

MEMORANDUM OF UNDERSTANDING

(MOU)

between

East Stroudsburg Area School District

and

MotaWord LLC.

This is an agreement between East Stroudsburg Area School District and MotaWord.

I. PURPOSE & SCOPE

The purpose of this MOU is for MotaWord to provide translation services to the East Stroudsburg Area School District.

In particular, this MOU is intended to extend MotaWord's translation services as defined in the Lee's Summit R-7 School District's terms and conditions to (re:Translation Services R-20/21-01) East Stroudsburg Area School District.

II. BACKGROUND

Lee's Summit School District, MO and MotaWord LLC. have signed an agreement on October 23, 2020 for MotaWord to provide Translation Services. The signed Translation Services Agreement R-20/21-01 can be found at the following URL:

http://pds.lsr7.org/wp-content/uploads/sites/52/2020/11/R-20-21-02-Translation-Serv-Agrmt-MotaWord.docx_.pdf

MotaWord currently extends the use of the above mentioned agreement's terms and conditions with the same pricing* to any public school district in the United State and in this MoU to East Stroudsburg Area School District.

*Please note that we add new languages to our MotaWord platform and they may be priced differently than shown in the above referenced agreement. For example, we have added Hakha Chin, Chuukese, Somali, and Tibetan after the agreement was signed as per our other School

Districts' request and the pricing is different from our \$0.14/word pricing. MotaWord keeps the right to add new languages and price them depending on the market.

III. East Stroudsburg Area School District RESPONSIBILITIES UNDER THIS MOU

East Stroudsburg Area School District shall order any translation document through MotaWord's website under the same terms and conditions described in the R-20/21-01 agreement.

IV. MotaWord RESPONSIBILITIES UNDER THIS MOU

MotaWord shall deliver all the translation work ordered by East Stroudsburg Area School District under the same terms and conditions described in the R-20/21-01 agreement. MotaWord also agrees to keep the same prices submitted to Lee's Summit R-7 School District.

VII. EFFECTIVE DATE AND SIGNATURE

This MOU shall be effective upon the signature of East Stroudsburg Area School District and MotaWord authorized officials. It shall be in force from 07/27/2021 until it is terminated by either party.

Both Parties indicate agreement with this MOU by their signatures.

Signatures and dates

East Stroudsburg Area School District

MotaWord LLC.

Signature: _____

Signature: _____

Title: _____

Title: _____

Date: _____

Date: _____

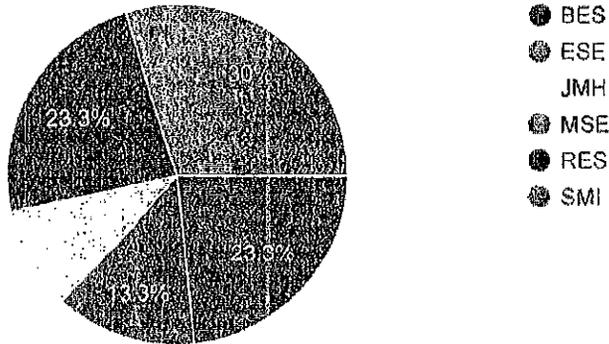
STEAM*R Program Evaluation - Parent Survey (Summer 2021)

30 responses

Publish analytics

School where your child attended the STEAM*R Summer Program:

30 responses



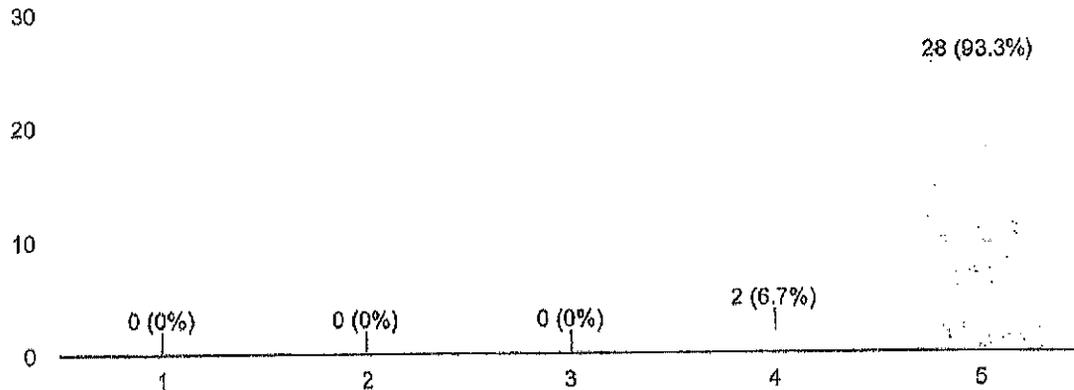
Please answer the following questions using a scale of #'s 1 through 5 as follows:

- 1 - Strongly Disagree
- 2 - Disagree
- 3 - Neutral
- 4 - Agree
- 5 - Strongly Agree



My child enjoyed the sessions and activities.

30 responses



If your child had a favorite session or activity that they told you about, please list it here.

