

V. ITEMS FOR DISCUSSION

- a. Food Services Bid Results

Bread Bid

An Overview – May 14, 2018

Number of bids sent to vendors: 3

Number of respondents: 3

Bid process:

- Developed Bid for School Year 2018 – 19 using velocity reports. These reports were supplied by SY 17-18 approved vendor
- Advertised bid in the Pocono Record
- Advertised bid on the school district web site
- Sent bid to previous vendors by US postal service and electronically

Bid opening:

- April 4, 2018
- Bid was opened in the presence of Marisela Horton (Business Office) Martha Determan (Food Services), and Paul Schmid (Food Services)

Contract Awards:

- Rockland Bakery

Companies that Bid and Bid Value:

- Rockland Bakery (\$42,671)
- Morabito Bakery (\$52,128)
- Bimbo Bakery (\$63,740)

Name of PA companies:

- Morabito Bakery (Bakery – Norristown, PA)
- Rockland (Distribution Center – Stroudsburg)

Bread Bid

An Overview – May 14, 2018

Financial Results:

- Total 18-19 Contract Value: \$42,671
- Total 17-18 contract value: \$42,667
- Total increase over 17-18: \$ 4
- Percent increase over 17-18: 0%

Food and Supply Bid

An Overview – May 14, 2018

Number of bids sent to vendors: 13

Number of respondents: 7

Bid process:

- Developed Bid for School Year 2018 – 19 using velocity reports. These reports were supplied by SY 17-18 approved vendors
- Advertised bid in the Pocono Record
- Advertised bid on the school district web site
- Sent bid to previous vendors by US postal service and electronically

Bid opening:

- March 16, 2018
- Bid was opened in the presence of Marisela Horton (Business Office) Martha Determan (Food Services), and Paul Schmid (Food Services)

Contract Awards:

- Reinhart (main distributor)
- Pocono Pro (main distributor)
- Nardone Brothers (pizza)
- Kasa Foods (pizza)
- RC Finer Foods (soup bases)
- Mullen's (chicken)
- Pocono Dairies (milk, juice and yogurt)

Food and Supply Bid

An Overview – May 14, 2018

Company that did not qualify or Bid:

- US Foods Allentown (main distributor) (did not bid)
- Feesers Foods (main distributor) (did not bid)
- Sysco Foods (main distributor) (did not bid)
- Service First (specialized distributor) (did not bid)
- Barry Foods (chicken) (did not bid)
- Karetas Foods (did not qualify due to number of accepted prices and minimum delivery requirements)

Name of PA companies:

- Nardone Brothers (pizza)
- Kasa Foods (pizza)
- Pocono Pro (food and supply);
- Pocono Dairy (milk and juice)
- Maid Rite Meats (Beef products)

Financial Results:

- Total 18-19 Contract Value: \$1,033,500
- Total 17-18 contract value: \$1,013,300
- Total increase over 17-18: \$ 20,200
- Percent increase over 17-18: 1.99%

V. ITEMS FOR DISCUSSION

b. ESS Substitute Staffing



Building a Strategic, Customized Substitute Staffing Partnership with

EAST STROUDSBURG AREA SCHOOL DISTRICT

COST CONTAINMENT, RESOURCE ALLOCATION, IMPROVED PERFORMANCE

May 14, 2018

Introductions

Andrew Hall, Executive Vice President for Operations

Chris Jones, Regional Vice President of Sales



ESS Solution – A Strategic Partnership

- Comprehensive management of ESASD substitute teacher staffing program
- Cost reduction and containment – Higher fill rates - Administrative time savings.
- Based on 80% fill rate (ESASD '16-'17 actual) projected \$45,000 savings
- Target 90% fill rate, still savings over current cost (reduction of teacher class coverage costs)
- Execute detailed transition plan – retain/onboard current substitutes, collaborate/communicate with central and building administration, establish customized recruiting plan
- Recruiting: In-district events, community focused & county wide, colleges & universities, online job boards, social media, continuous
- Comprehensive substitute training and support
- Enhance integration of Frontline technology to manage program, forecast, trends, attendance tracking, reporting, plan for peak demand days – anticipate, schedule subs in advance

East Stroudsburg Area School District's Management Team

COO
Steve Gritzuk

Executive VP
Andy Hall

Corporate Team Cherry Hill, NJ

Client Engagement
Phil Engle

Employee Engagement
Emily Schiller

Compliance
Jamie Guenther

Recruitment
Liz McLeod

Training
Jim Wasser

Finance
John DeVall

Human Resources
Bernie Decker

Technology
Steve Erickson

Regional Team

Regional Manager
Dominic Feola

Recruiter
Maureen Iskra

HR Specialist
Megan Steelman

PA Operations Team

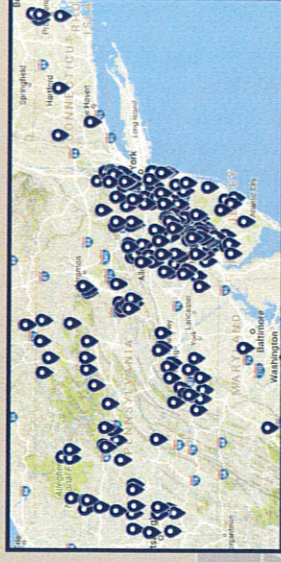
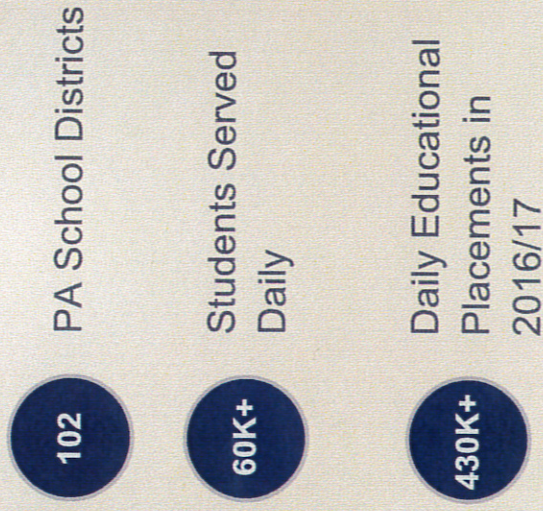
Kristine Pavel
Operations Manager

Applicant Specialist
Rebecca Wurzbacher

Recruitment Specialist
Steven Sauselein

Act 168 Coordinator
Kevin Deakins

Pennsylvania Statewide Presence – Market Leader



Thank you!

Questions?





Presented To



**East Stroudsburg Area School
District**

April 30, 2018

Substitute Staffing Services

Presented By



**Chris Jones
Regional Vice President of Sales
508.680.3442
CJones@ESS.com**



April 30, 2018

Mr. Jeff Bader
Chief Financial Officer
East Stroudsburg Area School District
50 Vine St.
East Stroudsburg, PA 18301

Dear Mr. Bader,

On behalf of the entire ESS management team, we would like to thank you for the opportunity to submit our proposal for Substitute Teacher, Paraprofessional, and Support Staffing at East Stroudsburg Area School District. We are excited to earn an opportunity to become East Stroudsburg Area School District's strategic partner in this mission-critical area.

ESS is a full-service and integrated educational management company designed to relieve school districts of the administrative burdens of recruiting, training, scheduling, managing, and retaining substitute teachers, paraprofessionals, and support staff. This comprehensive, cost effective service model allows the district to concentrate on its core objective: providing students with a quality education.

Below are a few key reasons that a partnership with ESS is the best solution for your near and long-term needs:

- A comprehensive transition plan that will ***ensure our customized program is efficiently implemented, retaining all current East Stroudsburg Area School District Substitutes (District Originals) so they continue working in the district.***
- ***Proactive and continuous recruitment of substitute personnel*** from the local area in unique ways to identify and attract high quality substitute staff members, growing the East Stroudsburg Area School District substitute pool to the optimal level that ensures target fill rates
- ***Hands on daily management of East Stroudsburg Area School Districts substitute staff program*** by our experienced regional team of experts, in direct collaboration with district and school administration
- **Training and support of substitute staff** so that every substitute is fully prepared for each assignment. ESS will manage all staff training including guest teacher certification when required.

The ESS advantages are directly related to our decades of education services leadership, management experience and expertise, a commitment to investing in people and systems to ensure continual improvement of the classroom experience, and a willingness to do things differently to provide creative, effective staffing solutions.

Today, over 225 school districts in Pennsylvania and New Jersey alone rely upon ESS for a turnkey solution to their substitute staffing challenges, and we hope that by way of this quality driven and cost-effective program offer, you will choose to allow us to provide this same service to East Stroudsburg Area School District. We look forward to the prospect of working with you and your team and are pleased to present our proposal for your review. Thank you again for this outstanding opportunity.

Sincerely,

Chris Jones, Regional Vice President of Sales
CJones@ESS.com
508.680.3442

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ESS Pricing

Executive Summary

The Advantages of Partnering with ESS

Like many school districts across the country, East Stroudsburg Area School District invests significant financial resources, administrative effort and time into the district's substitute teacher, paraprofessional and support position staffing program. These resources are invaluable and ESS understands that your district would benefit greatly from being able to channel these resources out of the substitute program and into other important endeavors. Not only will ESS relieve East Stroudsburg Area School District of significant costs and burdens associated with your substitute program, our partnership also will create key synergies, elevating your programs to new levels of success. Consider the following advantages of transitioning from your current program to the ESS solution:

Dedicated Local Support Staff

East Stroudsburg Area School District will be provided a dedicated local management team that manages all facets of the substitute program for you and ensures the success of our partnership. **Our dedicated team will be responsible for day to day, hands on management, recruiting, hiring, training of the employee pool, communicating with principals, and daily placements within East Stroudsburg Area School District.** These team members, including a regional vice president, regional manager, recruiter, applicant specialist, and long-term recruitment specialist, offer daily accountability and personalized program management. As a regular presence in your schools, this team will develop an intimate understanding of the unique needs of your schools, staff, and students. As your partner, **ESS absorbs your district's time-consuming administrative tasks** related to employee placement and management. Our team handles all recruiting, credentialing, training, job placement, employee support, and any other tasks associated with the substitutes working in your schools.

Comprehensive Training & Guest Teacher Certification Program

ESS understands the importance of thoroughly training each and every substitute before they begin working with your students. **Our education training experts have developed industry-leading training programs, complete with in-person training seminars for each position, extensive online training reinforcements, and ongoing training initiatives throughout the year. Employees are also provided ESS' own training guide for their unique positions.** These training programs are customized to your district's preferences so you can always be sure your substitutes are trained to your district's exact specifications. In addition to employee training, ESS will manage all guest teacher certifications required for East Stroudsburg Area School District.

Data Analysis Software, Absence Management System, and Timekeeping

East Stroudsburg Area School District's current absence management program will be fully managed by ESS. This includes Frontline Education's Absence Management and Time & Attendance systems. Our ability to customize our technology to best fit the needs of your school district sets us apart from our competition. The advanced technology suite that ESS provides to your district allows for a comprehensive analysis of your substitute program's data. With almost limitless reporting capabilities and data metrics, we will be able to analyze trends in district absences, forecast district needs, and provide your administration with peerless insight into the performance of the programs in your schools. Principals, as well as teachers, will be able to establish preferred substitute lists that allow them initial feedback into the substitutes entering their classrooms. Absence Management coupled with our Time & Attendance timekeeping program, will eliminate any unnecessary front office paperwork, ensure accuracy, and streamline your reporting.

Proven Hiring and Recruiting Practices

It is our goal to contact, recruit, and hire every current East Stroudsburg Area School District recommended substitute employee that wishes to continue working with the district. We will reach out to existing employees announcing our partnership on your school district's website, our website, with flyers placed in your schools, advertisements in local newspapers, and more. Substitutes will be employed, compensated, and provided benefits as welcome members of the ESS team and will be an integral part of our team. The PA clearance and background check process will be streamlined to ensure every individual who wishes to work at East Stroudsburg Area School District clearly understands the requirements and is supported through every step of the clearance process. **ESS will implement a multi-point, continuous recruiting program customized to the Monroe and Pike County area with the goal to build a substitute staff pool for all positions that reflects the daily needs of the district.**

Highly Collaborative Partnership

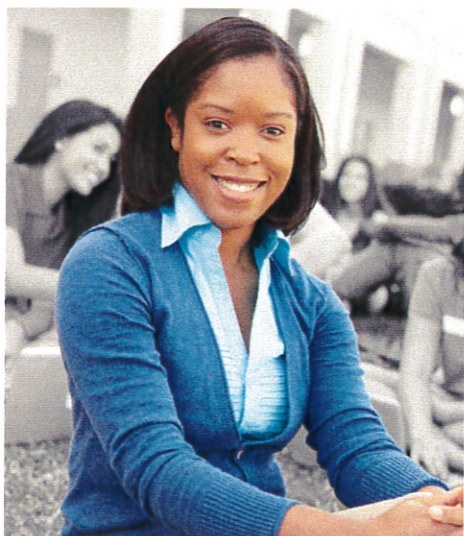
While ESS will be responsible for managing all aspects of the substitute staffing program for East Stroudsburg Area School District, it is important to note that we will closely interface with district and school administration to ensure that certain substitutes, whether currently working in the district or newly hired, are assigned based not only on the daily needs of the individual school, but additionally on specific requests regarding preferred individuals working in certain schools or classrooms. The district will retain control of who works where and when given special circumstances that exist.

Conclusion

ESS delivers the management expertise and depth of experience; **unique and proprietary operating and software systems; knowledgeable regional and national support personnel, and the financial strength necessary** to continue to invest in infrastructure, operations and technological systems, and key personnel.

Our focus is creating a personalized program for East Stroudsburg Area School District so educators and administrators can utilize their time, resources and skills providing the best possible educational experience to every student, every day. This investment is not inexpensive and we realize there are other companies that promise to deliver services similar to ESS but they do not and cannot. We invest in people locally, regionally, and nationally, as well as systems and services because we fully understand that delivering on the promises of an enhanced classroom experience for students, teachers, and staff should not be treated like a commodity.

ESS takes a great deal of pride in delivering a quality service, providing its people with opportunities for personal and professional growth, being a genuine partner to its clients, and actively engaging in the communities we serve. We fully recognize there are lower cost providers serving the market, but we simply don't believe there is a better 'value' provider in the market today than ESS. East Stroudsburg Area School District officials can depend on ESS to provide unmatched customer service, significant resources, and a team that cares about your schools, your students, and your community. We look forward to earning an opportunity to partner with East Stroudsburg Area School District. We hope that together we can make Every Day Count!



Turnkey Service: Our market position and solutions are unique as we provide a comprehensive turnkey service for your district.

Company Overview

History

In July of 2017, Source4Teachers, a New Jersey-based business with more than 18 years of experience providing substitute employees to the PreK-12 school district market, combined with Education Solutions Services (ESS), based in Knoxville, Tennessee, which brought an extensive leadership team consisting of experts whose careers have been dedicated to serving the PreK-12 market. This combination established an outstanding platform which was further enhanced through the strategic acquisitions of three additional specialty firms: EMS SubDesk, a Portland, OR company providing substitute teachers and other related labor services to the K-12 Oregon market; SubTeachUSA, a Paragould, AR company serving K-12 school districts, charter schools and early education centers in Arkansas, Missouri, Mississippi and Texas; and PCMI willSub®, a Portland, MI company providing substitute staff to K-12 school districts throughout the Midwest. In short order, each company will retire its individual company name and the company will market its services nationwide under the ESS brand.

Collectively, this team serves more than 1,500,000 students across more than 600 districts, and employs more than 40,000 substitute teachers and aides throughout 20 states. Internally, ESS consists of over 400 individuals working together to ensure that day-to-day operations exceed our partners' expectations. Our internal employees and substitute personnel share a strong commitment to providing our partners with exemplary customer service while delivering a high-quality education experience to students.

Since its inception, ESS has seen tremendous growth – not only in expanding our substitute pool and client list, but also in entering new states, leveraging the latest technologies, becoming more involved in the communities we serve, and winning industry awards.



This past May, we were named one of Forbes Magazine's America's Best Large Employers 2017. Forbes considers over 1,800 companies, but only ranked the top 500. ESS ranked #178 overall and #3 in the Business Services & Supplies category. ESS was the only education staffing firm on the list. We are very proud of this award. It is a testament to our substitute employees; they are knowledgeable, compassionate, successful, and helpful. This experience and dedication will be brought to East Stroudsburg Area School District.

Experience

ESS has grown into the premier full-service provider of comprehensive educational management programs for PreK-12 school districts. For over 18 years, we have been partnering with school districts to relieve them of their many administrative burdens, improve their day-to-day operations, and place high quality substitute personnel, while providing significant cost avoidance and value-added benefits to each district we serve. Educational staffing management is ESS' exclusive focus. Our market position and solutions are unique, as we offer a partnership that meets the diverse needs of each school district and provides the highest quality educational personnel available.

ESS eliminates the daily administrative burdens of hiring, credentialing, training, managing, evaluating, placing, disciplining, and retaining skilled substitute personnel. Our experienced management team, paired with our enhanced absentee management, and time and attendance systems enable us to bring school districts' substitute programs to a new level of efficiency and effectiveness. We encourage our partners' original substitutes to join our team and we heavily advertise positions to provide jobs for the local workforce.

Variety of Substitute Positions

School district staff are integral to student education; absences are not limited to teachers, and neither are our services. With our resources and experience in educational staffing, we are capable of providing your district with substitute placements across a variety of positions.

Substitute Teachers

Instructional Assistants

ESL Aides

Occupational Therapists

Administrative Assistants

Media Center Specialists

IEP Aides

School Nurses

Physical Therapists

IT Specialists

ABA Trainers

Before & After School Staff

School Counselors

Special Education Aides

Administrators

Child Nutrition Workers

Speech Therapists

Receptionists

Principals

Extended School Year /

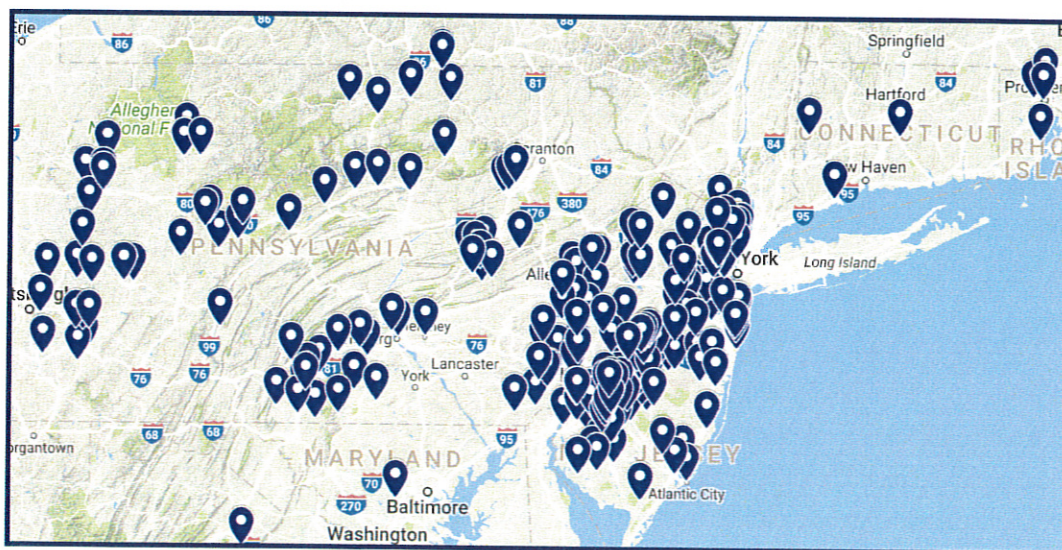
Summer Program Staff

Library Staff

Food Service Workers

Custodians

Regional School District Partners



Your Community Is Our Community

A partnership with ESS makes us members of your community – and we strongly believe in being active and supportive in every community we serve. From community outreach to charity and fundraising, giving back is a pillar of our corporate philosophy. We look forward to supporting the East Stroudsburg Area School District community. Below are examples of some of the events and activities that we have been involved in within our partner districts and their communities.

Community Involvement

Disaster Relief Drives
Reading Programs
Marine Corps Community Service Division
Army Community Service
Kids Fest
Christmas Parade
Bike MS
Everything Special Needs Radio Show
Family Fun Fest
Kidsbridge Anti-Bullying
Step Up Savannah
Boys and Girls Clubs
Lady of Lourdes Hospital
One Warm Coat
Autism Speaks
Making Strides Breast Cancer Walks
Food Drives
Run for the Stage
Haiti Laptop Donations
Salvation Army Toy Drive
Special Olympics
Go Red for Women – American Heart Association
Community Center Partnerships
College and University Partnerships
Unemployment Career Center Partnerships
Community Business Partnerships

District Involvement

Back 2 School Bash
Run, Walk & Roll Together for Kids
Students With Special Needs Proms
Teacher of the Year
Football Fever
Sandwich Sales
Arts Foundation
Teacher Panel
Community Night
Thanksgiving Turkeys
New Teachers Breakfast
Grandparent Night
Back Pack Donations
One Warm Coat
Food Drive Donations
Education Foundations – talent shows, golf tournaments, board members, hall of fame dinners, scholarship ceremonies, 5K races, etc.

References

To demonstrate our tremendous success, ESS has included the following regional references for the East Stroudsburg Area School District's review. These partnerships are only a few distinct examples of our program's ability to deliver industry leading solutions and exceptional customer service to our partners.

Easton Area School District

Contact: Ms. Lori Fulmer, Human Resources Director

Email: FulmerL@Eastonsd.org **Phone:** 610.250.2400

Address: 1801 Bushkill Drive, Easton, PA 18040

Services: Substitute Teacher Staffing, Paraprofessional Staffing, Clerical Staffing

Enrollment: 6,300 **Partner Since:** 2013

Phillipsburg School District

Contact: Ms. Staci Horne, Business Administrator

Email: Horne.staci@phurgsd.net **Phone:** 908.213.2600

Address: 445 Marshall Street, Phillipsburg, NJ 08865

Services: Substitute Teacher Staffing, Paraprofessional Staffing, Long-Term Staffing

Enrollment: 3,729 **Partner Since:** 2013

Schuylkill Haven School District

Contact: Dr. Shaun Fitzpatrick, Superintendent

Email: FitzpatrickS@shasd.org **Phone:** 570.385.6705

Address: 501 E Main Street, Schuylkill Haven, PA 17972

Services: Substitute Teacher Staffing

Enrollment: 1,270 **Partner Since:** 2015

Pottsville Area School District

Contact: Dr. Jeffrey Zwiebel, Superintendent

Email: JZwiebel@pottsville.k12.pa.us **Phone:** 570.621.2908

Address: 1501 West Laurel Blvd., Pottsville, PA 17901

Services: Substitute Teacher Staffing

Enrollment: 2,500 **Partner Since:** 2015

Bucks County Intermediate Unit

Contact: Ms. Rebecca Malamis, Human Resources Director

Email: RMalamis@bucksiu.org **Phone:** 215.348.2940 ext. 1520

Address: 705 N. Shady Retreat Road, Doylestown, PA 18901

Services: Substitute Teacher Staffing, Health Specialist Staffing, Paraprofessional Staffing, Clerical Staffing

Enrollment: 88,414 **Partner Since:** 2013

Radnor Township School District

Contact: Mr. Todd Stitzel, Human Resources Director

Email: Todd.Stitzel@rtsd.org **Phone:** 610.688.8100 ext. 6066

Address: 135 S. Wayne Avenue, Wayne, PA 19087

Services: Substitute Teacher Staffing

Enrollment: 3,600 **Partner Since:** 2016



Best Educational Outcome: With an exclusive focus on education, ESS' first and foremost commitment is to provide the East Stroudsburg Area School District's students with the best education experience possible.

East Stroudsburg Area School District's Support

From the first day of our partnership, the East Stroudsburg Area School District will be provided unmatched customer service, numerous resources regional and national, a detailed recruiting plan, and a team that cares about your district, students, and community.

Our focus is to make your substitute program succeed. We are committed to building a strong lasting partnership with your district. We will listen to your unique needs, understand your challenges, and provide valuable solutions. East Stroudsburg Area School District will be provided full transparency, continuous improvement, and a commitment to deliver the best services.

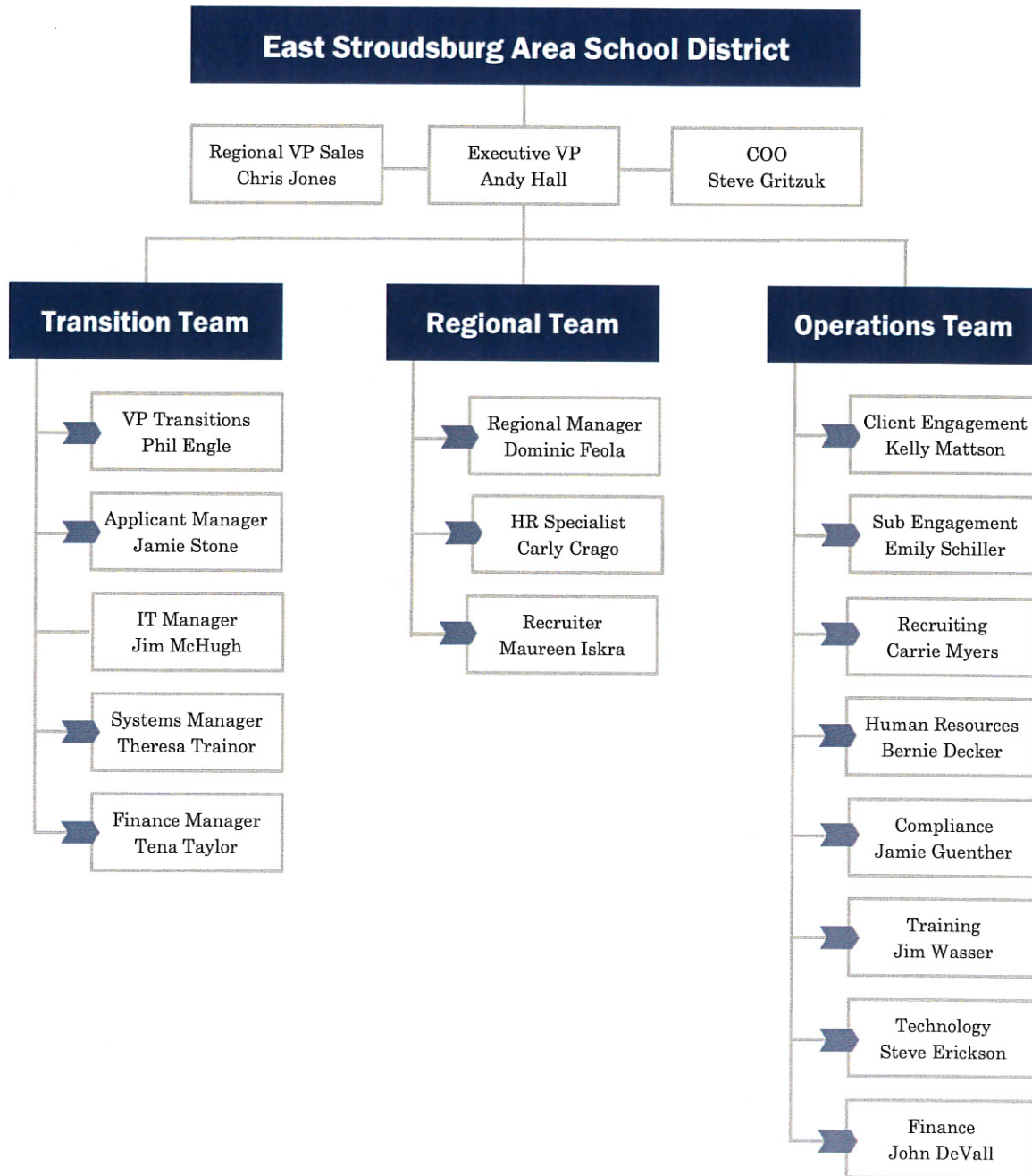
We understand the importance of investing time, resources, and personnel to provide significant service to your schools and your students. When we establish our partnership with your district, we are also partnering with your community. Your regional management team will ensure that ESS is active and engaged in your community. This team will build relationships with East Stroudsburg Area School District community members to recruit and support a large substitute pool for the East Stroudsburg Area School District.

Multi-Structured Management Team

A major distinguishing factor of ESS is our level of **management support**. Our multi-structured management team is designed for East Stroudsburg Area School District, creating a successful impact on your district, your substitutes, your students, and your community. This team not only consists of professionals with years of experience in providing management services to schools, including retired superintendents, business managers, and operations managers from the public school arena but also consists of employees who have numerous years of experience servicing Pennsylvania schools. **ESS will introduce dedicated regional and corporate support to the East Stroudsburg Area School District.** East Stroudsburg Area School District will experience a systematic, comprehensive customer service approach as we optimize aspects of your substitute program.

East Stroudsburg Area School District's Support Team

To provide the best customer service to your district, the ESS' management structure will be divided into three key teams: transition, regional and operations. Throughout our many years of transitioning districts we have found that by dividing the management team into specialized teams, we are able to achieve an exceptional level of efficiency and reliability for East Stroudsburg Area School District. The following pages highlight the level of services these teams will provide to your district.



1. East Stroudsburg Area School District's Transition Team

Comprising of experts from every area of our company, the transition team ensures your requirements will be met. The transition team is highly adaptable and will design the transition around your district. Phil Engle, Vice President of Transitions, leverages ten years of school district transition experience and he has successfully implemented over 100 school district transitions. Phil and his team will gain an extensive understanding of your requirements and cater a timeline specifically to them. Each aspect of our transition will focus on what really matters to your district and the entire school community. The transition team's goal is to have your program up and running smoothly and completely eliminate any concern your administration, staff, and community may have when switching to another staffing vendor.

The transition team begins discussions and preparations directly after approval. The team will work with the East Stroudsburg Area School District's administrators to set goals and hold orientations for your faculty, staff, and current substitute employees. These meetings will make sure everyone is well informed about the start-up plan, specific roles and responsibilities, key timelines and, most importantly, the meetings allow the transition team to answer any questions and adapt to newly discovered needs.

Working with the regional team, his team provides school district employees with ample support through implementation of the program and throughout our partnership.

2. East Stroudsburg Area School District's Regional Team

As the transition team establishes the foundation of the program, an ESS regional team will be introduced to East Stroudsburg Area School District. Their focus is on your district and they will have the knowledge and understanding of your community.

Prior to making any critical decisions, the regional manager will meet with the East Stroudsburg Area School District's administration to identify and establish clear objectives and opportunities for the school year. This initial meeting will be held within the first week of approval and, following this introduction, we will create a schedule of regular touch-base meetings. During these meetings your regional manager will communicate with your designated school officials to further ensure that your key objectives continue to align with our joint action plans.

Understanding and delivering the needs of East Stroudsburg Area School District is a continuous process, and we are committed to providing consistent customer service at every level. The regional team will provide everyday support. They will provide daily communication and accountability to each principal, supervisor, and any other designee, guaranteeing we are meeting every school's individual needs. On a daily basis, they are available and ready to answer your questions, address concerns, and provide solutions to ensure that our program is running efficiently in each of your schools.

Customer Service

Communication is a key component of our program, which we accomplish through detailed reporting and open collaboration. Using many methods, East Stroudsburg Area School District will stay abreast of its substitute program. This will be essential as we maintain open communication and transparency throughout our partnership. The regional team will structure a customer service plan for East Stroudsburg Area School District. Some of the methods will include:

Daily Reporting	School Visits	Monthly Meetings
Absence Analytics	Talent Pool Assessments	Mid-Year & Yearly Performance Reviews
Recruiting Performance Tracking	Classroom Observations	School District Evaluations

3. East Stroudsburg Area School District's Operations Team

Providing services solely to school districts, the operations team understands the formula for success and will always be proactive and accessible to East Stroudsburg Area School District. This team coordinates with the transition team, regional team, and your district to serve as another source of continuous service. Made up of over 400 dedicated staff, the operations team provides support that goes above and beyond your expectations.

Each department of the operations team is dedicated to your schools by regularly evaluating, reporting, and taking action to further improve our partnership. These departments are available daily by phone and email to your staff and substitutes to answer questions, offer guidance, and assist with any task. The next couple pages provide an overview on how each department will support East Stroudsburg Area School District.

Regional Overview

Phil Engle

Vice President of Transitions

Phil leverages ten years of school district transition experience to direct the implementation of East Stroudsburg Area School District. He has successfully implemented over 100 school district transitions.

Phil will ensure your program is up and running smoothly and eliminate any concern your school district, staff, and community may have when switching to another staffing vendor. His team supports your school district through the transition and they will always be available for additional support during our partnership.

Advantages for East Stroudsburg Area School District:

- Develop an intimate understanding of your district's needs and establish rigid timelines to deliver on those needs
- Oversee the transition team in seamlessly implementing each aspect of the program, including human resource, financial, and technological needs
- Work in tandem with your district to facilitate the smoothest transition possible for your school district's administration, staff, and students
- Direct the orientation meetings to onboard your current substitute staff
- Help develop recruiting and operational activities to meet your school district transition needs
- Ensure Absence Management and Time & Attendance systems are setup properly and the district staff and substitutes are properly trained

Andy Hall

Executive Vice President

Andy will build a partnership with your district by ensuring that we exceed your expectations. Andy and his team will make sure that East Stroudsburg Area School District receives exceptional communication and customer service on a daily basis.

Andy will support your district through frequent site visits, district meetings, principal roundtables, customer service reviews, and ready cell phone contact. He will work closely with district officials, including your superintendent, business administrator, human resources director, principals, secretaries, board members, teachers, and substitutes.

Advantages for East Stroudsburg Area School District:

- Direct communication between the company and your district
- Manage the transition team, regional team, and operations team
- Ensure human resource needs regarding recruiting, hiring, evaluating, and supervising employees
- Generate and deliver reports detailing operational and financial performance
- Build and maintain district relationships through district meetings, monthly reviews, budget attainment, talent development planning, and involvement in strategic initiatives

Dominic Feola
Regional Manager

Dominic will act as a source of continuous support to East Stroudsburg Area School District during our partnership. He will serve as the main point of contact for day-to-day leadership and operational support in your district, responding promptly to inquiries and expeditiously resolving client concerns. Dominic will work closely with district officials, including your superintendent, business administrator, human resources director, principals, secretaries, and board members

Advantages for East Stroudsburg Area School District

- Guarantee the district's needs are met through daily communication and operational transparency
- Analyzes absence patterns to better understand your teachers' absence behaviors
- Provides guidance to all new and transitioning substitute employee moving through the application process

Carly Crago
HR Specialist

East Stroudsburg Area School District's HR specialist, Carly Crago, is responsible for screening, interviewing, and hiring a dependable pipeline of candidates to fill positions for East Stroudsburg Area School District. She will direct planning services for all new hires, including scheduling of orientations and training. Carly ensures 100% compliance with state and district standards, facilitate exceptional operational organization, and adhere to all legal, financial, and East Stroudsburg Area School District's requirements.

Advantages for East Stroudsburg Area School District

- Coordinates all screening, interviewing, and hiring of dependable candidates to fill positions

- Verifies the existing credentials of all new and transitioning substitute personnel
- Conducts regular audits to guarantee 100% compliance with Pennsylvania and East Stroudsburg Area School District's standards at all times
- Utilizes applicant system to maintain detailed records of all personnel documentation and evaluations

Maureen Iskra
Recruiter

East Stroudsburg Area School District's recruiter, Maureen Iskra, will be responsible for the coordination of the recruitment process to maintain a highly qualified and diverse staff to work in your schools. She will actively participate in job and career fairs and college recruiting. Maureen will build and maintain relationships in your school district's community, as well as with search firms, to generate a rich and diverse pool of candidates who share our passion for teaching. She will also provide guidance to all new and transitioning substitute employees moving through the application process.

Advantages for East Stroudsburg Area School District

- Develops and maintains a network of contacts to identify and source qualified substitute personnel
- Utilizes online recruiting resources and in-house applications to identify the highest quality candidates

Operations Overview

Client Engagement

The client engagement department will play a key role in the structuring of Absence Management (the same program formerly known as Aesop) to the East Stroudsburg Area School District's specifications. This team ensures that we provide the best customer service and Absence Management support to your administrators, faculty, and substitute staff.

Our client engagement specialists leverage their Absence Management expertise and provide comprehensive support to school personnel on a daily basis. East Stroudsburg Area School District will be appointed a group of client engagement representatives committed to serving your district. Your representatives will work with your district daily, assisting with tasks including absence entry, report generation, and statistical insight into our partnership.

Employee Engagement

The expansive employee engagement department addresses employees' inquiries and provides direction. This team leads ESS' employee engagement initiatives, regularly communicating with substitute staff and offering direction to provide incentives and ensure their professional goals are being met. In addition to supporting our substitutes, employee engagement representatives will be active in filling East Stroudsburg Area School District's positions by reaching out to eligible substitutes via phone, email, and text message alerts each day.

Recruitment

ESS' recruiting department is extensively experienced in talent engagement and education workforce effectiveness. The department will work diligently helping your recruiter to hire an abundance of talented local substitute personnel to fill East Stroudsburg Area School District's positions.

The recruiting team understands your district's need to fill absences with experienced staff that will provide continuity in your schools. The recruitment team will create an effective customized recruiting campaign for East Stroudsburg Area School District, employing a wide variety of strategies to heavily recruit for the best substitute personnel available.

Compliance

East Stroudsburg Area School District's substitute workforce is guaranteed to be 100% compliant; the compliance department is well-versed with Pennsylvania's rules and regulations concerning substitute personnel. They lead the process of verifying the credentials of each employee that desires to come onboard with ESS. If any substitute employee's credentials need updating, the compliance department will expedite the process. The department works closely with your HR specialist to support the hiring of the substitutes working in your schools.

Human Resources

Our human resources team will partner with your human resources department making certain that our operations within your district are strategically aligned with your policies and procedures. The team will work with your school principals and other district officials to resolve any issues that may occur. If East Stroudsburg Area School District reports an incident or accident, the human resources team will quickly handle it with utmost professionalism.

Additionally, this team serves as a valuable resource for our substitutes to work out any issues, questions, or concerns they may have and to assist employees in enrolling in our medical benefits or 401(k) programs.

Education and Training

Directed by leaders in education, the training team leverages extensive school experience to provide industry leading training to thousands of substitutes. ESS' team of training instructors provide in-person seminars and follow-up training classes to guarantee that we deliver substitutes who are skilled and up-to-date in the latest practices.

Local education trainers are hired from within your community and trained to our high standards to educate the substitutes working in your schools. The trainers can tailor the seminar to meet East Stroudsburg Area School District's requirements.

Technology

The technology department ensures proper functionality and communications amongst systems' software and hardware. Experts in security, this team will work diligently to keep your systems absolutely secure using advanced firewall technologies and security fail safes.

Technology specialists will assist with the installation of the time-management units placed into East Stroudsburg Area School District. They will regularly update your Time & Attendance (VeriTime) units and verify the integrity of the Absence Management (Aesop) system to protect data security and proper functionality.

ESS also employs veterans of Frontline Education to our own team to ensure that we deliver the industry's most comprehensive technology experience to your district.

Finance

Our finance specialists will review our billing and reconciliation procedures with your business office during the transition period and will be readily available to discuss your invoice and answer any questions. Preparing a billing backup report for your district each month, the finance department's primary goal is to make the billing process as simple, accurate and transparent as possible.

Our adept and detail-oriented finance team makes sure that our employees are paid accurately and on time each week for all of their hard work. Additionally, they assist employees in enrolling in our direct deposit or free debit card program for their convenience.



Supporting Your Success: East Stroudsburg Area School District will quickly realize that ESS possesses the best staffing resources to meet the high academic standards and diverse needs of your district.

Substitute Management

East Stroudsburg Area School District's classrooms will be filled with substitutes that have the skills, certifications, and knowledge for each unique position your district requires. Substitutes undergo an in-person interview to assess previous experience, critical thinking, communication, confidence, and professional demeanor. They also attend an in-person local training seminar designed for their specialty. The entire hiring process from recruiting, screening, hiring, and managing will be designed to deliver a culture of excellence in your district.

Administrative Resources

Your district will be relieved of countless administrative burdens, freeing up invaluable district time and resources. With our partnership, we will assume responsibility for all administrative tasks related to your substitute program, allowing your district to channel resources into other important endeavors.

Employee Guidance & Support

The district's substitute workforce will be provided with benefits and an extensive support network. The candidates are carefully guided through each step of the hiring process by expert HR specialists. An expansive employee engagement team is in regular contact with substitute personnel and available for support during extended office hours. They also monitor credentials making sure each and every substitute is properly guided and compliant to work. By providing substitutes with benefits and ample support, your district is staffed with happy, confident, engaged substitute personnel.

1. Identifying

With our resources and experience in educational staffing, ESS is capable of employing staff to work in your district in any capacity. We target a selection of promising individuals that meet the exact specifications of East Stroudsburg Area School District. The ESS team finds qualified candidates for each and every position your district requires. There are several key characteristics we look for in each substitute, no matter the position.

Caring

Substitutes need to be interested in working with children and helping students achieve. They need to be friendly, empathetic, and sensitive to students' needs.

Patient

A substitute's job may be thankless, repetitive, and frustrating for long periods, interrupted by meltdowns and medical emergencies. The best substitutes remain calm and patient in crisis.

Organized

Making sure students receive the best instruction possible requires advanced planning. It is also important in achieving goals.

Communicative

Substitutes need to be good listeners and make the effort to understand what students are trying to communicate. They must be able to articulate information and instructions clearly and in terms that students can understand, which sometimes requires paraphrasing or interpreting information. Substitutes must be observant of students' body language indicating unspoken problems.

Cooperative

A substitute is only one member of the educational team. They have to cooperate with others to enhance the students' school experience while working with teachers, principals, other school staff.

Creative

Substitutes should be able to think outside the box to come up with creative solutions where traditional methods fail when working with students.

Positive

Students succeed when they believe in themselves. One of the surest ways of instilling this self-confidence is by supporting students with substitutes who exude optimism and a positive attitude. Substitutes should believe in their mission, their own talents, and the abilities of the students.

Adaptable

An effective substitute is able to adjust to situations while providing an effective learning environment.

2. Recruiting

Focusing on obtaining candidates who have a diverse background and certifications such as math, science, and special education, East Stroudsburg Area School District's assignments will be filled with substitutes who accurately fit the specific roles. East Stroudsburg Area School District will have a large pool of qualified substitutes available daily, we will leverage expansive resources and recruitment strategies.

Below are a few of the customized recruiting techniques that we will be using for East Stroudsburg Area School District. It is important that many different recruiting methods are used to guarantee a large qualified substitute pool.

College & Universities

Recruit students and graduates pursuing a career in education from colleges and universities

Work with college career centers at all PSSHE schools, local private and community colleges to provide opportunities to interested alumni

Retired Teachers

Solicit local retired teachers to encourage them to use their experience in education to engage local students and further promote education in the community

Customized Campaign

Create a marketing campaign utilizing: local newspapers, magazines, job posting message boards, social media, signs, and flyers

Special Certifications

Target individuals who hold less common certifications, such as foreign language, bilingual, and special education

Job Fairs

Host community job fairs to find candidates who understand East Stroudsburg Area School District's student population

District Events

Attend and volunteer at East Stroudsburg Area School District's sporting events to target qualified parents who would enjoy working while their children are in school

District Media

Partner with your district to create banner ads, flyers, and announcements to be posted on the district's media such as East Stroudsburg Area School District's website, newsletter, blog, email and Facebook

Direct Outreach

Establish an email and phone campaign to target new candidates in the pipeline and "district originals" that expressed interest but have not completed the application process

Community Partnerships

Work with local outreach programs, workforce development boards, and religious affiliations to recruit candidates from your community

Education Conferences

Where able, utilize the hundreds of venues we attend annually to source, recruit and hire talent for your school district from across the country.

3. In-Depth Screening Process

To determine the quality of the applicants, each must go through a structured interview process in which the applicant is evaluated thoroughly. The multi-step interview process will ensure only the best candidates are hired to work in East Stroudsburg Area School District.

Phone Screen

The phone screen is to determine the seriousness and commitment of the applicants to East Stroudsburg Area School District and our company, as well as their ability to articulate information and communicate effectively.

Group Interview

During this in-person session, applicants are evaluated on their critical thinking skills, enthusiasm, communication skills, confidence, and professional appearance. This session is carefully designed to assess the candidate's ability to perform in a real school setting. Their skills as educators are tested.

Credentialing Screen

Candidates must possess proper clearances, certifications, and credentials to be hired. Substitutes will not be allowed to work within your district until all valid credentials are logged in our system.

District Interview

District administrators may interview any candidate and could be asked to provide a reference if the candidate had been a school district employee previously.

Employee Engagement Support

We have developed an employee engagement program focused exclusively on regularly connecting with our personnel. The employee engagement team connects with newly hired employees, following up with them days after hire, every few weeks, and ultimately several times a year. By connecting with our employees frequently, we are able to understand each employee's experience, help them succeed in your district, and elicit feedback to improve our program.

4. Credentialing

The compliance department will guarantee paperwork is completed accurately and certifications, permits, and clearances are submitted. Employees' credentials are continuously monitored and audited. The substitute employees who work in your schools will be compliant with the Pennsylvania Department of Education, the East Stroudsburg Area School District, and other state and federal laws.

Credentials

Substitute employees will be considered with the following credentials depending upon the position:

1. Bachelor's degree with a valid Pennsylvania teaching certification
2. Bachelor's degree with a valid Pennsylvania Emergency Permit
3. Associate's degree or equivalent
4. High School Diploma

Background Checks and Clearances

- Pennsylvania Criminal Records Clearance (Act 34)
- Pennsylvania Child Abuse Clearance (Act 151)
- FBI Criminal Clearance (Act 114)
- Pennsylvania Department of Education Form 6004 (Act 24)

- Sexual Misconduct/Abuse Disclosure Release Form (Act 168)
- Child Abuse Recognition and Report Training (Act 126)
- Tuberculosis Test and Physical

Documentation

- Current resume
- Letters of recommendation
- Copy of college or high school transcripts
- Copy of Pennsylvania teaching certificate, if applicable
- Passing score on ParaPro assessment, if applicable
- W-4 Employee's withholding allowance form
- I-9 Employment eligibility form, must be provided in person

Compliance Assurance

Absence Management will be built to mirror the regulations and certifications of both East Stroudsburg Area School District and the state of Pennsylvania. A substitute will only be able to view an assignment for which they hold the required credentials. If a substitute's certificate has expired, or the maximum number of work days allowed by that certificate is exceeded, the substitute will no longer be able to accept positions. Substitutes will not be able to accept assignments if any of their other clearances or credentials are missing or invalid.

Our applicant system provides automated, error-proof auditing of employee credentials and notifies our team when credentials need to be renewed. Our compliance team helps the employees update their credentials before they expire so there is no gap in service.

Additionally, our in-house counsel is up-to-date with state and federal legislation. Upon any changes or updates in laws, ESS' systems and processes are revised to reflect the new regulation.



Trained for Your Schools: In addition to training initiatives designed for your school district, substitutes are encouraged to participate in an ESS annual substitute training and development day at the start of the school year. Substitutes attend this training to discuss new developments in instructional and safety strategies, reinforce ideals, and implement any additional information as requested by East Stroudsburg Area School District.

5. In-person and Ongoing Training

Your substitute employees will be trained through ESS' own specialized training program consisting of an onsite, in-person training seminar, ongoing training classes throughout the school year, and supplementary online training modules. We take pride in providing the most comprehensive, consistent training to all substitute staff.

While many staffing companies rely on remote, computerized training methods for their substitute staff, ESS understands the necessity of face-to-face training before working with East Stroudsburg Area School District's students. Prior to working in your schools, ESS substitutes participate in a full-day, in-person training seminar hosted onsite in your community. In the trainings substitutes spend part of the training day role playing, learning skills such as how to move a child without touching them, how to gain and hold the attention of the class through verbal and non-verbal body language, and what to do if a student becomes distraught. The in-person training provides substitutes with the confidence they need to walk into the classroom and teach. This type of instruction cannot be completed by only using online training.

The classes are instructed by seasoned educators and veterans of the public school system. These training seminars allow for a level of completeness and assessment that is simply not possible through methods utilized by other staffing companies.

Key Advantages

- Classes created and instructed by veteran educators, complemented by ESS' copyrighted training guides
- Training classes can be hosted onsite within your district
- Two-day guest teacher training available for emergency permits
- Over 40 expert trainers consisting of former superintendents, principals, teachers, behavior specialists, and certified school administrators
- Training is provided at no cost to the school district
- Classes are customized to meet East Stroudsburg Area School District's requirements

Onsite, In-Person Training

ESS' interactive training seminar details the importance of establishing a positive classroom environment, managing the classroom, and ensuring the continuity of student education. Training instructors emphasize the substitute employee's professional responsibility for maintaining the safety, health, and welfare of the students under his/her supervision. Substitute teachers are trained in effective classroom management, following lesson plans, and instructional strategies. Below is the framework of the onsite training class.

Source 1: General Information for Substitute Teachers

- Ten Steps to Becoming a Successful Substitute Teacher
- Expectations, Professional Conduct, Responsibilities
- Daily Operations Procedures
- Top Twelve Principles for Substitute Teachers
- Accidents/Illnesses
- Emergency Evacuation/Fire Drills/Intruders/Lockdown Procedures

Source 2: Classroom Management

- Basic Classroom Management Components/Setting the Tone
- Minimizing and Diffusing Confrontations
- How to Get and Maintain Students' Attention
- Communicating and Connecting with Students
- Classroom Management Situations

Source 3: Lesson Plans and Teaching Strategies

- Lesson Plans and Delivery of Instruction
- Teaching Strategies
- In the Event There Are No Lesson Plans
- Special Education
- Daily Log and Feedback Report
- Working with Students and Support Staff

Source 4: Selected School Procedures and Policies

- Important School District Policies and Procedures
- Harassment, Intimidation, and Bullying
- Drug/Alcohol/Suicide Intervention
- Child Abuse/Neglect Reporting
- Bloodborne Pathogens

Source 5: Resources

- Company Standards
- Accident and Injury Prevention
- Using Absence Management Successfully

Onsite, In-Person Training - Paraprofessional

The paraprofessional training cultivates an extensive understanding of adaptability, student interaction, positive attitude, behavior management, and special education needs. Paraprofessionals receive thorough training in the characteristics of varying disabilities and supporting education based on each student's academic, physical, social, emotional, and personal needs. The training program concentrates on a wide scope of disabilities, including autism, Asperger syndrome, limited mobility, anxiety disorders, and more. The training guarantees employees are well-prepared to meet each student's needs, improve learning, and carefully implement individualized education programs.

