

# AGENDA

## REGULAR SCHOOL BOARD MEETING

GADSDEN COUNTY SCHOOL BOARD  
MAX D. WALKER ADMINISTRATION BUILDING  
35 MARTIN LUTHER KING, JR. BLVD.  
QUINCY, FLORIDA

May 27, 2014

6:00 P.M.

THIS MEETING IS OPEN TO THE PUBLIC

1. CALL TO ORDER
2. OPENING PRAYER
3. PLEDGE OF ALLEGIANCE
4. RECOGNITIONS

### ITEMS FOR CONSENT

#### 5. REVIEW OF MINUTES – **SEE ATTACHMENT**

- a. April 22, 2014, 2:00 p.m. – School Board Workshop
- b. April 22, 2014, 4:30 p.m. – School Board Workshop
- c. April 22, 2014, 6:00 p.m. - Regular School Board Meeting
- d. May 14, 2014, 4:00 p.m. – School Board Workshop

ACTION REQUESTED: The Superintendent recommends approval.

#### 6. PERSONNEL MATTERS (resignations, retirements, recommendations, leaves of absence, terminations of services, volunteers, and job descriptions) **SEE PAGE #5**

- a. Personnel 2013 – 2014

ACTION REQUESTED: The Superintendent recommends approval.

- b. Personnel 2014 – 2015

ACTION REQUESTED: The Superintendent recommends approval.

#### 7. BUDGET AND FINANCIAL TRANSACTIONS

- a. Budget Amendment Number Twelve – **SEE PAGE #9**

Fund Source: 420 (Federal) Funds  
Amount: \$535,579.38

ACTION REQUESTED: The Superintendent recommends approval.

- b. Crossroad Charter School's Third Quarter Financial Statements  
**SEE PAGE #21**

Fund Source: N/A  
Amount: N/A

ACTION REQUESTED: The Superintendent recommends approval.

8. AGREEMENT/CONTRACT/PROJECT APPLICATIONS

- a. School Food Service Membership POWER Buying Group  
**SEE PAGE #24**

Fund Source: School Food Service  
Amount: Estimated \$3,400.00 in dues payable by August 31, 2014 due date.

ACTION REQUESTED: The Superintendent recommends approval.

- b. Agreement Amendment Between The Department of Corrections and Gadsden County School Board - **SEE PAGE #30**

Fund Source: N/A  
Amount: N/A

ACTION REQUESTED: The Superintendent recommends approval.

- c. Dual Enrollment & Career Pathways Articulation Agreement Between Florida A & M University and Gadsden County Schools 2014 – 2015  
**SEE PAGE #34**

Fund Source: FEFP  
Amount: N/A

ACTION REQUESTED: The Superintendent recommends approval.

- d. Updated Proposal for Rate Increase for School Bus Usage - **SEE PAGE #49**

Fund Source: Outside Parties Reimbursing the General Fund  
Amount: Varies depending on mileage and hours of bus usage

ACTION REQUESTED: The Superintendent recommends approval.

- e. Summer Cleaning Supplies – **SEE PAGE #52**

Fund Source: General Fund 110  
Amount: \$8,972.50

ACTION REQUESTED: The Superintendent recommends approval.

- f. Insurance Renewal/Applications for 2014-15 – **SEE PAGE #63**

Fund Source: General Fund  
Amount: Pending renewal rates after the application has been processed by FMIT. We will bring back to the Board for approval when we issue the 2014-15 purchase order to encumber the funds

ACTION REQUESTED: The Superintendent recommends approval.

g. Charter School Capital Outlay Plans - **SEE PAGE #73**

Fund Source: General Funds pass through from FDOE for the 2014-15 fiscal year (next fiscal year)

Amount: Undeterminable from application. The 2013-14 (Current Fiscal Year) the amount that we have distributed through the end of May 2014 has been \$137,275 and the projected final amount should be around \$150,775. The projected capital outlay flow through for Galloway Academy Charter School would be zero since they did not submit a plan to FDOE by May 15, 2014.

ACTION REQUESTED: The Superintendent recommends approval.

h. E-Rate Contracts for Funding Year 2014 – 2015 – **SEE PAGE #82**

Fund Source: N/A

Amount: N/A

ACTION REQUESTED: The Superintendent recommends approval.

9. STUDENT MATTERS – **SEE ATTACHMENT**

a. Student Expulsion – See back-up material

Case #63-1314-0051

ACTION REQUESTED: The Superintendent recommends approval.

b. Student Expulsion – See back-up material

Case #64-1314-0051

ACTION REQUESTED: The Superintendent recommends approval.

c. Student Expulsion – See back-up material

Case #67-1314-0231

ACTION REQUESTED: The Superintendent recommends approval.

d. Student Expulsion – See back-up material

Case #68-1314-0231

ACTION REQUESTED: The Superintendent recommends approval.

e. Student Expulsion – See back-up material

Case #69-1314-0211

ACTION REQUESTED: The Superintendent recommends approval.

10. SCHOOL FACILITY/PROPERTY

- a. Approval of Emergency Repairs for HVAC - **SEE PAGE #263**

Fund Source: General Fund

Amount: \$3,242.00

ACTION REQUESTED: The Superintendent recommends approval.

- b. Annual Maintenance of Fire Extinguishers District Wide - **SEE PAGE #267**

Fund Source: 110

Amount: \$6,998.75

ACTION REQUESTED: The Superintendent recommends approval.

- c. Request to Delete from Capital Assets and Sale to Highest Bidder  
**SEE PAGE #271**

Fund Source: Applicable Funds

Amount: \$448,208.00

ACTION REQUESTED: The Superintendent recommends approval.

11. EDUCATIONAL ISSUES

- a. Inservice Program for English for Speakers of Other Languages (ESOL)  
Add-On Endorsement – **SEE PAGE #280**

Fund Source: N/A

Amount: N/A

ACTION REQUESTED: The Superintendent recommends approval.

- b. Florida Association of District School Superintendent's Membership Dues for  
2014-2015 – **SEE PAGE #342**

Fund Source: General

Amount: \$11,031.00

ACTION REQUESTED: The Superintendent recommends approval.

12. EDUCATIONAL ITEMS BY THE SUPERINTENDENT

13. SCHOOL BOARD REQUESTS AND CONCERNS

14. ADJOURNMENT

# The School Board of Gadsden County



*"Building A Brighter Future"*

**Reginald C. James**  
SUPERINTENDENT  
OF SCHOOLS

35 MARTIN LUTHER KING, JR. BLVD.  
QUINCY, FLORIDA 32351  
TEL: (850) 627-9651  
FAX: (850) 627-2760  
www.gcps.k12.fl.us

May 27, 2014

The School Board of  
Gadsden County, Florida  
Quincy, Florida 32351

Dear School Board Members:

**I am recommending that the attached list of personnel actions be approved, as indicated. I further recommend that all appointments to grant positions be contingent upon funding.**

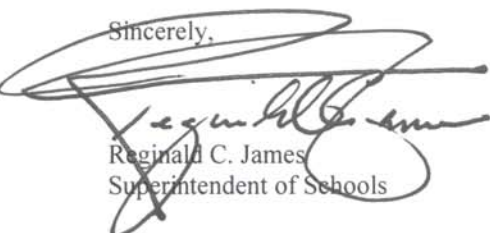
**Item 6A Instructional and Non-Instructional Personnel 2013/2014**

**Item 6B Instructional and Non-Instructional Personnel 2014/2015**

The following reflects the total number of full-time employees in this school district for the 2013/2014 school term, as of May 27, 2014.

<u>Description Per DOE Classification</u>	<u>DOE Object#</u>	<u>#Employees May 2014</u>
Classroom Teachers and Other Certified	120 & 130	459.00
Administrators	110	49.00
Non-Instructional	150, 160, & 170	<u>395.00</u>
		902.00

Sincerely,

  
Reginald C. James  
Superintendent of Schools

Audrey Lewis  
DISTRICT NO. 1  
HAVANA, FL 32333  
MIDWAY, FL 32343

Judge B. Helms, Jr.  
DISTRICT NO. 2  
QUINCY, FL 32351  
HAVANA, FL 32333

Isaac Simmons, Jr.  
DISTRICT NO. 3  
CHATTAHOOCHEE, FL 32324  
GREENSBORO, FL 32330

Charlie D. Frost  
DISTRICT NO. 4  
GRETNA, FL 32332  
QUINCY, FL 32352

Roger P. Milton  
DISTRICT NO. 5  
QUINCY, FL 32351

**BOARD MEETS FOURTH TUESDAY OF EACH MONTH**  
EQUAL OPPORTUNITY EMPLOYER

**REQUESTS FOR LEAVE, RESIGNATION, TRANSFERS, RETIREMENTS, TERMINATIONS OF EMPLOYMENT:**

**LEAVE**

<u>Name</u>	<u>Location/Position</u>	<u>Beginning</u>	<u>Ending</u>
Gail Bridges-Bright	rescinded the leave request in the April 22, 2014 Board Letter		

**RESIGNATIONS**

<u>Name</u>	<u>Location</u>	<u>Position</u>	<u>Effective Date</u>
Stafford, Juanita	SSES	Teacher	06/03/2014
Thro, William	WGHS	Teacher	06/03/2014

**RETIREMENTS**

<u>Name</u>	<u>Location</u>	<u>Position</u>	<u>Effective Date</u>
Brown, Bettye	GRES	SFS Manager	06/04/2014
Campbell, Claudia	CPA	Lib/Media Specialist	06/30/2014
Hardwick, Brenda	Head Start/PreK	Social Services Coordinator	06/30/2014
Persak, Nancy	GRES	Teacher	06/30/2014
Russ, Donella	GWM	SFS Worker	06/30/2014
Thomas, Shirlean	EGHS	Guidance Counselor	06/30/2014
White, Don	CPA	Teacher	06/30/2014

**DROP RETIREMENTS**

<u>Name</u>	<u>Location</u>	<u>Position</u>	<u>Effective Date</u>
Bronson, Margaret	ESE	Secretary	06/30/2014
Jackson, Hilda	GEMS	Principal	06/30/2014
Johnson, Maria	HES	Teacher	06/30/2014
Lewis, Joe	EGHS	Asst. Principal	06/30/2014
Toussaint, John	CPA	Teacher	06/30/2014
Wimmer, Robert	Transportation	Parts Employee	06/30/2014

**Substitutes**

<u>Teacher</u>
Perkins, Ti' Aira

**AGENDA ITEM 6B, INSTRUCTIONAL PERSONNEL 2014/2015**

**CONTINUING CONTRACT**

Bradwell, Tanya  
Bryant, Cynthia  
Commodore, Shirley  
Jordan, Warkeen  
McGriff-Gibson, Mathella  
Mickens, Patricia

**PROFESSIONAL SERVICES**

Achamer, Kristine  
Akins, Zola  
Allen, Sandra  
Allen, Mark  
Atkins, Sineakra  
Austin, Travetria  
Austin, Joyce  
Bailey, Deborah  
Baker, Annette  
Barrette, Barbara  
Bascom, Cynthia  
Bates-Jackson, Erica  
Belford, Miesha  
Bell-Key, Twanda  
Black, Doris  
Boykin, Kathryn  
Bradwell, Joanie  
Brockman, Dena  
Brown, Germaine  
Bryant, Antotinetette  
Bryant, Pamela  
Butler, Bridget  
Campbell, Delma  
Chandler, Cedric  
Chapmon-Thomas, Tylisa  
Chaver, Porche  
Clark, Linda  
Clark, Debra  
Clark, Michael  
Clarke, Jonnie  
Clum, Anthony  
Coburn, Katie  
Combs, Eugenia  
Cooper-Maclin, Stefanie  
Critelli, Steven  
Cunningham, Rhonda  
Dantzler, Melissa  
Davis, Torrey  
Davis, Pearl

Dennington, William  
Dennis, Hilary  
Dilworth-Porter, Latasha  
Dixon, Nicole  
Evans, Lee  
Falana, Kimberly  
Farmer, Erica  
Gainous, Sharon  
Gearity, Linda  
Gibson, Don  
Glover, Vanessa  
Graf, Jeannie  
Graham, Sarah  
Grantham, Jennifer  
Green, Kimi  
Grice-Walker, Arnita  
Gunn, Jeanne  
Hackley, Cyrilla  
Hagins, Cynthia  
Hairston, Tunisia  
Harris, Nekeshia  
Harris, Ronte  
Harris, Robert  
Hatfield, Daren  
Hester, Lillianne  
Hilton, Julia  
Holmes, Cathy  
Hopkins, Kysha  
Hudgins, Rosa  
Hunter, Cassandra  
Hutley-Figgers, Latisha  
Ivory, Dwayne  
Jackson, Barbara  
Jackson, Catherine  
Jackson, Kareen  
Jefferson, Tracy  
Johnson, Kendal  
Johnson, Vicki  
Jones, Tanya

Jones, Pamela  
Joseph, Sandra  
Keaton, Diane  
Kenon-Franklin, Bridget  
Kent Toussaint, Cynthia  
Kindell, Andrea  
Kirkland, Nahketah  
Kirkland, Sarah  
Knight, Anthony  
Lightfoot, Tomeka  
Lightfoot-Brown, Shayla  
Logue, Joan  
Madry, Cecelia  
Mandela, Judith  
Maynor, Tamela  
McCoy, Lela  
McGlockton, Shaundra  
McMillan-Gatlin, Patricia  
McNelson, Georgette  
McPhaul, David  
Merriex, Simon  
Mills, Cyril  
Monroe, Janice  
Oaks, Elizabeth  
Pace, Cornelius  
Payton, Kecia  
Peacock, Agnes  
Perkins, Beth  
Peterson, Cheryl  
Piawah, Helen  
Powell-Jones, Gracie  
Presha, Renee  
Price, Carrie  
Pyburn, Jennifer  
Randolph, Fredrick  
Redding, Sylvia  
Reffner, Georgeann  
Reynolds, Cynthia  
Richardson, Chandra

Riggins, Dale  
Riggins, Shulamith  
Rivera, Josie  
Roberts, Loretta  
Robinson, Portia  
Robinson, Patricia  
Rollins, Angela  
Rollinson, Latonya  
Rosier, Carolyn  
Rouse, Daphnee  
Rozier, Maya  
Samson, Marilyn  
Sawyer, Barbara  
Scott, Tawanda  
Sherman, Tammy  
Simmons, Peggy  
Simmons-Russ, Catina  
Simpkins, Alonzetta  
Smith, Mis'Shaylanqua  
Smith, Peggy  
Smith, Carolyn  
Spivey, Suzanne  
Starks, Jeffrey  
Stephens, Vann  
Suber, Alfred  
Taylor, Michelle  
Taylor, Audrey  
Taylor, Jeanne  
Thomas, Linda  
Thomas-Gilliam, Roslyn  
Touhton, Susan  
Toussaint, Karen  
Toussaint, John  
Trueblood, Annie  
Vickers, Suzanne  
Viel, Julie  
Wade, Eileen  
Walker, Cherdwontrez  
Walker, Faybrena  
Washington, Angela  
Watson, Mary  
Weeks, Kameela  
Weeks, Dawn  
Wells, Carla  
White, Diane  
White-Carroll, Tonja  
Williams, Shannon  
Williams, Sarah  
Williams, Shirley

Williams, Joseph  
Willis, Debbie  
Wilson-Montgomery, Latima  
Wright, Jo Lynda  
Youman, Annette  
Youmans, Mildred



**SUMMARY SHEET**

**RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA**

**AGENDA ITEM NO.** 7a

**DATE OF SCHOOL BOARD MEETING:** May 27, 2014

**TITLE OF AGENDA ITEMS:** Budget Amendment Number Twelve

**DIVISION:** Finance Department

**PURPOSE AND SUMMARY OF ITEMS:**

Board approval is requested for this budget amendment that increases budget for Head Start and establishes budget for ACA Grant for School-Based Health Centers. This budget amendment also moves funds by function and object as allowable under FDOE Green Book to reflect expenditures and zeroes out ending balances on projects that have closed.

**FUND SOURCE:** 420 (Federal) Fund

**AMOUNT:** \$ 535,579.38

**PREPARED BY:** Kim Ferree

**POSITION:** Assistant Superintendent for Business Services

Gadsden County School Board  
 Estimated Revenue  
 Budget Amendment Twelve

FUND 420 REVENUE OBJECT	BEGINNING ESTIMATED REVENUE 4/22/2014	BUDGET AMENDMENT NUMBER TWELVE	ENDING ESTIMATED REVENUE 5/19/2014
199	\$ 2,576,058.04	\$ 561,675.79	\$ 3,137,733.83
201	\$ 169,518.40	\$ -	\$ 169,518.40
225	\$ 499,328.34	\$ -	\$ 499,328.34
226	\$ 50,468.99	\$ -	\$ 50,468.99
230	\$ 2,006,084.44	\$ -	\$ 2,006,084.44
240	\$ 5,415,871.63	\$ (25,953.99)	\$ 5,389,917.64
251	\$ -	\$ -	\$ -
270	\$ -	\$ -	\$ -
290	\$ 717,910.65	\$ (142.42)	\$ 717,768.23
299	\$ -	\$ -	\$ -
<b>TOTALS</b>	<b>\$ 11,435,240.49</b>	<b>\$ 535,579.38</b>	<b>\$ 11,970,819.87</b>

**Gadsden County School Board  
420 (Federal) Fund Appropriations  
Twelve**

420 FUND		BUDGET		
FUNCTION/ OBJECT		BUDGET BALANCE 4/22/2014	AMENDMENT NUMBER TWELVE	BUDGET BALANCE 5/19/2014
5100	100	\$ 535,361.38	\$ -	\$ 535,361.38
	200	\$ 103,560.24	\$ -	\$ 103,560.24
	300	\$ 456,834.54	\$ -	\$ 456,834.54
	500	\$ 702,680.68	\$ -	\$ 702,680.68
	600	\$ 7,979.37	\$ -	\$ 7,979.37
	700	\$ 2,061.00	\$ -	\$ 2,061.00
	<b>FUNCTOTAL</b>		<b>\$ 1,808,477.21</b>	<b>\$ -</b>
5200	100	\$ 628,303.55	\$ -	\$ 628,303.55
	200	\$ 168,130.69	\$ -	\$ 168,130.69
	300	\$ 294,606.83	\$ -	\$ 294,606.83
	500	\$ 14,138.66	\$ -	\$ 14,138.66
	600	\$ 54,352.33	\$ -	\$ 54,352.33
	700	\$ 2,500.00	\$ -	\$ 2,500.00
	<b>FUNCTOTAL</b>		<b>\$ 1,162,032.06</b>	<b>\$ -</b>
5300	100	\$ -	\$ -	\$ -
	200	\$ -	\$ -	\$ -
	300	\$ 21,249.72	\$ (1,121.00)	\$ 20,128.72
	500	\$ 19,364.38	\$ -	\$ 19,364.38
	600	\$ 24,902.34	\$ (1,000.00)	\$ 23,902.34
	700	\$ 13,785.49	\$ (2,493.70)	\$ 11,291.79
	<b>FUNCTOTAL</b>		<b>\$ 79,301.93</b>	<b>\$ (4,614.70)</b>
5400	100	\$ -	\$ -	\$ -
	200	\$ -	\$ -	\$ -
	300	\$ -	\$ -	\$ -
	500	\$ -	\$ -	\$ -
	600	\$ -	\$ -	\$ -
	700	\$ -	\$ -	\$ -
	<b>FUNCTOTAL</b>		<b>\$ -</b>	<b>\$ -</b>
5500	100	\$ 1,195,727.14	\$ 37,436.54	\$ 1,233,163.68
	200	\$ 329,654.20	\$ (6,358.41)	\$ 323,295.79
	300	\$ 53,160.53	\$ 520.00	\$ 53,680.53
	500	\$ 125,846.24	\$ 3,000.00	\$ 128,846.24
	600	\$ 5,208.02	\$ -	\$ 5,208.02
	700	\$ -	\$ -	\$ -
	<b>FUNCTOTAL</b>		<b>\$ 1,709,596.13</b>	<b>\$ 34,598.13</b>

**Gadsden County School Board  
420 (Federal) Fund Appropriations  
Twelve**

5900	100	\$	177,769.78	\$	-	\$	177,769.78
	200	\$	38,648.18	\$	-	\$	38,648.18
	300	\$	51,025.60	\$	-	\$	51,025.60
	400	\$	142.42	\$	(142.42)	\$	-
	500	\$	22,726.76	\$	-	\$	22,726.76
	600	\$	2,000.00	\$	-	\$	2,000.00
<b>FUNCTOTAL</b>		<b>\$</b>	<b>292,312.74</b>	<b>\$</b>	<b>(142.42)</b>	<b>\$</b>	<b>292,170.32</b>
6100	100	\$	714,832.03	\$	-	\$	714,832.03
	200	\$	170,804.30	\$	-	\$	170,804.30
	300	\$	157,081.11	\$	(4,450.33)	\$	152,630.78
	500	\$	95,585.83	\$	(3,000.00)	\$	92,585.83
	600	\$	6,424.69	\$	7,350.00	\$	13,774.69
	700	\$	3,745.15	\$	-	\$	3,745.15
	900	\$	-	\$	-	\$	-
<b>FUNCTOTAL</b>		<b>\$</b>	<b>1,148,473.11</b>	<b>\$</b>	<b>(100.33)</b>	<b>\$</b>	<b>1,148,372.78</b>
6200	100	\$	2,000.00	\$	-	\$	2,000.00
	200	\$	-	\$	-	\$	-
	300	\$	39,425.00	\$	-	\$	39,425.00
	500	\$	-	\$	-	\$	-
	600	\$	15,125.00	\$	-	\$	15,125.00
	700	\$	-	\$	-	\$	-
<b>FUNCTOTAL</b>		<b>\$</b>	<b>56,550.00</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>56,550.00</b>
6300	100	\$	975,220.02	\$	-	\$	975,220.02
	200	\$	245,269.12	\$	-	\$	245,269.12
	300	\$	342,991.39	\$	-	\$	342,991.39
	400	\$	-	\$	-	\$	-
	500	\$	100,607.96	\$	200.00	\$	100,807.96
	600	\$	27,000.01	\$	-	\$	27,000.01
	700	\$	22,672.39	\$	-	\$	22,672.39
<b>FUNCTOTAL</b>		<b>\$</b>	<b>1,713,760.89</b>	<b>\$</b>	<b>200.00</b>	<b>\$</b>	<b>1,713,960.89</b>
6400	100	\$	1,219,473.19	\$	-	\$	1,219,473.19
	200	\$	321,995.37	\$	-	\$	321,995.37
	300	\$	350,888.88	\$	4,058.70	\$	354,947.58
	400	\$	-	\$	-	\$	-
	500	\$	57,566.10	\$	-	\$	57,566.10
	600	\$	-	\$	-	\$	-
	700	\$	11,198.28	\$	556.00	\$	11,754.28
<b>FUNCTOTAL</b>		<b>\$</b>	<b>1,961,121.82</b>	<b>\$</b>	<b>4,614.70</b>	<b>\$</b>	<b>1,965,736.52</b>

**Gadsden County School Board  
420 (Federal) Fund Appropriations  
Twelve**

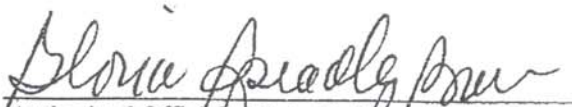
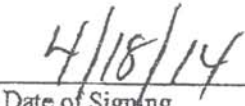

6500	100	\$	27,500.00	\$	-	\$	27,500.00
	200	\$	6,953.85	\$	-	\$	6,953.85
	300	\$	157,420.07	\$	-	\$	157,420.07
	500	\$	405.00	\$	-	\$	405.00
	600	\$	155,641.74	\$	-	\$	155,641.74
<b>FUNCTOTAL</b>		<b>\$</b>	<b>347,920.66</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>347,920.66</b>
7200	100	\$	33,170.11	\$	-	\$	33,170.11
	200	\$	24,750.17	\$	-	\$	24,750.17
	300	\$	1,239.62	\$	-	\$	1,239.62
	500	\$	-	\$	-	\$	-
	600	\$	-	\$	-	\$	-
	700	\$	317,874.03	\$	-	\$	317,874.03
<b>FUNCTOTAL</b>		<b>\$</b>	<b>377,033.93</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>377,033.93</b>
7300	100	\$	68,000.00	\$	-	\$	68,000.00
	200	\$	10,063.00	\$	-	\$	10,063.00
	600	\$	(1.00)	\$	-	\$	(1.00)
<b>FUNCTOTAL</b>		<b>\$</b>	<b>78,062.00</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>78,062.00</b>
7400	300	\$	13,915.00	\$	40,000.00	\$	53,915.00
	600	\$	15,706.68	\$	459,974.00	\$	475,680.68
<b>FUNCTOTAL</b>		<b>\$</b>	<b>29,621.68</b>	<b>\$</b>	<b>499,974.00</b>	<b>\$</b>	<b>529,595.68</b>
7600	100	\$	1,586.00	\$	-	\$	1,586.00
	200	\$	191.80	\$	-	\$	191.80
<b>FUNCTOTAL</b>		<b>\$</b>	<b>1,777.80</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>1,777.80</b>
7700	100	\$	117,584.66	\$	-	\$	117,584.66
	200	\$	41,953.07	\$	-	\$	41,953.07
	300	\$	20,000.00	\$	200.00	\$	20,200.00
	500	\$	879.00	\$	-	\$	879.00
	600	\$	-	\$	-	\$	-
	700	\$	5,500.00	\$	-	\$	5,500.00
<b>FUNCTOTAL</b>		<b>\$</b>	<b>185,916.73</b>	<b>\$</b>	<b>200.00</b>	<b>\$</b>	<b>186,116.73</b>
7800	100	\$	129,262.19	\$	550.00	\$	129,812.19
	200	\$	34,270.06	\$	300.00	\$	34,570.06
	300	\$	108,112.84	\$	-	\$	108,112.84
	400	\$	410.01	\$	-	\$	410.01
	500	\$	1,032.00	\$	-	\$	1,032.00
	600	\$	-	\$	-	\$	-
<b>FUNCTOTAL</b>		<b>\$</b>	<b>273,087.10</b>	<b>\$</b>	<b>850.00</b>	<b>\$</b>	<b>273,937.10</b>

**Gadsden County School Board  
420 (Federal) Fund Appropriations  
Twelve**

7900	100	\$	8,047.17	\$	-	\$	8,047.17
	200	\$	1,250.03	\$	-	\$	1,250.03
	300	\$	112,455.13	\$	-	\$	112,455.13
	400	\$	14,640.31	\$	-	\$	14,640.31
	500	\$	13,570.42	\$	-	\$	13,570.42
	600	\$	6,076.56	\$	-	\$	6,076.56
	700	\$	-	\$	-	\$	-
<b>FUNCTOTAL</b>		<b>\$</b>	<b>156,039.62</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>156,039.62</b>
8100	100	\$	262.59	\$	-	\$	262.59
	200	\$	38.57	\$	-	\$	38.57
	300	\$	4,072.00	\$	-	\$	4,072.00
	500	\$	2,000.00	\$	-	\$	2,000.00
	600	\$	1,092.02	\$	-	\$	1,092.02
<b>FUNCTOTAL</b>		<b>\$</b>	<b>7,465.18</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>7,465.18</b>
8200	100	\$	-	\$	-	\$	-
	200	\$	-	\$	-	\$	-
	500	\$	-	\$	-	\$	-
	600	\$	-	\$	-	\$	-
<b>FUNCTOTAL</b>		<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>
9100	100	\$	35,207.61	\$	-	\$	35,207.61
	200	\$	11,482.29	\$	-	\$	11,482.29
	300	\$	-	\$	-	\$	-
	400	\$	-	\$	-	\$	-
	500	\$	-	\$	-	\$	-
<b>FUNCTOTAL</b>		<b>\$</b>	<b>46,689.90</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>46,689.90</b>
<b>GRANDTOTAL</b>		<b>\$</b>	<b>11,435,240.49</b>	<b>\$</b>	<b>535,579.38</b>	<b>\$</b>	<b>11,970,819.87</b>

**Florida Department of Education  
Project Award Notification**

Proj. 4216141

<b>1 PROJECT RECIPIENT</b> Gadsden County School District	<b>2 PROJECT NUMBER</b> 200-1614A-4CS01
<b>3 PROJECT/PROGRAM TITLE</b> Carl D. Perkins Career Technical Education, Secondary Section 131  <p align="center"><b>TAPS 14B004</b></p>	<b>4 AUTHORITY</b> 84.048A Carl Perkins - Voc. ED Basic
<b>5 AMENDMENT INFORMATION</b> Amendment Number: 3 Type of Amendment: Budget Changes Effective Date: 04/10/2014	<b>6 PROJECT PERIODS</b>  Budget Period: 07/01/2013 - 06/30/2014 Program Period: 07/01/2013 - 06/30/2014
<b>7 AUTHORIZED FUNDING</b> Current Approved Budget: \$ 91,851.00 Amendment Amount: Estimated Roll Forward: \$ Certified Roll Amount: Total Project Amount: \$ 91,851.00	<b>8 REIMBURSEMENT OPTION</b> Federal Cash Advance
<b>9 TIMELINES</b> <ul style="list-style-type: none"> <li>• Last date for incurring expenditures and issuing purchase orders: <span style="float: right;"><u>06/30/2014</u></span></li> <li>• Date that all obligations are to be liquidated and final disbursement reports submitted: <span style="float: right;"><u>08/20/2014</u></span></li> <li>• Last date for receipt of proposed budget and program amendments: <span style="float: right;"><u>06/30/2014</u></span></li> <li>• Refund date of unexpended funds; mail to DOE Comptroller, 325 W. Gaines Street, 944 Turlington Building, Tallahassee, Florida 32399-0400:</li> <li>• Date(s) for program reports:</li> </ul>	
<b>10 DOE CONTACTS</b> Program: Jakita Jones Phone: (850) 245 - 9044 Email: <a href="mailto:Jakita.Jones@fldoe.org">Jakita.Jones@fldoe.org</a> Grants Management: Unit B (850) 245-0496	<b>11 DOE FISCAL DATA</b>  DBS: 55 90 00 EO: F2 Object: 720035
<b>12 TERMS AND SPECIAL CONDITIONS</b> <ul style="list-style-type: none"> <li>• This project and any amendments are subject to the procedures outlined in the <u>Project Application and Amendment Procedures for Federal and State Programs</u> (Green Book) and the General Assurances for Participation in Federal and State Programs.</li> <li>• For federal cash advance projects, monthly expenditures must be submitted to the Comptroller's Office by the 20<sup>th</sup> of each month for the preceding month's disbursements utilizing the On-Line Disbursement Reporting System.</li> <li>• Other: Only 25% of the "Current Approved Budget" in block 7 is authorized for obligating or expending during the first quarter period of July 1, 2013 through September 30, 2013. The balance of the allocation (75%) and any unexpended funds from the first quarter will be available October 1, 2013 through June 30, 2014.</li> </ul>	
<b>13 APPROVED:</b>  <div style="display: flex; justify-content: space-between; align-items: flex-end;"> <div style="text-align: center;">                   _____                  Authorized Official on behalf of Pam Stewart                  Commissioner of Education             </div> <div style="text-align: center;">                   _____                  Date of Signing             </div> <div style="text-align: right;">  </div> </div>	

DOE-200  
Revised 02/05

A) Gadsden District/Agency Name B) 200-1614A-4CS01 / 14B004 Project Number TAPS  
 Number  
 C) 3 Amendment Number

