bottles as weapons. Mr. Schlameuss and Mrs. Bear said you may have not heard about it yet. Mr. Rohner said I may have a better source of information than you have. Mrs. Bear said it has not made it down to Central Administration yet.

- b. ESE and MSE Flooring Bid Results - Cope Commercial Flooring - \$969,321.00 (Capital Reserve).

Mrs. Bear asked are we replacing floors again. Mr. Andrews said these are for the last two remaining buildings that need them done. Mr. Bard said these are the last two schools on the list. This was the lowest responsible bidder. I was at the bid opening.

- c. North Campus Generator Bid Results - Albarell Electric Inc - \$114,255.00 (Capital Reserve).

Mr. Bard said this is to reward the lowest responsible bidder for what we are looking for, Albarell Electric for the North Campus Generator. Mr. Schlameuss asked is this to replace it or repair it. Mr. Bard said it is a replacement. Mr. Bard said it was an apple to apple replacement. I believe this one has the backup option that they were

looking for. There was an ice storm that knocked off power for an extended period of time at North. This has the backup that allows the generator to run for an extended period of time. It would keep the building up and running longer. It would be in the best interest of the district to go with this option. It was a propane add on. Mr. Schlameuss asked is it dual fuel. Mr. Bard said it is diesel and propane. There is a switch if it runs out of diesel. Mr. Schlameuss said it is for the lights and stuff like that. Mr. Bard said this was done in the dual way in case, they cannot get diesel up North. Mr. Rohner said it was done in case diesel was an issue.

- d. HSS Stadium Stall Wall Replacement - Robert Brooke and Associates - \$11,880.00 (Capital Reserve).

Mr. Schlameuss asked is this in the Women's area. Mr. Bard said it is for both.

- e. Replace/Install Kitchen Cylinder Tanks at HSN/JTL/BES/MSE - Keystone - \$6,250.00 (General Fund).

- f. 6-Year Maintenance/Hydrotesting/Replace Fire Extinguishers at LIS/BES/HSN/HSS/JMH/MSE/RES/SME/JTL - Keystone - \$23,592.95 (General Fund).

Mrs. Bear asked why is East Stroudsburg Elementary not being done. Mr. Bard said I believe East Stroudsburg Elementary was done separately.

I asked about this one and I guess they are not in the six-year maintenance cycle.

- g. 500 Graduation Chairs - EventStable - \$9,047.90 (General Fund).

Mrs. Bear asked are these chairs going to be used at North and South so that we no longer have to rent them from the Sherman Theater. Mr. Andrews said we have 500 chairs and need a total of 1,500 chairs. After this 500 we would need to buy 500 more. Mrs. Bear asked do we have all of the sound systems now. Mr. Baddick said we are self-sustained. Mrs. Bear said are we ready whether it is an inside or outside graduation. Mr. Baddick said yes.

- h. Current Project List

VIII. Recommendations by the Education Programs & Resources Committee

None

IX. Public Participation - Limited to Items of Discussion or Approval

- A. Mr. Keith Karkut said I hope I have more than three minutes because I have several comments and or questions. Number one, the generator up North is not for the school. It is for the water tower. We were told it is for the technology backup and it is not a dual system. We have to pick either gas or propane. We are going with propane because it lasts longer. The diesel can only last so many hours. Mr. Bard said you are right we can go longer with propane, and it is cheaper. It is not interchangeable. If we

run out of propane, we cannot automatically use diesel. Number two, my question with the buses was I thought we purchased the buses but now we are going back to a rental program on our buses. I will talk more about that at a later meeting. Number three, the big thing I want to talk about was the bid for the TV Studios. Just because it is CoStars and I understand what Mr. Borosh said that we have a relationship with this company but there are other companies in Pennsylvania. You can call them, and they will come out and give you a spec on the bid. I did my research on this project. If you look at this project, it has about \$160,000 worth of labor and installation as well as delivery charges and everything else. It is only about \$100,000 worth of equipment. I have questions about the equipment. The equipment is not industry standard. JVC Cameras are very cheap. Their prices are way overpriced. You can spec these products on Amazon cheaper than what they are offering us. They are offering us tens of thousands dollars more than what we can get them. I don't think it is the greatest equipment that we need. I understand the teacher is here and I apologize if I am overstepping the teacher's research, but an 810 mini JVC cameras is not industry standard right now. There is Sony and other switchers you can get that are better for the kids, I believe, to learn and have a longer range. The big concern is \$70,000 per building just for installation. That is crazy. That is \$140,000 and almost \$160,000 with all of the other charges. This is something to think about. There is a company AVT that is out of the Harrisburg area that recently worked with ESU redoing their studio. ESU went with AVT versus the current company that we are talking about. ESU used this company and AVT did it very economically. I know this for a fact. I would just like us to look at another company as an option. Get a second bid and they are also a CoStar company. Just because a company is CoStars does not mean that we are getting the best bid. Mrs. Bear said to clarify on your comment about the buses, we are getting bids to purchase and lease them to see what is most cost effective. Mr. Karkut said I appreciate what you are doing as far as checking. I hope we get a price on what PFM will charge us before we actually get them to do any work so that we don't have to owe them any money if we can get a different option. I appreciate you looking into that to help with saving some money. Mr. Bard said PFM is our Public Financing Advisor. Mr. Karkut said I understand that Mr. Bard but we have had them for years since I was on the Board two other times. I've questioned their charges ten plus years ago. I don't always think they are the best price. I think we can get it and I agree with Mrs. Bear, to get their price structure and see what they are charging us to do the investigating. I think their prices are a little much and that is my point. Mr. Bard said I understand.