In order to promote a healthy learning environment for every student, the training program establishes procedures for crisis prevention, as well as preventing harassment, intimidation, and bullying between students. Instructors stress the very real possibility of these occurrences, and our paraprofessionals are trained to be vigilant in recognizing the signs of such behavior.

Source 1: General Information for Paraprofessionals

- Paraprofessional Services
- Inclusion
- Students, the Instructional Paraprofessional, and the Educational Team
- Daily Operating Procedures
- Instructions for Student Accident or Illness
- School Emergency Procedures

Source 2: Individuals with Disabilities Act (IDEA)

- IDEA Classifications
- The Individualized Education Program (IEP) and 504 Plan
- Characteristics, Educational Strategies and Techniques of Classifications
- General Educational Strategies and Techniques

Source 3: Fostering Positive Student Support

- Establishing an Appropriate Connection
- Encouraging Positive Student Behaviors
- Moving Students Toward Independence
- Data Gathering
- Behavioral Plan Implementation

Source 4: Professional Guidelines

- Professional Conduct
- Understanding the Importance of Confidentiality
- Physical Contact

Source 5: Teamwork

- The Ten C's of Teamwork
- Collaboration with the Classroom Teacher
- Interacting with Building Personnel

Source 6: Selected District School Policies and Procedures

- Important School District Policies and Procedures
- Harassment, Intimidation, and Bullying – HIB Policy
- Child Abuse/Neglect Reporting Requirements
- Bloodborne Pathogens

Source 7: Resources

- Online Resources
- Accident and Injury Prevention
- Using Frontline Absence Management

Onsite - Guest Teacher Training

ESS has developed a two-day guest teacher training program, specifically for the purpose of assisting districts in issuing emergency permits. The guest teacher training program is offered to individuals with a bachelor's degree from a state-approved college or university but do not have a Pennsylvania teaching certificate.

During the two-day training program, guest teachers are taught classroom management techniques, lesson plans, special education, development and behavior of age groups, and how to work with today's students. Upon completion of the guest teacher program, substitutes can obtain an emergency permit.

Online Training

Just as a student is never finished learning, the training of an educational professional should never end. Each day, innovative techniques are developed to improve the student learning experience. We seek new methods and provide supplementary training to keep employees refreshed in the latest techniques.

Substitute employees complete periodic internet-based training modules via the Global Compliance Network, GCN. GCN enhances the professional development of substitutes through the provision of informative modules on topics such as classroom management for different grade levels, ethics and boundaries for school employees, understanding aggressive behavior, cyber-bullying, special education, and autism. There are over 125 informative modules available. Substitute personnel will complete modules in GCN based on Pennsylvania requirements and East Stroudsburg Area School District's needs.

Based on the type of substitute employee, we require a certain number of specific modules to be completed. We further encourage employees to take any additional modules that they feel will be beneficial to them. Below are some of the training modules frequently completed by our staff:

ADHD	First Aid in Schools
Alcohol and Drug Awareness for Employees	Food Safety
Autism	FERPA
Anti-Bullying for Students	Hand and Power Tool Safety
Asbestos Awareness	Hazard Communications
Behavioral Interventions for Students with Disabilities	Hearing Protection
Bloodborne Pathogens	Ladder Safety
Child Abuse Awareness	Mental Illness Awareness for Educators
Classroom Management	Personal Protection Equipment
Cleaning Chemicals	Playground Safety
Ethics & Boundaries for School Employees	School Safety
Diversity for Employees	Section 504
	Slip and Fall Prevention

Ongoing Training

Each and every employee working in your schools will be well-prepared and trained to your requirements. District administrators may request that ESS employees undergo additional training on any topic and we will implement it into your customized training program. Additional training could include:

Bullying Prevention	Preventing Child Sexual Abuse
Confidentiality Training	Sexual Harassment Awareness Training
Reporting Child Abuse and Neglect	Intruder Training
Seclusion, Isolation, and Physical Restraint	Crisis Prevention Intervention
Emergency Preparedness	

6. Hiring

Each substitute candidate will be contacted by our human resources team to provide guidance through the hiring process. Upon successful completion of the interview and credentialing process and participation in our training seminar, applicants receive formalized offer letters of employment with ESS.

ESS wants new employees to feel welcomed and be prepared to work in your district. We provide detailed employment information in their new employee packet.

✓ Offer Letter	✓ Pay Date Schedule
✓ I-9	✓ Health Benefits Enrollment Guide
✓ Federal W-4 Form- Employee Withholding Allowance	✓ Primepoint Payroll Portal Registration
✓ Employee Manual	✓ GCN Training Setup Guide
✓ Affordable Care Act Notice Work Opportunity Tax Credit	✓ Tips Sheets for Using Absence Management and Time & Attendance
✓ 401(k) Enrollment Packet	✓ Employee Photo ID Badge
✓ Direct Deposit and PayCard Information	✓ Injury Reporting Procedures

7. Evaluations

ESS substitutes are provided evaluations and internal performance reviews. These forms of measurement help employees understand their requirements and guarantees they are effective for East Stroudsburg Area School District. Evaluations and reviews will be conducted in accordance with your policies and will address substitute performance, professionalism, and progress.

Self-Evaluations

Every substitute employee is expected to complete an employee evaluation. Substitutes are provided the evaluation through an electronic survey. This evaluation provides the substitute with a rubric for self-assessing their effectiveness, through various indicators on a rating scale.

The ultimate goal of this evaluation is to create a common standard for what constitutes a high-quality educational experience for the students our employees serve, and how ESS can measure areas of improvement as professionals who are striving for increased effectiveness. In addition to the rating scale, the survey also provides room for comments and notes, allowing for a more profound self-assessment. The results are used for personal reflection, program improvements, and professional development planning.

Substitute Performance Monitoring

ESS can administer district evaluations to substitutes working in East Stroudsburg Area School District to reinforce employee requirements and guarantee effectiveness.

Substitute Feedback

East Stroudsburg Area School District will be able to utilize ESS' employee feedback feature through Absence Management to achieve maximum transparency and quality in employee performance. By choosing to activate the feedback tool, your staff will be able to leave comments and a rated score for the employees working in their absence. Written comments and scores can be routed directly to the East Stroudsburg Area School District's designees for review.

Advantages for East Stroudsburg Area School District:

- Track substitute performance with thorough reviews and ratings
- Create feedback survey questions to properly suit your district's preferences
- Assign designated campus users (principals, secretaries, etc.) to review feedback
- Direct notifications of substitute feedback to school district designees for review
- Let employees leave feedback of their experience

8. Direction

Substitute employees need to know where they are going and how they are going to get there. We have the resources to offer substitutes the direction they need to succeed professionally.

Guidance

Guide employees through each step of the credentialing, certification, and training process

Records

Maintain a record of employee performance, clearances, certifications, and specialized training

Compliance

Monitor credentials to ensure validity and help employees renew credentials before they expire

Support

Provide an HR specialist as the substitute's main point of contact for ongoing support, observations, evaluations, and feedback

Opportunities

Provide an employee engagement team that works extended hours to answer employee questions and resolve any issues

Evaluation

Evaluate substitutes in a classroom setting

Frequent Memos to Employees

Your regional team will communicate regularly with the ESS' substitutes in your district. These communications often include information such as school calendar changes, reminders about various policies and procedures, upcoming special events and activities, upcoming professional development opportunities, Absence Management tips, holiday announcements, and outstanding employee recognition.

The regular disbursement of these memos improves employee retention rates and addresses recurring employee questions and concerns.

Employee Feedback

During the school year and at the end of the school year, we will provide the substitutes working in your district the opportunity to provide anonymous feedback through SurveyMonkey, a cloud-based survey software. The questionnaires help us evaluate not only the program, but also how the substitutes are doing. By measuring their responses, we are able to determine where there's room for improvement, identify successes, and assess employee engagement.

9. Employee Benefits

At ESS, it's not a coincidence that we treat our employees well and they like working for us. The two go hand-in-hand. We offer a variety of benefits, perks, and learning opportunities that keep our employees motivated, prepared, and engaged. We feel strongly to engage with our employees to understand their needs and to meet those needs. A few sample retention programs we have for our substitutes are:

Advocating for Full-Time Hire: The East Stroudsburg Area School District is encouraged to hire any ESS employee for a full-time position at no additional cost. We request that employees are hired after working with ESS for at least 90 days.

Ongoing Training: Employees are offered unlimited opportunities to enhance their skills through onsite training classes and online development modules.

Perks at Work: Each substitute working for ESS enjoys the financial benefits of the Perks at Work program. This employee discount program allows substitutes to save money on every day purchases, vacations, and much more. To date, ESS employees have saved over \$300,000.

Incentive Programs: We have developed various programs to reward our substitutes' hard work and dedication, such as a perfect attendance program, seasonal awards, quarterly bonuses, a recognition program, and the school impact award.

Employee Referral Program: Substitutes are encouraged to participate in our employee referral program. We offer paid incentives to employees for each successful working referral. They earn \$75 for each referral and can earn up to \$2,700 a year.

Comprehensive Support: Substitutes are provided with unparalleled customer service through dedicated support channels. Our employee engagement team is available from 6:00 am - 9:00 pm, Monday through Friday, to assist with any concerns that may arise.

Employee Newsletter: Every quarter we send our employees a newsletter detailing the events taking place, awards that have been won, educational tips, and company updates.

Health Benefits: We offer health benefits to employees, regardless of hours worked. The core benefits include Minimum Essential Coverage (MEC) and Limited Medical Indemnity. In addition to these core benefit options, employees are offered voluntary benefits such as vision, dental coverage, life insurance, accident insurance, and short-term disability insurance.

Convenient Pay: Employees enjoy the convenience of receiving a pay check for their work every week, available as direct deposit or through our free debit card program.

Economic Security: Employees are offered a 401(k) retirement plan and, since we are a private employer, our employees are afforded the opportunity to apply for unemployment through the state of Pennsylvania in the summer.

10. Expectations of Employees

Guarantee of Professionalism

Employees are expected to maintain a high standard of professional conduct and professional appearance. Employees will refer to the East Stroudsburg Area School District's specific professional appearance policies, including approved uniform if needed, as well as approved photo identification badge. It is understood that employees will not be permitted on the school district property if they are not dressed appropriately and carrying their photo identification badge. An ESS photo identification badge is provided to substitutes at no cost to the employee or the school district.



Professional Conduct Policy

Employees are expected to follow proper conduct and ethics. Employees will strictly adhere to the East Stroudsburg Area School District's and ESS' standards of professionalism, security, and conduct.

Unsatisfactory Substitutes

Although we take painstaking measures to hire skillful individuals who will perform optimally in your schools, we have procedures in place to address unsatisfactory performance. In the event of an incident, district employees simply submit an incident report through the resources portal on ESS' website. Our human resources team handles each incident with extreme urgency, and will take action as soon as an incident is reported.

Each incident is treated with the utmost importance. We will partner with school administration to determine if termination is appropriate. ESS will also block any employee that the East Stroudsburg Area School District does not want working in a specific school or their district. This type of partnership alleviates some of the strain put on your district's human resource staff and allows them to focus on other key areas throughout the district.

Guarantee of Safety

ESS foremost commitment is to the safety of students and personnel. The East Stroudsburg Area School District creates a safe and healthy learning environment for students, and ESS' staff will go to great lengths to promote safety even further. We will notify the district of safety concerns immediately when discovered. Substitute employees are prepared with a thorough understanding of the importance of student safety and preventative measures. The interactive training class and supplementary training manual discuss various topics of safety extensively, including but not limited to: accident prevention, student behavior concerns, and accident reaction and reporting procedures. Employees are guaranteed to be conscious of the East Stroudsburg Area School District safety policies concerning the students and themselves.

11. Assignment Scheduling

When it comes to the assigning and scheduling of each substitute employee, ESS works like a well-oiled machine. We will successfully fill any position your district may require. Your schools experience a wide variety of placement requirements, and each requires a different approach for placing the most effective substitute. ESS' program is capable of filling daily, long-term, supplementary, and last-minute assignments with the most highly qualified substitute.

To proactively fill East Stroudsburg Area School District's classrooms, the regional team will analyze the absence data. Your administration will know who is working in their schools, when they are working, who they are replacing, what times call outs are taking place, the positions that are calling out, and the reasons for the absence. With this information, we will build a plan with East Stroudsburg Area School District's administration to help combat their statistics.

Our multifaceted approach is highly comprehensive and allows ESS to fill assignments at a high rate. We will utilize several technology platforms as well as the traditional methods to create a unique approach.

Absence Management - Web/Phone

The moment a school employee submits an absence, Absence Management begins searching for a substitute who is qualified for the position and available on the specified date(s).

Substitute employees check Absence Management for open assignments 24/7 via the Absence Management web portal or by telephone.

Employee Engagement - Email/Phone

Substitute employees may reach out to our employee engagement team during our extended office hours, and a representative will assist with placing them in appropriate assignments and answering any questions.

The Source™ -Text

Our system will allow substitutes to receive text message notifications about jobs for which they qualify. Substitutes can view and accept the assignments through the text message, making it easier than ever to fill last-minute absences. The Source™ will track feedback from the text and allows us to reply back.

Jobulator - Smartphone

Substitutes can conveniently receive notifications and accept jobs via the Jobulator application on their smartphone.

Call-Em-All - Phone

This system will send a personalized recorded message to all substitutes at once. Each message is personally recorded and customized. It will track the results of every call.

Fill Rate Strategies

As soon as a district employee calls out, ESS fills that position with a qualified substitute. Absence Management begins the search to fill the position immediately and places the absence online, notifies substitutes using the smart phone application, and makes phone calls to substitutes. Your regional team and the employee engagement team will also be reaching out to qualified substitutes until the vacancy is filled. ESS implements various safeguards to ensure that members' most urgent assignments are filled quickly and efficiently.

Proactive Recruiting

Recruiting proactively, we are able to recruit substitutes with very specific degrees and certifications, so that we are able to fill jobs in your schools with even the most particular requirements even at last minute call outs. We target individuals with an interest in education, experience in related fields, and who hold relevant degrees and certifications.

Active Involvement

While our system is incredibly autonomous and efficient, the ESS team is also actively involved in filling absences each and every day.

- Employee engagement team works extended hours to analyze the absences in the schools
- Representatives actively reach out to substitutes to fill each assignment, even those reported on short notice

Substitutes on Standby

ESS can implement the building-based substitute program in the members' schools. Through this program reliable substitutes will be available to fill last minute assignments in any school.

- Coverage for the most hard-to-fill assignments by substitutes that are available all school year
- Committed substitutes that are flexible to work in any school
- Complete customization of the program, including managing the request of additional building-based substitutes during "high-volume" absentee days or months

Additional Assurances

Rarely, there may be instances when absences cannot be filled due to a late notification or other reasons. In this circumstance, our team will work with the school principal and our substitutes can work on their preparation periods to fill these absences. This will ensure that even in the event that ESS is not able to fill last minute assignments, your schools will still be staffed by highly qualified substitutes in an emergency situation such as this.

12. Payroll

ESS is committed to maintaining a high level, quality substitute pool. As part of this commitment ESS manages all aspects of payroll on behalf of the district for the substitutes. We are responsible to ensure proper payroll tracking of taxes, benefit eligibility, Affordable Care Act, worker's compensation claims, unemployment claims, etc. Substitute employees are paid every Friday in order to increase retention and loyalty, thereby increasing the district fill rate.



Customer Satisfaction Guaranteed:
The East Stroudsburg Area School District can look forward to openness and accountability in our partnership thanks to our regular meetings, reporting metrics, and open communication initiatives.

Ongoing Support & Customer Service

East Stroudsburg Area School District's substitute program will be managed with strict attention to fiscal responsibility, efficiency, and excellent customer service. From the onset of our partnership, we will establish a series of regular meetings and communication initiatives to establish your objectives, review service and performance, and set goals for the future.

The result: East Stroudsburg Area School District will be provided a service that goes above and beyond your expectations and a program that aligns with your district's objectives, provides full transparency, and fosters a responsive partnership.

Accountability is a key component to our program, which we accomplish through detailed reporting and open collaboration with district officials. In addition to daily communication and availability, your regional management team will work closely with district administration to establish your reporting needs. These reports are essential to maintaining open communication and transparency during our partnership. We will report the performance and successes of the program, opportunities for the future, and detailed analyses of actual costs versus budget.

Absentee Management

A key factor that drives success of your substitute program is understanding your data including:

- absence data - daily, weekly, monthly, and yearly;
- absence data by position;
- absence data by schools; and
- substitute efficiency.

Your substitute program demands thorough data analytics. Your regional team will offer insight to your program on a daily, weekly, monthly, and yearly basis. They will provide detailed reporting and solutions for questionable areas.

Reporting Efficiency

In partnering with your district, we are committed to providing in-depth reporting and frequent client service reviews to demonstrate clear visibility of program performance. The reporting provides your administration with the necessary data for budget preparation and compliance.

Our management team will work with your district to customize reports. They will provide the insights required to analyze district trends and help reduce absenteeism. Customization and data options are endless, extracting data into meaningful reports. Reports can be exported into simple formats for your district to review, such as Excel and HTML. If district officials require a specific report, our client engagement department will tailor it based on the specifications of the East Stroudsburg Area School District. Reports can be scheduled to be emailed to the district daily in the morning.

Reporting Frequency

Daily

On a daily basis your district will receive an absence report reflecting the absences for the day and the substitute assigned. Any other report you require will also be provided.

Monthly

District administrators will receive a detailed operating report outlining the prior month's performance as well as year-to-date activity detailing actual costs versus budget.

Quarterly

Each quarter, we will schedule business reviews with key representatives from our respective organizations. We will report operating data, key activities, and successes during the prior quarter, as well as opportunities for the upcoming three to six months.

Biannually/Annually

We will review our successes and challenges and discuss objectives for the following year; a comprehensive and mutually agreed upon business plan and budget will guide the program.

Reporting Examples

School District Analysis

Year-to-Year Comparison

Absences & Call Out Times

Day of the Week Analysis

Assignments Filled by School Year

Placements by Certifications

Daily Attendance

Incident Report

Substitute Feedback

Fill Rate Report - Daily, Monthly, Quarterly, Yearly by Position

Teacher Absence

Certification Level

Cost Comparison

Absences by School

Customized Reports

Billing & Invoicing

East Stroudsburg Area School District's partnership with ESS delivers a billing and invoicing process that is simple, streamlined, and painless. Precision tracking of substitute working hours, custom pay codes created for your district, and thoroughly reviewing processes guarantees that the financial management of your substitute program has never been easier. We guarantee billing accuracy by developing custom invoices and billing back-up reports. Our program will streamline and simplify the reconciliation process for East Stroudsburg Area School District's leadership.

Clock In/Out

Each morning, our substitutes clock in by scanning the barcode on the back of their ESS ID or by entering their Absence Management ID and PIN information on the Time & Attendance netbook located in the main office at each school. They repeat this process to clock out of their assignment at the end of the day.

Reconciliation Process

ESS' finance department runs a daily Time & Attendance discrepancy report for the previous day's absences. The finance department reviews the report for each district and searches for any abnormalities and discrepancies. Discrepancies are determined if the clock in/out times vary from the times allotted in the absence that the substitute accepted in Absence Management. If a substitute was scheduled for a full or half day, the department reviews their clock in times to make sure that their worked time is within a certain deviation of their scheduled times. If a substitute does not clock in or out, the finance team will call the schools to confirm whether or not the substitute worked and remove those substitutes who did not work. The reconciliation process ensures each substitute is properly paid and accurate bills are sent out to the district.

Invoices

At the end of each week, a billing file is extracted from our system and reviewed before invoices are created. The finance department will double check hours and positions for each district to ensure invoicing is pulled correctly. Once invoices are completed, they are sent to East Stroudsburg Area School District's district office by Wednesday of the following week. The invoices are created as a PDF with a Microsoft Excel backup report.

The invoices and backup report will contain the substitute's name, school assignment, name of teacher and grade level, number of hours, bill rate, and purchase order number.

Reviews

After meticulous internal reviews, our finance department will work closely with your regional team and your district to review each invoice, so you can be sure that billing is accurate and agreeable.



Personalized Service: Not only will East Stroudsburg Area School District will enjoy the benefits of our integrated technology suite, but your administration, principals, and teachers will experience countless support services.

Web-Based Technology

ESS' technology systems are provided to the district at no additional cost. Our program is all-inclusive and will meet your substitute program's every need.

With ESS' advanced technology suite at your disposal, our partnership will elevate your district to new levels of efficiency in ways that other staffing companies cannot. We will train your administrators, faculty, staff, and substitute personnel on the proper usage of the systems and how to use them to their maximum advantage.

Administrative Relief

Our technology will unburden your district of many administrative tasks, such as employee credential verification, absence reporting and tracking, and payroll disbursement. They will now be automated and streamlined, so that district officials can direct those resources elsewhere.

Unlimited Support

Our commitment to East Stroudsburg Area School District includes our guarantee to keep these technologies operating at full capacity and meeting the exact specifications of your district. While our client engagement team supports your staff with their daily Absence Management needs, our employee engagement team works extended hours to fill your absences and support the substitutes working in your schools. Our IT team monitors the health and security of your systems, regularly updating their security and swiftly resolving any issues your district may have.

Peerless Service

We have developed software systems to benefit our district partners and substitutes. All our software systems interact with each other and Frontline Education software. As the only company capable of providing this advanced technology suite, as well as employing veteran Frontline Education experts within our very own technology team, your district will enjoy detailed information and absolute transparency of your substitute program.



1. Frontline Education's Absence Management

ESS is a licensed user of Frontline Education's Absence Management, formerly known as Aesop. ESS uses Absence Management for all our partner districts' substitute placement and absence management needs. ESS will use and help manage East Stroudsburg Area School District's Absence Management system.

Advantages for East Stroudsburg Area School District

Training

District administrators, faculty, staff, and substitute personnel can be retrained on how to use the system to their maximum advantage at any time.

Customization

ESS can customize the system to meet the district's needs including absence reasons, absence balances, and approval systems.

Support

Our client engagement team is available to your district daily by phone and email to answer questions, offer guidance, and assist with Absence Management tasks.

Reporting

ESS will create and customize any reports to provide administration full visibility of the substitute program's performance.

Management

East Stroudsburg Area School District's administrators can elect to manage some of its own Absence Management tasks, or ESS can provide full managed service; the system will be tailored to your preference.



2. Frontline Education Time & Attendance

ESS uses Frontline Education's Time & Attendance, formerly VeriTime, to capture substitutes' time. We will help East Stroudsburg Area School District install and manage the Time & Attendance netbooks in each school.

Substitute personnel can either utilize the barcode scanner with their ESS badge or type in their ID and in to clock in and out of each assignment.



3. Primepoint - Payroll System

The human resource department will be alleviated of burdens associated with the processing and distribution of substitute payroll. ESS partners with Primepoint for our payroll needs. Primepoint utilizes necessary data directly from Absence Management and Time & Attendance to ensure accuracy and minimize discrepancies. The Primepoint system tracks and reports employee hours, allowing us to manage and minimize Affordable Care Act exposure so compliance is a guarantee.

4. The BUS

ESS has developed the billing utility system, known internally as "the Bus", to manage billing and payroll tasks. The Bus interacts directly with Absence Management, Time & Attendance, and Primepoint. Through the Bus, ESS is able to ensure billing and payroll accuracy, create district-specific financial reports, and dispense payroll quickly at the benefit of East Stroudsburg Area School District and its substitutes.

5. Domo

Domo is a reporting software that will allow your regional team to pull real-time data on your substitute program. They will analyze this data and during your monthly meetings will show your administration visual charts and graphics to help them make informed decisions about your substitute program. Domo provides the ability to drill down easily into the data to see fill rates by school, by day, and by position and hiring activity and trends for your district.

6. Freshdesk

As part of our commitment to deliver superior customer service to the East Stroudsburg Area School District's administration, staff, and substitute employees, ESS utilizes the industry leading helpdesk software, Freshdesk. Thanks to Freshdesk, client and employee engagement representatives are able to expeditiously provide solutions and rapidly resolve queries.

7. Applicant System

Frontline Education Applicant System is a web-based applicant tracking and recruiting system that helps our team identify and hire the best candidates to work in your schools. This system streamlines the recruiting, hiring, screening, and onboarding process. Applicant information including credentials, clearances, certifications, and trainings are saved electronically. We are able to customize screening questionnaires to identify the best candidates for East Stroudsburg Area School District. The system provides automated compliance checks and expiration notifications to ensure 100% employee compliance.

8. The Source™

To aid our employees, ESS created the Source™. This software interacts with all our technology including Absence Management, Time & Attendance, the Bus, Freshdesk, the Applicant System, and Primepoint to provide a single employee information page for each employee. Our employee engagement team is able to quickly help employees with any question they may have. The Source™ allows the team to see an employee's work, pay, and hire history, credentials, badge information, incentives won, surveys completed, text messages sent and received, past details on emails and calls made by the employee, and the employee's work location.



Proactive Communication: Early in the planning process, the East Stroudsburg Area School District's administration and the transition team will meet to create common goals to ensure your employees, students, and administration have the best transition experience.

Transition Process

The key to East Stroudsburg Area School District's successful partnership with ESS is a smooth transition from your current operation to our proposed program. The transition plan is a three-part process including the district implementation, employee implementation, and technology implementation. Your transition team and regional management team is there through each step of the process to support your board, district, staff, substitutes, and community.

The transition team begins discussions and preparations immediately after approval. The transition team will work with the East Stroudsburg Area School District's administrators to set goals and hold orientations for your faculty, staff, and current active substitute employees. These meetings keep everyone informed about the specific roles and responsibilities, key timelines, and most importantly allows the transition team to answer any questions.

Transition Success

The success of East Stroudsburg Area School District's transition and start-up will be measured by:

1. The conversion rate of the current active substitute staff working in the school district
2. The fulfillment of requirements set forth by your district during our initial transition meetings
3. Increase in fill rates with highly qualified substitutes
4. The welcoming of our firm into your culture and community

1. District Implementation

ESS will arrange a variety of meetings with personnel from East Stroudsburg Area School District to establish expectations, address any concerns, and set a timeline for implementation. We will work together to make an assessment of current day-to-day operations and school district policies regarding absentee management and substitute placement. Once completed, a conversion plan is developed that strictly adheres to a mutually agreed upon timeline.

Expectation Meetings

The initial expectation meeting will be held within the first week of the contract, with additional expectation meetings held periodically throughout the year. There will be separate meetings for your human resources department, administrators, principals, and employees. These meetings will determine your district's goals and the needs of your staff.

Expectation Meeting Goals

- Introduce our management team and exchange contact information
- Discover and address requirements, needs, and concerns
- Establish full timelines for the implementation of the program
- Discuss communication strategies for converting your current substitutes
- Review technology and access to current absence information
- Verify pay and billing rates
- Review our daily operations

New Substitute Talent

Upon award of the contract, the transition team begins recruiting and advertising for new substitute talent. This proven process ensures your schools will have high fill rates from the start of our partnership.

To be the most successful in recruiting an abundance of substitute talent for your schools, we ask that the East Stroudsburg Area School District assists us in some simple communication initiatives. During the district implementation, the transition team will provide a marketing tool kit that contains samples of the communications. We will work with the district's administrators for any additions or changes.

The toolkit includes: ESS' information and URL to post on your district's website, press release to announce our partnership, article for school district newsletter, social media posts to announce our partnership, letter to your retired teachers, letter to teaching applicants that your district can't hire for full-time roles, and letter to parents of students in your schools.

Partnership Responsibilities

A successful partnership between East Stroudsburg Area School District and ESS requires that we work openly and cooperatively with one another. The transition team and your regional management team will handle all aspects of the program, but they will still need the district's support throughout the partnership.

The most important responsibility of the school district will be to furnish us with your expectations and requirements so that together we can build a successful program that meets all of your needs. Listed below are some other actions that East Stroudsburg Area School District can undertake to help guide our partnership to success.

- Announce partnership to community and staff.
- Post flyers in school buildings and place ESS' information on the district's website to notify current substitutes of the partnership.
- Assign a district liaison to facilitate ESS' regional team including: systems integration, technology deployment, finance, existing substitute conversion, and marketing/recruitment.
- Schedule dates and locations for transition meetings and Absence Management trainings for substitute staff, teachers, secretaries, and principals. We request that a representative from the school district's human resources team be present to answer questions and assist in communication.
- Provide a list of all employees that will be using Absence Management to track absences/balances or request a substitute. This list should include the number of allotted sick/personal/vacation days, current balances, approvals, approval codes, etc.
- Whitelist ESS' and Absence Management's email addresses.
- Partner with ESS to increase the substitute employee pools by utilizing methods such as posting banner ads on school district website, sending text messages and emails, posting on school district's social media, advertising on the school marquee/sign, placing hiring information into newsletters, and establishing an ongoing substitute walk-in procedure for inquiring substitute employees.
- Provide coordination and communication between schools, buildings, and school district.
- Confirm all pay and bill rates.
- Identify and assign district employees who will be responsibilities for facilitating payroll adjustments and weekly auditing of invoices for ESS.

2. Employee Implementation

When school districts partner with a new company, employees are often concerned about the status of their jobs. With ESS' open communication practices, they will quickly discover that their fears are unfounded. East Stroudsburg Area School District's currently active substitutes in good standing will be offered the opportunity for employment with ESS. The credentials and background checks for the active substitutes in good standing will be grandfathered in and they will not have to go through the credentialing process again until their credentials expire.

Orientation Meeting

Within the initial stages of the contract, and as needed throughout the transition period, the district's active substitutes who will continue to work in the school district are required to attend an orientation. This meeting introduces our onboarding process in great detail, demonstrating that we offer support to your substitute employees each step of the way. We introduce our Absence Management system, and present the system's benefits. Questions are answered in a town hall format. We will then collect paperwork and meet with each employee one-on-one to address specific needs.

Training Your Team

East Stroudsburg Area School District's current substitutes can participate in ESS' training day seminar to bring them up-to-date with the latest in educational practices. This interactive training experience instills confidence and sharpens aptitude in your district's original substitute personnel.



3. Technology Implementation

ESS will utilize East Stroudsburg Area School District's Absence Management and Time & Attendance system to ensure a quick seamless transition. ESS can help manage and retrain administrators, faculty, staff and substitute personnel on the systems.

4. Transition Timelines

A customized plan of action will be designed to drive the start-up across your district. During the initial expectation meeting, the transition team will work with East Stroudsburg Area School District's administrators to establish a comprehensive implementation strategy that meets your every need. We work closely with district officials to guarantee a smooth transition your administration, school staff, substitutes, and students.

Transition Overview	Status % Complete	Weeks 1-2	Weeks 3-4	Weeks 5-6	Weeks 7-8	Ongoing
District Officials						
Expectation meeting						
Address requirements & strategies						
District assigns a contact person(s) for transition meetings						
Review technology						
Review district policies and credentialing need for each position						
Analyze current absences & fill rate data						
Announce our partnership						
Orientation/Absence Management Meetings						
Principals						
Teachers						
Administrative Assistants						
Implementation Subdivisions						
A. Substitute conversion meeting						
B. Recruitment meeting						
C. Technology meeting						
D. Finance meeting						

A. Employee Conversion	Status % Complete	Weeks 1-2	Weeks 3-4	Weeks 5-6	Weeks 7-8	Ongoing
Place announcement on school district's website						
Place flyers in each school building with dates of orientation meetings						
Collect approved, district original substitute information						
Orientation meeting/training						
Collect paperwork/credentials						
Update any outdated credentials						
Update paperwork into applicant system						
Create employee badges						

B. Recruitment	Status % Complete	Weeks 1-2	Weeks 3-4	Weeks 5-6	Weeks 7-8	Ongoing
School District Communication						
Pinpoint school-based and local advertising opportunities						
URL/logo/information on school district's website						
Letters to parents						
Letters/emails to retired employees						
Press release announcing partnership						
Job Fairs & Events						
Schedule dates & locations for ESS' hiring events						
Sign up & attend community events & fairs						
Attend district sporting events						
Colleges and Universities						
Sign up/attend job fairs						
Develop contacts with career services/ provide materials						
Post positions online						
Alumni networking events						
Online Campaign						
Post jobs on job-posting websites						
Social media advertising for event and general awareness						

C. Technology	Status % Complete	Weeks 1-2	Weeks 3-4	Weeks 5-6	Weeks 7-8	Ongoing
Introductory call with systems integration manager						
Provide websites to whitelist						
Ensure accuracy of setup of district's Absence Management - employees, substitutes, school profiles, start/end day times, skills, absence reasons, and approvals						
Develop customized reports						
Provide district access to Long-term and Incident portals						
Add ESS' organizational users						
Absence Management support & troubleshooting						

D. Fiscal	Status % Complete	Weeks 1-2	Weeks 3-4	Weeks 5-6	Weeks 7-8	Ongoing
Introductory call with finance department						
Verify bill & pay rates						
Assign school district billing codes						
Verify weekly billing						
Generate weekly billing invoice						
Generate billing backup report						
Ensure district emails and contacts are correct for weekly billing information						
Ensure district has finance contacts for questions						
Schedule billing reviews with district						

Services Provided

ESS' full service program for East Stroudsburg Area School District is all-inclusive and will meet your district's substitute needs. Our plan includes everything described in this proposal - there will be no additional cost to East Stroudsburg Area School District. Additionally, we are always willing to customize any aspect of your program. Your program will include:

- ✓ Customized program
- ✓ Dedicated regional management team
- ✓ Live support representatives
- ✓ Long-term placement specialists
- ✓ Customized transition & startup
- ✓ In-person onsite training
- ✓ Additional training throughout the year
- ✓ Supplementary online training
- ✓ Absence Management customization, training, & management
- ✓ Employee time tracking & reporting
- ✓ Time & Attendance training and management
- ✓ Custom reporting
- ✓ High fill rates
- ✓ Building-based substitutes
- ✓ Last minute/same day absence filling
- ✓ Talent pool management
- ✓ Recruiting 365 days a year
- ✓ Print & digital advertising
- ✓ District hiring events
- ✓ Active assigning with The Source™ & Call-Em-All
- ✓ Human resource tracking
- ✓ Credential checks
- ✓ Candidate screening
- ✓ Health benefits for substitutes
- ✓ Weekly pay for substitutes
- ✓ Substitute incentives
- ✓ Employee engagement
- ✓ Unemployment for substitutes
- ✓ 401(k) for substitutes
- ✓ Payroll disbursement
- ✓ Affordable Care Act compliance
- ✓ General liability coverage
- ✓ Workers' compensation
- ✓ District & state compliance
- ✓ Financial reporting & analysis
- ✓ Monthly meetings
- ✓ School visits
- ✓ Real time reporting with Domo
- ✓ Daily reporting
- ✓ Community engagement

ESS' Program Cost

ESS' full service program for East Stroudsburg Area School District is all-inclusive and will meet your district's staffing needs.

We are proposing a bill rate factor of 1.305 (30.5%) for all substitute staff. Our proposed bill rates are achieved by multiplying the pay rate, either hourly or daily stipend, by the rate factor. The district reserves the right to change the pay rate to any position. Note our pricing assumes that at a minimum ESS will manage all substitute teacher placements (daily & building-based), however we are fully capable of providing all of the substitute positions listed below in addition to teachers.

The Complete Package

Perhaps the greatest advantage of East Stroudsburg Area School District's partnership with ESS is our commitment to saving your school district money - each and every benefit outlined in this proposal is included in our program.

Position Type	Daily/Hourly Pay Rate	Daily Bill Rate
Daily Substitute Teacher	\$100.00/day	\$130.50/day
Building-Based Substitute	\$100.00/day	\$130.50/day
Substitute Paraprofessional	\$11.00/hr.	\$14.35/hr.
Substitute Aide	\$10.00/hr.	\$13.05/hr.
Substitute Administrative Assistant/Secretary	\$9.50/hr.	\$12.39/hr.
Substitute Custodian	\$9.75/hr.	\$12.72/hr.
Substitute Nurse	\$100.00/day	\$130.50/day

V. ITEMS FOR DISCUSSION

c. TIF Plan

EAST STROUDSBURG AREA SCHOOL DISTRICT
(Monroe County, Pennsylvania)

A RESOLUTION OF THE BOARD OF SCHOOL DIRECTORS OF THE EAST STROUDSBURG AREA SCHOOL DISTRICT APPROVING THE SCHOOL DISTRICT'S PARTICIPATION IN A TAX INCREMENT DISTRICT WITHIN THE TOWNSHIP OF SMITHFIELD, MONROE COUNTY, PENNSYLVANIA IN CONNECTION WITH PHASES 1A, 1B, AND 2A OF THE SMITHFIELD TAX INCREMENT FINANCING DISTRICT; AUTHORIZING CERTAIN OTHER MATTERS RELATING TO SUCH TAX INCREMENT DISTRICT; AND PROVIDING FOR AN EFFECTIVE AND A GENERAL REPEALER.

WHEREAS, East Stroudsburg Area School District (the "School District"), situated in Monroe County, Pennsylvania, is a school district existing under the laws of the Commonwealth of Pennsylvania (the "Commonwealth"); and

WHEREAS, Monroe County Industrial Development Authority (the "Authority") is a public instrumentality and a body politic and corporate organized and existing under the laws of the Commonwealth, having been duly organized by the County of Monroe, Pennsylvania (the "County"), pursuant to the provisions of the Pennsylvania Economic Development Financing Law, Act of August 23, 1967, P.L. 251, as amended (73 P.S. §371, et seq.); and

WHEREAS, DEPG Mosier Associates, L.P., as developer (the "Developer"), desires to undertake the acquisition of certain property situated in the Township of Smithfield, Monroe County, Pennsylvania (the "Township") and to develop a mixed use project consisting, in part, of approximately 199,200 square feet of commercial space for retail stores, professional offices, restaurants, and 236 residences (the "Smithfield Tax Increment Financing District"). The Developer intends to develop the Smithfield Tax Increment Financing District in multiple phases, however, only Phases 1A (Multi-Retail), 1B (Multi-Retail), and 2A (236 Residential Units) as depicted on Maps 1 and 2 attached to the hereinafter mentioned TIF Plan are allocating tax increments to the Authority; and

WHEREAS, Phases 2B, 2C, 2D, and 2E of the Smithfield Tax Increment Financing District are included in the hereinafter designated TIF District, however, the School District and the other taxing bodies will retain one hundred (100%) percent of all real estate taxes generated by those Phases; and

WHEREAS, the Authority has determined that the Smithfield Tax Increment Financing District containing approximately 91.24 acres would increase commerce, welfare and prosperity within the County; and

WHEREAS, the Authority, in order to induce the Developer to proceed with the proposed Smithfield Tax Increment Financing District, desires to incur debt in an estimated principal amount of Six Million (\$6,000,000.00) Dollars through a tax increment financing (the

"TIF Debt") to fund a project (the "TIF Project") consisting of the design, acquisition and construction of certain road improvements, including intersections and signalization, utility facilities and related infrastructure improvements; and

WHEREAS, the Authority has proposed the creation of a tax increment district within the Township in accordance with the Tax Increment Financing Act, Act of July 11, 1990, P.L. 465, as amended, 53 P.S. §6930.1, et seq. (the "TIF Act"); and

WHEREAS, pursuant to the requirements of the TIF Act, the Authority has prepared the Tax Increment Financing (TIF) Plan for the Smithfield Township Tax Increment Financing District in Smithfield Township, dated March, 2018 (the "TIF Plan") that, inter alia, recommends the boundaries of the "Smithfield Township Tax Increment Financing District" (the "TIF District"), describes the TIF Project, the fiscal effects on the municipal tax base and the estimated TIF Project and nonproject costs, and includes maps showing existing uses and proposed improvements and uses; and

WHEREAS, pursuant to the TIF Plan, the School District, the County and the Township are anticipated to allocate to the Authority a portion of the incremental ad valorem tax revenues in excess of the tax increment base expected to result from the increase in the total assessed value of real property values in the TIF District due to the completion of the Proposed Development and related improvements within the TIF District (the "Tax Increment"), which Tax Increment is to be applied by the Authority to payment of the principal of and interest on the TIF Debt and related financing costs; and

WHEREAS, the Board of School Directors of the School District has been requested, in compliance with the requirements of the TIF Act, to adopt the appropriate Resolution and authorize appropriate actions in order for the School District to participate in the TIF District; and

WHEREAS, the TIF Plan has been submitted to the Board of School Directors of the School District in accordance with the TIF Act; and

WHEREAS, the School District desires to participate in the TIF District for the public purposes set forth in the TIF Act, provided that such participation is limited solely to Phases 1A, 1B, and 2A of the Smithfield Tax Increment Financing District as set forth in the TIF Plan; and provided that the School District and other taxing bodies receive one hundred (100%) percent of all real estate taxes generated by Phases 2B, 2C, 2D, and 2E of the Smithfield Tax Increment Financing District; and

WHEREAS, the TIF Act requires the School District to take certain actions in connection with its participation in the TIF District.

NOW, THEREFORE, BE IT RESOLVED, by the Board of School Directors of East Stroudsburg Area School District, Monroe County, Pennsylvania, that:

1. The TIF Plan hereby is approved with respect to the School District in substantially the form presented at this meeting.

2. Conditioned upon (i) the TIF District being duly created, (ii) all requirements of the TIF Act being duly satisfied and (iii) a mutually agreed upon cooperation agreement with respect to the TIF Project being duly authorized and entered into by and among the School District, the County, the Township and the Authority, the School District agrees to:

(a) participate in the TIF District and allocate 79.5% of the School District's share of the Tax Increment to the Authority from the first year through and including the tenth year of the Smithfield Tax Increment District and said tax increments are to be applied for and toward the payment of debt service and related financing costs for said period of time;

(b) participate in the TIF District and allocate 22.5% of the School District's share of the Tax Increment to the Authority from year eleven through and including the twentieth year of the Smithfield Tax Increment District and said tax increments are to be applied for and toward the payment of debt service and related financing costs for said period of time; and

(c) allocate such Tax Increments for a period not to exceed (i) twenty (20) years, beginning on the date of creation of the TIF District or (ii) the final maturity of the TIF Debt, whichever first occurs.

3. The School District's allocated share of the Tax Increment shall be available to be used by the Authority solely to pay costs of the TIF Project and to pay the debt service and related financing costs with respect to the TIF Debt, as more fully provided in the TIF Plan.

4. The Superintendent, Chief Financial Officer and Solicitor of the School District are hereby directed to take such additional actions in cooperation with the Authority, the County and the Township as necessary in furtherance of the implementation of the TIF Plan, the creation of the TIF District and the undertaking of the TIF Project, including, without limitation, negotiation of a Tax Increment Financing Cooperation Agreement by and among the Township, the School District, the County and the Authority (the "TIF Cooperation Agreement") in furtherance of the TIF Plan, which TIF Cooperation Agreement shall set forth, among other things, the tax increment base and the procedure for collection and transfer of the Tax Increment to or for the benefit of the Authority. The TIF Cooperation Agreement shall be presented to the Board of School Directors for final approval.

5. The Secretary of the Board of School Directors of the School District hereby is authorized and directed to deliver a copy of this Resolution to the Authority, the County and the Township.

6. This Resolution shall become effective immediately upon its adoption. Any resolutions to the extent inconsistent herewith hereby are repealed.

7. Notwithstanding anything contained herein to the contrary, the School District's election to participate in the TIF Plan shall not, in any way, pledge or obligate the credit or taxing power of the School District, nor shall the School District be liable for the payment of principal of, or interest on, any obligations issued by the Authority, including the TIF Debt.

DULY RESOLVED AND ADOPTED by the Board of School Directors of the East Stroudsburg Area School District in lawful session assembled, this _____ day of _____, 2018.

ATTEST:

EAST STROUDSBURG AREA SCHOOL
DISTRICT

Secretary, Board of School Directors

President, Board of School Directors

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**TAX INCREMENT FINANCING (TIF) PLAN
FOR THE
SMITHFIELD TAX INCREMENT DISTRICT**

**TOWNSHIP OF SMITHFIELD
EAST STROUDSBURG AREA SCHOOL DISTRICT
COUNTY OF MONROE**

MONROE COUNTY INDUSTRIAL DEVELOPMENT AUTHORITY

March 2018

**SMITHFIELD TAX INCREMENT DISTRICT
TAX INCREMENT FINANCING PLAN**

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- IV. Tax Increment Financing Plan
 - A. Statement listing the kind, number and location of all proposed public works or Improvements and/or all residential, commercial or industrial development and revitalization improvements.
 - B. An economic feasibility study of the project and the fiscal effects on the municipal tax base.
 - C. Detailed list of estimated project costs
 - D. Description of the methods of financing all estimated project costs and the time when related costs or monetary obligations are to be incurred.
 - E. Map showing existing uses and conditions of real property in the district.
 - F. Map showing proposed improvements and uses
 - G. Proposed changes of any zoning ordinance, master plan, map, building code or ordinance
 - H. List of estimated non project costs
 - I. Statement of the proposed method for the relocation of families, persons and businesses to be temporarily or permanently displaced from housing or commercial facilities in the project area by implementation of the plan.

EXHIBITS

- A. Boundary Description of the TIF District
- B. Location Map of the TIF District
- C. Resolution of the Planning Commission of the County of Monroe
- D. Monroe County Assessor's Statement of the Tax Increment Base
- E. Monroe County Millage Rates
- F. Monroe County Assessor's Estimate of Assessment for Phase 1
- G. Tables 1 through 4 Real Estate Taxes to be Retained by the Taxing Bodies
- H. Act 315 Roll Back Taxes
- I. NEPA Report-Economic Impact of the Smithfield Gateway
- J. Loan Amortization Schedules
- K. Existing Land Use and Conditions Map
- L. Proposed Uses and Improvements Map 1
- M. Proposed Uses and Improvements Map 2
- N. Feasibility Study on Retail Marketing Analysis-Smithfield Gateway

I. INTRODUCTION

In accordance with the Tax Increment Financing Act of 1990, Act 113, as amended by Act 164 of 1992, the Monroe County Industrial Development Authority ("Authority") is proposing to create the Smithfield Tax Increment District (the "TIF District"). The Plan for this TIF District has been prepared to comply with the Tax Increment Financing Act.

The TIF plan will be reviewed by the following taxing bodies: Township of Smithfield, East Stroudsburg Area School District and the County of Monroe.

The County of Monroe and the East Stroudsburg Area School District are proposed to "opt in" to the TIF Plan and the Township of Smithfield will be the public body that creates the TIF District by ordinance. The role of the Monroe County Industrial Development Authority will be to administer the Tax Increment Financing Plan for the Smithfield Tax Increment District.

The Township of Smithfield, the East Stroudsburg Area School District, the County of Monroe will not be required to provide any guarantees for any financing related to this TIF Project.

The Proposed TIF District consists of approximately 91.24 acres. The TIF District includes 13 tax parcels as described in Exhibit A. Development of the TIF District is proposed in two phases. Phase 1 will include 65 acres and is planned to be developed with 9 commercial buildings and 8 residential buildings. The total square footage of the commercial buildings is 199,200 SF. 236 one and two bedroom apartments are proposed on 25.92 acres.

Phase 2 is projected to encompass the construction of 124,000 square feet of commercial buildings. Phase 2 development is identified on the two Proposed Uses and Improvements Maps as sections 2B, 2C, 2D and 2E. Although these sections are included in the TIF District all real estate taxes generated from these development areas will be retained 100% by each of the three taxing bodies. These four areas are identified in Exhibits L and M.

The only development areas, as depicted on the Proposed Uses and Improvement Maps, Exhibits L and M that will allocate real estate taxes to help finance public improvements are sections 1A, 1B, and 2A. These three areas are identified as Phase 1 throughout this TIF Plan.

II. TAX INCREMENT DISTRICT BOUNDARY

The 91.24 acres comprising the TIF District includes the 13 tax parcels listed in Exhibit A. Exhibit B, the Location Map of the TIF District, shows the general location of the project and identifies all the streets and roads near or bordering the TIF District. The TIF District boundaries are also depicted on the Existing Land Use and Conditions Map, Exhibit K, and the Proposed Uses and Improvements Maps, Exhibits L and M.

The TIF District is generally bounded by Seven Bridge Road-US 209 on the south, Music Center Drive on the east, Silo Lane and Independence Road-Pa 447 on the west. On the north, the TIF District is bounded generally by new residential development.

The TIF District is just one-half mile north of the Interstate 80 Marshalls Creek Exit 309. The TIF District has 2,000 feet of frontage on Route 209 and has accessibility from Route 447.

III. APPROVAL PROCEDURE FOR TAX INCREMENT FINANCING

Listed below is an outline of the steps and procedures required for the creation and implementation of a Tax Increment Financing District as required by the Act:

- The Monroe County Industrial Development Authority shall make a formal presentation to the governing bodies of the Township of Smithfield, East Stroudsburg Area School District and the Monroe County Board of Commissioners. The data presented to these public bodies shall include a description of the proposed boundaries of the TIF District, the tentative plans for the development or redevelopment of the TIF District, and an estimate of the general impact of the proposed TIF District on property values and revenues. (Formation of the TIF Committee)
- The Township of Smithfield, the East Stroudsburg Area School District and the County of Monroe shall designate a representative to meet with the Monroe County Industrial Development Authority to discuss the plan and tax increment financing concept and shall notify the Monroe County Industrial Development Authority of its designated representative. Representatives of the TIF Committee shall also be included in the

discussion of the plan and the tax increment financing concept. The Monroe County Industrial Development Authority shall meet with the designated representatives to discuss the creation of the TIF District, the boundaries of the TIF District, development within the TIF District, the tax increment that the taxing bodies would contribute to the tax increment fund, tax collection for the TIF District and any other matter relevant to the proposed TIF District.

- The Monroe County Industrial Development Authority shall recommend the boundaries of the TIF District to be created and shall submit the recommendation to the Township of Smithfield for creation of the TIF District.
- The Monroe County Industrial Development Authority shall prepare a TIF Plan for the TIF District and submit the TIF Plan to the Township of Smithfield, East Stroudsburg Area School District and the County of Monroe.
- The Township of Smithfield shall hold at least one public hearing at which interested parties are afforded a reasonable opportunity to express their views on the concept of tax increment financing, on the proposed boundaries, on the proposed adoption of a TIF Plan for the TIF District and the benefits to the municipality. Notice of the public hearing shall be published in accordance with the terms of the Sunshine Act, P.L. 388 No. 84, and said Notice shall be provided by first class mail, postage prepaid, to East Stroudsburg Area School District and the County of Monroe. This Notice must be provided not less than 30 days before the date of the hearing.
- In order to create the TIF District and adopt a TIF Plan, the Township of Smithfield shall enact, not earlier than three weeks after the public hearing described above, an ordinance creating the TIF District pursuant to the Act.
- The governing bodies of the East Stroudsburg Area School District and the County of Monroe shall, by ordinance or resolution agree to participate or opt not to participate in whole or in part in the TIF District. Such ordinance or resolution shall be adopted or enacted and a copy thereof delivered to the Township of Smithfield on or before the date of the Township's required public hearing on the TIF Plan.