**FLORIDA DEPARTMENT OF EDUCATION  
 BUDGET AMENDMENT NARRATIVE FORM**

D) Total Project Amount Currently Approved \$ <u>91,851</u>	E) Total Project Amount resulting from this Budget Amendment \$ <u>91,851</u>
--	--

F) Line Item Description

FUNCTION	OBJECT	ACCOUNT TITLE AND NARRATIVE	FTE	AMOUNT INCREASE	AMOUNT DECREASE
5300	641	Equipment, fixtures and furniture more than \$750			1,000.00
	642	Equipment, fixtures and furniture more than \$750			1,121.00
	730	Dues and Fees for student organizations			1,000.00
6400	330	Travel – professional development for CTE teachers to visit best practice programs/sites (2S1) Required. 1 Permissive 12 <i>travel to be completed prior to 6/30/14 J.F.O.S.</i>		3,121.00	
				3,121.00	3,121.00
				Total	Total

*2/4-14.*

**Instructions**





Proj. 4267670

1. DATE ISSUED: 03/25/2014		2. PROGRAM CFDA: 93.501		 U.S. Department of Health and Human Services <b>HRSA</b> Health Resources and Services Administration NOTICE OF AWARD AUTHORIZATION (Legislation/Regulation) Patient Protection and Affordable Care Act, P.L. 111-148 Patient Protection and Affordable Care Act of 2010, Title IV, §4101 (P.L. 111-148)					
3. SUPERSEDES AWARD NOTICE dated: except that any additions or restrictions previously imposed remain in effect unless specifically rescinded.									
4a. AWARD NO.: 7 C12CS26767-01-00		4b. GRANT NO.: C12CS26767	5. FORMER GRANT NO.: 6 C12CS23445-01-02						
6. PROJECT PERIOD: FROM: 10/01/2013 THROUGH: 11/30/2014									
7. BUDGET PERIOD: FROM: 10/01/2013 THROUGH: 11/30/2014									
8. TITLE OF PROJECT (OR PROGRAM): Affordable Care Act (ACA) Grants for School-Based Health Centers Capital Program									
9. GRANTEE NAME AND ADDRESS: GADSDEN COUNTY SCHOOL DISTRICT 35 Martin Luther King, Jr. Blvd Gadsden, FL 32351-4411 DUNS NUMBER: 152811279			10. DIRECTOR: (PROGRAM DIRECTOR/PRINCIPAL INVESTIGATOR) Beverly Ann Nash GADSDEN COUNTY SCHOOL DISTRICT MailStop Code: 32351 35 Martin Luther King, JR. Blvd Gadsden, FL 32351-4411						
11. APPROVED BUDGET: (Excludes Direct Assistance) <input checked="" type="checkbox"/> Grant Funds Only <input type="checkbox"/> Total project costs including grant funds and all other financial participation			12. AWARD COMPUTATION FOR FINANCIAL ASSISTANCE:						
a. Salaries and Wages : \$0.00 b. Fringe Benefits : \$0.00 c. Total Personnel Costs : \$0.00 d. Consultant Costs : \$0.00 e. Equipment : \$61,259.00 f. Supplies : \$0.00 g. Travel : \$0.00 h. Construction/Alteration and Renovation : \$438,535.00 i. Other : \$0.00 j. Consortium/Contractual Costs : \$0.00 k. Trainee Related Expenses : \$0.00 l. Trainee Stipends : \$0.00 m. Trainee Tuition and Fees : \$0.00 n. Trainee Travel : \$0.00 o. TOTAL DIRECT COSTS : \$499,794.00 p. INDIRECT COSTS (Rate: % of S&W/TADC) : \$0.00 q. TOTAL APPROVED BUDGET : \$499,794.00 i. Less Non-Federal Share: \$0.00 ii. Federal Share: \$499,794.00			a. Authorized Financial Assistance This Period <b>\$499,794.00</b> b. Less Unobligated Balance from Prior Budget Periods i. Additional Authority \$0.00 ii. Offset \$0.00 c. Unawarded Balance of Current Year's Funds \$0.00 d. Less Cumulative Prior Awards(s) This Budget Period \$0.00 e. AMOUNT OF FINANCIAL ASSISTANCE THIS ACTION <b>\$499,794.00</b>						
13. RECOMMENDED FUTURE SUPPORT: (Subject to the availability of funds and satisfactory progress of project)									
<table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">YEAR</th> <th style="width: 50%;">TOTAL COSTS</th> </tr> </thead> <tbody> <tr> <td colspan="2" style="text-align: center;">Not applicable</td> </tr> </tbody> </table>						YEAR	TOTAL COSTS	Not applicable	
YEAR	TOTAL COSTS								
Not applicable									
14. APPROVED DIRECT ASSISTANCE BUDGET: (In lieu of cash)									
a. Amount of Direct Assistance \$0.00 b. Less Unawarded Balance of Current Year's Funds \$0.00 c. Less Cumulative Prior Awards(s) This Budget Period \$0.00 d. AMOUNT OF DIRECT ASSISTANCE THIS ACTION <b>\$0.00</b>									
15. PROGRAM INCOME SUBJECT TO 45 CFR Part 74.24 OR 45 CFR 92.25 SHALL BE USED IN ACCORD WITH ONE OF THE FOLLOWING ALTERNATIVES: A=Addition B=Deduction C=Cost Sharing or Matching D=Other <span style="float: right;">[A]</span> Estimated Program Income: \$0.00									
16. THIS AWARD IS BASED ON AN APPLICATION SUBMITTED TO, AND AS APPROVED BY HRSA, IS ON THE ABOVE TITLED PROJECT AND IS SUBJECT TO THE TERMS AND CONDITIONS INCORPORATED EITHER DIRECTLY OR BY REFERENCE IN THE FOLLOWING: a. The grant program legislation cited above. b. The grant program regulation cited above. c. This award notice including terms and conditions, if any, noted below under REMARKS. d. 45 CFR Part 74 or 45 CFR Part 92 as applicable. In the event there are conflicting or otherwise inconsistent policies applicable to the grant, the above order of precedence shall prevail. Acceptance of the grant terms and conditions is acknowledged by the grantee when funds are drawn or otherwise obtained from the grant payment system.									
REMARKS: (Other Terms and Conditions Attached <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No)									
Electronically signed by Sheila Gale , Grants Management Officer on : 03/25/2014									
17. OBJ. CLASS: 41.11		18. CRS-EIN: 1596000615A1		19. FUTURE RECOMMENDED FUNDING: \$0.00					
FY-CAN	CFDA	DOCUMENT NO.	AMT. FIN. ASST.	AMT. DIR. ASST.	SUB PROGRAM CODE	SUB ACCOUNT CODE			
12 - 3984017	93.501	C12CS26767A0	\$499,794.00	\$0.00	N/A	ACA-SBHCCP-14			

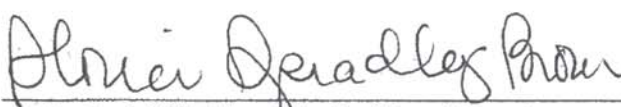
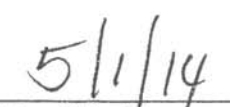

Budget Recording for HRSA Grant

Fund	BS	function	object	center	program	project	amount	Subtotal location
420	2510	7400	311	0211		4267670	20,000	
↓	↓	↓	680	0211		↓	179,715	renovation an existing site
			641	0213			49,459	
			643	0214			1,800	<u>250,974</u> Shanks Middle School
			311	0041			10,000	new module
			630	0047			109,500	<u>119,500</u> George Munroe Elementary School
			311	0061			10,000	
			630	0061			109,500	new module
			641	0061			7,500	
			643	0061			2,500	<u>129,500</u>
							<u>499,974</u>	Agrees with total award

rev 199

**Florida Department of Education  
Project Award Notification**

Proj. 4216140

<b>1 PROJECT RECIPIENT</b> Gadsden County School District	<b>2 PROJECT NUMBER</b> 200-1614A-4CR01
<b>3 PROJECT/PROGRAM TITLE</b> Carl D. Perkins, CTE Rural & Sparsely Populated  <p align="center">TAPS 14B012</p>	<b>4 AUTHORITY</b> 84.048A Carl Perkins - Voc. ED Basic
<b>5 AMENDMENT INFORMATION</b> Amendment Number: 2 Type of Amendment: Budget: Changes Effective Date: 04/22/2014	<b>6 PROJECT PERIODS</b>  Budget Period: 07/01/2013 - 06/30/2014 Program Period: 07/01/2013 - 06/30/2014
<b>7 AUTHORIZED FUNDING</b> Current Approved Budget: \$ 73,586.00 Amendment Amount: Estimated Roll Forward: \$ Certified Roll Amount: Total Project Amount: \$ 73,586.00	<b>8 REIMBURSEMENT OPTION</b> Federal Cash Advance
<b>9 TIMELINES</b> <ul style="list-style-type: none"> <li>• Last date for incurring expenditures and issuing purchase orders: <span style="float: right;"><u>06/30/2014</u></span></li> <li>• Date that all obligations are to be liquidated and final disbursement reports submitted: <span style="float: right;"><u>08/20/2014</u></span></li> <li>• Last date for receipt of proposed budget and program amendments: <span style="float: right;"><u>06/30/2014</u></span></li> <li>• Refund date of unexpended funds; mail to DOE Comptroller, 325 W. Gaines Street, 944 Turlington Building, Tallahassee, Florida 32399-0400:</li> <li>• Date(s) for program reports:</li> </ul>	
<b>10 DOE CONTACTS</b> Program: Jakita Jones Phone: (850) 245 - 9044 Email: <a href="mailto:Jakita.Jones@fldoe.org">Jakita.Jones@fldoe.org</a> Grants Management: Unit B (850) 245-0496	<b>11 DOE FISCAL DATA</b>  DBS: 55 90 00 EO: F2 Object: 720035
<b>12 TERMS AND SPECIAL CONDITIONS</b> <ul style="list-style-type: none"> <li>• This project and any amendments are subject to the procedures outlined in the <u>Project Application and Amendment Procedures for Federal and State Programs</u> (Green Book) and the General Assurances for Participation in Federal and State Programs.</li> <li>• For federal cash advance projects, monthly expenditures must be submitted to the Comptroller's Office by the 20<sup>th</sup> of each month for the preceding month's disbursements utilizing the On-Line Disbursement Reporting System.</li> <li>• Other: <b>Only 25% of the "Current Approved Budget" in block 7 is authorized for obligating or expending during the first quarter period of July 1, 2013 through September 30, 2013. The balance of the allocation (75%) and any unexpended funds from the first quarter will be available October 1, 2013 through June 30, 2014.</b></li> </ul>	
<b>13 APPROVED:</b>  <div style="display: flex; justify-content: space-between; align-items: flex-end;"> <div style="text-align: center;">   <hr/>                         Authorized Official on behalf of Pam Stewart                          Commissioner of Education                     </div> <div style="text-align: center;">   <hr/>                         Date of Signing                     </div> <div style="text-align: right;">  </div> </div>	

A) Gadsden District/Agency Name      B) 200-1614A-4CR01 Project Number      / 14B012 TAPS Number  
 C) 2 Amendment Number

## FLORIDA DEPARTMENT OF EDUCATION BUDGET AMENDMENT NARRATIVE FORM

D) Total Project Amount Currently Approved \$ <u>73,586</u>	E) Total Project Amount resulting from this Budget Amendment \$ <u>73,586</u>
--	--

**F) Line Item Description**

FUNCTION	OBJECT	ACCOUNT TITLE AND NARRATIVE	FTE	AMOUNT INCREASE	AMOUNT DECREASE
6400	330	Travel for professional development – related staff, teachers, guidance counselors to visit best practice programs/sites, workshops, conferences (Best practice visit to Sarasota Tech for CTE Staff; Financial Aid Conference to best assist CTE students; Excel training)- PM (2S1) Required – 1 Perm-12 (Completed by 6/30/14)		937.70	
	730	Fees/Dues (Financial Aid Conference; Excel training) PM (2S1) Required – 1; Permissive 12		556.00	
5300	730	Fees/Dues – Tuition fees on behalf of CTE students (not paid directly to students) PM – (2A1, 4A1); Permissive 16; Required 1,2,3,4,5,6,7,8,9			1,493.70
				1,493.70	1,493.70

**Total**

**Total**

*20*  
*4.28.14*

### Instructions



**SUMMARY SHEET**

**RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA**

**AGENDA ITEM NO.** 7b

**DATE OF SCHOOL BOARD MEETING:** May 27, 2014

**TITLE OF AGENDA ITEMS:** Crossroad Charter School's Third Quarter Financial Statements

**DIVISION:** Finance Department

**PURPOSE AND SUMMARY OF ITEMS:**

Board approval is requested for receipt of the Crossroad Charter School's Third Quarter Financial Statements and the Board's monitoring review of the Charter School's fiscal position as reflected on the presented quarterly reports.

**FUND SOURCE:** not applicable

**AMOUNT:** not applicable

**PREPARED BY:** Kim Ferree

**POSITION:** Assistant Superintendent for Business Services

**INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER**

\_\_\_\_\_ Number of ORIGINAL SIGNATURES NEEDED by preparer.

**SUPERINTENDENT'S SIGNATURE:** page(s) numbered \_\_\_\_\_

**CHAIRMANS'S SIGNATURE:** page(s) numbered \_\_\_\_\_

**Be sure that the Comptroller has signed the budget page.**

## CROSSROAD ACADEMY CHARTER SCHOOL

## Balance Sheet

As of March 31, 2014

	<u>Mar 31, 14</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1110 · Cash & cash equivalents	1,695,632.69
<b>Total Checking/Savings</b>	<u>1,695,632.69</u>
<b>Other Current Assets</b>	
1130 · Accounts receivable - net	28,170.43
1140 · Due from other funds	2,396.91
1230 · Prepaid expenses	35,697.29
<b>Total Other Current Assets</b>	<u>66,264.63</u>
<b>Total Current Assets</b>	1,761,897.32
<b>Fixed Assets</b>	
1300 · Property, plant, and equip- net	3,749,226.34
<b>Total Fixed Assets</b>	<u>3,749,226.34</u>
<b>TOTAL ASSETS</b>	<b><u>5,511,123.66</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
2120 · Accounts Payables	173.50
2160 · Due to other funds	41,231.75
2170 · Salaries, benefits, p/r payable	80,164.62
2175 · Accrued expenses	56,607.27
2250 · Current Notes Payable	59,193.00
<b>Total Other Current Liabilities</b>	<u>237,370.14</u>
<b>Total Current Liabilities</b>	237,370.14
<b>Long Term Liabilities</b>	
2300 · Notes payable - long term	2,027,316.39
<b>Total Long Term Liabilities</b>	<u>2,027,316.39</u>
<b>Total Liabilities</b>	2,264,686.53
<b>Equity</b>	
2720 · Net Assets Temp Restricted	219,756.00
2760 · Net Assets Unrestricted	2,737,637.71
Net Income	289,043.42
<b>Total Equity</b>	<u>3,246,437.13</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>5,511,123.66</u></b>

CROSSROAD ACADEMY CHARTER SCHOOL (9104)  
Gadsden County, Florida  
Statement of Activities (Unaudited)  
For Month or Quarter Ended 3/31/2014 and for the Year Ending 6/30/2014

Description	Account Number	% of Projected															
		Unrestricted				Temporarily Restricted				Permanently Restricted				Total			
		Month / Quarter Actual	YTD Actual	Annual Budget	% of YTD Actual to Annual Budget	Month / Quarter Actual	YTD Actual	Annual Budget	% of YTD Actual to Annual Budget	Month / Quarter Actual	YTD Actual	Annual Budget	% of YTD Actual to Annual Budget	Month / Quarter Actual	YTD Actual	Annual Budget	% of YTD Actual to Annual Budget
<b>REVENUES</b>																	
FEDERAL SOURCES																	
Federal through state and local	3200	0.00	0.00	0.00	#DIV/0!	0.00	69,005.10	67,500.00	102.2%				#DIV/0!	0.00	69,005.10	67,500.00	102.2%
STATE SOURCES																	
FEFP	3310	501,351.00	1,616,073.00	1,939,839.00	83.3%				#DIV/0!				#DIV/0!	501,351.00	1,616,073.00	1,939,839.00	83.3%
State teacher lead program	3334	0.00	0.00	4,000.00	0.0%				#DIV/0!				#DIV/0!	0.00	0.00	4,000.00	0.0%
School recognition	3361	29,180.10	29,180.10	26,565.00	109.8%				#DIV/0!				#DIV/0!	29,180.10	29,180.10	26,565.00	109.8%
Capital Outlay	3397	0.00	0.00	0.00	#DIV/0!	53,561.00	113,525.00	138,700.00	81.8%				#DIV/0!	53,561.00	113,525.00	138,700.00	81.8%
Other misc state revenue	3399	0.00	4,810.08	0.00	#DIV/0!				#DIV/0!				#DIV/0!	4,810.08			#DIV/0!
LOCAL SOURCES																	
Interest Income	3430	10.81	10.81	0.00	#DIV/0!				#DIV/0!				#DIV/0!	0.00	0.00	0.00	#DIV/0!
PreK Early Intervention Fees	3472	35,622.22	92,169.23	156,099.08	59.0%				#DIV/0!				#DIV/0!	0.00	0.00	156,099.08	0.0%
Other local revenue	3490	4,689.30	12,388.84	9,069.15	136.6%				#DIV/0!				#DIV/0!	4,689.30	12,388.84	9,069.15	136.6%
<b>TOTAL REVENUES</b>		<b>570,853.43</b>	<b>1,754,632.06</b>	<b>2,135,572.23</b>	<b>82.2%</b>	<b>53,561.00</b>	<b>182,530.10</b>	<b>206,200.00</b>	<b>88.5%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>#DIV/0!</b>	<b>624,414.43</b>	<b>1,937,162.16</b>	<b>2,341,772.23</b>	<b>82.7%</b>
NET ASSETS RELEASED FROM RESTRICTION	3600/9700																
<b>TOTAL REVENUES AND SUPPORT</b>																	
<b>EXPENSES</b>																	
CURRENT EXPENSES																	
Instruction	5000	262,263.55	794,805.59	989,461.22	80.3%	0.00	11,559.25	10,500.00	110.1%				#DIV/0!	262,263.55	806,364.84	999,961.22	806.0%
Instructional Support Services	6000	18,755.09	47,519.18	38,588.13	123.1%	0.00	57,445.85	57,000.00	100.8%				#DIV/0!	18,755.09	104,965.03	95,588.13	10981.0%
Board	7100	6,193.45	14,988.25	119,760.00	12.5%				#DIV/0!				#DIV/0!	6,193.45	14,988.25	119,760.00	1251.5%
General Administration	7200	21,999.98	58,701.49	82,028.99	71.6%				#DIV/0!				#DIV/0!	0.00	0.00	82,028.99	0.0%
School Administration	7300	120,042.12	304,966.13	380,691.98	80.1%				#DIV/0!				#DIV/0!	120,042.12	304,966.13	380,691.98	8010.8%
Facilities and Acquisition	7400	0.00	4,228.99	12,599.95	33.6%				#DIV/0!				#DIV/0!	0.00	4,228.99	12,599.95	3356.4%
Fiscal Services	7500	99.00	102.85	601.52	17.1%				#DIV/0!				#DIV/0!	99.00	102.85	601.52	1709.8%
Food Services	7600	17,908.63	56,945.02	71,096.00	80.1%				#DIV/0!				#DIV/0!	17,908.63	56,945.02	71,096.00	8009.6%
Central Services	7700	3,218.00	3,545.00	1,199.00	295.7%				#DIV/0!				#DIV/0!	3,218.00	3,545.00	1,199.00	29566.3%
Pupil Transportation Services	7800	0.00	0.00	48,600.00	0.0%				#DIV/0!				#DIV/0!	0.00	0.00	48,600.00	0.0%
Operation of Plant	7900	51,045.91	125,248.28	144,735.12	86.5%				#DIV/0!				#DIV/0!	51,045.91	125,248.28	144,735.12	8653.6%
Maintenance of Plant	8100	4,701.00	20,192.86	16,647.00	121.3%				#DIV/0!				#DIV/0!	4,701.00	20,192.86	16,647.00	12130.0%
Debt Service	9200	0.00	0.00	0.00	#DIV/0!	0.00	147,870.00		#DIV/0!				#DIV/0!	0.00	147,870.00		#DIV/0!
<b>TOTAL CURRENT EXPENSES</b>		<b>506,226.73</b>	<b>1,431,243.64</b>	<b>1,906,008.91</b>	<b>75.1%</b>	<b>0.00</b>	<b>216,875.10</b>	<b>67,500.00</b>	<b>321.3%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>#DIV/0!</b>	<b>506,226.73</b>	<b>1,648,118.74</b>	<b>1,973,508.91</b>	<b>8351.2%</b>
DEPRECIATION		0.00	0.00	0.00	#DIV/0!	0.00	0.00	0.00	#DIV/0!				#DIV/0!	0.00	0.00	0.00	#DIV/0!
<b>TOTAL EXPENSES</b>		<b>506,226.73</b>	<b>1,431,243.64</b>	<b>1,906,008.91</b>	<b>75.1%</b>	<b>0.00</b>	<b>216,875.10</b>	<b>67,500.00</b>	<b>321.3%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>#DIV/0!</b>	<b>506,226.73</b>	<b>1,648,118.74</b>	<b>1,973,508.91</b>	<b>8351.2%</b>
CHANGE IN NET ASSETS		64,626.70	323,388.42	229,563.32	140.9%	53,561.00	-34,345.00	138,700.00	-24.8%	0.00	0.00	0.00	#DIV/0!	118,187.70	289,043.42	368,263.32	7848.8%
NET ASSETS AT THE BEGINNING OF THE YEAR		2,908,361.61	2,649,599.89		#DIV/0!	219,756.00	307,662.00		#DIV/0!				#DIV/0!	3,128,117.61	2,957,261.89		#DIV/0!
NET ASSETS AT THE END OF THE YEAR		2,972,988.31	2,972,988.31		#DIV/0!	273,317.00	273,317.00	138,700.00	197.1%				#DIV/0!	3,246,305.31	3,246,305.31		#DIV/0!

SUMMARY SHEET

RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA

AGENDA ITEM NO. 8a

DATE OF SCHOOL BOARD MEETING: May 27, 2014\_\_\_\_\_

TITLE OF AGENDA ITEM: School Food Service Membership in POWER Buying Group

DIVISION: School Food Service

\_\_\_\_ This is a CONTINUATION of a current project, grant, etc.

**PURPOSE AND SUMMARY OF ITEM:**

Board approval is requested to approve continued membership by the School Food Service Program in the POWER Buying Group. The mission of the POWER Buying Group is to cooperatively procure high quality, competitively priced foods and supplies that will enhance the health and nutritional well-being of students participating in Florida Child Nutrition Programs and to enhance learning in member school district. This membership request is applicable for the 2014-2015 fiscal year.

FUND SOURCE: School Food Service

AMOUNT: Estimated \$3,400.00 in dues payable by August 31, 2014 due date.

PREPARED BY: Kimberly Ferree, CPA

POSITION: Assistant Superintendent for Business & Finance

INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER

2 Number of ORIGINAL SIGNATURES NEEDED by preparer.

SUPERINTENDENT'S SIGNATURE: page(s) numbered 4

CHAIRMAN'S SIGNATURE: page(s) numbered 4

REVIEWED BY: \_\_\_\_\_





**2014 - 2015 SY LETTER OF AGREEMENT**  
**To participate in the P.O.W.E.R. Buying Group (PBG)**  
**For the term of: July 1, 2014 – June 30, 2015**

School Board of Gadsden County

**Name of Member's School Nutrition Program**

**PBG's purpose** is to facilitate the members' processes for purchasing high quality food and supply products at competitive prices in compliance with all applicable guidance and regulations for their child nutrition programs.

RFPs and bids in effect for the 2014-2015 school year are:

- School District of Osceola County Distribution of Food and Non-food Products for the P.O.W.E.R. Buying Group, SDOC-14-P-065-LH
  - **IMPORTANT: Food item pricing includes commercial pricing and NOI pricing for substitutable USDA Foods**
- St. Lucie County Public Schools ITBs, USDA Foods Processing for products **NOT** eligible for NOI pricing
- Pasco County Schools RFP 13-005-VJ Long-Term Categorical Food Processing with USDA Contracted Vendors

**Approval** of PBG's participation in the above bids has been provided by a majority vote of the members applicable to each bid.

**Termination of this Agreement** by a member is permitted with written notice received by the Executive Director a minimum of ninety (90) days prior to the start of the next bid cycle.

**Special conditions** directly impacting the member's continued participation in the PBG bids are to be presented to the Executive Director as soon as possible for review by the PBG Executive Board.

**Due date** for this Letter of Agreement with category participation completed and required signatures is **Monday, April 7, 2014** to be electronically mailed to the Executive Director at the e-mail address on the cover letter and end of the agreement.

**For the term of this Agreement, each member shall:**

- Issue blanket purchase orders to the distributor (US Foods) to cover purchases of the food and supply items effective July 1, 2014 through June 30, 2015.
- Purchase bid items from the distributor in strict adherence with the terms, conditions, and unit prices of the School District of Osceola County, SDOC-14-P-065-LH, all related addenda and other current bids included above; as well as all applicable federal, state and local statutes, regulations, and ordinances and member purchasing policies and procedures.
- Differentiate bid and market items on orders in a manner that aids identification of the market items for audit purposes. (**Best practice: non-bid and market items should be on a separate invoice for audit purposes.**)

## 2014–2015 PBG Letter of Agreement, Continued

- Pay all distributor invoices per the contract terms for food and supplies received. Distributor and member will work to resolve disputed invoices to facilitate timely payments.
- Cooperatively contribute time and expertise (of one or more staff members as appropriate) to price solicitation development, product testing and evaluation to improve the product pricing for the benefit of all members.
- Provide the distributor with all cycle menus for Breakfast, Lunch, Afterschool Snacks and Supper programs, as applicable, and provide advance forecasts of food and supply items for future orders as requested by the distributor.
- Provide accurate and complete information (including surveys, votes, required forms and website profiles, etc.) requested by the Executive Board and/or Committee/Division Chair(s) by the stated deadline or according to established procedures.
- Review members' administrative procurement policies and procedures to ensure compliance with PBG stated guidance.
- Attend a minimum of two (2) quarterly PBG meetings, at least one (1) of the Division meetings and participate in a majority of the Division conference calls.
- Determine current allocations for USDA Foods, if applicable, based on PBG processing bids and piggyback other existing bids only when needed to deplete previous allocations of USDA Foods.
- Adhere to the Mission Statement, Code of Ethics, Bylaws, and Policies and Procedures as approved by PBG members.
- Communicate distributor concerns and requests accurately to the members' Division offices in a timely manner, sending copies of all incident reports and pictures to PBG Division Chair, Executive Director and Distributor's Director of Business Development.
- Communicate PBG concerns, questions and ideas to Division Chair and PBG Executive Director.
- Remit the annual fee (invoice to be sent by May 1, 2014) prior to the August 31, 2014 due date. Payments made during September 2014 will be assessed an additional 5% late fee.

*NOTE: Failure to pay the annual fee invoice by September 30, 2014 may result in initiation of the termination process.*

Failure to adhere to all elements of this Letter of Agreement may qualify as grounds for termination of member's access to PBG bids and services for a period of time up to 36 months. Noncompliant members will receive notification of the initiation of the termination process which includes an opportunity for resolution of the noncompliant issue(s).

The termination will be effective twelve (12) weeks after the PBG Executive Board decision is issued.

## PBG Member Determination Bid Category Participation

Members will provide information below on their participation decisions for the 2014 – 2015 school year.

**Requirement:** all members must indicate if their program will continue with current arrangements for storage and distribution of USDA Brown Box Foods or utilize the awarded distributor for these services during the 2014 – 2015 school year. See USDA Brown Box Foods Workbook for additional information.

PBG members are ***not required*** to participate in all bid categories.

Please circle **YES** or **NO** and **add the School Nutrition Program Administrator's initials** for each category:

Yes  No  PM Main Line Items  
Initials

Yes  No  \_\_\_\_\_ PBG's awarded distributor (US Foods) for Storage and Distribution of USDA  
Initials Brown Box Foods<sup>1</sup>

Yes  No  PM Disposable Products  
Initials

Yes  No  PM USDA Foods Processing – St. Lucie Bids ITB 12-21 for Beef, 13-16 for Shelf Stable  
Initials Fruit and ITB 13-13 for Pork

Yes  No  PM Long Term Categorical Commodity Processing – Pasco County Bid (POWER Plus only  
Initials for Pork, Chicken, Beef, Turkey and Potatoes)

Yes  No  PM Bread Items  
Initials

Yes  No  PM 100% Fruit Juice - Frozen  
Initials

Yes  No  PM Produce  
Initials

Yes  No  PM Smallwares (*possible future bid*)  
Initials

Yes  No  PM Cleaning Supplies  
Initials

The member acknowledges that as in any successful partnership, it is imperative that all participants work cooperatively to achieve maximum benefit both individually and collectively. Members providing accurate, complete information as requested directly contribute to the effectiveness of the bids for all. The PBG is committed to provide quality products, which are competitively priced, in compliance with all guidance and regulations in an effective, efficient manner to all members.

**P.O.W.E.R. Buying Group Mission Statement**

The mission of the POWER Buying Group is to work collaboratively to procure high quality, competitively priced foods and supplies that will enhance the health and nutritional well-being of students participating in Florida Child Nutrition Programs.

School Board Chariman

05/27/2014

Superintendent of Schools

05/27/2014

Administrative Authority Signature

Title

Date



SFS Production Coordinator

04/21/2014

Purchasing Authority Signature

Title

Date

PBG Chair Signature

Date

<sup>1</sup>Note: Please electronically mail the completed and signed Letter of Agreement and the USDA Brown Box Foods Workbook to the PBG Executive Director no later than **Monday, April 7, 2014** at: [powerbuyinggroup@gmail.com](mailto:powerbuyinggroup@gmail.com)



Shirley Alday &lt;aldays@gcpsmail.com&gt;

---

**ACTION REQUIRED: PLEASE complete and send LOA**

---

Linda Wiley, RD MEd LDN SNS <powerbuyinggroup@gmail.com>  
Reply-To: powerbuyinggroup@gmail.com  
To: Shirley Alday <aldays@gcpsmail.com>, miltonp@gcpsmail.com

Thu, Apr 24, 2014 at 11:01 AM

**HI Shirley and Paula,**

**It was great seeing you at the Wednesday meeting.**

**Please complete the Letter of Agreement at your earliest convenience and email to me.**

**Thanks in advance for your assistance with this request.**

**Please call if you have any questions.**

**Thanks,**

Linda Wiley, RD, MEd, LD/N, SNS

Executive Director PBG

Powerbuyinggroup@gmail.com

513-884-9034 Phone

866-473-0497 Fax



**Letter of Agreement 2014-2015.docx**

324K

SUMMARY SHEET

RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA

AGENDA ITEM NO. 8b

DATE OF SCHOOL BOARD MEETING: May 27, 2014

TITLE OF AGENDA ITEM: Agreement Amendment between The Department of Corrections and Gadsden County School Board

DIVISION:

This is a CONTINUATION of a current project, grant, etc.

PURPOSE AND SUMMARY OF ITEM:

This Amendment to the previously approved Agreement is entered for the purpose of establishing a means to transport Department inmates housed at Quincy Annex and Gadsden Re-Entry Center using Agency buses during an actual or anticipated emergency.

FUND SOURCE: N/A

AMOUNT: N/A

PREPARED BY: Rosalyn W. Smith

POSITION: Deputy Superintendent

INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER

Number of ORIGINAL SIGNATURES NEEDED by preparer.