26 responses

My child enjoyed opening morning meeting and his club.

Crafts were fun! Able to express all the art (eg Eiffel Tower)

Art and legos

She loved all the activities. One of her favorites was the bento box.

Loved making his LEGO giraffe, model magic Olympic medal, Torch, learning Japanese version of rock, paper, scissors game and the dances and stretches.

They liked seeing their friends

Stem Club and Book Club

Learning about the Olympics and making the crafts

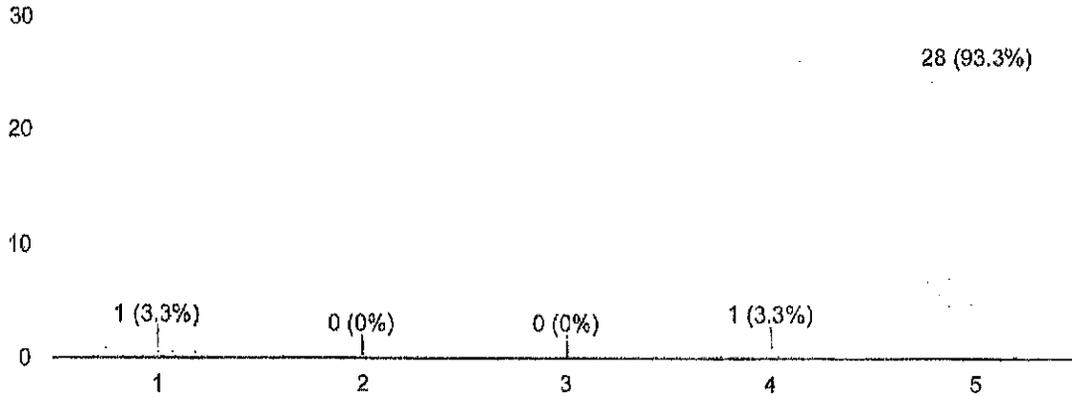
She enjoyed the arts and crafts and the Jeopardy game.

see attached for add'l comments



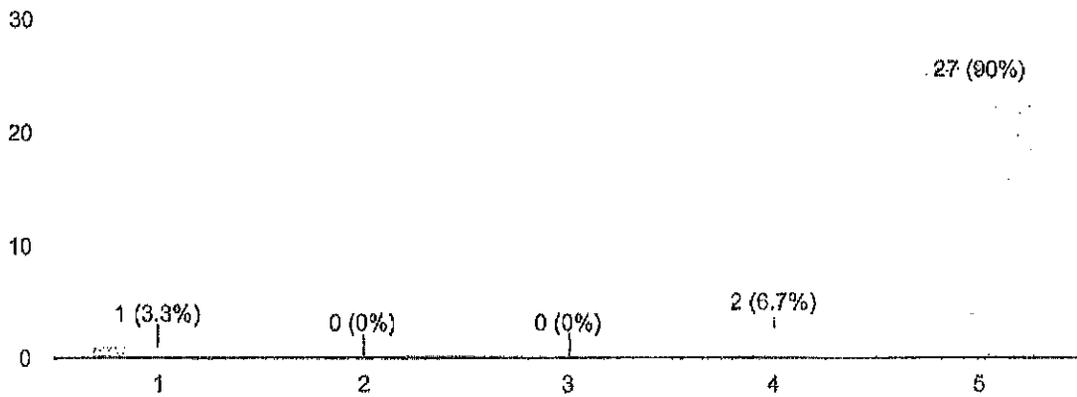
I felt my child benefited from attending the STEAM*R Summer Program.

30 responses



I feel that the STEAM*R Summer Program offered quality learning opportunities for my child.

30 responses



Comments and suggestions:

16 responses

Thank you!

JMH teachers are excellent. They go above and beyond all the time.

Thanks for the opportunities! Great topic that ties to current events and helps connect learning to the real world. Watching the Olympics making great connections for Sammy is so cool!

Well done! Thanks to all the teachers and organizers!

We were unable to attend any longer other than the first week due to a busy summer schedule!

I am thankful for the time and planning that you all put into this program to provide an engaging and enjoyable opportunity for children to learn and provide their prior knowledge of the events and history that you discussed. Thank you so much especially at this time when many of our plans had to be changed due to the pandemic! I appreciate your patience and professionalism!!! You are a wonderful team!