IV. TAX INCREMENT FINANCING PLAN

A. Proposed Public Works or Improvements and Commercial Development Improvements

1. Commercial Development Improvements. The project involves the construction of approximately 323,200 square feet of commercial buildings and 236 one and two bedroom apartments. 199,200 SF of commercial development and the apartments will be subject to the allocation of TIF funding and represents Phase 1 of this TIF District. This phase includes the planned areas identified as 1A, 1B and 2A on the Proposed Uses and Improvements Maps, Exhibits L and M. Each of these three development areas will have their own subdivision plan. Map 2, Proposed Uses and Improvements list in red the general location of new buildings within each planning area. For example Phase 1 A shows one building on the north side of the new loop road (yellow area on maps) and 4 more new buildings on the south side of the new loop road.

Phase 1 is planned to include a hotel, supermarket, retail stores, fast food restaurant, gas/convenient store and sports bar and the 236 apartments. Area 1A is planned for 376 parking spaces, Area 1B will have 675 parking spaces and 354 parking spaces are planned for Area 2A, the apartment buildings.

All other planned commercial areas that is, 2B, 2C, 2D and 2E, will not allocate any tax increments to the TIF Financing. These planning areas are known as Phase 2. They are located within the TIF District but any tax revenues generated from these development areas will not be allocated to TIF tax increments.

The developer of the TIF Area has completed an overlay zoning approval for the entire site.

2. Proposed public works or improvements The project involves a significant range of transportation improvements. Improvements to US 209 and PA. 447 are needed regardless of the proposed commercial development planned for the area.

US 209. The route 209 corridor off Route I-80 is very dangerous because it only has two lanes. Traffic is always backed up. Making left turns on and off this highway to local businesses is difficult. Traffic counts on 209 report 25,000 vehicles per day. It is proposed to widen this road to five lanes to permit left turn lanes in each direction. Some of the improvements to US 209 are beyond the boundaries of the TIF District. Traffic signals will also be installed at two locations as indicated on the Proposed Uses and Improvements, Map 2.

Loop Road A new road will be constructed through the heart of the TIF District. It will connect US 209 with PA 447 and improve traffic flow on these two main roads. The general location of the loop road is shown in yellow on Maps 1 and 2, Proposed uses and Improvements. The loop road will also provide an inter-connection with Phase 1 and Phase 2 of the development.

PA 447 Significant improvements are also planned to this State highway including new traffic signals at the intersection with the loop road.

Interior Roads. The Proposed Uses and Improvement Maps, Exhibits L and M, identify several new interior roads planned in areas such as 1A and 1B. Another road improvement will be constructed between Area 2B and that part of 1A that abuts Music Center Drive. At the end of Music Center Drive near 209, the road will be turned into a cul-de-sac.

Other extraordinary road improvement costs. In addition to the improvements listed above, there are significant additional costs for additional rights of way acquisitions beyond the boundaries of the TIF District. In addition, in order to widen US 209 certain properties will require adjustments to their parking lots and/or relocation of a building on their site to accommodate the road widening.

Storm Drainage Improvements There are significant storm drainage improvements needed. A major storm drainage system from 209 to a stream discharge point beyond the TIF District boundaries is required. An estimated cost of \$500,000 will be incurred to construct the storm water pipe under US 209. An additional cost of \$1,830,260 will be incurred to construct the storm drainage system from Route 209 to the stream discharge point

Utility Capacity Upgrades The project will upgrade utility services such as water, sanitary sewer, gas lines.

B. Economic Feasibility Study and Fiscal Effects on the Municipal Tax Base

The Authority, assisted by the TIF Consultant, Mullin & Lonergan Associates, Mechanicsburg, Pa. has performed an extensive review and analysis of the Project. The Authority has concluded that the Project is feasible for the following reasons:

- 1. Valuation and Millage Rate Assumptions** The County Assessor has been provided with detailed information on the construction of the 9 commercial buildings and the 236 apartments that comprise Phase 1 of the TIF District. The County Assessor has provided a breakdown for each building of the estimated and included a valuation for the land. The County Assessor's estimate is attached as Exhibit F.

The County Assessor has also provided a certification of the tax increment base for the entire TIF District. Exhibit C states the present assessed value of the TIF District is \$556,580. The Authority has verified the applicable millage rates and attached these rates as Exhibit E.

2. **Project Cost Assumptions** Project cost estimates are based on comprehensive civil and traffic engineering performed by Langan Engineers and cost estimates provided by a road contractor, Morrissey. The Developer has reviewed these plans and coordinated the design with Penn DOT and DEP.
3. **Feasibility and Market Study** A feasibility and market study has been prepared for the new development in the TIF District. A copy is attached as Exhibit N. This report addresses the location, market, trade area and the impact of tourism business in the Poconos.
4. **Strong Sponsorship** DEPG Smithfield Associates, L.P. ("DEPG") was formed by a company that has specialized in retail shopping center development with a particular emphasis on the Pocono Mountain Region. The DEPG is affiliated with Legend Properties, a full service commercial brokerage company specializing in retail leasing.

The Developer has closed over \$75,000,000 of commercial loans and construction in the Pocono Region. Representative projects by the developer in the Poconos are listed below:

- **Bartonsville Plaza-** Route 611 (north side) Stroud Township. In 2008 DEPG built Bartonsville Plaza, a site approved for a 50,000 square foot retail center.
- **Bartonsville Square-**(south side across from Bartonsville Plaza. In 2010, a 110 unit Hampton Inn & Suites was built and in 2012 DEPG built a 40,000 square foot office building. Other uses include Dick's Sporting Goods and a 6,000 square feet Mexican restaurant.
- **Summit Square-**Routes 715 & I-80, Tannersville, Pocono Township. This project includes development of an 80 acre site. Twenty acres were sold to Lehigh Valley Medical for construction of a 250,000 SF hospital.
- **Dingman Plaza-** Route 739 & Log Tavern Road, Dingman Township, Pike County. In 2014 DEPG assembled 280 acres for a mixed use development to include retail, medical and residential uses.

The Developer has assembled multiple urban properties on Route 30 in Downtown Coatesville, Chester County. This project is a redevelopment project. A new train station is planned and buildings are scheduled for demolition. New development will include two restaurants as well as retail and office space and a secure parking area.

In Medford, NJ. The Developer was retained to redevelop the Village at Taunton Forge. DEPG obtained approvals for redevelopment and expansion of an 83,000 SF Center including uses such as a Rite Aid, Liquor Store, Restaurant and other uses.

- 5. Grant Funding** With the assistance and support of the Authority and local elected officials, the Project has secured the following grants which will be used for road construction and related costs:

• Local Share Account (LSA)	\$ 925,000
• Penn DOT	\$2,074,563
• Commonwealth Finance Authority	\$ 700,000
• Redevelopment Capital Assistance (RACP)	<u>\$1,500,000</u>
TOTAL	\$5,199,563

- 6. Sub-Market Rate Debt Programs** The Project is actively seeking to participate in Commonwealth lending programs that offer sub-market interest rates to eligible projects. Where TIF debt is involved, such programs require formal applications to be made usually after the governing bodies have adopted the TIF Plan. Pennsylvania Infrastructure Bank is a Penn DOT Program that offers 10 year loans at an interest rate based 50% of the prime rate for eligible transportation projects.

A second program that may provide a low interest rate benefit to the Project is administered by the Department of Community and Economic Development (DCED), provides 20-year loans at interest rate between 2% and 3%. This loan program is known as Business in our Sites.

- 7. State TIF Guaranty Program** This Program, administered by the Commonwealth Finance Authority (CFA) guarantees up to \$5 million of TIF debt service per Project. The TIF Guaranty Program is limited to smaller communities. Recent discussions with CFA indicated that they have \$40,000,000 available in this Program. Under the program guidelines, the Monroe County Industrial Development Authority cannot submit a formal application until the taxing bodies have adopted the TIF Plan. The Commonwealth TIF Guaranty could reduce the interest rate on the TIF bonds or notes.

- 8. Underwriting Assumptions** Exhibit J includes two TIF amortization schedules. The first schedule illustrates how a Pennsylvania Infrastructure Bank Loan ("PIB") of \$4,000,000 can be amortized over a ten year period. It assumes that there will be no tax increments generated for the first eighteen months of this TIF Plan. Accordingly, the loan amortization for a PIB loan is based on eight years and a half years. The PIB loan would be guaranteed by the TIF tax increments and by the Developer. The PIB will have a fixed interest rate based on 50% of the prime rate at the time of closing on the loan. The

Developer will pay interest only on the PIB loan for the first eighteen months, a time when the private development is under construction and is assessed by the County. A second TIF loan is anticipated in the amount of \$2,000,000. The amortization of this loan is included in Exhibit J. This second loan is proposed to have a twenty year term. From the proceeds of the \$2 million loan, capitalized interest for the first eighteen months will be set-aside as well as a debt reserve fund. The loan is amortized over the following eighteen and a half years. Payments on both loans will be made on a semi-annual basis. It is proposed to establish with the tax increment funds a debt coverage ratio of 1.10 for all TIF debt. The maximum TIF debt is stated at \$6,000,000.

The loan terms, interest rates and other factors have not been established, and are subject to market conditions. The TIF Plan recognizes that the Monroe County Industrial Development Authority will seek the lowest possible interest rate and the most favorable terms available in the market in order to achieve the \$6,000,000 of TIF funds. Notwithstanding the foregoing, the maximum amount of TIF debt shall not exceed \$6,000,000. Note 1 below

Note 1. County and Township bills are for the calendar year. School tax bills are for the fiscal year-July 1 to June 30. County and Township taxes are billed on March 1 and the 2% discount ends on April 30, the base period ends on June 30. School taxes are billed on August 1 and the 2% discount period ends on September 30. The base period ends on November 30.

Fiscal Effects on the Municipal Tax Base

(a) Quantification of the Tax Increment Base The TIF District contains thirteen tax parcels. Exhibit A lists the acreage of each parcel and assessed value of each parcel. Total assessed value of the entire TIF District is \$556,580.

The current millage rates for each governing body are listed below:

Governing Body	Mills
Township of Smithfield	4
County of Monroe	22.35
East Stroudsburg Area School District	177.86
TOTAL	204.21

The Tax Increment Base is quantified in the Table below:

Governing Body	Real Estate taxes
Township of Smithfield	\$ 2,183
County of Monroe	\$12,197
East Stroudsburg Area School District	\$97,060
Total Tax Increment Base	\$111,440

The real estate taxes listed above reflect the application of the 2% discount for early payment. Over the 20-year term of the TIF District, the governing bodies will continue to receive the Tax Increment Base each year. (The amount of the Tax Increment Base will be adjusted as millage rates change over the 20-year term of the TIF District.) Assuming no millage changes, the aggregate Tax Increment Base during the 20-year term of the TIF District will be \$2,228,800.

(b) Projected Increase in Assessed Valuation from the Project The County Assessor reviewed the development plan for the first phase of the Project, that is planning areas 1A, 1B and 2A which represent 65 acres of the total 91 acres that comprise the TIF district.

Based on that review, the Assessor provided the Authority with the projected assessed value of the initial 65 acres proposed for development (See Exhibit F.) The projected assessment is \$5,552,310, an increase of \$4,995,730 over the tax increment base assessment of \$556,850. The net increase in assessment from the first 65 acres, identified throughout this TIF Plan is \$4,995,730. This amount represents the tax increment that will be shared for the TIF financing. The net tax increment in real estate taxes is \$1,020,178, or \$999,774 after the two percent discount.

(c) Portion of tax increment to be applied to TIF Debt. The TIF Plan proposes that the Township of Smithfield, the East Stroudsburg Area School District and the County of Monroe each agree to apply 79.5% of the net Tax Increments to repayment of the TIF debt for the first ten years of the TIF District and 20.5% will be retained by the three taxing bodies. The 20.5% of the tax increment retained by the taxing bodies is estimated at \$204,953 beginning in year three of the TIF District. (See Table 3, Exhibit G) The 79.5% of the tax increment to be applied to TIF debt through years 10 of this TIF Plan amounts to \$794,821 each year. From years three through ten of the TIF District, the tax increment retained by the taxing bodies of \$204,953 per year generates a total of \$1,844,577 to be retained by the three taxing bodies.

From years 11 through 20 the governing bodies are proposed to allocate 22.5% of the tax increment to TIF financing and 77.5% of the tax increment shall be retained by the three governing bodies. Beginning in Year 11, the amount of TIF Debt outstanding will be significantly reduced. Thus, it will enable the tax increment to increase to 77.5% of the tax increment to the three taxing bodies or \$774,825 per year. (Table 3, Exhibit G)

In addition, 100% of the real estate taxes generated by the development of planning areas 2B, 2C, 2D and 2E are excluded from the allocations of real estate taxes to the TIF debt. All real estate taxes from these planning areas will be retained by the governing bodies. The above listed four planning areas within the TIF District are identified on Map 1: Proposed Uses and Improvements, Exhibit L.

Table 1, Exhibit G lists the development planned in this second phase for these four development areas. The Developer has projected that the buildings in Area 2B will be

completed in 2021 and the last area to be developed, 2E, will be completed in 2024. Phase 2 developments are projected to add another \$2,207,739 in real estate assessments. Table 2, Exhibit G, lists the additional real estate taxes to be retained 100% by the three taxing bodies will total \$7,260,027 over the term of the TIF District.

Table 3, Exhibit G estimates all real estate taxes over the life of the TIF District retained by the taxing bodies and totals \$19,193,094 Table 4 breaks down the total real estate taxes generated from the TIF District for each taxing body during the 20 year term of the TIF District. It is summarized below

Township of Smithfield	\$ 375,986
East Stroudsburg Area School District	\$16,716,418
County of Monroe	\$ 2,100,690

Other revenues calculated include rollback taxes, wage, or earned income taxes and local services tax. Exhibit I contains an Executive Summary - Economic Impact of the Smithfield Gateway. This Summary was prepared by NEPA, Northeastern Pennsylvania Alliance. This report was prepared using IMPLAN. IMPLAN or Impact Analysis for Planning, is a software package that was developed by the Department of Applied Economics at the University of Minnesota and the U.S Forest Service Land Management Planning Unit in Fort Collins, Colorado. IMPLAN estimates direct and indirect (supplier) and impacts in terms of number of jobs, personal income and output or economic activity as determined by the model.

Page 4 of the NEPA Summary reports that Employee compensation during construction will be \$67.6 million and indirect income is estimated at \$5.1 million. Total jobs during the construction over a three year period total 1,279 full and part time jobs. State and local taxes are projected by NEPA at \$7.3 million.

Phase I of the development is projected to create 977 full and part time jobs. IMPLAN assumes that 2.5 part time jobs are equivalent to one full time job. No breakdown of part time jobs are stated in the NEPA report. Employee Compensation for the jobs created is listed by IMPLAN at \$29,000,000 or \$29,683 per employee. Using the IMPLAN report for the estimate of the 1% of the earned income tax gives an annual earned income tax at build out of Phase 1 of \$290,000.

The County of Monroe is reported in the latest census data as having a labor force of 80,000. The Township of Smithfield has a labor force equal to 63.1% of their population of 7,314 or a labor force of 4,615. Thus, the Township's labor force represents 5.76% of the County's labor force. Based on this data, it is presumed that 5.76% of the 977 jobs created in Phase 1 will come from Township residents. Thus 56 Township residents are projected to be employed in Phase 1 of the Development. Using the average wage of \$29,683 the Township's share of the earned income tax per year is estimated at \$8,311.

The East Stroudsburg Area School District serves five communities in Monroe County and two communities in Pike County. The communities served in Monroe County are East Stroudsburg Borough, Middle Smithfield, Smithfield, Price and Delaware Basin. These communities have a total population of 32,351. Based on Census data, it is assumed that 63.1% of the total population is in the labor force or 20,413. A labor force of 20,413 would represent 25.5% of the County labor force. It is estimated that 25.5% of the 977 jobs will represent employees who reside in these five Monroe County communities for a School District job creation of 249 jobs. 249 jobs at the shared 1% earned income tax will generate \$36,955 per year in income taxes to the School District at completion of Phase 1. No projections of the earned income tax for the Township and School District have been made with respect to the Phase 2 development which is projected to create an additional 434 jobs. This is due to the fact that the four development areas that comprise Phase 2 will be completed over a four year period. The NEPA Report provides the total number of jobs created in Phase 2 but does not breakdown the jobs created for each of the four development areas.m9

The Local Services tax is projected to generate \$45,919 per year at completion of Phase 1 and an additional \$20,398 per year at completion of Phase 2. The School District receives \$5 from the Local Services Tax. The School District will receive \$4,885 and \$2,170 each year from Phases 1 and 2 at full build out.

The first phase of the TIF District will create the following additional taxes to the Township and School District during the 20 year term of the TIF district: (No taxes are projected for the first two years of the TIF District.)

Township EIT	\$149,598
Township Local Services	\$826,542
School District EIT	\$665,190
School District Local Services	\$ 24,425

It is noted that fiscal and job creation impacts is not a precise science. The conclusions in this TIF Plan analysis are not intended to be precise data. They are intended to be reasonable estimates that will give the Township and School District a general indication of the employment data and fiscal impacts of such employment.

Several properties in the TIF District were placed under Act 315. With the change in Land use from agricultural to commercial uses there is a "Roll Back" of these taxes. Exhibit H contains data from the County Assessment Office that details the payments with interest due each taxing body. The amounts due, including interest, for each taxing body are listed below and rounded to the nearest dollar:

County of Monroe	\$ 40,533
East Stroudsburg Area School District	\$341,784
Township of Smithfield	\$ 7,630

In addition, there are the library taxes and Tax Claim Bureau fees due.

C. Detailed list of estimated project costs The estimated cost of public improvements are listed below. These public improvements and their related costs may be changed from the listing that follows:

Road Improvement Costs

Off- site improvements Routes 209 & 447 Including storm sewer under Route 209 and traffic signals	\$6,146,650
Construction of new loop road within the TIF District	\$3,063,200
Road B, Main Entrance to Area 1A	\$ 737,290
Road C Music Center Road Relocation	\$ 216,650
Road D Interconnecting Road	\$ 353,385
Right of Way land costs, Marvin, Staples, Prorated share of Moser, Morrissey	<u>\$3,399,000</u>
Total public improvement costs	\$13,916,175

In addition to these costs there are costs to adjust some property owners' buildings and/or parking lots for the widening of state highways as well as a cost for the Music Center cul-de-sac. In addition to the costs listed above, the estimated cost of \$1,830,260 to construct the storm drainage system from Route 209 to the stream discharge point will be the responsibility of the developer. The total of the road and drainage costs is \$15,746,435. The Authority will determine which of these needed improvements will be funded with TIF funds, grants funds and developer equity/debt.

D. Description of the Methods of Financing All Estimated Project Costs and the Time when related costs of Monetary Obligations are to be incurred.

The following table sets forth the sources of all estimated Project Costs

• Approved Grants	\$5,199,563
• Tax Increment funds	\$5,600,000
• Developer equity/debt	<u>\$4,946,872</u>
TOTAL FUNDS	\$15,746,435

The following notes accompany the table above and are hereby incorporated in the TIF Plan:

1. Annual Authority Administrative Costs will be paid from annual tax increment revenues. The Authority will also incur legal costs for the TIF and other administrative costs to be reimbursed to the Authority.
2. The Authority is the party issuing the TIF debt. It is not a taxing body. The Authority can only look to the Tax Increment to retire TIF debt. The Authority has no obligation to pay TIF debt from any other revenue source. *Smithfield Township, the County of Monroe and the East Stroudsburg Area School District also have no obligation to pay the TIF debt from any other revenue source.*
3. The amount of debt issued under this TIF Plan is presently estimated to be \$6,000,000. If the Authority's TIF financing does not include State funding as described in Section (b) 5 & 6, the amount of TIF debt may be reduced due to a higher interest rate. The Authority may use the State Guarantee Program for a TIF debt in conjunction with other sources of TIF funding.
4. The \$5,199,563 in Commonwealth grants comes from different programs. Each of these grants has different terms and conditions governing the use of funds. In addition, some grants require private matching funds; other Commonwealth grant funds cannot be used as a match.
5. In consideration of Commonwealth grant conditions and possible changes in costs at the time of project implementation, the Authority will allocate TIF funds to some or all of the following activities: traffic improvements and utility upgrades. Final determination on the allocation of TIF funds will be made by the Authority at the time of closing on TIF funding and the execution of construction contracts for public improvements.

6. An estimated amount of \$400,000 of TIF funds will be needed to establish a Debt Reserve Fund and related closing costs for the project.

Timing of Monetary Obligations and Related Costs

TIF debt will close based on the timing of several issues or concerns. These are:

- The Developer of the Smithfield Gateway requires the construction of improvements such as the work on Routes 209 and 447 to commence concurrently with the start of building construction in Phase1. It is presently estimated that the need to start construction on these two major State highways will be in the summer of 2018.
- State funding of all or part of the TIF debt is secured.
- The TIF debt may be broken into two borrowings. One TIF debt may be for less than twenty years while the second loan will be for twenty years. The construction of the new loop road within the TIF District may be built in two stages. The first stage that will serve Planning Areas 1A, 1B and 2A will also require funding in the summer of 2018. If the loop road is built in two stages, a second loan long term TIF debt may not be closed until the need for funding the second phase of the loop road.

In any event the tax increments generated from this TIF District will be captured for a period of twenty years following the closing of any TIF debt.

THIS TIF PLAN WILL HAVE A TERM OF TWENTY YEARS. THE TIF DISTRICT WILL BEGIN ON THE DATE THE AUTHORITY CLOSSES ON ALL OR SOME OF THE TOTAL \$6,000,000 IN LOANS FOR THIS PROJECT.

E. Map showing existing land uses and conditions of property in the TIF District.

Exhibit K is attached and shows existing land uses and conditions in the TIF District.

F. Map showing proposed uses and improvements in the TIF District.

Exhibits L and M are attached as exhibits and reflect proposed land uses, as well as the phases of development, that is, Phase 1 includes planning areas 1A, 1B and 2A. All other planning areas are in Phase 2. The new loop road through the TIF District is also highlighted on these maps as well as Routes 209 and 447. The general location of traffic signals are also shown on Exhibits M.

G. Proposed changes of any zoning ordinance, master plan, map, building code or ordinance.

A zoning overlay has been granted by the Township for this project. No other zoning changes are projected. The Project is consistent with the Monroe 2030 County Comprehensive Plan and the Smithfield Township Comprehensive Plan. It is identified in both of the adopted plans as a targeted site for development. As part of the application for State grants for this TIF District letters from both the Township and County were provided indicating compliance with the respective Comprehensive Plan. Thus, no changes are proposed to the Comprehensive Plans or Maps. No changes are proposed to the Township Building Code or Ordinances.

H. List of estimated non-project costs

Non-Project costs are those costs that are not funded with TIF. Such costs are in addition to the costs listed in (c) detailed list of project costs. Listed below are the non-project costs for this TIF District:

NON-PROJECT COSTS

PHASE ONE

Property Acquisition and closing costs-total area	\$10,373,334
Site work-Planning area 1A	\$ 3,128,400
Site work-Planning area 1B	\$ 4,200,000
Site work-Planning area 2B	\$ 3,500,000
Building construction costs Planning area 1A	\$24,879,500
Building construction costs Planning area 1B	\$15,500,000
Building construction costs Planning area 2A	\$31,502,000
Soft costs, Planning area 1A	\$ 1,200,000
Soft costs, Planning area 1B	\$ 980,000
Soft costs, Planning area 2A	\$ 800,000
SUB TOTAL	\$96,063,234

PHASE TWO

Site work-Planning area 2B	\$ 2,200,000
Site work-Planning area 2C	\$ 2,857,250
Site work-Planning area 2D	\$ 1,845,185
Site work-Planning area 2E	\$ 1,118,337
Building construction costs Planning area 2B	\$ 2,145,000
Building construction costs Planning area 2C	\$ 7,361,200
Building construction costs Planning area 2D	\$ 4,638,000
Building construction costs Planning area 2E	\$ 1,800,000
Soft costs Planning area 2B	\$ 995,225
Soft costs Planning area 2C	\$ 2,375,560
Soft costs Planning area 2D	\$ 1,303,900
Soft costs Planning area 2E	\$ 689,150
SUB TOTAL	\$29,328,807

TOTAL COSTS	\$125,392,041
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The total estimated non-project costs for this TIF District may be modified during the construction periods for both phases.

I. Statement of a proposed method for the relocation of families, persons and businesses to be temporarily or permanently displaced from housing or commercial facilities in the project area by implementation of the TIF Plan.

As noted in Section C. detailed list of estimated project costs, the project developer will expend funds to help relocate/adjust their business properties mainly for the widening of Route 209. Some of this work is beyond the boundaries of the TIF District.

The project developer owns all the residential homes in the TIF District. Residents of three housing units are on month to month leases. The Developer is allowing them to stay until the warm weather months. These units will be unoccupied at the time the TIF Plan is adopted by the Township

EXHIBIT A

BOUNDARY DESCRIPTION OF THE TIF DISTRICT

EXHIBIT A
LIST OF PROPERTIES INCLUDED
IN THE
TIF District

The redevelopment area includes the following properties by tax parcel located in the Township of Smithfield:

<u>Property</u>	<u>Acreage</u>
Parcel 16/8/2/1- 758 Seven Bridge Road	2.50
Parcel 16/8/2/2-772 Seven Bridge Road	1.35
Parcel 16/8/2/3-119 Way Lane	2.63
Parcel 16/8/2/3-1T-Mobile Home, 119 Way lane	0.00
Parcel 16/8/2/7-1-Music Center Drive	2.11
Parcel 16/119216/1C-Financing Building	0.00
Parcel 16/8/2/4-1-112 Houseville Lane	2.65
Parcel 16/8/2/7-3	18.92
Parcel 16/8/2/7-2	33.30
Parcel 16/8/2/4-2	1.24
Parcel 16/8/2/7	21.42
Parcel 16/8/2/9	1.02
Parcel 16/8/2/7-4	4.10
TOTAL	91.24

EXHIBIT B

LOCATION MAP OF THE TIF DISTRICT

Smithfield Redevelopment Area

Proposed TIF District

Parcels

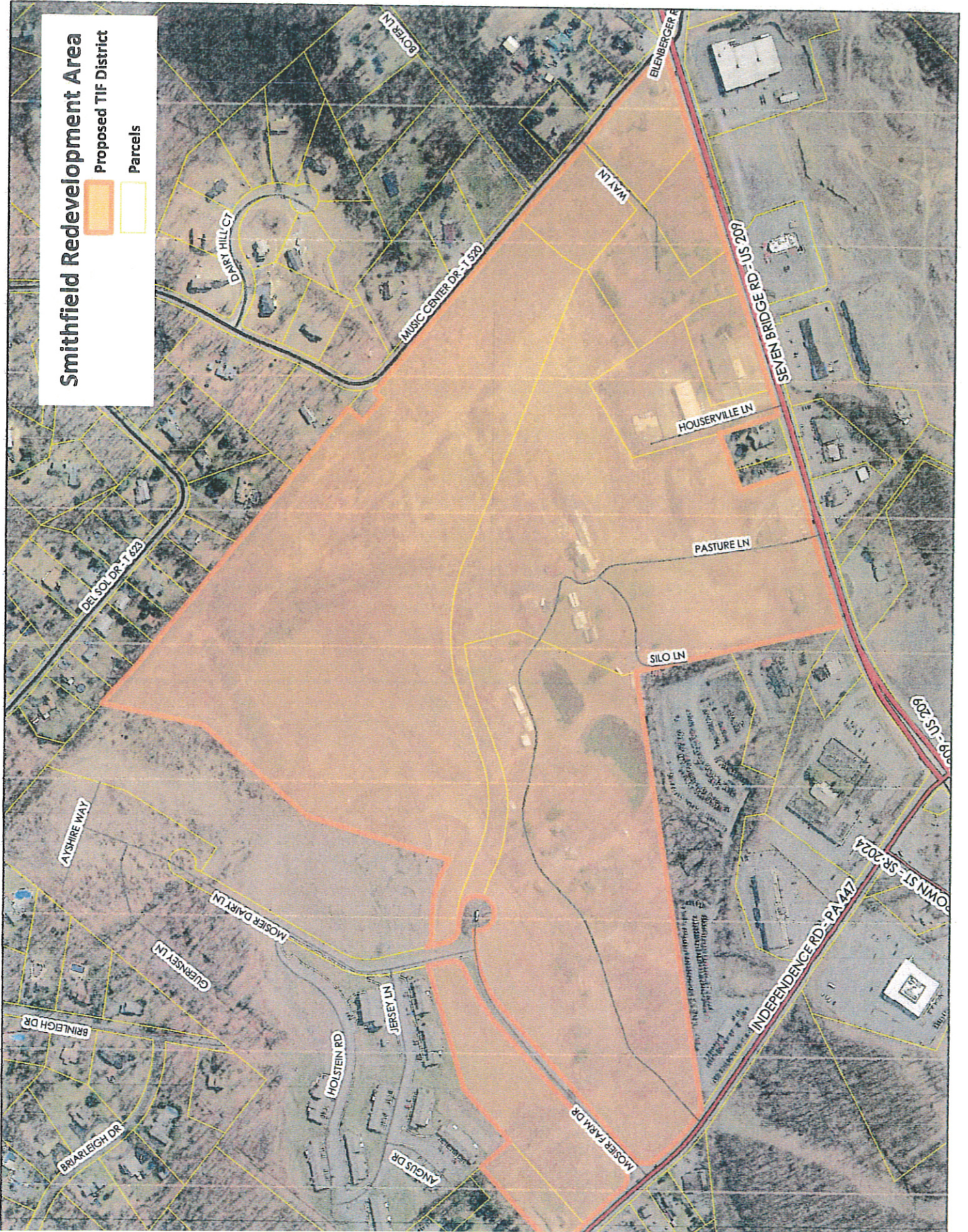


EXHIBIT C

RESOLUTION OF THE PLANNING COMMISSION

**RESOLUTION OF THE PLANNING COMMISSION OF THE COUNTY OF
MONROE CERTIFYING AN AREA AS A REDEVELOPMENT AREA**

WHEREAS, the Planning Commission of the County of Monroe advises the Monroe County Commissioners on matters pertaining to the general planning of land uses, and;

WHEREAS, the Planning Commission of the County of Monroe is familiar with conditions existing in an area comprising approximately 91.24 acres that is bounded generally by Route 447 and Seven Bridges Road and the parcels that comprise the area are described in the attached "Exhibit A" (the "Project") and there are specifically excluded from the Project, Parcel 16/8/2/5 – 804 Seven Bridge Road and Parcel 16/8/2/6 – 808 Seven Bridge Road; and

WHEREAS, the Monroe County Industrial Development Authority has forwarded a Basic Conditions Report on the Project to the Planning Commission of the County of Monroe; and

Whereas, the Planning Commission of the County of Monroe finds that the Project presents one or some of the following characteristics which warrant its being considered a redevelopment area within the meaning of the Urban Redevelopment Law of 1945, P. L. 991, as amended:

- A) Unsafe, unsanitary, inadequate and overcrowded conditions of dwellings therein
- B) Inadequate planning of the area
- C) Excessive land coverage of the buildings thereon
- D) Lack of proper light and air and open space
- E) Defective design and arrangement of the buildings thereon
- F) Faulty street and lot layout
- G) Economically or socially undesirable land uses

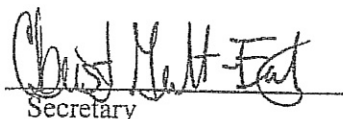
NOW, THEREFORE, BE IT RESOLVED by the Planning Commission of the County of Monroe that it is found and determined that the Project is a blighted area based on one or some of the conditions enumerated above and;

That the above-described area is hereby certified to the Monroe County Industrial Development Authority and the Board of Commissioners of the County of Monroe as a "Redevelopment Area" within the meaning of the Urban Redevelopment Law of 1945, P.L. 991, as amended.

I hereby certify that the foregoing resolution is a true and correct copy of the Resolution adopted by the Planning Commission of the County of Monroe at its meeting held on December 12, 2017

ATTEST

(SEAL)


Secretary



Chairman

EXHIBIT A
LIST OF PROPERTIES INCLUDED
IN THE
SMITHFIELD REDEVELOPMENT AREA

The redevelopment area includes the following properties by tax parcel located in the Township of Smithfield:

<u>Property</u>	<u>Acreage</u>
Parcel 16/8/2/1- 758 Seven Bridge Road	2.50
Parcel 16/8/2/2-772 Seven Bridge Road	1.35
Parcel 16/8/2/3-119 Way Lane	2.63
Parcel 16/8/2/3-1T-Mobile Home, 119 Way lane	0.00
Parcel 16/8/2/7-1-Music Center Drive	2.11
Parcel 16/119216/1C-Financing Building	0.00
Parcel 16/8/2/4-1-112 Houseville Lane	2.65
Parcel 16/8/2/7-3	18.92
Parcel 16/8/2/7-2	33.30
Parcel 16/8/2/24-2	1.24
Parcel 16/8/2/7	21.42
Parcel 16/8/2/9	1.02
Parcel 16/8/2/7-4	4.10
TOTAL	91.24

The redevelopment area specifically excludes the following properties by tax parcel located in the Township of Smithfield:

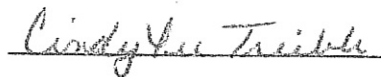
- 1) Parcel 16/8/2/5 – 804 Seven Bridge Road
- 2) Parcel 16/8/2/6 – 808 Seven Bridge Road

EXHIBIT D
COUNTY ASSESSOR'S STATEMENT
OF THE TAX INCREMENT BASE

SMITHFIELD GATEWAY PROJECT

The proposed tax increment district area includes the following properties located in the Township of Smithfield. The current assessed value of all properties within the proposed TIF District is listed below:

<u>Property</u>	<u>Acreage</u>	<u>Assessment</u>
Parcel 16/8/2/1 - 758 Seven Bridge Road	2.50	88,250
Parcel 16/8/2/2-772 Seven Bridge Road	1.35	8,080
Parcel 16/8/2/3-119 Way Lane	2.63	32,880
Parcel 16/8/2/3-1T-Mobile Home on 119 Way Lane	0	1,550
Parcel 16/8/2/7-1-Music Center Drive	2.11	280
Parcel 16/119216/1C-Financing Building	0	42,220
Parcel 16/8/2/4-1-112 houseville lane	2.65	70,040
Parcel 16/8/2/7-3	18.92	90,220
Parcel 16/8/2/7-2	33.3	3,070
Parcel 16/8/2/7	21.42	118,440
Parcel 16/8/2/4-2	1.24	77,620
Parcel 16/8/2/9	1.02	23 660
Parcel 16/8/2/7-4	4.1.	270
TOTAL	91.24	556,580



Cindy Treible, C.P.E.

Chief County Assessor

August 30, 2017

Date

EXHIBIT E
MONROE COUNTY MILLAGE RATES

MONROE COUNTY MILLAGE RATES FOR 2017									
	2017		2017		2017		2017		
TOWNSHIP	LIBRARY		COUNTY		TOWNSHIP		SCHOOL	TOTAL	
				FIRE		EMS			
BARRETT	1.5		21.25		18.75		135.29	176.79	1
CHESTNUTHILL	1.75		21.25	1	5.2	0.25	146.016	175.466	2
COOLBAUGH	2		21.25	1.75	12.75		135.29	173.04	3
DEL WATER GAP	1.1		21.25	1.75	16.6		163.3	204.00	4
E STROUDSBURG	1.1		21.25		24		177.86	224.21	5
ELDRED	1.75		21.25		9.5		146.016	178.516	6
HAMILTON	1.1		21.25		1		163.3	186.65	7
JACKSON	1.1		21.25	1	8		135.29	166.64	8
MIDDLE SMITHFIELD	1.1		21.25		9.5		177.86	209.71	9
MT POCONO	1		21.25	1.5	30		135.29	189.04	10
PARADISE	1.5		21.25		6.25		135.29	164.29	11
POCONO	1.1		21.25		16.1		135.29	173.74	12
POLK	1.75		21.25		4.3		146.016	173.316	13
PRICE	1.1		21.25		3		177.86	203.21	14
ROSS	1.75		21.25		1.5		146.016	170.516	15
SMITHFIELD	1.1		21.25		4		177.86	204.21	16
				spc.					
STROUD	1.1		21.25	1.5	14		163.3	201.15	17
STROUDSBURG	1.1		21.25		40.5		163.3	226.15	18
TOBYHANNA	0.75		21.25		14.44		135.29	171.73	19
TUNKHANNOCK	0.75		21.25	1	10.5		135.29	168.79	20
Add 1.75 library millage to PV school millage for total				2017 homestead figures					
	PV		PM		E.STBG		STBG		
Homestead exclusion	\$3,354		\$3,169		\$2,432		\$2,247		
Homestead tax exclusion	\$489.74		\$428.73		\$432.56		\$366.94		
*Farmstead exclusion max	\$3,354		\$3,169		\$2,432		\$2,247	*max amount-may be less	

EXHIBIT F
COUNTY ASSESSOR ESTIMATE OF
ASSESSMENT FOR PHASE 1

ESTIMATE OF ASSESSMENT

PROPERTY IDENTIFICATION

Address	Route 447 & Seven Bridges Road, Smithfield
Parcel ID	TBA
Subdivision	Smithfield Gateway, Phase 1

PROPERTY DESCRIPTION

Land Area	65 acres (including new rights of way)
Number of Buildings	9 commercial buildings and 8 residential buildings

PHASE 1A

County Units	Plan Units	Tenant	Square Ft	Valuation	Assmt.
Hotel (110 Rooms)	1	Marriott Courtyard	45,000	\$2,598,142	649,540
Gas	2	Gas/Conv.	5,000	\$318,114.00	79,530
Restaurant	3	KFC	3,200	\$347,813.00	86,950
Retail	4	Satellite retail	15,000	\$824,591.00	206,150
Restaurant	5	Sports Bar	6,000	\$589,175.00	147,290
Net Land Area Phase 1A		12.22 AC \$1,099,800.00			274,950

PHASE 1B

County Units	Plan Units	Tenant	Square Ft	Valuation	Assmt.
Supermarket	6	Unkown	60,000	\$3,030,023.00	757,510
Junior Anchor	7	Unkown	20,000	\$811,090.00	202,770
Junior Anchor	8	Unkown	20,000	\$811,090.00	202,770
Retail	9	Unkown	25,000	\$1,815,530.00	453,880
Net Land Area Phase 1B		14.72 AC \$1,324,800.00			331,200

PHASE 2A

County Units	Plan Units	Tenant	Square Ft	Valuation	Assmt.
Residential Apartments	10	236 Apartments	133708	\$6,306,279.00	1,576,570
Net Land Area Phase 2A		25.92 AC \$2,332,800.00			583,200

TOTAL VALUATION INCLUDING LAND FOR PHASE ONE	\$22,209,247.00	5.552,310
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EXHIBIT G
TABLES 1-4 REAL ESTATE TAXES
RETAINED BY THE TAXING BODIES

Table 1

TIF District
Additional Development Not Subject to TIF

Area	Year	Year	Square Feet	Assessment	Real Estate Taxes
2B	2020	2021	18,500	\$ 329,115.00	\$ 65,864.00
2D	2021	2022	31,600	\$ 562,164.00	\$ 112,503.00
2C	2022	2023	59,000	\$1,049,610.00	\$ 210,054.00
2E	2023	2024	15,000	\$ 266,850.00	\$ 53,403.00

Notes: Assessment rate is estimated at \$17.79 per Sf
Real Estate taxes reflect 2% discount

Table 2

*Summary of Non-TIF Development Areas
Additional Real Estate Taxes*

Year	Real Estate Taxes	
2021	\$	65,864.00
2022	\$	178,367.00
2023	\$	388,421.00
2024	\$	441,825.00
2025	\$	441,825.00
2026	\$	441,825.00
2027	\$	441,825.00
2028	\$	441,825.00
2029	\$	441,825.00
2030	\$	441,825.00
2031	\$	441,825.00
2032	\$	441,825.00
2033	\$	441,825.00
2034	\$	441,825.00
2035	\$	441,825.00
2036	\$	441,825.00
2037	\$	441,825.00
2038	\$	441,825.00
Total	\$	7,260,027.00

Table 3

Summary of Real Estate Taxes for the TIF District

Year	Tax Increment	Tax Increment	Non-TIF Area	Totals
2018	\$ 111,440.00	\$ -	\$ -	\$ 111,440.00
2019	\$ 111,440.00	\$ -	\$ -	\$ 111,440.00
2020	\$ 111,440.00	\$ 204,953.00	\$ -	\$ 316,393.00
2021	\$ 111,440.00	\$ 204,953.00	\$ 65,864.00	\$ 382,257.00
2022	\$ 111,440.00	\$ 204,953.00	\$ 178,367.00	\$ 494,760.00
2023	\$ 111,440.00	\$ 204,953.00	\$ 388,421.00	\$ 704,814.00
2024	\$ 111,440.00	\$ 204,953.00	\$ 441,825.00	\$ 758,218.00
2025	\$ 111,440.00	\$ 204,953.00	\$ 441,825.00	\$ 758,218.00
2026	\$ 111,440.00	\$ 204,953.00	\$ 441,825.00	\$ 758,218.00
2027	\$ 111,440.00	\$ 204,953.00	\$ 441,825.00	\$ 758,218.00
2028	\$ 111,440.00	\$ 204,953.00	\$ 441,825.00	\$ 758,218.00
2029	\$ 111,440.00	\$ 774,825.00	\$ 441,825.00	\$ 1,328,090.00
2030	\$ 111,440.00	\$ 774,825.00	\$ 441,825.00	\$ 1,328,090.00
2031	\$ 111,440.00	\$ 774,825.00	\$ 441,825.00	\$ 1,328,090.00

Year	Tax Increment	Tax Increment	Non-TIF Area	Totals
2032	\$ 111,440.00	\$ 774,825.00	\$ 441,825.00	\$ 1,328,090.00
2033	\$ 111,440.00	\$ 774,825.00	\$ 441,825.00	\$ 1,328,090.00
2034	\$ 111,440.00	\$ 774,825.00	\$ 441,825.00	\$ 1,328,090.00
2035	\$ 111,440.00	\$ 774,825.00	\$ 441,825.00	\$ 1,328,090.00
2036	\$ 111,440.00	\$ 774,825.00	\$ 441,825.00	\$ 1,328,090.00
2037	\$ 111,440.00	\$ 774,825.00	\$ 441,825.00	\$ 1,328,090.00
2038	\$ 111,440.00	\$ 774,825.00	\$ 441,825.00	\$ 1,328,090.00
Totals	\$ 2,340,240.00	\$ 9,592,827.00	\$ 7,260,027.00	\$ 19,193,094.00

*

Notes:

- 1) Assume no increase in milage rates
- 2) Tax increment retained by taxing bodies is 15.5% of the tax increment of \$999,774 for the first ten years only
- 3) Non-TIF taxes are from Table 2
- 4) Tax increment base represents the current real estate taxes on the entire TIF District
- 5) After 2028, the PIB loan is retired and the tax increment allocation increases to 73% to the three taxing bodies and is reflected in years 2029 through 2038 with \$729,835 retained by the taxing bodies

Table 4

Allocation of Real Estate Taxes to Taxing Bodies

Year	Township	School	County	Totals
2018	\$ 2,183.00	\$ 97,060.00	\$ 12,197.00	\$ 111,440.00
2019	\$ 2,183.00	\$ 97,060.00	\$ 12,197.00	\$ 111,440.00
2020	\$ 6,198.00	\$ 275,566.00	\$ 34,629.00	\$ 316,393.00
2021	\$ 7,488.00	\$ 332,931.00	\$ 41,838.00	\$ 382,257.00
2022	\$ 9,692.00	\$ 430,916.00	\$ 54,152.00	\$ 494,760.00
2023	\$ 13,807.00	\$ 613,865.00	\$ 77,142.00	\$ 704,814.00
2024	\$ 14,853.00	\$ 660,378.00	\$ 82,987.00	\$ 758,218.00
2025	\$ 14,853.00	\$ 660,378.00	\$ 82,987.00	\$ 758,218.00
2026	\$ 14,853.00	\$ 660,378.00	\$ 82,987.00	\$ 758,218.00
2027	\$ 14,853.00	\$ 660,378.00	\$ 82,987.00	\$ 758,218.00
2028	\$ 14,853.00	\$ 660,378.00	\$ 82,987.00	\$ 758,218.00
2029	\$ 26,017.00	\$ 1,156,713.00	\$ 145,360.00	\$ 1,328,090.00
2030	\$ 26,017.00	\$ 1,156,713.00	\$ 145,360.00	\$ 1,328,090.00
2031	\$ 26,017.00	\$ 1,156,713.00	\$ 145,360.00	\$ 1,328,090.00

Year	Township	School	County	Totals
2032	\$ 26,017.00	\$ 1,156,713.00	\$ 145,360.00	\$ 1,328,090.00
2033	\$ 26,017.00	\$ 1,156,713.00	\$ 145,360.00	\$ 1,328,090.00
2034	\$ 26,017.00	\$ 1,156,713.00	\$ 145,360.00	\$ 1,328,090.00
2035	\$ 26,017.00	\$ 1,156,713.00	\$ 145,360.00	\$ 1,328,090.00
2036	\$ 26,017.00	\$ 1,156,713.00	\$ 145,360.00	\$ 1,328,090.00
2037	\$ 26,017.00	\$ 1,156,713.00	\$ 145,360.00	\$ 1,328,090.00
2038	\$ 26,017.00	\$ 1,156,713.00	\$ 145,360.00	\$ 1,328,090.00
Totals	\$ 375,986.00	\$ 16,716,418.00	\$ 2,100,690.00	\$ 19,193,094.00

Notes: Real estate taxes are based on current millage rates and taxes listed on Table 3

EXHIBIT H

ACT 315

ROLL BACK TAXES

Date: 1/2/2018

Act 319 Roll Back Calculations

Parcel: 16/8/2/7-4
 Name: DEPG of Shawnee II, LP
 Address: 580 Germantown Pike
 Suite 103
 Plymouth Meeting, PA 19462

Estimated Rollback for 4.10 Acres

Township: Smithfield

Class 9 69190
 Class 7 270

For 2018 Violation

County	Taxing Year	Class 9 Value	Class 7 Value	Difference	Millage	Sub Total	Interest
County	2017	69190	270	68920	0.02125	\$1,464.55	\$87.87
Twp		69190	270	68920	0.004	\$275.68	\$16.54
Fire		69190	270	68920	0	\$0.00	\$0.00
School		69190	270	68920	0.17786	\$12,258.11	\$735.49
Library		69190	270	68920	0.0011	\$75.81	\$4.55
total						\$14,074.15	\$844.45
County	2016	69190	270	68920	0.02125	\$1,464.55	\$175.75
Twp		69190	270	68920	0.004	\$275.68	\$33.08
Fire		69190	270	68920	0	\$0.00	\$0.00
School		69190	270	68920	0.17786	\$12,258.11	\$1,470.97
Library		69190	270	68920	0.0011	\$75.81	\$9.10
total						\$14,074.15	\$1,688.90
County	2015			0	0.02125	\$0.00	\$0.00
Twp				0	0.004	\$0.00	\$0.00
Fire				0	0	\$0.00	\$0.00
School				0	0.17937	\$0.00	\$0.00
Library				0	0.0011	\$0.00	\$0.00
total						\$0.00	\$0.00
County	2014			0	0.02125	\$0.00	\$0.00
Twp				0	0.004	\$0.00	\$0.00
Fire				0	0	\$0.00	\$0.00
School				0	0.18081	\$0.00	\$0.00
Library				0	0.0011	\$0.00	\$0.00
total						\$0.00	\$0.00
County	2013			0	0.02125	\$0.00	\$0.00
Twp				0	0.004	\$0.00	\$0.00
Fire				0	0	\$0.00	\$0.00
School				0	0.18081	\$0.00	\$0.00
Library				0	0.0011	\$0.00	\$0.00
total						\$0.00	\$0.00

Date: 1/2/2018 Parcel: 16/8/2/7-4 Name: DEPG of Shawnee II, LP Estimated Rollback for 4.10 Acres Act 319 Roll Back Calculations

County		Township:		Smithfield	
2012	0	0.02125	\$0.00	\$0.00	\$0.00
Twtp	0	0.004	\$0.00	\$0.00	\$0.00
Fire	0	0	\$0.00	\$0.00	\$0.00
School	0	0.18081	\$0.00	\$0.00	\$0.00
Library	0	0.0011	\$0.00	\$0.00	\$0.00
Total			\$0.00	\$0.00	\$0.00

Previous Year's Rollback	\$28,148.31
Total Interest	\$2,533.35
Sub Total	\$30,681.65
Tax Claim Bureau Fee	\$97.00
Total Amount Due	\$30,778.65

Assessment Office	Date
Tax Claim Bureau	Date

Date: 1/2/2018

Act 319 Roll Back Calculations

Parcel: 16/8/2/7
 Name: DEPG Mosier Associates
 Address: 580 Germantown Pike
 Suite 103
 Plymouth Meeting, PA 19462