SUPERINTENDENT'S SIGNATURE: page(s) numbered \_\_\_\_\_

CHAIRMAN'S SIGNATURE: page(s) numbered \_\_\_\_\_

REVIEWED BY: \_\_\_\_\_

**AGREEMENT AMENDMENT BETWEEN**  
**THE DEPARTMENT OF CORRECTIONS**  
**AND**  
**GADSDEN COUNTY SCHOOL BOARD**

This is an Amendment to the Agreement between the Florida Department of Corrections (“Department”) and the Gadsden County School Board (“GCSB”), which are the parties hereto.

**This Amendment:**

- **Revises Section entitled “WHEREAS”, first and third paragraphs;**
- **Revises Section II., A., Overview, first paragraph;**
- **Revises Section II., B., Department’s Responsibilities, numbers 6 and 7;**
- **Revises Section II., C., Agency’s Responsibilities, numbers 1 and 2;**
- **Revises Section IV., AGREEMENT MANAGEMENT, paragraphs A. and B.; and**
- **Adds Section X., PREA, entire paragraph.**

In accordance with Section V., **REVIEW AND MODIFICATION**, the following changes are hereby made:

1. Section entitled “WHEREAS”, first and third paragraphs are hereby revised to read:

WHEREAS, the Department houses inmates at Liberty Correctional Institution (LCI) – Quincy Annex and Gadsden Re-Entry Center.

WHEREAS, this MOA is entered into for the purpose of establishing a means to transport Department inmates housed at Quincy Annex and Gadsden Re-Entry Center using Agency buses during an actual or anticipated emergency, including prior to, during, or immediately after a Hurricane or other Natural Disaster. The use of the buses described in this agreement may be limited by an Executive Order from the Division of Emergency Management that would take precedence over the terms of this Agreement.

2. Section II., A., **Overview**, first paragraph is hereby revised to read:

II., A., **Overview**

The parties shall work together to effect transportation of the LCI - Quincy Annex and Gadsden Re-Entry Center inmates during an actual or anticipated emergency using the Agency buses.

3. Section II., B., **Department’s Responsibilities**, numbers 6. and 7., are hereby revised to read:

II., B., **Department’s Responsibilities**

6. Provide repairs for any damage to buses incurred while on loan to LCI - Quincy Annex and Gadsden Re-Entry Center for the transportation of inmates.
7. Wash and thoroughly clean buses used to transport LCI – Quincy Annex and Gadsden Re-Entry Center inmates prior to returning buses to Agency’s designated pick-up location.

4. Section II., C., **Agency's Responsibilities**, numbers 1 and 2., are hereby revised to read:

II., C., **Agency's Responsibilities**

1. Upon the LCI's – Quincy Annex and Gadsden Re-Entry Center request, the Agency shall approve use of its buses by LCI and Gadsden Re-Entry Center for transportation of inmates during an actual or anticipated emergency subject to operational constraints, unless such use is limited by Executive Order from the Division of Emergency Management that takes precedence over the LCI's – Quincy Annex and Gadsden Re-Entry Center use.
2. The Agency shall designate a pick-up location, which shall also be the return location, for buses to be used in transportation of LCI's – Quincy Annex and Gadsden Re-Entry Center inmates.

5. Section IV., **AGREEMENT MANAGERS**, paragraphs A., and B., are hereby revised to read:

A. **Department's Agreement Administrator**

The Agreement Administrator for the Department is responsible for maintaining the official Agreement file, processing any amendments or termination of the Agreement, and for maintaining records of all formal correspondence between the Department and the Participating Entity regarding administration of the Agreement.

The name, address and telephone number of the Department's Agreement Administrator is:

Operations Manager, Contract Administration  
Bureau of Contract Management and Monitoring  
501 South Calhoun Street  
Tallahassee, Florida 32399-2500  
(850) 717-3681 (telephone)  
(850) 488-7189 (facsimile)

B. **Agreement Managers**

The parties have identified the following individuals as Agreement Managers. These individuals are responsible for enforcing performance of the Agreement terms and conditions and shall serve as Agreement Managers regarding issues arising out of this Memorandum of Agreement.

**DEPARTMENT OF CORRECTIONS**  
Walt Summers, Warden  
Gadsden Re Entry Center  
540 Opportunity Highway  
Havana, Florida 32333  
(850) 539-2444 (telephone)  
(850) 539-2768 (facsimile)  
[summers.addison@mail.dc.state.fl.us](mailto:summers.addison@mail.dc.state.fl.us) (e-mail)

**DEPARTMENT OF CORRECTIONS**  
Jacob Sorey, Warden  
Liberty Correctional Institution  
11064 N.W. Dempsey Barron Road  
Bristol, Florida 32321-9711  
(850) 643-9400 (telephone)  
(850) 643-9412 (facsimile)  
[Sorey.jacob@mail.dc.state.fl.us](mailto:Sorey.jacob@mail.dc.state.fl.us) (e-mail)



6. Section X., **Prison Rape Elimination Act (PREA)**, is hereby added to read:

**X. PRISON RAPE ELIMINATION ACT (PREA)**

The Contractor will comply with the national standards to prevent, detect, and respond to prison rape under the Prison Rape Elimination Act (PREA), Federal Rule 28 C.F.R. Part 115. The Contractor will also comply with all Department policies and procedures that relate to PREA.

This Amendment shall begin on the date on which it is signed by both parties.

All other terms and conditions of the original Agreement remain in full force and effect.

IN WITNESS THEREOF, the parties hereto have caused this Amendment to be executed by their undersigned officials as duly authorized.

**GADSDEN COUNTY SCHOOL BOARD**

SIGNED  
BY: \_\_\_\_\_

NAME: Reginald C. James

TITLE: Superintendent

DATE: \_\_\_\_\_

FEID #: F59-6000615

**DEPARTMENT OF CORRECTIONS**

Approved as to form and legality, subject to execution.

SIGNED  
BY: \_\_\_\_\_

NAME: Michael D. Crews

TITLE: **Secretary  
Department of Corrections**

DATE: \_\_\_\_\_

SIGNED  
BY: \_\_\_\_\_

NAME: Jennifer A. Parker

TITLE: **General Counsel  
Department of Corrections**

DATE: \_\_\_\_\_

*QuSmite*

SUMMARY SHEET

RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA

**AGENDA ITEM NO.** 8c

**DATE OF SCHOOL BOARD MEETING:** May 27, 2014

**TITLE OF AGENDA ITEM:** Dual Enrollment & Career Pathways Articulation Agreement between Florida A & M University and Gadsden County Schools 2014-2015

**DIVISION:** Secondary Education

\_\_\_\_\_ This is a CONTINUATION of a current project, grant, etc.

**PURPOSE AND SUMMARY OF ITEM:**

(Type and Double Space)

The purpose of this agenda item is to request board approval of the Dual Enrollment & Career Pathways Articulation Agreement between the School Board of Gadsden County and Florida A & M University governing the enrollment of students for the 2014-2015 school term.

**FUND SOURCE:** FEFP

**AMOUNT:** NA

**PREPARED BY:** Sylvia R. Jackson, Ed.D.



**POSITION:** K-12 Director

INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER

\_\_\_2\_\_\_ Number of ORIGINAL SIGNATURES NEEDED by preparer.

SUPERINTENDENT'S SIGNATURE: page(s) numbered 12

CHAIRMAN'S SIGNATURE: page(s) numbered 12

GAUSDEN SCHOOL BOARD  
OFFICE OF ASSISTANT  
SUPERINTENDENT  
2014 MAY 20 PM 3:53



**FAMU**  
FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY

**ARTICULATION AGREEMENTS WITH GADSDEN COUNTY SCHOOLS  
Dual Enrollment & Career Pathways**



**2014-2015**

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## **2014-2015 Dual Enrollment Articulation Agreement Gadsden County Schools and Florida A&M University Board of Trustees**

### **I. Introduction**

Section 1007.271, Florida Statutes specifies the development of a dual enrollment articulation agreement between district school superintendents and state universities within their respective school districts and service areas for the purpose of jointly developing and implementing a comprehensive articulated acceleration program that serves the school district. This Agreement is made by and between the Florida A&M University Board of Trustees, hereinafter referred to as FAMU on behalf of the College of Agriculture and Food Sciences (CAFS), and the District School Board of Gadsden County, hereinafter referred to as the School Board. This agreement is intended to implement 1007.271, Florida Statutes, and State Board of Education Rule 6A-10.024.

The term of this agreement shall commence upon signing and shall end June 30, 2016. Either party may cancel this Agreement upon thirty (30) days written notice to the other party with or without cause. In the event of a termination, both schools agree that students who are currently in post-secondary courses working toward fulfilling the competencies or who are in their first semester at FAMU will be allowed to complete the articulated credit. This Agreement may be amended only by written communication signed by the Superintendent of the District School Board of Gadsden County and the President of Florida A&M University.

FAMU agrees to permit high school students enrolled in a public high school in Gadsden County, who have been certified by their principals as qualified, to dually enroll in regularly offered courses listed and described in FAMU's undergraduate catalogue as satisfying general education/liberal arts requirements, under the provisions of Florida Statutes, applicable state, Board of Governors, and University, rules or regulations, and courses listed herein and the following terms and conditions:

#### **A. Composition and Roles of Articulation Committee**

Two committee members from the School Board will be appointed by the Superintendent of the School Board or designee. Two committee members from FAMU will be appointed by the President of FAMU or designee. If the chair of the Articulation Committee is from the School Board, then the co-chair will be from FAMU and vice versa. A Secretary will be appointed from amongst the committee members to record the minutes of the meeting. Ex-officios include the Dean of CAFS and Chair of Gadsden County School Board. The meeting time and location of the committee shall be determined mutually by representatives of both parties.

The role of the Articulation Committee is to work collaboratively to develop and review the progress of the Dual Enrollment Articulation Agreement that exists between

FAMU/CAFS and the School Board. An Annual Progress Report will be prepared by the Articulation Committee and submitted to the Dean of CAFS and the Chair of Gadsden County School Board.

**B. Ratification of Articulation Agreements between FAMU and the School Board**

This agreement replaces any existing agreement with FAMU/CAFS and the School Board regarding the Inter-institutional Articulation Agreement.

**II. Procedures to Notify Students and Parents about the Option to Participate**

It is the responsibility of the high schools in the district to inform students of the availability of the dual enrollment program requirements and currently offered courses through educational planning and guidance process. Each high school will advertise dual enrollment through a variety of methods. High school personnel will direct students to meet with their high school guidance counselor if they are interested in learning more about participation in dual enrollment. High school guidance counselors will review with the student criteria for participation in the dual enrollment program. Information will also be available to students and parents on FAMU's and CAFS' websites.

**III. Courses and Programs Available to Eligible Dual Enrollment Students**

Section 1007.271(1). Florida Statutes establishes that "the dual enrollment program is the enrollment of an eligible secondary student in a postsecondary course creditable toward high school completion and a career certificate or an associate or baccalaureate degree". A student who is enrolled in postsecondary instruction that is not creditable toward a high school diploma may not be classified as a dual enrollment student. Physical education skills courses and college preparatory instruction are not eligible for dual enrollment.

Students enrolled as dual enrollment, early admission, or career dual enrollment shall be exempt from the payment of registration, tuition, and laboratory fees. The District will assume responsibility for cost of textbooks and students will assume responsibility for the cost of lab fees. Students enrolled as dual enrollment, early admission, and career dual enrollment will be eligible to participate in both high school and university activities as appropriate including graduation and other extracurricular activities. Participation in all university activities must be approved by the Dean of CAFS.

**A. College Credit Courses Offered on the High School Campuses**

Section 1007.271 (8), Florida Statutes established that "District school boards shall annually assess the demand for dual enrollment and provide that information to each partnering postsecondary institution". FAMU and the School Board will work

collaboratively to ensure students eligible for dual enrollment in CAFS at FAMU and also on the high school campus, and/or through distance learning, as appropriate.

Faculty in CAFS who wish to teach college credit courses that are offered on the high school campuses must complete a FAMU application and all other procedures required by FAMU's Human Resources and Academic Divisions. Applicants must be recommended for hire by the Dean of CAFS. Faculty must also adhere to the following guidelines (Florida Statutes, 1007.271 (5)(a):

1. Meet the qualifications required by FAMU/CAFS as identified in the FAMU Faculty Credentials guidelines. The qualifications apply to all faculty members regardless of the location of instruction.
2. Provide FAMU/CAFS with an official copy of the teaching candidate's postsecondary transcript.
3. Provide a copy of the syllabus for each course taught to the discipline chair or department chair of the postsecondary institution before the start of each term. The content of each syllabus must meet the same standards required for all college-level courses offered at FAMU/CAFS.
4. Adhere to the professional rules, guidelines, and expectations stated in FAMU's Faculty Handbook.
5. Adhere to the rules, guidelines, and expectations (which apply to faculty members) that are stated in FAMU/CAFS' Student Handbook.

Dual enrollment courses taught on the high school campus must meet the same competencies required for courses taught on the FAMU campus. To ensure equivalent rigor with courses taught at FAMU/CAFS, the high school instructor will provide a comprehensive, cumulative end-of-course assessment or a series of assessments of all expected learning outcomes to the appropriate Dean or designee. The completed and scored assessments must be returned to FAMU/CAFS and held for one year (Florida Statutes, 1007.271 (6)(a)).

Based on need and faculty availability, FAMU/CAFS will decide what courses can be offered on the high school campus. Advanced Placement (AP) students who do not take or pass the AP examination are not permitted to earn postsecondary credit for the AP course via dual enrollment. Per Section 1007.272, Florida Statutes, no student will be allowed duplicate credit based on enrollment in a joint AP/dual enrollment course. Dual enrollment courses taught on a high school campus may not be combined with any non-college credit high school course, per Section 1007.271 (6)(d), Florida Statutes.

Dual enrolled students taking courses on the high school campus must follow the same enrollment and registration procedures as the students taking courses on FAMU's main campus.

**B. Early Admission Dual Enrollment**

Early Admission shall be a form of dual enrollment through which eligible secondary students enroll in CAFS at FAMU on a full-time basis (minimum of 12 credit hours and maximum of 15 credit hours) in courses that are creditable toward the high school diploma and the associate or baccalaureate degree. Early admitted students will be exempt from the payment of registration, tuition, and laboratory fees. Both the high school and FAMU/CAFS must approve Early Admission for a high school student each semester.

**C. Career Dual Enrollment**

Career dual enrollment is a curricular option of elective credits toward earning the high school diploma and completing a career-preparatory certificate program (PSAV). Career dual enrollment is not intended to enable students to take isolated courses unrelated to a program.

**IV. Procedures for Participation in Dual Enrollment Courses**

**The Dean of CAFS at Florida A&M University** must designate a Dual Enrollment Advisor who will be responsible for collaborating with the District's high school counselors and officially enrolling students at FAMU/CAFS.

**A. Application Process for New Students**

- Step 1: Review the FAMU dual enrollment packet. (The student must have completed tenth grade.)
- Step 2: Meet with high school guidance counselor to discuss testing options. High school students are allowed a maximum of two attempts on P.E.R.T. but may demonstrate college readiness through concordant scores on the ACT and/or SAT.
- Step 3: Complete the dual enrollment application form with high school guidance counselor.
- Step 4: Turn in the completed enrollment packet which includes test scores, high school transcript and a copy of the latest report card to the FAMU Dual Enrollment Advisor.
- Step 5: Meet with the FAMU/CAFS Enrollment Advisor to register for courses. The FAMU/CAFS Dual Enrollment Advisor is the only person allowed to register dual enrollment students.

**B. Application Process for Early Admission Students**



High school students seeking early admission must follow the same enrollment procedures as Dual Enrollment students. Early Admission Students are those students seeking to take dual enrollment courses to complete high graduation requirements and university degree and/or industry certification requirement.

**C. Withdrawing from Classes and Schedule Changes**

Dual enrollment students must comply with the drop/add and withdrawal policies and deadlines published by FAMU. In addition:

1. To withdraw, add, or drop from a course(s), students must provide a written request from the high school guidance counselor verifying that the student has permission to withdraw, add, or drop before the withdrawal deadline. The request must be submitted to the Dual Enrollment Advisor before the withdrawal deadline.
2. To change a student's schedule, the guidance counselor must submit a written request to the Dual Enrollment Advisor before the deadline which is published by FAMU/CAFS..

**D. Summer Enrollment**

Students are allowed to enroll in summer courses. Enrollment must be approved by the FAMU/CAFS Dual Enrollment Advisor.

Graduating high school seniors will not be eligible to participate in dual enrollment during the summer. They will be categorized as degree seeking college students and will have to pay for summer courses.

**E. Maximum Course Loads**

Dual enrolled students are allowed a maximum of 11 credit hours each semester. All college courses taken must count towards high school and university credit.

Early admission students are allowed a minimum of 12 credit hours and maximum of 15 credit hours each semester. All college courses taken must count towards high school and university credit. Special permission is required each semester for the early admission program.

**F. Testing for Dual Enrollment Eligibility**

All students seeking dual enrollment must pass the State's mandated assessment Reading (FCAT 2.0) and the P.E.R.T or obtain appropriate concordant scores on the ACT or SAT. It is the high school's responsibility to provide P.E.R.T. for dual enrollment eligibility and to monitor the number of assessments. Students must provide official score reports to FAMU.

**Table of Concordant Scores**

**P.E.R.T.**

**Postsecondary Education Readiness Test**

Assessment Content	Eligibility Score
Reading	104
Writing	99
Mathematics	113

**SAT**

**Scholastic Aptitude Test**

Assessment Content	Eligibility Score
Verbal	440
Mathematics	440

**ACT**

**American College Test**

Assessment Content	Eligibility Score
Reading	18
English	17
Mathematics	19

**V. Eligibility Requirements**

**A. Initial Enrollment for Academic Dual Enrollment**

As indicated in Florida Statutes, 1007.271, student eligibility requirements for initial enrollment in college credit dual enrollment courses must include a 3.0 unweighted high school grade point average and the minimum eligible score on a common placement test adopted by the State Board of Education which indicates that the student is ready for college-level coursework.

According to Florida State Board of Education Rule 6A-10.0315, the student must submit a copy of test scores (SAT, ACT, P.E.R.T.) to postsecondary institutions seeking to place the student into college-level courses. Scores must be less than two years old.

**B. Continued Enrollment for Academic Dual Enrollment**

Dual Enrollment students must maintain a minimum 3.0 unweighted cumulative high school grade point average. Additionally, the FAMU/CAFS GPA will be reviewed each semester and students must maintain a 2.5 FAMU GPA. Students will be given a one semester grace period if the FAMU GPA is below 2.5. Dual Enrollment students are only allowed one grace period.

**C. Initial Enrollment for Career Dual Enrollment**

As indicated in Florida Statutes, 1007.271, student eligibility requirements for initial enrollment in career dual enrollment courses must include a 2.0 unweighted high school grade point average and the appropriate score on the P.E.R.T.

#### **D. Continued Enrollment for Career Dual Enrollment**

Students must maintain a minimum 2.0 unweighted cumulative high school grade point average. A high school GPA below 2.0 will result in loss of dual enrollment eligibility.

Additionally, the FAMU/CAFS GPA will be reviewed each semester and students must maintain a 2.0 FAMU/CAFS GPA at the time of review. Students will be given a one semester grace period if the FAMU/CAFS GPA is below 2.0. High school students are only allowed one grace period.

#### **VI. High School Credit Earned for the Passage of Dual Enrollment Courses**

College courses as specified in the Florida Department of Education Articulation Coordinating Committee Statewide Agreement for Dual Enrollment Courses- High School Subject Area Equivalency List are eligible for dual enrollment. This list is available at <http://www.fldoe.org/articulation/pdf/DEList.pdf>. Eligible courses may be taken in any format that FAMU/CAFS offers them unless otherwise specified in the Agreement.

Other courses in the Statewide Course Numbering System, with the exception of remedial courses and physical education skills courses, can be used for dual enrollment credit and count toward high school graduation, including electives, provided these courses are specified in this agreement.

Courses Not Specified on the List- Courses that are not listed in the Dual Enrollment Course- High School Subject Area Equivalency List that are taken through dual enrollment must be identified in the Dual Enrollment Articulation Agreement along with the number of high school credits to be awarded either as an elective or subject area credit.

#### **VII. Procedures to Inform Students and Parents about College-Level Course Expectations**

It is the responsibility of the high schools in the district to inform the students and parents about the college-level expectations. FAMU/CAFS will inform students and parents of college-level course expectations through a dual enrollment orientation. FAMU/CAFS will also inform students and parents of college-level course expectations through the use of the course syllabus which is given to each student in each college-level course at the beginning of each semester.

**VIII. Procedures for Determining Expectations to Require Grade Point Averages According to Florida Statutes, 1007.271 (3)**

According to Florida Statutes 1007.271 (3), "Exceptions to the required grade point averages may be granted on an individual student basis if the educational entities agree and the terms of the agreement are contained within the dual enrollment articulation agreement established pursuant to subsection (21)."

Exceptions to High School Grade Point Averages Terms:

Upon recommendation by the principal or designee, a student with an unweighted GPA of 2.75-2.99 may enroll for a maximum of 6 hours of dual enrollment courses provided that the student has shown evidence of ability to do advanced level work through successful completion of Advanced Placement, Honors, or other advanced courses or supplemental work and provided that the student is in a high school college preparatory program. Continuation of dual enrollment will require satisfactory progress in all college dual enrollment courses.

Exceptions related to serious illness or other extenuating circumstances will be reviewed on a case by case basis and must be approved by both the principal and designated FAMU's administrative staff. FAMU/CAFS will provide a form to the high school that must be completed, signed, and returned to FAMU before students will be allowed to continue in the program. FAMU/CAFS will not make exceptions to the required FAMU grade point average. Students will be given a one semester grace period in which a review will take place to determine continued eligibility. The grace period can only be used once during the student's high school matriculation.

**IX. Registration Procedures for Dual Enrollment**

Students must complete the dual enrollment registration form with their high school guidance counselor. The form must be completed with all the required information selected courses. The completed registration form will be given to FAMU/CAFS Dual Enrollment Advisor, who will register the student for courses that are available at the time the form is received.

**X. Exceptions, if any, to Professional Rules and Guidelines for Instructors Teaching Dual Enrollment Courses**

There are no exceptions.

**XI. Exceptions, if any, to Rules and Guidelines Stated in the Student Handbook Which Apply to Faculty Members**

There are no exceptions.

**XII. Responsibilities of the School Board Regarding Determination of Student Eligibility before Dual Enrollment Participation and Monitoring of Student Performance While Participating in Dual Enrollment**

The School Board is responsible for determining if the student is eligible to be tested for the dual enrollment program. Students who have a 3.0 unweighted high school grade point average and who have an interest in participating in dual enrollment should be referred to their high school guidance counselor for information regarding eligibility requirements for the program.

It is the School Board’s responsibility as well as FAMU/CAFS responsibility to monitor student performance in dual enrollment courses. The School Board and FAMU/CAFS should exchange student transcripts and relevant academic information in order to make sure that students are eligible to continue in the dual enrollment program. FAMU and the School Board shall jointly assume responsibility for the implementation and enforcement of any rights and responsibilities that arise by the creation, maintenance and use of any “records” and “reports” regarding any high school students enrolled in accordance with all applicable law, including but not limited to Sections 1002.22 and 1002.225, Florida Statutes and 20 U.S.C. 1232 (g) – (l). Each shall be responsible for “records” and “reports” maintained, housed or stored by the respective institutions.

FAMU is responsible for assigning grades for dual enrollment courses. When posting dual enrollment information to high school transcripts, the School Board is prohibited from changing any grade that has been assigned by the university.

**XIII. Responsibilities of the Florida College System Institution Regarding Transmission of Student Grades in Dual Enrollment Courses to the School Board**

FAMU will transmit student transcripts to the high schools at the end of each semester in accordance with applicable law.

**XIV. Responsibilities for Funding that Delineates Costs Incurred by the School Board and FAMU**

Dual enrollment students shall be exempt from paying registration and matriculation. Textbooks will be provided by the School Board. Textbooks purchased by the School Board shall remain the property of the School Board as specified in Section 1007.271 (17), F.S. The costs of ADA accommodations for dual enrollment students with disabilities taking courses on FAMU's campus will be covered by FAMU. The costs of ADA accommodations for dual enrollment students with disabilities taking courses on the high school campus will be covered by the School Board.

**XV. Responsibilities for Student Transportation**

Students and/or parents shall provide all student transportation to and from courses taken on FAMU's campuses and sites and shall assume any liability incurred thereby.

**XVI. General Provisions:**

FAMU and the School Board shall continue to carry out established articulation procedures to ensure close communication and effective planning. In addition, FAMU and the School Board shall establish budgetary policies to support specialized dual credit enrollment programs as appropriate. The President of FAMU and the Superintendent of Schools will publicize this agreement and take whatever actions necessary to effect the implementation of said agreement within their respective organizations. The parties shall not discriminate against any employee or participant in this program because of race, age, religion, color, gender, national origin, marital status, or disability. Each party agrees to be fully responsible for its acts of negligence or its agent's acts of negligence when acting within the scope of their employment and agrees to be liable for any damages resulting from said negligence to the extent permitted by the laws of Florida. Nothing herein is intended to serve as a waiver of sovereign immunity by any agency or political subdivision of the State of Florida to be sued by third parties in any matter arising out of any contract. This Agreement sets forth the entire understanding between the Parties with respect to the subject matter hereof and shall govern the respective duties and obligations of the Parties, superseding any other written or oral representations, statements, negotiations, or agreements to the contrary.

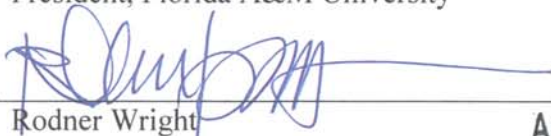
**AGREEMENT SIGNATURE PAGE**

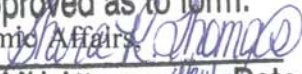
**IN WITNESS WHEREOF**, the School Board of Gadsden County, Florida and The District Board of Trustees, Florida A&M University, have adopted this agreement and caused it to be executed by their respective chairs and chief executive officers, in accordance with Section 1007.271, F.S., Dual Enrollment Articulation Agreements.

5/5/14  
Date

  
Elmira Mangum  
President, Florida A&M University

4/20/14  
Date

  
Rodney Wright  
Interim Provost and Vice President, Academic Affairs  
Florida A&M University

Approved as to form.  
  
FAMU Attorney 4/24/14 Date

Date

Chair, Gadsden County School Board

Date

Superintendent, Gadsden County School District

**APPENDIX A**  
**Inter-institutional Agreement Contact Personnel**

When any of the parties desire to give notice to the other, such notice must be in writing, sent by U.S. Mail, postage prepaid, addressed to the party for whom it is intended at the place last specified; the place for giving notice shall remain such until it is changed by written notice in compliance with the provisions of the paragraph. For the present, the parties designated the following as the respective places for giving notice:

<b>Responsible Person</b>	<b>FAMU</b>	<b>GCPS</b>
<b>Agreement Articulations and Negotiations</b>	Title: Attorney Name: Shira R. Thomas Email: shira.thomas@famuedu.edu Telephone: (850) 599-3591	Title: PK-12 Director Name: Dr. Sylvia R. Jackson Email: jacksons@gcpsmail.com Telephone: (850) 627-9651
<b>Transcripts and Records</b>	Title: Coordinator Name: Lottie Brown Email: lottie.brown@famuedu.edu Telephone: (850) 412-5165	Title: System Support Specialist Name: Caroline McKinnon-Palmer Email: palmerc@gcpsmail.com Telephone: (850) 627-9651
<b>Academic Counseling</b>	Title: Dual Enrollment Advisor Name: Dr. Violeta Tsoлова Email: violetka.colova@famuedu.edu Telephone: (850) 412-7394	Title: Dual Enrollment Counselor East Gadsden High School Name: TBD Email: TBD Telephone: (850) 662-2300  Title: Dual Enrollment Counselor West Gadsden High School Name: TBD Email: TBD Telephone: (850) 442-9500

## APPENDIX B

### Recommended Dual Enrollment Courses

<b>Course Number</b>	<b>Course Name</b>	<b>Brief Course Description</b>
<b>AGG2050</b>	<b>Intro Biotechnology</b>	THIS COURSE IS DESIGNED TO TEACH STUDENTS THE CONCEPTS AND PRINCIPLES OF BIOTECHNOLOGY AND EXPLORE TO ITS APPLICATION IN AGRICULTURE, THE ENVIRONMENT AND THE SOCIETY.
<b>AGG2050L</b>	<b>Intro Biotechnology Lab</b>	THIS COURSE IS INTENDED TO PROVIDE HANDS-ON LABORATORY TRAINING IN BASIC METHODS EMPLOYED IN BIOTECHNOLOGY
<b>AGG 4420</b>	<b>Global Seminar in Human Sustainability</b>	FOCUSING ON CONCEPTS AND APPROACHES TO DEVELOPING SUSTAINABLE FOOD SYSTEMS, EXAMINE GLOBAL PROBLEMS, GLOBAL PERSPECTIVE OF HUMAN SUSTAINABILITY ISSUES.
<b>ATE 1001</b>	<b>Intro to Vet Technology</b>	PROVIDING LEGAL AND ETHICAL STANDARDS FOR VETERINARY TECHNICIANS, WORKPLACE PROFESSIONAL CONDUCT, RESOURCES FOR CURRENT ISSUES, WORK ENVIRONMENT SAFETY, ZOO NOTIC DISEASE RISKS AND CAREER OPPORTUNITIES
<b>ATE 1741</b>	<b>Veterinary Medical Terminology</b>	COVERS COMMON MEDICAL TERMINOLOGIES USED IN THE VETERINARY FIELD. THIS COURSE WILL ALSO HELP STUDENTS DETERMINE THE DEFINITION OF MEDICAL TERMINOLOGIES, USING THE ANALYSES OR WORD PARTS
<b>ANS 3231L</b>	<b>Equine Science &amp; Management Lab</b>	EQU MGMT & TRAINING
<b>ANS 3264</b>	<b>Swine Production</b>	PLACE OF SWINE ON THE FARM AND MODERN METHODS AND TRENDS IN SELECTION, FEEDING, HOUSING AND MANAGING SWINE FOR EFFICIENT PRODUCTION.



**SUMMARY SHEET**

**RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA**

**AGENDA ITEM NO.**                     8d                    

**DATE OF SCHOOL BOARD MEETING:** May 27, 2014

**TITLE OF AGENDA ITEMS:** Updated Proposal for Rate Increases for School Bus Usage

**DIVISION:** Finance Department

**PURPOSE AND SUMMARY OF ITEMS:** Board approval for the increases per mile and driver's rate for the cost of field trips; outside vendor usage; and 21<sup>st</sup> Century and Communities in Schools reimbursement rates.

Also suggest the Board consider for approval a mandatory prepayment requirement for this bus usage prior to the field trip. The actual time the driver's is needed should be reasonably estimated and any additional charge incurred would be subsequently billed as an accounts receivable to the school's internal account, the outside vendor, or the grant program.

**FUND SOURCE:** Outside parties reimbursing the General Fund

**AMOUNT:** varies depending on mileage and hours of bus usage.

**PREPARED BY:** Kim Ferree

**POSITION:** Assistant Superintendent for Business Services

**INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER**

\_\_\_\_\_Number of ORIGINAL SIGNATURES NEEDED by preparer.