See attached for add'l comments

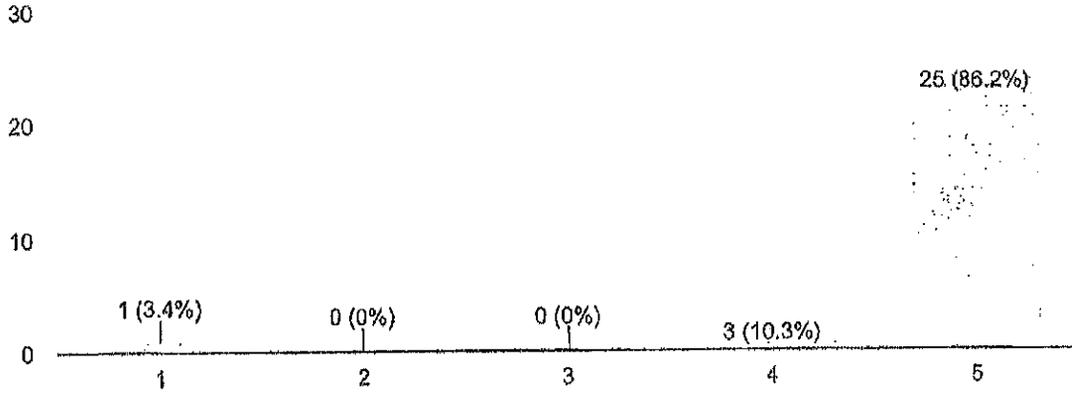
This content is neither created nor endorsed by Google. [Report Abuse](#) - [Terms of Service](#) - [Privacy Policy](#)

Sincerely,



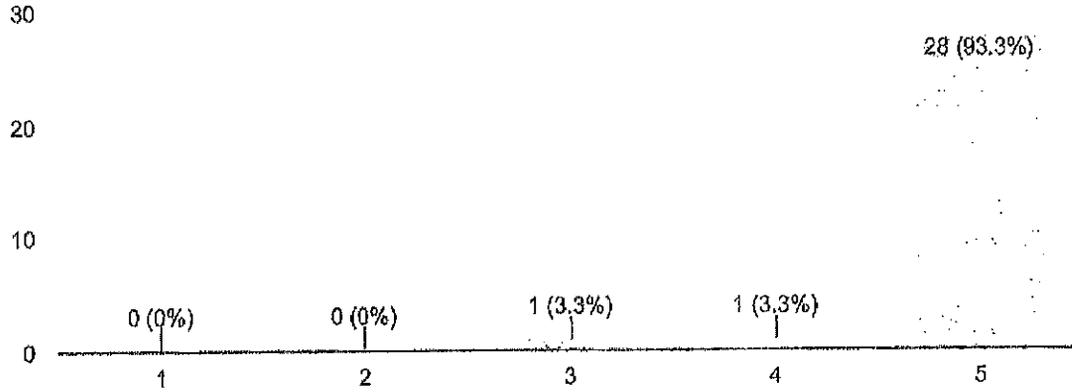
My overall satisfaction with the program:

29 responses



My child would be interested in participating in the STEAM*R Summer Program next year (July 2022).

30 responses



STEAM'R Summer 2021 Attendance Summary

	# Core Teachers	Total # Students Attended	# Attended Week 1	# Attended Week 2	# Attended Week 3	# Attended Week 4	# Attending at least 8 days	% Attending 8 or more days	May 2021 Total School Enrollment	% of Student Body Attending
BES	2	19	16	17	9	5	9	47.37%	338	5.62%
ESE	3	21	21	20	19	16	19	90.48%	617	3.40%
JMH	2	10	8	10	8	8	8	80.00%	400	2.50%
MSE	3	23	18	20	18	18	18	78.26%	365	6.30%
RES	5	34	28	27	21	18	19	55.88%	394	8.63%
SMI	4	42	40	32	31	26	28	66.67%	343	12.24%
Totals	19	149	131	126	106	91	101	67.79%	2457	6.96%

Week 1	Total # Students Enrolled	Total # Students Attended	Percent Attended	Student / Teacher Ratio
BES	20	16	80%	8.0
ESE	30	21	70%	7.0
JMH	18	8	44%	4.0
MSE	30	18	60%	6.0
RES	48	28	61%	5.5
SMI	46	40	87%	10.0

Week 3	Total # Students Enrolled	Total # Students Attended	Percent Attended	Student / Teacher Ratio
BES	16	9	56%	4.5
ESE	33	19	58%	6.3
JMH	17	8	47%	4.0
MSE	29	18	62%	6.0
RES	40	21	53%	4.2
SMI	46	31	67%	7.8

Week 2	Total # Students Enrolled	Total # Students Attended	Percent Attended	Student / Teacher Ratio
BES	20	17	85%	8.5
ESE	29	20	69%	6.7
JMH	17	10	59%	5.0
MSE	31	20	65%	6.7
RES	47	27	57%	5.4
SMI	44	32	73%	8.0

Week 4	Total # Students Enrolled	Total # Students Attended	Percent Attended	Student / Teacher Ratio
BES	14	5	36%	2.5
ESE	29	16	55%	5.3
JMH	17	8	47%	4.0
MSE	26	18	69%	6.0
RES	43	18	42%	3.6
SMI	42	26	62%	6.5

Percent attended < 75%

Participation by Grade Level

Grade	K	1	2	3	4	5	TOTAL
BES	5	4	2	5	1	2	19
ESE	1	4	7	4	4	1	21
JMH	2	3	1	2	2	0	10
MSE	1	3	1	9	5	4	23
RES	3	9	3	9	9	1	34
SMI	4	5	8	10	5	10	42
Total	16	28	22	39	25	18	149