Estimated Rollback for entire Parcel
 For 2018 Violation

Township: Smithfield

Class 9 148730
 Class 7 69530

County	Taxing Year	Class 9 Value	Class 7 Value	Difference	Millage	Sub Total	Interest
County	2017	148730	69530	79200	0.02125	\$1,683.00	\$100.98
Twp		148730	69530	79200	0.004	\$316.80	\$19.01
Fire		148730	69530	79200	0	\$0.00	\$0.00
School		148730	69530	79200	0.17786	\$14,086.51	\$845.19
Library		148730	69530	79200	0.0011	\$87.12	\$5.23
total						\$16,173.43	\$970.41
County	2016	148730	69530	79200	0.02125	\$1,683.00	\$201.96
Twp		148730	69530	79200	0.004	\$316.80	\$38.02
Fire		148730	69530	79200	0	\$0.00	\$0.00
School		148730	69530	79200	0.17786	\$14,086.51	\$1,690.38
Library		148730	69530	79200	0.0011	\$87.12	\$10.45
total						\$16,173.43	\$1,940.81
County	2015	269950	85490	184460	0.02125	\$3,919.78	\$705.56
Twp		269950	85490	184460	0.004	\$737.84	\$132.81
Fire		269950	85490	184460	0	\$0.00	\$0.00
School		269950	85490	184460	0.17937	\$33,086.59	\$5,955.59
Library		269950	85490	184460	0.0011	\$202.91	\$36.52
total						\$37,947.11	\$6,830.48
County	2014	269950	82940	187010	0.02125	\$3,973.96	\$953.75
Twp		269950	82940	187010	0.004	\$748.04	\$179.53
Fire		269950	82940	187010	0	\$0.00	\$0.00
School		269950	82940	187010	0.18081	\$33,813.28	\$8,115.19
Library		269950	82940	187010	0.0011	\$205.71	\$49.37
total						\$38,740.99	\$9,297.84
County	2013	269950	82940	187010	0.02125	\$3,973.96	\$1,192.19
Twp		269950	82940	187010	0.004	\$748.04	\$224.41
Fire		269950	82940	187010	0	\$0.00	\$0.00
School		269950	82940	187010	0.18081	\$33,813.28	\$10,143.98
Library		269950	82940	187010	0.0011	\$205.71	\$61.71
total						\$38,740.99	\$11,522.30

Date: 1/2/2018

Act 319 Roll Back Calculations

Parcel: 16/8/2/7

Name: DEPG Mosier Associates

Estimated Rollback for entire Parcel

Township: Smithfield

County	2012	269950	82940	187010	0.02125	\$3,973.96	\$1,430.63	\$5,404.59
Twp		269950	82940	187010	0.004	\$748.04	\$269.29	\$1,017.33
Fire		269950	82940	187010	0	\$0.00	\$0.00	\$0.00
School		269950	82940	187010	0.18081	\$33,813.28	\$12,172.78	\$45,986.06
Library		269950	82940	187010	0.0011	\$205.71	\$74.06	\$279.77
total						\$38,740.99	\$13,846.76	\$52,587.75

Previous Year's Rollback	\$186,516.95
Total Interest	\$44,608.59
Sub Total	\$231,125.54
Tax Claim Bureau Fee	\$277.00
Total Amount Due	\$231,402.54

Assessment Office

Date

Tax Claim Bureau

Date

Date: 1/2/2018

Act 319 Roll Back Calculations

Parcel: 16/8/2/7-3
 Name: DEPG of Shawnee II, LP
 Address: 580 Germantown Pike
 Suite 103
 Plymouth Meeting, PA 19462

Estimated Rollback for 18.92 Acres
 For 2018 Violation

Township: Smithfield
 Class 9 149580
 Class 7 46400

	Taxing Year	Class 9 Value	Class 7 Value	Difference	Millage	Sub Total	Interest	
County	2017	149580	46400	103180	0.02125	\$2,192.58	\$131.55	\$2,324.13
Twp		149580	46400	103180	0.004	\$412.72	\$24.76	\$437.48
Fire		149580	46400	103180	0	\$0.00	\$0.00	\$0.00
School		149580	46400	103180	0.17786	\$18,351.59	\$1,101.10	\$19,452.69
Library		149580	46400	103180	0.0011	\$113.50	\$6.81	\$120.31
total						\$21,070.39	\$1,264.22	\$22,334.61
County	2016	149580	46400	103180	0.02125	\$2,192.58	\$263.11	\$2,455.68
Twp		149580	46400	103180	0.004	\$412.72	\$49.53	\$462.25
Fire		149580	46400	103180	0	\$0.00	\$0.00	\$0.00
School		149580	46400	103180	0.17786	\$18,351.59	\$2,202.19	\$20,553.79
Library		149580	46400	103180	0.0011	\$113.50	\$13.62	\$127.12
total						\$21,070.39	\$2,528.45	\$23,598.84
County	2015			0	0.02125	\$0.00	\$0.00	\$0.00
Twp				0	0.004	\$0.00	\$0.00	\$0.00
Fire				0	0	\$0.00	\$0.00	\$0.00
School				0	0.17937	\$0.00	\$0.00	\$0.00
Library				0	0.0011	\$0.00	\$0.00	\$0.00
total						\$0.00	\$0.00	\$0.00
County	2014			0	0.02125	\$0.00	\$0.00	\$0.00
Twp				0	0.004	\$0.00	\$0.00	\$0.00
Fire				0	0	\$0.00	\$0.00	\$0.00
School				0	0.18081	\$0.00	\$0.00	\$0.00
Library				0	0.0011	\$0.00	\$0.00	\$0.00
total						\$0.00	\$0.00	\$0.00
County	2013			0	0.02125	\$0.00	\$0.00	\$0.00
Twp				0	0.004	\$0.00	\$0.00	\$0.00
Fire				0	0	\$0.00	\$0.00	\$0.00
School				0	0.18081	\$0.00	\$0.00	\$0.00
Library				0	0.0011	\$0.00	\$0.00	\$0.00
total						\$0.00	\$0.00	\$0.00

Date: 1/2/2018

Act 319 Roll Back Calculations

Parcel: 16/8/27-3
Name: DEPG of Shawnee II, LP

Estimated Rollback for 18.92 Acres

Township: Smithfield

County	2012		0	0.02125	\$0.00	\$0.00	\$0.00
Twp			0	0.004	\$0.00	\$0.00	\$0.00
Fire			0	0	\$0.00	\$0.00	\$0.00
School			0	0.18081	\$0.00	\$0.00	\$0.00
Library			0	0.0011	\$0.00	\$0.00	\$0.00
Total					\$0.00	\$0.00	\$0.00

Previous Year's Rollback	\$42,140.78
Total Interest	\$3,792.67
Sub Total	\$45,933.45
Tax Claim Bureau Fee	\$97.00
Total Amount Due	\$46,030.45

Assessment Office

Date

Tax Claim Bureau

Date

Date: 1/2/2018

Act 319 Roll Back Calculations

Parcel: 16/8/2/7-2
 Name: DEPG of Shawnee II, LP
 Address: 580 Germantown Pike
 Suite 103
 Plymouth Meeting, PA 19462

Estimated Rollback for 33.30 Acres

Township: Smithfield

Class 9 157220
 Class 7 3070

For 2018 Violation

County	Taxing Year	Class 9 Value	Class 7 Value	Difference	Millage	Sub Total	Interest
County	2017	157220	3070	154150	0.02125	\$3,275.69	\$196.54
Twp		157220	3070	154150	0.004	\$616.60	\$37.00
Fire		157220	3070	154150	0	\$0.00	\$0.00
School		157220	3070	154150	0.17786	\$27,417.12	\$1,645.03
Library		157220	3070	154150	0.0011	\$169.57	\$10.17
total						\$31,478.97	\$1,893.74
County	2016	157220	3070	154150	0.02125	\$3,275.69	\$393.08
Twp		157220	3070	154150	0.004	\$616.60	\$73.99
Fire		157220	3070	154150	0	\$0.00	\$0.00
School		157220	3070	154150	0.17786	\$27,417.12	\$3,290.05
Library		157220	3070	154150	0.0011	\$169.57	\$20.35
total						\$31,478.97	\$3,777.48
County	2015		0	0	0.02125	\$0.00	\$0.00
Twp			0	0	0.004	\$0.00	\$0.00
Fire			0	0	0	\$0.00	\$0.00
School			0	0	0.17937	\$0.00	\$0.00
Library			0	0	0.0011	\$0.00	\$0.00
total						\$0.00	\$0.00
County	2014		0	0	0.02125	\$0.00	\$0.00
Twp			0	0	0.004	\$0.00	\$0.00
Fire			0	0	0	\$0.00	\$0.00
School			0	0	0.18081	\$0.00	\$0.00
Library			0	0	0.0011	\$0.00	\$0.00
total						\$0.00	\$0.00
County	2013		0	0	0.02125	\$0.00	\$0.00
Twp			0	0	0.004	\$0.00	\$0.00
Fire			0	0	0	\$0.00	\$0.00
School			0	0	0.18081	\$0.00	\$0.00
Library			0	0	0.0011	\$0.00	\$0.00
total						\$0.00	\$0.00

County	2012			0	0.02125	\$0.00	\$0.00
Twip				0	0.004	\$0.00	\$0.00
Fire				0	0	\$0.00	\$0.00
School				0	0.18081	\$0.00	\$0.00
Library				0	0.0011	\$0.00	\$0.00
Total						\$0.00	\$0.00

Previous Year's Rollback	\$62,957.94
Total Interest	\$5,666.21
Sub Total	\$68,624.16
Tax Claim Bureau Fee	\$97.00
Total Amount Due	\$68,721.16

Date _____

Date: 1/2/2018

Act 319 Roll Back Calculations

Parcel: 16/8/2/7-1
 Name: DEPG Mosier Associates LP
 Address: 580 Germantown Pike
 Suite 103
 Plymouth Meeting, PA 19462

Estimated Rollback for 2.11 Acres

Township: Smithfield

Class 9 35400
 Class 7 280

For 2018 Violation

County	Taxing Year	Class 9 Value	Class 7 Value	Difference	Millage	Sub Total	Interest
County	2017	35400	280	35120	0.02125	\$746.30	\$44.78
Twp		35400	280	35120	0.004	\$140.48	\$8.43
Fire		35400	280	35120	0	\$0.00	\$0.00
School		35400	280	35120	0.17786	\$6,246.44	\$374.79
Library		35400	280	35120	0.0011	\$38.63	\$2.32
total						\$7,171.86	\$430.31
County	2016	35400	280	35120	0.02125	\$746.30	\$89.56
Twp		35400	280	35120	0.004	\$140.48	\$16.86
Fire		35400	280	35120	0	\$0.00	\$0.00
School		35400	280	35120	0.17786	\$6,246.44	\$749.57
Library		35400	280	35120	0.0011	\$38.63	\$4.64
total						\$7,171.86	\$832.46
County	2015			0	0.02125	\$0.00	\$0.00
Twp				0	0.004	\$0.00	\$0.00
Fire				0	0	\$0.00	\$0.00
School				0	0.17937	\$0.00	\$0.00
Library				0	0.0011	\$0.00	\$0.00
total						\$0.00	\$0.00
County	2014			0	0.02125	\$0.00	\$0.00
Twp				0	0.004	\$0.00	\$0.00
Fire				0	0	\$0.00	\$0.00
School				0	0.18081	\$0.00	\$0.00
Library				0	0.0011	\$0.00	\$0.00
total						\$0.00	\$0.00
County	2013			0	0.02125	\$0.00	\$0.00
Twp				0	0.004	\$0.00	\$0.00
Fire				0	0	\$0.00	\$0.00
School				0	0.18081	\$0.00	\$0.00
Library				0	0.0011	\$0.00	\$0.00
total						\$0.00	\$0.00

Act 319 Roll Back Calculations

Date: 1/2/2018

Parcel: 16/8/2/7-1 Estimated Rollback for 2.11 Acres

Name: DEPG Mosier Associates LP

Township: Smithfield

County	2012		0	0.02125	\$0.00	\$0.00
Twp			0	0.004	\$0.00	\$0.00
Fire			0	0	\$0.00	\$0.00
School			0	0.18081	\$0.00	\$0.00
Library			0	0.0011	\$0.00	\$0.00
Total					\$0.00	\$0.00

Previous Year's Rollback	\$14,343.71
Total Interest	\$1,290.93
Sub Total	\$15,634.64
Tax Claim Bureau Fee	\$97.00
Total Amount Due	\$15,731.64

Assessment Office

Date

Tax Claim Bureau

Date

EXHIBIT I
NEPA REPORT
ECONOMIC IMPACT OF PROJECT



The Economic Impact of Smithfield Gateway: An Executive Summary

Submitted to:

Mr. James DePetrìs, Chief Executive Officer
Legend Properties, Inc.
580 West Germantown Pike, Suite 103
Plymouth Meeting, PA 19462-1370

Phone: 610.941.4034 Ext. 108
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Submitted by:

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September 2017

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About the Northeastern Pennsylvania Alliance

The Northeastern Pennsylvania Alliance

- Is a regional multi-county economic development agency providing leadership, planning, expertise and services
- Was organized in 1964 by the private sector that saw the need for a regional approach to economic and community development issues
- Is now a public/private sector partnership with representation from government and non-governmental private sector organizations
- Has a goal of providing a quality menu of programs and valuable services that best match the needs of its partners and add value to its region, which consists of the counties of Carbon, Lackawanna, Luzerne, Monroe, Pike, Schuylkill and Wayne
- Is one of seven regional agencies called Local Development Districts (LDDs), which help coordinate community and economic development activities
- Serves as the coordinator for the Partnerships for Regional Economic Performance (PREP) initiative within the seven-county region
- Is guided by a forty-nine (49) member Board of Directors, who represent industries, labor, governments, general businesses, professionals and citizens. Forty-one (41) members have voting capabilities.
- Has Jeffrey K. Box, as its President & CEO and Noble C. Quandel as its Board Chairperson
- Has an economic impact analysis team that consists of its Community & Economic Services Division, which emphasizes community and economic development, nonprofit assistance, research, telecommunications and energy conservation and efficiency initiatives.
 - The Community & Economic Development Services Division includes the Nonprofit & Community Assistance Center and the Research & Information Center
 - The division is led by Kurt Bauman, Vice President Community & Economic Development Services and Executive Director of the Nonprofit & Community Assistance Center.
 - Steve Zaricki, Research & Information Manager since August 2002, is the lead researcher and technical service provider for economic impact modeling services.

- Kurt and Steve work as a team to assist clients in the scoping of economic impact analysis projects; Kurt, drawing on his expertise in grant writing, program development and project evaluation; and Steve, utilizing his years of experience in using IMPLAN[®] and other models to help determine the impact of economic engines and proposed development initiatives in the region and throughout the Commonwealth.
- Steve Zaricki
 - Has a bachelor's degree in agricultural and resource economics, with an emphasis in agribusiness management, from the University of Maryland, and a master's degree in agricultural economics, with a concentration in rural economic development, from West Virginia University.
 - His master's thesis topic was the economic impact of the, proposed at the time, Canaan Valley National Wildlife Refuge.
 - Has completed additional graduate study beyond the master's degree in agricultural economics at the University of Kentucky.
 - Has worked at the University of Virginia in its library system and in the Center for Economic and Policy Studies of the Weldon Cooper Center for Public Service.
 - Has received training from Business Retention & Expansion International in its Certified Master Consultant Training Program and is a graduate of the South Carolina Economic Development Institute and the Economic Development Course in Pennsylvania.

Information Used in the Analysis

Legend Properties, Inc. requested that the Northeastern Pennsylvania Alliance conduct an economic impact analysis of the Smithfield Gateway project, which will be located in Smithfield Township, Monroe County. The Northeastern Pennsylvania Alliance used IMPLAN[®], or Impact Analysis for Planning, a well-known software and data package that is available from IMPLAN Group, LLC of Huntersville, North Carolina.

The information provided by Legend Properties, Inc. consisted of the following:

- Construction spending within Pennsylvania of \$31.3 million in 2016, \$45.0 million in 2017 and \$31.0 million in 2018.
- Operation during 2016 within Monroe County, which is based on 568 employees who will be employed in the retailing, dining, banking or lodging industries with an anticipated compensation of \$17.1 million and sales or deposits of \$187.5 million.

- Operation during 2017 within Monroe County, which is based on 304 employees who will be employed within the multi-family housing, office and medical, and automotive parts retail industries, with an anticipated total employee compensation of \$14.3 million.
- Operation in 2018 on the Monroe County economy, which is based on the 82 jobs that are distributed within the movie theatre, bowling center and dining industries. These jobs have an anticipated total employee compensation of \$1.8 million and an anticipated \$22.0 million in sales.

Results

The result table on the next page consists of the following:

- Employee Compensation, which is the salaries and fringe benefits of workers.
- Proprietor Income, or small business income, which is earnings by self-employed workers and the working owners of small businesses.
- Labor Income, which is the sum of Employee Compensation and Proprietor Income.
- Other Property Type Income includes all other sources of income such as rents, royalties, dividends, interest and profits.
- Indirect Business Taxes are the excise and sales taxes paid by individuals to businesses. An example of an excise tax is the tax paid on gasoline.
- Total Value Added is the sum of Labor Income, Other Property Type Income and Indirect Business Taxes.
- Output, also referred to as sales or economic activity, relates to the gross receipts for goods and services generated by the company's or organization's operations.
- Employment is the number of jobs, which can be either full-time or part-time.

In regards to fiscal impact, taxes at the federal and state and local levels are estimated by IMPLAN®. Unfortunately, the state and local tax impacts are combined and cannot be dissected. Some of the federal taxes are employee and employer contribution to social security, excise taxes, corporate profits taxes and personal income taxes. Some of the state and local taxes are dividends, employee and employer contribution to social security, sales taxes, property taxes, motor vehicle license fees, personal income taxes and fishing and hunting license fees.

Estimated Impact of the Smithfield Gateway Project

	Construction Impact on the Pennsylvania Economy from 2016 to 2018 in 2018 Dollars	Phase I Operation Impact on the Monroe County Economy in 2016 Dollars	Phase II Operation Impact on the Monroe County Economy in 2017 Dollars	Phase III Operation Impact on the Monroe County Economy in 2018 Dollars
Employee Compensation +Proprietor Income	\$67.6 million	\$29.0 million	\$18.4 million	\$2.9 million
=Labor Income	\$83.7 million	\$35.7 million	\$21.1 million	\$3.2 million
+Other Property Type Income	\$18.0 million	\$59.8 million	\$5.8 million	\$4.4 million
+Indirect Business Taxes	\$5.1 million	\$15.4 million	\$1.8 million	\$2.7 million
=Total Value Added	\$106.8 million	\$110.9 million	\$28.7 million	\$10.3 million
Output	\$212.0 million	\$235.2 million	\$55.2 million	\$26.6 million
Employment, which can be either full-time or part-time	391 jobs in 2016, 511 jobs on 2017 and 377 jobs in 2018	977 jobs	434 jobs	120 jobs
Federal Taxes	\$15.6 million	\$11.3 million	\$4.1 million	\$1.1 million
+State and Local Taxes	\$7.3 million	\$15.5 million	\$2.2 million	\$2.5 million
=Total Taxes	\$22.9 million	\$26.8 million	\$6.3 million	\$3.6 million

Source: IMPLAN®

Note: Due to the changing value of the dollar from year to year, the amounts for construction are presented in standardized dollars, which are set to Year 2018.

Estimated Impact of the Smithfield Gateway Project

	Construction Impact on the Pennsylvania Economy from 2016 to 2018 in 2018 Dollars	Phase I Operation Impact on the Monroe County Economy in 2016 Dollars	Phase II Operation Impact on the Monroe County Economy in 2017 Dollars	Phase III Operation Impact on the Monroe County Economy in 2018 Dollars
Employee Compensation	\$67.6 million	\$29.0 million	\$18.4 million	\$2.9 million
+Proprietor Income	\$16.1 million	\$6.7 million	\$2.7 million	\$300,000
=Labor Income	\$83.7 million	\$35.7 million	\$21.1 million	\$3.2 million
+Other Property Type Income	\$18.0 million	\$59.8 million	\$5.8 million	\$4.4 million
+Indirect Business Taxes	\$5.1 million	\$15.4 million	\$1.8 million	\$2.7 million
=Total Value Added	\$106.8 million	\$110.9 million	\$28.7 million	\$10.3 million
Output	\$212.0 million	\$235.2 million	\$55.2 million	\$26.6 million
Employment, which can be either full-time or part-time	391 jobs in 2016, 511 jobs on 2017 and 377 jobs in 2018	977 jobs	434 jobs	120 jobs
Federal Taxes	\$15.6 million	\$11.3 million	\$4.1 million	\$1.1 million
+State and Local Taxes	\$7.3 million	\$15.5 million	\$2.2 million	\$2.5 million
=Total Taxes	\$22.9 million	\$26.8 million	\$6.3 million	\$3.6 million

Source: IMPLAN®

Note: Due to the changing value of the dollar from year to year, the amounts for construction are presented in standardized dollars, which are set to Year 2018.

Circular Area Profiling System (CAPS)

ACS Version Using Data from 5-year Period Estimates **Vintage 2015**

Ground Zero Coordinates: Latitude = 41.003893, Longitude = -75.143536
Smithfield Gateway

10-Mile Radius of Specified Point (Smithfield Gateway)

Subject	Number	Percent
D1. AGE		
Universe:		
Total population	105,832	
Under 5 years	4,646	4.4
5 to 9 years	6,419	6.1
10 to 14 years	6,746	6.4
15 to 19 years	8,171	7.7
20 to 24 years	8,062	7.6
25 to 34 years	10,863	10.3
35 to 44 years	12,092	11.4
45 to 54 years	17,162	16.2
55 to 59 years	8,168	7.7
60 to 64 years	7,424	7.0
65 to 74 years	9,574	9.0
75 to 84 years	4,435	4.2
85 years and over	2,070	1.9
Median age in years	41.4	
5 years and over	101,186	95.6
15 years and over	88,021	83.2
Under 18 years of age	22,386	21.1
18 years and over	83,446	78.9

Subject	Number	Percent
21 years and over	77,842	73.6
25 years and over	71,788	67.8
62 years and over	20,424	19.3
65 years and over	16,079	15.2
D2. AGE AND SEX		
Universe:		
Total population	105,832	
Male	53,025	50.1
18 years old and over	41,368	78.0
65 years old and over	7,253	13.7
Female	52,807	49.9
18 years old and over	42,078	79.7
65 years old and over	8,826	16.7
D3. RACE		
Universe:		
Total population	105,832	
One race	103,236	97.5
White alone	88,424	83.5
Black or African American	9,588	9.1
American Indian and Alaska Native	387	0.4
Asian	2,881	2.7
Native Hawaiian and Other Pacific Islander	72	0.1
Some other race	1,884	1.8
Two or more races	2,596	2.5
White (alone or in combination)	90,758	85.7
Black (alone or in combination)	10,791	10.2
American Indian (alone or in combination)	922	0.9
Asian (alone or in combination)	3,424	3.2
Native Hawaiian (alone or in combination)	337	0.3

Subject	Number	Percent
Some other race (alone or in combination)	2,341	2.2
D4. HISPANIC OR LATINO (ANY RACE)		
Universe:		
Total population	105,832	
Hispanic or Latino of any race	12,110	11.4
Not Hispanic or Latino	93,722	88.6
White alone	79,425	75.0
Black or African American alone	9,133	8.6
American Indian and Alaska Native alone	250	0.2
Asian alone	2,859	2.7
Native Hawaiian and Other Pacific Islander alone	35	0.0
E1. HOUSEHOLD INCOME AND BENEFITS		
Universe:		
Total households	37,241	
Less than \$10,000	1,953	5.2
\$10,000 to \$14,999	1,574	4.2
\$15,000 to \$24,999	3,433	9.2
\$25,000 to \$34,999	3,747	10.1
\$35,000 to \$49,999	5,002	13.4
\$50,000 to \$74,999	7,441	20.0
\$75,000 to \$99,999	4,744	12.7
\$100,000 to \$149,999	5,984	16.1
\$150,000 to \$199,999	1,857	5.0
\$200,000 or more	1,506	4.1
With earnings	29,424	79.0
With social security	13,499	36.2
With retirement income	8,335	22.4
With supplemental security income	1,732	4.7
With cash public assistance income	1,235	3.3

Subject	Number	Percent
With food stamp benefits in the past 12 months	4,163	11.2
Median household income	\$59,905	
Mean household income	\$73,644	
Mean household earnings	\$72,692	
Mean household social security income	\$19,420	
Mean household retirement income	\$21,837	
Mean household supplemental security income	\$9,510	
Mean household cash public assistance income	\$2,925	
E2. FAMILY INCOME AND BENEFITS		
Universe: Total households		
Family households	26,614	71.4
Less than \$10,000	796	3.0
\$10,000 to \$14,999	722	2.7
\$15,000 to \$24,999	1,448	5.5
\$25,000 to \$34,999	2,650	10.0
\$35,000 to \$49,999	3,223	12.1
\$50,000 to \$74,999	5,767	21.7
\$75,000 to \$99,999	3,744	14.1
\$100,000 to \$149,999	5,201	19.5
\$150,000 to \$199,999	1,777	6.7
\$200,000 or more	1,286	4.8
Median family income	\$70,156	
Mean family income	\$83,433	
E3. OTHER INCOME MEASURES		
Universe:		
Per capita income	\$26,979	
Non-family households	10,627	28.6
Median non-family income	\$32,990	
Mean non-family income	\$45,734	

Subject	Number	Percent
All full-time workers	32,408	
All male full-time workers	18,916	58.4
All female full-time workers	13,492	41.6
Median earnings for workers	\$29,080	
Median earnings for male full-time, year-round workers	\$49,929	
Median earnings for female full-time, year-round workers	\$38,497	
E4. POVERTY STATUS OVER THE LAST 12 MONTHS		
Universe:		
Persons for whom poverty status is determined	103,425	
Persons below poverty	11,993	11.6
Persons under 18 for whom poverty status is determined	22,074	
Persons under 18 in poverty	3,158	14.3
Persons aged 18 to 64 for whom poverty status is determined	65,610	
Persons aged 18 to 64 in poverty	7,808	11.9
Persons over 65 for whom poverty status is determined	15,741	
Persons over 65 in poverty	1,027	6.5
Persons in families for whom poverty status is determined	86,431	N
Unrelated individuals for whom poverty status is determined	16,994	
Persons in families in poverty	7,304	8.5
Family households in poverty	2,219	8.3
Unrelated persons in poverty 15 years and over	4,689	27.6
Poverty ratio under 0.5	4,978	4.8
Poverty ratio in 0.5 to 0.99	7,015	6.8
Poverty ratio in 1 to 2	18,107	17.5
Poverty ratio in 2 and over	73,325	70.9
E5. EMPLOYMENT STATUS		
Universe:		
Population 16 years and over	86,725	
In labor force	55,415	63.9

Subject	Number	Percent
Civilian labor force	55,396	63.9
Employed civilians	49,232	88.9
Unemployed civilians	6,164	11.1
In military	19	0.0
Not in labor force	31,310	36.1
Females 16 years and over	43,641	50.3
Females in labor force	25,465	29.4
Females in civilian labor force	25,465	29.4
Employed females	22,654	89.0
E6. CHILDREN WITH ALL PARENTS WORKING		
Universe:		
(Own) children under 6	5,522	
All parents working	3,517	63.7
(Own) children aged 6 to 17	15,756	
All parents working	10,660	67.7
E7. COMMUTING TO WORK		
Universe:		
Workers 16 years and over	47,708	
Workers 16+ who commute to work	45,573	95.5
Car, truck, or van; drove alone	37,581	78.8
Car, truck, or van; carpooled	4,586	9.6
Public transportation (excluding taxicab)	1,789	3.8
Walked to work	1,306	2.7
Other means of commuting	311	0.7
Worked at home	2,135	4.5
Mean travel time to work in minutes	38.0	
E8. WORKERS BY OCCUPATION		
Universe:		
Civilian employed population 16 years and over	49,232	

Subject	Number	Percent
Management, business, science, and arts occupations	16,061	32.6
Service occupations	10,900	22.2
Sales and office occupations	11,975	24.3
Farming, fishing, and forestry occupations	54	0.1
Construction, extraction, installation, maintenance, and repair occupations	4,106	8.3
Production, transportation, and material moving occupations	6,136	12.5
E9. WORKERS BY INDUSTRY		
Universe:		
Civilian employed population 16 years and over	49,232	
Agriculture, forestry, fishing and hunting, and mining	550	1.1
Construction	2,607	5.3
Manufacturing	4,831	9.8
Wholesale trade	1,498	3.0
Retail trade	5,793	11.8
Transportation and warehousing, and utilities	2,518	5.1
Information	1,103	2.2
Finance and insurance, and real estate and rental and leasing	2,996	6.1
Professional, scientific, management, and administrative	5,137	10.4
Educational services, and health care and social assistance	11,847	24.1
Arts, entertainment, and recreation, and accommodation and food se	6,094	12.4
Other services, except public administration	2,020	4.1
Public administration	2,238	4.5
E10. CLASS OF WORKER		
Universe:		
Civilian employed population 16 years and over	49,232	
Private wage and salary workers	39,672	80.6
Government workers	6,771	13.8
Self-employed workers in own not incorporated business	2,738	5.6

Subject	Number	Percent
Unpaid family workers	51	0.1
E11. INSURANCE COVERAGE		
Universe:		
Civilian non-institutionalized persons	105,097	
Under 65 years of age	89,356	85.0
Without insurance coverage	11,685	13.1
With public insurance	15,808	17.7
With private insurance	65,791	73.6
Under 18 years of age	22,368	21.3
Without insurance coverage	1,437	6.4
S1. HOUSEHOLDS BY TYPE		
Universe:		
Total households	37,241	
Family households	26,614	71.4
With own children under 18 years	10,540	28.3
Married-couple families	20,582	55.3
With own children under 18 years	7,515	20.2
Male householder, no wife present	1,871	5.0
With own children under 18 years	828	2.2
Female householder, no husband present	4,161	11.2
With own children under 18 years	2,197	5.9
Nonfamily households	10,627	28.6
Householder living alone	8,185	78.0
65 years and over living alone	3,549	33.4
Households with one or more people under 18 years	12,049	32.4
Households with one or more people 65 years and over	11,114	29.9
Average household size	2.78	
Average family size	3.25	
S2. PERSONS BY HOUSEHOLD TYPE / GROUP QUARTERS		

Subject	Number	Percent
Universe:		
Total population	105,832	
Household population	103,428	98.2
Living in family households	88,523	85.6
Living in nonfamily households	14,905	14.4
Living alone	8,185	78.0
Living in group quarters	2,404	2.3
S3. RELATIONSHIP		
Universe: Household population		
Household population	103,428	98.2
Householder	37,241	36.0
Spouse	20,606	19.9
Child	31,641	30.6
Other relatives	7,570	7.3
Nonrelatives	6,370	6.2
Unmarried partner	2,263	2.2
Unmarried partner households per 1000	61	
S4. MARITAL STATUS		
Universe:		
Persons 15 years and over	88,021	
Never married	28,113	31.9
Now married, except separated	44,381	50.4
Separated	2,383	2.7
Widowed	5,299	6.0
Divorced, and not currently married	7,845	8.9
S5. FERTILITY		
Universe:		
Women 15 to 50 years old	23,989	
Unmarried women 15 to 50 years old	13,114	54.7

Subject	Number	Percent
Women 15 to 50 years old who had a birth in the past 12 months	997	4.2
Unmarried women who gave birth	409	41.0
Women 15 to 19 years of age	69	6.9
Women 20 to 34 years of age	719	72.1
Women 35 to 50 years of age	209	21.0
Per 1,000 unmarried women	31	
Per 1,000 women 15 to 50 years old	42	
Per 1,000 women 15 to 19 years old	216	
Per 1,000 women 20 to 34 years old	140	
Per 1,000 women 35 to 50 years old	54	
S6. GRANDPARENTS AS CAREGIVERS		
Universe:		
Grandparents living with own grandchildren under 18 years	2,903	
Grandparents responsible for grandchildren	1,168	40.2
Less than 1 year	301	25.8
1 or 2 years	464	39.7
3 or 4 years	153	13.1
5 or more years	250	21.4
S7. SCHOOL ENROLLMENT		
Universe:		
Population 3 years and over	103,479	
Population 3 years and over enrolled in school	27,898	27.0
In nursery school, preschool	1,169	4.2
In kindergarten	1,099	3.9
In elementary school, grades 1-8	10,641	38.1
In high school, grades 9-12	6,174	22.1
In college or graduate school	8,815	31.6
S8. EDUCATIONAL ATTAINMENT		
Universe:		

Subject	Number	Percent
Population 25 years and over	71,788	
Less than 9th grade	2,425	3.4
9th to 12th grade, no diploma	4,869	6.8
High school graduate (includes equivalency)	25,317	35.3
Some college, no degree	15,412	21.5
Associates degree	5,693	7.9
Bachelors degree	11,692	16.3
Graduate or professional degree	6,380	8.9
High school graduate or higher	64,494	89.8
Bachelor degree or higher	18,072	25.2
S9. VETERAN STATUS		
Universe: 18 years and over		
Civilian population 18 years and over	83,427	100.0
Civilian veterans	6,870	8.2
S10a. DISABLED BY AGE		
Universe:		
Civilian non-institutionalized persons	105,097	
With a disability	15,272	14.5
Persons under 18	22,368	21.3
With a disability	944	4.2
Persons 18 to 64 years	66,988	63.7
With a disability	8,247	12.3
Persons 65 years and over	15,741	15.0
With a disability	6,081	38.6
S11. RESIDENCE 1 YEAR AGO		
Universe:		
Population 1 year and over	105,080	
Same house	93,741	89.2
Different house in the U.S.	11,022	10.5

Subject	Number	Percent
Same county	5,712	51.8
Different county (any)	5,310	48.2
Different county (same state)	2,543	23.1
Different state	2,767	25.1
Lived abroad 1 year ago	317	0.3

S12. PLACE OF BIRTH AND CITIZENSHIP STATUS

Universe:

Total population	105,832	
U.S. native	95,117	89.9
Born in United States	93,721	98.5
Born in state of current residence	47,071	50.2
Born in different state than current residence	46,650	49.8
Born in Puerto Rico, U.S. Island areas, or born abroad to Americans	1,396	1.5
Foreign born	10,715	13.1
Naturalized U.S. citizen	7,436	69.4
Not a U.S. citizen	3,279	30.6

S13. YEAR OF ENTRY

Universe: Total population

Population born outside the United States	12,111	11.5
Native, born outside U.S.	1,396	11.5
Entered U.S. 2000 or later	508	35.7
Entered U.S. before 2000	1,135	81.3
Foreign-born	10,715	13.1
Entered U.S. 2000 or later	2,866	26.7
Entered U.S. before 2000	7,849	73.3

S14. WORLD REGION OF BIRTH OF FOREIGN BORN

Universe: Total population

Foreign-born population, excluding population born at sea	10,715	10.1
Europe	2,878	26.9

Subject	Number	Percent
Asia	2,007	18.7
Africa	1,042	9.7
Oceania	0	0.0
South and Central America (includes Mexico)	4,652	43.4
Northern America	136	1.3
S15. LANGUAGE SPOKEN AT HOME		
Universe: Total population		
Population 5 years and over	101,186	95.6
English only	86,742	85.7
Language other than English	14,444	14.3
Speaks English less than very well	4,505	31.2
Speak Spanish	7,581	7.5
Speaks English less than very well	2,166	28.6
H1. HOUSING OCCUPANCY AND TENURE		
Universe: Total households		
Total housing units	45,552	N
Occupied housing units	37,241	81.8
Owner-occupied	27,831	74.7
Renter-occupied	9,410	25.3
Average household size of owner-occupied unit	2.85	
Average household size of renter-occupied unit	2.56	
Vacant housing units	8,311	18.2
For sale	822	9.9
For rent	933	11.2
For seasonal, recreational, or occasional use	4,515	54.3
Total owner units	28,653	
Homeowner vacancy rate	2.9	
Total rental units	10,343	
Rental vacancy rate	9.0	

Subject	Number	Percent
People living in owned homes	79,333	75.0
People living in rental homes	24,095	22.8

H2. UNITS IN STRUCTURE

Universe:

Total housing units	45,552	
Single-family units	37,919	83.2
Single unit, detached	34,092	89.9
Single unit, attached	3,827	10.1
Duplexes	1,611	3.5
3 or 4 units	1,641	3.6
5 to 9 units	1,169	2.6
10 to 19 units	464	1.0
20 or more units	796	1.7
Mobile home	1,952	4.3
Boat, RV, van, etc.	0	0.0
Mobile homes per 1000 housing units	43	

H3. YEAR STRUCTURE BUILT

Universe:

Total housing units	45,552	
Built 2010 or later	418	0.9
Built 2000 to 2009	7,907	17.4
Built 1990 to 1999	6,466	14.2
Built 1980 to 1989	7,207	15.8
Built 1970 to 1979	6,716	14.7
Built 1960 to 1969	3,523	7.7
Built 1950 to 1959	3,433	7.5
Built 1940 to 1949	1,947	4.3
Built 1939 or earlier	7,935	17.4

H4. YEAR HOUSEHOLDER MOVED INTO UNIT

Subject	Number	Percent
Universe:		
Occupied housing units	37,241	
Moved in 2010 or later	8,789	23.6
Moved in 2000 to 2009	14,198	38.1
Moved in 1990 to 1999	7,128	19.1
Moved in 1980 to 1989	3,858	10.4
Moved in 1979 or earlier	3,268	8.8
H5. VEHICLES AVAILABLE		
Universe:		
Occupied housing units	37,241	
No vehicles available	2,114	5.7
1 vehicle available	10,781	28.9
2 vehicles available	14,978	40.2
3 or more vehicles available	9,368	25.2
H6. HOUSE HEATING FUEL		
Universe:		
Occupied housing units	37,241	
Utility gas	4,377	11.7
Bottled, tank, or LP gas	4,061	10.9
Electricity	12,540	33.7
Fuel oil, kerosene, etc.	13,277	35.6
Coal or coke	469	1.3
Wood	1,931	5.2
Solar energy	0	0.0
Other fuel	546	1.5
No fuel used	40	0.1
H7. SELECTED CHARACTERISTICS		
Universe:		
Occupied housing units	37,241	

Subject	Number	Percent
Lacking complete plumbing facilities	67	0.2
Lacking complete kitchen facilities	196	0.5
No telephone service available	560	1.5
H8. OCCUPANTS PER ROOM		
Universe:		
Occupied housing units	37,241	
1.00 or less	36,710	98.6
1.01 to 1.50	410	1.1
1.51 or more	121	0.3
H9. HOME VALUES		
Universe:		
Owner-occupied units	27,831	
Less than \$50,000	1,461	5.2
\$50,000 to \$99,999	2,234	8.0
\$100,000 to \$149,999	4,842	17.4
\$150,000 to \$199,999	5,873	21.1
\$200,000 to \$299,999	7,681	27.6
\$300,000 to \$499,999	4,887	17.6
\$500,000 to \$999,999	731	2.6
\$1,000,000 or more	53	0.2
\$2,000,000 or more	69	0.2
Median home value	\$200,628	
Average home value	\$216,272	
H10. SELECTED MONTHLY OWNER COSTS		
Universe:		
Owner-occupied units	27,831	
Housing units with a mortgage	19,421	69.8
Owner costs 30% or more of household income	8,667	44.6
Median owner costs	\$1,885	

Subject	Number	Percent
Housing units without a mortgage	8,410	30.2
Nonmortgage owner costs 30% or more of household income	1,987	23.6
Median owner costs	\$709	
H11. GROSS RENT		
Universe:		
Renter-occupied units	9,410	
Paying cash rent	8,792	93.4
Paying no cash rent	618	6.6
Median rent	\$1,033	
Average gross rent	\$1,041	
Gross rent 30% or more of household income	5,269	56.0
Gross rent of \$750 or more	6,454	68.6

Summary of True Areas of Circles vs. That of Areas Selected to Estimate Them
(This Report Indicates How Well We Were Able to Approximate the Circular Area)

Radius	Estimated	True Area	Ratio of Estimate to True Area
10	350.95	314.16	1.117

Auxiliary Report: Counties Contributing to Circular Areas, By Concentric Ring Areas
Coordinates: (41.003893, -75.143536)

Outer Radius of Ring (or Circle) = 10 Miles

County Cd	Total Population
Warren NJ	13,607
Monroe PA	76,890
Northampton PA	15,335
Radius	105,832
	105,832

Data Used In Aggregating Circular Areas - Selected Variables

Radius = 10 Miles

County	Tract	Block Group	Area Name	Total Population
Warren NJ	0311.01		Census Tract 311.01, Warren County, New Jersey	5,850
Warren NJ	0312.00		Census Tract 312, Warren County, New Jersey	7,757
Monroe PA	3001.01		Census Tract 3001.01, Monroe County, Pennsylvania	3,547
Monroe PA	3001.02		Census Tract 3001.02, Monroe County, Pennsylvania	6,904
Monroe PA	3004.02		Census Tract 3004.02, Monroe County, Pennsylvania	6,185
Monroe PA	3005.01		Census Tract 3005.01, Monroe County, Pennsylvania	2,764
Monroe PA	3005.02		Census Tract 3005.02, Monroe County, Pennsylvania	5,238
Monroe PA	3006.00		Census Tract 3006, Monroe County, Pennsylvania	4,686
Monroe PA	3007.00		Census Tract 3007, Monroe County, Pennsylvania	5,281
Monroe PA	3008.00		Census Tract 3008, Monroe County, Pennsylvania	5,516
Monroe PA	3009.00		Census Tract 3009, Monroe County, Pennsylvania	5,274
Monroe PA	3010.01		Census Tract 3010.01, Monroe County, Pennsylvania	11,650
Monroe PA	3010.02		Census Tract 3010.02, Monroe County, Pennsylvania	1,997
Monroe PA	3011.01		Census Tract 3011.01, Monroe County, Pennsylvania	5,659
Monroe PA	3011.02		Census Tract 3011.02, Monroe County, Pennsylvania	3,256
Monroe PA	3014.01		Census Tract 3014.01, Monroe County, Pennsylvania	4,275
Monroe PA	3014.02		Census Tract 3014.02, Monroe County, Pennsylvania	4,658
Northampton PA	0152.01		Census Tract 152.01, Northampton County, Pennsylvania	6,908

County	Tract	Block Group	Area Name	Total Population
Northampton PA	0182.00		Census Tract 182, Northampton County, Pennsylvania	3,491
Northampton PA	0183.00		Census Tract 183, Northampton County, Pennsylvania	4,936
Radius				105,832
				105,832

Data used in this report is from the American Community Survey 5-year Period Estimates Data for 2011 - 2015.

Northeastern Pennsylvania Alliance

NEPA



The Economic Impact of Smithfield Commons

February 2015

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The Economic Impact of Smithfield Commons

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February 2015

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About the Northeastern Pennsylvania Alliance

The Northeastern Pennsylvania Alliance (NEPA Alliance) is a regional multi-county economic development agency providing leadership, planning, expertise and services to regional and local governments, businesses, institutions and individuals through innovative and beneficial collaborations and partnerships to enhance the economic development and quality of life of the area.

The NEPA Alliance was organized in 1964 by the private sector that saw the need for a regional approach to economic and community development issues within the region. The NEPA Alliance is now a public / private sector partnership with representation from government and non-governmental private sector organizations. The goal of the NEPA Alliance is to provide a quality menu of programs and valuable services that best match the needs of our partners and add value to our region.

The NEPA Alliance carries out its mission within the counties of Carbon, Lackawanna, Luzerne, Monroe, Pike, Schuylkill and Wayne, which have a total population of 1,021,027 people (according to estimates provided by the U.S. Census Bureau, July 1, 2013) and covers 4,476 square miles.

The NEPA Alliance is one of seven regional agencies called Local Development Districts (LDDs). LDDs help coordinate community and economic development activities in the Commonwealth of Pennsylvania.

The NEPA Alliance is guided by a fifty (50) member Board of Directors, headed by Board Chairperson, Mary Beth Wood, of which forty-five (45) members have voting capabilities. Members of the Board of Directors represent industries, labor, governments, general businesses, professionals and citizens in each of the seven counties that the NEPA Alliance serves.

Jeffrey K. Box, President & CEO of the NEPA Alliance, provides executive leadership working with state and federal legislators to expand and explore opportunities that will be beneficial for northeastern Pennsylvania.

Since August 2002, Steven N. Zaricki has been the Research & Information Manager at the NEPA Alliance. He has a bachelor's degree in agricultural and resource economics, with an emphasis in agribusiness management, from the University of Maryland, and a master's degree in agricultural economics, with a concentration in rural economic development, from West Virginia University. His master's thesis topic was the economic impact of the, proposed at the time, Canaan Valley National Wildlife Refuge. He has completed additional graduate study beyond the master's degree in agricultural economics at the University of Kentucky. He has worked at the University of Virginia in its library system and in the Center for Economic and Policy Studies of the Weldon Cooper Center for Public Service. He has received training from Business Retention & Expansion International in its Certified Master Consultant Training Program and is a graduate of the South Carolina Economic Development Institute and the Economic Development Course in Pennsylvania.

Economic Impact Modeling

NEPA Alliance uses IMPLAN[®] for economic impact modeling services.¹ IMPLAN[®], or Impact Analysis for Planning, is a software package that was developed by the Department of Applied Economics at the University of Minnesota and the U.S. Forest Service Land Management Planning Unit in Fort Collins, Colorado. Estimated direct, indirect (supplier) and induced (household spending) impacts in terms of the number of jobs, personal income and output, or economic activity, are determined by the model.

The software that was used is Version 3, which is available from IMPLAN Group, LLC of Huntersville, North Carolina and is well-known in both the economic development professional and academic communities. Data are available at the national, state, county and zip code levels. IMPLAN[®] has a feature where information can be used for current and future years.

The results include estimates of the direct, indirect and induced impacts from construction, operation and visitation. **Direct impacts** consist of permanent jobs, wages and output of the project company itself, construction or tourism. **Indirect impacts** are the jobs, wages and output created by businesses, which provide goods and services essential to the construction of the project or to the operation of the company. They are also referred to as “supplier” impacts. These businesses range from manufacturers (who make goods) to wholesalers (who deliver goods) to janitorial firms that clean buildings. **Induced impacts** are spending of wages and salaries by the direct and indirect employees on items such as food, housing, transportation and medical services. This spending creates induced employment in various sectors of the economy. Induced impacts are also commonly referred to as “consumer” impacts. The **total impact** is the sum of the **direct, indirect and induced impacts**.

Some measures of economic impact are output, employee compensation, proprietor income, indirect business taxes, total value added and employment. Employment can be either full-time or part-time jobs.

Labor Income is the sum of **Employee Compensation** and **Proprietor Income**. According to IMPLAN Group, LLC, “**Proprietor Income** consists of payments received by self-employed individuals and unincorporated business owners.” **Total Value Added** is the sum of **Labor Income**, **Other Property Type Income** and **Indirect Business Taxes**. According to IMPLAN Group, LLC, “**Other Property Type Income** represents Property Income minus Proprietor Income. It includes corporate profits, capital consumption allowance, payments for rent, dividends, royalties and interest income.” **Output**, also referred to as sales or economic activity, relates to the gross receipts for goods and services generated by the company’s operations.

In regards to fiscal impact, taxes at the federal and state and local levels are presented. Unfortunately, the state and local tax impacts are combined and therefore, cannot be dissected. Some of the federal taxes are employee and employer contribution to social security, excise taxes, corporate profits taxes and personal income taxes. Some of the state and local taxes are dividends, employee and employer contribution to social security, sales taxes, property taxes, motor vehicle license fees, personal income taxes and fishing and hunting license fees.

The impacts indicated in this report are estimates and the actual numbers can be higher or lower than estimated.

¹ IMPLAN[®] is a registered trademark of IMPLAN Group, LLC.

Construction during 2016, 2017 and 2018

The impact region for Construction during 2016, 2017 and 2018 is Pennsylvania. The following data from Legend Properties, Inc. were used in the analysis.

Table 1. Data Used in Estimating the Impact on the Pennsylvania Economy from Construction during 2016, 2017 and 2018

	2016 Cost	2017 Cost	2018 Cost
Buildings	\$20,300,000	\$38,000,000	\$24,000,000
Roads and Parking Areas	\$10,900,000	\$7,000,000	\$7,000,000
Demolition	\$100,000		
Total	\$31,300,000	\$45,000,000	\$31,000,000

Source: Legend Properties, Inc.

Due to the changing value of the dollar from year to year, the amounts in Tables 2 and 3 are presented in standardized dollars, which are set to Year 2018.

Table 2. Estimated Impact on the Pennsylvania Economy from Construction during 2016, 2017 and 2018 (Standardized Dollars)

	Direct	+Indirect	+Induced	=Total
Employee Compensation	\$34,988,076	\$16,227,074	\$16,425,475	\$67,640,625
+Proprietor Income	\$10,882,873	\$2,802,964	\$2,387,040	\$16,072,877
=Labor Income	\$45,870,949	\$19,030,038	\$18,812,515	\$83,713,502
+Other Property Type Income	(\$433,575)	\$6,678,101	\$11,696,396	\$17,940,922
+Indirect Business Taxes	\$724,778	\$1,731,962	\$2,688,140	\$5,144,880
=Total Value Added	\$46,162,152	\$27,440,101	\$33,197,051	\$106,799,304
Output	\$108,697,243	\$50,225,253	\$53,061,678	\$211,984,174
Employment - 2016	197.6	81.5	112.1	391.2
Employment - 2017	243.1	124.1	143.8	511.0
Employment - 2018	191.6	77.3	108.1	377.1

Source: IMPLAN[®]

Table 3. Estimated Tax Impact from Construction during 2016, 2017 and 2018 (Standardized Dollars)

	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations	Total
Federal Tax Impact						
Social Ins Tax – Employee Contribution	\$3,222,889	\$588,166				\$3,811,055
Social Ins Tax – Employer Contribution	\$4,200,535					\$4,200,535
Indirect Bus Tax: Excise Taxes			\$359,221			\$359,221
Indirect Bus Tax: Custom Duty			\$142,413			\$142,413
Indirect Bus Tax: Fed Non-Taxes			\$40,811			\$40,811
Corporate Profits Tax				\$5,869,289	\$1,180,561	\$1,180,561
Personal Tax: Income Tax						\$5,869,289
Total Federal Tax	\$7,423,424	\$588,166	\$542,445	\$5,869,289	\$1,180,561	\$15,603,885
State and Local Tax Impact						
Dividends					\$6,617	\$6,617
Social Ins Tax – Employee Contribution	\$32,889	\$0				\$32,889
Social Ins Tax – Employer Contribution	\$64,663					\$64,663
Indirect Bus Tax: Sales Tax						\$2,218,388
Indirect Bus Tax: Property Tax			\$2,218,388			\$2,218,388
Indirect Bus Tax: Motor Vehicle License			\$1,964,609			\$1,964,609
Indirect Bus Tax: Severance Tax			\$40,295			\$40,295
Indirect Bus Tax: Other Taxes			\$0			\$0
Indirect Bus Tax: S/L Non-Taxes			\$359,043			\$359,043
Corporate Profits Tax			\$20,101			\$20,101
Personal Tax: Income Tax				\$1,882,213	\$225,325	\$225,325
Personal Tax: Non-Taxes (Fines – Fees)				\$304,973		\$1,882,213
Personal Tax: Motor Vehicle License				\$75,738		\$304,973
Personal Tax: Property Taxes				\$34,600		\$75,738
Personal Tax: Other Tax (Fish/Hunt)				\$42,016		\$34,600
Total State and Local Tax	\$97,552	\$0	\$4,602,436	\$2,339,540	\$231,942	\$7,271,470
Grand Total	\$7,520,976	\$588,166	\$5,144,881	\$8,208,829	\$1,412,503	\$22,875,355

Source: IMPLAN®

Operation of Phase I during 2016

Based on information provided by Legend Properties, Inc. that is in Table 4, Tables 5 and 6 provide the estimated impact on the Monroe County economy from the operation of Phase I during 2016.