**SUPERINTENDENT'S SIGNATURE:** page(s) numbered \_\_\_\_\_

**CHAIRMANS'S SIGNATURE:** page(s) numbered \_\_\_\_\_  
Be sure that the Comptroller has signed the budget page.

**GADSDEN DISTRICT SCHOOLS**

**TRANSPORTATION DEPARTMENT**

**MR. ANDY GAY, DIRECTOR**

**UPDATED PROPOSALS FOR**

**RATE INCREASES FOR SCHOOL BUS USAGE**

**2014-2015**

**COST FOR FIELD TRIPS**

<b>COST FOR FUEL</b>	<b>PRESENT RATE</b>	<b>PROPOSED RATE</b>
<b>GADSDEN DISTRICT SCHOOLS</b>	<b>\$1.50 PER MILE</b>	<b>\$2.50 PER MILE</b>
<b>CHARTER/MAGNET SCHOOLS</b>	<b>\$1.50 PER MILE</b>	<b>\$2.50 PER MILE</b>
<b>ALL OUTSIDE VENDORS</b>	<b>\$2.50 PER MILE</b>	<b>\$3.50 PER MILE</b>

<b>BUS USAGE COST</b>	<b>PRESENT RATE</b>	<b>PROPOSED RATE</b>
<b>GADSDEN DISTRICT SCHOOLS</b>	<b>\$0.00</b>	
<b>CHARTER/MAGNET SCHOOLS</b>	<b>\$0.00</b>	
<b>ALL OUTSIDE VENDORS</b>	<b>\$18.00 PER HOUR</b>	<b>\$18.00 PER HOUR</b>

**DRIVER'S COST FOR ALL SCHOOLS**

**PRESENT RATE = \$9.00 PER HOUR**

**PROPOSED RATE = \$10.00 PER HOUR**

**DRIVER'S COST FOR ALL OUTSIDE VENDORS**

**PRESENT RATE = \$15.00 PER HOUR**

**PROPOSED RATE = DRIVER'S SALARY OR \$15.00(WHICHEVER AMOUNT IS GREATER)**

**21<sup>ST</sup> CENTURY G.R.E.A.T CENTERS**

**FUEL COST = \$1.50 PER MILE**

**BUS USAGE = \$0.00**

**DRIVER = \$15.00 PER HOUR**

**COMMUNITIES IN SCHOOLS**

**FUEL COST = \$2.50 PER MILE**

**BUS USAGE = \$18.00 PER HOUR**

**DRIVER—PAID BY TCC**

**It is recommended that all after-school programs pay the same for fuel/bus usage.**



Kimberly Ferree &lt;ferreek@gcpsmail.com&gt;

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**Union acceptance of field trip driver hourly increase**

1 message

**Kimberly Ferree** <ferreek@gcpsmail.com>

Tue, May 20, 2014 at 9:38 AM

To: Rocky Pace &lt;pacer@gcpsmail.com&gt;

Cc: Rosalyn Smith &lt;smithr@gcpsmail.com&gt;, Pink Hightower &lt;hightowerp@gcpsmail.com&gt;, Gerald Gay &lt;gayg@gcpsmail.com&gt;

Mr. Pace,

I understand that the union meets tomorrow. I have attached a revised proposal for rate increases for school bus usage for field trips. We are proposing a rate increase for bus drivers who drive students on field trips from \$9.00 an hour to \$10,00 an hour for district sanctioned field trips. The proposal also proposes that for driver's who transport outside vendors when they rent/use our buses receive a rate increase of \$15.00 an hour or their salaried rate, whichever is higher. See the attached proposal

This proposal does not extend to their regularly assigned transportation duties of transporting our students to and from school or any other driving that is not considered a field trip as listed on the proposal.

It is my understanding that driving the activity bus would not be part of this rate proposal increase. Those drivers would continue to be compensated as they currently are.

If the union has not yet taken up action to accept or reject the proposal's rate increase, please add to your agenda for tomorrow.

Additionally, please email me the result of the vote. I plan on taking this action back to the Board at the May 27, 2014 meeting.

Thank you for your assistance with this matter.

—  
Kimberly S. Ferree, CPA  
Assistant Superintendent for Business and Finance  
Phone (850) 627-9651 Ext. 1222

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 **revised rate increase document.pdf**  
52K

**SUMMARY SHEET**

**RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA**

**AGENDA ITEM NO.** 8e

**DATE OF SCHOOL BOARD MEETING:** May 27, 2014

**TITLE OF AGENDA ITEMS:** Summer Cleaning Supplies

**DIVISION:** Finance Department

**PURPOSE AND SUMMARY OF ITEMS:** Board approval to purchase summer cleaning supplies and perform the cleaning while school is out of session.

**FUND SOURCE:** General Fund 110

**AMOUNT:** \$8,972.50

**PREPARED BY:** Kim Ferree

**POSITION:** Assistant Superintendent for Business Services

**INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER**

         Number of ORIGINAL SIGNATURES NEEDED by preparer.

**SUPERINTENDENT'S SIGNATURE:** page(s) numbered         

**CHAIRMANS'S SIGNATURE:** page(s) numbered         

**Be sure that the Comptroller has signed the budget page.**

THE SCHOOL BOARD OF GADSDEN COUNTY

PURCHASE ORDER NO.

DATE  
05/02/14

186412

35 MARTIN LUTHER KING, JR., BLVD. QUINCY, FLORIDA 32351  
 PHONE (850) 627-9651 FAX (850) 627-2760  
[www.gcps.k12.fl.us](http://www.gcps.k12.fl.us)

FL SALES TAX EXEMPTION # 85-8012621915C-2

FEDERAL ID # 59-6000615

<b>VENDOR</b> VS16130000  SPA CONCEPTS, INC. 8141 PRESERVATION RD TALLAHASSEE FL 32312	<b>SHIP TO THIS ADDRESS</b>  MAINTENANCE DEPARTMENT 805 SOUTH STEWART STREET QUINCY FL 32351
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PRINCIPAL / SUPERVISOR	COMPTROLLER	SUPERINTENDENT

QUANTITY	PRODUCT NO.	DESCRIPTION	UNIT PRICE	TOTAL
----------	-------------	-------------	------------	-------

Bd Mtg: 5/27/14 ( ) SUMMER CLEANING SUPPLIES:

1	BEST:	QUOTE OF THREE (SEE BACK UP)		
1		1ST QUOTE (FOR FLOOR CARE)	8656.25	8656.25
1		2ND QUOTE (VACUUM BAGS)	316.25	316.25

PAY TERMS: NET 30

TOTAL 8,972.50

- All correspondence/shipments must reflect the PO number. For prompt payment mail invoice to Accounts Payable address above.
- If box checked and you accept this PO, goods/services & invoice must be received by the District no later than June 15 of the CURRENT YEAR. NO FINANCIAL OBLIGATION continues after June 30 of the CURRENT YEAR if the box is checked. This PO is void after one year.
- Notice to Vendor/Contractor: By acceptance of the contract/order in excess of \$10,000 and involving Federal Funds, the Vendor/Contractor agrees to comply with Title 34 Section 80.36 Code of Federal Regulations. Termination for cause and for convenience by the grantee or sub grantee including the manner by which it will be affected and the basis for settlement will be decided by the School Board of Gadsden County. In addition, the Vendor/Contractor agrees to comply with Florida Statute 257.36 regarding retention of records for 5 years.

DISTRIBUTION TO BE COMPLETED BY ORIGINATOR					TOTAL	8,972.50	FINANCE DEPT USE EXPENDITURE
FUND	FUNCTION	OBJECT	CENTER	PROJECT	PROGRAM	AMOUNT	
110	7900	510	9001	1104250		8972.50	

DIST: 20 FY: 14

12. REQUEST/PURCH ORDER SCAN

TIME: 13:24

TYPE CNTR FND ---VENDOR-- E S I FR--ISSUE--TO START#  
 P \_\_\_\_\_ V S16130000 \_ \_ \_ 070113 050514 \_\_\_\_\_

NUM-PO	REQ-NUM-	DATE	CNTR-	VENDOR--	ESI	ORIGINAL	LIQ/PAID	CURRENT
185044		070113	9020	VS16130000	YBY	2,500.00	2,479.15	20.85
185354	90204055	070113	9020	VS16130000	BY	9,010.12	9,010.12	.00
185816	90204117	101013	9020	VS16130000	BY	11,820.00	11,820.00	.00
186054	90204139	120513	9020	VS16130000	BY	3,216.80	3,216.80	.00
186412	00000003	050214	9020	VS16130000	YBN	8,972.50	.00	8,972.50

*including* 8,972.50

*at*  
 TOTAL 35,519.42 26,526.07 8,993.35

ALL RECORDS DISPLAYED. NEXT?

PF3 FOR ACCOUNT NUM SCAN TERML: 8AU1

4-© 1 Sess-1 199.44.72.2 TW1H0051 4/9



Shirley Alday &lt;aldays@gcpsmail.com&gt;

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**Re: Custodial supplies**

(850) 7439287

**Kimberly Ferree** <ferreek@gcpsmail.com>

Fri, Apr 18, 2014 at 9:14 AM

To: Wayne Shepard &lt;shepardw@gcpsmail.com&gt;

Cc: Shirley Alday &lt;aldays@gcpsmail.com&gt;

Were these bids or quotes?

I will have Shirley check the total for this vendor for the FY. If the vendor has received more than \$15,000 for the year from the District, then the Board should probably approved the PO. If that is the case, I know they don't like to have an item added, but you might want to check with Mary Davis to see if we can add the item.

I am assuming that this is paid from 110. If that is the case, the funds are very scare and we would like to deter as much as possible into then next fiscal year's budget. Is there any way of reducing the items need? Putting off the order until July 1? etc.

Was this part of the review that you, Mary , and Shirley did a couple of weeks back? If so, did we allow of this future needed spending? Let me know.

I will let you know the vendor total when Shirley returns on Monday.

Kim

On Fri, Apr 18, 2014 at 8:52 AM, Wayne Shepard <shepardw@gcpsmail.com> wrote:

Kim

Tony Britt brought me the results of collecting bids for summer custodial supplies.

✓ 51613

Spa Concepts was low bidder with a combined total of \$8,972.50. This will get us through the summer and then we will need to bid again for next year.

Since it is past time to get this on the board agenda for this month, school is out the last day of May, and the May board meeting is the 27th, it will push us to get the supplies ordered and in before school is out if we have to wait until the May meeting.

Two questions

1- Is the money available

2- Can we go ahead and do a P.O. prior to taking it to the School Board

# MAINTENANCE DEPARTMENT

## SCHOOL BOARD OF GADSDEN COUNTY

PLUMBING  
ELECTRICAL

CARPENTRY  
HVAC

806 SOUTH STEWART STREET, QUINCY, FLORIDA 32351 • (850) 627-9688 • FAX: (850) 875-8795

To: AJ @ SPA Concepts  
 Fax: (850) 270-6899  
 From: Tony Britt—Custodial Coordinator  
 Re: Quote on Supplies—Summer Supplies Only

Please give us a quote for these products no later than 04/17/2014. Thank you so much.

PRODUCT	PRICE EACH	TOTAL PRICE
1. Floor Finish 25% Solid—120 5 - Gallon Pails <i>Rock Star</i>	\$ 42.62	\$ 5114.40
2. Stripper-Low Odor—60 5-Gallon Pails <i>Ms. Stripp</i>	\$ 34.48	\$ 2068.80
3. Black Pad 20"—20 Cases (5 per Case)	\$ 13.42	\$ 268.40
4. Green Pad 20"—15 Cases (5 per Case)	\$ 13.42	\$ 201.30
5. Rayon Mop Heads—24 24 oz. Loop Ends Clamp Style	\$ 5.00	\$ 120.00
6. Propane Machine Buffing Pad 24"—5 Cases (5 per Case)	\$ 35.38	\$ 176.90
7. Red Pad 20"—5 Cases (5 per Case)	\$ 13.42	\$ 67.10
8. White Pad 20"—5 Cases (5 per Case)	\$ 13.42	\$ 67.10
9. Black Pad 13"—5 Cases (5 per Case)	\$ 9.45	\$ 47.25
10. Carpet Bonnet 20"—5 Cases (5 per Case)	\$ 69.00	\$ 345.00
11. Carpet Shampoo-Low Sudsing—5 Cases (4 per Case)	\$ 36.00	\$ 180.00

*Total*

\$ 8656.25



# MAINTENANCE DEPARTMENT

## SCHOOL BOARD OF GADSDEN COUNTY

PLUMBING  
ELECTRICAL

CARPENTRY  
HVAC

805 SOUTH STEWART STREET, QUINCY, FLORIDA 32351      (850) 627-9888      FAX: (850) 875-8795

To: AJ @ SPA Concepts  
 Fax: (850) 270-6899  
 From: Tony Britt—Custodial Coordinator  
 Re: Quote on Supplies—Summer Supplies Only-Addendum #1

This is an addendum to the previous request for a quote. Please give us a quote for these products no later than 04/17/2014. Thank you so much.

PRODUCT	# IN CASE	TOTAL PRICE
1. PROTEAM 1500XP Vacuum cleaner bags—1 case	10 bags / pack 25 packs / case	\$ 8.75 / pack # 218.75 / CS
2. WINDSOR SENSOR 12 Vacuum cleaner bags—1 case	10 bags / pack 10 packs / case	\$ 9.75 / pack # 97.50 / CS

- ⊙ Note that there are 25 packs of Proteam 1500XP vacuum cleaner bags in 1 case. Each pack contains 10 bags. (250 bags / CS)
- ⊙ There are 10 packs of Windsor sensor 12 vacuum bags in 1 case. Each pack contains 10 bags (100 bags / CS)

# MAINTENANCE DEPARTMENT

## SCHOOL BOARD OF GADSDEN COUNTY

PLUMBING  
ELECTRICAL

CARPENTRY  
HVAC

805 SOUTH STEWART STREET, QUINCY, FLORIDA 32351 • (850) 627-9888 • FAX: (850) 875-8795

To: AJ @ SPA Concepts  
 Fax: (850) 270-6899  
 From: Tony Britt—Custodial Coordinator  
 Re: Quote on Supplies—Summer Supplies Only

Please give us a quote for these products no later than 04/17/2014. Thank you so much.

PRODUCT	PRICE EACH	TOTAL PRICE
1. Floor Finish 25% Solid—120 5-Gallon Pails <i>Rock Star</i>	\$ 42.62	\$ 5114.40
2. Stripper-Low Odor—60 5-Gallon Pails <i>Ms. Strippp</i>	\$ 34.48	\$ 2068.80
3. Black Pad 20"—20 Cases (5 per Case)	\$ 13.42	\$ 268.40
4. Green Pad 20"—15 Cases (5 per Case)	\$ 13.42	\$ 201.30
5. Rayon Mop Heads—24 24 oz. Loop Ends Clamp Style	\$ 5.00	\$ 120.00
6. Propane Machine Buffing Pad 24"—5 Cases (5 per Case)	\$ 35.38	\$ 176.90
7. Red Pad 20"—5 Cases (5 per Case)	\$ 13.42	\$ 67.10
8. White Pad 20"—5 Cases (5 per Case)	\$ 13.42	\$ 67.10
9. Black Pad 13"—5 Cases (5 per Case)	\$ 9.45	\$ 47.25
10. Carpet Bonnet 20"—5 Cases (5 per Case)	\$ 69.00	\$ 345.00
11. Carpet Shampoo-Low Sudsing—5 Cases (4 per Case)	\$ 36.00	\$ 180.00

*Total*

8656.25

# MAINTENANCE DEPARTMENT

## SCHOOL BOARD OF GADSDEN COUNTY

PLUMBING  
ELECTRICAL

CARPENTRY  
HVAC



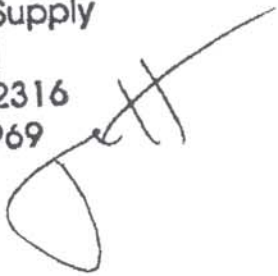
805 SOUTH STEWART STREET, QUINCY, FLORIDA 32351 • (850) 627-9888 • FAX: (850) 876-8796

To: Jerry @ Aero Maintenance Supply  
Fax: (850) 576-2932  
From: Tony Britt—Custodial Coordinator  
Re: Quote on Supplies—Summer Supplies Only—Addendum #1

This is an addendum to the previous request for a quote. Please give us a quote for these products no later than 04/17/2014. Thank you so much.

PRODUCT	# IN CASE	TOTAL PRICE
1. PROTEAM 1500XP Vacuum cleaner bags—1 case	100	\$ 129.00
2. WINDSOR SENSOR 12 Vacuum cleaner bags—1 case	100	\$ 149.00

Aero Maintenance Supply  
P.O. Box 20931  
Tallahassee, FL 32316  
Tel. (850) 576-2969



# MAINTENANCE DEPARTMENT

## SCHOOL BOARD OF GADSDEN COUNTY

PLUMBING  
 ELECTRICAL

CARPENTRY  
 HVAC

805 SOUTH STEWART STREET, QUINCY, FLORIDA 32351 (850) 627-9888 FAX: (850) 875-8795

To: Paul @ Northland Manufacturing  
 Fax: (850) 671-1782  
 From: Tony Britt—Custodial Coordinator  
 Re: Quote on Supplies—Summer Supplies Only

Please give us a quote for these products no later than 04/17/2014. Thank you so much.

PRODUCT	PRICE EACH	TOTAL PRICE
1. Floor Finish 25% Solid—120 5 - Gallon Pails	\$ 52.79	\$ 6,334.80
2. Stripper-Low Odor—60 5-Gallon Pails	\$ 32.78	\$ 1,966.80
3. Black Pad 20"—20 Cases (5 per Case)	\$ 21.79 <sub>cs</sub>	\$ 435.80
4. Green Pad 20"—15 Cases (5 per Case)	\$ 21.79 <sub>cs</sub>	\$ 326.85
5. Rayon Mop Heads—24 24 oz. Loop Ends Clamp Style	\$ 52.30 <sub>dz</sub>	\$ 104.60
6. Propane Machine Buffing Pad 24"—5 Cases (5 per Case)	\$ 31.47	\$ 157.35
7. Red Pad 20"—5 Cases (5 per Case)	\$ 21.79 <sub>cs</sub>	\$ 108.95
8. White Pad 20"—5 Cases (5 per Case)	\$ 21.79 <sub>cs</sub>	\$ 108.95
9. Black Pad 13"—5 Cases (5 per Case)	\$ 14.80 <sub>cs</sub>	\$ 74.00
10. Carpet Bonnet 20"—5 Cases (5 per Case)	\$ 36.47 <sub>2 per/cs</sub>	\$ <del>182.25</del>
11. Carpet Shampoo-Low Sudsing—5 Cases (4 per Case)	\$ 41.39 <sub>cs</sub>	\$ 206.95

9,825.05

# MAINTENANCE DEPARTMENT

## SCHOOL BOARD OF GADSDEN COUNTY

PLUMBING  
ELECTRICAL

CARPENTRY  
HVAC

805 SOUTH STEWART STREET, QUINCY, FLORIDA 32351 - (850) 627-9888 - FAX: (850) 875-8795

To: E. Rauls @ Osceola Supply  
Fax: (850) 580-8001  
From: Tony Britt—Custodial Coordinator  
Re: Quote on Supplies—Summer Supplies Only

Please give us a quote for these products no later than 04/17/2014. Thank you so much.

PRODUCT	PRICE EACH	TOTAL PRICE
1. Floor Finish 25% Solid—120 5 - Gallon Pails	\$69.80	\$8,376
2. Stripper-Low Odor—60 5-Gallon Pails	\$57.14	\$3,428.40
3. Black Pad 20"—20 Cases (5 per Case)	\$16.75	\$335
4. Green Pad 20"—15 Cases (5 per Case)	\$16.75	\$251.25
5. Rayon Mop Heads—24 24 oz. Loop Ends Clamp Style	\$7.00	\$168
6. Propane Machine Buffing Pad 24"—5 Cases (5 per Case)	\$40.27	\$201.35
7. Red Pad 20"—5 Cases (5 per Case)	\$16.75	\$83.75
8. White Pad 20"—5 Cases (5 per Case)	\$16.75	\$83.75
9. Black Pad 13"—5 Cases (5 per Case)	\$8.50	\$42.50
10. Carpet Bonnet 20"—5 Cases (5 per Case)	\$35.00	\$175
11. Carpet Shampoo-Low Sudsing—5 Cases (4 per Case)	\$36.55	\$182.75

13,327.75

# MAINTENANCE DEPARTMENT

## SCHOOL BOARD OF GADSDEN COUNTY

PLUMBING  
ELECTRICAL

CARPENTRY  
HVAC

805 SOUTH STEWART STREET, QUINCY, FLORIDA 32351 - (850) 627-9888 - FAX: (850) 875-8795

To: E. Rauls @ Osceola Supply  
Fax: (850) 580-8001  
From: Tony Britt—Custodial Coordinator  
Re: Quote on Supplies—Summer Supplies Only—Addendum #1

This is an addendum to the previous request for a quote. Please give us a quote for these products no later than 04/17/2014. Thank you so much.

PRODUCT	# IN CASE	TOTAL PRICE
1. PROTEAM 1500XP Vacuum cleaner bags—1 case	10 PACK	\$9.50
2. WINDSOR SENSOR 12 Vacuum cleaner bags—1 case	10PKG	\$15.00

**SUMMARY SHEET**

**RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA**

**AGENDA ITEM NO. \_\_\_\_\_ 8f \_\_\_\_\_**

**DATE OF SCHOOL BOARD MEETING: May 27, 2014**

**TITLE OF AGENDA ITEMS: Insurance Renewal/Applications for 2014-15**

**DIVISION: Finance Department**

**PURPOSE AND SUMMARY OF ITEMS:**

**Approval of the application to renew the Florida Municipal Insurance Trust (FMIT) and the Florida League of Cities sponsored insurance program for Worker's Compensation and General Liability, which includes the application for Drug-Free Workplace and Safety Program premium credits.**

**FUND SOURCE: General Fund**

**AMOUNT: Pending renewal rates after the application has been processed by FMIT. We will bring back to the Board for approval when we issue the 2014-15 purchase order to encumber the funds.**

**PREPARED BY: Kim Ferree**

**POSITION: Assistant Superintendent for Business Services**

**INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER**

**\_\_\_\_\_ Number of ORIGINAL SIGNATURES NEEDED by preparer.**

**SUPERINTENDENT'S SIGNATURE: page(s) numbered \_\_\_\_\_**

**CHAIRMANS'S SIGNATURE: page(s) numbered \_\_\_\_\_  
Be sure that the Comptroller has signed the budget page.**



- Administration
- Policy Holder Relations
- Financial Services/Underwriting

Post Office Box 930165  
Orlando, FL 32853-0165

- Health Claims

Post Office Box 938740  
Orlando, FL 32878-8740

- Workers Compensation Claims

- Property & Liability Claims

Post Office Box 931135  
Orlando, FL 32811-1135

800-445-6248  
407-425-9142  
Fax 407-425-9378  
www.flcities.com

May 1, 2014

Ms. Kim Ferree  
The School Board of Gadsden County FMIT# 0857  
35 Martin Luther King Jr. Boulevard  
Quincy FL 32351

Dear Member:

The Trustees of the Florida Municipal Insurance Trust (FMIT) and the Florida League of Cities Staff wish to thank you for placing your confidence in the League sponsored insurance program. We are looking forward to working with you during the 2014-2015 renewal year.

As you know, the FMIT is governed by a Board of our Members and does not answer to shareholders or Wall Street. We answer to our members. You can rely on the Trust for insurance products and services that meet your needs. As a result of prudent financial management, the Trust remains in excellent financial standing with a strong reinsurance program. The surplus is now \$211,100,000 with over \$466 million in assets.

We have continued to enhance our services to you with the introduction of **simpliCity**. Exclusive to the Florida League of Cities, Synergy/simpliCity offers disaster mitigation and disaster recovery/claims management to all FMIT members. In conjunction to our existing services, including superior risk control and our award winning Fraud Special Investigations Unit, we are confident that we continue to offer you the best overall insurance value in the State.

Please find the attached renewal instructions. Please return by **June 2, 2014**. We are pleased to continue to serve you and take our responsibility seriously. Thank you for your continued participation in the Florida Municipal Insurance Trust.

Sincerely,

Jeannie Garner  
Director, Department of Insurance and Financial Services

Enclosures

0857

**Florida Municipal Insurance Trust**



**REMINDER NOTICE FOR AUTO AND PROPERTY POLICIES**

We would like to take this opportunity to suggest that you thoroughly review your auto and property schedules at this point in time.

Policies are renewed on October 1, 2014 and should changes to your auto or property schedule be required, they can be made in a timely manner assuring accuracy on all of your policies and premiums.

Thank you.

**Please return information by June 2, 2014** as this information is used to process your 2014/2015 renewal.

### CONTACT INFORMATION

**Should you have any questions**, please contact your

**Account Executive**

Name: Conley, Tom  
Phone: 850-251-8722  
Email: [tconley@flcities.com](mailto:tconley@flcities.com)

Or

**Your Underwriter**

Name: White, Sharon  
Phone: 407-367-1736  
Email: [SWhite@flcities.com](mailto:SWhite@flcities.com)

**Please Return forms** to Carol Mangold, [cmangold@flcities.com](mailto:cmangold@flcities.com)

Phone: 407-367-1821

Fax: 407-425-9378

The School Board of Gadsden County  
FMIT #0857

General Instructions

Enclosed you will find several forms that need to be completed and returned by **June 02, 2014**. If the check box to the left has been marked, then this is a form that pertains to your account and needs to be completed. If the check box to the left has not been marked, please disregard, as this information is not pertinent to your account. Should you have any questions, please contact our Underwriting Department.

- 2014 - 2015 Renewal Worksheet: Workers' Compensation.** This form requests that you project your payroll for the coming fiscal year, (2014 - 2015) for each of the payroll classifications listed on the form. We have inserted the payroll totals for the current year (2013 - 2014) for each of the payroll classifications listed as well as the payroll totals for each payroll classification from the (2012 - 2013) audit. The projected payroll totals will be used to determine your 2014 - 2015 renewal premium. Unless your entity has incurred significant personnel changes, generally a percentage increase for a cost of living is a common way of estimating coming year payrolls.
- 2014 - 2015 Renewal Worksheet: General Liability.** This form requests that you project your payroll, miles, acres, cost of contract or units as applicable for the coming fiscal year, (2014 - 2015) for the classification listed on the form. We have inserted the exposure for the current year (2013 - 2014) for the classification listed as well as the exposure for the classification from the (2012 - 2013) audit. The projected exposure will be used to determine your 2014 - 2015 renewal premium.
- Drug-free application.** Participation in this program results in a 5% discount on your Workers' Compensation premium. However, there are several conditions that must be satisfied or maintained on an annual basis to receive the discount. The first of which, is a signed, notarized, application for participation. Please review the program overview and complete the enclosed application. Failure to return this form by **June 02, 2014** will result in the loss of the aforementioned discount.
- Safety Program application.** Participation in this program results in a 2% discount on your Workers' Compensation premium. However, there are several conditions that must be satisfied or maintained on an annual basis to receive the discount. The first of which, is a signed, notarized, application for participation. Please review the program overview and complete the enclosed application. Failure to return this form by **June 02, 2014** will result in the loss of the aforementioned discount.
- Employee Concentration Form:** This form requests that you fill in the applicable building information if you have 100 or more employees (full or part time) in any building at any one time.

**Florida Municipal Insurance Trust - Renewal Worksheet**  
 Exposures to use for 10/01/2014 - 09/30/2015 Renewal  
 The School Board of Gadsden County  
 FMIT #0857

Number of Employees: Full Time: 39 Part Time: 4  
 Number of employees who handle, have custody of, or maintain records of money or securities: 10  
(DO NOT include employees who only sign checks)

**Workers' Compensation**

Class Code	Description	12/13 Audited Payroll	13/14 Renewal Payroll	14/15 Projected Payroll
7383	COLLEGE OR SCHOOL: SCHOOL BUS DRIVERS	1,848,474	1,760,000	<u>1,800,000</u>
7720	POLICE OFFICERS & Drivers	0	46,708	<u>0</u>
8868	COLLEGE OR SCHOOL: PROFESSIONAL EMPLOYEES & Clerica	28,750,201	28,200,000	<u>28,800,000</u>
9101	COLLEGE OR SCHOOL, ALL OTHER EMPLOYEES	3,215,396	3,500,000	<u>3,200,000</u>
<b>Total</b>		<b>33,814,071</b>	<b>33,506,708</b>	<u>33,800,000</u>

**General Liability** (If General Liability is based on payroll the projected exposure is total payroll less police payroll.)

Class Code	Description	Exposure Basis	12/13 Audited Exposure	13/14 Renewal Exposure	14/15 Projected Exposure
31000	Miscellaneous	Number of Students	6,294	5,423	<u>5605</u>

**Additional Information**

**Before School Program:** Do Not Operate   
 Max Weekly Attendance: \_\_\_\_\_ Avg. Weekly Attendance: \_\_\_\_\_ No. of Staff: \_\_\_\_\_  
**After School Program:** Do Not Operate   
 Max Weekly Attendance: \_\_\_\_\_ Avg. Weekly Attendance: \_\_\_\_\_ No. of Staff: \_\_\_\_\_

**DUE DATE JUNE 02, 2014**

Please respond by June 02, 2014 as this information is needed to process your 2014/2015 renewal.

Printed Name: Kimberly Ferree Title: Assistant Superintendent for Business & Finance  
 Authorized signature: Kimberly Ferree Date: 5-14-14  
 Phone # with area code: 850-627-9651 x 1222 Email: FerreeK@gcpsmail.com  
 (N)

**CERTIFICATION OF EMPLOYER WORKPLACE  
SAFETY PROGRAM PREMIUM CREDIT**

Employer Name: The School Board of Gadsden County

Name of Contact Person: BRUCE ZANGES Telephone #: <sup>850</sup> 627-9651 ext 1248

Policy #: FMIT# 0857 Effective Date of Policy: October 1, 2014

I am submitting a copy of my workplace safety program that meets the requirements of Section 440.1025, Florida Statutes. I certify that this safety program has been implemented in my workplace and is being maintained as submitted to my carrier.

This is to certify that my workplace safety program meets or exceeds the following provisions as provided for in Section 440.1025, Florida Statutes:

- |   |                             |
|---|-----------------------------|
| 1) Written safety policy and safety rules | 5) First aid                |
| 2) Safety inspections                     | 6) Accident investigation   |
| 3) Preventative maintenance               | 7) Necessary Record Keeping |
| 4) Safety training                        |                             |

The workplace safety program and application I am submitting for the purpose of obtaining a premium credit do not contain any misleading or untrue information. I am aware that I may be subject to an on-site inspection by my carrier, for the purpose of validating the accuracy of this information.

I am aware that if I knowingly and willfully falsify or conceal a material fact, make a false, fictitious or fraudulent statement or representation; or make or use any false document knowing the document to contain any false, fictitious or fraudulent entry or statement to my carrier of workers compensation insurance under Section 442, Florida Statutes I will be guilty of a misdemeanor of the second degree, punishable as provided in sections 775.082 or 775.083, Florida Statutes, and will be subject further to a penalty in the amount of \$500 a day, not to exceed \$50,000 for each occurrence; and

I am also aware that if I, in any matter within the jurisdiction of the division, knowingly and willfully falsify or conceal a material fact, make any false, fictitious, or fraudulent statement or representation, or make or use any false document, knowing the same to contain any false, fictitious, or fraudulent entry, that I commit a misdemeanor of the second degree, punishable as provided in sections 775.082 or 775.083, Florida Statutes. Moreover, I understand that an employer who commits such an act will be subject further to a penalty in the amount of \$500 a day, not to exceed \$50,000 for each occurrence.