- B. Mr. Larry Dymond said with reference to the generators at North, what is being replaced. There are several generators already there. Mr. Rohner said it is the water tower. Mr. Karkut said it is by the water tower. Mr. Dymond said you do not need a generator anywhere near that big to run the water tower. Mr. Karkut said Mr. Dymond I can talk to you later, but it is not just the water tower. There are other things as well. Mr. Dymond said we need a list on what is on the circuit. This makes no sense at all. I think you need to table this and get some more paperwork. You need to know how many amps are running through it, etc. The other thing is I want to find out the burn rate on it. You would want to have the power run on it for two full days or something.

You can then do the calculations and to put in propane tanks. Mr. Andrews said I believe Josh Grice did this and has the information. Mr. Dymond said I would like to see that because I get phone calls all the time even though I am retired. It is unbelievable that 99 percent of the people that call me are moaning and groaning that they got a \$10,000 generator and it only ran 13 hours, and the tank was empty. The companies that get the job cut back on the bank. Most of these people have no clue, and the generator is running 3 or 4 gallons an hour. We need the real spec sheets for all the stuff. Mr. Andrews said Mr. Grice has all of the information. We went with propane and went with the \$114,000 total price verses the \$80,000 or something like that. Mr. Rohner said I don't have that information. You, Mr. Dymond, were at the Property and Facilities Committee meeting. Mr. Andrews said we received a sheet of paper with the three bids that were submitted. We rely on Mr. Grice since he is the Engineer. Mr. Dymond said someone needs to sit down and do the calculations because when we had a power outage at North, we rented a big generator on a trailer and set it up and it ran it day and night for X many weeks. That was just a total mess. Mr. Schlameuss said but we needed to because that generator that was there was not for the whole building. Mr. Dymond said that is right. What I am saying is that when the building was down, we had something big moved in on a trailer and we paid a fortune for it. Mr. Schlameuss said the point is that the generator that they are looking to replace has nothing to do with the school. Mr. Dymond said each time you take an endeavor, it comes back to hurt us at some point. Mr. Rohner said I spoke to Daryle Miller, and he said we have specs, and the components indicate on the drawing the specifics.

Mr. Andrews asked Mr. Long if he would like to talk about the TV studio upgrade. Mrs. Bear said would you like to add anything to what Mr. Karkut said. Mr. Long said from a teaching standpoint, I believe it has been 15 or 16 years, when we built this building, when the TV studio was built. We have taken good care of it, and it still works. It is just very antiquated, and we are kind of patching it together. You have to switch the light board on and off about three times and maybe it works. It usually does but we have taken good care of the equipment. It has seen its end of life for South and North as well. North's equipment was patched up a bit about 5 or 6 years ago, but their equipment is kind of limping through. The kids can get experience but not a real experience. In my mind, it would definitely help us if we could get some new equipment. I guarantee that the kids would love it because they love it now. It could open up more opportunities for other things that we could do with the studio. I think with the equipment that we are actually looking to get; it seems like it is an okay deal. I believe it is fine. I believe the three cameras that we are looking to get can be used remotely. Mr. Borosh you can correct me on this. Not only can you be in the studio, as we do our live broadcast show, which we do every single morning for High School South, South Side Live, you can also search it up on the stream on YouTube. You can watch it any time of the day. The opportunities are going to be a little bit better. We are going to have two cameras. One camera we can move throughout the school to do live interviews and still go within our broadcast time. It is going to open up a lot more opportunities that will benefit the district and the students. Mrs. Bear said can you clarify what Mr. Karkut had mentioned about he company versus the one that ESU