Table 4. Data Used in Estimating the Impact on the Monroe County Economy from the Operation of Phase I during 2016

	Number of Employees	Employee Compensation	Sales or Deposits
Supermarket	300	\$10,078,200	\$50,000,000
Retail – 77,000 SF	82	\$2,162,000	\$19,250,000
Retail – 17,000 SF	47	\$1,066,880	\$4,250,000
Pharmacy	22	\$663,000	\$7,000,000
Convenience Store with Gasoline	13	\$455,000	\$7,000,000
Dinner House	22	\$581,000	\$5,000,000
Family Restaurant	28	\$652,000	\$5,000,000
Fast Food Restaurant	27	\$733,000	\$3,000,000
Bank	10	\$345,000	\$75,000,000
Hotel	17	\$352,248	\$12,000,000
Total	568	\$17,088,328	\$187,500,000

Source: Legend Properties, Inc.

Table 5. Estimated Impact on the Monroe County Economy from the Operation of Phase I during 2016 (2016 Dollars)

	Direct	+Indirect	+Induced	=Total
Employee Compensation	\$17,088,328	\$7,504,533	\$4,459,750	\$29,052,611
+Proprietor Income	\$4,644,561	\$1,508,096	\$549,710	\$6,702,367
=Labor Income	\$21,732,889	\$9,012,629	\$5,009,460	\$35,754,978
+Other Property Type Income	\$47,126,556	\$8,533,127	\$4,130,016	\$59,789,699
+Indirect Business Taxes	\$12,983,906	\$1,425,310	\$947,000	\$15,356,216
=Total Value Added	\$81,843,351	\$18,971,066	\$10,086,476	\$110,900,893
Output	\$187,499,997	\$32,040,632	\$15,704,770	\$235,245,399
Employment	568.0	269.0	140.4	977.4

Source: IMPLAN®

Table 6. Estimated Tax Impact from the Operation of Phase I during 2016 (2016 Dollars)

	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations	Total
Federal Tax Impact						
Social Ins Tax – Employee Contribution	\$1,424,633	\$245,265				\$1,669,898
Social Ins Tax – Employer Contribution	\$1,856,787					\$1,856,787
Indirect Bus Tax: Excise Taxes			\$1,039,063			\$1,039,063
Indirect Bus Tax: Custom Duty			\$411,936			\$411,936
Indirect Bus Tax: Fed Non-Taxes			\$118,047			\$118,047
Corporate Profits Tax				\$2,247,439	\$3,934,322	\$3,934,322
Personal Tax: Income Tax						\$2,247,439
Total Federal Tax	\$3,281,420	\$245,265	\$1,569,046	\$2,247,439	\$3,934,322	\$11,277,492
State and Local Tax Impact						
Dividends						
Social Ins Tax – Employee Contribution	\$20,857	\$0			\$22,052	\$22,052
Social Ins Tax – Employer Contribution	\$41,006					\$20,857
Indirect Bus Tax: Sales Tax			\$6,645,457			\$41,006
Indirect Bus Tax: Property Tax			\$5,885,231			\$6,645,457
Indirect Bus Tax: Motor Vehicle License			\$120,710			\$5,885,231
Indirect Bus Tax: Severance Tax			\$0			\$120,710
Indirect Bus Tax: Other Taxes			\$1,075,558			\$0
Indirect Bus Tax: S/L Non-Taxes			\$60,216			\$1,075,558
Corporate Profits Tax					\$750,917	\$60,216
Personal Tax: Income Tax				\$720,728		\$750,917
Personal Tax: Non-Taxes (Fines – Fees)				\$116,779		\$720,728
Personal Tax: Motor Vehicle License				\$29,001		\$116,779
Personal Tax: Property Taxes				\$13,249		\$29,001
Personal Tax: Other Tax (Fish/Hunt)				\$16,088		\$13,249
Total State and Local Tax	\$61,863	\$0	\$13,787,172	\$895,845	\$772,969	\$15,517,849
Grand Total	\$3,343,283	\$245,265	\$15,356,218	\$3,143,284	\$4,707,291	\$26,795,341

Source: IMPLAN®

Operation of Phase II during 2017

Based on information provided by Legend Properties, Inc. that is in Table 7, Tables 8 and 9 provide the estimated impact on the Monroe County economy from the operation of Phase II during 2017.

Table 7. Data Used in Estimating the Impact on the Monroe County Economy from the Operation of Phase II during 2017

	Number of Employees	Employee Compensation	Sales
Multi-Family Housing	14	\$297,360	IMPLAN® Generated
Office & Medical	240	\$12,000,000	IMPLAN® Generated
Automotive Parts Store	50	\$2,000,000	IMPLAN® Generated
Total	304	\$14,297,360	--

Source: Legend Properties, Inc.

Table 8. Estimated Impact on the Monroe County Economy from the Operation of Phase II during 2017 (2017 Dollars)

	Direct	+Indirect	+Induced	=Total
Employee Compensation	\$14,297,360	\$1,499,734	\$2,632,433	\$18,429,527
+Proprietor Income	\$2,111,885	\$281,454	\$324,377	\$2,717,716
=Labor Income	\$16,409,245	\$1,781,188	\$2,956,810	\$21,147,243
+Other Property Type Income	\$1,786,529	\$1,516,703	\$2,437,927	\$5,741,159
+Indirect Business Taxes	\$969,827	\$253,343	\$558,968	\$1,782,138
=Total Value Added	\$19,165,601	\$3,551,234	\$5,953,705	\$28,760,540
Output	\$40,467,389	\$5,473,639	\$9,297,629	\$55,238,657
Employment	304.0	48.5	81.2	433.7

Source: IMPLAN®

Table 9. Estimated Tax Impact from the Operation of Phase II during 2017 (2017 Dollars)

	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations	Total
Federal Tax Impact						
Social Ins Tax – Employee Contribution	\$903,716	\$99,451				\$1,003,167
Social Ins Tax – Employer Contribution	\$1,177,853					\$1,177,853
Indirect Bus Tax: Excise Taxes			\$120,586			\$120,586
Indirect Bus Tax: Custom Duty			\$47,806			\$47,806
Indirect Bus Tax: Fed Non-Taxes			\$13,700			\$13,700
Corporate Profits Tax				\$1,322,411	\$377,784	\$377,784
Personal Tax: Income Tax						\$1,322,411
Total Federal Tax	\$2,081,569	\$99,451	\$182,092	\$1,322,411	\$377,784	\$4,063,307
State and Local Tax Impact						
Dividends						
Social Ins Tax – Employee Contribution	\$13,230	\$0			\$2,117	\$2,117
Social Ins Tax – Employer Contribution	\$26,012					\$13,230
Indirect Bus Tax: Sales Tax			\$771,226			\$26,012
Indirect Bus Tax: Property Tax			\$683,000			\$771,226
Indirect Bus Tax: Motor Vehicle License			\$14,009			\$683,000
Indirect Bus Tax: Severance Tax			\$0			\$14,009
Indirect Bus Tax: Other Taxes			\$124,822			\$0
Indirect Bus Tax: S/L Non-Taxes			\$6,988			\$124,822
Corporate Profits Tax					\$72,105	\$6,988
Personal Tax: Income Tax				\$424,082		\$72,105
Personal Tax: Non-Taxes (Fines – Fees)				\$68,714		\$424,082
Personal Tax: Motor Vehicle License				\$17,065		\$68,714
Personal Tax: Property Taxes				\$7,796		\$17,065
Personal Tax: Other Tax (Fish/Hunt)				\$9,467		\$7,796
Total State and Local Tax	\$39,242	\$0	\$1,600,045	\$527,124	\$74,222	\$2,240,633
Grand Total	\$2,120,811	\$99,451	\$1,782,137	\$1,849,535	\$452,006	\$6,303,940

Source: IMPLAN®

Operation of Phase III during 2018

Based on information provided by Legend Properties, Inc. that is in Table 10, Tables 11 and 12 provide the estimated impact on the Monroe County economy from the operation of Phase III during 2018.

Table 10. Data Used in Estimating the Impact on the Monroe County Economy from the Operation of Phase III during 2018

	Number of Employees	Employee Compensation	Sales
Movie Theatre	21	\$483,000	\$9,000,000
Bowling Center	33	\$714,600	\$9,000,000
Family Restaurant	28	\$652,000	\$4,000,000
Total	82	\$1,849,600	\$22,000,000

Source: Legend Properties, Inc.

Table 11. Estimated Impact on the Monroe County Economy from the Operation of Phase III during 2018 (2018 Dollars)

	Direct	+Indirect	+Induced	=Total
Employee Compensation	\$1,849,600	\$633,706	\$399,331	\$2,882,637
+Proprietor Income	\$95,731	\$178,393	\$49,199	\$323,323
=Labor Income	\$1,945,331	\$812,099	\$448,530	\$3,205,960
+Other Property Type Income	\$3,214,018	\$804,659	\$369,837	\$4,388,514
+Indirect Business Taxes	\$2,366,790	\$217,231	\$84,793	\$2,668,814
=Total Value Added	\$7,526,139	\$1,833,989	\$903,160	\$10,263,288
Output	\$22,000,000	\$3,204,929	\$1,414,739	\$26,619,668
Employment	82.0	26.4	12.1	120.5

Source: IMPLAN[®]

Table 12. Estimated Tax Impact from the Operation of Phase III during 2018 (2018 Dollars)

	Employee Compensation	Proprietor Income	Indirect Business Tax	Households	Corporations	Total
Federal Tax Impact						
Social Ins Tax – Employee Contribution	\$141,354	\$11,832				\$153,186
Social Ins Tax – Employer Contribution	\$184,233					\$184,233
Indirect Bus Tax: Excise Taxes			\$180,583			\$180,583
Indirect Bus Tax: Custom Duty			\$71,592			\$71,592
Indirect Bus Tax: Fed Non-Taxes			\$20,516			\$20,516
Corporate Profits Tax				\$199,994	\$288,776	\$288,776
Personal Tax: Income Tax					\$199,994	\$199,994
Total Federal Tax	\$325,587	\$11,832	\$272,691	\$199,994	\$288,776	\$1,098,880
State and Local Tax Impact						
Dividends						
Social Ins Tax – Employee Contribution	\$2,069	\$0			\$1,619	\$1,619
Social Ins Tax – Employer Contribution	\$4,069				\$2,069	\$2,069
Indirect Bus Tax: Sales Tax			\$1,154,939			\$1,154,939
Indirect Bus Tax: Property Tax			\$1,022,816			\$1,022,816
Indirect Bus Tax: Motor Vehicle License			\$20,979			\$20,979
Indirect Bus Tax: Severance Tax			\$0			\$0
Indirect Bus Tax: Other Taxes			\$186,925			\$186,925
Indirect Bus Tax: S/L Non-Taxes			\$10,465			\$10,465
Corporate Profits Tax					\$55,117	\$55,117
Personal Tax: Income Tax				\$64,136		\$64,136
Personal Tax: Non-Taxes (Fines – Fees)				\$10,392		\$10,392
Personal Tax: Motor Vehicle License				\$2,581		\$2,581
Personal Tax: Property Taxes				\$1,179		\$1,179
Personal Tax: Other Tax (Fish/Hunt)				\$1,432		\$1,432
Total State and Local Tax	\$6,138	\$0	\$2,396,124	\$79,720	\$56,736	\$2,538,718
Grand Total	\$331,725	\$11,832	\$2,668,815	\$279,714	\$345,512	\$3,637,598

Source: IMPLAN®

Conclusion

From 2016 to 2018, the estimated impact on the Pennsylvania economy from construction will be the following:

- Total estimated output or economic activity of \$212.0 million
- Total estimated employment of 391 jobs in 2016, 511 jobs in 2017 and 377 jobs in 2018, which can be either full-time or part-time
- Total estimated labor income of \$83.7 million, which consists of \$67.6 million in estimated employee compensation and \$16.1 million in estimated proprietor income
- Total estimated value added of \$106.8 million
- Total estimated taxes of \$22.9 million, which consists of an estimated \$15.6 million in federal taxes and an estimated \$7.3 million in state and local taxes

Note: Due to the changing value of the dollar from year to year, the amounts are presented in standardized dollars, which are set to Year 2018.

During 2016, the estimated impact on the Monroe County economy from the operation of Phase I is the following:

- Total estimated output or economic activity of \$235.2 million
- Total estimated employment of 977 jobs, which can be either full-time or part-time
- Total estimated labor income of \$35.8 million, which consists of \$29.1 million in estimated employee compensation and \$6.7 million in estimated proprietor income
- Total estimated value added of \$110.9 million
- Total estimated taxes of \$26.8 million, which consists of an estimated \$11.3 million in federal taxes and an estimated \$15.5 million in state and local taxes

During 2017, the estimated impact on the Monroe County economy from the operation of Phase II is the following:

- Total estimated output or economic activity of \$55.2 million
- Total estimated employment of 434 jobs, which can be either full-time or part-time
- Total estimated labor income of \$21.1 million, which consists of \$18.4 million in estimated employee compensation and \$2.7 million in estimated proprietor income
- Total estimated value added of \$28.8 million
- Total estimated taxes of \$6.3 million, which consists of an estimated \$4.1 million in federal taxes and an estimated \$2.2 million in state and local taxes

During 2018, the estimated impact on the Monroe County economy from the operation of Phase III is the following:

- Total estimated output or economic activity of \$26.6 million
- Total estimated employment of 120 jobs, which can be either full-time or part-time
- Total estimated labor income of \$3.2 million, which consists of \$2.9 million in estimated employee compensation and \$300,000 in estimated proprietor income
- Total estimated value added of \$10.3 million
- Total estimated taxes of \$3.6 million, which consists of an estimated \$1.1 million in federal taxes and an estimated \$2.5 million in state and local taxes

EXHIBIT J
LOAN AMORTIZATION SCHEDULES

Semi-Annual

Mortgage amount	\$4,000,000		PIB		
Number of Mortgages	1				
Principal	\$4,000,000				
Interest rate	2.25%				
Term	8.5				
Periods (per yr)	2				
payment	\$259,827.93	\$519,655.87			
No. of Payments	17		2 PER YEAR		
Payment no.	Beginning balance	Interest	Principal	Ending balance	Cumulative interest
1	4,000,000.00	45,000.00	214,827.93	3,785,172.07	45,000.00
2	3,785,172.07	42,583.19	217,244.75	3,567,927.32	87,583.19
3	3,567,927.32	40,139.18	219,688.75	3,348,238.57	127,722.37
4	3,348,238.57	37,667.68	222,160.25	3,126,078.32	165,390.05
5	3,126,078.32	35,168.38	224,659.55	2,901,418.77	200,558.43
6	2,901,418.77	32,640.96	227,186.97	2,674,231.80	233,199.39
7	2,674,231.80	30,085.11	229,742.83	2,444,488.97	263,284.50
8	2,444,488.97	27,500.50	232,327.43	2,212,161.54	290,785.00
9	2,212,161.54	24,886.82	234,941.12	1,977,220.42	315,671.82
10	1,977,220.42	22,243.73	237,584.20	1,739,636.22	337,915.55
11	1,739,636.22	19,570.91	240,257.03	1,499,379.19	357,486.46
12	1,499,379.19	16,868.02	242,959.92	1,256,419.28	374,354.47
13	1,256,419.28	14,134.72	245,693.22	1,010,726.06	388,489.19
14	1,010,726.06	11,370.67	248,457.26	762,268.80	399,859.86
15	762,268.80	8,575.52	251,252.41	511,016.39	408,435.38
16	511,016.39	5,748.93	254,079.00	256,937.39	414,184.32
17	256,937.39	2,890.55	256,937.39	0.00	417,074.86
18	0.00	0.00	259,827.93	-259,827.93	417,074.86
19	0.00	0.00	259,827.93	-259,827.93	417,074.86
20	0.00	0.00	259,827.93	-259,827.93	417,074.86
21	0.00	0.00	259,827.93	-259,827.93	417,074.86
22	0.00	0.00	259,827.93	-259,827.93	417,074.86
23	0.00	0.00	259,827.93	-259,827.93	417,074.86
24	0.00	0.00	259,827.93	-259,827.93	417,074.86
25	0.00	0.00	259,827.93	-259,827.93	417,074.86
26	0.00	0.00	259,827.93	-259,827.93	417,074.86
27	0.00	0.00	259,827.93	-259,827.93	417,074.86
28	0.00	0.00	259,827.93	-259,827.93	417,074.86
29	0.00	0.00	259,827.93	-259,827.93	417,074.86
30	0.00	0.00	259,827.93	-259,827.93	417,074.86
31	0.00	0.00	259,827.93	-259,827.93	417,074.86
32	0.00	0.00	259,827.93	-259,827.93	417,074.86
33	0.00	0.00	259,827.93	-259,827.93	417,074.86
34	0.00	0.00	259,827.93	-259,827.93	417,074.86
35	0.00	0.00	259,827.93	-259,827.93	417,074.86
36	0.00	0.00	259,827.93	-259,827.93	417,074.86

Semi-Annual

Mortgage amount	\$2,000,000				
Number of Mortgages	1				
Principal	\$2,000,000				
Interest rate	7.50%				
Term	18.5				
Periods (per yr)	2				
payment	\$100,822.44	\$201,644.88			
No. of Payments	37		2 PER YEAR		
Payment no.	Beginning balance	Interest	Principal	Ending balance	Cumulative interest
1	2,000,000.00	75,000.00	25,822.44	1,974,177.56	75,000.00
2	1,974,177.56	74,031.66	26,790.78	1,947,386.77	149,031.66
3	1,947,386.77	73,027.00	27,795.44	1,919,591.34	222,058.66
4	1,919,591.34	71,984.68	28,837.77	1,890,753.57	294,043.34
5	1,890,753.57	70,903.26	29,919.18	1,860,834.39	364,946.60
6	1,860,834.39	69,781.29	31,041.15	1,829,793.23	434,727.89
7	1,829,793.23	68,617.25	32,205.20	1,797,588.04	503,345.13
8	1,797,588.04	67,409.55	33,412.89	1,764,175.15	570,754.68
9	1,764,175.15	66,156.57	34,665.87	1,729,509.27	636,911.25
10	1,729,509.27	64,856.60	35,965.84	1,693,543.43	701,767.85
11	1,693,543.43	63,507.88	37,314.56	1,656,228.86	765,275.73
12	1,656,228.86	62,108.58	38,713.86	1,617,515.00	827,384.31
13	1,617,515.00	60,656.81	40,165.63	1,577,349.37	888,041.12
14	1,577,349.37	59,150.60	41,671.84	1,535,677.53	947,191.72
15	1,535,677.53	57,587.91	43,234.53	1,492,443.00	1,004,779.63
16	1,492,443.00	55,966.61	44,855.83	1,447,587.17	1,060,746.24
17	1,447,587.17	54,284.52	46,537.92	1,401,049.25	1,115,030.76
18	1,401,049.25	52,539.35	48,283.10	1,352,766.15	1,167,570.11
19	1,352,766.15	50,728.73	50,093.71	1,302,672.44	1,218,298.84
20	1,302,672.44	48,850.22	51,972.23	1,250,700.21	1,267,149.06
21	1,250,700.21	46,901.26	53,921.18	1,196,779.03	1,314,050.31
22	1,196,779.03	44,879.21	55,943.23	1,140,835.80	1,358,929.53
23	1,140,835.80	42,781.34	58,041.10	1,082,794.70	1,401,710.87
24	1,082,794.70	40,604.80	60,217.64	1,022,577.06	1,442,315.67
25	1,022,577.06	38,346.64	62,475.80	960,101.26	1,480,662.31
26	960,101.26	36,003.80	64,818.65	895,282.61	1,516,666.11
27	895,282.61	33,573.10	67,249.34	828,033.27	1,550,239.21
28	828,033.27	31,051.25	69,771.19	758,262.07	1,581,290.45
29	758,262.07	28,434.83	72,387.61	685,874.46	1,609,725.28
30	685,874.46	25,720.29	75,102.15	610,772.31	1,635,445.57
31	610,772.31	22,903.96	77,918.48	532,853.83	1,658,349.54
32	532,853.83	19,982.02	80,840.42	452,013.40	1,678,331.55
33	452,013.40	16,950.50	83,871.94	368,141.47	1,695,282.06
34	368,141.47	13,805.30	87,017.14	281,124.33	1,709,087.36
35	281,124.33	10,542.16	90,280.28	190,844.05	1,719,629.52
36	190,844.05	7,156.65	93,665.79	97,178.26	1,726,786.18

EXHIBIT K
EXISTING LAND USE
AND CONDITIONS MAP

Land Use and Conditions Map

Conditions

Deteriorated Residential Structures
Deteriorated Accessory Structures
Faulty Streets and Lot Layout
Socially and Economically Undesirable Land Uses
Unsanitary Conditions

Residential/Agricultural

Residential

Commercial

Legend

- Land Use Parcels
- Monroe County Parcels
- Roads

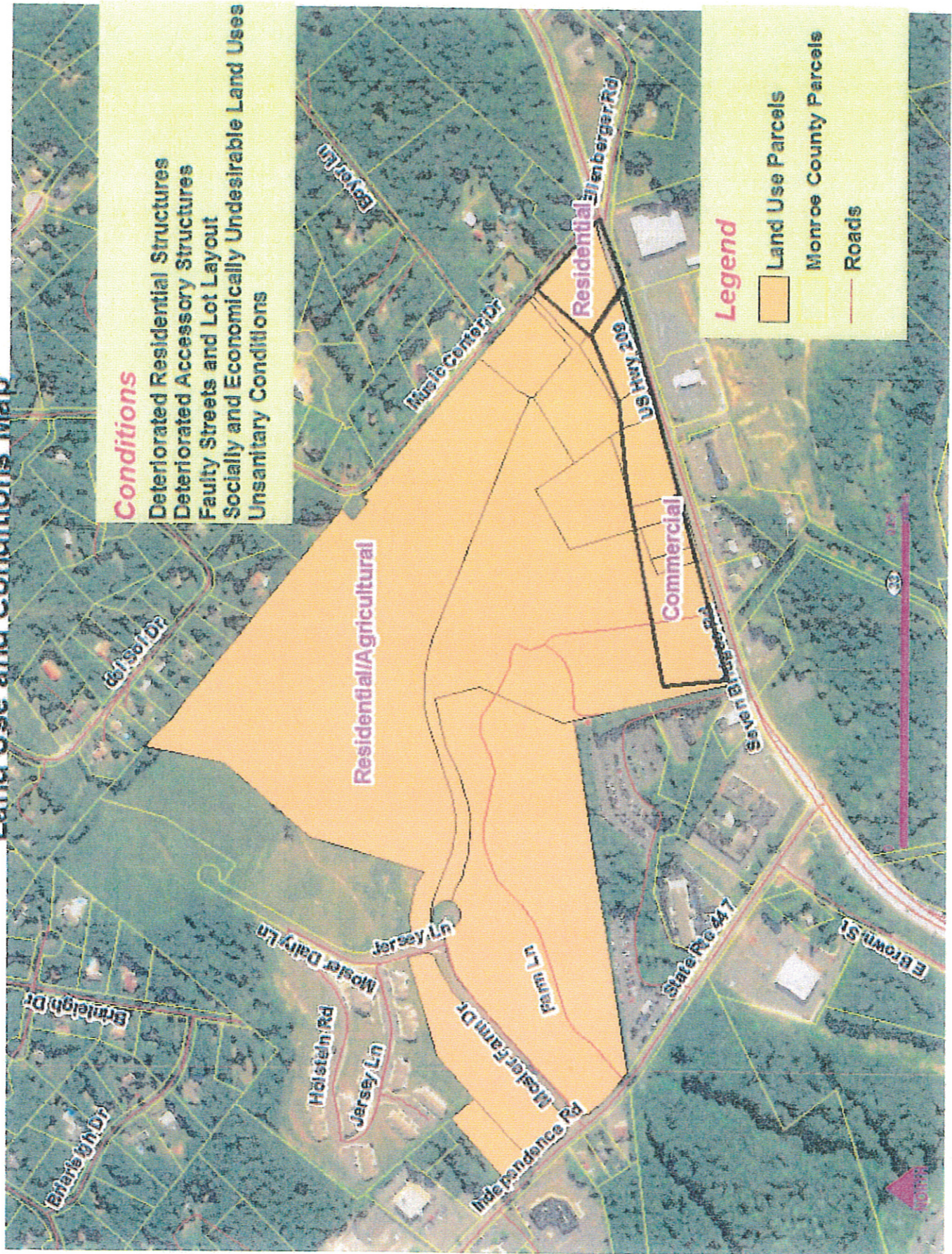


EXHIBIT L
PROPOSED USES AND
IMPROVEMENTS MAP 1

MAP 1: PROPOSED USES AND IMPROVEMENTS

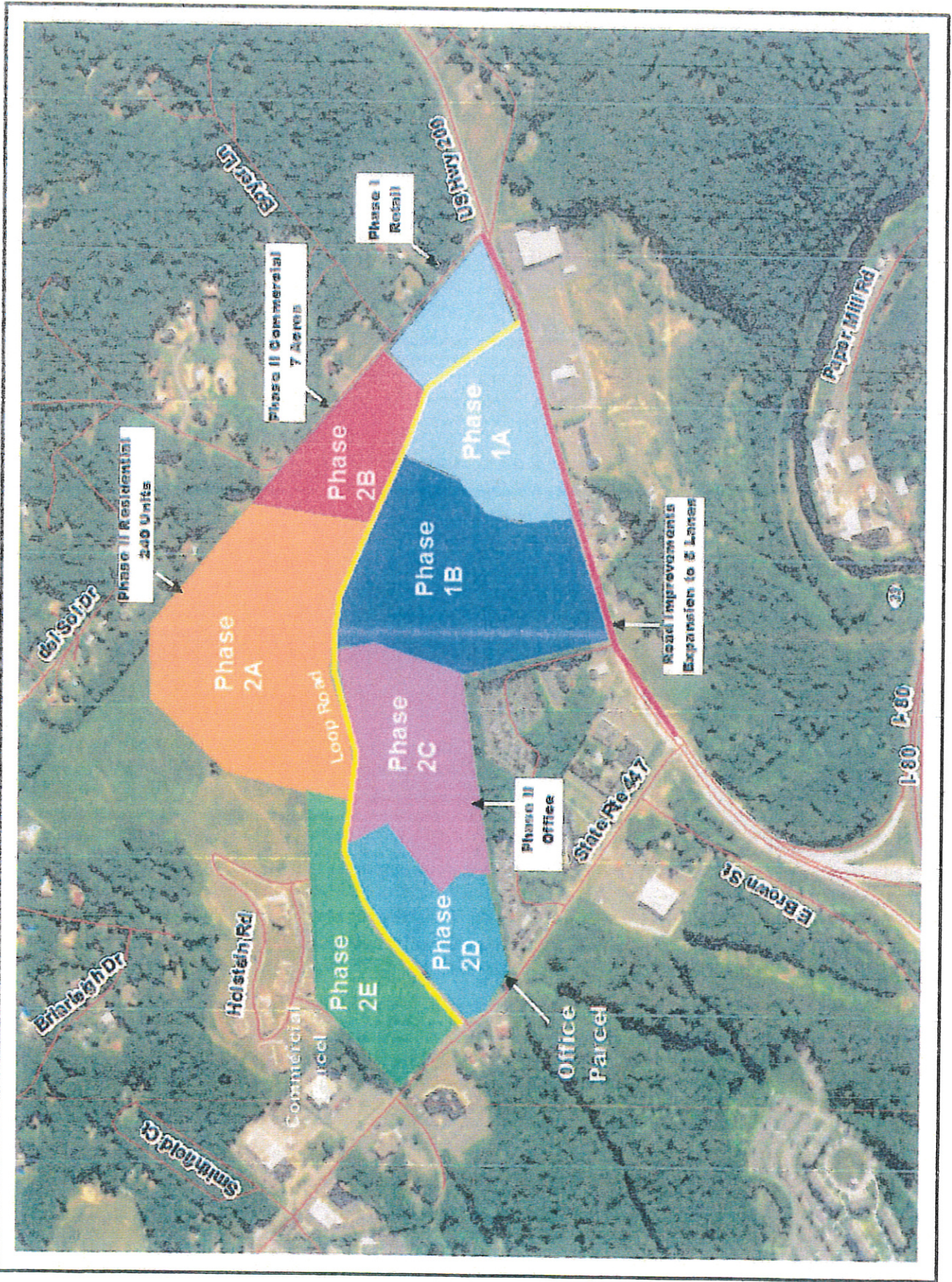


EXHIBIT M
PROPOSED USES AND
IMPROVEMENTS MAP 2

MAP 2: PROPOSED USES AND IMPROVEMENTS

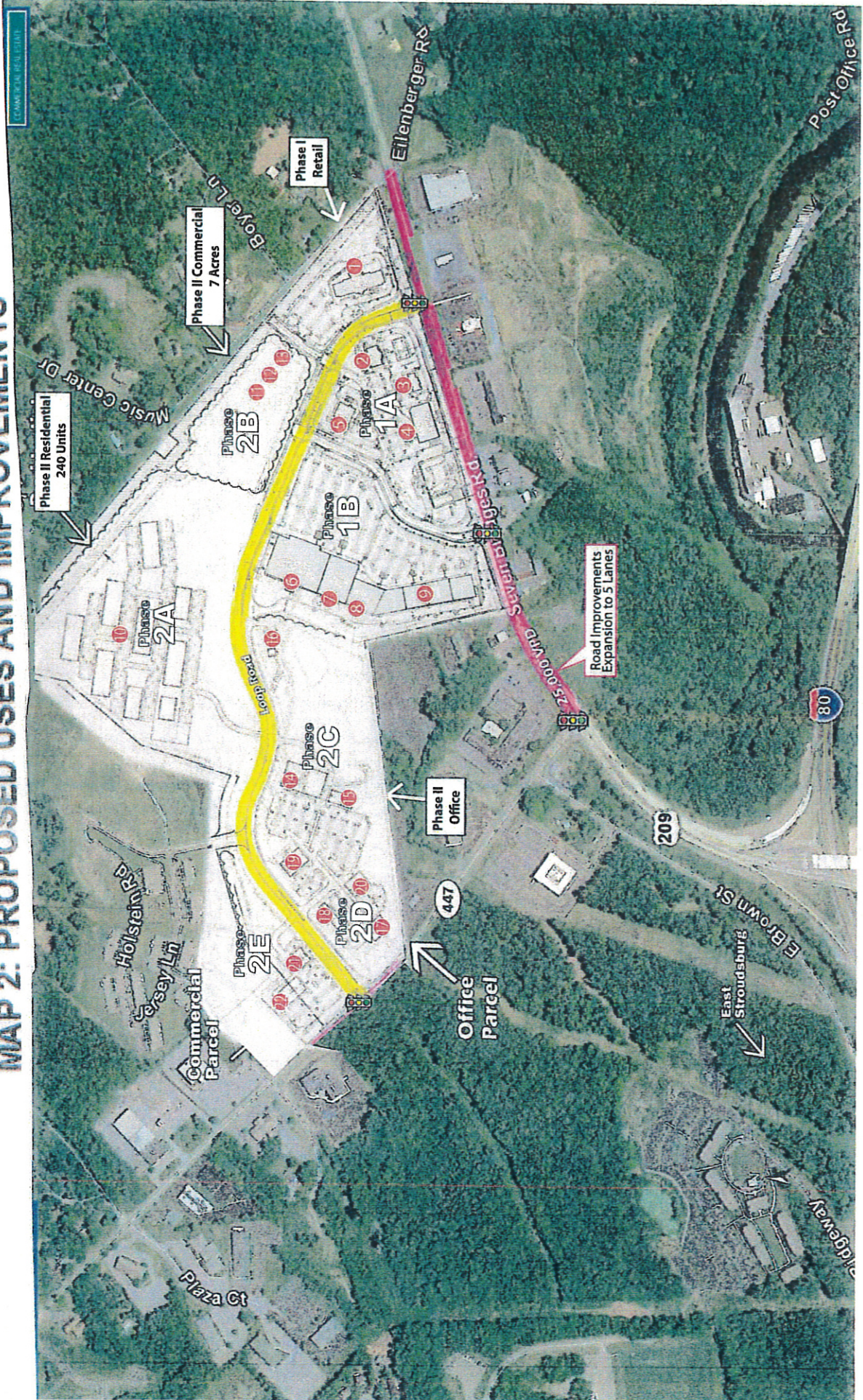


EXHIBIT N
FEASIBILITY STUDY
SMITHFIELD GATEWAY

**Feasibility Study on Retail Marketing Analysis
Prepared by Legend Properties
Maria Rita Aristone, President**

Smithfield Gateway

1. Location

Smithfield Gateway is located on Route 209 and Music Center Road, Smithfield Township (Monroe County), PA, approximately ¼ mile north of the Route 80 intersection with Route 209 at the Marshalls Creek interchange. This site has over 1,685 feet of frontage on Route 209 and also has significant frontage on Route 447.

As the development is strategically located at the entrance of Smithfield Township, off I-80, the project has been named Smithfield Gateway.

2. Market

Monroe County has experienced significant residential growth in the past 20 years. Most of this was due to the influence from the employment market of Manhattan, North and Center New Jersey, and the Lehigh Valley. The commute to Manhattan via Route 80 East is within ninety minutes.

Many families elected to make this commute and purchase homes in the eastern Pocono Mountain because lower home prices gave them a better quality of life. While the residential growth has slowed down since the recession, the commercial market is still "catching up" and many nation retailers located in the Poconos.

Most of the retail growth has been concentrated on the Route 611 corridor, especially at the key intersection Route I-80, Route 33, and Route 611 in Bartonsville, PA.

DEPG became a visionary developer in this area and has built over \$50 million of commercial projects in the Bartonsville area. The reason for the success of Bartonsville was the key connection to Route I-80 where it allows a large trade area to have easy accessibility to retail stores along Route 611.

The Smithfield corridor of Route 209 has similar retail magnet potential due to its key connection to Route I-80. In the eastern Pocono region everyone uses I-80 to get to places to work, shop, eat, and play. The other key artery connection is Route 447 and Brown Street, which connects East Stroudsburg and Stroudsburg to the commercial project.

What has held up developers from developing along this corridor in Smithfield in the past was the high cost of improving Route 209. Fortunately PennDOT, in the last five (5) years, has made significant improvements to the regional traffic infrastructure by building the Route 209, I-80 Bridge and building the bypass on Route 209 just north of the site.

This bypass artery known as Seven Bridge Road allows a large population base in Marshalls Creek and Pike County to the north to travel to the subject site easily. While there are strong

demographics surrounding the Smithfield Gateway market very comparable to the Bartonsville, Stroudsburg area to the west, along with the regional access to Route I-80, the Smithfield – East Stroudsburg area is basically devoid of retail and services including a major supermarket.

We are most confident that the Smithfield area will become a regional shopping hub for the eastern Pocono Mountains with complimentary retail that has been built along Route 611 in Bartonsville and Stroud Township.

3. Trade Area

The Smithfield Gateway project will be a very regional retail project supported by a large trade area population of 268, 123 people all within a 25 minute drive to the site. The average family income of the trade area population is \$71, 496.

Due to the proximity of the Delaware Water Gap entrance to NJ on I-80 the retail project is anticipated to draw customers from the counties in New Jersey.

The trade area population is also augmented by over 1,000 time share units that are located in Shawnee Resort area, east of Smithfield Gateway and Bushkill Falls to the north that add year round populations as potential customers.

4. The Impact of the Tourism Business in the Poconos.

An entire second dimension of the potential customers to shop Smithfield Gateway is the 25,000,000 visitors that come to the Poconos every year. These people come for a host of reasons including skiing, kayaking, fishing, hiking, horseback riding, golf, and viewing nature.

The biggest tourism boom at this time is in waterpark recreation. Currently there are three major waterparks open, Camel Beach at Camelback, Great Wolf Lodge and Kalahari Resorts and Conventions, the largest in the county.

What is very impressive is that according to the Longwood Tourism Guide, over half of the 25,000,000 visitors stay overnight.

Smithfield Gateway is conveniently located to attract the visitors who will support the retail stores and restaurants of the project.

5. The Project

Smithfield Gateway will be a mixed-use project that will include retail, restaurants, other commercial buildings, and entertainment along with a professional and office space component and a multi-family residential parcel. This project will straddle both sides of Route 209.

Phase I will be built on the west side of Route 209 on what is historically known as the Mosier Dairy Farm. The square footage of the Phase I retail project will total 186,613 square feet not including a seven acre Phase II option parcel.

Phase I will include a major retail wing which will be anchored by a supermarket and seven pad developments along Route 209. The supermarket will be a high elevation and will have excellent visibility from Route 209, along with the free standing pads.

Phase II will be developed as a mixed-use project which will include retail, multi-family, and office and professional buildings. It consists of 55,414 acres and extends from the outside perimeter of Phase I project to Route 447.

Phase III of the retail project will be built on the former Chelsea site, and will total 120,000 square feet of retail. These buildings will also have visibility from Route 209, along with prominent exposure from Route 80.

Phase IV will be the development of two prime pad sites at the intersection of the Loop Road and Route 447. There will be controlled traffic intersections at both the Route 209 and Route 447 connection to the Loop Road. This road must be purchased with Phase I and be developed with the first phase of the retail project.

Another controlled intersection with a traffic light is anticipated to be built on Route 209, just south of the Loop Road main traffic light intersection. This access road will provide direct access to the supermarket and retail section and will connect to the Loop Road west of Route 209.

6. Concept of Overall Project

The 122 acres that DEPG controls is one of the highest profile remaining land parcels in the Pocono region. Done correctly it will be a major economic stimulus for the entire region. Its strategic location off Route 80 and the tie-in to Route 209 and Route 447 gives the ability for the project to be accessible to the population of Monroe and Pike Counties as well as a large part of western New Jersey.

The concept of Smithfield Gateway is a development where residents, tourists, and travelers can live, work, shop, eat, stay, and play all in our major development.

Shop – in one of over 36 retail establishments that will make up Smithfield Gateway.

Live – in one of 236 high quality residential units that will make up the project.

Work – as managers, assistant manager, sales persons and clerks in one of 36 retail stores and restaurants and work in the premier office and professional campus in Monroe County.

Eat – in one of the many dinner houses, family restaurants, fast-casual and fast food restaurants that will make up the project.

Play – watch a first run movie in our theater or visit one of the other entertainment venues that will be part of the Smithfield Gateway tenant mix.

Stay – in a top flag hotel that will be part of the project.

This type of dynamic lifestyle center is being done in many areas around the county. It is truly a game changer for the Pocono region.

7. Description of Various Project Phases

Phase I Retail

This is the primary initial phase that DEPG is developing. It will consist of 30 acres including the Loop Road. Included in the main body of retail will be a full size supermarket that will be no less than 75,000 square feet. At the current time the supermarket that has indicated serious is evaluating what size the market needs to be.

The neighboring retail next to the supermarket is 60,000 square feet. DEPG and Legend Properties, Inc., exclusive agent for the project, feel that many of the fifteen stores in this wing of retail will be credit tenants in the 3,500-10,000 square foot range.

The end cap of this retail wing on Route 209 will be a restaurant. A heavy emphasis on apparel and sportswear will be in this section.

Another retail section will be built just north of the Loop Road on a parcel at Route 209 and will include 14,927 square feet of retail and a free standing bank.

The other key section of Phase I is the multi-pad area. It consists of free standing pads that are major drivers of the economics of the project. The projected pad users of this area is a pharmacy, convenience stores, a fast food restaurant and a dinner house.

Legend Properties is most confident of the leasing potential of the Phase I retail sections due to the following factors:

- There are no supermarkets serving this immediate area.
- There is a total lack of service and retail for the Smithfield, Shawnee, and Delaware Water Gap population.
- Route 80 accessibility creates a tremendous opportunity to bring a larger trade area population to the site.
- Proximity to tourism business – 25,000,000 visitors each year.
- Proximity to 1,000 time sharing units.
- Extremely strong traffic counts on Route 209.
- Closeness to population density of East Stroudsburg and Stroudsburg via the Route 447 and Brown Street connection to Route 447 and I-80.
- Closeness to western counties of New Jersey with no substantial shopping alternative.

Competing Retail Space for lease

There is no immediate retail space for lease in the immediate vicinity.

There is no comparable retail space for lease in East Stroudsburg except in the downtown district

In downtown Stroudsburg due to the influence of the state University there are few vacancies.

The Stroud Mall is suffering as a secondary mall with weak anchors and poor accessibility to the trade area population.

The Bartonsville retail corridor has virtually no vacancies.

Only in the Marshalls Creek area four miles north of Smithfield Gateway are there substantial vacancies. This is primarily due to the following:

- Overbuilt retail for the trade area
- Poor access
- Low end demographics
- Non-functional and poorly built buildings
- Non-regional trade area population

Legend Properties has absolute certainty that the retail space of Smithfield Gateway will set the highest standards of availability in the market.

Timing of the Development of Phase I

Phase I is anticipated to start construction by July 2017 with turnover to retailers August 2018.

Phase II

The Phase II section of the development consists of 55.414 acres. Land users of Phase II are in three main components:

- A seven acre parcel located just west of the Route 209 and the Loop Road connection. This is a prime property that will be retail and other commercial uses which sets it apart from the other parcels of Phase II. Ideal users would be a national health club, hotel, and restaurants. It could be developed simultaneously with Phase I in 2017 or it could be developed in 2018 or later.
- A 25 acres phase will be used for high end multi-family residential. This use is being approved in the overlay zoning amendment. This parcel is known as Phase IIB. It is being developed into 236 residential units.

Without question, Legend Properties believes there is a market for a high quality multi-family residential site for the following reasons:

- Currently there is no product of this type in the Poconos. Local economic development people report that employees are leaving Monroe County to find better quality multi-family housing outside the county.
- According to local realtors, the apartment rental business is very active and occupancy levels are high on existing apartments.

- The commute to very strong employment areas of north, central New Jersey and Manhattan is within 45-90 minutes. These professionals many of them young people, are valid prospects for the high end multi-family units planned.
- Currently there are many medical related facilities under construction or being planned for the Pocono region, including two new hospitals.
- Topography of the multi-family housing parcel is ideal for apartments. The parcel is at a higher elevations that gives the apartments tremendous view of the Delaware Water Gap.
- The Poconos offer so many amenities for people to live in with all the nature and recreation that comprise the area. Residents of our multi-family units would have much to take advantage of such as a supermarket and restaurants all within walking distance.
- The proximity to Route 80 gives Smithfield Gateway accessibility not only to Manhattan and north Jersey but also the Lehigh Valley and Wilkes-Barre-Scranton market areas.
- The other larger parcel for development of Smithfield Gateway is a 20 acre tract that has been designated for office and professional uses.

This site is impacted by high wires that will limit building coverage underneath the wires, however, it is permitted to park underneath them. There are two large ponds that are on this parcel that will be turned into very attractive aesthetic water features for the office development. Approximately ten of the twenty acres are buildable. It is estimated that the buildable square footage would be approximately 70,000 square feet.

- The last remaining parcel is four acres located on the western side of the end of the Loop Road and Route 447. Some of this site is also handicapped by high wires but this is an excellent pad location at the intersection of Route 447 and the Loop Road for a bank, car dealership, or retail.

Legend Properties feels that there is a vacuum of "A" quality office space in the Poconos. We envision free standing multi-level professional buildings that will overlook the ponds with water fountains. The other strong potential for this phase will be medical users, which are heavily located on Route 447.

Pocono Medical not only has their headquarter facility located one mile away, but they are also building a new 40,000 square foot office building just up Route 447 from Smithfield Gateway.

Timing

It is estimated that the Phase II acquisition loan will occur in 2017 and this phase will be built out over a five year period.

8. Improvement to Phase II

What makes the full economic potential of the Phase II ground so valuable is that when Phase I is built all the infrastructure for the development of Phase II will have been completed as part of Phase I. This will include:

- Access to the Loop Road
- Sidewalk construction along the Loop Road
- Storm drainage connection
- Sewer and water connections
- Gas connections
- Off-site improvements completed that will handle Phase II parcels without further construction for access to state highways Route 209 and Route 447.

These improvements add greatly to the land value of Phase II.

9. Phase III – Chelsea Property

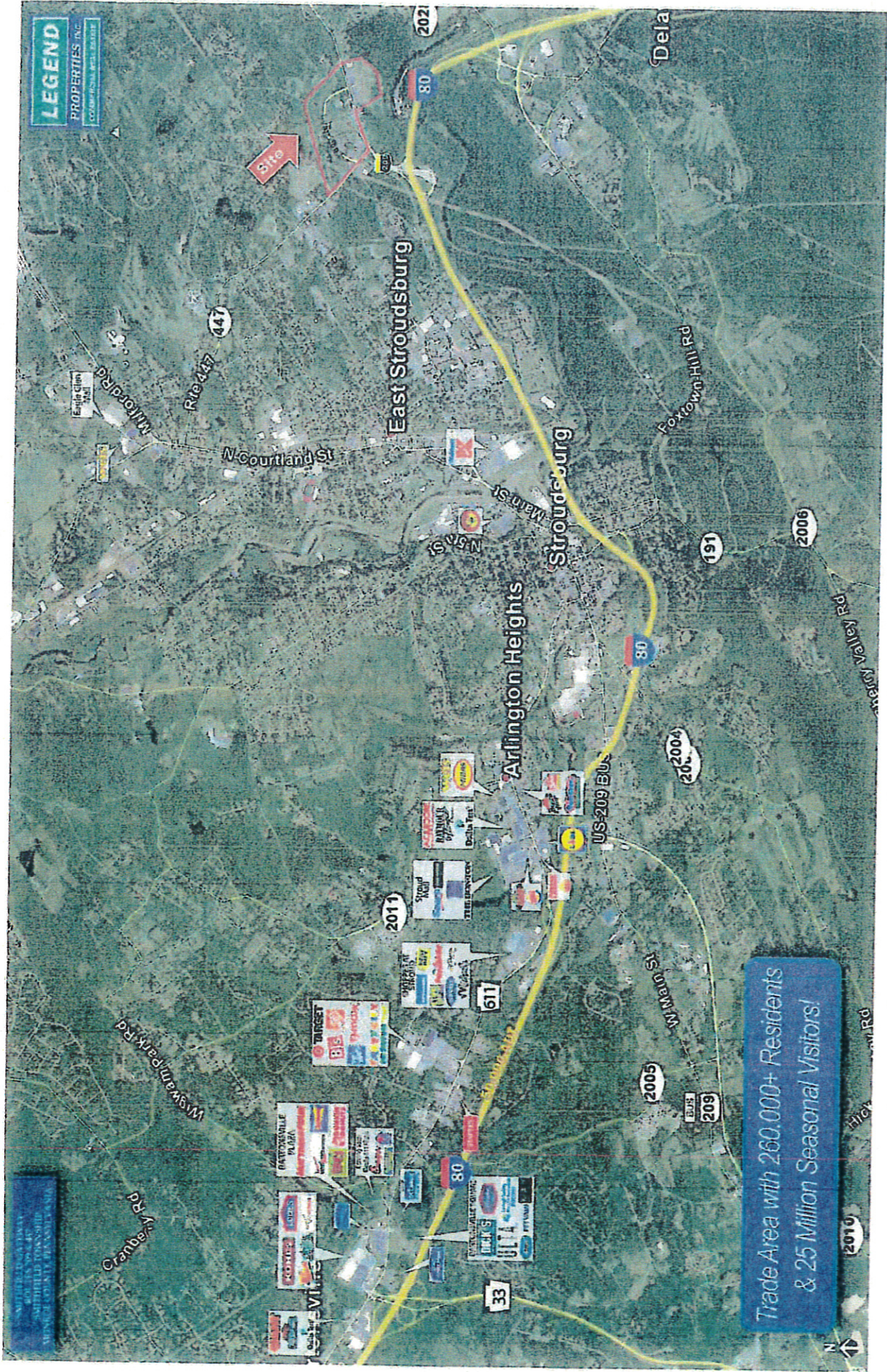
The Chelsea property, owned by Simon Company, consists of 29 acres located on the east side of Route 209, directly behind Burger King. This property was secured for several important reasons:

- It preserves the quality of what gets developed
- It spreads out the infrastructures costs of DEPG investments.
- The value that Phase I creates will be rewarded to DEPG versus another developer who would develop Phase III

As noted later, there may be key savings in storm drainage by having the Simon property as part of the Phase I development.

At present, DEPG is not certain of the main users for this property. One main area of focus is entertainment uses such as a movie theater. Other retail to be focused on would be a wholesale club or junior boxes. This property has been designed for 120,000 square feet of retail without doing major earth work changes. Phase I and Phase III will share a traffic signal. DEPG sees this tract as a valuable asset in the future.

It is projected that this site would be developed within one year from the start of construction of Phase I retail.



LEGEND
PROPERTIES INC.
COMMERCIAL REAL ESTATE

Trade Area with 260,000+ Residents
& 25 Million Seasonal Visitors!

V. ITEMS FOR DISCUSSION

d. Computer Bid Results

ESASD Computer Bid Results

<u>Vendors</u>	<u>HP Equipment</u>	<u>Lenovo Chromebooks</u>	<u>Anywhere Carts</u>	<u>Bid Bond</u>	<u>Non-Collusion Affidavit</u>
W.B. Mason	\$ 369,908.91	\$ 951,053.40	\$ 23,638.24	X	X
IntegraOne	\$ 417,188.00	\$ 951,390.00	\$ 22,380.00	X	X
Staples	\$ 380,365.40	\$ 915,809.40	\$ 24,252.68	X	X
CDW-G	No Bid	\$ 932,540.40	No Bid	X	X
Trinity 3 Technology	Partial Bid - Disqualified	\$ 930,600.00	\$ 24,980.00	No Bid Bond	X
SHI	\$ 408,255.65	\$ 943,470.00	\$ 22,076.00	X	X
TOTAL COST					
HP Equipment	\$ 369,908.91				
Lenovo Chromebooks	\$ 915,809.40				
Anywhere Carts	\$ 22,076.00				
	\$ 1,307,794.31				

Compiled by: Brian J. Borosh
May 8th, 2018

Apple Inc. Education Price Quote

Customer:	Brian Borosh EAST STROUDSBURG AREA SCHOOLS DIST Phone: 5704248500 email: brian-borosh@esasd.net	Apple Inc:	Christy Spielberger 5505 W Parmer Lane Bldg 7 Austin, TX 78727-6524 Phone: +1-512-6746526 email: spielberger@apple.com
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Apple Quote: 2204754241

Quote Date: Thursday, April 19, 2018

Quote Valid Until: Friday, June 01, 2018

Quote Comments:

Please reference Apple Quote number on your Purchase Order.