Any person who knowingly and with intent to injure, defraud, or deceive any insurer files a statement of claim or an application containing any false, incomplete, or misleading information is guilty of a felony of the third degree.

State of Florida  
County of Gadsden

Kimberly A. Ferree  
(Signature)

Kimberly Ferree, Assistant Sup.  
(Print Name and Title) For Business & Finance

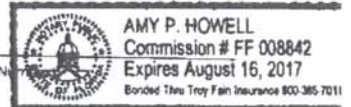
5-14-14  
(Date)

Sworn to, or affirmed, and subscribed before me  
this 14th day of May  
20 14 by Amy Howell

Amy Howell  
(Signature of Notary)

(NC3011)

(Expiration Date and Notary Public)



Form SAFETY 09-3

North

FLORIDA MUNICIPAL INSURANCE TRUST

FLC 09-1  
(Revised 10/05)

APPLICATION FOR DRUG-FREE WORKPLACE PREMIUM CREDIT PROGRAM

Name of Member: Gadsden County School Board (EMIT 857)

Date Program Implemented: \_\_\_\_\_

2014/2015

I. TESTING:

Drug testing has been conducted in the following areas:

- Job applications
- Reasonable suspicion
- Routine fitness for duty
- Follow-up to Employee Assistance Program

II. NOTICE OF MEMBER'S DRUG TESTING POLICY:

- Copy to all employees prior to testing
- Posted on employer's premises
- Copy to job applicants prior to testing
- General notice given 60 days prior to testing
- Show notice of drug testing on vacancy announcements
- Copies available in personnel office or other suitable locations.
- No notice required because the employer had a drug testing program in place prior to July 1, 1990

III. EDUCATION:

- Resource file on Providers
- Employee Assistance Program
- Education

IV. NAME OF MEDICAL REVIEW OFFICER: Natalie Hartanbaum, M.R.O.

A. Name of approved Agency for Health Care Administration Lab or United States Department of Health and Human Services Certified Laboratory: Lancorp Occupational Testing Services

B. Phone #: ( 919 ) 572-6900

C. Address: 1904 Alexander Drive  
Research Triangle Park, NC 27709

SPECIAL NOTE: ALL ITEMS MUST BE COMPLIED WITH IN ORDER TO BE ELIGIBLE FOR THE CREDIT.

Your certification is subject to physical verification by the insurer. Your policy is subject to additional premium for reimbursement of premium credit, and cancellation provisions of the policy if it is determined that you misrepresented your compliance with Florida law. Any person who knowingly and with intent to injure, defraud, or deceive any insurer files a statement of claim or an application containing any false, incomplete, or misleading information is guilty of a felony of the third degree.

Gadsden County School Board

Member Name

5/14/2014  
Date

Hamberly Ferree  
Elected Official or Other Official  
Assistant Superintendent for Business & Finance  
Title

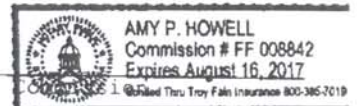
THE ABOVE SIGNED CERTIFIES THAT THIS INFORMATION IS A TRUE AND FACTUAL DEPICTION OF THEIR CURRENT PROGRAM.

\*Application must be signed by an elected official or other official.

Amy P. Howell  
Notary Public's Signature

5.14.14  
Date

Exp. of



### Audit Advisory!

Early September, we will be contacting your municipality about completing the 2013/2014 Fund Year Audit either through a representative from an auditing firm or by a separate mailing of a self audit package.

Each member has different staff personnel assigned to handle this annual task, in some cases this is a Finance function, in some cases Risk Management function and in others a Human Resource function.

In order to facilitate the scheduling process, it would be very helpful if you could provide us with the proper person, telephone number and e-mail (if available) who will be the contact person for either the auditing firm or the mailing.

To schedule an audit, please contact:

NAME / DEPARTMENT ANNA MCGRUFF West

NUMBER 850-677-9651 Ext 1305

EMAIL MCGRUFFA @ GCPSMAIL.COM

Thank you for your help in enabling us to complete the audit process in a timely manner

North

FMIT MEMBER #: 0857

EMPLOYEE CONCENTRATION FORM  
(FULL TIME AND PART TIME EMPLOYEES COMBINED OF 100 OR MORE)  
ATTACH ADDITIONAL INFORMATION IF NECESSARY

CHECK THIS BOX IF THIS FORM IS NOT APPLICABLE

Loc #	Street #	Street Name	City	Zip Code	Total # of EE's	EE's Shift 1	EE's Shift 2	EE's Shift 3	Building Descrip	Construc'n	# of Floors	Year Built

North



**SUMMARY SHEET**

**RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA**

**AGENDA ITEM NO. 8g**

**DATE OF SCHOOL BOARD MEETING: May 27, 2014**

**TITLE OF AGENDA ITEMS: Charter School Capital Outlay Plans**

**DIVISION: Finance Department**

**PURPOSE AND SUMMARY OF ITEMS: Board to review the Crossroad Academy 2014 Capital Outlay Plan that was submitted to FDOE for approval.**

The new charter school, Galloway Academy Charter School did not have a 2014 Capital Outlay Plan submitted with FDOE.

**FUND SOURCE: General Funds pass through from FDOE for the 2014-15 fiscal year (next fiscal year)**

**AMOUNT: undeterminable from application. The 2013-14 (Current Fiscal Year) the amount that we have distributed through the end of May 2014 has been \$137,275 and the projected final amount should be around \$150,775. The projected capital outlay flow through for Galloway Academy Charter School would be zero since they did not submit a plan to FDOE by May 15, 2014.**

**PREPARED BY: Kim Ferree**

**POSITION: Assistant Superintendent for Business Services**

**INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER**

\_\_\_\_\_ **Number of ORIGINAL SIGNATURES NEEDED by preparer.**

**SUPERINTENDENT'S SIGNATURE: page(s) numbered**\_\_\_\_\_

**CHAIRMANS'S SIGNATURE: page(s) numbered**\_\_\_\_\_

**Be sure that the Comptroller has signed the budget page.**

## School District Charter School Contacts

FROM: Mark Eggers

SUBJECT: Distribution of Charter School Capital Outlay Funds for 2014-15 Fiscal Year

Section 1013.62, Florida Statutes (F.S.), establishes eligibility criteria for charter school capital outlay funding, specifies the purposes for which charter school capital outlay funds may be expended and directs the Commissioner of Education to establish procedures for the submission and approval of charter school capital outlay plans.

Charter school capital outlay plans must be submitted to the Florida Department of Education online by May 15, 2014, and the sponsoring district must review and recommend the plan by June 13, 2014. The Commissioner will make the final determination of eligibility following submission of the capital outlay plan and district recommendation. The online application allows the sponsor to view a charter school's plan and provide comments that will be considered by the Commissioner in determining eligibility. In the event that additional information becomes known during the 2014-15 fiscal year that may affect charter school eligibility, the district and charter school are requested to forward such information to the Commissioner.

The 2013-14 appropriation for charter school capital outlay is \$90,604,553, pursuant to Specific Appropriation 18, Chapter 2013-40, Laws of Florida. Information about capital outlay funding for the 2014-15 fiscal year will be forwarded following the close of the 2014 legislative session and subsequent budget action by the Executive Office of the Governor. Attached are two lists, one of current eligibility criteria and the other of authorized uses of charter school capital outlay funds.

Each charter school is required to submit its capital outlay plan online at <https://www.floridaschoolchoice.org>. Please use the same login credentials as required for the completion and submission of the annual accountability report.

Pending school grade results, charter school sponsors will receive two distributions in August 2014 and a monthly distribution thereafter. Monthly distributions are made via electronic funds transfer occurring on the fourth Thursday of each month, except for November and December, when the distribution will be on the fourth Wednesday. Distributions will vary, as allocations are recalculated during the fiscal year to reflect revised student enrollment data and charter school eligibility. Sponsoring school districts must distribute the funds to charter schools within 10 days of receipt, pursuant to section 1002.33(17)(e), F.S.

When a charter school is not renewed or is terminated, the school shall be dissolved under the provisions of law under which the school was organized. Any unencumbered public funds, except for capital outlay funds and federal charter school program grant funds, from the charter school shall revert to the sponsor. Capital outlay funds provided pursuant to section 1013.62, F.S., and federal charter school program grant funds that are unencumbered shall revert to the Florida Department of Education. All equipment and property purchased with public funds shall revert to the ownership of the sponsor, pursuant to section 1002.33(8)(e), F.S. Additional property ownership arrangements, such as the shared use of facilities or partial ownership of facilities or property, shall be agreed to in the charter contract prior to the expenditure of funds.

If you have questions about the allocation of capital outlay funding, please contact the Bureau of School Business Services at 850-245-0351 or by e-mail at [askoefbudgeting@fldoe.org](mailto:askoefbudgeting@fldoe.org). If a charter school does not have login credentials or has other questions concerning the online capital outlay plan, please contact LaCrest McCary at the Office of Independent Education and Parental Choice at 850-245-0502 or by e-mail at [LaCrest.McCary@fldoe.org](mailto:LaCrest.McCary@fldoe.org).

ME/cg

cc: Charter School Administrators

 SKMBT\_42314042208230.pdf  
837K

**Greiwe, Cindy** <Cindy.Greiwe@fldoe.org> Tue, Apr 22, 2014 at 10:52 AM  
To: Alachua - Sonja Barnes <barnesss@gm.sbac.edu>, Baker - Marcelle Richardson <julia.richardson@bakerk12.org>, Bay - Jess Snyder <Snydejh@bay.k12.fl.us>, Bradford - Julee Tinsler <tinsler.julee@mybradford.us>, Brevard - Judy Preston <Preston.Judy@brevardschools.org>, "Broward - I. Benjamin Leong" <benjamin-leong@browardschools.com>, "Calhoun - Elaine Barber (effective March 2014)" <elaine.barber@calhounfiscschools.org>, Charlotte - Greg Griner <gregory.griner@yourcharlotteschools.net>, Citrus - Kenny Blocker <blockerk@citrus.k12.fl.us>, "Clay - Dr. George Copeland" <gcopeland@oneclay.net>, "Collier - Robert (Bob) Spencer" <spencero@collierschools.com>, Columbia - Bonnie Penner <pennerb@columbiak12.com>, "Dade - Dr. Richard H. Hinds" <rhinds@dadeschools.net>, Desoto - Marcia Saulo <marcia.saulo@desoto.k12.fl.us>, Dixie - Tonya Howell <tonyahowell@dixie.k12.fl.us>, Duval - LaTrell Edwards <edwardsl5@duvalschools.org>, "Escambia - Terry St. Cyr" <tstcyr@escambia.k12.fl.us>, FAMU - Angie Rogers <angie.rogers@famu.edu>, "FAU - Dr. Joel Herbst" <jherbst1@fau.edu>, Flagler - Tom Tant <Tantt@flaglerschools.com>, FLVS - John Pavelchak <jpavelchak@flvs.net>, Franklin - Shannon Venable <svenable@franklin.k12.fl.us>, FSU - Sue Weathersbee <sweathersbee@admin.fsu.edu>, Gadsden - Kimberly Ferree <ferreek@gcpsmail.com>, Gilchrist - David Dose <dosed@mygcsd.org>, Glades - Sue Woodward <susie.woodward@gladesschools.org>, Gulf - Sissy Worley <sworley@gulf.k12.fl.us>, Hamilton - Mary Loughran <mary.loughran@hamiltonfl.com>, Hardee - Greg Harrelson <gharrelson@hardee.k12.fl.us>, Hendry - Michael Yanosik <yanosik\_m@popmail.fim.edu>, Hernando - George Gall <Gall\_G@hcsb.k12.fl.us>, Highlands - Mike Averyt <averytm@highlands.k12.fl.us>, Hillsborough - Gretchen Saunders <gretchen.saunders@sdhc.k12.fl.us>, Holmes - Larry Hawkins <hawkinsl@hdsb.org>, Indian River - Carter Morrison <carter.morrison@indianriverschools.org>, Jackson - Kathy Sneads <kathy.sneads@jcsb.org>, Jefferson - Robert Lloyd  
<https://mail.google.com/mail/?ui=2&ik=c0c67ada95&view=pt&search=ir&siml=14589803b3f655a9&siml=14589ec4f7045126>

You are now logged into the Charter School Web Site.

[Annual Accountability Report](#)

[Capital Outlay Plan](#)

[New Charter School Annual Survey](#)

GADSDEN			
School	Active	Capital Outlay Plan	
<b>Crossroad Academy (9104)</b> 470 Strong Rd Quincy, FL 32351-6006 Forehandk@gcpsmail.com (850) 875-9626	Active	<u>Capital Outlay Plan</u>	Not Completed By District

## Capital Outlay Plan

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### CROSSROAD ACADEMY

<u>2014 Capital Outlay Plan - Submitted:</u> <u>4/28/2014</u>	Not yet Reviewed by district.	Not yet Reviewed by DOE.
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## CROSSROAD ACADEMY 2014-2015 Capital Outlay Plan

This form must be completed for consideration to receive Charter School Capital Outlay funds, pursuant to Section 1013.62, Florida Statutes. Upon completion and submission of this form (you are responsible for completing each section) it will be sent electronically to your sponsor for review. Your sponsor will review and certify the information in Section 1. The Department will then review and consider the sponsor's recommendation and make the eligibility determination.

2014 Capital Outlay Plan Submitted By School On: 4/28/2014

School Opened in : 1999-2000

As the charter school representative, I certify that I have read the Memorandum regarding the submission of my Capital Outlay Plan. Memo

### SECTION 1:

**Yes** Did the school receive capital outlay funding for the 2013-2014 school year?

The charter school's sponsor can verify that (both criteria apply):

**Yes** (a) There exists an agreement with the charter school that includes provisions for the reversion of any unencumbered funds and all equipment and property purchased with public education funds to the ownership of the district school board in the event that the school terminates operations.

**Yes** (b) The charter school facilities were not created by the conversion of a public school, does not operate in facilities provided by the charter school's sponsor for a nominal fee or at no charge, and is not directly or indirectly operated by the school district.

### SECTION 2:

A charter school must meet one of the following five criteria:  
Please check the criteria that the school will meet for the upcoming (2014-2015) school year.

(1) For the 2014-2015 school year, the school will be in its fourth or more full year of operation.

### SECTION 3:

A charter school must meet all of the following criteria to qualify for capital outlay funds:

(1) Has financial stability for future operation as a charter school. Audit Report Financial Emergency Flag:

(2) Has satisfactory student achievement based on state accountability standards applicable to charter schools.

Charter School Annual Accountability Report

Recent school grade : A(2013)  
 Prior Year school grade : A(2012)  
 Current Year school Improvement Rating :  
 Previous Year school Improvement Rating :

- (3) Has received final approval from its sponsor pursuant to s. 1002.33, F.S. for operation in the coming fiscal year.
- (4) Serves students in facilities not provided by the charter school's sponsor:

(a) This IS NOT a conversion charter school utilizing district-owned facilities;  
 Conversion School : N

(b) Nor operating in a district-owned facility which is rented, leased, or otherwise made available to the charter school by the school district.  
 School located in District facility : N

SECTION 4:

A charter school may use charter school capital outlay funds for any of the following eight expenditures.  
 Please check the box(es) that apply.

- (1) Purchase of real property.
- (2) Construction of school facilities.
- (3) Purchase, lease-purchase, or lease of permanent or relocatable school facilities (i.e., mortgage or rent).
- (4) Purchase of vehicles to transport students to and from the charter school.
- (5) Renovation, repair, and maintenance of school facilities that the charter school owns or is purchasing through a lease-purchase or long-term lease of 5 years or longer.
- (6) The purchase, lease-purchase, or lease of new and replacement equipment, and enterprise resource software applications (must be classified as capital assets pursuant to the Governmental Accounting Standards Board [GASB], have a useful life of at least five years, and be used to support school-wide administration or state-mandated reporting requirements).
- (7) Payment of the cost of premiums for property and casualty insurance which are deemed necessary to insure the school facilities.
- (8) Purchase, lease-purchase, or lease of driver's education vehicles; motor vehicles used for the maintenance or operation of educational plants and equipment; security vehicles; or vehicles used in storing or distributing materials and equipment.

CERTIFICATION.

CHARTER SCHOOL REPRESENTATIVE

Willie Jackson

Comments:

As representative of the charter school governing body, I certify that all information indicated above is accurate and current.



DISTRICT SPONSOR INFORMATION

**First Name:**

**Last Name:**

**Pursuant to Section 1002.33.5(b)(1)(f) F.S the sponsor certifies:**

- The school is meeting student performance measures included in the approved charter.
- The school has not met student performance measures included in the approved charter and has reported shortcomings to the Department of Education.

- I recommend that the charter school be considered eligible for charter school capital outlay.
- I recommend that the charter school **not** be considered eligible charter school capital outlay for the following reasons.
- Pending Decision.

**Comment:**

Submit

SUMMARY SHEET

RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA

AGENDA ITEM NO. 8h

DATE OF SCHOOL BOARD MEETING: May 27, 2014

TITLE OF AGENDA ITEM: E-Rate Contracts for Funding Year 2014-2015

DIVISION: Technology Department

\_\_\_\_\_ This is a CONTINUATION of a current project, grant, etc.

**PURPOSE AND SUMMARY OF ITEM:**

E-Rate contracts for Funding YR14-15 based on Universal Service Administrative Company (USAC). Selected bids for E-Rate vendors and information was presented, discussed, and approved for contract agreement, by the School Board and Superintendent, during the March 2014 workshop and board meeting.

**FUND SOURCE:**

**AMOUNT:**

PREPARED BY: Sheantika B. Wiggins

POSITION: Director of Instructional Media and Technology

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INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER

\_\_\_\_\_ Number of ORIGINAL SIGNATURES NEEDED by preparer.

SUPERINTENDENT'S SIGNATURE: page(s) numbered \_\_\_\_\_

CHAIRMAN'S SIGNATURE: page(s) numbered \_\_\_\_\_

REVIEWED BY: \_\_\_\_\_

**CONTRACT FOR SERVICES AND/OR PRODUCTS FOR**  
**E-RATE YEAR 2014-2015**

Service Provider "Provider"

School District "Applicant"

Company Name: Applied Com Tek LLC  
Contact Name:  
SPIN: 143019087  
Address: 24351 Lanier Street  
City, State, Zip: Tallahassee, FL 32310  
Phone Number: 850-508-1641

Gadsden County School District  
  
35 Martin Luther King, Jr Blvd.  
Quincy, FL 32351  
850-627-9651

The **Applicant** and **Provider** sign this document for the purchase of eligible equipment and services as described on the attachment to this letter as part of the E-Rate Year 2014 effort. Provider was selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. Provider were selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. The services to be provided by the Provider are as set out in its response to the Applicant's RFP or the qualifying Form 470. The language in the Applicant's RFP, the Provider's response thereto, or the language contained in the qualifying Form 470 setting out the scope of services and other Provider requirements is incorporated herein by reference and deemed a part of this agreement. Applicant intends to file a Funding Request Form 471 with the Universal Services Administrative Company (USAC), Schools and Libraries Division (SLD) E-Rate Program for eligible equipment and services based upon Provider's proposal.

The purchase and providing of the eligible equipment and services described are expressly subject to, and conditioned on, satisfaction of all of the following conditions:

- (i) USAC approval of Applicant's request for funding through a formal Funding Commitment Decision Letter;
- (ii) Applicant's formal acceptance of the USAC approved funding; and
- (iii) Contingent on Board Approval on 4/22/2014

Provider agrees to abide by all terms and conditions of the Universal Service Act of 1996 as implemented by the SLD E-Rate Discount Program in the procurement, delivery, installation, invoicing and all other transactions associated with the project. The term of this contract shall commence on July 1, 2014 and shall terminate on June 30, 2015 for recurring services or on September 30, 2015 for non-recurring services. Total costs of the goods and services shall not exceed \$ 19,999.92 (SLD Pre-Discounted Amount).

**For Service Provider:**

**For Applicant:**

SPIN: 143019087

Signature: 

Signature: \_\_\_\_\_

Printed Name: WILLIAM T. MAPOLES

Print Name: \_\_\_\_\_

Title: C. E. O.

Title: \_\_\_\_\_

Date: 3/20/2014

Date: 3/20/2014

Official use only: Applied Com Tek ICM ICM

**Applied Com-Tek LLC**  
DBA Applied Communication Technology.  
24351 Lanier st. Tallahassee, Fl 32351  
(850)508-1641 fax (850)574-6562  
USAC SPIN# 143019087

**Response to Gadsden E-rate Yr. 2014**

**We are submitting the following 2 bids:**

**Category Four Basic Maintenance on Internal Connections**

**>Basic Maintenance on all eligible video-to-the classroom components**

**>Basic Maintenance on all eligible network infrastructure.**

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**Category Four**

**Basic Maintenance contract on all eligible video-to-the classroom components**

- - - - - \$40.00 hr.

**Category Four**

**Basic Maintenance contract on all eligible network infrastructure**

- - - - - \$35.00 hr.

**Applied Com-Tek LLC, DBA Applied communication Technology has been an E-rate service provider for the Gadsden County School Board for 10+ years and all information is on file with the School Board.**

**Thank you for the opportunity to respond to Yr 2014 E-rate RFB**

-----  
**William Mapoles**  
**Senior Partner/owner**  
**Applied Com-Tek LLC**

**CONTRACT FOR SERVICES AND/OR PRODUCTS FOR  
E-RATE YEAR 2014-2015**

<u>Service Provider "Provider"</u> Company Name: Hayes e-Government Resources, Inc Contact Name: SPIN: 143007886 Address: 2473 Care Drive, Suite 201 City, State, Zip: Tallahassee, FL 32308 Phone Number: 850-297-0551	<u>School District "Applicant"</u> Gadsden County School District  35 Martin Luther King, Jr Blvd Quincy, FL 32351 850-627-9651
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The **Applicant** and **Provider** sign this document for the purchase of eligible equipment and services as described on the attachment to this letter as part of the E-Rate Year 2014 effort. Provider was selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. Provider were selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. The services to be provided by the Provider are as set out in its response to the Applicant's RFP or the qualifying Form 470. The language in the Applicant's RFP, the Provider's response thereto, or the language contained in the qualifying Form 470 setting out the scope of services and other Provider requirements is incorporated herein by reference and deemed a part of this agreement. Applicant intends to file a Funding Request Form 471 with the Universal Services Administrative Company (USAC), Schools and Libraries Division (SLD) E-Rate Program for eligible equipment and services based upon Provider's proposal.

The purchase and providing of the eligible equipment and services described are expressly subject to, and conditioned on, satisfaction of all of the following conditions:

- (i) USAC approval of Applicant's request for funding through a formal Funding Commitment Decision Letter;
- (ii) Applicant's formal acceptance of the USAC approved funding; and
- (iii) Contingent on Board Approval on 4/22/2014

Provider agrees to abide by all terms and conditions of the Universal Service Act of 1996 as implemented by the SLD E-Rate Discount Program in the procurement, delivery, installation, invoicing and all other transactions associated with the project. The term of this contract shall commence on July 1, 2014 and shall terminate on June 30, 2015 for recurring services or on September 30, 2015 for non-recurring services. Total costs of the goods and services shall not exceed \$ 279,337.15 (SLD Pre-Discounted Amount).

**For Service Provider:**

**For Applicant:**

SPIN: 143007886

Signature: *Karen H. Martineff*  
Printed Name: Karen H. Martineff  
Title: President/CEO

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: 3/20/2014

Date: 3/20/2014



Hayes E-Government Resources  
 2473 Care Drive, Suite 201  
 Tallahassee, Florida 32308  
 (850) 297-0551 Phone  
 (850) 297-0644 Fax  
 FEID# 59-3633709  
 http://www.hcs.net

# Quotation

Quote #	Date
HCSQ18789	03/20/14
Sales Rep	
vgordon	

Quotation is valid for 30 days.

**Customer:** Gadsden County Schools  
  
 35 Martin Luther King Jr. Blvd.  
 Quincy, FL 32351  
  
**Phone:** (850) 627-9651  
**Fax:** (850) 627-9174

**Ship To:** Gadsden County Schools  
  
 35 Martin Luther King Jr. Blvd.  
 Quincy, FL 32351  
  
**Phone:** (850) 627-9651  
**Fax:** (850) 627-9174(850)

Terms:	P.O. Number:	Ship Via:
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Ln #	Part	Description	Qty	Unit Price	Ext. Price
1		<b>HAVANA ELEM ERATE 470# 334260001230889</b>			
2	C5G124-48P2	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	40	\$2,542.07	\$101,682.80
3	WS-AP3715I	ENTERASYS NETWORKS : DUAL RADIO 3X3:3 MIMO INT ANTENNA 2 ENET	35	\$323.52	\$11,323.20

Viv Gordon prepared your quote. If you have questions, please call (850) 297-0551 x116

Hayes is proud to be your Minority Vendor for Enterasys State Contract# 250-000-09-1

Hayes SPIN# is 143007886

SubTotal	\$113,006.00
Sales Tax	\$0.00
Shipping	\$0.00
<b>Total</b>	<b>\$113,006.00</b>

## Schools and Libraries Universal Service Description of Services Requested and Certification Form 470

**Estimated Average Burden Hours per Response: 3 hours**

This form is designed to help you describe the eligible services you seek so that this data can be posted on the Fund Administrator Internet Site and interested service providers can identify you as a potential customer and compete to serve you.

**Please read instructions before beginning this form. (You can also file online at [www.usac.org/sl](http://www.usac.org/sl))**

Form 470 Application Number: 334260001230889	Applicant's Form Identifier: 2014 IC Havana Elem
Application Status: CERTIFIED	Posting Date: 02/25/2014
Allowable Contract Date: 03/25/2014	Certification Received Date: 02/25/2014

**Block 1: Applicant Address and Information**

1 Name of Applicant:  
GADSDEN COUNTY SCHOOL DISTRICT

2 Funding Year: 2014 (Funding years run from July 1 through the following June 30)

3 Entity Number: 127617

4a Street Address, P.O.Box, or Route Number:  
35 MARTIN LUTHER KING JR BLVD  
City: QUINCY State: FL Zip Code: 32351 -4411

4b Telephone Number: (850) 627 -9651

4c Fax Number: (850) 627 -2760

5a Eligible Entities That Will Receive Services:  
Check the ONE choice in 5a that best describes the eligible entities that will receive the services described in this form. You will then list in Item 15 the entity/entities that will pay the bills for these services.

Individual School (individual public or non-public school)

School District (LEA; public or non-public [e.g., diocesan] local district representing multiple schools)

Library (including library system, library outlet/branch or library consortium as defined under LSTA)

Consortium (intermediate service agencies, states, state networks, consortia of schools and/or libraries)

Statewide application for (enter 2-letter state code) representing (check all that apply)

All public schools/districts in the state



All non-public schools in the state

All libraries in the state

**5b** Recipient(s) of Services - Check all that apply:

<input type="checkbox"/> Private	<input checked="" type="checkbox"/> Public	<input type="checkbox"/> Charter
<input type="checkbox"/> Tribal	<input type="checkbox"/> Head Start	<input type="checkbox"/> State Agency

**5c** Number of eligible entities for which services are sought: 1

**Block 1: Applicant Address and Information (continued)**

**6a** Contact Person's Name:

hugh manning

If the Contact Person's Street Address is the same as **Item 4a** above, check here.  If not, complete Item 6b.

**6b** Street Address, P.O.Box, or Route Number:

NOTE: USAC will use this address to mail correspondence

125 Avella Road

City: Hickory State: PA Zip Code: 15340

Check the box next to your preferred mode of contact and provide your contact information.

One box **MUST** be checked and an entry provided.

**6c** Telephone Number: (724) 350 -4380

**6d** Fax Number: (706) 243 -6465

**6e** E-Mail Address: hugh@k12-consultants.com

Re-enter E-mail Address: hugh@k12-consultants.com

**If a consultant is assisting you with your application process, please complete Item 7 below:**

**7** Consultant Name: Hugh Manning

Name of Consultant's Employer: K12 Consultants

Consultant's Street Address: 125 Avella Road

City: Hickory State: PA Zip Code: 15340

Consultant's Telephone Number: (724) 305-4380 Ext.

Consultant's Fax Number: (706) 243-6465

Consultant's E-mail Address: hugh@k12-consultants.com

Re-enter E-mail Address: hugh@k12-consultants.com

Consultant Registration Number: 16043612

<b>Entity Number: 127617</b>	<b>Applicant's Form Identifier: 2014 IC Havana Elem</b>
<b>Contact Person: hugh manning</b>	<b>Phone Number: (724) 350-4380</b>
<b>Block 2: Summary Description of Needs or Services Requested</b>	
<b>8</b> Priority One Services (Telecommunications and/or Internet Access)	

*If you check YES to indicate you have a Request for Proposals (RFP) that specifies the services you are seeking, your RFP must be available to all interested bidders for at least 28 days. If your RFP is not available to all interested bidders, or if you check NO and you have or intend to have an RFP, you risk denial of your funding requests.*

**a**  YES, I have released or intend to release an RFP for one or more of these services. It is available or will become available on the Internet at:  
or via (check one)  the contact person in Item 6 or  the contact person listed in Item 12

Your RFP Identifier:

**b**  NO, I have not released and do not intend to release an RFP for any of these services.

Whether you check YES or NO, you must list below the Priority One Services you seek. Specify each service or function (e.g., voice service, monthly Internet access service, etc) and quantity and/or capacity (e.g., for voice service, 20 existing lines plus 10 new ones, or for monthly Internet access service, for 500 users).

9[Reserved]

<b>Entity Number: 127617</b>	<b>Applicant's Form Identifier: 2014 IC Havana Elem</b>
<b>Contact Person: hugh manning</b>	<b>Phone Number: (724) 350-4380</b>

**10 Internal Connections Other Than Basic Maintenance**

*If you check YES to indicate you have a Request for Proposals (RFP) that specifies the services you are seeking, your RFP must be available to all interested bidders for at least 28 days. If your RFP is not available to all interested bidders, or if you check NO and you have or intend to have an RFP, you risk denial of your funding requests.*

**a**  YES, I have released or intend to release an RFP for one or more of these services. It is available or will become available on the Internet at:  
or via (check one)  the contact person in Item 6 or  the contact person listed in Item 12

Your RFP Identifier:

**b**  NO, I have not released and do not intend to release an RFP for any of these services.

Whether you check YES or NO, you must list below the Internal Connections services you seek. Specify each service (e.g., a router, hub and cabling) and quantity and/or capacity (e.g., connecting 1 classroom of 30 students).

<b>Service</b>	<b>Quantity and/or Capacity</b>
48 port switches	Cisco POE OR EQUAL, estimated 40
Eligible components of a VOIP telephone system	Polycom OR EQUAL that is compatible with district standard Polycom

Wireless network to provide 100% coverage	Estimated 35 WAPS, one per classroom plus
Eligible network servers	3 servers for video streaming, DHCP, DNS, virtualization
UPS, enterprise class	2 UPS to support schoolwide needs
Eligible components of a video solution	Safari Montage OR EQUAL
Installation, configuration, support for one year	price services separately
Eligible comprehensive LAN upgrades including servers, switches, PVBX, cabling, UPS, wireless, video over IP, VOIP, etc	For the New Havana Elementary School, 705 US 27 South, Havana FL 32333
Cabling drops, installed and certified	Estimated 400 drops, 8 per classroom

**11 Basic Maintenance of Internal Connections**

*If you check YES to indicate you have a Request for Proposals (RFP) that specifies the services you are seeking, your RFP must be available to all interested bidders for at least 28 days. If your RFP is not available to all interested bidders, or if you check NO and you have or intend to have an RFP, you risk denial of your funding requests.*

**a**  YES, I have released or intend to release an RFP for one or more of these services. It is available or will become available on the Internet at:  
or via (check one)  the contact person in Item 6 or  the contact person listed in Item 12

Your RFP Identifier:

**b**  NO, I have not released and do not intend to release an RFP for any of these services.

Whether you check YES or NO, you must list below the Basic Maintenance services you seek. Specify each service (e.g., basic maintenance of routers) and quantity and/or capacity (e.g., for 10 routers).