# of Days Attended	# of Students											
	BES	% of total	ESE	% of total	JMH	% of total	MSE	% of total	RES	% of total	SES	% of total
15	1	5.3%	8	38.1%	3	30.0%	6	26.1%	3	8.8%	8	19.0%
14	2	10.5%	4	19.0%	2	20.0%	6	26.1%	4	11.8%	6	14.3%
13	2	10.5%	1	4.8%	1	10.0%	0	0.0%	2	5.9%	3	7.1%
12	0	0.0%	1	4.8%	0	0.0%	2	8.7%	3	8.8%	4	9.5%
11	2	10.5%	2	9.5%	1	10.0%	1	4.3%	1	2.9%	5	11.9%
10	1	5.3%	1	4.8%	0	0.0%	2	8.7%	0	0.0%	1	2.4%
9	0	0.0%	1	4.8%	0	0.0%	0	0.0%	1	2.9%	1	2.4%
8	1	5.3%	1	4.8%	0	0.0%	1	4.3%	5	14.7%	0	0.0%
7	1	5.3%	1	4.8%	1	10.0%	1	4.3%	0	0.0%	2	4.8%
6	1	5.3%	0	0.0%	1	10.0%	0	0.0%	0	0.0%	3	7.1%
5	2	10.5%	0	0.0%	0	0.0%	0	0.0%	6	17.6%	1	2.4%
4	1	5.3%	0	0.0%	1	10.0%	1	4.3%	1	2.9%	0	0.0%
3	1	5.3%	1	4.8%	0	0.0%	1	4.3%	5	14.7%	1	2.4%
2	3	15.8%	0	0.0%	0	0.0%	1	4.3%	1	2.9%	3	7.1%
1	1	5.3%	0	0.0%	0	0.0%	1	4.3%	2	5.9%	4	9.5%
Total	19		21		10		23		34		42	

% Attended	BES	ESE	JMH	MSE	RES	SES
> 12 days	26.3%	61.9%	60.0%	52.2%	26.5%	40.5%
9-12 days	15.8%	23.8%	10.0%	21.7%	14.7%	26.2%
4-8 days	31.6%	9.5%	30.0%	13.0%	35.3%	14.3%
< 4 days	26.3%	4.8%	0.0%	13.0%	23.5%	19.0%

100% 100% 100% 100% 100% 100%

VII.a.

ZB Zaner-Bloser

Successful
& joyful
LEARNING

PIONEER AGREEMENT & QUOTE SUMMARY FOR

East Stroudsburg Area Sch Dist

East Stroudsburg, PA

Tina Falbo

(570) 424-8500

tina-falbo@esasd.net

Quote # 00031522

Issued on August 4, 2021

Expires on October 7, 2021

PREPARED BY

Mary Wexler

Sales Consultant - Reading

(800) 248-2568 ext. 7760

mary.wexler@zaner-bloser.com

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at CustomerExperience@zaner-bloser.com. If you have questions, please call our Customer Experience department at 800.421.3018.

August 4, 2021

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

Dear Tina Falbo:

We're excited that you're interested in pioneering *The Superkids Reading Program*! I'm your sales consultant and point of contact for any questions you might have. Zaner-Bloser is dedicated to improving literacy outcomes for students. Thank you for allowing us to partner with you to assist you with the materials, instruction, and professional support to make this goal a reality for your teachers and students!

This letter provides more information about what's involved in your pioneer order. To get your pioneer started, please sign the agreement and complete all order information (delivery instructions, digital administrator name and email, etc.) on the order information page. When finished, scan and email all forms to CustomerExperience@zaner-bloser.com.

BENEFITS AND REQUIREMENTS

For your pioneer order, you will receive all materials necessary to ensure full implementation of *The Superkids Reading Program* in the following grades at a cost of \$0.00 for the 2021–2022 school year:

- three Kindergarten classrooms
- two Grade 1 classrooms
- two Grade 2 classrooms

At no charge, we'll provide training and coaching support to teachers during the pioneer process. If the number of students or classrooms in your pioneer changes, the cost to your school will be adjusted proportionately.

We ask that you agree to a few things in return. By signing this letter, you agree to the following:

- Your participating teachers will make a good faith effort to implement *The Superkids Reading Program* according to the guidelines provided by Zaner-Bloser.
- The pioneer teachers agree to teach *The Superkids Reading Program* with fidelity as laid out in the Teacher's Guides and explained in the training guidelines.
- Pioneer teachers, reading teachers, and the school administrator in charge of monitoring the pioneer for success agree to take part in implementation training.
- Pioneer teachers, reading teachers, and the designated school administrator agree to take part in debriefing sessions that follow the in-class, 1:1 coaching support visit that each pioneer teacher will receive.
- Pioneer teachers may be asked to participate in a survey near the end of the school year, so that we can know their thoughts about the program.
- You will consider sharing any assessment data you normally collect from students in pioneer classrooms with us, so that we can measure the effect of the program. Zaner-Bloser agrees to keep all such data strictly confidential, as described below.
- If you choose to continue using *The Superkids Reading Program*, the remaining cost of the program materials used during the pioneer (\$41,459.10) will be paid by **June 30, 2022**.
- If you choose not to continue using *The Superkids Reading Program*, all non-consumable complimentary program materials will be ready for pick up at most 90 days after the end of the pioneer. **Please save the boxes that the materials arrive in to use for reshipment.** If the materials are not ready by this agreed upon date, you agree to pay for shipping of the materials to Zaner-Bloser, Returns Department, 10650 Toeppen Dr, Independence, KY 41051.