CCSDJP Apple Bid 2018

#	Product Description	Qty	Unit List Price	Discount per Unit	Unit Discounted Price	Extended Discounted Price
1	21.5-inch iMac with Retina 4K display Part Number Z0TK Configuration: <ul style="list-style-type: none">3.0GHz quad-core Intel Core i5, Turbo Boost up to 3.5GHz8GB 2400MHz DDR4256GB Flash StorageRadeon Pro 555 with 2GB video memoryWired Apple Mouse (Must be ordered with Wired Keyboard)Wired Keyboard with numeric keypad (English) / User's Guide (English) (Must be ordered with Wired Mouse)	260	\$1,429.00	\$85.00	\$1,344.00	\$349,440.00
2	3 Year AppleCare Repair Agreement iMac Part Number S3058LL/A	260	\$95.00	\$5.00	\$90.00	\$23,400.00
3	MacBook Air 5-pack (13-inch/1.8GHz i5/8GB/128GB SSD storage/Intel HD Graphics 6000) Part Number BMT12LL/A MacBook Air 5-pack (13-inch/1.8GHz i5/8GB/128GB SSD storage/Intel HD Graphics 6000) Part Number: MQD62LL/A Quantity: 135.000	27	\$4,145.00	\$245.00	\$3,900.00	\$105,300.00
4	3-YR ARA FOR MB/MB AIR/13IN MB PRO-USA Part Number S3059LL/A	135	\$149.00	\$8.00	\$141.00	\$19,035.00

5	MacBook Pro 15-inch: 2.2GHz quad-core i7, 256GB – Silver Part Number MJLQ2LL/A Configuration: <ul style="list-style-type: none"> • 2.2GHz Quad-core Intel Core i7, Turbo Boost up to 3.4GHz • 16GB 1600MHz DDR3L SDRAM • 256GB PCIe-based Flash Storage • Intel Iris Pro Graphics • Force Touch Trackpad • Backlit Keyboard (English) / User's Guide (English) 	2	\$1,799.00	\$100.00	\$1,699.00	\$3,398.00
6	ARA MBK PRO–A/E–USA/E–USA Part Number S3060LL/A	2	\$189.00	\$10.00	\$179.00	\$358.00
7	27-inch iMac Pro with Retina 5K display: 3.2GHz 8-core Intel Xeon W Part Number MQ2Y2LL/A Configuration: <ul style="list-style-type: none"> • 3.2GHz 8-core Intel Xeon W processor, Turbo Boost up to 4.2GHz • 32GB 2666MHz DDR4 ECC memory • 1TB SSD • Radeon Pro Vega 56 with 8GB of HBM2 memory • Magic Mouse 2 – Space Grey • English Magic Keyboard with Numeric Keypad with English Print – Space Grey 	2	\$4,599.00	\$275.00	\$4,324.00	\$8,648.00
8	3 Year AppleCare Repair Agreement iMac Part Number S3058LL/A	2	\$95.00	\$5.00	\$90.00	\$180.00
9	Brenthaven Tred DROP Sleeve (13-inch) Black (with pouch) – Special 5-Pack Pricing Part Number BN312LL/A Brenthaven Tred DROP Sleeve 13-inch Part Number: HL322LL/A Quantity: 80.000	16	\$124.75	\$0.00	\$124.75	\$1,996.00
10	Apple USB SuperDrive Part Number MD564LL/A	80	\$79.00	\$4.00	\$75.00	\$6,000.00
11	Belkin 4K Mini DisplayPort to HDMI Adapter Part Number HHLN2ZM/B	80	\$34.95	\$0.00	\$34.95	\$2,796.00
12	Mini DisplayPort to VGA Adapter Part Number MB572Z/B	80	\$29.00	\$1.50	\$27.50	\$2,200.00
Extended EDU List Price Total						\$555,066.00
Total Discount						\$32,315.00
Extended Discounted Price Subtotal						\$522,751.00
– Additional Tax						\$0.00
– Estimated Tax						\$0.00

Extended Discounted Total Price*

\$522,751.00

*In most cases Extended discounted Total price does not include Sales Tax

*If applicable, eWaste/Recycling Fees are included.
Standard shipping is complimentary

Complete your order by one of the following:

- This document has been created for you as Apple Quote ID . Please contact your institution's Authorized Purchaser to submit the above quote online at <https://ecommerce.apple.com>. Simply go to the Quote area of your Apple Education Online Store, click on it and convert to an order.
 - If you are the Authorized Purchaser and need to register for access to the Apple Education Online Store, go to <http://myaccess.apple.com>. For registration assistance, call 1.800.800.2775, option 4, option 1.
- If you are unable to submit your order online, please send a copy of this Quote with your Purchase Order via email to institutionorders@apple.com. **Be sure to reference the Apple Quote number on the PO to ensure expedited processing of your order.**
 - For more information, go to provision C below, for details.

THIS IS A QUOTE FOR THE SALE OF PRODUCTS OR SERVICES. YOUR USE OF THIS QUOTE IS SUBJECT TO THE FOLLOWING PROVISIONS WHICH CAN CHANGE ON SUBSEQUENT QUOTES:

- A. A. ANY ORDER THAT YOU PLACE IN RESPONSE TO THIS QUOTE WILL BE GOVERNED BY (1) ANY CONTRACT IN EFFECT BETWEEN APPLE INC. ("APPLE") AND YOU AT THE TIME YOU PLACE THE ORDER OR (2), IF YOU DO NOT HAVE A CONTRACT IN EFFECT WITH APPLE, CONTACT contracts@apple.com.
- B. B. ALL SALES ARE FINAL. PLEASE REVIEW RETURN POLICY BELOW IF YOU HAVE ANY QUESTIONS. IF YOU USE YOUR INSTITUTION'S PURCHASE ORDER FORM TO PLACE AN ORDER IN RESPONSE TO THIS QUOTE, APPLE REJECTS ANY TERMS SET OUT ON THE PURCHASE ORDER THAT ARE INCONSISTENT WITH OR IN ADDITION TO THE TERMS OF YOUR AGREEMENT WITH APPLE.
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 - BILL-TO NAME AND ADDRESS FOR YOUR APPLE ACCOUNT
 - PHYSICAL SHIP-TO NAME AND ADDRESS (NO PO BOXES)
 - PURCHASE ORDER NUMBER
 - VALID SIGNATURE OF AN AUTHORIZED PURCHASER
 - APPLE PART NUMBER AND/OR DESCRIPTION OF PRODUCT AND QUANTITY
 - TOTAL DOLLAR AMOUNT AUTHORIZED OR UNIT PRICE AND EXTENDED PRICE ON ALL LINE ITEMS
 - CONTACT INFORMATION: NAME, PHONE NUMBER AND EMAIL
- D. UNLESS THIS QUOTE SPECIFIES OTHERWISE, IT REMAINS IN EFFECT UNTIL {QuoteExpirationDate} UNLESS APPLE WITHDRAWS IT BEFORE YOU PLACE AN ORDER, BY SENDING NOTICE OF ITS INTENTION TO WITHDRAW THE QUOTE TO YOUR ADDRESS SET OUT IN THE QUOTE.
 - APPLE MAY MODIFY OR CANCEL ANY PROVISION OF THIS QUOTE, OR CANCEL ANY ORDER YOU PLACE PURSUANT TO THIS QUOTE, IF IT CONTAINS A TYPOGRAPHIC OR OTHER ERROR.
- E. THE AMOUNT OF THE VOLUME PURCHASE PROGRAM (VPP) CREDIT SHOWN ON THIS QUOTE WILL ALWAYS BE AT UNIT LIST PRICE VALUE DURING REDEMPTION ON THE VPP STORE.
- F. UNLESS SPECIFIED ABOVE, APPLE'S STANDARD SHIPPING IS INCLUDED IN THE TOTAL PRICE.

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APPLE CONFIDENTIAL

April 19, 2018

RE: Apple Sole Source Letter

East Stroudsburg Area School District
Brian Borosh, Director of Technology
50 Vine Street
East Stroudsburg, PA 18301

Dear Brian :

The purpose of this Apple Sole Source Letter is to inform you and your organization that Apple Inc. ("Apple") is the sole source provider of Apple Products for private and public K-12 education institutions in the United States with a few limited exceptions.

"Apple Products" refers to Services, CTO Products, hardware and software products manufactured, distributed, or licensed under an Apple-owned or licensed brand name that an Apple customer has paid to acquire or has properly licensed from Apple for its own use, but excluding any third-party software and all other third party products. "Services" means collectively, the standard, price-listed services, support, and/or training products sold under the Apple brand name. "Configure-To-Order Products" or "CTO Products" means Products that Apple modifies from its standard configurations and that are available to an Apple customer only by special order.

The only source of Apple Products for private or public K-12 education institutions is Apple with a few limited exceptions. Only a handful of strategic resellers, such as AT&T, Sprint, T-Mobile, and Verizon, are authorized to sell Apple Products to private and public K-12 education institutions in the United States.

Apple will continue to have a direct sales and purchasing relationship with K-12 education institutions and, aside from a very small number of exceptions, will continue to be the sole source for all of the Apple Products sold to K-12 education institutions.

Apple may change or update this letter in its sole discretion.

Sincerely,

A handwritten signature in blue ink that reads "Vanessa Breeny".

vanessa breeny
Apple Inc.
U.S. Bids and Sales Contracts Management

V. ITEMS FOR DISCUSSION

e. Computer Financing Proposal

\$1 Purchase Option

Thank you for considering Apple Financial Services to fund your technology plan. Please find your \$1 Purchase Option financing proposal below.

Financed Amount	Annual Payments in Advance	Lease Term
\$522,751.00	\$133,888.56	4 Years
1.55% Promotional APR Tax exempt financing		

What is a \$1 Purchase Option?

This is a financing option designed for equipment ownership at the end of the financed term. The \$1 Purchase Option creates predictable payments while enabling universities and schools to deploy years' worth of equipment today using budgeted funds.

Why use a \$1 Purchase Option?

This option is usually recommended for educational institutions that know they want to own equipment at the end of term. Once the financed term ends, ownership will enable flexibility: continue using the equipment or trade it in to recover value toward new gear.

What are my options at the end of the financed term?

End of term options will be detailed in the final documents. The options include:

1. Purchase the equipment at end of term for \$1.
2. Trade in equipment for value toward a new purchase or financed term.

Overall, the \$1 Purchase Option enables administrators to buy more equipment today, while providing the flexibility that ownership allows.

Please do not hesitate to call or email me at the contact information below with any questions.

Amanda Curran

Northeast Area Financing Manager–North US | Apple Financial Services

T: 610.392.3629 | E: amandac@apple.com

Pricing Notes and Conditions

This proposal is for informational purposes and does not constitute a legally binding obligation of either party. Subject to the satisfactory completion of the Lessor's standard credit approval process and the completion of documentation acceptable to the Lessor, Apple Financial Services is not a financial advisor and does not have a fiduciary duty to you under federal securities laws. Consult with your financial advisor regarding the options offered.

Lease Discount Disclosure Statement: Apple Inc. through the Apple Financial Services program may provide an equipment discount to certain third-party investors. The discount may be applied to facilitate a lease rate discount. The actual interest rate paid on any resulting lease may be reflected in an amortization table provided with lease documents. The quoted payment amount does not include amounts that may be due for taxes or fees, if applicable.

The lease charge portion of the payments can be determined by applying to the total adjusted cost the rate which will amortize the total adjusted cost down to the purchase option amount. The lease charge rate may be higher than the actual annual interest rate because of the amortization of certain costs and fees incurred by the third-party investor. Rates may be subject to verification that the Lessee is a state or political subdivision as defined in Sec. 103 of the IRS Code, 1986.

COMPUTER LEASE TABULATION

5/12/2018

HP/Lenovo/Anywhere \$ 1,307,794.31

VENDOR	FMV LEASE ANNUAL PMT	FMV LEASE INTEREST RATE
First American	\$ 319,363.37	-1.543%
CalFirst	\$ 320,514.23	-1.310%
American Capital	\$ 321,785.63	-1.056%
Vantage	\$ 325,526.00	-0.290%
Insight Financial	\$ 326,268.48	-1.050%
Municipal Asset Management	\$ 343,862.91	3.470%
Key Government	No quote	
Capital One	No quote	

Apple \$ 522,751.00

VENDOR	CAPITAL LEASE ANNUAL PMT	CAPITAL LEASE INTEREST RATE
Apple Financial Services	\$ 133,888.56	1.550%
Municipal Asset Management	\$ 137,564.89	3.530%
American Capital	\$ 137,633.64	3.509%
CalFirst	\$ 138,184.00	3.840%
First American	\$ 139,338.33	4.473%
Vantage	No quote	
Key Government	No quote	
Capital One	No quote	

Draft Lease Proposal

Lessor First American Education Finance
255 Woodcliff Drive, Fairport, NY 14450

Lessee East Stroudsburg Area School District
50 Vine Street, East Stroudsburg, PA 18301

Equipment HP, Lenovo and Apple equipment

Lease Options

	*Option 1	Option 2
Equipment Cost	\$1,307,794.31	\$522,571.00
Lease Term	48 Months	48 Months
Lease Rate Factor	0.24420	0.26664
Rental Payment	\$319,363.37	\$139,338.33
Lease Type	FMV	Tax-Exempt Lease Purchase
Payment Frequency	Annual	Annual

FMV Lease At the end of a FMV lease you may return individual items of equipment, purchase individual items of equipment, or continue renting individual items of equipment. All returned technology equipment will be handled in a manner that complies with current R2 standards for electronics recycling and data erasure.

Tax-Exempt Documentation The terms of the lease will be evidenced by documents usual and customary for a Tax-Exempt Lease Purchase. The Lease Documents must be acceptable to Lessor and its counsel. Including an opinion of counsel that the lease is valid, binding and enforceable.

***Logistical Services** At the end of the lease, First American will pack and ship the equipment you choose to return. First American will cover all costs related to these services.

***Undeterminable HW/SW/SC** This lease rate assumes 100% of the equipment financed is hardware. If software or soft costs are included, the Lessor may adjust the rental rate proportionately. changes, the Lessor may adjust the rental rate proportionately.

Rate Lock Option A lock will be applied to your rental rate for up to 90 days before the start of your lease. For funding beyond the 90 day rate lock period, your rate may be adjusted proportionately for any change in the Index Rate prior to funding. Your rental rate is based on the four (4) year swap of 2.921% (referred to as the Index Rate) as of May 9, 2018. It will be fixed for the duration of the lease term.

Deferred Rent Your rental obligations will begin on July 1, 2018. Rental payments will be due annual, in advance.

Interim Rent None

Fees None

Deposit None

- Business Information** You will provide financial information reasonably requested by First American, including but not limited to year-end audited financial statements and interim financial statements for the Lessee, and financial statements and/or tax returns for any related entity or individuals with ownership interest.
- CustomerConnect™** You will have access to information and control of your leases with First American's cloud-based mobile asset tracking system, CustomerConnect.
- Concierge Service** Your dedicated Project Manager will manage every step of your lease:
- Project communication
 - Lease documentation
 - Vendor payment
 - Lease invoicing
 - Equipment tracking, reporting and more

Each lease schedule will be a net lease, and you will be responsible for all expenses relating to the equipment and the transaction, including maintenance, insurance, sales, use and personal property taxes, and other expenses relating to the purchase, possession, lease, and use of the equipment.

You authorize First American to file and record financing statements regarding this transaction and take a first priority security interest in the equipment and deposits. You will be responsible for any purchase orders issued by First American on your behalf.

The terms and conditions of this proposal, except for the provisions concerning security interests and the good faith deposit, will be superseded by the final documentation for each lease schedule. This proposal is not a commitment. First American will only provide lease financing upon the satisfactory completion of its due diligence and mutually acceptable documentation.

First American welcomes the opportunity to serve your organization. This proposal expires on May 22, 2018. To accept, please sign below and send an electronic copy to First American.

Offered by:

First American Education Finance



Shawn Corrigan

Assistant Vice President

May 10, 2018

Accepted by:

East Stroudsburg Area School District

By

Name.....

Title

Date.....

V. ITEMS FOR DISCUSSION

f. Hybrid Learning Plan

JTL LEARNING CENTER RENOVATIONS ESTIMATED COSTS

5/9/2018

COSTARS VENDOR

SCOPE OF WORK	EST COST
Add access control to exterior door and two inside doors	\$ 3,000.00
Add intercom and double buzzer to main entrance door	\$ 4,000.00
TOTAL COSTARS	\$ 7,000.00

SOLICIT PROPOSALS

SCOPE OF WORK	EST COST
Paint all rooms, offices, bathrooms and doors	\$ 5,400.00
Shorten wall of middl classroom, finish drywall and flooring	\$ 200.00
Bathrooms: add handicap urinal and sink to men's room and remove mop sink and install handicap sink to ladies room. Drill through concrete to make tie-ins	\$ 6,875.45
Bathrooms: frame, sheetrock, install privacy door and hardware	\$ 800.00
TOTAL PROPOSALS	\$ 13,275.45

TOTAL ESTIMATED COST	\$ 20,275.45
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V. ITEMS FOR DISCUSSION

g. Athletic, Custodial, Medical and Tech Bid Results

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Bid Awards for Bid 00000023 ESASD ATHLETIC SUPPLIES BID #23

Commodity	Description	Vendor	Qty	UOM	Unit Price	Total	Cost	Disc %
50005	ACCUSPLIT EAGLE 625 STOP	2270 M-F ATHLETIC COMPANY INC	4.00	EACH	26.50000	106.00	0.00	0.000
50034	PYRAMID SPIKES- 1/4"-10	1067 ALUMINUM ATHLETIC EQUIPME	1.00	EACH	8.00000	8.00	0.00	0.000
50035	PYRAMID SPIKES- 3/8-100	2270 M-F ATHLETIC COMPANY INC	1.00	EACH	8.00000	8.00	0.00	0.000

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Bid Awards for Bid 00000025 CUSTODIAL SUPPLIES BID #15



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Commodity	Description	Vendor	Qty	UOM	Unit Price	Total Cost	Disc %
80002	RA601 GRAFFITI REMOVER 32 oz.-	2693 PYRAMID SCHOOL PRODUCTS	26.00	CASE	37.43000	974.74	0.000
80003	PLASTIC BOTTLE- 32 oz.-	2693 PYRAMID SCHOOL PRODUCTS	127.00	EACH	0.38000	48.26	0.000
80004	TRIGGER SPRAYER- 9-1/2"-	2570 PENNSYLVANIA PAPER & SUPP	194.00	EACH	0.27000	52.38	0.000
80005	IMPACT 7507 FOAM GUN- BL	2129 LJC DISTRIBUTORS OF FULLE	2.00	EACH	48.00000	96.00	0.000
80006	IMPACT- 7501 64 OZ PUMP-	4292 FULLER PAPER CO., INC	24.00	EACH	6.59000	158.16	0.000
80007	IMPACT- 7649 HEAVY-DUTY	2693 PYRAMID SCHOOL PRODUCTS	10.00	EACH	9.98000	99.80	0.000
80008	LEMON FURNITURE POLISH A	2570 PENNSYLVANIA PAPER & SUPP	6.00	CASE	25.31000	151.86	0.000
80009	ABSORBENT DRY- 16 oz. si	2570 PENNSYLVANIA PAPER & SUPP	5.00	CASE	77.98000	389.90	0.000
80010	HAND SOAP- liquid- 5 gal	2570 PENNSYLVANIA PAPER & SUPP	166.00	FAIL	18.87000	3132.42	0.000
80011	DEB FOAM HAND SANITIZER	2570 PENNSYLVANIA PAPER & SUPP	27.00	CASE	66.54000	1796.58	0.000
80013	LIQUID BLEACH- 6 gal/cas	3249 W.B. MASON CO., INC.	13.00	CASE	7.99000	103.87	0.000
80015	FULLER HEAVY DUTY CLEANER	2129 LJC DISTRIBUTORS OF FULLE	37.00	CASE	74.00000	2738.00	0.000
80016	FULLER FULLSAN II QUATERN	2129 LJC DISTRIBUTORS OF FULLE	79.00	CASE	74.00000	5846.00	0.000
80017	FULLER CONCUR NO-RINSE N	2129 LJC DISTRIBUTORS OF FULLE	95.00	CASE	54.00000	5130.00	0.000
80018	FULLER FULL SPARKLE INDU	2129 LJC DISTRIBUTORS OF FULLE	51.00	CASE	90.00000	4590.00	0.000
80019	FULLER MULTI-USE CARPET	2129 LJC DISTRIBUTORS OF FULLE	62.00	CASE	84.00000	5208.00	0.000
80023	DIVERSEY 1500 PLUS FLOOR	2611 PHILIP ROSENAU CO., INC.	16.00	EACH	50.67000	810.72	0.000
80024	DIVERSEY 5105047 VECTRA	2611 PHILIP ROSENAU CO., INC.	95.00	EACH	64.65000	6141.75	0.000
80025	RA521 SPOT ATTACK Carpet	2611 PHILIP ROSENAU CO., INC.	13.00	CASE	25.11000	326.43	0.000
80026	SCUM REMOVER (soap scum-	2570 PENNSYLVANIA PAPER & SUPP	5.00	CASE	25.18000	125.90	0.000
80027	ENTRANCE MAT 3' X 10'- C	2129 LJC DISTRIBUTORS OF FULLE	33.00	EACH	38.00000	1254.00	0.000
80028	MATS INC. 3' 4X10 SUPER	2129 LJC DISTRIBUTORS OF FULLE	44.00	EACH	230.00000	10120.00	0.000
80032	DRY DUST MOP HEAD- 5" X	2693 PYRAMID SCHOOL PRODUCTS	36.00	EACH	3.59000	129.24	0.000
80033	DRY DUST MOP HEAD- 5" X	2693 PYRAMID SCHOOL PRODUCTS	26.00	EACH	4.45000	116.74	0.000
80034	DRY DUST MOP HEAD- 5" X	2611 PHILIP ROSENAU CO., INC.	50.00	EACH	0.97000	48.50	0.000
80038	DUST MOP FRAME- 5" X 24"	2570 PENNSYLVANIA PAPER & SUPP	18.00	EACH	1.75000	31.50	0.000
80039	DUST MOP FRAME- 5" X 36"	2693 PYRAMID SCHOOL PRODUCTS	12.00	EACH	2.29000	27.48	0.000
80040	DUST MOP FRAME- 5" X 60"	2693 PYRAMID SCHOOL PRODUCTS	12.00	EACH	4.39000	52.68	0.000
80041	DUST MOP HANDLE- 60"- sn	2693 PYRAMID SCHOOL PRODUCTS	18.00	EACH	4.38000	78.84	0.000
80043	WET MOPS- FULLER BRUSH W	2129 LJC DISTRIBUTORS OF FULLE	10.00	DOZ	84.00000	840.00	0.000
80044	FINISH MOPS- designed fo	2693 PYRAMID SCHOOL PRODUCTS	6.00	DOZ	35.88000	215.28	0.000
80045	WET MOP HANDLE- 60" fibe	2129 LJC DISTRIBUTORS OF FULLE	26.00	EACH	5.00000	130.00	0.000
80046	WET MOP BUCKET- 44 quart	2570 PENNSYLVANIA PAPER & SUPP	7.00	EACH	41.10000	287.70	0.000
80052	HAND BRUSH- COUNTER/BENC	2693 PYRAMID SCHOOL PRODUCTS	12.00	EACH	1.99000	23.88	0.000
80053	FLOOR BROOM- CORN- well-	2693 PYRAMID SCHOOL PRODUCTS	12.00	EACH	4.39000	52.68	0.000
80054	ANGLE BROOM- 13" sweepin	2693 PYRAMID SCHOOL PRODUCTS	29.00	EACH	2.98000	86.71	0.000
80055	STREET BROOM- 16" push t	2693 PYRAMID SCHOOL PRODUCTS	2.00	EACH	6.99000	13.98	0.000
80057	IMPACT- 2612 PLASTIC LOB	2129 LJC DISTRIBUTORS OF FULLE	27.00	EACH	13.50000	364.50	0.000
80058	IMPACT SOAP DISPENSER 935	2570 PENNSYLVANIA PAPER & SUPP	6.00	EACH	61.65000	369.90	0.000
80059	TRIAD SOAP DISPENSER 935	4292 FULLER PAPER CO., INC	3.00	EACH	20.53000	61.59	0.000
80060	IMPACT 3600 CONE BOWL MO	2693 PYRAMID SCHOOL PRODUCTS	24.00	EACH	1.32000	31.68	0.000
80061	IMPACT 9200 INDUSTRIAL P	2129 LJC DISTRIBUTORS OF FULLE	10.00	EACH	3.40000	34.00	0.000
80062	3190 MICROFIBER FLEXIBLE	2129 LJC DISTRIBUTORS OF FULLE	22.00	EACH	13.00000	286.00	0.000
80063	3191 MICROFIBER FLEXIBLE	2570 PENNSYLVANIA PAPER & SUPP	15.00	EACH	4.79000	71.85	0.000
80066	BUCKET- 14 quart- heavy	2570 PENNSYLVANIA PAPER & SUPP	12.00	EACH	4.98000	59.76	0.000
80067	PUTTY KNIFE- 1-1/4" stif	2570 PENNSYLVANIA PAPER & SUPP	37.00	EACH	0.95000	35.15	0.000
80068	FLOOR SCRAPER- 48" handl	2129 LJC DISTRIBUTORS OF FULLE	19.00	EACH	8.85000	168.15	0.000
80069	REPLACEMENT SCRAPER BLAD	2570 PENNSYLVANIA PAPER & SUPP	18.00	PKG	1.51000	27.18	0.000
80070	SPONGES- 36"- w/gear-dri	2693 PYRAMID SCHOOL PRODUCTS	5.00	EACH	9.98000	49.95	0.000
80071	PROCTOR & GAMBLE 82027 M	2570 PENNSYLVANIA PAPER & SUPP	2.00	CASE	18.47000	36.94	0.000
80072	3M SCOTCH-BRITE MEDIUM-D	2570 PENNSYLVANIA PAPER & SUPP	68.00	CA	20.25000	1377.00	0.000
80073	TERRY TOWELS- 100% Cotto	2570 PENNSYLVANIA PAPER & SUPP	28.00	CA	13.55000	379.40	0.000
80074	EXAM GLOVES- non-latex s	2570 PENNSYLVANIA PAPER & SUPP	20.00	CASE	36.15000	723.00	0.000
80075		3249 W.B. MASON CO., INC.	212.00	BOX	1.97000	417.64	0.000



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Bid Awards for Bid 00000025 CUSTODIAL SUPPLIES BID #15									
80076	LATEX DISPOSABLE GLOVES-	1874	INTERBORO PACKAGING CORP	22.00	BOX	2.55000	56.10	0.000	
80077	LATEX DISPOSABLE GLOVES	1874	INTERBORO PACKAGING CORP	79.00	BOX	2.55000	201.45	0.000	
80079	GLOVES- flock-lined nitr	2693	PYRAMID SCHOOL PRODUCTS	10.00	DOZ	10.99000	109.90	0.000	
80080	GLOVES- flock-lined nitr	2693	PYRAMID SCHOOL PRODUCTS	12.00	DOZ	10.99000	131.88	0.000	
80085	FLOOR BRUSH- PUSH- HANDL	2693	PYRAMID SCHOOL PRODUCTS	30.00	EACH	1.89000	56.70	0.000	
80086	UTILITY PAD HOLDER- plas	4292	FULLER PAPER CO, INC	21.00	EACH	3.44000	72.24	0.000	
80087	HEAVY DUTY BROWN PADS- 4	2693	PYRAMID SCHOOL PRODUCTS	9.00	CASE	11.94000	107.46	0.000	
80092	20" RED CLEANER	2693	PYRAMID SCHOOL PRODUCTS	10.00	CASE	10.89000	108.90	0.000	
80093	20" BLACK STRIPPER	2611	PHILIP ROSENAU CO., INC.	20.00	CASE	3.17000	63.40	0.000	
80096	IMPACT- 6850 JANITOR'S C	2693	PYRAMID SCHOOL PRODUCTS	1.00	EACH	94.95000	94.95	0.000	
80097	IMPACT- 6851 REPLACEMENT	2693	PYRAMID SCHOOL PRODUCTS	5.00	EACH	10.99000	54.95	0.000	
80098	IMPACT- 4020 HORIZONTAL	2693	PYRAMID SCHOOL PRODUCTS	18.00	EACH	36.98000	665.64	0.000	
80101	10 Gallon (23"H) 1000 pe	3206	UNIPAK CORP.	20.00	CASE	9.00000	180.00	0.000	
80102	30 Gallon (36"H) 500 per	3206	UNIPAK CORP.	230.00	CASE	11.95000	2748.50	0.000	
80103	40 Gallon (48") 250 per	1874	INTERBORO PACKAGING CORP	120.00	CASE	12.62000	1514.40	0.000	
80104	55 GALLON (56") 200 per	1874	INTERBORO PACKAGING CORP	215.00	CASE	12.84000	2760.60	0.000	
80106	50# resealable- nonleak	4321	NORTHEAST CHEMICAL & SUPP	1905.00	CA	6.69000	12744.45	0.000	

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Bid Awards for Bid 00000033 MEDICAL/DENTAL BID 24



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Commodity	Description	Vendor	Qty	UOM	Unit Price	Total	Cost	Disc %
60002	Flexible Fabric Strips 3	2903 SCHOOL NURSE SUPPLY INC.	5.00	BOX	28.95000	144.75	0.000	
60004	Flexible Fabric Strips 1	2903 SCHOOL NURSE SUPPLY INC.	23.00	BOX	39.85000	916.55	0.000	
60005	Coverlet Stretch Bandage	2903 SCHOOL NURSE SUPPLY INC.	3.00	BOX	6.53000	19.59	0.000	
60006	Flexible Fabric Knuckle	2903 SCHOOL NURSE SUPPLY INC.	13.00	BOX	4.50000	58.50	0.000	
60007	Fabric Butterfly Closure	2901 SCHOOL HEALTH CORPORATION	5.00	BOX	2.36000	11.80	0.000	
60009	3M Steri-Strip 1/8" x 3"	2903 SCHOOL NURSE SUPPLY INC.	3.00	PKG	1.85000	5.55	0.000	
60010	3M Steri-Strip 1/4" x 3"	2903 SCHOOL NURSE SUPPLY INC.	4.00	PKG	1.85000	7.40	0.000	
60011	Coverlet Bandages- Small	2903 SCHOOL NURSE SUPPLY INC.	6.00	BOX	5.46000	32.76	0.000	
60012	Coverlet Bandages- Large	2903 SCHOOL NURSE SUPPLY INC.	7.00	BOX	7.05000	49.35	0.000	
60013	Sterile Gauze Pads 2" x 2"	1339 COLLINS SPORTS MEDICINE	1.00	BOX	2.03000	2.03	0.000	
60015	Sterile Gauze Pads 4" x 4"	2901 SCHOOL HEALTH CORPORATION	4.00	BOX	5.00000	20.00	0.000	
60016	Sterile Non-Adhesive Pad	2901 SCHOOL HEALTH CORPORATION	2.00	BOX	3.43000	6.86	0.000	
60017	Sterile Non-Adhesive Pad	2901 SCHOOL HEALTH CORPORATION	3.00	BOX	6.49000	19.47	0.000	
60020	Nonsterile Absorbent Bal	1339 COLLINS SPORTS MEDICINE	2.00	BAG	1.88000	3.76	0.000	
60021	Nonsterile Absorbent Bal	1339 COLLINS SPORTS MEDICINE	6.00	BAG	8.56000	51.36	0.000	
60022	3" Splinter Forceps with	2901 SCHOOL HEALTH CORPORATION	3.00	EACH	1.43000	4.29	0.000	
60024	Eyeglass Repair Kit- inc	2903 SCHOOL NURSE SUPPLY INC.	2.00	KIT	1.53000	3.06	0.000	
60025	Tooth Treasure Chests .7	2903 SCHOOL NURSE SUPPLY INC.	3.00	PKG	6.25000	18.75	0.000	
60026	ChapStick Lip Balm SPF 1	1339 COLLINS SPORTS MEDICINE	2.00	PKG	1.64000	3.28	0.000	
60027	Burn Jel- Unit Dose- 6/5	2901 SCHOOL HEALTH CORPORATION	10.00	BOX	6.20000	62.00	0.000	
60033	Collirium Eyewash 4 oz.	1339 COLLINS SPORTS MEDICINE	11.00	EACH	5.11000	56.21	0.000	
60034	Reusable Arm Splint- Chi	2901 SCHOOL HEALTH CORPORATION	3.00	EACH	1.32000	3.96	0.000	
60035	Reusable Arm Splint- Adu	2901 SCHOOL HEALTH CORPORATION	2.00	EACH	1.09000	2.18	0.000	
60036	Cotton-Tipped Applicator	2901 SCHOOL HEALTH CORPORATION	8.00	PKG	0.34000	2.72	0.000	
60038	Cotton-Tipped Applicator	2901 SCHOOL HEALTH CORPORATION	11.00	PKG	0.37000	4.07	0.000	
60039	Applicator Sticks- not w	1339 COLLINS SPORTS MEDICINE	4.00	BOX	2.23000	8.92	0.000	
60042	Conco Econowrap 4" x 4.5	1339 COLLINS SPORTS MEDICINE	2.00	PKG	8.81000	17.62	0.000	
60044	Conco Econowrap 6" x 9 Y	1339 COLLINS SPORTS MEDICINE	2.00	PKG	40.44000	80.88	0.000	
60046	Elastic Gauze Bandages 1	1339 COLLINS SPORTS MEDICINE	1.00	PKG	1.18000	1.18	0.000	
60048	Elastic Gauze Bandages 3	1339 COLLINS SPORTS MEDICINE	3.00	PKG	1.58000	4.74	0.000	
60051	Triangle Bandage w/Safet	1339 COLLINS SPORTS MEDICINE	4.00	EACH	0.42000	1.68	0.000	
60054	Instant Cold Pack 4" x 6	1339 COLLINS SPORTS MEDICINE	20.00	EACH	0.56000	11.20	0.000	
60055	Reusable Hot/Cold Compre	2901 SCHOOL HEALTH CORPORATION	67.00	EACH	0.88000	58.96	0.000	
60056	Reusable Hot/Cold Compre	2901 SCHOOL HEALTH CORPORATION	35.00	EACH	1.23000	43.05	0.000	
60063	Protecto Splints 3/4" x	2901 SCHOOL HEALTH CORPORATION	1.00	ROLL	10.77000	10.77	0.000	
60064	Cramer Sam Splint 4.25"	1339 COLLINS SPORTS MEDICINE	1.00	EACH	8.15000	8.15	0.000	
60066	Envelope Arm Sling- Smal	1339 COLLINS SPORTS MEDICINE	2.00	EACH	2.10000	4.20	0.000	
60067	Envelope Arm Sling- Medi	1339 COLLINS SPORTS MEDICINE	2.00	EACH	2.10000	4.20	0.000	
60068	Envelope Arm Sling- Larg	1339 COLLINS SPORTS MEDICINE	2.00	EACH	2.10000	4.20	0.000	
60109	Dispatch Disinfectant w/	2901 SCHOOL HEALTH CORPORATION	2.00	EACH	11.96000	23.92	0.000	
60111	Lysol I.C. Foaming Clean	1339 COLLINS SPORTS MEDICINE	4.00	EACH	3.83000	15.32	0.000	
60113	Sani-Dex Hand Wipes 135/	1339 COLLINS SPORTS MEDICINE	3.00	PKG	5.88000	17.64	0.000	
60115	Purell Instant Hand Sani	2903 SCHOOL NURSE SUPPLY INC.	4.00	EACH	2.25000	9.00	0.000	
60116	Purell Instant Hand Sani	1339 COLLINS SPORTS MEDICINE	15.00	EACH	4.21000	63.15	0.000	
60121	Blood Buster Stain Remov	2901 SCHOOL HEALTH CORPORATION	1.00	EACH	6.75000	6.75	0.000	
60122	Dial Soap 7.5 oz. Pump	1339 COLLINS SPORTS MEDICINE	9.00	EACH	2.71000	24.39	0.000	
60123	Dial Soap Gallon (*NO SU	1339 COLLINS SPORTS MEDICINE	10.00	EACH	14.91000	149.10	0.000	
60124	Latex-Free Powder-Free E	1339 COLLINS SPORTS MEDICINE	5.00	BOX	3.30000	16.50	0.000	
60125	Latex-Free Powder-Free E	1339 COLLINS SPORTS MEDICINE	32.00	BOX	3.30000	105.60	0.000	
60127	Powder-Free Nitrile Glov	2901 SCHOOL HEALTH CORPORATION	8.00	BOX	4.38000	35.04	0.000	
60128	Powder-Free Nitrile Glov	2901 SCHOOL HEALTH CORPORATION	18.00	BOX	4.38000	78.84	0.000	
60130	Citrus II Deodorizer 7 o	2903 SCHOOL NURSE SUPPLY INC.	6.00	EACH	6.97000	41.82	0.000	
60131	Ozium Room Deodorant Spr	2903 SCHOOL NURSE SUPPLY INC.	4.00	EACH	6.25000	25.00	0.000	
60132	Sharps Disposal by Mail	2903 SCHOOL NURSE SUPPLY INC.	4.00	EACH	51.25000	205.00	0.000	

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East Stroudsburg Area SD, PA
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Bid Awards for Bid 00000033 MEDICAL/DENTAL BID 24

60133	Sharps Disposal by Mail	2903	SCHOOL NURSE SUPPLY INC.	2.00	EACH	54.50000	109.00	0.000
60135	Acetaminophen 325mg Unit	2901	SCHOOL HEALTH CORPORATION	1.00	BOX	1.40000	1.40	0.000
60136	Acetaminophen 325mg Unit	2903	SCHOOL NURSE SUPPLY INC.	2.00	BOX	2.19000	4.38	0.000
60138	Ibuprofen Tablets 200mg	1339	COLLINS SPORTS MEDICINE	3.00	BOX	2.77000	8.31	0.000
60139	Children's Acetaminophen	2903	SCHOOL NURSE SUPPLY INC.	2.00	EACH	1.74000	3.48	0.000
60141	Sore Throat Spray Cherry	2903	SCHOOL NURSE SUPPLY INC.	28.00	EACH	3.02000	84.56	0.000
60142	Bacitracin Ointment 1 oz	1339	COLLINS SPORTS MEDICINE	15.00	EACH	1.64000	24.60	0.000
60143	Bactine Pump Spray- 5 oz	2903	SCHOOL NURSE SUPPLY INC.	2.00	EACH	5.84000	11.68	0.000
60144	Benadryl Itch Relief Spr	2903	SCHOOL NURSE SUPPLY INC.	13.00	EACH	4.75000	61.75	0.000
60145	Benadryl Itch Stopping G	1339	COLLINS SPORTS MEDICINE	3.00	EACH	6.40000	19.20	0.000
60146	Acetone Alcohol Prep Pad	1339	COLLINS SPORTS MEDICINE	18.00	BOX	1.62000	29.16	0.000
60147	Benzalkonium Chloride Cl	2901	SCHOOL HEALTH CORPORATION	1.00	BOX	1.77000	1.77	0.000
60149	Solarcaine Burn Relief S	2903	SCHOOL NURSE SUPPLY INC.	3.00	BTU	6.47000	19.41	0.000
60150	Caladryl Clear Lotion 6	2903	SCHOOL NURSE SUPPLY INC.	16.00	EACH	3.95000	63.20	0.000
60151	Hydrocortisone Cream 1%	1339	COLLINS SPORTS MEDICINE	14.00	EACH	1.28000	17.92	0.000
60152	Vaseline Petroleum Jelly	2901	SCHOOL HEALTH CORPORATION	2.00	JAR	2.48000	4.96	0.000
60154	Bausch & Lomb ReNu Multi	2901	SCHOOL HEALTH CORPORATION	11.00	EACH	5.04000	55.44	0.000
60155	Bausch & Lomb Lubricatin	1339	COLLINS SPORTS MEDICINE	2.00	EACH	5.28000	10.56	0.000
60156	SalJet Single-Use Saline	1339	COLLINS SPORTS MEDICINE	3.00	BOX	39.08000	117.24	0.000
60157	Benadryl Allergy Liquid	2903	SCHOOL NURSE SUPPLY INC.	8.00	EACH	6.20000	49.60	0.000
60158	Benedryl Allergy Capsule	2901	SCHOOL HEALTH CORPORATION	5.00	BOX	5.15000	25.75	0.000
60159	Sting Relief Wipes 10/bo	1339	COLLINS SPORTS MEDICINE	11.00	BOX	0.93000	10.23	0.000
60160	Sting Relief Swabs 10/bo	1339	COLLINS SPORTS MEDICINE	7.00	BOX	2.07000	14.49	0.000
60161	Anbesol Antiseptic 0.31	2903	SCHOOL NURSE SUPPLY INC.	13.00	EACH	6.02000	78.26	0.000
60162	Blistex 0.21 oz. (*NO SU	2903	SCHOOL NURSE SUPPLY INC.	5.00	EACH	2.05000	10.25	0.000
60163	ST37 Oral Antiseptic and	2903	SCHOOL NURSE SUPPLY INC.	17.00	EACH	13.37000	227.29	0.000
60164	Save-A-Tooth (*NO SUBSTI	2903	SCHOOL NURSE SUPPLY INC.	6.00	EACH	10.41000	62.46	0.000
60167	Tongue Depressors- Nonst	2903	SCHOOL NURSE SUPPLY INC.	8.00	BOX	2.00000	16.00	0.000
60168	Tongue Depressors- Nonst	2903	SCHOOL NURSE SUPPLY INC.	3.00	BOX	1.87000	5.61	0.000
60170	Cramer Ice Bags 1500/rol	2901	SCHOOL HEALTH CORPORATION	7.00	ROLL	76.73000	537.11	0.000
60174	Littmann Classic II Dual	2903	SCHOOL NURSE SUPPLY INC.	1.00	EACH	80.50000	80.50	0.000
60175	Welch Alllyn SureTemp Dis	2903	SCHOOL NURSE SUPPLY INC.	26.00	BOX	10.75000	279.50	0.000
60177	Disposable Diagnostic Pe	1339	COLLINS SPORTS MEDICINE	2.00	BOX	5.02000	10.04	0.000
60179	Welch Alllyn 524 Series K	2903	SCHOOL NURSE SUPPLY INC.	2.00	TUBE	1.26000	2.52	0.000
60180	Welch Alllyn 524 Series K	2903	SCHOOL NURSE SUPPLY INC.	2.00	TUBE	30.75000	61.50	0.000
60183	Disposable Mouthpieces f	1339	COLLINS SPORTS MEDICINE	3.00	PKG	33.37000	100.11	0.000
60184	Disposable Mouthpieces f	2901	SCHOOL HEALTH CORPORATION	6.00	PKG	5.15000	30.90	0.000
60189	5 oz. Plastic Flat Botto	1339	COLLINS SPORTS MEDICINE	15.00	TUBE	1.88000	28.20	0.000
60190	1 oz. Plastic Medicine C	1339	COLLINS SPORTS MEDICINE	3.00	TUBE	1.00000	3.00	0.000
60191	Sandwich Bags 6-1/2" x 5	1339	COLLINS SPORTS MEDICINE	18.00	BOX	1.96000	35.28	0.000
60192	Sure-Lok Zipper Poly Bag	2901	SCHOOL HEALTH CORPORATION	12.00	BOX	26.10000	313.20	0.000
60193	Ziploc Storage Bags Gall	2901	SCHOOL HEALTH CORPORATION	4.00	BOX	2.70000	10.80	0.000
60194	Exam Paper Rolls 18" x 1	2901	SCHOOL HEALTH CORPORATION	12.00	CASE	22.78000	273.36	0.000
60195	Disposable Washcloths 10	2901	SCHOOL HEALTH CORPORATION	4.00	CASE	19.00000	76.00	0.000
60223	Omnion Reusable Nebulizer	2903	SCHOOL NURSE SUPPLY INC.	74.00	KIT	1.68000	124.32	0.000
60225	Omnion Adult Mask for NEC	1339	COLLINS SPORTS MEDICINE	16.00	EACH	1.83000	29.28	0.000
60226	Omnion Pediatric Mask for	2903	SCHOOL NURSE SUPPLY INC.	25.00	EACH	2.99000	74.75	0.000
60246	DUKAL HYPO-SILK CLOTH SU	1339	COLLINS SPORTS MEDICINE	2.00	BOX	9.97000	19.94	0.000
60251	POCKET AEROCHAMBER (AL61	2903	SCHOOL NURSE SUPPLY INC.	37.00	EACH	8.29000	306.73	0.000
60262	EXTRA LARGE FLEXIBLE FAB	1339	COLLINS SPORTS MEDICINE	15.00	BOX	4.04000	60.60	0.000
60350	TICK OFF REMOVER	2903	SCHOOL NURSE SUPPLY INC.	1.00	EACH	3.45000	3.45	0.000
60351	FLEXIBLE LARGE BANDAIDS	1339	COLLINS SPORTS MEDICINE	5.00	BOX	3.52000	17.60	0.000
60352	SPLINTER OUT REMOVER STE	1339	COLLINS SPORTS MEDICINE	17.00	EACH	1.47000	24.99	0.000
60353	TOOTH NECKLACE	2903	SCHOOL NURSE SUPPLY INC.	1.00	PKG	11.45000	11.45	0.000
60354	MOUTHWASH 8 OZ BOTTLE	2901	SCHOOL HEALTH CORPORATION	10.00	BTU	3.61000	36.10	0.000
60355	NO STERILE EYE CUPS	2901	SCHOOL HEALTH CORPORATION	50.00	EACH	0.16000	8.00	0.000



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Bid Awards for Bid 0000033 MEDICAL/DENTAL BID 24			
60356	CONCO ECONOWRAP 3 X 4.5	1339 COLLINS SPORTS MEDICINE	10.15
60358	HOT WATER BOTTLE	2903 SCHOOL NURSE SUPPLY INC.	14.07
60361	ISOPROPYL ALCOHOL 70%	2901 SCHOOL HEALTH CORPORATION	8.52
60363	HAYWARD POWDER FREE PURP	2903 SCHOOL NURSE SUPPLY INC.	110.00
60367	CHILDREN'S IBUPROFEN LIQ	1339 COLLINS SPORTS MEDICINE	9.00
60373	MINI WRIGHT PEAK FLOW ME	2903 SCHOOL NURSE SUPPLY INC.	41.30
60376	PEDIATRIC NON REBREATH	1339 COLLINS SPORTS MEDICINE	38.83
60377	ADULT NON REBREATH MAS	1339 COLLINS SPORTS MEDICINE	20.72
60379	ECONOMY PAPER TAPE	2901 SCHOOL HEALTH CORPORATION	9.30
60380	ECONOMY CLEAR TAPE	2903 SCHOOL NURSE SUPPLY INC.	8.48
60381	SPOT BANDAGES 7/8 100/BO	1339 COLLINS SPORTS MEDICINE	11.70
60382	COVERLET 4 WING BANDAGES	2903 SCHOOL NURSE SUPPLY INC.	52.92
60383	NIT FREE TERMINATOR COMB	1339 COLLINS SPORTS MEDICINE	81.00
60384	PILL CUTTER	2903 SCHOOL NURSE SUPPLY INC.	3.48
60386	LUBRIDER ADVANCED 16 OZ	1339 COLLINS SPORTS MEDICINE	19.40
60387	EUCERIN ORIGINAL MOIST	1339 COLLINS SPORTS MEDICINE	22.56
60388	EUCERIN ORIGINAL MOIST	1339 COLLINS SPORTS MEDICINE	14.76
60389	AQUAPHORE 1.75 OZ PURE	2903 SCHOOL NURSE SUPPLY INC.	10.34
60390	AQUAPHORE 14 OZ JAR	1339 COLLINS SPORTS MEDICINE	15.97
60391	5 OZ PLASTIC FLAT BOTTOM	1339 COLLINS SPORTS MEDICINE	401.49

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Bid Awards for Bid 00000027 INDUSTRIAL TECH BID #44 ELECTRONICS

Commodity	Description	Vendor	Qty	UOM	Unit Price	Total	Cost	Disc %
20525	Wire- 22 GA Solid- 100' /	2266 METCO	10.00	ROLL	14.20000	142.00	142.00	0.000
20590	Battery- Alkaline- 'AA'	2310 MIDWEST TECHNOLOGY PRODUC	100.00	EACH	0.40000	40.00	40.00	0.000
20592	Battery- Alkaline- 9V Tr	2310 MIDWEST TECHNOLOGY PRODUC	50.00	EACH	1.66000	83.00	83.00	0.000
20653	Integrated Circuit- NE55	2266 METCO	200.00	EACH	0.62000	124.00	124.00	0.000
20769	Resistor- 12 Ohm- .25W-	2266 METCO	200.00	EACH	0.29000	58.00	58.00	0.000
20774	Resistor- 82 Ohm- .25W-	2266 METCO	200.00	EACH	0.29000	58.00	58.00	0.000
20778	Resistor- 1K Ohm- .25W-	2266 METCO	200.00	EACH	0.29000	58.00	58.00	0.000
20781	Resistor- 100K Ohm- .25W	2266 METCO	200.00	EACH	0.29000	58.00	58.00	0.000
20788	Resistor- 100 Ohm- .5W-	2266 METCO	200.00	EACH	0.29000	58.00	58.00	0.000
20789	Resistor- 470 Ohm- .5W-	2266 METCO	200.00	EACH	0.29000	58.00	58.00	0.000
20792	Resistor- 4700 Ohm- .5W-	2266 METCO	200.00	EACH	0.31000	62.00	62.00	0.000
20794	Resistor- 10K Ohm- .5W-	2266 METCO	200.00	EACH	0.31000	62.00	62.00	0.000
20795	Resistor- 33K Ohm- .5W-	2266 METCO	200.00	EACH	0.31000	62.00	62.00	0.000
20828	Transistor- NPN- 2N3904-	2266 METCO	500.00	EACH	0.49000	245.00	245.00	0.000
20835	Transistor- PNP- 2N3906	2266 METCO	1000.00	EACH	0.49000	490.00	490.00	0.000
20847	Transistor- MPSA56- Mous	2266 METCO	100.00	EACH	0.65000	65.00	65.00	0.000
20853	SCR- C106B1- Mouser #863	2266 METCO	100.00	EACH	0.79000	79.00	79.00	0.000
20861	Solder- Rosin Core 60/4	2266 METCO	10.00	ROLL	24.50000	245.00	245.00	0.000
20862	Rosin Paste Flux- MCM 20	2266 METCO	10.00	EACH	10.90000	109.00	109.00	0.000
20924	Screwdriver- Stanley- Ph	2310 MIDWEST TECHNOLOGY PRODUC	10.00	EACH	2.98000	29.80	29.80	0.000
20932	Flux Degreaser- Mouser #	2266 METCO	5.00	EACH	28.10000	140.50	140.50	0.000