<b>Entity Number: 127617</b>	<b>Applicant's Form Identifier: 2014 IC Havana Elem</b>
<b>Contact Person: hugh manning</b>	<b>Phone Number: (724) 350-4380</b>

**12(Optional)** Please name the person on your staff or project who can provide additional technical details or answer specific questions from service providers about the services you are seeking. This person does not need to be the contact person(s) listed in Item 6 nor the Authorized Person who signs this form.

Name:

Title:

Telephone Number:

Fax Number:

Email Address:

Re-enter E-mail Address:

**13**  Check this box if there are any restrictions imposed by state or local laws or regulations on how or when service providers may contact you or on other bidding procedures. Please describe below any such restrictions or procedures and/or provide an Internet address where they are posted and a contact name and telephone number.

Check this box if no state and local procurement/competitive bidding requirements apply to the procurement of services sought on this Form 470.

If you are requesting services for a funding year for which a Form 470 cannot yet be filed online, include that information here.

**Block 3:**  
**14. [Reserved]**

<b>Entity Number: 127617</b>	<b>Applicant's Form Identifier: 2014 IC Havana Elem</b>
<b>Contact Person: hugh manning</b>	<b>Contact Phone Number: (724) 350-4380</b>

**Block 4: Recipients of Service**  
**15 Billed Entities**  
 List the entity/entities that will be paying the bills directly to the provider for the services requested in this form.  
 These are known as Billed Entities. At least one line of this item must be completed. If a Billed Entity cited on your Form 471 is not listed below, funding may be denied for the funding requests associated with this Form 470. Attach additional pages if needed.

<b>Entity Number</b>	<b>Entity Name</b>
127617	GADSDEN COUNTY SCHOOL DISTRICT

<b>Entity Number: 127617</b>	<b>Applicant's Form Identifier: 2014 IC Havana Elem</b>
<b>Contact Person: hugh manning</b>	<b>Contact Phone Number: (724) 350-4380</b>

**Block 5: Certifications and Signature**

**16** I certify that the applicant includes: (Check one or both.)

**a**  schools under the statutory definitions of elementary and secondary schools found in the **No Child Left Behind Act of 2001, 20 U.S.C. §§ 7801 (18) and (38)**, that do not operate as for-profit businesses, and do not have endowments exceeding \$50 million; and/or

**b**  libraries or library consortia eligible for assistance from a State library administrative agency under the Library Services and Technology Act of 1996 that do not operate as for-profit businesses and whose budgets are completely separate from any schools (including, but not limited to elementary and secondary schools, colleges, and universities).

**17**  I certify that, if required by Commission rules, all of the individual schools and libraries receiving services under this form are covered by technology plans that do or will cover all 12 months of the funding year, and that have been or will be approved

by a state or other authorized body, or an SLD-certified technology plan approver, prior to the commencement of service.

Or I certify that no technology plan is required by Commission rules.

18  I certify that I will post my Form 470 and (if applicable) make my RFP available for at least 28 days before considering all bids received and selecting a service provider. I certify that all bids submitted will be carefully considered and the bid selected will be for the most cost-effective service or equipment offering, with price being the primary factor, and will be the most cost-effective means of meeting educational needs and technology plan goals.

19  I certify that I will retain required documents for a period of at least five years after the last day of service delivered (or whatever retention period is required by the rules in effect at the time of this certification). I certify that I will retain all documents necessary to demonstrate compliance with the statute and Commission rules regarding the form for, receipt of, and delivery of services receiving schools and libraries discounts. I acknowledge that I may be audited pursuant to participation in the schools and libraries program.

20  I certify that the services the applicant purchases at discounts provided by 47 U.S.C. § 254 will be used primarily for educational purposes and will not be sold, resold or transferred in consideration for money or any other thing of value, except as permitted by the Commission's rules at 47 C.F.R. §§ 54.500, 54.513. Additionally, I certify that the entity or entities listed on this form have not received anything of value or a promise of anything of value, other than services and equipment sought by means of this form, from the service provider, or any representative or agent thereof or any consultant in connection with this request for services.

21  I acknowledge that support under this support mechanism is conditional upon the school(s) and/or library(ies) I represent securing access, separately or through this program, to all of the resources, including computers, training, software, internal connections, maintenance, and electrical capacity necessary to use the services purchased effectively. I recognize that some of the aforementioned resources are not eligible for support. I certify that I have considered what financial resources should be available to cover these costs.

22  I certify that I am authorized to procure eligible services for the eligible entity(ies). I certify that I am authorized to submit this request on behalf of the eligible entity(ies) listed on this form, that I have examined this request, and to the best of my knowledge, information, and belief, all statements of fact contained herein are true.

23  I certify that I have reviewed all applicable FCC, state, and local procurement/competitive bidding requirements and that I have complied with them. I acknowledge that persons willfully making false statements on this form can be punished by fine or forfeiture, under the Communications Act, 47 U.S.C. §§ 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. § 1001.

24  I acknowledge that FCC rules provide that persons who have been convicted of criminal violations or held civilly liable for certain acts arising from their

participation in the schools and libraries support mechanism are subject to suspension and debarment from the program.

<b>Entity Number: 127617</b>	<b>Applicant's Form Identifier: 2014 IC Havana Elem</b>
<b>Contact Person: hugh manning</b>	<b>Contact Phone Number: (724) 350-4380</b>
<b>25 Signature of authorized person: <input checked="" type="checkbox"/></b>	<b>26 Date: 02/25/2014</b>

**27a** Printed name of authorized person:  
hugh manning

**27b** Title or position of authorized person:  
consultant

Check here if the consultant in Item 7 is the Authorized Person.

**27c** Street Address, P.O. Box, Route Number, City, State, Zip Code:  
125 Avella Road  
City: Hickory  
State: PA  
Zip Code: 15340

**27d** Telephone Number of Authorized Person:  
(724) 350-4380

**27e** Fax Number of Authorized Person:  
(706) 243-6465

**27f** E-mail Address of Authorized Person:  
hugh@k12-consultants.com  
Re-enter E-mail Address:  
hugh@k12-consultants.com

**27g** Name of Authorized Person's Employer:  
k12 consultants

**Service provider involvement with preparation or certification of a Form 470 can taint the competitive bidding process and result in the denial of funding requests. For more information, refer to the Schools and Libraries area of the USAC web site at [www.usac.org/sl](http://www.usac.org/sl) or call the SLD Client Service Bureau at 1-888-203-8100.**

<b>Entity Number: 127617</b>	<b>Applicant's Form Identifier: 2014 IC Havana Elem</b>
<b>Contact Person: hugh manning</b>	<b>Phone Number: (724) 350-4380</b>

**NOTICE:** In accordance with Section 54.504 of the Federal Communications Commission's rules, certain schools and libraries ordering services that are eligible for and seeking universal service discounts must file this Description of Services Requested and Certification Form (FCC Form 470) with the Universal Service Administrator. 47 C.F.R. § 54.504(b). The collection of information stems from the Commission's authority under Section 254 of the Communications Act of 1934, as amended. 47 U.S.C. § 254. The data in the report will be used to ensure that schools and libraries comply with the competitive bidding requirement contained in 47 C.F.R. § 54.504. Schools and libraries must file this form themselves or as part of a consortium.

An agency may not conduct or sponsor, and a person is not required to respond to, a collection

of information unless it displays a currently valid OMB control number.

The FCC is authorized under the Communications Act of 1934, as amended, to collect the information we request in this form. We will use the information you provide to determine whether approving this application is in the public interest. If we believe there may be a violation or a potential violation of any applicable statute, regulation, rule or order, your application may be referred to the Federal, state, or local agency responsible for investigating, prosecuting, enforcing, or implementing the statute, rule, regulation or order. In certain cases, the information in your application may be disclosed to the Department of Justice or a court or adjudicative body when (a) the FCC; or (b) any employee of the FCC; or (c) the United States Government is a party of a proceeding before the body or has an interest in the proceeding. In addition, information provided in or submitted with this form or in response to subsequent inquiries may also be subject to disclosure consistent with the Communications Act of 1934, FCC regulations, the Freedom of Information Act, 5 U.S.C. § 552, or other applicable law.

If you owe a past due debt to the federal government, the information you provide may also be disclosed to the Department of the Treasury Financial Management Service, other Federal agencies and/or your employer to offset your salary, IRS tax refund or other payments to collect that debt. The FCC may also provide the information to these agencies through the matching of computer records when authorized.

If you do not provide the information we request on the form, the FCC may delay processing of your application or may return your form without action.

The foregoing Notice is required by the Paperwork Reduction Act of 1995, Pub. L. No. 104-13, 44 U.S.C. § 3501, *et seq.*

Public reporting burden for this collection of information is estimated to average 3 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, completing, and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the reporting burden to the Federal Communications Commission, Performance Evaluation and Records Management, Washington, DC 20554.

Please submit this form to:

**SLD-Form 470  
P.O. Box 7026  
Lawrence, Kansas 66044-7026  
1-888-203-8100**

For express delivery services or U.S. Postal Service, Return Receipt Requested, mail this form to:

**SLD Forms**

**ATTN: SLD Form 470  
3833 Greenway Drive  
Lawrence, Kansas 66046  
1-888-203-8100**

FCC Form 470  
December 2013

[New Search](#)



**CONTRACT FOR SERVICES AND/OR PRODUCTS FOR**  
**E-RATE YEAR 2014-2015**

<p style="text-align: center;"><u>Service Provider "Provider"</u></p> Company Name: Intratech Alliance Corp Contact Name: SPIN: 143019937 Address: 1808 Aaron Rd City, State, Zip: Tallahassee, FL 32303 Phone Number: 850-567-6911	<p style="text-align: center;"><u>School District "Applicant"</u></p> Gadsden County School District  35 Martin Luther King, Jr Blvd Quincy, FL 32351 850-627-9651
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The **Applicant** and **Provider** sign this document for the purchase of eligible equipment and services as described on the attachment to this letter as part of the E-Rate Year 2014 effort. Provider was selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. Provider were selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. The services to be provided by the Provider are as set out in its response to the Applicant's RFP or the qualifying Form 470. The language in the Applicant's RFP, the Provider's response thereto, or the language contained in the qualifying Form 470 setting out the scope of services and other Provider requirements is incorporated herein by reference and deemed a part of this agreement. Applicant intends to file a Funding Request Form 471 with the Universal Services Administrative Company (USAC), Schools and Libraries Division (SLD) E-Rate Program for eligible equipment and services based upon Provider's proposal.

The purchase and providing of the eligible equipment and services described are expressly subject to, and conditioned on, satisfaction of all of the following conditions:


- (i) USAC approval of Applicant's request for funding through a formal Funding Commitment Decision Letter;
- (ii) Applicant's formal acceptance of the USAC approved funding; and
- (iii) Contingent on Board Approval on 4/22/2014

Provider agrees to abide by all terms and conditions of the Universal Service Act of 1996 as implemented by the SLD E-Rate Discount Program in the procurement, delivery, installation, invoicing and all other transactions associated with the project. The term of this contract shall commence on July 1, 2014 and shall terminate on June 30, 2015 for recurring services or on September 30, 2015 for non-recurring services. Total costs of the goods and services shall not exceed \$ 80,640.00 (SLD Pre-Discounted Amount).

**For Service Provider:**

**For Applicant:**

SPIN: 143019937

Signature: 

Signature: \_\_\_\_\_

Printed Name: Stephen Geause

Print Name: \_\_\_\_\_

Title: President

Title: \_\_\_\_\_

Date: 3/20/2014

Date: 3/20/2014

Proposal 20140226 for the  
Gadsden County School District

Proposal for **Basic Maintenance Contract on all Client/Server Services (Microsoft/Novell) on eligible servers, routers, web server, firewalls and dedicated data switches (all sites and district) under Basic Maintenance on Internal Connections for E-rate 2014 Funding Year, July 1, 2014 - June 30, 2015.**

**Intratech Alliance, Corp.**  
**SPIN 143019937**  
**Vendor Liaison (Project Executive): Stephen Gauss**

**Description of Services:**

The Basic Maintenance Contract will include the maintenance, troubleshooting and configuration changes to all eligible school and district servers (i.e. DHCP, DNS, Proxy and Firewall servers) and the maintenance, configuration changes and troubleshooting of all eligible internal routers, dedicated data switches, wireless access points, wireless local area network controllers, edge routers and firewalls. Basic Maintenance Contract services on the eligible equipment will include such services as maintenance for components, configuration backups, file management and configuration services necessary for reliable functioning and troubleshooting of any issues that cause the eligible equipment and services not to function reliably.

**Vendor Qualifications and Previous Experience:**

I have provided these same services to the Gadsden School District's Department of Instructional Media and Technology through the E-Rate process since Year 3 of the program. This includes installation and upgrades of eligible servers, configuration of Lucent and Cisco routers at all locations, configuration and maintenance of Enterasys, Cisco, 3COM and Nortel switches and various wireless access points at all locations during this period. In addition to the maintenance contract, I have provided other technology related services through separate purchase orders. I have installed and managed Microsoft and Novell networks since 1991.

I have had over \$60,000 funded for each year since Year 3 of the E-rate program except for the one year which the district did not file for reimbursement. I can provide any assistance required for PIA and Item 25 review if necessary.

All onsite and remote support incidents will be documented and stored electronically in a support ticketing and tracking application which will be available to the Gadsden School District staff to submit new work orders and tracking of open work orders. This will store the location of issue, person requesting assistance and documentation of the work performed. Backup copies of this documentation will be kept at the offices of Intratech Alliance Corp and/or in off-site storage in the case it is needed for an appeal. I have not had to assist any customers in filing for substitutions or extensions.

**Help Desk Assistance and Remote Assistance:**

The district technology staff has and will continue to have my local cell phone number, my voice mail, and my email address to report problems 24 hours/7 days a week. I have the capacity to remotely manage and troubleshoot the entire Gadsden School District

Intratech Alliance Corp. – 1808 Aaron Rd – Tallahassee, Florida 32303  
850-567-6911 - sgauss@intra-tech.net – <http://www.intra-tech.net>

Proposal 20140226 for the  
Gadsden County School District

wide area network from office, home and anywhere globally that I can get a reliable 3G or 4G cellular connection or basic internet connection and therefore can provide a quick response time of three hours or less during regular operating hours of the School Board of Gadsden County based on the work dates of the published Twelve Month Calendar of the School Board of Gadsden County and a standard five day work week (Monday through Friday).

**Warrant of Availability:**

Intratech Alliance Corp does warrant that the services being offered in this proposal are now and will continue to be readily available throughout E-Rate Funding Year 2014 (July 1, 2014 – June 30, 2015).

**Scope of Contract and Ineligible Services:**

This contract is for services provided to the Media and Technology Department of the School Board of Gadsden County for “eligible school and district servers (i.e. DHCP, DNS, Proxy and Firewall servers) and maintenance, configuration changes and configuration troubleshooting of all eligible internal routers, switches, wireless access points, wireless local area network controllers, edge routers and firewalls” as defined by USAC under the Schools and Libraries Program Eligible Services List. Any services performed by Intratech Alliance Corp., or representatives thereof, for any department of the School Board of Gadsden County which is not a part of the Media and Technology Department of the School Board of Gadsden County, in part or in whole, for any services not expressly defined in this contract as governed by USAC under the Schools and Libraries Program Eligible Services List will require a separate contract and separate payment arrangements as outlined under the USAC program guidelines.

Proposal 20140226 for the  
Gadsden County School District

Locations Covered by Contract and covered equipment.

Gadsden Schools District Office	35 Martin Luther King Jr. Blvd Quincy FL 32351	DNS Servers, DHCP Servers, Cisco routers, Enterasys switches, Cisco switches, 3COM switches, Enterasys Wireless Access Points, Enterasys Wireless Local Area Network Controller, Cisco Wireless Local Area Network Controller
Chattahoochee Elementary School	335 Maple Street Chattahoochee FL 32324	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Enterasys Wireless Access Points
Greensboro Elementary School	Rt 1 Box 172 Quincy, FL 32351	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Cisco Wireless Access Points, Enterasys Wireless Access Points
West Gadsden High School	200 Providence Road Quincy FL 32351	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Enterasys Wireless Access Points
Gretna Elementary School	706 Martin Luther King Blvd Gretna FL 32332	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Cisco Wireless Access Points, Enterasys Wireless Access Points
George W. Munroe Elementary School	1830 W King St Quincy FL 32351	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Enterasys Wireless Access Points
James A Shanks Middle School	1400 W King St Quincy FL 32351	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Enterasys Wireless Access Points
Gadsden Elementary Magnet School	500 W King St Quincy FL 32351	DNS Servers, DHCP Servers, Cisco routers, Cisco

Intratech Alliance Corp. – 1808 Aaron Rd – Tallahassee, Florida 32303  
850-567-6911 - [sgauss@intra-tech.net](mailto:sgauss@intra-tech.net) – <http://www.intra-tech.net>

Proposal 20140226 for the  
Gadsden County School District

		switches, 3COM switches, Enterasys Wireless Access Points
Carter Parramore Academy	631 South Stewart Street Quincy FL 32351	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Cisco Wireless Access Points, Enterasys Wireless Access Points
Gadsden Central Academy	631 South Stewart Street Quincy FL 32351	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Enterasys Wireless Access Points
Hope Academy	631 South Stewart Street Quincy FL 32351	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Enterasys Wireless Access Points
Stewart Street Elementary School	749 S Stewart St Quincy FL 32351	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Enterasys Wireless Access Points
St. Johns Elementary School	4463 Bainbridge Hwy Quincy FL 32352	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Cisco Wireless Access Points, Enterasys Wireless Access Points
Havana Elementary School	705 US 27 South Havana FL 32333	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Enterasys Wireless Access Points
Havana Middle School	1210 Kemp Road Havana FL 32333	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Enterasys Wireless Access Points
Gadsden Technical Institute	201 Martin Luther King, Jr. Blvd Quincy FL 32351	DNS Servers, DHCP Servers, Cisco routers, Cisco switches, 3COM switches, Enterasys Wireless Access Points
East Gadsden High School	27001 Blue Star Highway	DNS Servers, DHCP

Intratech Alliance Corp. – 1808 Aaron Rd – Tallahassee, Florida 32303  
850-567-6911 - sgauss@intra-tech.net – <http://www.intra-tech.net>

Proposal 20140226 for the  
Gadsden County School District

	Havana FL 32333	Servers, Cisco switches, Enterasys switches, 3COM switches, Enterasys Wireless Access Points
Crossroad Academy Charter School	470 Strong Road Quincy FL 32351	DNS Servers, DHCP Servers, Cisco Switches, HP Switches, Cisco Wireless Access Points, Enterasys Wireless Access Points

**Proposed Contract:**

Service and Support: \$6720 per month

Rate based on 24 hours per week (96 hours per month) at \$70 per hour.

Travel Charges: No travel charges.

 \_\_\_\_\_ Date 2/27/2014  
Stephen Gauss  
Intratech Alliance Corp

\_\_\_\_\_  
Date \_\_\_\_\_  
Director of Media and Technology  
Gadsden County School District

Intratech Alliance Corp. – 1808 Aaron Rd – Tallahassee, Florida 32303  
850-567-6911 - sgauss@intra-tech.net – http://www.intra-tech.net

**RFP Memorandum of Understanding**

To: Gadsden County Board of Education

Vendor: Intratech Alliance Corp

Name of Firm: Intratech Alliance Corp

Mailing Address 1808 Aaron Rd

Tallahassee, FL, 32303

City, State, Zip Code

Having carefully examined the request for proposal documents prepared by the Gadsden County Board of Education and together with such addenda, if any, as listed hereafter, the undersigned hereby proposes and agrees to provide all components as specified in the attached Proposal Schedule, these sheets being a part of the Proposal, for unit prices and totals shown.

The Undersigned agrees that the unit prices quoted on the Technology Specifications attached hereto shall govern in the event error in totals, and further agrees that, should quantities of items be changed prior to award of the Contract from the specifications, these unit prices will prevail for the revised schedule.

It is agreed that the undersigned has complied with all requirements concerning Vendor Qualifications, licensing and, with all other local, state, federal laws, and that legal requirement has been violated in making or accepting this proposal, in awarding a contract to him or in the delivery of products.

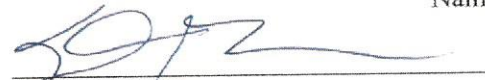
In submitting this proposal, it is understood that the right is reserved by the owner to reject any or all proposals and waive all informalities in connection therewith. It is also agreed that this proposal may not be withdrawn for a period of ninety (90) days from the opening thereof.

The Gadsden County School District is not liable for any cost incurred by the vendor in preparing a response to the RFP.

Contact **John Thomas or Sheantika Wiggins** with questions.

Intratech Alliance Corp

Name of Bidding Vendor

  
Authorized Signature

Stephen Gauss / President

Name/Title of Person Signing

Tallahassee, FL, 32303

City, State, Zip Code

2/27/2014  
Date

1808 Aaron Rd

Address

(850) 567-6911

(Area Code) Telephone Number

THE SCHOOL BOARD OF GADSDEN COUNTY  
"Building A Brighter Future"  
Reginald C. James, Superintendent of Schools  
35 Martin L. King, Jr. Blvd  
Quincy, Florida 32351  
Tel: (850) 627-9651 Fax: (850) 627-2760

MINORITY-OWNED FIRM OR COMPANY


I (we) do hereby certify that my (our) business qualifies as a minority-owned firm or company.  
Please check one of the following applicable:

- \_\_\_\_\_ Black
- \_\_\_\_\_ Hispanic
- \_\_\_\_\_ American Indian-Alaskan Native
- \_\_\_\_\_ Female
- \_\_\_\_\_ Physically or Mentally Disability
- \_\_\_\_\_ Asian-Pacific Islander

Manual Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Typed Signature: \_\_\_\_\_  
Name of Business: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_

**Non-Minority Firm or Company**

I (we) do hereby certify that my (our) business qualifies as a minority-owned firm or company.

Manual Signature:  \_\_\_\_\_ Date: 2-27-2014  
Typed Signature: Stephen Gauss  
Name of Business: Intratech Alliance Corp  
Address: 1808 Aaron Rd  
Tallahassee, FL 32303

**NOTE:** Pursuant to section 289.094, Florida Statutes, it is unlawful for any individual to falsely represent any entity as a minority-owned firm or company for purpose of qualifying for certification as such an enterprise under any program, which, in compliance with federal law, is design to assist minority-owned firms or companies in receipt of contracts for the provision of goods and services.

**NOTE:** THIS CERTIFICATION MUST BE SIGNED AND RETURNED WITH YOUR BID IN ORDER FOR YOUR BID TO BE VALID.

SWORN STATEMENT: UNDER SECTION 287.133(3)(a) FLORIDA STATUTES ON PUBLIC ENTITY



**CRIMES**

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Bid, Proposal or Contract No. 20140226 for Basic Maintenance Contract on all Client/Server Services (Microsoft/Novell) on eligible servers, routers, web server, firewalls, and dedicated data switches (all sites and district office).
2. This sworn statement is submitted by Intratech Alliance Corp  
(Name of entity submitting sworn statement)  
whose business address is 1808 Aaron Rd, Tallahassee, FL, 32303 and (if applicable) its Federal Employer Identification Number (FEIN) is 59-3493185 (If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement \_\_\_\_\_)
3. My name is Stephen Gauss and my relationship to the entity name above is President of Intratech Alliance Corp
4. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract of goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
5. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.
6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:  
A predecessor or successor of a person convicted of a public entity crime; or  
An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agencies that are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint ventures with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
7. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

8. Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement. [Please indicate which statement applies].

- Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with an convicted of a public entity crimes subsequent to July 1, 1989.
- The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND [Please indicate which additional statement applies].
- There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. [Please attach a copy of the final order].
- The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. [Please attach a copy of the final order].
- The person or affiliate has not been placed on the convicted vendor list. [Please describe any action taken by or pending with the Department of General Services].

*[Signature]*  
Signature  
2-27-2014  
Date

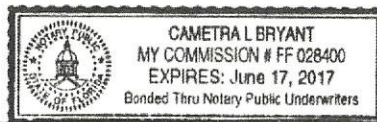
STATE OF Florida

COUNTY OF Gadsden

PERSONALLY APPEARED BEFORE ME, the undersigned authority,

Stephen Guss who, after first being sworn by me,  
[Name of individual signing]

affixed his/her signature in the space provided above on this February day of 27, 20 14.



Cametra L Bryant  
NOTARY PUBLIC  
6/17/17

My commission expires: \_\_\_\_\_

**CONTRACT FOR SERVICES AND/OR PRODUCTS FOR  
E-RATE YEAR 2014-2015**

<u>Service Provider "Provider"</u>	<u>School District "Applicant"</u>
Company Name: Network Cabling Services, Inc	Gadsden County School District
Contact Name:	
SPIN: 143007415	
Address: 365 College Drive, Suite 101	35 Martin Luther King, Jr Blvd.
City, State, Zip: Middleburg, FL 32068	Quincy, FL 32351
Phone Number: 904-298-3803	850-627-9651

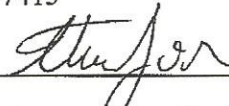
The **Applicant** and **Provider** sign this document for the purchase of eligible equipment and services as described on the attachment to this letter as part of the E-Rate Year 2014 effort. Provider was selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. Provider were selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. The services to be provided by the Provider are as set out in its response to the Applicant's RFP or the qualifying Form 470. The language in the Applicant's RFP, the Provider's response thereto, or the language contained in the qualifying Form 470 setting out the scope of services and other Provider requirements is incorporated herein by reference and deemed a part of this agreement. Applicant intends to file a Funding Request Form 471 with the Universal Services Administrative Company (USAC), Schools and Libraries Division (SLD) E-Rate Program for eligible equipment and services based upon Provider's proposal.

The purchase and providing of the eligible equipment and services described are expressly subject to, and conditioned on, satisfaction of all of the following conditions:

- (i) USAC approval of Applicant's request for funding through a formal Funding Commitment Decision Letter;
- (ii) Applicant's formal acceptance of the USAC approved funding; and
- (iii) Contingent on Board Approval on 4/22/2014

Provider agrees to abide by all terms and conditions of the Universal Service Act of 1996 as implemented by the SLD E-Rate Discount Program in the procurement, delivery, installation, invoicing and all other transactions associated with the project. The term of this contract shall commence on July 1, 2014 and shall terminate on June 30, 2015 for recurring services or on September 30, 2015 for non-recurring services. Total costs of the goods and services shall not exceed \$1,539,977.40 enter total FRN pre-disc amount (SLD Pre-Discounted Amount).

**For Service Provider:**

SPIN: 143007415  
Signature:   
Printed Name: THOMAS J. DOLAN  
Title: BRANCH MANAGER  
Date: 3/20/2014

**For Applicant:**

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: 3/20/2014

**CONTRACT FOR SERVICES AND/OR PRODUCTS FOR**  
**E-RATE YEAR 2014-2015**

Service Provider "Provider"

School District "Applicant"

Company Name: Network Cabling Services, Inc

Gadsden County School District

Contact Name:

SPIN: 143007415

Address: 365 College Drive, Suite 101

35 Martin Luther King, Jr Blvd.

City, State, Zip: Middleburg, FL 32068

Quincy, FL 32351

Phone Number: 904-298-3803

850-627-9651

The **Applicant** and **Provider** sign this document for the purchase of eligible equipment and services as described on the attachment to this letter as part of the E-Rate Year 2014 effort. Provider was selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. Provider were selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. The services to be provided by the Provider are as set out in its response to the Applicant's RFP or the qualifying Form 470. The language in the Applicant's RFP, the Provider's response thereto, or the language contained in the qualifying Form 470 setting out the scope of services and other Provider requirements is incorporated herein by reference and deemed a part of this agreement. Applicant intends to file a Funding Request Form 471 with the Universal Services Administrative Company (USAC), Schools and Libraries Division (SLD) E-Rate Program for eligible equipment and services based upon Provider's proposal.

The purchase and providing of the eligible equipment and services described are expressly subject to, and conditioned on, satisfaction of all of the following conditions:

- (i) USAC approval of Applicant's request for funding through a formal Funding Commitment Decision Letter;
- (ii) Applicant's formal acceptance of the USAC approved funding; and
- (iii) Contingent on Board Approval on 4/22/2014

Provider agrees to abide by all terms and conditions of the Universal Service Act of 1996 as implemented by the SLD E-Rate Discount Program in the procurement, delivery, installation, invoicing and all other transactions associated with the project. The term of this contract shall commence on July 1, 2014 and shall terminate on June 30, 2015 for recurring services or on September 30, 2015 for non-recurring services. Total costs of the goods and services shall not exceed \$1,539,977.40 enter total FRN pre-disc amount (SLD Pre-Discounted Amount).

**For Service Provider:**

**For Applicant:**

SPIN: 143007415

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: 3/20/2014

Date: 3/20/2014



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## **NETWORK CABLING SERVICES, INC.**

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**1335 Commerce Blvd., Midway, Florida 32343**

**Phone: 850-309-1003 Fax: 850-309-1005**

**Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)**

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure Cabling Total is: \$ 83,961.95**

### **District Offices**

#### **Part One of Category Three Internal Connections**

NCS will Provide and Install the Following:

- (554) Cat-6 cables in surface mount raceway as needed
- (7) 24 Port Cat-6 Patch Panels
- (10) 48 Port Cat-6 Patch Panels
- (1) 4U Fiber Enclosure with coupler panels
- (9) 1U Fiber Enclosures with coupler panels
- (9) 6 Strand OM3 Fiber runs
- (554) Cat-6 Patch cables provided For Head-end
- (20) LC/LC 1 Meter Fiber Jumpers
- (2) LC/LC 3 Meter Fiber Jumpers
- (9) Wall mount racks with backboards painted with Fire retardant paint

#### **Part Two of Category Three Internal Connections**

NCS will Provide and Install the Following:

- (35) Cat-6 cables
- (35) Cat-6 1ft. Patch cables
- (24) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One=\$ 78,972.70**

**Part Two= \$ 4,989.25**

#### **List of Assumptions:**

- **NCS will meet or exceed industry standards.**
- **NCS will supply test results upon completion of project.**
- **As Built drawings provided as available.**
- **NCS will use existing pathways where available.**
- **All additional pathways for fiber to be provided by our subcontractor BTC.**

*\*Should Network Cabling Services, Inc. be required to obtain the services of an attorney to collect any sums which may be due under this contract and which are not paid, the Network Cabling Services, Inc. shall be entitled to all reasonable attorney's fees on behalf of their counsel in bringing or enforcing any of their rights under this agreement, said fees to include Court costs and interest, and shall include cost and attorney's fees for appellate work.*

*All pricing good for 30 day period, if change order is not accepted in writing within this period of time all wire ,PVC products and all steel/metal products will have to be reprised at invoice plus mark-up for profit and overhead. This is a result of continuous rising cost of these materials.*

*Due to the volatile market, in an effort to save all parties involved (Owner, General Contractor, Electrical Contractor and NCS/Network Cabling Services, Inc.) and added cost associated with the continuous rising cost of all copper wire. Network Cabling Services, Inc. reserves the right (if approved by Owner/General Contractor) to purchase the wire and store on site in a storage container provided by NCS. NCS would then ask to be paid with-in the first 30 days of contract for this wire purchase. If not accepted by (Owner/General Contractor) NCS would then have the right to re-price all wire at invoice cost plus mark up of profit and overhead at time of wire purchase. We at NCS feel that this is the best solution for all parties involved (General Contractor, Electrical Contractor and NCS) but mainly the Owner.*

*Network Cabling Services, Inc. shall be entitled to a finance charge of 1 ½% per month on the unpaid balance of any amounts which are not paid within 30 days after the due date herein.*

*All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. No contingencies have been made for strikes, accidents or delays beyond our control. Owner to carry fire, tornado, theft and other necessary insurance. Our workers are fully covered by Workmen's Compensation Insurance.*

**Printed Name:**

---

**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**

Project Manager

Network Cabling Services

1335 Commerce Blvd

Midway, Florida 32343

Office: (850) 309-1003

Fax: (850) 309-1005

Mobile: (850) 264-7309

Email: [tragnow@nscabbling.com](mailto:tragnow@nscabbling.com)



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## NETWORK CABLING SERVICES, INC.