used. Did you compare the two or was it just because you met them? Mr. Long said I have not done any research further than what Mr. Borosh's team put together and then came to us. I have not looked at another company. I figured it was on the CoStars list; therefore, a State contract and assumed it was okay. The JVC cameras, I think, they are fine. We do not need anything really great. As long as they work, they are good. These are students working with the equipment. Sometimes things do break. This company was very good. When they came in they knew what they were talking about. Mr. Schlameuss asked when they come in and they install it, you don't have to do the work. They come in and do all of the work. You just show up on day one and everything is set up in place. Mr. Long said I believe they also do 40 hours of training which is built into the price for North and South. I personally would not have to set up anything. It would all be done by the company. Mr. Schlameuss said the technicians who are experienced in this line of work would come in and do the work, install and train. Mr. Schlameuss said we could go to Amazon and buy these four cameras and other things, but you would not receive any other assistance. Mr. Karkut said my point about Amazon was just for the equipment itself. I was not referencing the \$70,000 they are charging to install the equipment. With all due respect, I want to give the kids what is best for them, that it will last longer and practical in the long range so if they want to go on to future things, we can get it for less and better than what they are offering us. I believe it is best to put it out to at least another company. I am sure the other company that handles ESU would gladly come in and look at it and give us a price. They did it for ESU and they saved ESU a lot of money. They are also a CoStar company. That was my only point. To Mr. Long, I want what is best for the kids and the school district. I also want what is best financially for the taxpayers. That is the only reason that I am bringing it up. Mrs. Bear said Mr. Karkut would like another CoStar bid. Mr. Schlameuss said we can have another CoStar company come in and look at the whole thing. To Mr. Borosh's point, he stated that he met with other folks that have worked with this company and provided the information of what was needed and can get things done in a timely period. They are responsive and responsible to get the work done. Mr. Borosh is saying this company is what we want because we want to get this ready for installation by next fall. I am not saying that the company that Mr. Karkut mentioned, AVT, cannot do this either but at what time. Mrs. Bears and Mr. Schlameuss said we are not experts on this. Mr. Karkut said I know they are doing a major install at ESU right now. I am sure that they would be able to come over and look at ours. I want what is best for the district. My whole point is just because a company is a CoStars approved company, does not mean that they are always the lowest price. We have to be fiscally responsible to take the lowest and best bid for our district. Just because it is CoStars does not mean that we do not have to do our due diligence to check out other pricing. Mr. Schlameuss said you're absolutely correct. Mr. Karkut said recently in other meetings, it is said it is CoStars so we will just pay for it. This is a prime example where I did a little research on the side and found out we could save thousands of dollars. I am talking tens of thousands of dollars on this install and even get the same equipment with another CoStars company. That is all that I am asking us to do is to check another company and see what they can provide us. They are at ESU right now and work with them quit a bit. We tend to work with ESU on a lot of other projects so maybe we should talk to ESU

and ask how happy are you with AVT. Mr. Schlameuss said if the bid comes back to about the same amount. Mr. Karkut said I guarantee it won't. Mr. Schlameuss asked what are you doing to secure that guarantee. Mr. Karkut said I am looking at what they are offering. Looking at what the company is offering us and although it is great equipment, there is probably about \$80,000 marked up on what you could get through other suppliers online right now. Mr. Schlameuss said you can, but they are not going to come and install it and do the training. Mr. Karkut said that price has nothing to do with the installation. If you look at the bid, they are charging in excess of \$100,000 just for the equipment and they are charging in excess of \$160,000 to install. That is a lot of money. Mr. Schlameuss said my question is do you want our committee to say to Mr. Borosh, give AVT a call to see what they would consider doing. Is that reasonable Mr. Borosh? Mr. Borosh said yes. Mr. Karkut said I can reach out to Mr. Borosh tomorrow and give him the name of the company. We can then talk. I just want what is best for the school, kids and taxpayers. Mr. Borosh said if it is your desire, I can get another quote. Mr. Karkut said I do not mean to undermine you on this. Mr. Borosh said the committee can tell me what they would like me to do. I will gladly do what you want. If you want to get Mr. Grice involved and get an engineer to look at it. Mrs. Bear and committee members said we do not need an engineer. Mr. Karkut said we do not need an engineer. The company will come in and give you a bid the same way the other company did. Mr. Borosh said I am directing my comments to the committee members now. Thank you. Mr. Karkut said I am a Board member also. I will leave now. Mr. Schlameuss said it would make sense for AVT to come in to see if they come back the same or very similar. We will just have to wait for a while. Mr. Baddick said I would like to thank our staff member for coming in and taking the time to be here and for the time that Mr. Borosh and his staff put into this with the students' feedback. I believe getting staff input is really important as we move forward. I know this program is looking to be competitive. Mr. Borosh and his team are very thorough in what they do. We have an expert in house. Our staff are doing this for our students, and it is supported by Mr. Borosh and his team of experts.

X. Advisory Recommendations for Consideration by the Board of Education

1.

RECOMMENDATION BY THE COMMITTEE:

Motion was made by Wayne Rohner to recommend that the Board Accept and approve the vendor(s) for fuel oil for the 2024-2025 school year as to be recommended by the Northampton/Monroe/Pike County Joint Purchasing Board and to be approved by the Colonial Intermediate Unit 20 Board of Directors at the February 2024 Regularly Scheduled Meeting. (Bid Opening February 28th at 11:00 A.M.). Motion was seconded by George Andrews and carried unanimously, 4-0.