Shipping Note: This order will require special handling. Please allow 7 business days for your order to be picked, palletized, and shipped.

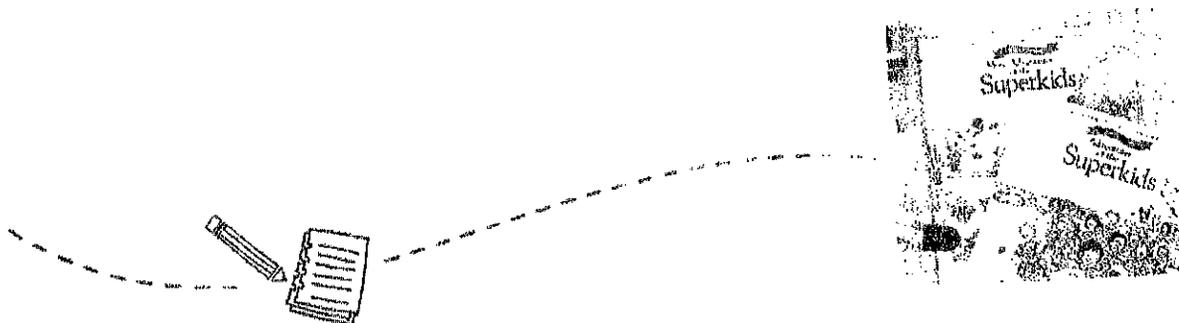
The enclosed quote includes an Order Information page, which should be filled out completely and returned with your order. **If information is missing on this page, processing your order may be delayed.** Be sure to fill out parts A, B, and C of the Digital Product Information section if online access is included with your order.

We look forward to supporting your teachers through a successful pioneer and hope you'll consider *The Superkids Reading Program* for adoption. We will do everything we can to make this a great experience for everyone.

Thank you,
Mary Wexler
Sales Consultant - Reading

CONFIDENTIALITY STATEMENT

All information collected by Zaner-Bloser as part of pioneer and research projects is strictly confidential and shared only with staff on a need-to-know basis for their research and product development responsibilities. The data may also be shared with an external research organization of Zaner-Bloser's choice, which will also be required to pledge confidentiality. Zaner-Bloser does not publish individual student data. Zaner-Bloser may publish reports based on aggregated student data but will not publish such data in ways that allow individual students to be identified. Zaner-Bloser periodically publishes school and teacher names, but only with prior consent.



2021--2022 PIONEER AGREEMENT

On behalf of East Stroudsburg Area Sch Dist, I have read and understand the pioneer terms outlined in this letter. I agree to ensure that East Stroudsburg Area Sch Dist makes a good faith effort to implement *The Superkids Reading Program* in pioneer classrooms according to Zaner-Bloser's guidelines and provide the information specified above. I agree to return all non-consumable complimentary materials if East Stroudsburg Area Sch Dist decides not to continue using *The Superkids Reading Program*. I also agree that East Stroudsburg Area Sch Dist will make payment as outlined above.

Signature

Date

Printed Name

Title

Does East Stroudsburg Area Sch Dist test in Kindergarten through Grade 2? If so, which test(s) do you use?

No

Yes, we use _____ in _____
Test Name(s) Grade(s)

Who is the primary contact for *The Superkids Reading Program* pioneer correspondence?

Printed Name

Title

Email

QUOTE SUMMARY**Zaner-Bloser**

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

PROGRAM	GRADE	SAVINGS	COST
<i>The Superkids Phonemic Awareness</i>	Kindergarten	\$284.97	\$0.00
<i>The Superkids Phonemic Awareness</i>	Grade 1	\$284.97	\$0.00
<i>The Superkids Phonemic Awareness</i>	Grade 2	\$379.96	\$0.00
<i>The Superkids Reading Program</i>	Kindergarten	\$11,571.20	\$0.00
<i>The Superkids Reading Program</i>	Grade 1	\$18,228.00	\$0.00
<i>The Superkids Reading Program</i>	Grade 2	\$15,955.00	\$0.00
<i>The Superkids Reading Program</i>	Multigrade	\$425.00	\$0.00
<i>Professional Development</i>	Multigrade	\$21,600.00	\$0.00

TOTAL SAVINGS	\$68,729.10
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SUBTOTAL COST **\$0.00**SHIPPING/PROCESSING (9%) *Complimentary***AMOUNT TO BE INVOICED \$0.00**

Includes materials, shipping, and processing. May not include applicable local and state taxes.