---

1335 Commerce Blvd., Midway, Florida 32343

Phone: 850-309-1003 Fax: 850-309-1005

Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 – Wireless Infrastructure cabling Total is: \$ 203,561.40**

### **East Gadsden High School**

#### **Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (1276) Cat-6 Cables with Surface-mount Raceway as needed
- (19) 24 Port Cat-6 Patch Panels
- (20) 48 Port Cat-6 Patch Panels
- (1276) Cat-6 1ft. Patch Cables
- (10) Vertical Cable Managers
- (8) 7FT Rack with Closet Build-out
- (3) Wall-mount Racks with Backboards Painted with Fire Retardant
- (1) 4U Fiber Enclosure
- (13) 1U Fiber Enclosures
- (12) 6 Strand OM3 Fiber runs
- (1) 6 Strand OM4 Fiber run
- (24) LC/LC 1 Meter OM3 Fiber Jumpers
- (xx) LC/LC 3 Meter OM4 Fiber Jumpers
- (2) LC/LC 1 Meter OM4 Fiber Jumpers

#### **Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (152) Cat-6 cables
- (152) Cat-6 1ft. Patch cables
- (83) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One= \$ 181,893.80**

**Part Two=\$ 21,667.60**

#### **List of Assumptions:**

- NCS will meet or exceed industry standards.
- NCS will bond all new racks or enclosures in closets if busbar exists.
- NCS will supply test results upon completion of project.
- As Built drawings provided as available.

- NCS will use existing pathways where available.
- All additional pathways to be provided by others.

*\*Should Network Cabling Services, Inc. be required to obtain the services of an attorney to collect any sums which may be due under this contract and which are not paid, the Network Cabling Services, Inc. shall be entitled to all reasonable attorney's fees on behalf of their counsel in bringing or enforcing any of their rights under this agreement, said fees to include Court costs and interest, and shall include cost and attorney's fees for appellate work.*

*All pricing good for 30 day period, if change order is not accepted in writing within this period of time all wire ,PVC products and all steel/metal products will have to be reprised at invoice plus mark-up for profit and overhead. This is a result of continuous rising cost of these materials.*

*Due to the volatile market, in an effort to save all parties involved (Owner, General Contractor, Electrical Contractor and NCS/Network Cabling Services, Inc.) and added cost associated with the continuous rising cost of all copper wire. Network Cabling Services, Inc. reserves the right (if approved by Owner/General Contractor) to purchase the wire and store on site in a storage container provided by NCS. NCS would then ask to be paid with-in the first 30 days of contract for this wire purchase. If not accepted by (Owner/General Contractor) NCS would then have the right to re-price all wire at invoice cost pus mark up of profit and overhead at time of wire purchase. We at NCS feel that this is the best solution for all parties involved (General Contractor, Electrical Contractor and NCS) but mainly the Owner.*

*Network Cabling Services, Inc. shall be entitled to a finance charge of 1 ½% per month on the unpaid balance of any amounts which are not paid within 30 days after the due date herein.*

*All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. No contingencies have been made for strikes, accidents or delays beyond our control. Owner to carry fire, tornado, theft and other necessary insurance. Our workers are fully covered by Workmen's Compensation Insurance.*

**Printed Name:**

---

**Authorized Signature:**

---

**Date:**

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Thank you for your assistance.

**Tim Ragnow**

Project Manager

Network Cabling Services

1335 Commerce Blvd

Midway, Florida 32343

Office: (850) 309-1003

Fax: (850) 309-1005

Mobile: (850) 264-7309

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## **NETWORK CABLING SERVICES, INC.**

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**Phone: 850-309-1003 Fax: 850-309-1005**

**Email: [fragnow@ncscabling.com](mailto:fragnow@ncscabling.com)**

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure cabling Total is: \$ 67,853.80**

**Gadsden Elementary Magnet School (GEMS)  
Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (416) Cat-6 cables in Surface-mount Raceway as needed
- (8) 48 Port Cat-6 Patch Panel
- (7) 24 Port Cat-6 Patch Panel
- (7) Wall-mount Rack with backboard painted with Fire Retardant
- (1) 4U Fiber Enclosure with Coupler panels as needed
- (6) 1U Fiber Enclosures
- (6) 6 Strand OM3 Fiber runs
- (416) Cat-6 1ft. Patch cables
- (12) LC/LC OM3 Fiber Jumpers
- (4) LC/LC OM3 Fiber Jumpers
- Additional conduit pathways installed to outlying buildings by our subcontractor, Broadband Tele Communications, Inc.

**Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (60) Cat-6 cables
- (60) Cat-6 1ft. patch cables
- (40) Cat-6 5ft. patch cables

**Our submitted bid price for this project is: Part One= \$ 59,300.80**

**Part Two=\$ 8,553.00**

**List of Assumptions:**

- NCS will meet or exceed industry standards.
- NCS will bond all new racks or enclosures in closets if busbar exists.
- NCS will supply test results upon completion of project.
- As Built drawings provided as available.
- NCS will use existing pathways where available.

*\*Should Network Cabling Services, Inc. be required to obtain the services of an attorney to collect any sums which may be due under this contract and which are not paid, the Network Cabling Services, Inc. shall be entitled to all reasonable attorney's fees on behalf of their counsel in bringing or enforcing any of their rights under this agreement, said fees to include Court costs and interest, and shall include cost and attorney's fees for appellate work.*

*All pricing good for 30 day period, if change order is not accepted in writing within this period of time all wire ,PVC products and all steel/metal products will have to be reprised at invoice plus mark-up for profit and overhead. This is a result of continuous rising cost of these materials.*

*Due to the volatile market, in an effort to save all parties involved (Owner, General Contractor, Electrical Contractor and NCS/Network Cabling Services, Inc.) and added cost associated with the continuous rising cost of all copper wire. Network Cabling Services, Inc. reserves the right (if approved by Owner/General Contractor) to purchase the wire and store on site in a storage container provided by NCS. NCS would then ask to be paid with-in the first 30 days of contract for this wire purchase. If not accepted by (Owner/General Contractor) NCS would then have the right to re-price all wire at invoice cost plus mark up of profit and overhead at time of wire purchase. We at NCS feel that this is the best solution for all parties involved (General Contractor, Electrical Contractor and NCS) but mainly the Owner.*

*Network Cabling Services, Inc. shall be entitled to a finance charge of 1 ½% per month on the unpaid balance of any amounts which are not paid within 30 days after the due date herein.*

*All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. No contingencies have been made for strikes, accidents or delays beyond our control. Owner to carry fire, tornado, theft and other necessary insurance. Our workers are fully covered by Workmen's Compensation Insurance.*

**Printed Name:**

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**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**

Project Manager

Network Cabling Services

1335 Commerce Blvd

Midway, Florida 32343

Office: (850) 309-1003

Fax: (850) 309-1005

Mobile: (850) 264-7309

Email: [tragnow@ncscabbling.com](mailto:tragnow@ncscabbling.com)



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## NETWORK CABLING SERVICES, INC.

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1335 Commerce Blvd., Midway, Florida 32343

Phone: 850-309-1003 Fax: 850-309-1005

Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure cabling Total is: \$ 65,287.90**

### **Gadsden Technical Institute**

#### **Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (414) Dual Cat-6 Outlets in Surface-mount Raceway as needed
- (9) 48 Port Cat-6 Patch Panels
- (5) 24 Port Cat-6 Patch Panel
- (1) 7FT Rack and Closet Build-out
- (1) Vertical Wire Manager
- (6) Wall-mount Enclosures and Backboards Painted with Fire retardant
- (1) 4U Fiber Enclosure
- (6) 1U Fiber Enclosures
- (8) 6 Strand OM3 Fiber runs
- (414) cat-6 Patch cables
- (13) LC/LC OM3 Fiber Jumpers
- (4) LC/LC OM3 Fiber Jumpers

#### **Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (44) Cat-6 cables
- (44) Cat-6 1ft. Patch cables
- (26) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One=\$ 59,015.70**

**Part Two=\$ 6,272.20**

#### **List of Assumptions:**

- NCS will meet or exceed industry standards.
- NCS will bond all new racks or enclosures in closets if busbar exists.
- NCS will supply test results upon completion of project.
- As Built drawings provided as available.
- NCS will use existing pathways where available.

- All additional pathways to be provided by others.

*\*Should Network Cabling Services, Inc. be required to obtain the services of an attorney to collect any sums which may be due under this contract and which are not paid, the Network Cabling Services, Inc. shall be entitled to all reasonable attorney's fees on behalf of their counsel in bringing or enforcing any of their rights under this agreement, said fees to include Court costs and interest, and shall include cost and attorney's fees for appellate work.*

*All pricing good for 30 day period, if change order is not accepted in writing within this period of time all wire ,PVC products and all steel/metal products will have to be reprised at invoice plus mark-up for profit and overhead. This is a result of continuous rising cost of these materials.*

*Due to the volatile market, in an effort to save all parties involved (Owner, General Contractor, Electrical Contractor and NCS/Network Cabling Services, Inc.) and added cost associated with the continuous rising cost of all copper wire. Network Cabling Services, Inc. reserves the right (if approved by Owner/General Contractor) to purchase the wire and store on site in a storage container provided by NCS. NCS would then ask to be paid with-in the first 30 days of contract for this wire purchase. If not accepted by (Owner/General Contractor) NCS would then have the right to re-price all wire at invoice cost pus mark up of profit and overhead at time of wire purchase. We at NCS feel that this is the best solution for all parties involved (General Contractor, Electrical Contractor and NCS) but mainly the Owner.*

*Network Cabling Services, Inc. shall be entitled to a finance charge of 1 ½% per month on the unpaid balance of any amounts which are not paid within 30 days after the due date herein.*

*All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. No contingencies have been made for strikes, accidents or delays beyond our control. Owner to carry fire, tornado, theft and other necessary insurance. Our workers are fully covered by Workmen's Compensation Insurance.*

**Printed Name:**

---

**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**

Project Manager

Network Cabling Services

1335 Commerce Blvd

Midway, Florida 32343

Office: (850) 309-1003

Fax: (850) 309-1005

Mobile: (850) 264-7309

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**NETWORK CABLING SERVICES, INC.**

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**Phone: 850-309-1003 Fax: 850-309-1005**

**Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)**

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure cabling total is: \$ 123,590.85**

**George W. Monroe Elementary**

**Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (746) Cat-6 cables with Surface-mount Raceway as needed
- (23) 24 Port Cat-6 Patch Panels
- (9) 48 Port Cat-6 Patch Panels
- (1) 7FT Rack with Closet Build-out
- (2) 4U Fiber Enclosure with coupler panels
- (21) 1U Fiber Enclosure with coupler panels
- (19) Wall-mount Enclosures with a backboard painted with Fire Retardant
- (21) 6 Strand OM3 Fiber runs
- (746) Cat-6 Patch Cables
- (43) LC/LC 1 Meter OM3 Fiber Jumpers
- (12) LC/LC 3 Meter OM3 fiber Jumpers

**Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (121) Cat-6 cables
- (121) Cat-6 1ft. Patch cables
- (65) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One=\$ 106,342.30**

**Part Two= \$ 17,248.55**

**List of Assumptions:**

- **NCS will meet or exceed industry standards.**
- **NCS will bond all new racks or enclosures in closets if a busbar exists.**
- **NCS will supply test results upon completion of project.**
- **As Built drawings provided as available.**
- **NCS will use existing pathways where available.**
- **All additional pathways to be provided by others.**

***\*Should Network Cabling Services, Inc. be required to obtain the services of an attorney to collect any sums which may be due under this contract and which are not paid, the Network Cabling Services, Inc. shall be entitled to all reasonable attorney's fees on behalf of their counsel in bringing or enforcing any***

*of their rights under this agreement, said fees to include Court costs and interest, and shall include cost and attorney's fees for appellate work.*

*All pricing good for 30 day period, if change order is not accepted in writing within this period of time all wire ,PVC products and all steel/metal products will have to be reprised at invoice plus mark-up for profit and overhead. This is a result of continuous rising cost of these materials.*

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*Network Cabling Services, Inc. shall be entitled to a finance charge of 1 ½% per month on the unpaid balance of any amounts which are not paid within 30 days after the due date herein.*

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**Printed Name:**

---

**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**  
Project Manager  
Network Cabling Services  
1335 Commerce Blvd  
Midway, Florida 32343  
Office: (850) 309-1003  
Fax: (850) 309-1005  
Mobile: (850) 264-7309  
Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)



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## **NETWORK CABLING SERVICES, INC.**

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**1335 Commerce Blvd., Midway, Florida 32343**

**Phone: 850-309-1003 Fax: 850-309-1005**

**Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)**

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure cabling Total is: \$ 82,393.90**

### **Greensboro Elementary**

#### **Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (506) Cat-6 cables in Surface-mount Raceway as needed
- (506) Cat-6 1ft. Patch cables
- (8) Wall-mount rack with 4x4 Backboard painted with Fire retardant
- (7) 48 Port Cat-6 Patch Panels
- (17) 24 Port Cat-6 Patch Panels
- (1) 4U Fiber Enclosure with Coupler panels
- (13) 1U Fiber Enclosure with Coupler panels
- (13) 6 Strand OM3 Fiber runs
- (27) LC/LC 1 Meter OM3 Fiber Jumpers
- (8) LC/LC 3 Meter OM3 Fiber Jumpers

#### **Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (72) Cat-6 cables
- (72) Cat-6 1ft. Patch cables
- (45) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One=\$ 72,130.30**

**Part Two=\$ 10,263.60**

#### **List of Assumptions:**

- **NCS will meet or exceed industry standards.**
- **NCS will bond all new racks or enclosures in closets if a busbar exists.**
- **NCS will supply test results upon completion of project.**
- **As Built drawings provided as available.**
- **NCS will use existing pathways where available.**
- **All additional pathways to be provided by others.**

*\*Should Network Cabling Services, Inc. be required to obtain the services of an attorney to collect any sums which may be due under this contract and which are not paid, the Network Cabling Services, Inc. shall be entitled to all reasonable attorney's fees on behalf of their counsel in bringing or enforcing any of their rights under this agreement, said fees to include Court costs and interest, and shall include cost and attorney's fees for appellate work.*

*All pricing good for 30 day period, if change order is not accepted in writing within this period of time all wire ,PVC products and all steel/metal products will have to be reprised at invoice plus mark-up for profit and overhead. This is a result of continuous rising cost of these materials.*

*Due to the volatile market, in an effort to save all parties involved (Owner, General Contractor, Electrical Contractor and NCS/Network Cabling Services, Inc.) and added cost associated with the continuous rising cost of all copper wire. Network Cabling Services, Inc. reserves the right (if approved by Owner/General Contractor) to purchase the wire and store on site in a storage container provided by NCS. NCS would then ask to be paid with-in the first 30 days of contract for this wire purchase. If not accepted by (Owner/General Contractor) NCS would then have the right to re-price all wire at invoice cost pus mark up of profit and overhead at time of wire purchase. We at NCS feel that this is the best solution for all parties involved (General Contractor, Electrical Contractor and NCS) but mainly the Owner.*

*Network Cabling Services, Inc. shall be entitled to a finance charge of 1 ½% per month on the unpaid balance of any amounts which are not paid within 30 days after the due date herein.*

*All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. No contingencies have been made for strikes, accidents or delays beyond our control. Owner to carry fire, tornado, theft and other necessary insurance. Our workers are fully covered by Workmen's Compensation Insurance.*

**Printed Name:**

---

**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**

Project Manager

Network Cabling Services

1335 Commerce Blvd

Midway, Florida 32343

Office: (850) 309-1003

Fax: (850) 309-1005

Mobile: (850) 264-7309

Email: [tragnow@ncscabbling.com](mailto:tragnow@ncscabbling.com)





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## **NETWORK CABLING SERVICES, INC.**

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**1335 Commerce Blvd., Midway, Florida 32343**

**Phone: 850-309-1003 Fax: 850-309-1005**

**Email: [fragnow@ncscabling.com](mailto:fragnow@ncscabling.com)**

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure cabling Total is: \$ 64,004.95**

### **Gretna Elementary**

#### **Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (386) Cat-6 cables in Surface-mount Raceway as needed
- (7) 48 Port Cat-6 Patch Panels
- (7) 24 Port Cat-6 Patch Panel
- (1) 4U Fiber Enclosure
- (5) 1U Fiber Enclosures
- (1) Wall-mount Rack with backboard Painted with Fire Retardant
- (6) 6 Strand OM3 Fiber runs
- (386) Cat-6 1ft. Patch cables
- (13) LC/LC 1 Meter OM3 Fiber Jumpers
- (8) LC/LC 3 Meter OM3 Fiber Jumpers
- Additional conduit pathways installed by our subcontractor, Broadband Tele Communications, Inc.

#### **Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (63) Cat-6 cables
- (63) Cat-6 1ft. patch cables
- (35) Cat-6 5ft. patch cables

**Our submitted bid price for this project is: Part One=\$ 55,024.30**

**Part Two=\$ 8,980.65**

#### **List of Assumptions:**

- NCS will meet or exceed industry standards.
- NCS will bond all new racks or enclosures in closets if a busbar exists.
- NCS will supply test results upon completion of project.
- As Built drawings provided as available.
- NCS will use existing pathways where available.

*\*Should Network Cabling Services, Inc. be required to obtain the services of an attorney to collect any sums which may be due under this contract and which are not paid, the Network Cabling Services, Inc. shall be entitled to all reasonable attorney's fees on behalf of their counsel in bringing or enforcing any of their rights under this agreement, said fees to include Court costs and interest, and shall include cost and attorney's fees for appellate work.*

*All pricing good for 30 day period, if change order is not accepted in writing within this period of time all wire ,PVC products and all steel/metal products will have to be reprised at invoice plus mark-up for profit and overhead. This is a result of continuous rising cost of these materials.*

*Due to the volatile market, in an effort to save all parties involved (Owner, General Contractor, Electrical Contractor and NCS/Network Cabling Services, Inc.) and added cost associated with the continuous rising cost of all copper wire. Network Cabling Services, Inc. reserves the right (if approved by Owner/General Contractor) to purchase the wire and store on site in a storage container provided by NCS. NCS would then ask to be paid with-in the first 30 days of contract for this wire purchase. If not accepted by (Owner/General Contractor) NCS would then have the right to re-price all wire at invoice cost pus mark up of profit and overhead at time of wire purchase. We at NCS feel that this is the best solution for all parties involved (General Contractor, Electrical Contractor and NCS) but mainly the Owner.*

*Network Cabling Services, Inc. shall be entitled to a finance charge of 1 ½% per month on the unpaid balance of any amounts which are not paid within 30 days after the due date herein.*

*All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. No contingencies have been made for strikes, accidents or delays beyond our control. Owner to carry fire, tornado, theft and other necessary insurance. Our workers are fully covered by Workmen's Compensation Insurance.*

**Printed Name:**

---

**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**

Project Manager

Network Cabling Services

1335 Commerce Blvd

Midway, Florida 32343

Office: (850) 309-1003

Fax: (850) 309-1005

Mobile: (850) 264-7309

Email: [tragnow@ncscabbling.com](mailto:tragnow@ncscabbling.com)



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## **NETWORK CABLING SERVICES, INC.**

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**1335 Commerce Blvd., Midway, Florida 32343**

**Phone: 850-309-1003 Fax: 850-309-1005**

**Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)**

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure cabling Total is: \$103,348.75**

### **Havana Elementary School**

#### **Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (622) Cat-6 cables in Surface-mount Raceway as needed
- (622) Cat-6 1ft. Patch Cables
- (16) 24 Port Cat-6 Patch Panel
- (10) 48 Port Cat-6 Patch Panels
- (1) 7FT Rack with Closet Build-out
- (1) Vertical Cable Manager
- (3) 4U Fiber Enclosures
- (14) 1U Fiber Enclosures
- (15) Wall-mount Enclosures with backboard painted and fire retardant paint
- (16) 6 Strand OM3 Fiber runs
- (27) LC/LC 1 Meter OM3 Fiber Jumpers
- (12) LC/LC 3 Meter Om3 Fiber Jumpers
- Additional conduit pathways installed to outlying buildings by our subcontractor, Broadband Tele Communications, Inc.

#### **Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (105) Cat-6 cables
- (105) Cat-6 1ft. Patch cables
- (55) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One=\$ 88,666.10**

**Part Two=\$ 14,967.75**

#### **List of Assumptions:**

- **NCS will meet or exceed industry standards.**
- **NCS will bond all new racks or enclosures in closets if a busbar exists.**
- **NCS will supply test results upon completion of project.**
- **As Built drawings provided as available.**

- NCS will use existing pathways where available.

*\*Should Network Cabling Services, Inc. be required to obtain the services of an attorney to collect any sums which may be due under this contract and which are not paid, the Network Cabling Services, Inc. shall be entitled to all reasonable attorney's fees on behalf of their counsel in bringing or enforcing any of their rights under this agreement, said fees to include Court costs and interest, and shall include cost and attorney's fees for appellate work.*

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**Printed Name:**

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**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**

Project Manager

Network Cabling Services

1335 Commerce Blvd

Midway, Florida 32343

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**Phone: 850-309-1003 Fax: 850-309-1005**

**Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)**

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure cabling Total is: \$ 108,623.10**

### **Havana Middle School**

#### **Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (684) Cat-6 cables in Surface-mount Raceway as needed
- (684) Cat-6 1ft. Patch Cables
- (3) 7FT Racks with Closet Build-outs
- (3) Vertical cable managers
- (9) 24 Port Cat-6 Patch Panels
- (13) 48 Port Cat-6 Patch Panels
- (1) 4U Fiber Enclosure
- (8) 1U Fiber Enclosures
- (8) 6 Strand OM3 Fiber runs
- (27) LC/LC 1 Meter OM3 Fiber Jumpers
- (10) LC/LC 3 Meter OM3 Fiber Jumpers

#### **Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (78) Cat-6 cables
- (78) Cat-6 1ft. Patch cables
- (50) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One=\$ 97,504.20**

**Part Two=\$ 11,118.90**

#### **List of Assumptions:**

- **NCS will meet or exceed industry standards.**
- **NCS will bond all new racks or enclosures in closets if a busbar exists.**
- **NCS will supply test results upon completion of project.**
- **As Built drawings provided as available.**
- **NCS will use existing pathways where available.**
- **All additional pathways to be provided by others.**

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**Printed Name:**

---

**Authorized Signature:**

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**Date:**

---

Thank you for your assistance.

**Tim Ragnow**

Project Manager

Network Cabling Services

1335 Commerce Blvd

Midway, Florida 32343

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## NETWORK CABLING SERVICES, INC.

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1335 Commerce Blvd., Midway, Florida 32343

Phone: 850-309-1003 Fax: 850-309-1005

Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure cabling Total is: \$ 120,739.85**

### **Shanks Middle School**

#### **Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (766) Cat-6 cables in Surface-mount Raceway as needed
- (766) Cat-6 1 ft. Patch cables
- (3) Wall-mount Enclosures with backboards Painted and Fire Retardant
- (11) 24 Port Cat-6 Patch Panels
- (16) 48 Port Cat-6 Patch Panels
- (1) 4U Fiber Enclosure
- (10) 1U Fiber Enclosures
- (10) 6 Strand OM3 Fiber runs
- (21) LC/LC 1 Meter OM3 Fiber Jumpers
- (17) LC/LC 3 Meter OM3 Fiber Jumpers
- Additional conduit pathways installed to outlying buildings by our subcontractor, Broadband Tele Communications, Inc.

#### **Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (108) Cat-6 cables
- (108) Cat-6 1ft. Patch cables
- (62) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One=\$ 109,193.30**

**Part Two=\$ 15,395.40**

#### **List of Assumptions:**

- NCS will meet or exceed industry standards.
- NCS will bond all new racks or enclosures in closets if a busbar exists.
- NCS will supply test results upon completion of project.
- As Built drawings provided as available.
- NCS will use existing pathways where available.



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**Printed Name:**

---

**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**  
Project Manager  
Network Cabling Services  
1335 Commerce Blvd  
Midway, Florida 32343  
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## **NETWORK CABLING SERVICES, INC.**

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**Phone: 850-309-1003 Fax: 850-309-1005**

**Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)**

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure cabling Total is: \$ 74,838.75**

### **St. Johns Elementary**

#### **Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (454) Cat-6 cables in Surface-mount Raceway as needed
- (454) Cat-6 Patch Cables
- (1) 7FT Rack With Closet Build-out
- (1) Vertical Cable Manager
- (6) Wall-mount Rack with backboard painted and Fire Retardant
- (8) 24 Port Cat-6 Patch Panel
- (8) 48 Port Cat-6 Patch Panels
- (1) 4U Fiber Enclosure
- (8) 1U Fiber Enclosures
- (6) 6 Strand OM3 Fiber runs
- (9) LC/LC 1 Meter OM3 Fiber Jumpers
- (6) LC/LC 3 Meter OM3 Fiber Jumpers
- Additional conduit pathways installed by our subcontractor, Broadband Tele Communications, Inc.

#### **Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (71) Cat-6 cables
- (71) Cat-6 1ft. Patch cables
- (40) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One=\$ 64,717.70**

**Part Two=\$ 10,121.05**

#### **List of Assumptions:**

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- NCS will supply test results upon completion of project.
- As Built drawings provided as available.

- NCS will use existing pathways where available.

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**Printed Name:**

---

**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**

Project Manager

Network Cabling Services

1335 Commerce Blvd

Midway, Florida 32343

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## **NETWORK CABLING SERVICES, INC.**

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**Phone: 850-309-1003 Fax: 850-309-1005**

**Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)**

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 –  
Wireless Infrastructure cabling total is: \$ 102,921.10**

### **Stewart Street Elementary**

#### **Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (616) Cat-6 cables in Surface-mount raceway as needed
- (616) Cat-6 1ft. Patch cables
- (1) 7FT Rack With Closet Build-out
- (1) Vertical Cable Manager
- (8) Wall-mount Rack with backboard Painted and Fire Retardant
- (8) 24 Port Cat-6 Patch Panel
- (15) 48 Port Cat-6 Patch Panels
- (2) 4U Fiber Enclosure
- (13) 1U Fiber Enclosures
- (14) 6 Strand OM3 Fiber runs
- (29) LC/LC 1 Meter OM3 Fiber Jumpers
- (9) LC/LC 3 Meter OM3 Fiber Jumpers

#### **Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (106) Cat-6 cables
- (106) Cat-6 1ft. Patch cables
- (60) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One=\$ 87,810.80**

**Part Two=\$ 15,110.30**

#### **List of Assumptions:**

- NCS will meet or exceed industry standards.
- NCS will bond all new racks or enclosures in closets if a busbar exists.
- NCS will supply test results upon completion of project.
- As Built drawings provided as available.
- NCS will use existing pathways where available.
- All additional pathways to be provided by others.

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**Printed Name:**

---

**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**  
Project Manager  
Network Cabling Services  
1335 Commerce Blvd  
Midway, Florida 32343  
Office: (850) 309-1003  
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## **NETWORK CABLING SERVICES, INC.**

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**Phone: 850-309-1003 Fax: 850-309-1005**

**Email: [tragnow@ncscabling.com](mailto:tragnow@ncscabling.com)**

Date: February 25, 2014

To: Gadsden Co. School Board

Attention: John Thomas

Re: Gadsden County School E-Rate Year 2014-2015

**Category Three Internal Connections including Part 1- Infrastructure cabling & Part 2 – Wireless Infrastructure cabling Total is: \$ 112,614.50**

### **West Gadsden High School**

#### **Part One of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (698) Dual Cat-6 cables with Surface-mount Raceway as needed
- (698) Cat-6 1ft. Patch cables
- (1) 7FT Rack with Closet Build-out
- (1) Vertical Cable Managers
- (13) 24 Port Cat-6 Patch Panel
- (12) 48 Port Cat-6 Patch Panels
- (1) 4U Fiber Enclosure
- (8) 1U Fiber Enclosures
- (8) 6 Strand OM3 Fiber runs
- (17) LC/LC 1 Meter OM3 Fiber Jumpers
- (12) LC/LC 3 Meter OM3 Fiber Jumpers

#### **Part Two of Category Three Internal Connections:**

NCS will Provide and Install the Following:

- (92) Cat-6 cables
- (92) Cat-6 1ft. Patch cables
- (54) Cat-6 5ft. Patch cables

**Our submitted bid price for this project is: Part One=\$ 99,499.90**

**Part Two=\$ 13,114.60**

#### **List of Assumptions:**

- **NCS will meet or exceed industry standards.**
- **NCS will bond all new racks or enclosures in closets if a busbar exists.**
- **NCS will supply test results upon completion of project.**
- **As Built drawings provided as available.**
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**Printed Name:**

---

**Authorized Signature:**

---

**Date:**

---

Thank you for your assistance.

**Tim Ragnow**

Project Manager

Network Cabling Services

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Midway, Florida 32343

Office: (850) 309-1003

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Mobile: (850) 264-7309

Email: [tragnow@ncscabbling.com](mailto:tragnow@ncscabbling.com)

**CONTRACT FOR SERVICES AND/OR PRODUCTS FOR**  
**E-RATE YEAR 2014-2015**

Service Provider "Provider"

School District "Applicant"

Company Name: Hayes e-Government Resources, Inc

Gadsden County School District

Contact Name:

SPIN: 143007886

Address: 2473 Care Drive, Suite 201

35 Martin Luther King, Jr Blvd.

City, State, Zip: Tallahassee, FL 32308

Quincy, FL 32351

Phone Number: 850-297-0551

850-627-9651

The **Applicant** and **Provider** sign this document for the purchase of eligible equipment and services as described on the attachment to this letter as part of the E-Rate Year 2014 effort. Provider was selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. Provider were selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. The services to be provided by the Provider are as set out in its response to the Applicant's RFP or the qualifying Form 470. The language in the Applicant's RFP, the Provider's response thereto, or the language contained in the qualifying Form 470 setting out the scope of services and other Provider requirements is incorporated herein by reference and deemed a part of this agreement. Applicant intends to file a Funding Request Form 471 with the Universal Services Administrative Company (USAC), Schools and Libraries Division (SLD) E-Rate Program for eligible equipment and services based upon Provider's proposal.