2.

RECOMMENDATION BY THE COMMITTEE:

Motion was made by George Andrews to approve the administration to prepare bid specifications and advertisement for lease of replacement of 25-30 seventy-two (72) passenger school buses for the 2024-2025 school year. (Budgeted in the 2024-2025 FY). Motion was seconded by Wayne Rohner and carried unanimously, 4-0.

Mrs. Bear said this motion is to prepare the bus specs. Mr. Andrews said we also want to include the one bus on Muni Bid. Mr. Bard said we do not have to include it in the motion. That will be part of the bid specs that I design. I will make sure that there are two options included. Option A for purchase and Option B for leasing or vice versa. Mr. Rohner said are we going to include the changes in the motion. Mr. Schlameuss said the changes will be reflected in the bid specs.

3.

RECOMMENDATION BY THE COMMITTEE:

Motion was made by George Andrews to recommend for approval the Verizon Backup Phone Circuit - \$10,027.80 annually. \$2,217.67 installation. Motion was seconded by Wayne Rohner and carried unanimously, 4-0.

4.

RECOMMENDATION BY THE COMMITTEE:

Motion was made by Wayne Rohner to recommend that the Board consider for approval the following items, which were recommended by the Property & Facilities Committee. Motion was seconded by George Andrews and carried unanimously, 3-0.

- a. District Bottle Filling Stations - Eastern Penn Supply Co. (EPSCO) \$99,350.00 (Capital Reserve) with amended information
 - i. 32 Units in February 2024 at a cost of \$47,600.00
 - ii. 44 Units in July 2024 at a cost of \$51,750.00
- b. ESE and MSE Flooring Bid Results - Cope Commercial Flooring - \$969,321.00 (Capital Reserve).
- c. North Campus Generator Bid Results - Albarell Electric Inc - \$114,255.00 (Capital Reserve).
- d. HSS Stadium Stall Wall Replacement - Robert Brooke and Associates - \$11,880.00 (Capital Reserve).
- e. Replace/Install Kitchen Cylinder Tanks at HSN/JTL/BES/MSE - Keystone - \$6,250.00 (General Fund).
- f. 6-Year Maintenance/Hydrotesting/Replace Fire Extinguishers at LIS/BES/HSN/HSS/JMH/MSE/RES/SME/JTL - Keystone - \$23,592.95 (General Fund).
- g. 500 Graduation Chairs - EventStable - \$9,047.90 (General Fund).

5.

RECOMMENDATION BY THE COMMITTEE:

Motion was made by Richard Schlameuss to postpone the approval of High Schools' TV Studio Upgrades - Visual Sound - \$348,904.67 - CoStars Contract #034-E22-167 for the purposes of seeking another vendor that may have the same equipment at a lower price. If a lower vendor is obtained in time for the February 26, 2024 Regular School Board meeting, it can be placed on the agenda for consideration and approval by the Board. Motion was seconded by Wayne Rohner and carried unanimously, 4-0.

Mr. Rohner said I have no problem with getting a second CoStars vendor to hopefully get a better price. Mrs. Rebecca said it needs to include the same service that they are getting from the first quote. What is important to me is that Mr. Borosh is happy with the service and installation because they are the ones that have to use it and comfortable with it. Mr. Borosh, if you do not mind please contact the other company and compare apples to apples. Let us know which one is better for you. Mr. Schlameuss said I would also recommend going back to Visual Sound and letting them know that we are going to look at another company. Ask them to look at their numbers again. They may come up with something else. Mrs. Bear said give them that option since you do like them. Mrs. Bear asked when will the installation occur. Mr. Brian said the goal is to get the price quote assigned. March will also work to get it approved. Mr. Rohner asked Mr. Borosh are you looking to get this in the 2024-25 budget. Mr. Borosh said yes. We do not get billed until the work is done. We are probably looking at August. Mr. Bard said the Committee should look to table this motion. Mr. Schlameuss said we will postpone this action. If you have this information for the Board meeting, you can bring it back then. Mr. Bard asked Mr. Borosh is he will have this item for the Board meeting. Mr. Brian said it would depend on when AVT can come and meet with them.

XI. Next Meeting - March 11, 2024, at 5:30 PM – Administration Center – Board Room & Via Zoom

Mr. Schlameuss said he will not be able to attend the March meeting.

RECOMMENDATION BY THE COMMITTEE:

Motion was made by Wayne Rohner to adjourn. Motion was seconded by George Andrews and carried unanimously, 4-0.

XII. Adjournment: 6:30 p.m.

Respectfully submitted,
Patricia L. Rosado
Board Secretary