The Superkids Phonemic Awareness: Kindergarten

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453136874	Superkids 2022 Grade K The Superkids Phonemic Awareness Set <i>Contents include: 1 set of 46 Sound Formation cards, 1 Teacher's Guide</i>	\$94.99	3	Complimentary
SUBTOTAL COST				\$0.00

The Superkids Phonemic Awareness: Grade 1

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453136881	Superkids 2022 Grade 1 The Superkids Phonemic Awareness Set <i>Contents include: 1 set of 46 Sound Formation cards, 1 Teacher's Guide</i>	\$94.99	3	Complimentary
SUBTOTAL COST				\$0.00

The Superkids Phonemic Awareness: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453136898	Superkids 2022 Grade 2 The Superkids Phonemic Awareness Set <i>Contents include: 1 set of 46 Sound Formation cards, 1 Teacher's Guide</i>	\$94.99	4	Complimentary
SUBTOTAL COST				\$0.00

The Superkids Reading Program: Kindergarten

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365082	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Practice Pages	\$3.85	66	Complimentary
9781614368687	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Student Books Set, 1 Copy of Each of 13 Titles	\$14.00	66	Complimentary
9781614368595	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Units 1-13 Teacher Materials <i>Contents include: 15 Teacher's Guides, Building Blocks of Reading, Program Guide, Assessment Book, Letter Formation Guide, Practice Pages masters</i>	\$315.00	3	Complimentary
9781614365105	Superkids 2017 Grade K, Semester 2, Superkids' Club, Practice Pages	\$3.85	66	Complimentary
9781614368694	Superkids 2017 Grade K, Semester 2, Superkids' Club, Student Books Set, 1 Copy of Each of 5 Titles	\$14.00	66	Complimentary
9781614368601	Superkids 2017 Grade K, Semester 2, Superkids' Club, Units 14-24 Teacher Materials <i>Contents include: 7 Teacher's Guides, Assessment Book, Practice Pages masters</i>	\$315.00	3	Complimentary
9781614369707	Superkids 2017 Grade K Library Bundle with Informational Text Library <i>Contents include: 5 libraries with 5 copies of 10 titles each</i>	\$1,600.00	3	Complimentary
9781614365013	Superkids 2017 Grade K Big Book of Blending	\$225.00	3	Complimentary
9781614369691	Superkids 2017 Grade K Classroom Resource Kit with Superkids Figures <i>Contents include: Superkids Skill-Building Book, Alphabet Cards, Tactile Cards, Picture Cards, Teacher and Student Letter Cards, Superkids Chart and Super Scene with Clings, Superkids Posters, Superkids Bendable Figures, 250 sheets of Ice Cream Paper</i>	\$550.00	3	Complimentary
9781614361749	Superkids Grade K Student White Boards, Package of 20	\$50.00	4	Complimentary
SUBTOTAL COST				\$0.00

The Superkids Reading Program: Grade 1

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365136	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Practice Pages	\$4.00	66	Complimentary
9781614365143	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Backpack Pages	\$5.25	66	Complimentary
9781614365778	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Reader Non-Consumable	\$17.00	66	Complimentary
9781614368809	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Super-Duper Mini Magazines Set, 9-Issues	\$22.50	66	Complimentary
9781614368984	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Word Work Books (set of 2 books) <i>Contents Include: 2 Word Work Books, 1 per student, consumable</i>	\$14.00	66	Complimentary
9781614368618	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Review Unit - Unit 8 Teacher Materials <i>Contents Include: 9 Teacher's Guides, Program Guide, Assessment Book, Practice Page masters, Backpack Page masters, Letter Formation Guide</i>	\$315.00	3	Complimentary
9781614365174	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Practice Pages	\$4.00	66	Complimentary
9781614365181	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Backpack Pages	\$5.25	66	Complimentary
9781614365334	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Word Work Book	\$14.00	66	Complimentary
9781614365785	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Reader Non-Consumable	\$17.00	66	Complimentary
9781614368816	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Super-Duper Mini Magazines Set, 8-Issues	\$22.50	66	Complimentary
9781614368625	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Units 9-16 Teacher Materials <i>Contents Include: 8 Teacher's Guides, Assessment Book, Practice Pages masters, Backpack Page masters</i>	\$315.00	3	Complimentary
9781614368915	Superkids 2017 Grade 1 Library Bundle <i>Contents include: 6 libraries with 8 copies of each</i>	\$2,100.00	3	Complimentary
9781614365020	Superkids 2017 Grade 1 Big Book of Decoding	\$225.00	3	Complimentary
9781614368863	Superkids 2017 Grade 1 Classroom Resource Kit <i>Contents include: Superkids Skill-Building Book, Alphabet Cards, Memory Word Flash Cards, Sound-Spelling Cards, Words to Know Cards, Teacher Letter Cards, Teacher Digraph and Trigraph Cards, Superkids First-Grade Poster</i>	\$310.00	3	Complimentary
9781614361756	Superkids Grade 1 Student White Boards, Package of 20	\$50.00	3	Complimentary
		SUBTOTAL COST		\$0.00