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Bid Awards for Bid 00000031 INDUSTRIAL TECH BID #60 INTERMEDIATE

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Commodity	Description	Vendor	Qty	UOM	Unit Price	Total	Cost	Disc %
21344	KREG JIG K4 POCKET HOLE	2310 MIDWEST TECHNOLOGY PRODUC	1.00	EACH	85.79000	85.79	0.000	0.000
21346	AA-1.5V Alkaline Battery	2310 MIDWEST TECHNOLOGY PRODUC	20.00	EACH	0.40000	8.00	0.000	0.000
21347	D-1.5V Alkaline Battery	2310 MIDWEST TECHNOLOGY PRODUC	10.00	EACH	1.12000	11.20	0.000	0.000
21348	9V Alkaline Battery- Kel	2310 MIDWEST TECHNOLOGY PRODUC	8.00	EACH	1.66000	13.28	0.000	0.000
21358	2H Wood Drawing Pencil-	2310 MIDWEST TECHNOLOGY PRODUC	12.00	DOZ	6.79000	81.48	0.000	0.000
21362	Tracing Bond- 36" X 50Yd	1192 BLICK ART MATERIALS	2.00	ROLL	18.02000	36.04	0.000	0.000
21398	Double Coated Tape- Mode	2310 MIDWEST TECHNOLOGY PRODUC	6.00	EACH	7.52000	45.12	0.000	0.000
21405	Rubber Cement- Artist Gr	1192 BLICK ART MATERIALS	1.00	GAL	35.45000	35.45	0.000	0.000
21411	3-Ring Sheet Protector-	2266 METCO	3.00	BOX	11.25000	33.75	0.000	0.000
21447	Ridgid Wet/Dry Vac -6HP-	2310 MIDWEST TECHNOLOGY PRODUC	1.00	EACH	169.62000	169.62	0.000	0.000
21452	12 Color Pencil Set- pre	2266 METCO	20.00	EACH	4.35000	87.00	0.000	0.000
21567	Clear Acrylic 1/16X12X24	2266 METCO	10.00	EACH	6.75000	67.50	0.000	0.000
21568	Clear Acrylic 1/8X12X24	2266 METCO	10.00	EACH	6.59000	65.90	0.000	0.000
21574	Violet Acrylic 1/8X12X24	2266 METCO	6.00	EACH	11.90000	71.40	0.000	0.000
21578	Transparent Light Blue A	2266 METCO	10.00	EACH	11.95000	119.50	0.000	0.000
21607	Basswood Body Blank- 100	2310 MIDWEST TECHNOLOGY PRODUC	1.00	BOX	226.00000	226.00	0.000	0.000
21612	Performance Black Tire (2266 METCO	4.00	BOX	18.70000	74.80	0.000	0.000
21613	Performance Black Tire (2266 METCO	4.00	BOX	18.70000	74.80	0.000	0.000
21625	Steel Axles 1/8 X 2-1/2"	2310 MIDWEST TECHNOLOGY PRODUC	1.00	BOX	2.50000	2.50	0.000	0.000
21638	SHOP-VAC 6-1/2HP 22 GALL	2310 MIDWEST TECHNOLOGY PRODUC	1.00	EACH	169.93000	169.93	0.000	0.000
21661	Drywall Screws- 100/Box-	2310 MIDWEST TECHNOLOGY PRODUC	10.00	BOX	1.30000	13.00	0.000	0.000
21713	Crayola Washable Paint 1	1192 BLICK ART MATERIALS	1.00	EACH	2.93000	2.93	0.000	0.000
21714	Crayola Washable Paint 1	1192 BLICK ART MATERIALS	1.00	EACH	2.93000	2.93	0.000	0.000
21719	Forstner Bit 1-3/8"- WWS	2310 MIDWEST TECHNOLOGY PRODUC	1.00	EACH	9.76000	97.60	0.000	0.000
21858	Surge Protector- 6-Outlet	2266 METCO	4.00	EACH	7.68000	31.52	0.000	0.000
21972	12" Starrett Steel Bench	2310 MIDWEST TECHNOLOGY PRODUC	20.00	EACH	35.44000	708.80	0.000	0.000
22037	Half Round File 10" 2nd	2310 MIDWEST TECHNOLOGY PRODUC	4.00	EACH	13.64000	54.56	0.000	0.000
22061	Gorilla Super Glue .053	1192 BLICK ART MATERIALS	3.00	EACH	3.23000	9.69	0.000	0.000
22081	Birch Dowel 3/8 X 36"- R	2310 MIDWEST TECHNOLOGY PRODUC	60.00	EACH	0.29000	17.40	0.000	0.000
22085	Poplar Shaker Peg- 3.5"L	2266 METCO	1000.00	EACH	0.29000	290.00	0.000	0.000
22175	SAWTOOTH HANGERS- LARGE-	2310 MIDWEST TECHNOLOGY PRODUC	2.00	PKG	6.20000	12.40	0.000	0.000

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Commodity	Description	Vendor	Qty	UOM	Unit Price	Total Cost	Disc %
21323	4/4 #1C Hard Maple	5082 RUGBY ARCHITECTURAL BUIL	300.00	BDFT	1.89000	567.00	0.000
21324	4/4 #1C Red Oak	2481 O'SHEA LUMBER COMPANY	250.00	BDFT	1.65000	412.50	0.000
21325	4/4 #1C Cherry	2481 O'SHEA LUMBER COMPANY	200.00	BDFT	1.85000	370.00	0.000
21329	2x2 Hard Maple- Lin. Ft.	2481 O'SHEA LUMBER COMPANY	100.00	LFT	1.08000	108.00	0.000
21332	4/4 E. W. Pine -D-SEL	5082 RUGBY ARCHITECTURAL BUIL	500.00	BDFT	2.19000	1095.00	0.000
21333	4/4 Basswood - #1C	2481 O'SHEA LUMBER COMPANY	200.00	BDFT	1.05000	210.00	0.000
21336	4/4 #1C Black Walnut	5082 RUGBY ARCHITECTURAL BUIL	600.00	BDFT	3.10000	1860.00	0.000
21337	Eastern White Pine -S4S	5082 RUGBY ARCHITECTURAL BUIL	250.00	LFT	3.75000	937.50	0.000
21340	4/4 White Oak #1C	5082 RUGBY ARCHITECTURAL BUIL	250.00	BDFT	2.02000	505.00	0.000
21341	4/4 Poplar S4S 8" wide	2481 O'SHEA LUMBER COMPANY	500.00	BDFT	2.28000	1140.00	0.000
21342	4/4 #1C Ash	2481 O'SHEA LUMBER COMPANY	250.00	BDFT	1.50000	375.00	0.000

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Bid Awards for Bid 00000029 INDUSTRIAL TEC BID #55 POWER TECH

Commodity	Description	Vendor	Qty DOM	Unit Price	Total Cost	Disc %
21007	AA Batteries- 8/pack	2310 MIDWEST TECHNOLOGY PRODUC	4.00 PKG	3.20000	12.80	0.000
21022	Electric Hot Melt Glue G	2310 MIDWEST TECHNOLOGY PRODUC	2.00 EACH	5.77000	11.54	0.000
21023	4" Hot Melt Glue Sticks-	2266 METCO	2.00 PKG	14.90000	29.80	0.000

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Bid Awards for Bid 00000026 INDUSTRIAL TECH #41 WOOD

Commodity	Description	Vendor	UOM	Qty	Unit Price	Total Cost	Disc %
20007	Air Hose- 1/4" x 25' Coi	2310 MIDWEST TECHNOLOGY PRODUC	1.00 EACH	1.00	13.80000	13.80	0.000
20008	Rubber Air Hose 3/8" x 5	2266 METCO	2.00 EACH	2.00	35.50000	71.00	0.000
20015	3/8" Angle Drill- MAKITA	2310 MIDWEST TECHNOLOGY PRODUC	2.00 EACH	2.00	241.90000	483.80	0.000
20016	3" x 21" Belt Sander w/d	2310 MIDWEST TECHNOLOGY PRODUC	2.00 EACH	2.00	181.00000	362.00	0.000
20017	3/8" VSR Drill- Keyless	2310 MIDWEST TECHNOLOGY PRODUC	2.00 EACH	2.00	66.29000	132.58	0.000
20024	Sander- Belt- 4" x 24"-	2310 MIDWEST TECHNOLOGY PRODUC	2.00 EACH	2.00	272.51000	545.02	0.000
20025	Saw- Circular- Makita #5	2310 MIDWEST TECHNOLOGY PRODUC	2.00 EACH	2.00	130.48000	260.96	0.000
20026	Electric Engraver- 7200	2310 MIDWEST TECHNOLOGY PRODUC	2.00 EACH	2.00	18.19000	36.38	0.000
20028	Cordless Drill/Impact Ki	2266 METCO	2.00 EACH	2.00	216.50000	433.00	0.000
20029	Cordless Impact Driver-	2310 MIDWEST TECHNOLOGY PRODUC	4.00 EACH	4.00	252.88000	1011.52	0.000
20031	Heat Gun- Variable Contr	2310 MIDWEST TECHNOLOGY PRODUC	1.00 EACH	1.00	31.96000	31.96	0.000
20034	10" Sliding Compound Mit	2310 MIDWEST TECHNOLOGY PRODUC	1.00 EACH	1.00	534.96000	534.96	0.000
20036	Wood Lathe- Jet JWL 1236	2310 MIDWEST TECHNOLOGY PRODUC	1.00 EACH	1.00	1492.28000	1492.28	0.000
20042	Router Table w/fence and	2310 MIDWEST TECHNOLOGY PRODUC	2.00 EACH	2.00	222.76000	445.52	0.000
20044	Pocket Hole Jig Kit- Kre	2310 MIDWEST TECHNOLOGY PRODUC	1.00 EACH	1.00	85.79000	85.79	0.000
20050	Tape Measure 25'- Stanle	2310 MIDWEST TECHNOLOGY PRODUC	12.00 EACH	12.00	11.48000	137.76	0.000
20051	Outside Caliper 6"	2266 METCO	2.00 EACH	2.00	24.50000	49.00	0.000
20052	Tape Rule 10'- Stanley 3	2310 MIDWEST TECHNOLOGY PRODUC	32.00 EACH	32.00	8.13000	260.16	0.000
20053	Luifkin 6' x 5/8" Wood Ru	2310 MIDWEST TECHNOLOGY PRODUC	4.00 EACH	4.00	12.38000	49.52	0.000
20054	Shop Ruler 12" engraved	2266 METCO	32.00 EACH	32.00	2.20000	70.40	0.000
20055	Shop Ruler 3'- Luifkin 62	2310 MIDWEST TECHNOLOGY PRODUC	2.00 EACH	2.00	59.81000	119.62	0.000
20058	JOHNSON Level & Tool 8"	2310 MIDWEST TECHNOLOGY PRODUC	4.00 EACH	4.00	3.74000	14.96	0.000
20059	JOHNSON Level & Tool 8"	2310 MIDWEST TECHNOLOGY PRODUC	2.00 EACH	2.00	8.16000	16.32	0.000
20063	24" Square- Stanley- Pax	2310 MIDWEST TECHNOLOGY PRODUC	4.00 EACH	4.00	11.20000	44.80	0.000
20065	Fixed Blade Metal Square	2266 METCO	2.00 EACH	2.00	7.06000	14.12	0.000
20066	Comb. Sq. Slotted Blade-	2310 MIDWEST TECHNOLOGY PRODUC	12.00 EACH	12.00	14.06000	168.72	0.000
20071	3/4" Clamp Fix- SS- PON	2310 MIDWEST TECHNOLOGY PRODUC	12.00 EACH	12.00	14.85000	178.20	0.000
20072	Bar Clamp 12"- Quick Gri	2266 METCO	6.00 EACH	6.00	3.85000	23.10	0.000
20082	Clamp- 3" Spring Pony 32	2266 METCO	6.00 EACH	6.00	2.35000	14.10	0.000
20083	Clamp- 2" Spring Pony 32	2310 MIDWEST TECHNOLOGY PRODUC	12.00 EACH	12.00	58.31000	699.72	0.000
20086	Clamp- 1-Bar- 36" Jorgen	2310 MIDWEST TECHNOLOGY PRODUC	12.00 EACH	12.00	26.50000	322.80	0.000
20091	Black pipe- 3/4" x 6'- t	2266 METCO	2.00 EACH	2.00	5.85000	11.70	0.000
20128	Belt Cleaning Stick- AAC	2310 MIDWEST TECHNOLOGY PRODUC	6.00 QT	6.00	9.53000	57.18	0.000
20193	Golden Oak Stain- Minwax	2310 MIDWEST TECHNOLOGY PRODUC	6.00 QT	6.00	9.53000	57.18	0.000
20194	English Chestnut- Minwax	2310 MIDWEST TECHNOLOGY PRODUC	2.00 QT	2.00	9.53000	19.06	0.000
20195	Special Walnut Stain- Mi	2310 MIDWEST TECHNOLOGY PRODUC	6.00 QT	6.00	9.53000	57.18	0.000
20198	Colonial Maple Stain- Mi	2310 MIDWEST TECHNOLOGY PRODUC	10.00 QT	10.00	7.26000	72.60	0.000
20201	Cherry Stain- Minwax	2310 MIDWEST TECHNOLOGY PRODUC	10.00 QT	10.00	7.26000	72.60	0.000
20208	Red Mahogany Stain- Minw	2310 MIDWEST TECHNOLOGY PRODUC	4.00 QT	4.00	13.68000	54.72	0.000
20209	Polyurethane- Can- Gloss	2310 MIDWEST TECHNOLOGY PRODUC	8.00 GAL	8.00	55.78000	446.24	0.000
20210	Polyurethane- Wipe On- S	2310 MIDWEST TECHNOLOGY PRODUC	1.00 GAL	1.00	22.15000	22.15	0.000
20211	Minwax H2O Based Poly Sa	2266 METCO	20.00 EACH	20.00	0.77000	15.40	0.000
20218	Lacquer Thinner- Moser	2266 METCO	3.00 LB	3.00	7.96000	23.88	0.000
20219	Tack Rags- Metco	2310 MIDWEST TECHNOLOGY PRODUC	2.00 PKG	2.00	77.00000	154.00	0.000
20220	Paste Wax- Minwax- Metco	2266 METCO	8.00 EACH	8.00	3.88000	31.04	0.000
20222	Wipe Rags- 50 lbs- Near	2266 METCO	4.00 PT	4.00	7.85000	31.40	0.000
20223	Zar Wood Filler- 4 oz 30	2266 METCO	114.00 EACH	114.00	0.31000	35.34	0.000
20224	Wood Filler- Oak Famowoo	2266 METCO	6.00 EACH	6.00	1.99000	11.94	0.000
20225	Wood Filler- White Pine	2266 METCO	8.00 PKG	8.00	13.70000	109.60	0.000
20226	2" Econo Brushes- Weiler	2310 MIDWEST TECHNOLOGY PRODUC	196.00 EACH	196.00	0.31000	60.76	0.000
20230	1-1/2" Angular Sash- Chi	2310 MIDWEST TECHNOLOGY PRODUC					
20232	Acid Brush- 144/pkg	2266 METCO					
20233	Brush- 1" Bristle Chip B	2310 MIDWEST TECHNOLOGY PRODUC					

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East Stroudsburg Area SD, PA
AWARDED ITEM LIST

Bid Awards for Bid 00000026 INDUSTRIAL TECH #41 WOOD									
20235	Nitrile Disposable Glove	2310	MIDWEST	TECHNOLOGY	PRODUC	4.00	BOX	8.22000	32.88
20236	WOOSTER Sash Brush Silve	2266	METCO			12.00	EACH	7.95000	95.40
20238	Screws- Phillips Head- 1	2266	METCO			3.00	BOX	3.40000	10.20
20239	Screws- FH Phillips #12x	2310	MIDWEST	TECHNOLOGY	PRODUC	1.00	BAG	8.08000	8.08
20240	Screws- FH #8x3/4- 100/p	2310	MIDWEST	TECHNOLOGY	PRODUC	4.00	PKG	1.72000	6.88
20241	Screws- #2 Square Drive-	2266	METCO			3.00	PKG	13.90000	41.70
20242	Screws- #2 Square Drive-	2266	METCO			3.00	PKG	10.50000	31.50
20243	Screws- #2 Square Drive-	2266	METCO			3.00	PKG	11.60000	34.80
20244	Screws- #2 Square Drive-	2266	METCO			3.00	PKG	12.60000	37.80
20245	Screws- #2 Square Drive-	2266	METCO			3.00	PKG	13.60000	40.80
20280	Safety Glasses 58mm- Ass	2266	METCO			10.00	EACH	3.35000	33.50
20281	Carpenter's Pencil Med.	2310	MIDWEST	TECHNOLOGY	PRODUC	4.00	DOZ	5.64000	22.56
20282	Pencil Compass- General	2310	MIDWEST	TECHNOLOGY	PRODUC	5.00	EACH	4.58000	22.90
20287	Shaker Pegs Dowl-IT 7/8	2266	METCO			2.00	BAG	21.20000	42.40
20293	Halogen Worklight- 500 W	2310	MIDWEST	TECHNOLOGY	PRODUC	4.00	EACH	18.70000	74.80
20302	PushBlock WWS#95-410	2266	METCO			8.00	EACH	18.80000	150.40
20304	Table Featherboard- Magn	2266	METCO			4.00	EACH	102.50000	410.00
20306	Work Glove- Brown Jersey	2310	MIDWEST	TECHNOLOGY	PRODUC	68.00	PAIR	0.68000	46.24
20311	Wood Dowel- BIRCH- 1/4"	2310	MIDWEST	TECHNOLOGY	PRODUC	5.00	EACH	0.16000	0.80
20312	Wood Dowel- BIRCH- 5/16"	2310	MIDWEST	TECHNOLOGY	PRODUC	5.00	EACH	0.22000	1.10
20313	Wood Dowel- BIRCH- 3/8"	2310	MIDWEST	TECHNOLOGY	PRODUC	5.00	EACH	0.29000	1.45
20314	Wood Dowel- BIRCH- 1/2"	2310	MIDWEST	TECHNOLOGY	PRODUC	5.00	EACH	0.47000	2.35
20315	Wood Dowel- BIRCH- 5/8"	2310	MIDWEST	TECHNOLOGY	PRODUC	5.00	EACH	0.74000	3.70
20316	Wood Dowel- BIRCH- 3/4"	2310	MIDWEST	TECHNOLOGY	PRODUC	5.00	EACH	1.02000	5.10
20317	Wood Dowel- BIRCH- 1" x	2310	MIDWEST	TECHNOLOGY	PRODUC	5.00	EACH	2.27000	11.35
20318	Wood Dowel- RED OAK- 3/4	2266	METCO			5.00	EACH	4.20000	21.00
20325	Rawhide Mallet- 2.75" di	2310	MIDWEST	TECHNOLOGY	PRODUC	2.00	EACH	47.97000	95.94
20326	Scrap- Single Handle-	2266	METCO			2.00	EACH	3.42000	6.84
20327	Screwdriver- Replacem	2266	METCO			1.00	EACH	2.60000	2.60
20330	Screwdriver- Phillips #0	2310	MIDWEST	TECHNOLOGY	PRODUC	4.00	EACH	2.56000	10.24
20331	Screwdriver- Phillips #1	2310	MIDWEST	TECHNOLOGY	PRODUC	4.00	EACH	2.86000	11.44
20332	Screwdriver- Phillips #2	2310	MIDWEST	TECHNOLOGY	PRODUC	4.00	EACH	3.51000	14.04
20337	Screwdriver Assortment-	2310	MIDWEST	TECHNOLOGY	PRODUC	1.00	SET	14.95000	14.95
20341	Adjustable Wrench 6"- Ch	2266	METCO			2.00	EACH	13.20000	26.40
20342	Adjustable Wrench 8"- Ch	2266	METCO			2.00	EACH	14.65000	29.30
20343	Adjustable Wrench 10"- C	2266	METCO			2.00	EACH	18.90000	37.80
20345	Backsaw- Stanley 15-636	2310	MIDWEST	TECHNOLOGY	PRODUC	6.00	EACH	11.24000	67.44
20347	Hammer 16 oz. Rip Claw-	2310	MIDWEST	TECHNOLOGY	PRODUC	17.00	EACH	19.45000	116.70
20351	Utility Knife- Retractable	2310	MIDWEST	TECHNOLOGY	PRODUC	2.00	PKG	2.21000	37.57
20352	H.D. Utility Knife Blade	2310	MIDWEST	TECHNOLOGY	PRODUC	2.00	PKG	0.98000	1.96
20353	Utility Knife Blade w/Di	2310	MIDWEST	TECHNOLOGY	PRODUC	3.00	PKG	9.72000	29.16
20354	Cats Paw Double End- May	2266	METCO			4.00	EACH	14.70000	58.80
20355	Putty Knife- 1-1/4" Flex	2310	MIDWEST	TECHNOLOGY	PRODUC	11.00	EACH	2.25000	24.75
20357	Pliers- Slip Joint 10"-	2310	MIDWEST	TECHNOLOGY	PRODUC	2.00	EACH	11.51000	23.02
20358	Pliers- Slip Joint- Curv	2310	MIDWEST	TECHNOLOGY	PRODUC	2.00	EACH	12.19000	24.38
20361	Cutting Nippers- Crescen	2310	MIDWEST	TECHNOLOGY	PRODUC	2.00	EACH	19.93000	39.86
20362	Coping Saw- Stanley 15-1	2310	MIDWEST	TECHNOLOGY	PRODUC	10.00	EACH	4.54000	18.16
20366	Twist Drill Bit 1/16	2310	MIDWEST	TECHNOLOGY	PRODUC	10.00	EACH	0.48000	4.80
20367	Twist Drill Bit 5/64	2310	MIDWEST	TECHNOLOGY	PRODUC	58.00	EACH	0.49000	4.80
20368	Twist Drill Bit 3/32	2310	MIDWEST	TECHNOLOGY	PRODUC	10.00	EACH	0.49000	4.90
20369	Twist Drill Bit 7/64	2310	MIDWEST	TECHNOLOGY	PRODUC	22.00	EACH	0.55000	12.10
20370	Twist Drill Bit 1/8	2310	MIDWEST	TECHNOLOGY	PRODUC	10.00	EACH	0.61000	6.10
20371	Twist Drill Bit 9/64	2310	MIDWEST	TECHNOLOGY	PRODUC	34.00	EACH	0.65000	6.50
20372	Twist Drill Bit 5/32	2310	MIDWEST	TECHNOLOGY	PRODUC	10.00	EACH	0.71000	7.10
20373	Twist Drill Bit 11/64	2310	MIDWEST	TECHNOLOGY	PRODUC	10.00	EACH	0.71000	7.10
20374	Twist Drill Bit 3/16	2310	MIDWEST	TECHNOLOGY	PRODUC	10.00	EACH	0.71000	7.90

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East Stroudsburg Area SD, PA
AWARDED ITEM LIST



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Bid Awards for Bid 00000026 INDUSTRIAL TECH #41 WOOD

20375	Twist Drill Bit 13/64	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	0.92000	9.20	0.000
20376	Twist Drill Bit 7/32	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	0.99000	9.90	0.000
20377	Twist Drill Bit 15/64	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	1.07000	10.70	0.000
20378	Twist Drill Bit 1/4	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	1.21000	12.10	0.000
20379	Twist Drill Bit 17/64	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	1.43000	14.30	0.000
20380	Twist Drill Bit 9/32	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	1.65000	16.50	0.000
20381	Twist Drill Bit 19/64	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	1.78000	17.80	0.000
20382	Twist Drill Bit 5/16	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	1.81000	18.10	0.000
20383	Twist Drill Bit 21/64	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	2.05000	20.50	0.000
20384	Twist Drill Bit 11/32	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	2.34000	23.40	0.000
20385	Twist Drill Bit 23/64	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	3.28000	32.80	0.000
20386	Twist Drill Bit 3/8	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	2.62000	26.20	0.000
20387	Twist Drill Bit 25/64	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	3.03000	30.30	0.000
20388	Twist Drill Bit 13/32	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	3.07000	30.70	0.000
20389	Twist Drill Bit 27/64	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	4.26000	42.60	0.000
20390	Twist Drill Bit 7/16	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	3.62000	36.20	0.000
20391	Twist Drill Bit 29/64	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	4.27000	42.70	0.000
20392	Twist Drill Bit 15/32	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	5.40000	54.00	0.000
20393	Twist Drill Bit 15/32	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	4.60000	46.00	0.000
20394	Twist Drill Bit 31/64	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	4.50000	45.00	0.000
20394	Twist Drill Bit 1/2	2310 MIDWEST	TECHNOLOGY PRODUC	10.00 EACH	164.50000	164.50	0.000
20398	Xtra-Long 12" Bradpoint	2266 METCO	TECHNOLOGY PRODUC	1.00 SET	13.60	13.60	0.000
20400	Bits- Bradpoint- 7 pc 12	2310 MIDWEST	TECHNOLOGY PRODUC	2.00 SET	6.80	6.80	0.000
20415	#2 Square Drive Power Bi	2310 MIDWEST	TECHNOLOGY PRODUC	24.00 EACH	0.27000	6.48	0.000
20416	#2 Square Drive Power Bi	2266 METCO	TECHNOLOGY PRODUC	24.00 EACH	3.95000	94.80	0.000
20417	Circle Cutter- 1-3/4" -	2310 MIDWEST	TECHNOLOGY PRODUC	1.00 EACH	21.81000	21.81	0.000
20424	8" Super Dado- 4 Wing Ch	2310 MIDWEST	TECHNOLOGY PRODUC	1.00 EACH	188.32000	188.32	0.000
20426	10" Cut Off Saw- ATB- 40	2310 MIDWEST	TECHNOLOGY PRODUC	3.00 EACH	52.97000	158.91	0.000
20427	10" Combination ATB- 50	2310 MIDWEST	TECHNOLOGY PRODUC	2.00 EACH	52.97000	105.94	0.000
20429	5" Scroll Saw Blade- SS	2310 MIDWEST	TECHNOLOGY PRODUC	2.00 EACH	3.14000	6.28	0.000
20433	7-1/4" Circ. Saw Blade-	2310 MIDWEST	TECHNOLOGY PRODUC	2.00 EACH	5.47000	10.94	0.000
20434	8" Circ. Saw Blade- Carb	2310 MIDWEST	TECHNOLOGY PRODUC	2.00 EACH	17.39000	34.78	0.000
20475	Shelf Pins- Steel- 1/4"-	2266 METCO	TECHNOLOGY PRODUC	2.00 PKG	34.65000	69.30	0.000
20482	Titebond Glue- Briggs- F	2310 MIDWEST	TECHNOLOGY PRODUC	12.00 GAL	20.29000	243.48	0.000
20505	Festool 80 Grit Rubbin S	2266 METCO	TECHNOLOGY PRODUC	2.00 GAL	24.34000	48.68	0.000
20506	Festool 120 Grit Rubbin S	2266 METCO	TECHNOLOGY PRODUC	5.00 PKG	56.50000	282.50	0.000
20507	Festool 150 Grit Rubbin S	2266 METCO	TECHNOLOGY PRODUC	5.00 PKG	56.50000	282.50	0.000
20508	Festool 220 Grit Brillia	2266 METCO	TECHNOLOGY PRODUC	5.00 PKG	104.50000	522.50	0.000

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East Stroudsburg Area SD, PA
AWARDED ITEM LIST

Bid Awards for Bid 00000028 INDUSTRIAL TECHNOLOGY GRAPHIC ARTS BID #52

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Commodity	Description	Vendor	Qty	UOM	Unit Price	Total Cost	Disc %
21057	Really Works Waterless H	2266 METCO	5.00	EACH	14.20000	71.00	0.000
21059	Mineral Spirits- Badger	2266 METCO	4.00	GAL	11.65000	46.60	0.000
21065	Terry Wipes- 10" x 16" P	2266 METCO	8.00	CASE	124.59000	996.72	0.000
21067	Spray Polyurethane- 16 O	2266 METCO	4.00	CAN	5.65000	22.60	0.000
21071	Safe-T View-Thru Non-Sha	1192 BLICK ART MATERIALS	20.00	EACH	0.66000	13.20	0.000
21072	Alvin Basic Bow Compass	1192 BLICK ART MATERIALS	10.00	EACH	8.37000	83.70	0.000
21073	Alvin Bow Compass 6" wit	1192 BLICK ART MATERIALS	6.00	EACH	13.30000	79.98	0.000
21082	Masking Tape 2" x 60yd-	1192 BLICK ART MATERIALS	80.00	ROLL	2.48000	198.40	0.000
21084	Best Test Rubber Cement-	1192 BLICK ART MATERIALS	5.00	GAL	35.45000	177.25	0.000
21085	Rubber Cement Dispenser-	1192 BLICK ART MATERIALS	14.00	EACH	8.51000	119.14	0.000
21088	Tweezers 3.5" Flat Point	1192 BLICK ART MATERIALS	2.00	EACH	2.44000	4.88	0.000
21091	X-Acto #1 Knife	2266 METCO	10.00	EACH	1.70000	17.00	0.000
21099	Denim Apron- 27" x 42" w	1192 BLICK ART MATERIALS	6.00	EACH	5.90000	35.40	0.000
21101	T-Shirt- First Quality 5	1192 BLICK ART MATERIALS	225.00	EACH	2.30000	517.50	0.000
21102	T-Shirt- First Quality 5	1192 BLICK ART MATERIALS	125.00	EACH	2.30000	287.50	0.000
21103	T-Shirt- First Quality 5	1192 BLICK ART MATERIALS	75.00	EACH	2.30000	172.50	0.000
21104	T-Shirt- First Quality 5	1192 BLICK ART MATERIALS	60.00	EACH	2.30000	138.00	0.000
21105	Screen Print Fabric- 160	1192 BLICK ART MATERIALS	10.00	YD	8.85000	88.50	0.000
21107	Screen Printing Frame- 2	1192 BLICK ART MATERIALS	20.00	EACH	22.74000	454.80	0.000
21111	Black 70-75 Durometer Sq	1192 BLICK ART MATERIALS	4.00	EACH	17.57000	70.28	0.000
21112	Aluminum Contoured 60-65	1192 BLICK ART MATERIALS	4.00	EACH	55.07000	220.28	0.000
21118	Uiano Blue Poly-2 Pre-Se	1192 BLICK ART MATERIALS	6.00	ROLL	81.33000	487.98	0.000
21124	A & B Developer Powder p	1192 BLICK ART MATERIALS	3.00	CA	74.66000	223.98	0.000
21125	Grafix .005 Clear Acetat	1192 BLICK ART MATERIALS	2.00	PAD	12.70000	25.40	0.000
21128	Non Stop 90 Instant Scre	1192 BLICK ART MATERIALS	6.00	CAN	6.33000	37.98	0.000
21138	Vinyl latex-free Exam Gl	2266 METCO	20.00	CASE	4.25000	85.00	0.000
21188	Linoleum- Unmounted- 12"	1192 BLICK ART MATERIALS	15.00	EACH	2.42000	36.30	0.000
21191	Aluminum License Plate 1	2266 METCO	36.00	EACH	6.10000	219.60	0.000
21192	12x24 magnetic sheet whi	1192 BLICK ART MATERIALS	22.00	EACH	2.66000	58.52	0.000
21211	Heat Tape for Sublimatio	2266 METCO	12.00	EACH	16.95000	203.40	0.000
21212	Sublimation Mug Wrap for	2266 METCO	2.00	EACH	51.50000	103.00	0.000
21213	Ceramic Tile- 4.25" x 4.	1192 BLICK ART MATERIALS	2.00	CASE	8.97000	17.94	0.000
21306	Screen Printing Frame- 1	1192 BLICK ART MATERIALS	40.00	EACH	7.68000	307.20	0.000
21308	Oil Waste Can 10 Gallons	2266 METCO	1.00	EACH	82.40000	82.40	0.000

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V. ITEMS FOR DISCUSSION

h. Insurance Renewals

INSURANCE RENEWAL

5/9/2018

POLICY	PROVIDER	CURRENT	RENEWAL
Package Policy - Prop.	CM Regent (Granite State Ins.)	\$ 233,420	\$ 243,372
Package Policy - Liability	CM Regent (American Alternative Ins.)	\$ 32,090	\$ 34,300
Crime	CM Regent (American Alternative Ins.)	\$ 2,677	\$ 2,791
Cyber - Liability	CM Regent (Westchester Fire Ins.)	\$ 6,875	\$ 6,875
Law Enforcement Legal Liability	CM Regent (American Alternative Ins.)	\$ 3,787	\$ 3,948
Steam Boiler & Equip	Hartford Steam Boiler	\$ 12,610	\$ 13,354
Automobile	CM Regent (American Alternative Ins.)	\$ 119,394	\$ 117,259
Excess Liability	CM Regent (American Alternative Ins.)	\$ 23,649	\$ 24,666
School Leaders Liab	CM Regent Ins.	\$ 55,792	\$ 56,467
Student Athletic	Bollinger (Monumental Life Ins.)	\$ 32,722	\$ 41,030
TOTAL		\$ 523,016	\$ 544,062
Excess Worker's Compensation	Safety National Ins	\$ 78,720	\$ 74,287



Commercial Insurance Proposal

July 1, 2018 to July 1, 2019

Presented By



Robert B. Thompson, ARM, CSRM
Assistant Vice President
Engle-Hambright & Davies, Inc.
One Meridian Blvd., Suite 4A01
Wyomissing, PA 19610
Phone: (800) 544-7292
Fax: (610) 374-5612

May 8, 2018

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.

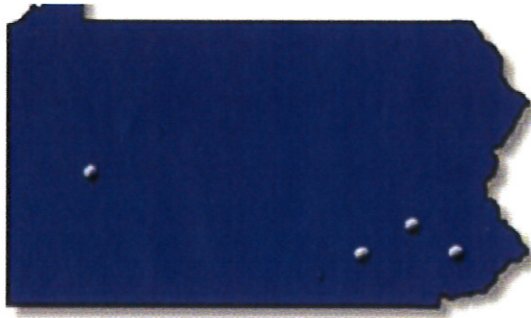
Since the early 1970s, EHD has opened and/or acquired nine additional insurance agencies in strategic areas of Pennsylvania. These have evolved into EHD's four current branch offices located in Exton, Lancaster, Pittsburgh, and Wyomissing.

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 100 in management, sales and service.
Premiums Managed:	Approximately \$250,000,000.
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 • 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 PA Economic Partnership (GREP) 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) Pennag Industries' Association 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.ehd-ins.com

Office Locations



Lancaster

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P.O. Box 11600
Lancaster, PA 17605-11600
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Toll Free: (800) 544-7292
Fax: (717) 394-0842
Email: info@ehd-ins.com
www.ehd-ins.com

Exton

350 Eagleview Boulevard, Suite 110
Exton, PA 19341
Phone: (610) 280-0410
Toll Free: (800) 627-3732
Fax: (610) 280-0703
Email: delawarevalley@ehd-ins.com

Pittsburgh

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Pittsburgh, PA 16066-5211
Phone: (724) 779-7200
Toll Free: (855) 860-0277
Fax: (724) 779-7212
Email: pittsburgh@ehd-ins.com

Wyomissing

One Meridian Boulevard, Suite 4A01
Wyomissing, PA 19610
Phone: (610) 374-4893
Toll Free: (800) 438-2525
Fax: (610) 374-5612
Email: wyomissing@ehd-ins.com

This proposal summarizes the coverage 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 affected.

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 coverage quoted may be available upon request. Other coverage 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, Payment Terms, & TRIA Summary

<i>Premium Summary</i>	<i>2017/2018</i>	<i>2018/2019</i>
Line of Coverage	Expiring Premium	Renewal Premium
Property and Inland Marine	\$233,420.00	\$243,372.00
Crime	\$2,677.00	\$2,791.00
Equipment Breakdown	\$12,610.00	\$13,354.00
General Liability	\$32,090.00	\$34,300.00
Law Enforcement Liability	\$3,787.00	\$3,948.00
Automobile	\$119,394.00	\$117,259.00
School Leaders' Legal Liability	\$55,792.00	\$56,467.00
Cyber Liability	\$6,875.00	\$6,875.00
Excess Liability	\$23,649.00	\$24,666.00
Excess Workers' Compensation	\$78,720.00	\$74,287.00
Student / Sports Accident	\$32,722.00	\$41,030.00
Workers' Compensation Admin. Service Fee	\$55,000.00	\$55,000.00
Technical Services Fee	\$10,000.00	\$10,000.00
Total Estimated Annual Premium	\$666,736.00	\$683,349.00

<i>Payment Terms:</i>			
Policy	Carrier	Agency or Direct Bill	Plan
Package, Auto, SLL, & Excess	CM Regent	Agency	Annual Pay
Excess Workers' Compensation	Safety National	Agency	Annual Pay
Student / Sports Accident	Bollinger	Agency	Annual Pay

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

Five-Year Premium Summary / Comparison

	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
Work Comp	Highmark	Highmark	Highmark	Safety National	Safety National
Exp Mod	1.856	1.676	1.497	N/A	N/A
Audited Payroll	\$63,591,416	\$64,807,291	\$64,310,000	\$65,600,000	\$61,905,672
Premium	\$899,807	\$853,419	\$625,822	\$78,720	\$74,287
Package	PSBA	PSBA	PSBA	CM Regent	CM Regent
# of Students	7,169	6,987	7,007	8,688	8,960
Blanket Limit	\$351,840,796	\$399,072,838	\$402,529,114	\$403,622,151	\$412,242,662
Premium	\$253,575	\$282,015	\$272,353	\$271,974	\$284,411
Auto	PSBA	PSBA	PSBA	CM Regent	CM Regent
# Of Units	158	160	160	161	157
Premium	\$139,035	\$121,823	\$121,062	\$119,394	\$117,259
Umbrella	PSBA	PSBA	PSBA	CM Regent	CM Regent
Limit	\$5,000,000	\$8,000,000	\$8,000,000	\$8,000,000	\$8,000,000
Premium	\$23,540	\$25,225	\$24,982	\$21,400	\$24,666
School E&O	PSBA	PSBA	PSBA	CM Regent	CM Regent
Limit	\$5,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
Premium	\$78,877	\$61,068	\$53,447	\$55,792	\$56,467
Equipment Breakdown	HSB	HSB	HSB	HSB	HSB
Limit	\$100,000,000	\$100,000,000	\$100,000,000	\$100,000,000	\$100,000,000
Premium	\$12,220	\$12,220	\$12,594	\$12,610	\$13,354
PSBA	Bollinger	Bollinger	Bollinger	Bollinger	Bollinger
Student Accident	Student Accident	Student Accident	Student Accident	Student Accident	Student Accident
\$32,400	\$29,904	\$30,951	\$31,577	\$32,722	\$41,030
Cyber Liability	Westchester Fire	Westchester Fire	Westchester Fire	Westchester Fire	Westchester Fire
Limit	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
Premium	\$6,250	\$6,875	\$6,875	\$6,875	\$6,875
Total Premium	\$1,436,958	\$1,397,530	\$1,152,599	\$1,054,525	\$683,349

Marketing Summary

<i>Line / Company:</i>	<i>Outcome:</i>
All Lines – WRM	Declined due to Property values and Protection Class.
All Lines – McGowan / Trident	Lack of communication from Carrier.
Student / Sports Accident – AG Administrators	Pending
Student / Sports Accident – Guarantee Trust Life	Quoted: \$49,065
Student / Sports Accident – Mutual of Omaha	Quoted: \$39,989
Student / Sports Accident – CM Regent/PSBA	Pending
Student / Sports Accident – Philadelphia	Pending

Commercial Property Coverage
Carrier: Granite State Insurance Company (CM Regent)
A.M. Best's Rating: A XV

Coverage:	Limits:
Blanket Buildings & Business Personal Property (Including Musical Instruments, Athletic Equipment, and Electronic Data Processing)	\$412,242,662
Business Income and Extra Expense	\$2,000,000
Earthquake – Per Occurrence & Aggregate	\$100,000,000
Flood – Per Occurrence & Aggregate	\$3,000,000

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 *et seq.* and the Coastal Barrier improvement Act of 1990, Pub. L. 101-591, 16 U.S.C. 3501 *et seq.*

Deductibles:	
Buildings & Business Personal Property	\$5,000
Business Income	24 Hours
Earthquake	\$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	\$500
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: Granite State Insurance Company (CM Regent)
A.M. Best's Rating: A XV

<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
Coinurance: 100% Agreed Value

<i>Exclusions include, but are not limited to, the following:</i>
Animals
Governmental Action
Nuclear Hazard
War and Military Action
"Fungus", Wet Rot, Dry Rot, and Bacteria
Wear and Tear, Rust
Nesting or Infestation by birds, vermin, or insects
Rain, snow, ice, or sleet to personal property in the open
Voluntary parting by trick or scheme
Mine Subsidence
Sinkhole Collapse

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

Statement of Values

<i>Loc #</i>	<i>Bldg #</i>	<i>Location / Description</i>	<i>Address</i>	<i>Building</i>	<i>Contents</i>
1	1	Resica Elementary School	1 Gravel Ridge Road East Stroudsburg, PA 18301	\$14,689,637	\$1,463,945
1	2	Classroom Pod	1 Gravel Ridge Road East Stroudsburg, PA 18301	\$829,562	\$118,060
1	3	Storage Shed	1 Gravel Ridge Road East Stroudsburg, PA 18301	\$32,506	\$10,389
2	1	ES High School South	279 North Courtland Street East Stroudsburg, PA 18301	\$125,780,368	\$14,917,212
2	1a	Administration	50 Vine Street East Stroudsburg, PA 18301	\$2,210,907	\$249,928
2	2	Field House	279 North Courtland Street East Stroudsburg, PA 18301	\$2,496,452	\$162,030
2	3	Maintenance Building	279 North Courtland Street East Stroudsburg, PA 18301	\$423,046	\$141,462
2	4	Storage Sheds #1 - #3	279 North Courtland Street East Stroudsburg, PA 18301	\$12,526	\$12,583
2	5	Dugout #1	279 North Courtland Street East Stroudsburg, PA 18301	\$9,071	\$0
2	6	Dugout #2	279 North Courtland Street East Stroudsburg, PA 18301	\$9,071	\$0
2	7	Dugout #3	279 North Courtland Street East Stroudsburg, PA 18301	\$9,071	\$0
2	8	Dugout #4	279 North Courtland Street East Stroudsburg, PA 18301	\$9,071	\$0
3	1	JT Lambert Intermediate School	2000 Milford Road East Stroudsburg, PA 18301	\$36,819,416	\$2,493,219
3	2	Classroom Pod	2000 Milford Road East Stroudsburg, PA 18301	\$2,045,753	\$343,476

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

Statement of Values

<i>Loc #</i>	<i>Bldg #</i>	<i>Location / Description</i>	<i>Address</i>	<i>Building</i>	<i>Contents</i>
3	3	South Campus Bus Garage	321 North Courtland Street East Stroudsburg, PA 18301	\$581,098	\$134,956
3	4	Concession Stand	2000 Milford Road East Stroudsburg, PA 18301	\$3,887	\$1,013
3	5	Storage Shed	2000 Milford Road East Stroudsburg, PA 18301	\$4,644	\$3,332
3	6	Portable Building	2000 Milford Road East Stroudsburg, PA 18301	\$124,184	\$20,589
4	1	Bushkill Elementary School	131 North School Drive Dingmans Ferry, PA 18328	\$14,890,125	\$1,463,945
4	2	Portable Building	131 North School Drive Dingmans Ferry, PA 18328	\$78,830	\$13,004
4	3	Wastewater Treatment Facility	131 North School Drive Dingmans Ferry, PA 18328	\$750,722	\$149,228
4	4	Storage Shed	131 North School Drive Dingmans Ferry, PA 18328	\$2,430	\$2,441
5	1	Middle Smithfield Elementary	5180 Milford Road East Stroudsburg, PA 18301	\$18,678,990	\$1,906,487
5	2	Pole Barn Shed	5180 Milford Road East Stroudsburg, PA 18301	\$2,181	\$2,198
6	1	North High School & Lehman Intermediate	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$104,604,896	\$8,105,534
6	2	Concession Stand	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$457,225	\$27,705
6	3	North Bus Garage	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$222,395	\$51,841
6	4	North Bus Garage Annex	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$59,443	\$4,828
6	5	Sewer Plant	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$1,426,084	\$692,304

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

Statement of Values

<i>Loc #</i>	<i>Bldg #</i>	<i>Location / Description</i>	<i>Address</i>	<i>Building</i>	<i>Contents</i>
6	6	Football Storage Shed #1 - #4	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$24,857	\$24,983
6	7	Grand Stand & Press Box	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$438,427	\$2,981
6	8	Football Ticket Booth	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$1,328	\$579
6	9	Baseball Ticket Booth	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$1,328	\$579
6	10	Restroom	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$55,073	\$0
6	11	Restroom 2	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$55,073	\$0
6	12	Baseball Dugouts #1 - #4	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$51,832	\$0
6	13	Turf Field	279 Timberwolf Drive Dingmans Ferry, PA 18328	\$0	\$2,120,710
7	1	Smithfield Elementary School	245 River Road East Stroudsburg, PA 18301	\$14,654,952	\$1,472,131
8	1	JM Hill Elementary School	151 East Broad Street East Stroudsburg, PA 18301	\$9,173,257	\$971,766
8	2	Storage Shed	151 East Broad Street East Stroudsburg, PA 18301	\$3,023	\$2,983
9	1	East Stroudsburg Elementary	93 Independence Road East Stroudsburg, PA 18301	\$21,384,950	\$2,040,707
9	2	Storage Shed	93 Independence Road East Stroudsburg, PA 18301	\$2,915	\$2,928
SUBTOTAL				\$373,110,606	\$39,132,056
BLANKET BUILDING & BUSINESS PERSONAL PROPERTY				\$412,242,662	

Insured's Signature: _____

Date: _____

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

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	\$1,000,00
Soft Costs	\$100,000
Computer Equipment, Electronic Data, Media, and Programs	Included with Personal Property, Except \$10,000 Limit for Laptops Off-Premises Only
Additional Debris Removal	\$25,000
Extermination Expense	\$10,000 Per Occurrence & Annual Aggregate
Extra Expense	\$1,000,000 Per Occurrence at Each Premises
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	\$50,000 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
Mysterious Disappearance	\$100,000
Newly-Acquired Property – 180 Days	
Building	\$1,000,000
Personal Property	\$1,000,000
Business Income	\$500,000 Actual Loss Sustained
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: Granite State Insurance Company (CM Regent)
A.M. Best's Rating: A XV

Property Sub-Limits

<i>Property Coverage</i>	<i>Limit</i>
Personal Effects of Students and Teachers – School Projects at a Covered Location	
Per Occurrence	\$50,000
Maximum per Person	\$5,000
Personal Effects of Employees at Described Premises	
Per Occurrence	\$50,000
Maximum per Person	\$5,000
Personal Property Off-Premises	\$1,000,000 Per Occurrence
Property In-Transit	\$250,000 Per Occurrence
Pollutant Clean-Up and Removal	\$100,000 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	\$10,000 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: American Alternative Insurance Corporation (CM Regent)
A.M. Best's Rating: A+ XV

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

Deductible:	
Per Occurrence	\$500

Coverage includes, but is not limited to, the following:
<p>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".</p> <p>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.</p>

Commercial Crime Coverage (Continued)
Carrier: American Alternative Insurance Corporation (CM Regent)
A.M. Best's Rating: A+ XV

<i>Exclusions include, but are not limited to, the following:</i>
Employee cancelled under prior insurance- Loss caused by any "employee" of yours, or predecessor in interest of yours, for whom similar prior insurance has been cancelled and not reinstated since the last such cancellation.
Inventory shortages- loss, or that part of any loss, the proof of which as to its existence or amount is dependent upon: (1) An inventory computation; or (2) A profit and loss computation.
Bonded employees- loss caused by any "employee" required by law to be individually bonded.
Treasurer or tax collectors- : loss caused by a treasurer or tax collector by whatever name known.
Concealment, misrepresentation or fraud- This insurance is void in any case of fraud by you as it relates to this insurance at any time. It is also void if you or any other insured, at any time, intentionally conceal or misrepresent a material fact concerning a claim.

Commercial General Liability Coverage
Carrier: American Alternative Insurance Corporation (CM Regent)
A.M. Best's Rating: A+ XV

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
Medial Expense (any one person)	\$15,000
Employee Benefits Liability – Claims Made	
Per Occurrence	\$1,000,000
Aggregate	\$3,000,000
Retroactive	Full Prior Acts
Law Enforcement Liability – Each Activity	\$1,000,000
Violence Expense Coverage – Aggregate	\$250,000
Abuse or Molestation	
Any One Act	\$1,000,000
Aggregate	\$1,000,000

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

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.