The Superkids Reading Program: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365211	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Backpack Pages	\$5.25	66	Complimentary
9781614365792	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Reader Non-Consumable	\$17.00	66	Complimentary
9781614368823	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Super Magazines, Issues 1-4	\$22.50	66	Complimentary

The Superkids Reading Program: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614368991	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Word Work Books (set of 2 books) <i>Contents include: 2 Word Work Books, 1 per student, consumable</i>	\$14.00	66	Complimentary
9781614368632	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Warm Up Unit - Unit 8 Teacher Materials <i>Contents include: 11 Teacher's Guides, Program Guide, Backpack Page masters, Assessment Book, Letter Formation Guide</i>	\$315.00	4	Complimentary
9781614365242	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Backpack Pages	\$5.25	66	Complimentary
9781614365365	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Word Work Book	\$14.00	66	Complimentary
9781614365808	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Reader Non-Consumable	\$17.00	66	Complimentary
9781614368830	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Super Magazine Set Issues 5-8	\$22.50	66	Complimentary
9781614368649	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Unit 9-16 Teacher Materials <i>Contents include: 10 Teacher's Guides, Assessment Book, Backpack Page masters</i>	\$315.00	4	Complimentary
9781614368779	Superkids 2017 Grade 2 Book Club Set <i>Contents include: 10 copies of 16 titles, 10 copies of 16 Journals, 4 Teacher's Guides</i>	\$1,010.00	4	Complimentary
9781614365037	Superkids 2017 Grade 2 Big Book of Decoding	\$225.00	4	Complimentary
9781614368670	Superkids 2017 Grade 2 Classroom Resource Kit <i>Contents include: Superkids Skill-Building Book, Sound-Spelling Cards, Words to Know Cards, Superkids Second-Grade Poster</i>	\$185.00	4	Complimentary
SUBTOTAL COST				\$0.00

The Superkids Reading Program: Multigrade

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781598339789	Superkids Ice Cream Paper, 500 sheets	\$28.00	5	Complimentary
9781598339475	Superkids Bendable Figures In Bus Tin	\$95.00	3	Complimentary
SUBTOTAL COST				\$0.00

Professional Development: Multigrade

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
PD11005	Superkids Complimentary Implementation Training <i>This implementation training is provided for teachers new to Superkids. Participants engage in lessons and learn the effective, evidence-based instructional strategies of the program. Teachers and support personnel leave prepared to implement Superkids and use all program materials.</i>	\$2,700.00	2	Complimentary
PD13015	Superkids Complimentary Coaching: 1 Visit Per Teacher <i>On-site coaching visits provide one-on-one support for Superkids teachers. The classroom visit can include lesson feedback as well as discussion of topics chosen by the teacher, focusing on program and instructional best practices to maximize results.</i>	\$2,700.00	6	Complimentary
SUBTOTAL COST				\$0.00

ORDER INFORMATION

Zaner-Bloser

AMOUNT TO BE INVOICED (Including shipping)*

\$0.00

* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

IMPORTANT! Please fill out this page completely. Missing information may result in delayed order processing.

Invoice -- P.O. # _____

Check # _____

Make Checks Payable to: Zaner-Bloser

Authorized Signature: _____

Phone: _____

Please do not submit credit card information with this form. To prepay with a credit card, call our Customer Experience Dept at 800.421.3018, Mon-Fri, 8:00 am-6:00 pm ET.

SCHOOL INFORMATION

For use in school year: 20____ to 20____ First day of school: _____ Summer phone number: _____

DIGITAL PRODUCT INFORMATION

Complete parts A, B, and C of the Digital Product Information section to ensure online access to digital product(s).

A. Online access is controlled by a school or district *Digital Administrator*. This individual is responsible for adding and removing users throughout the school year. Additionally, this user can access important information such as parent contact information and student assessment data. Please provide the name and email of your school- or district-selected *Digital Administrator* below.

Name: _____ Email: _____

B. If this order is being submitted by a school district, diocese, or third-party ordering service, please provide a list of the school(s) that require online access. By default, your school- or district-selected *Digital Administrator* will manage all schools listed below. (If you have more than six schools, please attach a complete list to your order.)

C. Online access is assigned annually. Please enter the start date of the school year you will begin using the digital product. _____

BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: Tina Falbo Contact Email: _____

Street Address: 50 VINE ST City: East Stroudsburg State: PA Zip: 18301

DELIVERY INSTRUCTIONS — IMPORTANT

All available materials will ship at the time the order is processed unless otherwise specified. Order processing and delivery times vary depending on volumes and customer location. If there are dates you are unable to accept deliveries, please note below. If there aren't any special delivery date requirements, please check the box labeled "No Delivery Date Restrictions".

Do Not Deliver Dates: _____ No Delivery Date Restrictions

SHIP TO Same as BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: _____ Contact Email: _____

Street Address: _____ City: _____ State: _____ Zip: _____

RETURNS Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: Zaner-Bloser, Returns Department, 10660 Toeppen Dr, Independence, KY 41051.

Please sign below to confirm your order and provide authorization for any applicable shipping charges and sales tax, if not sales tax exempt. Shipping is added at our standard rate of 9% or \$5.00, whichever is greater.

Signature: _____ Title: _____ Date: _____

Contact our Customer Experience Department to place your order.

Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764

Email: CustomerExperience@zaner-bloser.com • Phone: 800.421.3018 • Fax: 800.992.6087

WE ARE LITERACY



THANK YOU for
considering Zaner-Bloser
as your literacy partner.

We appreciate the crucial work you do
to teach students to read and write.
Our literacy resources and professional
development services are designed to
empower teachers to make the best
instructional choices and to nurture
successful and joyful learning.



Z0287 03.19

SALES CONSULTANT - SUPPLEMENTAL

Rita Cook

rita.cook@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2517

SALES CONSULTANT - READING

Mary Wexler

mary.wexler@zaner-bloser.com

Toll Free: 800.248.2568 ext. 7760

ACCOUNT MANAGER - SUPPLEMENTAL

Kelsey Norman

kelsey.norman@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2611

ACCOUNT MANAGER - READING

Jeanne Jenkins

jeanne.jenkins@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2583

ZB Zaner-Bloser

A Highlights Company

VII.b.



Because learning changes everything.™

QUOTE PREPARED FOR:

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

SUBSCRIPTION/DIGITAL CONTACT:

CONTACT:

SALES REP INFORMATION:

Eleanore Bradley
eleanore.bradley@mheducation.com

Section Summary	Value of All Materials	Free Materials	Product Subtotal
Please Insert Heading 1	\$46,707.00	\$0.00	\$46,707.00
PRODUCT TOTAL*	\$46,707.00	\$0.00	\$46,707.00
ESTIMATED S&H**			\$0.00
ESTIMATED TAX**			TBD
GRAND TOTAL*			\$46,707.00

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

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

Comments:

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-853-8691

QUOTE DATE: 08/06/2021
QUOTE NUMBER: EBRAD-08062021-001

ACCOUNT NAME: East Stroudsburg Area Sch Dist
ACCOUNT #: 410936

EXPIRATION DATE: 09/20/2021
PAGE #: 1



Because learning changes everything.

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
READING WONDERS - TEACHER WORKSPACE 1 YEAR SUBSCRIPTION GRADE K	978-0-02-129225-7	17	\$467.07	\$0.00	\$7,940.19
READING WONDERS - TEACHER WORKSPACE 1 YEAR SUBSCRIPTION GRADE 1	978-0-02-129226-4	18	\$467.07	\$0.00	\$8,407.26
READING WONDERS - TEACHER WORKSPACE 1 YEAR SUBSCRIPTION GRADE 2	978-0-02-129227-1	18	\$467.07	\$0.00	\$8,407.26
READING WONDERS - TEACHER WORKSPACE 1 YEAR SUBSCRIPTION GRADE 3	978-0-02-129228-8	16	\$467.07	\$0.00	\$7,473.12
READING WONDERS - TEACHER WORKSPACE 1 YEAR SUBSCRIPTION GRADE 4	978-0-02-129229-5	15	\$467.07	\$0.00	\$7,006.05
READING WONDERS - TEACHER WORKSPACE 1 YEAR SUBSCRIPTION GRADE 5	978-0-02-129230-1	16	\$467.07	\$0.00	\$7,473.12

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

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

QUOTE DATE: 08/06/2021

ACCOUNT NAME: East Stroudsburg Area Sch Dlst

EXPIRATION DATE: 09/20/2021

QUOTE NUMBER: EBRAD-08062021-001

ACCOUNT #: 410936

PAGE #: 2



Because learning changes everything.

QUOTE PREPARED FOR:

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

CONTACT:

VALUE OF ALL MATERIALS	\$46,707.00
FREE MATERIALS	\$0.00
PRODUCT TOTAL*	\$46,707.00
ESTIMATED SHIPPING & HANDLING**	\$0.00
ESTIMATED TAX**	TBD
GRAND TOTAL	\$46,707.00

SUBSCRIPTION/DIGITAL CONTACT:

Comments:

[Empty box for comments]

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

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

Terms of Service:

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

Terms Of Service

Provisions required by Subscriber State law

ATTENTION: In our effort to protect our customer's data, we will no longer store credit card data in any manner within in our system. Therefore, as of April 30, 2016 we will no longer accept credit card orders via email, fax, or mail/package delivery. Credit card orders may be placed over the phone by calling the number listed above or via our websites by visiting www.mheducation.com (or www.mhcoast2coast.com).

School Purchase Order Number: _____

Name of School Official (Please Print)

Signature of School Official

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

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

QUOTE DATE: 08/06/2021 ACCOUNT NAME: East Stroudsburg Area Sch Dist EXPIRATION DATE: 09/20/2021
QUOTE NUMBER: EBRAD-08062021-001 ACCOUNT #: 410936 PAGE #: 3