Coverage includes, but is not limited to the following:

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

Commercial General Liability Coverage (Continued)
Carrier: American Alternative Insurance Corporation (CM Regent)
A.M. Best's Rating: A+ XV

<i>Exclusions include, but are not limited to, the following:</i>
Trampolines – Except For Mini Trampolines (Less Than 48" Inch Diameter)
Employment Related Practices
Medical Payments for Students
Mold, Fungi, Bacteria, Lead, Asbestos, or Pollution
War, Nuclear Hazard, Government Action
Expected or Intended Injury / Criminal Acts
Liquor Liability
Aircraft or Watercraft
Breach of Contract / Material Published with Known Falsity
Copyright Infringement / Unauthorized Use of Another's Name or Product
Electronic Chat Rooms or Bulletin Boards

<i>General Liability Classification:</i>	<i>Rating Basis:</i>	<i>Exposure:</i>
Elevator Inspection Charge	Units	14
Grandstands or Bleachers – Not for Profit Only	Units	2
Herbicide/Pesticide/Fungicide Application	Licenses	5
Faculty Liability for Corporal Punishment of Students	Faculty	581
Public – Elementary, Kindergarten or Junior High	Students	4,810
Schools – Public – High	Students	2,604
Stadiums – Operated by Insured – Not for Profit Only	Sales	\$15,510
Swimming Pools	Units	2

Commercial Automobile Coverage
Carrier: American Alternative Insurance Corporation (CM Regent)
A.M. Best's Rating: A+ XV

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
Medical Expense Benefits	Included
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
Maximum	\$750
Loss of Use	\$65 per Day
Towing and Labor (Private Passenger Autos Only)	\$50
Garage Keepers 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: American Alternative Insurance Corporation (CM Regent)
A.M. Best's Rating: A+ XV

<i>Coverage includes, but is not limited to the following:</i>
Composite Rating – Based on 157 Vehicles – See Appendix for Full Vehicle Schedule
Business Auto Extension Endorsement
Employees as Insureds
Employee Hired Autos
Blanket Additional Insureds
Waiver of Glass Deductible
Blanket Waiver of Subrogation
Fellow Employee Coverage
Volunteers as Insureds
Pollution Liability – Broadened Coverage for Covered Autos

<i>Exclusions include, but are not limited to, the following:</i>
War / Military Action / Nuclear Hazard
Racing / Demolition Derby Contests / Expected or Intended Injury
Pollution – Transport of Pollutants
Tires – Wear or Blow-Outs / Wear and Tear – Mechanical Breakdown

* Refer to appendix for vehicle schedule.

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

<i>Coverage:</i>	<i>Limits:</i>
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

<i>Deductibles:</i>	
Property Damage	\$2,500
Indirect Coverage	\$2,500

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

<i>Exclusions include, but are not limited to, the following:</i>
Earthquake / Flood / Fire / Mold / Fungus / Mildew
War / Military Action / Nuclear Hazard
Failure to Protect Property / Deliberate Acts

<i>Additional coverage includes, but is not limited to, the following:</i>
Diagnostic Equipment
Green Coverage Enhancements
Joint Loss Agreement
New Generation Valuation
Production Machines
Valuation is Repair/Replacement

School Leaders' Legal Liability Coverage

Carrier: CM Regent Insurance Company

A.M. Best's Rating: A X

<i>Coverage:</i>	<i>Limits:</i>
Each Claim	\$1,000,000
Annual Aggregate	\$1,000,000
Supplemental Payments	
Each Claim	\$2,000,000
Aggregate	\$2,000,000
Retroactive Date	Full Prior Acts
Non-Monetary Coverage, Subject to 80/20 Quota Share	
Each Claim	\$125,000
Aggregate	\$250,000
Punitive Damages	Included
Self-Insured Retention	
Basic	\$75,000
Non-Monetary	\$50,000

Exclusions include, but are not limited to, the following:

Dishonest, Fraudulent, or Criminal Acts / Pollution or Mold / Fungi

Personal Injury / Bodily Injury or Property Damage

Failure to Effect or Maintain Insurance / Pending & Prior Litigation

Termination and/or Administration of Employee Benefits Grievances

Back Salary Claims

Cross claims and counter claims

Breach of Contract with Suppliers / Breach of Fiduciary Duty

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.

Failure to Integrate or student discrimination claims are not excluded.

60-day basic extended reporting period is included at no additional charge.

Defense costs are in addition to the limit of liability.

Discrimination Defense Costs Endorsement – Sub-Limited:

 Each Claim: \$100,000

 Aggregate: \$250,000

Enhanced employment liability is included.

Limit of liability applies in excess of the deductible.

Commercial Excess Coverage
Carrier: American Alternative Insurance Corporation (CM Regent)
A.M. Best's Rating: A+ XV

Coverage:	Limits:
Bodily Injury and Property Damage – Per Occurrence	\$8,000,000
General Aggregate	\$8,000,000
Self Insured Retention – Per Occurrence	None

Schedule of Underlying Coverage:	
Commercial General Liability:	\$1,000,000 Per Occurrence \$3,000,000 Aggregate
Business Automobile Liability:	\$1,000,000 Per Occurrence
Employer's Liability:	\$100,000 Each Accident \$500,000 Policy Limit \$100,000 Each Employee
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

Exclusions include, but are not limited to, the following:
Uninsured / Underinsured Motorists
Fireworks
Car Smashes
Carnivals / Circuses or Fairs
Fungi or Bacteria
War
Pollution
Contracted / Employed Physicians, Dentists, or Psychiatrists
Unsolicited Communications
Asbestos
Law Enforcement Liability
Cyber / Network Liability

Bollinger Voluntary Student Accident Coverage
Carrier: Monumental Life Insurance Company (Bollinger)
A.M. Best's Rating: A+ XV

<i>Coverage:</i>	<i>Limits:</i>
Voluntary Student Coverage – Standard Plan	\$500,000
Payment Basis	\$100 Excess
Benefit Period	5 Year
School Time / 24 Hour	\$30 / \$113

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

\$100 Excess – Under this plan, the first \$100 of covered charges are paid without regard to any other applicable coverage that may be in effect. After the first \$100 in covered charges are paid, benefits are then paid on an excess basis (i.e., coverage is provided only for those covered medical expenses that are not covered by other applicable insurance plans).

Plan includes optional Student Life Insurance providing a \$10,000 benefit at a cost of \$30.00 per year, and Student Dental Accident Insurance, providing \$5,000 in maximum dental benefits at a cost of \$20.00 per year.

Coverage and Valuation:

Coverage is provided for virtually all school sponsored and supervised activities, including:

1. Attending regular school sessions, including summer school.
2. Traveling directly and uninterruptedly to and from home and school for regular sessions.
3. Field trip coverage is provided at no additional premium for all students on non-athletic one day field trips. Also, religious education classes are covered under this policy at no additional premium. These coverages apply to all students, even those who don't purchase the voluntary student insurance plan.
4. Traveling directly and uninterruptedly to and from official school activities.
5. Round the Clock Plan extends coverage to a full 24-hours a day, until school reopens in September.
6. Coverage becomes effective as of the date of premium payment; however, coverage for school time accidents for September enrollees is retroactive to the opening day of school.

Benefits are provided for accidental injuries for which medical treatment by a physician, surgeon, dentist, or registered nurse, hospital services, ambulance services, or x-rays are rendered.

The initial treatment must be rendered within 90 days of the date of accident, and benefits are limited to treatment rendered within 5 years of the date of accident.

Surgery: up to the usual and customary charge is allowed. Anesthesia is also covered up to the usual and customary charge.

Second opinion: coverage is provided for consultations and second opinions up to the usual and customary charge in cases in which surgery is contemplated.

Physician's visits: non-surgical doctors' visits will be paid up to the usual and customary charges.

Nursing services: services of a graduate registered nurse will be paid up to the usual and customary charges.

X-rays: covered up to the usual and customary charges.

Voluntary Student Accident Coverage (Continued)
Carrier: Monumental Life Insurance Company (Bollinger)
A.M. Best's Rating: A+ XV

<i>Coverage and Valuation:</i>
Ambulance: services of a licensed ambulance unit are covered for reasonable and necessary services up to the usual and customary charges.
Inpatient hospital expenses: hospital room and board plus miscellaneous hospital expenses are covered up to the usual and customary charges. Miscellaneous hospital expenses are also covered up to the usual and customary charge.
Outpatient hospital expenses: outpatient services are covered up to the usual and customary charges for necessary medical services.
Physiotherapy: diathermy, heat treatment in any form, adjustment, manipulation or massage is covered up to the usual and customary charge in the hospital. Coverage is also provided for necessary treatment in the doctor's office, or by a sports medicine center or similar facility up to the usual and customary charge provided the treatment is rendered by a licensed physician or registered physical therapist.
Drugs & medicines: covered in full in the hospital or doctor's office.
Drugstore prescriptions: covered in full upon written prescription by a licensed pharmacy.
Appliances: orthopedic appliances and braces are covered when prescribed by a doctor, and furnished by a hospital, drugstore, or surgical supply facility.
Dental benefit: up to the usual and customary charge is allowed for treatment and services subject to a \$10,000 maximum payable for any one accident. Payment shall not exceed the usual and customary charge and treatment must be received within 260 weeks of the date of accident.
Accidental death: \$10,000 will be paid if death occurs due to an accident.
Dismemberment: up to \$20,000 is allowed (based upon a schedule) for dismemberment due to an accident.

<i>Exclusions include, but are not limited to, the following:</i>
Service or treatment rendered as part of the school services by a physician or any other person employed or retained by the Policyholder;
Any active participation in a riot, terrorist act, insurrection, or war; either declared or undeclared;
Hernia; Congenital defect; Self-inflicted injuries, suicide, or attempt thereat; Dental implants.
Vegetation or ptomaine poisoning if resulting from an accident or an external wound;
Bacterial infections (except phylogenic infections due to accidental open cuts);
Injuries sustained as a result of practice or participating in senior high school interscholastic tackle football;
Injuries sustained as a result of skiing, or snowboarding unless sponsored, scheduled and supervised by the Policyholder;
Injury or sickness for which Worker's Compensation or similar occupational benefits are available;
Any loss sustained or contracted in consequence of the insured's being intoxicated or under the influence of any narcotic unless administered on the advice of a physician;
Injuries sustained as a result of operating, riding in or on, entering into, alighting from, or being struck by a motorized engine-driven 2, 3, or 4 wheel vehicle, go-cart, dune buggy, all terrain vehicle, snowmobile or similar vehicle.

Bollinger Interscholastic Football and Sports Plan Coverage
Carrier: Monumental Life Insurance Company (Bollinger)
A.M. Best's Rating: A+ XV

<i>Coverage:</i>	<i>Limits:</i>
All Athletes plus Band, Cheerleaders, Majorettes, Junior High Sports & Football, Intramural Sports and Off-Season Conditioning	\$100,000
Payment Basis	\$100 Excess
Benefit Period	10 Year

<i>Terms and Conditions include, but are not limited to, the following:</i>
\$100 Excess - Under this plan, the first \$100 of covered charges are paid without regard to any other applicable coverage that may be in effect. After the first \$100 in covered charges are paid, benefits are then paid on an excess basis (i.e., coverage is provided only for those covered medical expenses that are not covered by other applicable insurance plans).
All interscholastic football and all other interscholastic sports activities, for both boys and girls, can be covered on a blanket basis under this plan. Coverage includes all games, scrimmages, and practices as well as sponsored and supervised weight training, off season conditioning, and group travel activities. Coverage commences on the first day of practice for each sport and continues through playoff, tournament, or post-season championship contests. Full coverage, 24 hours per day, is provided for school sponsored football camps (or other camps) held away from school premises.
Benefits are provided for accidental injuries for which medical treatment by a physician, surgeon, dentist, or registered nurse, hospital services, ambulance services, or x-rays are rendered. The initial treatment must be rendered within 90 days of the date of accident, and benefits are limited to \$1,000,000 for treatment rendered within 5 years of the date of accident under this plan.

<i>Coverage and Valuation:</i>
Maximum benefit: the maximum benefit payable for medical expenses as a result of any one accident is \$1,000,000 payable over a 5 year benefit period
Surgery: up to the usual and customary charge is allowed.
Second opinion: full coverage is provided for consultations and second opinions in cases in which surgery is contemplated.
Physician's visits: non-surgical doctors' visits will be paid up to the usual and customary charge.
Nursing services: services of a graduate registered nurse will be paid up to the usual and customary charges.
X-rays: covered up to the usual and customary charges.
Ambulance: services of a licensed ambulance unit are covered for reasonable and necessary services up to the usual and customary charges.
Hospital: Hospital room and board miscellaneous expenses and outpatient services are covered up to the usual and customary charges for necessary medical services.
Physiotherapy: diathermy, heat treatment, adjustment, manipulation or massage is covered up to the usual and customary charge in the hospital. Coverage is also provided for necessary treatment in the doctor's office, or by a sports medicine center or similar facility up to the usual and customary charge provided the treatment is rendered by a licensed physician or registered physical therapist.
Prescription drugs And appliances: prescription drugs, orthopedic appliances, and braces are covered in full up to the usual and customary charges when prescribed by a physician.

Interscholastic Football and Sports Plan Coverage (Continued)
Carrier: Monumental Life Insurance Company (Bollinger)
A.M. Best's Rating: A+ XV

Coverage and Valuation Continued:

Dental benefit: covered up to the usual and customary charge to a maximum of \$10,000 per accident. Treatment must commence within 26 weeks of the date of the accident and benefits are payable for up to 260 weeks from the date of accident.

Accidental death: \$10,000 will be paid if death occurs due to an accident.

Dismemberment: up to \$20,000 is allowed (based upon a schedule) for dismemberment due to an accident. Only one amount (the greatest) shall be paid for any one accident.

Heat exhaustion and sprains considered a covered accident under interscholastic athletics.

Exclusions include, but are not limited to, the following:

Service or treatment rendered as part of the school services by a physician or any other person employed or retained by the Policyholder;

Any active participation in a riot, terrorist act, insurrection, or war; either declared or undeclared;

Hernia

Self-inflicted injuries, suicide, or attempt thereat;

Vegetation or ptomaine poisoning if resulting from an accident or an external wound;

Bacterial infections (except phylogenetic infections due to accidental open cuts);

Congenital defect;

Injuries sustained as a result of skiing, or snowboarding unless sponsored, scheduled and supervised by the Policyholder;

Injury or sickness for which Worker's Compensation or similar occupational benefits are available;

Any loss sustained or contracted in consequence of the insured's being intoxicated or under the influence of any narcotic unless administered on the advice of a physician;

Injuries sustained as a result of operating, riding in or on, entering into, alighting from, or being struck by a motorized engine-driven 2, 3, or 4 wheel vehicle, go-cart, dune buggy, all terrain vehicle, snowmobile or similar vehicle;

Dental implants.

Excess Workers' Compensation Coverage
Carrier: Safety National Casualty Corporation
A.M. Best's Rating: A+ XII

<i>Program Details</i>	<i>Exposures & Costs</i>
Contract Date	07/01/2018 to 07/01/2019
Estimated Annual Payroll	\$61,905,672
Estimated Standard Premium	\$458,102
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	\$0.12
Workers' Compensation Excess Premium	\$74,287
Pay Plan	Annual

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

<i>Coverage:</i>	<i>Limits:</i>
Privacy Liability Each Claim Aggregate	 \$1,000,000 \$1,000,000
Data Breach Fund Each Claim Aggregate	 \$100,000 \$100,000
Network Security Liability Each Claim Aggregate	 \$1,000,000 \$1,000,000
Regulatory Proceeding Sub Limit of Liability	\$1,000,000
Maximum Policy Aggregate Limit of Liability	\$1,000,000
Internet Media Liability Each Claim Aggregate	 \$1,000,000 \$1,000,000
Network Extortion Each Claim Aggregate	 \$1,000,000 \$1,000,000
First Party Network Security Endorsement Digital Asset Coverage Each Claim Aggregate Business Interruption Coverage Each Claim Aggregate	 \$500,000 \$500,000 \$500,000 \$500,000
Retroactive Date	Full Prior Acts

<i>Retroactive Dates</i>	
All Coverage	Full Prior Acts

<i>Deductibles</i>	
Privacy Liability, Data Breach, Network Security Liability, Internet Media Liability, and Network Extortion	\$10,000
Data Breach Fund	\$0
Digital Asset Coverage	\$10,000
Business Interruption	8 Hours and \$10,000

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

<i>Exclusions include, but are not limited to, the following:</i>
Loss from fire, smoke, explosion, lightning, wind, flood, earthquake, volcanic eruption, tidal wave, landslide, hail, act of God or any other physical event.
Violation of the FTCC Act, Sherman Anti-Trust Act, or Clayton Act.
Intentional or Knowing Violation of the Law by an Insured
Breach of Contract
Discrimination / Humiliation / Wrongful Employment Practices
Electrical or mechanical failure or interruption, disturbance, surge, spike, brownout or blackout, and outages to Utilities, telecommunications, etc.
any failure, interruption, or outage to Internet access service provided by the Internet service provider that hosts the Insured's Website
Unauthorized collection of Personal Information by the Insured, using cookies, spy ware or other Malicious Code or the failure to provide adequate notice that such information is being collected.
SPAM- unsolicited electronic dissemination of faxes or e-mails, Etc.

Commissions Disclosure

East Stroudsburg Area School District

Insurance Program

July 1, 2018 to July 1, 2019

EHD Commissions

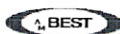
EHD's commission for the proposed policy period equals approximately 9% of your premium for the coverage outlined in this proposal. In addition, EHD may, from time to time, earn additional contingent income from some insurance companies, based on the volume and profitability of the total insurance premiums 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

GUIDE TO BEST'S FINANCIAL STRENGTH RATINGS							
A Best's Financial Strength Rating is an independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations. The rating is based on a comprehensive quantitative and qualitative evaluation of a company's balance sheet strength, operating performance and business profile.							
Financial Strength Ratings							
	Rating	Descriptor	Definition				
Secure	A++, A+	Superior	Assigned to companies that have, in our opinion, a superior ability to meet their ongoing insurance obligations.				
	A, A-	Excellent	Assigned to companies that have, in our opinion, an excellent ability to meet their ongoing insurance obligations.				
	B++, B+	Good	Assigned to companies that have, in our opinion, a good ability to meet their ongoing insurance obligations.				
Vulnerable	B, B-	Fair	Assigned to 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.				
	C++, C+	Marginal	Assigned to 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.				
	C, C-	Weak	Assigned to 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.				
	D	Poor	Assigned to 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.				
	E	Under Regulatory Supervision	Assigned to companies (and possibly their subsidiaries/affiliates) 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.				
	F	In Liquidation	Assigned to companies placed in liquidation by a court of law or under a voluntary agreement. Note: Companies voluntarily liquidated/dissolved generally are not insolvent.				
	S	Suspended	Assigned to rated companies when sudden and significant events affect their balance sheet strength or operating performance and rating implications cannot be evaluated due to a lack of timely or adequate information.				
Rating Outlooks							
Assigned to an interactive Financial Strength Rating (A++ to D) to indicate its potential direction over an intermediate term, generally defined as 12 to 36 months.							
Positive	Indicates possible rating upgrade due to favorable financial/market trends relative to the current rating level.						
Negative	Indicates possible rating downgrade due to unfavorable financial/market trends relative to the current rating level.						
Stable	Indicates low likelihood of a rating change due to stable financial/market trends.						
Rating Modifiers							
Modifier	Descriptor	Definition					
u	Under Review	Indicates the rating may change in the near term, typically within six months. Generally is event driven, with positive, negative or developing implications.					
pd	Public Data	Indicates rating assigned to insurer that chose not to participate in A.M. Best's interactive rating process.					
s	Syndicate	Indicates rating assigned to a Lloyd's syndicate.					
Affiliation Codes							
Indicates rating is based on a type of affiliation with other insurers.		g	Group	p	Pooled	r	Reinsured
Not Rated Categories							
Assigned to companies reported on by A.M. Best, but not assigned a Best's Rating.							
NR-1: Insufficient Data.		NR-2: Insufficient Size and/or Operating Experience.			NR-3: Rating Procedure Inapplicable.		
NR-4: Company Request.		NR-5: Not Formally Followed.					
Rating Disclosure							
The Financial Strength Rating opinion addresses the relative ability of an insurer to meet its ongoing insurance obligations. The ratings are not assigned to specific insurance policies or contracts and do 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. A Financial Strength Rating 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 arriving at a rating decision, A.M. Best relies on third-party audited financial data and/or other information provided to it. While this information is believed to be reliable, A.M. Best does not independently verify the accuracy or reliability of the information. For additional details, see A.M. Best's <i>Terms of Use</i> at www.ambest.com .							
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Version 070208							





EHD Service Team Chart

<i>Branch Office</i>	<i>Home Office</i>
One Meridian Blvd. Suite 4A01 Wyomissing, PA 19610 800-438-2525 610-374-5612	1857 William Penn Way P O Box 11600 Lancaster, PA 17601 800-544-7292 717-394-0842 FAX

www.ehd-ins.com

Service Team

<i>Name</i>	<i>Responsibility</i>	<i>Contact Number</i>
Robert B. Thompson, ARM, CSRM Assistant Vice President	Overall Account Management	Phone: 800-438-2525 Fax: 610-374-5612 Email: rbthompson@ehd-ins.com
Astra M. Marx, CIC, CISR Senior Commercial Account Manager	Day to Day Customer Service Questions, Policy Changes, Certificates	Phone: 800-438-2525 Ext. 120 Fax: 610-374-5612 Email: ammarx@ehd-ins.com
Linda M. Herr, AIC Claims Representative	Reporting Claims and ongoing claims management and communications	Phone: 800-544-7292 Ext. 231 Fax: 717-390-4339 Email: lmherr@ehd-ins.com
Krista L. Miller, AVP-Claims Work Comp Advocate	Work with Insured and Carrier to resolve workers' compensation claims	Phone: 800-544-7292 Ext. 300 Fax: 717-390-4339 Email: klmiller@ehd-ins.com
Stephen J. Wolszczenski Risk Control Consultant	Risk Control & Safety	Phone: 800-544-7292 Ext. 264 Fax: 717-390-4339 Email: sjwolszczenski@ehd-ins.com

	<i>Other EHD Personnel</i>	
Jon K. Miles, CPCU, AAI	President & CEO	800-544-7292 Ext. 330
James P. Lewis	Executive Vice President/P&C	800-544-7292 Ext. 240
Scott K. Radcliffe	Executive Vice President/Benefits Svcs.	800-544-7292 Ext. 329
Michael S. Malinowski	Vice President/Branch Manager	800-438-2525 Ext. 107
Christine I. Jensen, CPIW, AIS, API, CISR	Sr. Vice President / Personal Lines	800-544-7292 Ext. 346
Thomas R. Getz, CPCU, AIC	Sr. Vice President / Claims Manager	800-544-7292 Ext. 310

V. ITEMS FOR DISCUSSION

k. Homestead/Farmstead

H/F COMAPRISON
5/12/2018

	2017-18		2018-19	
	MONROE	PIKE	MONROE	PIKE
ALLOCATION	\$	4,345,839.46	\$	4,347,613.40
# HOMESTEADS	7,288	2,758	7,288	2,780
# FARMSTEADS	3	0	3	0
\$ TAX RELIEF	\$ 432.50	\$ 432.50	\$ 431.70	\$ 431.70

V. ITEMS FOR DISCUSSION

m. Board Treasurer's Report

East Stroudsburg Area School District

Year to Date Budget/Actual Report

As of April 30, 2018

Revenues	Original Budget	Actual	Percentage of Budget Used
Local Sources	(\$104,021,036.00)	(\$100,383,628.31)	96.50%
State Sources	(\$43,694,866.00)	(\$32,238,209.48)	73.78%
Federal Sources	(\$2,445,516.00)	(\$3,281,971.62)	134.20%
Other Financing Sources	(\$3,956,196.00)	(\$108,495.10)	2.74%
Total Revenue	#REF!	#REF!	#REF!

Expenditures	Original Budget	Actual	Percentage of Budget Used
Instruction	\$84,789,652.67	\$58,931,528.70	69.88%
Support Services	\$23,273,737.23	\$16,118,498.50	69.80%
Operation & Maintenance of Plant	\$13,878,054.72	\$10,542,940.18	77.09%
Transportation	\$13,250,595.00	\$10,392,148.93	80.62%
Non-Instructional Services	\$2,733,100.00	\$1,890,059.52	71.27%
Other expenditures & financing uses	\$18,435,700.81	\$16,174,203.78	89.41%
Total Expenditures	#REF!	#REF!	#REF!

V. ITEMS FOR DISCUSSION

o. J.M. Hill Concrete Bid Results

East Stroudsburg Area School District
J.M. Hill Elementary Sidewalks and Curbing Replacement Project
DEI Project No. 287009

Bid Tabulation

Thursday, May 10, 2018 @ 2:00PM

Vendor	Bid Bond	Non-Collusion Affidavit	Base Bid
Barker & Barker (Gaver)	✓	✓	\$140,646.50
Kobalt Construction	✓	✓	\$187,000.00
Leeward Construction	✓	✓	\$71,720.00
L. Marki & Son, Inc.	Did Not Submit	Did Not Submit	Did Not Submit
Northeast Masonry		✓	\$54,173.00
The Vanic Co.	✓	✓	\$69,377.25

V. ITEMS FOR DISCUSSION

p. Property & Facilities Items

ii. North Campus ESCO

**EAST STROUDSBURG AREA SCHOOL DISTRICT
SUMMARY OF NEW MONEY OPTIONS**

**Option 1 - \$200k Run Rate:
Level Debt Service**

1

	ESCO
Principal	\$2,910,000
Timing	May 2018
Term	20 Years
Structure	Level

2	3	4	5	6
		ESTIMATED	LESS:	
Fiscal Year Ending	Existing Local Effort	Proposed Local Effort [1]	Energy & Operational Savings	Total Local Effort
6/30/2018	14,409,704			14,409,704
6/30/2019	14,522,905	204,204		14,727,109
6/30/2020	14,545,716	201,454		14,747,170
6/30/2021	14,545,201	203,561		14,748,762
6/30/2022	14,544,292	200,433		14,744,725
6/30/2023	14,546,157	202,213		14,748,370
6/30/2024	14,546,499	203,745		14,750,244
6/30/2025	14,546,761	200,020		14,746,781
6/30/2026	14,548,235	201,220		14,749,455
6/30/2027	14,548,625	202,190		14,750,815
6/30/2028	14,554,932	202,938		14,757,870
6/30/2029	14,560,347	203,458		14,763,805
6/30/2030	14,562,923	203,745		14,766,668
6/30/2031	355,182	203,795		558,977
6/30/2032	178,634	203,603		382,237
6/30/2033	5,911	203,163		209,074
6/30/2034	5,738	202,470		208,208
6/30/2035	5,565	201,520		207,085
6/30/2036	5,392	200,325		205,717
6/30/2037	5,219	203,899		209,118
6/30/2038	5,046	202,059		207,105
6/30/2039	4,873			4,873
6/30/2040	4,700			4,700
TOTAL	189,558,559	4,050,013	0	193,608,572

[1] Assumes no state reimbursement

**EAST STROUDSBURG AREA SCHOOL DISTRICT
SUMMARY OF NEW MONEY OPTIONS**

**Option 2 - \$200k Run Rate:
Wrap Around Debt Service**

1

	ESCO
Principal	\$5,910,000
Timing	May 2018
Term	13 Years
Structure	Wrap

2	3	4	5	6
		ESTIMATED	LESS:	
Fiscal Year Ending	Existing Local Effort	Proposed Local Effort [1]	Energy & Operational Savings	Total Local Effort
6/30/2018	14,409,704			14,409,704
6/30/2019	14,522,905	202,753		14,725,658
6/30/2020	14,545,716	202,628		14,748,344
6/30/2021	14,545,201	202,497		14,747,698
6/30/2022	14,544,292	202,361		14,746,652
6/30/2023	14,546,157	202,221		14,748,377
6/30/2024	14,546,499	202,076		14,748,575
6/30/2025	14,546,761	201,927		14,748,688
6/30/2026	14,548,235	201,775		14,750,010
6/30/2027	14,548,625	201,620		14,750,245
6/30/2028	14,554,932	201,463		14,756,395
6/30/2029	14,560,347	201,303		14,761,650
6/30/2030	14,562,923	201,140		14,764,063
6/30/2031	355,182	6,045,975		6,401,157
6/30/2032	178,634			178,634
6/30/2033	5,911			5,911
6/30/2034	5,738			5,738
6/30/2035	5,565			5,565
6/30/2036	5,392			5,392
6/30/2037	5,219			5,219
6/30/2038	5,046			5,046
6/30/2039	4,873			4,873
6/30/2040	4,700			4,700
TOTAL	189,558,559	8,469,737	0	198,028,296

[1] Assumes no state reimbursement

**EAST STROUDSBURG AREA SCHOOL DISTRICT
SUMMARY OF NEW MONEY OPTIONS**

**Option 3 - \$5 Million:
Level Debt Service**

1

	ESCO
Principal	\$5,000,000
Timing	May 2018
Term	20 Years
Structure	Level

2	3	4	5	6
		ESTIMATED	LESS:	
Fiscal Year Ending	Existing Local Effort	Proposed Local Effort [1]	Energy & Operational Savings	Total Local Effort
6/30/2018	14,409,704			14,409,704
6/30/2019	14,522,905	351,767		14,874,672
6/30/2020	14,545,716	352,017		14,897,733
6/30/2021	14,545,201	351,889		14,897,090
6/30/2022	14,544,292	346,449		14,890,740
6/30/2023	14,546,157	345,849		14,892,005
6/30/2024	14,546,499	349,924		14,896,423
6/30/2025	14,546,761	348,517		14,895,278
6/30/2026	14,548,235	346,829		14,895,064
6/30/2027	14,548,625	344,854		14,893,479
6/30/2028	14,554,932	347,609		14,902,541
6/30/2029	14,560,347	344,929		14,905,276
6/30/2030	14,562,923	346,967		14,909,890
6/30/2031	355,182	348,552		703,733
6/30/2032	178,634	349,674		528,308
6/30/2033	5,911	345,324		351,235
6/30/2034	5,738	345,664		351,402
6/30/2035	5,565	345,514		351,079
6/30/2036	5,392	344,894		350,286
6/30/2037	5,219	348,827		354,046
6/30/2038	5,046	347,127		352,173
6/30/2039	4,873			4,873
6/30/2040	4,700			4,700
TOTAL	189,558,559	6,953,174	0	196,511,733

[1] Assumes no state reimbursement

**EAST STROUDSBURG AREA SCHOOL DISTRICT
SUMMARY OF NEW MONEY OPTIONS**

**Option 4 - \$5 Million:
Wrap Around Debt Service**

1

	ESCO
Principal	\$5,000,000
Timing	May 2018
Term	13 Years
Structure	Wrap

2	3	4	5	6
		ESTIMATED	LESS:	
Fiscal Year Ending	Existing Local Effort	Proposed Local Effort [1]	Energy & Operational Savings	Total Local Effort
6/30/2018	14,409,704			14,409,704
6/30/2019	14,522,905	172,268		14,695,173
6/30/2020	14,545,716	172,143		14,717,859
6/30/2021	14,545,201	172,012		14,717,213
6/30/2022	14,544,292	171,876		14,716,167
6/30/2023	14,546,157	171,736		14,717,892
6/30/2024	14,546,499	171,591		14,718,090
6/30/2025	14,546,761	171,442		14,718,203
6/30/2026	14,548,235	171,290		14,719,525
6/30/2027	14,548,625	171,135		14,719,760
6/30/2028	14,554,932	170,978		14,725,910
6/30/2029	14,560,347	170,818		14,731,165
6/30/2030	14,562,923	170,655		14,733,578
6/30/2031	355,182	5,105,490		5,460,672
6/30/2032	178,634			178,634
6/30/2033	5,911			5,911
6/30/2034	5,738			5,738
6/30/2035	5,565			5,565
6/30/2036	5,392			5,392
6/30/2037	5,219			5,219
6/30/2038	5,046			5,046
6/30/2039	4,873			4,873
6/30/2040	4,700			4,700
TOTAL	189,558,559	7,163,432	0	196,721,991

[1] Assumes no state reimbursement

Revised

HSN/LIS ESCO REPORT

FINANCE COMMITTEE

5-14-18



What is an ESCO

Energy Savings Contract – utilizes energy savings to offset project cost

Contractor guarantees energy savings

Energy savings used to offset borrowing costs to fund project – “self-funding?”

Operational savings enable other facilities projects to be completed by freeing up time and money

Design – Build project

Resica conversion from Electric to Propane

How did we get here?

ATC Pneumatic Controls

- Top priority in original capital plan 2014-15
- Extensive air leaks rendering controls in operative and inefficient
- Wearing out of mechanical controls
- Est Cost \$2,875,000
- Board requested we look at an Energy Savings Contract to cover cost of replacing control systems

Trane

- Conducted energy audit and found efficiencies could be obtained
- Power meter study – validate initial impressions
- Have identified a number of potential projects that will produce energy savings

Base Project

Replace Pneumatic Controls with electronic control system

Improve operations of cooling tower

Switch boilers from expensive and less efficient heating oil to lower cost and more efficient propane

Estimated Cost: \$4.2 to \$4.4M

Estimated Savings

- Estimated Energy Savings: \$93,000 to \$122,000/yr
- Estimated Operational Savings: \$8,000 to \$12,000/yr

Option 1: Replacement of Univents

~170 univents

Pros

- Univents are 18-19 yrs old, Expected life is 20-25 years – will need to be replaced in the near future
- More costly to replace later
 - New univents come with ATC controls already built in, avoid cost of putting new controls on old univents
 - Replacing later will require new controls to be removed from current univents and put on new univents
 - Saves ~ \$1.0M
- Minimizes disruption in school by doing it now instead of later

Cons

- Adds \$900,000 to \$1.1M to project cost

Estimated Savings

- Estimated Energy Savings: \$15,000 to \$20,000/yr

Option 2: Lighting Upgrade to LED

Pros

- Facilities spends a lot of time and money replacing lamps and ballasts especially outside lighting due to weather and wind
- Camera replacement scheduled for 2018-19
 - ~ 300 cameras
 - requiring opening ceilings to run cabling
 - Wiring can be done under ESCO since electricians will already be opening ceilings to replace lighting fixtures
 - Make camera project less expensive and avoid duplication of labor

Cons

- Adds \$1.3M to \$1.5M to project cost

Estimated Savings

- Estimated Energy Savings: \$40,000 to \$50,000/yr
- Estimated Operational Savings: \$7,000 - \$10,000/yr

Other Potential Projects

Building Envelope

- Estimated Cost: \$250,000 to \$265,000
- Estimated Energy Savings: \$28,000 to \$32,000/yr

Plug-load Management

- Estimated Cost: \$30,000 to \$35,000
- Estimated Energy Savings: \$3,000 to \$5,000/yr

Natatorium HVAC Replacement

- Estimated Cost: \$250,000 to \$270,000
- Estimated Energy Savings: \$3,000 to \$4,000/yr

Enlarge Exterior Openings for Univent



Project Summary

PROJECT	PROJECT COST	TOTAL COST	PROJECT ANNUAL ENERGY SAVINGS	TOTAL ANNUAL ENERGY SAVINGS
Base Project	\$4,400,000	\$4,400,000	\$122,000	\$122,000
Replace Univents	\$1,100,000	\$5,500,000	\$ 20,000	\$142,000
Lighting Upgrades	\$1,500,000	\$7,000,000	\$ 50,000	\$192,000
Building Envelope	\$ 265,000	\$7,265,000	\$ 32,000	\$224,000
Plug Load Management	\$ 35,000	\$7,300,000	\$ 5,000	\$229,000
Natatorium HVAC	\$ 270,000	\$7,570,000	\$ 4,000	\$233,000

Financing Options

FUNDING	AMOUNT	TOTAL AVAILABLE	ANNUAL PAYMENT	TERM
Capital Reserve	\$2,875,000	\$2,875,000	\$ 0	0 yrs
Bond Option 1	\$2,910,000	\$5,785,000	\$200,000	20 yrs - Level
Bond Option 2	\$5,910,000	\$8,785,000	\$200,000	13 yrs – Wrap
Bond Option 3	\$5,000,000	\$7,875,000	\$350,000	20yrs – Level
Bond Option 4	\$5,000,000	\$7,875,000	\$171,000	13 yrs - Wrap

Possible Outcomes

Goal is to gain guidance on direction and framing the scope of work

- Is there an interest in pursuing an ESCO or look at a traditional bid?
- Is there an interest in considering options other than just replacing the pneumatic controls?
 - If not, than an ESCO will not make sense since not enough energy savings to support project
 - If there is, what other options would you like us to consider?

Base Project is not self-funding and will require some financing or additional Cap Res \$

Capital Reserve + Bond Option 1 will cover Base Project + Univalent Replacement, but requires \$60,000/yr beyond energy savings

Capital Reserve + Bond Options 2 or 4 will cover Base Project + all Options and will be self-funding

- Can be scaled back if want to cover some, but not all options

V. ITEMS FOR DISCUSSION

p. Property & Facilities Items

iii. Northsite Power Meters – Trane Application - \$35,958.00

**TRANE**

Trane U.S. Inc.

3600 PAMMEL CREEK ROAD
LA CROSSE, WI 546017599

ATTACHMENT VI.C.1

PAYMENT REQUISITION

Remit To: Trane U.S. Inc.
PO BOX 406469
ATLANTA, GA 30384-6469

Contract
Name and Location: See applicable Tax Detail page(s)

Bill To: EAST STROUDSBURG SCHOOL DIST
50 VINE STREET
EAST STROUDSBURG, PA 18301

TYPE	INVOICE
*** NUMBER	38892955
DATE	21-MAR-18
PAGE	1
PURCHASE ORDER NUMBER	Signed Proposal
CONTRACT NAME	ESSD - Northsite Energy Meter
CUSTOMER ACCOUNT #	3644415
PREVIOUS #	

Payment Terms	Due Date	Credit Job #	Contract #
N30	20-APR-18	D417446	CID00057761

Application No. 01 for work completed thru 21-MAR-18

1. ORIGINAL CONTRACT SUM:	\$35,958.00	4. TOTAL COMPLETED & STORED TO DATE:	\$35,958.00
2. Net Change by Change Orders:	\$0.00	a. Percentage Completed:	100.00%
3. CONTRACT SUM TO DATE:	\$35,958.00	5. RETAINAGE:	
		a. 0.00% of Completed Work:	\$0.00
		b. 0.00% of Stored Material:	\$0.00
		Total Retainage	\$0.00
		6. TOTAL EARNED LESS RETAINAGE:	\$35,958.00
		7. LESS PREVIOUS REQUESTS FOR PAYMENT:	\$0.00

8. CURRENT PROJECT PAYMENT DUE: (Before Applicable Sales Taxes)	\$35,958.00
9. Applicable Sales Taxes: See applicable Tax Detail page(s)	\$0.00
10. Amount Due This Requisition:	\$35,958.00
Currency: USD	

Sections Included: Summary Sheet, Detail Sheet(s) and Tax Detail Sheet(s)

SPECIAL INSTRUCTIONS:

*** PLEASE REFERENCE NUMBER 38892955 WITH YOUR PAYMENT

APPLICATION AND CERTIFICATION FOR PAYMENT (SUMMARY SHEET)

INV NBR: 38892955

TO: EAST STROUDSBURG SCHOOL DIST

CONTRACT NAME: ESSD - Northsite Energy Meteri

CONTRACT LOCATION: Trane
1185 NORTH WASHINGTON STREET
WILKES BARRE, PA 18705

FROM: Trane

1185 NORTH WASHINGTON STREET

WILKES BARRE, PA 18705

See applicable Tax Detail page(s)

CONTRACT DATE: 16-OCT-17

CONTRACT NUMBER: CID00057761

CUST PO NO: Signed Proposal

APPLICATION NO: 01

APPLICATION DATE: 21-MAR-18

PERIOD TO: 21-MAR-18

CUST PROJECT NO: Signed Proposal

APPLICATION FOR PAYMENT

Application is made for payment, as shown below, in connection with the Contract.

1. ORIGINAL CONTRACT SUM: \$35,958.00

2. Net Change by Change Orders: \$0.00

3. CONTRACT SUM TO DATE: (Line 1 +/- 2) \$35,958.00

4. TOTAL COMPLETED & STORED TO DATE: (Column G on Detail Sheet) \$35,958.00

5. RETAINAGE:

a. 0.00% of Completed Work: \$0.00

b. 0.00% of Stored Material: \$0.00

6. TOTAL EARNED LESS RETAINAGE: (Column F on Detail Sheet) \$0.00

7. LESS PREVIOUS CERTIFICATES FOR PAYMENT: (Line 4 less Line 5 Total) \$35,958.00

8. CURRENT PAYMENT DUE: Before applicable Sales Tax \$0.00

9. BALANCE TO FINISH, INCLUDING RETAINAGE: (Line 3 less line 6) \$0.00

CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS
Total changes approved in previous months	\$0.00	\$0.00
Total approved this Month	\$0.00	\$0.00
TOTALS	\$0.00	\$0.00
NET CHANGES by Change Order	\$0.00	

The undersigned Company Certifies that to the best of the Company's knowledge, information and belief, the work covered by this Application For Payment has been completed in accordance with the Contract Documents, and that current payment shown herein is now due

COMPANY: Trane

By: DATE:

State of:

County of:

Subscribed and sworn to before me this day of

My Commission expires:

CERTIFICATE FOR PAYMENT

In accordance with the Contract Documents, based on on-site observations and the data comprising this application, the undersigned company Certifies that to the best of their knowledge, information and belief, the Work has progressed as indicated, the quality of the Work is in accordance with the Contract Documents, and the company indicated above is entitled to payment of the AMOUNT CERTIFIED.

AMOUNT CERTIFIED: \$35,958.00

(Attach explanation if amount certified differs from the amount applied for. Initial all figures on this Application and on the Detail Sheet that are changed to conform to the amount certified.)

CERTIFIER: BY: Date:

ACCEPTANCE: BY: Date:

This Certificate is not negotiable. The AMOUNT CERTIFIED is payable only to the company named herein. Issuance, payment and acceptance of payment are without prejudice to any rights of the party under this Contract.

DETAIL SHEET

INV NBR: 38892955

APPLICATION AND CERTIFICATE FOR PAYMENT,
containing Certification, is attached.

APPLICATION NO: 01
APPLICATION DATE: 21-MAR-18
PERIOD TO: 21-MAR-18

CUST PO NUMBER: Signed Proposal
CONTRACT DATE: 16-OCT-17
CONTRACT NUMBER: CID00057761

A ITEM NO.	B DESCRIPTION OF WORK	C SCHEDULED VALUE	D WORK COMPLETED		E THIS PERIOD	F MATERIALS PRESENTLY STORED (NOT IN D OR E)	G TOTAL COMPLETED AND STORED TO DATE (D + E + F)	H BALANCE TO FINISH (C - G)	I RETAINAGE
			FROM PREVIOUS APPLICATION (D + E)	THIS PERIOD					
1	Lump Sum	35,958.00	0.00	35,958.00	0.00	35,958.00	100.00%	0.00	0.00

*** CONTINUED ***

INV NBR: 38892955

CUST PO NUMBER:
CONTRACT DATE:
CONTRACT NUMBER:

*** CONTINUED ***

DETAIL SHEET

INV NBR: 38892955

APPLICATION AND CERTIFICATE FOR PAYMENT,
containing Certification, is attached.

APPLICATION NO:
APPLICATION DATE:
PERIOD TO:

01

21-MAR-18
21-MAR-18

CUST PO NUMBER: Signed Proposal
CONTRACT DATE: 16-OCT-17
CONTRACT NUMBER: CID00057761

A ITEM NO.	B DESCRIPTION OF WORK	C SCHEDULED VALUE	D WORK COMPLETED		E THIS PERIOD	F MATERIALS PRESENTLY STORED (NOT IN D OR E)	G TOTAL COMPLETED AND STORED TO DATE (D + E + F)	H BALANCE TO FINISH (C - G)	I RETAINAGE
			FROM PREVIOUS APPLICATION (D + E)	THIS PERIOD					

TOTAL	35,958.00	0.00	35,958.00	0.00	35,958.00	100.0%	0.00	0.00
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ORIGINAL DOCUMENT

Form: 032182JS

TAX DETAIL SHEET

INV NBR: 38892955

APPLICATION AND CERTIFICATE FOR PAYMENT,
containing Certification, is attached.

APPLICATION NO:
APPLICATION DATE:
PERIOD TO:

01
21-MAR-18
21-MAR-18

CUST PO NUMBER:
CONTRACT DATE:
CONTRACT NUMBER:

Signed Proposal
16-OCT-17
CID00057761

Location: EAST STROUDSBURG SCHOOL DIST
257 TIMBERWOLF DRIVE

DINGMANS FERRY, PA 18328

Billing this period less retainage: \$35,958.00
Applicable Sales Taxes:
Tax State @ 0.00% \$0.00
Tax County @ 0.00% \$0.00
Tax City @ 0.00% \$0.00
Tax District @ 0.00% \$0.00

V. ITEMS FOR DISCUSSION

p. Property & Facilities Items

- iv. JTL Masonry – Jones Pay App #6 - \$95,990.15

APPLICATION AND CERTIFICATION FOR PAYMENT
TO: East Stroudsburg Area School District
50 Vine Street
East Stroudsburg, PA 18301

AIA DOCUMENT G702
PROJECT: J T Lambert Intermediate School Masonry Repairs
APPLICATION NO.: 6

Page one of 2 Pages

Distribution to:

OWNER	
ARCHITECT	X
CONTRACTOR	

PERIOD TO: 12/15/17

FROM CONTRACTOR: Jones Masonry Restoration Corporation
CONTRACT FOR: D'Huy Engineering, Inc.

PROJECT NO: 287005

CONTRACT DATE:

CONTRACTOR'S APPLICATION FOR PAYMENT

Application is made for payment, as shown below, in connection with the Contract.
Continuation Sheet, AIA Document G703, is attached.

The undersigned Contractor certifies that to the best of the Contractor's knowledge, information and belief the Work covered by this Application for payment has been completed in accordance with the Contract Documents, that all amounts have been paid by the Contractor for Work for which previous Certificates for Payment were issued and payments received from the Owner, and that current payment shown herein is now due.

1. Original Contract Sum \$ 1,548,000.00
2. Net change by Change Orders \$ 17,375.00
3. Contract Sum to Date (line 1 + 2) \$ 1,565,375.00
4. TOTAL COMPLETED & STORED TO DATE (COLUMN G ON G703) \$ 1,543,881.65
5. RETAINAGE: a. 0% of Completed Work \$ 0.00
(Column D + E on G703)
b. 0% of Stored Material \$ 0
(Column F on G703)
Total Retainage (lines 5a + 5b or total in Column 1 of G703)
6. TOTAL EARNED LESS RETAINAGE \$ 1,533,881.65
(Line 4 Less Line 5 Total)
7. LESS PREVIOUS CERTIFICATES FOR PAYMENT (Line 6 from prior Certificate) \$ 1,437,891.50
8. CURRENT PAYMENT DUE \$ 95,990.15
9. BALANCE TO FINISH, INCLUDING RETAINAGE (Line 3 less Line 6) \$ 31,493.35

CONTRACTOR: Jones Masonry Restoration Corporation

By: *Trina R. Hardison*

State of: PA

Date: 4/16/18

County of: Dauphin

Subscribed and sworn to before me this 18th day of April 2017

Notary Public: *Trina R. Hardison*

My Commission expires: 10/04/2020

COMMONWEALTH OF PENNSYLVANIA

NOTARIAL SEAL

Trina R. Hardison

Lower Paxton Twp, Dauphin County

My Commission Expires 10/04/2020

ARCHITECT'S CERTIFICATE FOR PAYMENT

In accordance with the Contract Documents, based on-site observations and the data comprising the application, the Architect certifies to the Owner that to the best of the Architect's knowledge, information and belief the Work has progressed as indicated, the quality of the Work is in accordance with the Contract Documents, and the Contractor is entitled to payment of the Amount Certified.

AMOUNT CERTIFIED\$ 95,990.15

(Attach explanation if amount certified differs from the amount applied. Initial all figures on this Application and on the Continuation Sheet that are changed to conform with the amount certified.)
ARCHITECT:

BY: *Jordan Agui* Date: 4/19/18

This Certificate is not negotiable. The AMOUNT CERTIFIED is payable only to the Contractor named herein. Issuance, payment and acceptance of payment are without prejudice to any rights of the Owner of Contractor under this Contract.

CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS
Total changes approved in previous months by owner		
Total approved this Month	17,375.00	
TOTALS	17,375.00	
NET CHANGES By Change order	17,375.00	

AIA DOCUMENT G702-APPLICATION AND CERTIFICATION FOR PAYMENT, 1992 EDITION, AIA

Users may obtain validation of this document by requesting a completed AIA Document D401 - Certification of Document's Authenticity from the Licensee.

CONTINUATION SHEET

APPLICATION NO. 6
 PERIOD ENDING 12/15/2017
 Architect's No. 287005

Project No.

ITEM NO.	DESCRIPTION OF WORK	SCHEDULED VALUE	PREVIOUS	THIS PERIOD	STORED MATERIAL	TOTAL COMPLETE	% COMPLETE	BALANCE TO FINISH	RETAINAGE
1	Mobilization	142,500.00	142,500.00			142,500.00	100%	0.00	7,125.00
2	Submittals	28,500.00	28,500.00			28,500.00	100%	0.00	1,425.00
3	Bond	46,440.00	46,440.00			46,440.00	100%	0.00	2,322.00
4	JT Lambert								
5	Masonry Cleaning	60,000.00	60,000.00			60,000.00	100%	0.00	3,000.00
6	Masonry Veneer Replacement	292,310.00	292,310.00			292,310.00	100%	0.00	14,615.50
7	Caulking	72,000.00	72,000.00			72,000.00	100%	0.00	3,600.00
8	Window Head Repair	150,000.00	150,000.00			150,000.00	100%	0.00	7,500.00
9	Site Walls Reconstruction	375,000.00	375,000.00			375,000.00	100%	0.00	18,750.00
10	Steel	80,000.00	80,000.00			80,000.00	100%	0.00	4,000.00
11	Metal Coping	15,000.00	15,000.00			15,000.00	100%	0.00	750.00
12	Landscaping	10,000.00	5,000.00			5,000.00	50%	5,000.00	250.00
13	Lintel Replacement	5,000.00	5,000.00			5,000.00	100%	0.00	250.00
14	Alternate#1	18,000.00	18,000.00			18,000.00	100%	0.00	900.00
15	Allowance	105,400.00	94,820.00	-5,913.35		88,906.65	84%	16,493.35	4,445.33
16	North High School								
17	Masonry Veneer Replacement	80,000.00	80,000.00			80,000.00	100%	0.00	4,000.00
18	Repointing	40,000.00	40,000.00			40,000.00	100%	0.00	2,000.00
19	Caulking	3,000.00	3,000.00			3,000.00	100%	0.00	150.00
20	Masonry Cleaning	3,000.00	3,000.00			3,000.00	100%	0.00	150.00
21	Sheet Metal	3,000.00	0.00	3,000.00		3,000.00	100%	0.00	150.00
22	Close Out Documents	5,000.00	0.00	5,000.00		5,000.00	100%	0.00	250.00
23	Demobilization	13,850.00	0.00	13,850.00		13,850.00	100%	0.00	692.50
24	Change Order #1	17,375.00	0.00	17,375.00		17,375.00	100%	0.00	868.75
		1,565,375.00	1,510,570.00	33,311.65		1,543,881.65		21,493.35	77,194.08