Due to a clerical error which was found in the original price sheet associated with Wireless Response for School District certain individual items needed to be given a per cost basis for computation purposes. As such, unit prices were readjusted accordingly; however, the total price remains unchanged and is the same as reflected in the Bid. Gadsden Board acknowledges the unit costs have been adjusted despite the language of the RFP's Memo of Understanding. **Changes are reflected in attached Addendum.**

The purchase and providing of the eligible equipment and services described are expressly subject to, and conditioned on, satisfaction of all of the following conditions:

- (i) USAC approval of Applicant's request for funding through a formal Funding Commitment Decision Letter;
- (ii) Applicant's formal acceptance of the USAC approved funding; and
- (iii) Contingent on Board Approval on 4/22/2014

Provider agrees to abide by all terms and conditions of the Universal Service Act of 1996 as implemented by the SLD E-Rate Discount Program in the procurement, delivery, installation, invoicing and all other transactions associated with the project. The term of this contract shall commence on July 1, 2014 and shall terminate on June 30, 2015 for recurring services or on September 30, 2015 for non-recurring services. Total costs of the goods and services shall not exceed \$2,775,427.63 enter total FRN pre-disc amount (SLD Pre- Discounted Amount).

**For Service Provider:**

**For Applicant:**

SPIN: 143007886

Signature: Karen H. Martiroff

Signature: \_\_\_\_\_

Printed Name: Karen H. Martiroff

Print Name: \_\_\_\_\_

Title: President/CEO

Title: \_\_\_\_\_

Date: 3/20/2014

Date: 3/20/2014



Official use only: Hayes IC  
Sw WAP

**Gadsden Wireless Addendum: Modified Unit Costs**

Qty	Unit Price	Ext. Price	Manufacturer Part #	Manufacturer
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eRate 2014/15  
Wireless Response

**Carter Parramore**

4	\$2,390.00	\$9,560.00	C5K125-24P2	ENTERASYS
7	\$2,980.00	\$20,860.00	C5K125-48P2	ENTERASYS
			C5G124-48P2	
7	\$2,290.00	\$16,030.00		ENTERASYS
1	\$6,300.00	\$6,300.00	71K11L4-24	ENTERASYS
2	\$196.41	\$392.82	71A-PS-A	ENTERASYS
1	\$1,040.62	\$1,040.62	ES-SN-TS-S10	ENTERASYS
2	\$0.01	\$0.02	ES-SN-TS-SNC	ENTERASYS
20	\$429.00	\$8,580.00	10GB-SR-SFPP	ENTERASYS
55	\$289.00	\$15,895.00	WS-AP3715i	ENTERASYS
			5PX1500RTN	
5	\$710.00	\$3,550.00		EATON
			5PX2200RTN	
1	\$1,204.55	\$1,204.55		EATON
			5PX3000RTN	
1	\$1,378.41	\$1,378.41		EATON
			Network-MS	
2	\$138.64	\$277.28		EATON
			103007018-5591	
7	\$51.70	\$361.90		EATON
1	\$2,650.00	\$2,650.00	HCSINSTALL	HAYES
1	\$1,709.00	\$1,709.00	HCSINSTALL	HAYES

Sub-Total \$89,789.60

**Crossroads Academy**

2	\$2,390.00	\$4,780.00	C5K125-24P2	ENTERASYS
8	\$2,980.00	\$23,840.00	C5K125-48P2	ENTERASYS
20	\$429.00	\$8,580.00	10GB-SR-SFPP	ENTERASYS
31	\$289.00	\$8,959.00	WS-AP3715i	ENTERASYS
			5PX1500RTN	
4	\$710.00	\$2,840.00		EATON
			5PX3000RTN	
1	\$1,378.41	\$1,378.41		EATON
			Network-MS	
2	\$138.64	\$277.28		EATON
			103007018-5591	
5	\$51.70	\$258.50		EATON
1	\$2,650.00	\$2,650.00	HCSINSTALL	HAYES

Sub-Total \$53,563.19

**Gadsden Elementary Magnet**

7	\$2,390.00	\$16,730.00	C5K125-24P2	ENTERASYS
6	\$2,980.00	\$17,880.00	C5K125-48P2	ENTERASYS

			5PX1500RTN	
10	\$710.00	\$7,100.00		EATON
			5PX3000RTN	
1	\$1,378.41	\$1,378.41		EATON
			Network-MS	
2	\$138.64	\$277.28		EATON
			103007018-5591	
11	\$51.70	\$568.70		EATON
1	\$2,650.00	\$2,650.00	HCSINSTALL	HAYES
1	\$1,300.00	\$1,300.00	HCSINSTALL	HAYES

Sub-Total \$116,019.50

**St. Johns Elentary School**

8	\$2,390.00	\$19,120.00	C5K125-24P2	ENTERASYS
3	\$2,980.00	\$8,940.00	C5K125-48P2	ENTERASYS
			C5G124-48P2	
5	\$2,290.00	\$11,450.00		ENTERASYS
1	\$6,300.00	\$6,300.00	71K11L4-24	ENTERASYS
2	\$196.41	\$392.82	71A-PS-A	ENTERASYS
1	\$1,040.62	\$1,040.62	ES-SN-TS-S10	ENTERASYS
2	\$0.01	\$0.02	ES-SN-TS-SNC	ENTERASYS
18	\$429.00	\$7,722.00	10GB-SR-SFPP	ENTERASYS
40	\$289.00	\$11,560.00	WS-AP3715i	ENTERASYS
			5PX1500RTN	
7	\$710.00	\$4,970.00		EATON
			5PX2200RTN	
1	\$1,204.55	\$1,204.55		EATON
			5PX3000RTN	
1	\$1,378.41	\$1,378.41		EATON
			Network-MS	
4	\$138.64	\$554.56		EATON
			103007018-5591	
8	\$51.70	\$413.60		EATON
1	\$2,650.00	\$2,650.00	HCSINSTALL	HAYES
1	\$1,300.00	\$1,300.00	HCSINSTALL	HAYES

Sub-Total \$78,996.58

**Stewart Street Elementary School**

12	\$2,390.00	\$28,680.00	C5K125-24P2	ENTERASYS
9	\$2,980.00	\$26,820.00	C5K125-48P2	ENTERASYS
			C5G124-48P2	
4	\$2,290.00	\$9,160.00		ENTERASYS
2	\$6,300.00	\$12,600.00	71K11L4-24	ENTERASYS
4	\$196.41	\$785.64	71A-PS-A	ENTERASYS
1	\$1,040.62	\$1,040.62	ES-SN-TS-S10	ENTERASYS
2	\$0.01	\$0.02	ES-SN-TS-SNC	ENTERASYS
40	\$429.00	\$17,160.00	10GB-SR-SFPP	ENTERASYS
1	\$70.65	\$70.65	CAB-STACK-LONG	ENTERASYS
56	\$289.00	\$16,184.00	WS-AP3715i	ENTERASYS

103007018-5591

18	\$51.70	\$930.60		EATON
1	\$2,650.00	\$2,650.00	HCSINSTALL	HAYES
1	\$1,300.00	\$1,300.00	HCSINSTALL	HAYES

Sub-Total \$134,960.08

**Havana Middle School**

5	\$2,390.00	\$11,950.00	C5K125-24P2	ENTERASYS
10	\$2,980.00	\$29,800.00	C5K125-48P2 C5G124-48P2	ENTERASYS
7	\$2,290.00	\$16,030.00		ENTERASYS
1	\$6,300.00	\$6,300.00	71K11L4-24	ENTERASYS
2	\$196.41	\$392.82	71A-PS-A WS-AP3765i	ENTERASYS
2	\$899.00	\$1,798.00		ENTERASYS
2	\$82.00	\$164.00	WS-MB376X-01 PNET1GB	ENTERASYS
2	\$22.22	\$44.44		EATON
1	\$1,040.62	\$1,040.62	ES-SN-TS-S10	ENTERASYS
2	\$0.01	\$0.02	ES-SN-TS-SNC	ENTERASYS
20	\$429.00	\$8,580.00	10GB-SR-SFPP	ENTERASYS
55	\$289.00	\$15,895.00	WS-AP3715i 5PX1500RTN	ENTERASYS
7	\$710.00	\$4,970.00		EATON
1	\$1,204.55	\$1,204.55	5PX2200RTN	EATON
1	\$1,378.41	\$1,378.41	5PX3000RTN	EATON
5	\$138.64	\$693.20	Network-MS	EATON
9	\$51.70	\$465.30		EATON
1	\$2,650.00	\$2,650.00	HCSINSTALL	HAYES
1	\$1,300.00	\$1,300.00	HCSINSTALL	HAYES

Sub-Total \$104,656.36

**Shanks Middle School**

10	\$2,390.00	\$23,900.00	C5K125-24P2	ENTERASYS
9	\$2,980.00	\$26,820.00	C5K125-48P2 C5G124-48P2	ENTERASYS
6	\$2,290.00	\$13,740.00		ENTERASYS
1	\$6,300.00	\$6,300.00	71K11L4-24	ENTERASYS
2	\$196.41	\$392.82	71A-PS-A	ENTERASYS
1	\$1,040.62	\$1,040.62	ES-SN-TS-S10	ENTERASYS
2	\$0.01	\$0.02	ES-SN-TS-SNC	ENTERASYS
34	\$429.00	\$14,586.00	10GB-SR-SFPP	ENTERASYS
55	\$289.00	\$15,895.00	WS-AP3715i	ENTERASYS
1	\$70.65	\$70.65	CAB-STACK-LONG	ENTERASYS

103007018-5591

7	\$51.70	\$361.90		EATON
1	\$2,650.00	\$2,650.00	HCSINSTALL	HAYES
1	\$1,300.00	\$1,300.00	HCSINSTALL	HAYES

Sub-Total \$111,949.28

**Gretna Elementary School**

3	\$2,390.00	\$7,170.00	C5K125-24P2	ENTERASYS
8	\$2,980.00	\$23,840.00	C5K125-48P2 C5G124-48P2	ENTERASYS
2	\$2,290.00	\$4,580.00		ENTERASYS
1	\$6,300.00	\$6,300.00	71K11L4-24	ENTERASYS
2	\$196.41	\$392.82	71A-PS-A	ENTERASYS
1	\$1,040.62	\$1,040.62	ES-SN-TS-S10	ENTERASYS
2	\$0.01	\$0.02	ES-SN-TS-SNC	ENTERASYS
10	\$70.65	\$706.50	CAB-STACK-LONG	ENTERASYS
18	\$429.00	\$7,722.00	10GB-SR-SFPP	ENTERASYS
35	\$289.00	\$10,115.00	WS-AP3715i 5PX1500RTN	ENTERASYS
6	\$710.00	\$4,260.00		EATON
			5PX3000RTN	
1	\$1,378.41	\$1,378.41		EATON
			Network-MS	
5	\$138.64	\$693.20		EATON
			103007018-5591	
7	\$51.70	\$361.90		EATON
1	\$2,950.00	\$2,950.00	HCSINSTALL	HAYES
1	\$3,241.19	\$3,241.19	HCSINSTALL	HAYES
1	\$1,200.00	\$1,200.00	HCSINSTALL	HAYES

Sub-Total \$75,951.66

**Havana Elementary School**

16	\$2,390.00	\$38,240.00	C5K125-24P2	ENTERASYS
7	\$2,980.00	\$20,860.00	C5K125-48P2	ENTERASYS
2	\$6,300.00	\$12,600.00	71K11L4-24	ENTERASYS
4	\$196.41	\$785.64	71A-PS-A	ENTERASYS
2	\$1,040.62	\$2,081.24	ES-SN-TS-S10	ENTERASYS
4	\$0.01	\$0.04	ES-SN-TS-SNC	ENTERASYS
55	\$429.00	\$23,595.00	10GB-SR-SFPP	ENTERASYS
55	\$289.00	\$15,895.00	WS-AP3715i 5PX1500RTN	ENTERASYS
16	\$710.00	\$11,360.00		EATON
			5PX2200RTN	
1	\$1,204.55	\$1,204.55		EATON
			5PX3000RTN	
1	\$1,378.41	\$1,378.41		EATON
			Network-MS	
15	\$138.64	\$2,079.60		EATON

			103007018-5591	
2	\$51.70	\$103.40		EATON
			RK2PC	
8	\$36.93	\$295.44		EATON
1	\$2,650.00	\$2,650.00	HCSINSTALL	HAYES
1	\$1,300.00	\$1,300.00	HCSINSTALL	HAYES

Sub-Total \$79,700.54

**Gadsden Technical Institute**

5	\$2,390.00	\$11,950.00	C5K125-24P2	ENTERASYS
6	\$2,980.00	\$17,880.00	C5K125-48P2	ENTERASYS
1	\$6,300.00	\$6,300.00	71K11L4-24	ENTERASYS
2	\$196.41	\$392.82	71A-PS-A	ENTERASYS
1	\$1,040.62	\$1,040.62	ES-SN-TS-S10	ENTERASYS
2	\$0.01	\$0.02	ES-SN-TS-SNC	ENTERASYS
18	\$429.00	\$7,722.00	10GB-SR-SFPP	ENTERASYS
25	\$289.00	\$7,225.00	WS-AP3715i	ENTERASYS
			5PX1500RTN	
6	\$710.00	\$4,260.00		EATON
			5PX3000RTN	
1	\$1,378.41	\$1,378.41		EATON
			Network-MS	
4	\$138.64	\$554.56		EATON
			103007018-5591	
7	\$51.70	\$361.90		EATON
1	\$2,650.00	\$2,650.00	HCSINSTALL	HAYES
1	\$1,300.00	\$1,300.00	HCSINSTALL	HAYES

Sub-Total \$63,015.33

**Greensboro Elementary School**

14	\$2,390.00	\$33,460.00	C5K125-24P2	ENTERASYS
6	\$2,980.00	\$17,880.00	C5K125-48P2	ENTERASYS
			C5G124-48P2	
3	\$2,290.00	\$6,870.00		ENTERASYS
1	\$6,300.00	\$6,300.00	71K11L4-24	ENTERASYS
2	\$196.41	\$392.82	71A-PS-A	ENTERASYS
1	\$1,040.62	\$1,040.62	ES-SN-TS-S10	ENTERASYS
2	\$0.01	\$0.02	ES-SN-TS-SNC	ENTERASYS
36	\$429.00	\$15,444.00	10GB-SR-SFPP	ENTERASYS
46	\$289.00	\$13,294.00	WS-AP3715i	ENTERASYS
			5PX1500RTN	
14	\$710.00	\$9,940.00		EATON
			5PX2200RTN	
1	\$1,204.55	\$1,204.55		EATON
			5PX3000RTN	
1	\$1,534.09	\$1,534.09		EATON
			Network-MS	
2	\$138.64	\$277.28		EATON

		C5G124-48P2	
2	\$2,290.00	\$4,580.00	ENTERASYS
15	\$429.00	\$6,435.00	10GB-SR-SFPP ENTERASYS
16	\$289.00	\$4,624.00	WS-AP3715i ENTERASYS
9	\$70.65	\$635.85	CAB-STACK-LONG ENTERASYS
		5PX1500RTN	
7	\$710.00	\$4,970.00	EATON
		5PX2200RTN	
1	\$1,204.55	\$1,204.55	EATON
		5PX3000RTN	
1	\$1,378.41	\$1,378.41	EATON
		Network-MS	
6	\$138.64	\$831.84	EATON
		103007018-5591	
7	\$51.70	\$361.90	EATON
2	\$6,810.00	\$13,620.00	WS-C5210 ENTERASYS
2	\$1,598.00	\$3,196.00	ES-SN-TS-S12 ENTERASYS
2	\$682.00	\$1,364.00	ES-ERATE-UPGS12 ENTERASYS
5	\$2,490.00	\$12,450.00	WS-APCAP-100 ENTERASYS
1	\$789.00	\$789.00	WS-APCAP-25 ENTERASYS
1	\$192.00	\$192.00	ES-SAS-S00C ENTERASYS
1	\$2,501.00	\$2,501.00	WS-APCAP-100 ENTERASYS
5	\$671.00	\$3,355.00	ES-SAS-S02J- ENTERASYS
1	\$5.90	\$5.90	WS-CTLREG8PNAM ENTERASYS
1	\$2,950.00	\$2,950.00	HCSINSTALL ENTERASYS
1	\$790.00	\$650.00	HCSINSTALL HAYES
1	\$1,800.00	\$1,800.00	HCSINSTALL HAYES

Sub-Total \$102,504.45

**Gadsden Elementary Magnet**

7	\$2,390.00	\$16,730.00	C5K125-24P2 ENTERASYS
6	\$2,980.00	\$17,880.00	C5K125-48P2 ENTERASYS
		C5G124-48P2	
2	\$2,290.00	\$4,580.00	ENTERASYS
1	\$6,300.00	\$6,300.00	71K11L4-24 ENTERASYS
2	\$196.41	\$392.82	71A-PS-A ENTERASYS
1	\$1,040.62	\$1,040.62	ES-SN-TS-S10 ENTERASYS
2	\$0.01	\$0.02	ES-SN-TS-SNC ENTERASYS
19	\$429.00	\$8,151.00	10GB-SR-SFPP ENTERASYS
10	\$70.65	\$706.50	CAB-STACK-LONG ENTERASYS
42	\$289.00	\$12,138.00	WS-AP3715i ENTERASYS
		5PX1500RTN	
6	\$710.00	\$4,260.00	EATON
		5PX3000RTN	
2	\$1,378.41	\$2,756.82	EATON
		Network-MS	
3	\$138.64	\$415.92	EATON

			5PX1500RTN	
15	\$710.00	\$10,650.00		EATON
			5PX2200RTN	
2	\$1,204.55	\$2,409.10		EATON
			Network-MS	
13	\$138.64	\$1,802.32		EATON
			103007018-5591	
17	\$51.70	\$878.90		EATON
1	\$2,650.00	\$2,650.00	HCSINSTALL	HAYES
1	\$1,300.00	\$1,382.23	HCSINSTALL	HAYES

Sub-Total \$132,273.48

\$1,143,380.05 TOTAL





# Hayes e-Government Resources

## Response To

### Gadsden County Schools



## Request for Proposal (RFP)

### For

**Telecommunications Services, Internet Access, Internal  
Connections and Basic Maintenance of Internal Connections  
Eligible for E-Rate Funds under the Universal Service Program**

**E-Rate 2014 Funding Year  
July 1, 2014 – June 30, 2015**

**February 27, 2014**

Karen H. Martinoff  
President/CEO  
**Hayes e-Government Resources, Inc.**  
[kmartinoff@hcs.net](mailto:kmartinoff@hcs.net)  
SPIN #143007886  
[www.hcs.net](http://www.hcs.net)

Stacy Wessinger  
Account Manager  
**Hayes e-Government Resources, Inc.,**  
[swessinger@hcs.net](mailto:swessinger@hcs.net)  
(850) 297-0551 x127



Hayes e-Government Resources, Inc.  
2473 Care Drive, Suite 201  
Tallahassee, FL 32308  
850.297.0551/800.825.9390  
<http://www.hcs.net>

## Letter of Transmittal

### Letter of Transmittal

February 27, 2014

Sheantika Wiggins  
John Thomas  
Gadsden County School District  
35 Martin Luther King Jr. Blvd.  
Quincy, Florida 32351

Dear Evaluation Committee,

At Hayes e-Government Resources, we have a proud history of proven performance in the field of technology. Hayes is a leading provider of technology services to government agencies, educational institutions, and businesses. On behalf of Hayes e-Government Resources, Inc. "Hayes," we are pleased to offer the following response to the request for proposals for the E-rate 2014 Funding Year.

Hayes e-Government Resources (Hayes) was founded in 1986 as a provider of personal computer hardware and network services for the Florida Department of General Services. By the 1990's, the company had expanded to serve other areas of Florida government and private enterprise. In 2000, Hayes e-Government became a State of Florida Certified Minority Business. For more than twenty five years Hayes e-Government Resources, Inc. has successfully provided Information Technology services and solutions to State of Florida government agencies, local governments, school districts, and commercial businesses. Hayes enjoys a statewide reputation for precise technical design and proven performance.

Hayes retains highly skilled certified professional staff including Systems Engineers, Wireless Engineers, (RF, voice, data) and Certified Network Experts. In-house certifications include CCIE, CCSP, CCNP, CCDP, CCNA, CCDA, Telephony/VoIP, Network Security, LAN/WAN Networking, Cable/Broadband Implementation, Wireless (RF, voice, data). Hayes E-Government Resources, Inc. is a drug and alcohol free workplace. The Hayes support team complies with the Jessica Lunsford Act and has enjoyed providing E-rate services to Gadsden County Schools for multiple years.

Donnie Thompson will serve as the Vendor Liaison (Project Executive) provided Hayes is awarded this proposal. Donnie can be reached at (850) 297-0551, ext. 214.

We feel that not only does the included proposal meet expectations, but it exceeds expectations. This Hayes offering is the same product deployed in East and West Gadsden High. The manufacturers for Extreme and Enterasys have merged but there have been no product changes and we are offering the same high level of support. We say with pride that Hayes is the only Diamond Level Extreme/Enterasys Partner in tri-state area (Diamond Level is highest level of partnership.) We offer a solution that will support the District's goals, protect the District's learning environment, all the while reducing operational costs.

Hayes e-Government Resources, Inc. agrees with all terms set forth within the referenced Request for Proposal. We appreciate the opportunity to submit a bid and look forward to expanding our partnership the Gadsden County School District.

Regards,

Karen H. Martinoff  
President/CEO  
Hayes e-Government Resources, Inc.

2

2



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## Category One

*Telecommunications Services*  
*No Bid*

## Category Two

*Internet Access*  
*No Bid*

## Category Three

*Internal Connections*

Part One: Additions/Upgrades for schools' local area network

*Please see attached financial proposal.*

Part Two: Wireless Network Solution

*Please see attached financial proposal.*

Part Three: Upgrades to Video on Demand Digital Media Distribution System and Supporting Network Switches

*No bid*

## Category Four

***Basic Maintenance on Internal Connections***  
*No Bid*



Hayes e-Government Resources, Inc.  
2473 Care Drive, Suite 201  
Tallahassee, FL 32308  
850.297.0551/800.825.9390  
<http://www.hcs.net>

## Financial Proposal

### ***Acknowledgements***

- Components integrate with the existing managed wireless system installed at East Gadsden High School and West Gadsden High School.
- Installation includes one Access Point per classroom and sufficient access points for adequate use in all common areas for all 14 sites
- Coverage options support high density, maximum classroom connections and complete coverage of all indoor and outdoor common areas.
- Installation and configuration services are built into price and include knowledge transfer.
- Manufacturer's warranties will be transferred to the school district.



Hayes e-Government Resources, Inc.  
 2473 Care Drive, Suite 201  
 Tallahassee, FL 32308  
 850.297.0551/800.825.9390  
<http://www.hcs.net>

## Pricing - Non-Wireless



Hayes E-Government Resources  
 2473 Care Drive, Suite 201  
 Tallahassee, Florida 32308  
 (850) 297-0551 Phone  
 (850) 297-0644 Fax  
 FEID# 59-3633709  
<http://www.hcs.net>

Quotation is valid for 30 days.

## Quotation

Quote #	Date
HCSQ18660	02/26/14
Sales Rep	
swessinger	

**Customer:** Gadsden County Schools  
 Jon Thomas and Sheanika Wiggin  
 35 Martin Luther King Jr. Blvd.  
 Quincy, FL 32351

**Phone:** (850) 627-9651, x308  
**Fax:** (850) 627-9174

**Ship To:** Gadsden County Schools  
 Jon Thomas and Sheanika Wiggins  
 35 Martin Luther King Jr. Blvd.  
 Quincy, FL 32351

**Phone:** (850) 627-9651, x308  
**Fax:** (850) 627-9174

<b>Terms:</b>	<b>P.O. Number:</b>	<b>Ship Via:</b>
---------------	---------------------	------------------

Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
1			ERATE ELIGIBLE			
2			470# 907510001209034			
3			PLEASE NOTE - All Enterasys switches and access points come with a Lifetime Product Warranty. (Defined as End of Sale plus 5 years.)			
			LAN UPGARDE- Without Wireless *			
			Enhanced Support is available for additional cost. Please see attached documentation for details regarding Product Warranty			
4			All installation Prices include installation of UPSs and switches as quoted. Cabling is a separate expense.			
5						
6			Carter Parramore			
7	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	4	\$2,598.59	\$10,394.36
8	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	7	\$3,389.89	\$23,729.23

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Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
9	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	7	\$2,542.07	\$17,794.49
10	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
11	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/O side air exhaust	2	\$196.41	\$392.82
12	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$366.28	\$366.28
13	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
14	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	20	\$479.02	\$9,580.40
15	STK-CAB-Long	ENTERASYS	1M STACKING CABLE - B and C Series	16	\$77.01	\$1,232.16
16	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	5	\$821.49	\$4,107.45
17	5PX2200RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-20P input, (8) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-20R for each UPS Purchased)	1	\$1,246.05	\$1,246.05
18	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,417.64	\$1,417.64
19	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	2	\$408.91	\$817.82
20	103007018-5591	EATON	2-post rail kit for rackmount UPS	7	\$61.93	\$433.51
21	RK2PC	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	2	\$36.93	\$73.86
22	HCSINSTALL	HAYES	Network & UPS installation. Please note, does not include cabling.	1	\$6,493.37	\$6,493.37
23			SubTotal			\$85,034.46
24			<b>Chattahoochee ES</b>			
25	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	5	\$3,389.89	\$16,949.45
26	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	5	\$2,542.07	\$12,710.35



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
27	STK-CAB-LONG	ENTERASYS	1M STACKING CABLE - B and C Series	8	\$56.52	\$452.16
28	STK-CAB-2M	ENTERASYS	2M STACKING CABLE - B and C Series	1	\$98.91	\$98.91
29	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	2	\$479.02	\$958.04
30	5PX1500RT	EATON	Eaton 5PX rack/lower UPS. 1000 VA / 1000W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	1	\$1,245.45	\$1,245.45
31	9PX5KP1	EATON	Eaton 9PX rack/lower UPS. 5000 VA/4500W, 120/208V, L6-30P input; (1) L14-30R, (1) L14-30R, (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L6-30R for each UPS Purchased)	2	\$3,624.99	\$7,249.98
32	9PX11KTF11	EATON	Eaton 9PX rack/lower UPS. 11,000 VA/10,000W, 120/208V, hardwired input; hardwired & (2) L14-30R, (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide TWO circuits with NEMA L14-30R or hardwired for each UPS Purchased)	1	\$6,592.48	\$6,592.48
33	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	1	\$138.64	\$138.64
34	103007018-5591	EATON	2-post rail kit for rackmount UPS	1	\$61.93	\$61.93
35	RK2PC	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	1	\$36.93	\$36.93
36	HCSINSTALL	HAYES	Network & UPS installation. Please note, does not include cabling.	1	\$3,317.61	\$3,317.61
37			SubTotal			\$49,811.93
38			<b>Crossroads Academy</b>			
39	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	2	\$2,598.59	\$5,197.18
40	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	8	\$3,389.89	\$27,119.12
41	STK-CAB-LONG	ENTERASYS	1M STACKING CABLE - B and C Series	8	\$70.65	\$565.20
42	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	12	\$479.02	\$5,748.24
43	5PX1500RT	EATON	EATON : KIT=5PX1500RT+NETWORK-MS ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	4	\$829.55	\$3,318.20
44	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	2	\$138.64	\$277.28
45	103007018-5591	EATON	2-post rail kit for rackmount UPS	5	\$61.93	\$309.65





Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
46	HCSINSTALL	HAYES	Network & UPS installation. Please note, does not include cabling.	1	\$3,529.00	\$3,529.00
47			SubTotal			\$46,063.87
48			<b>District Office</b>			
49	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	7	\$2,598.59	\$18,190.13
50	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	6	\$3,543.98	\$21,263.88
51	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	2	\$2,542.07	\$5,084.14
52	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
53	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
54	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	12	\$506.66	\$6,079.92
55	5PX1000RT	EATON	Eaton 5PX rack/tower UPS, 1000 VA / 1000W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	6	\$519.32	\$3,115.92
56	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	6	\$138.64	\$831.84
57	103007018-559 1	EATON	2-post rail kit for rackmount UPS	6	\$51.70	\$310.20
58	9PX11KTF11	EATON	Eaton 9PX rack/tower UPS, 11,000 VA/10,000W, 120/208V, hardwired input; hardwired & (2) L14-30R, (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide TWO circuits with NEMA L14-30R or hardwired for each UPS Purchased)	1	\$6,250.00	\$6,250.00
59	RK2PC	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	1	\$36.93	\$36.93
60	HCSINSTALL	HAYES	Network & UPS installation	1	\$4,942.17	\$4,942.17
61			SubTotal			\$67,145.77
62			<b>East Gadsden HS</b>			
63	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	9	\$2,598.59	\$23,387.31
64	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated	15	\$3,389.89	\$50,848.35



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
65	C5G124-48P2	ENTERASYS	stacking ports and external RPS connector C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	8	\$2,542.07	\$20,336.56
66	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
67	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/O side air exhaust	2	\$196.41	\$392.82
68	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$328.39	\$328.39
69	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
70	STK-CAB-LONG	ENTERASYS	1M STACKING CABLE - B and C Series	25	\$56.52	\$1,413.00
71	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	43	\$479.02	\$20,597.86
72	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	13	\$772.73	\$10,045.49
73	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	5	\$152.84	\$764.20
74	103007018-5591	EATON	2-post rail kit for rackmount UPS	21	\$61.93	\$1,300.53
75	5PXEBM48RT	EATON	Batteries for UPSs	7	\$409.09	\$2,863.63
76	5PXEBM72RT2U	EATON	Batteries for UPSs	1	\$681.82	\$681.82
77	HCSINSTALL	HAYES	Network & UPS installation	1	\$11,965.86	\$11,965.86
78			SubTotal			\$151,880.84
79			<b>Gadsden Elementary Magnet</b>			
80	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	7	\$2,755.43	\$19,288.01
81	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	6	\$3,592.83	\$21,556.98
82	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	2	\$2,542.07	\$5,084.14
83	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a	1	\$6,955.00	\$6,955.00



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
			two post rack mount kit. Power supplies ordered separately			
84	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/O side air exhaust	2	\$196.41	\$392.82
85	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$328.39	\$328.39
86	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
87	STK-CAB-long	ENTERASYS	1M STACKING CABLE - B and C Series	8	\$56.52	\$452.16
88	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	19	\$479.02	\$9,101.38
89	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	3	\$138.64	\$415.92
90	103007018-559	EATON	2-post rail kit for rackmount UPS	3	\$51.70	\$155.10
91	5PX1500RTN	EATON	Eaton 5PX rack/lower UPS with Network Card-MS, 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	1	\$772.73	\$772.73
92	9PX6KP1	EATON	Eaton 9PX rack/lower UPS, 6000 VA/5400W, 120/208V, L6-30 input; (1) L14-30R, (1) L14-30R, (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L6-30R for each UPS Purchased)	1	\$3,863.64	\$3,863.64
93	HCSINSTALL	HAYES	Network and UPS installation. Does not include cabling.	1	\$4,831.56	\$4,831.56
94		EATON	SubTotal			\$73,197.85
95			<b>Gadsden Technical Institute</b>			
96	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	5	\$2,598.59	\$12,992.95
97	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	6	\$3,389.89	\$20,339.34
98	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
99	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/O side air exhaust	2	\$196.41	\$392.82
100	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades	1	\$328.39	\$328.39



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
101	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
102	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	18	\$479.02	\$8,622.36
103	STK-CAB-long	ENTERASYS	1M STACKING CABLE - B and C Series	11	\$56.52	\$621.72
104	5PX1500RT	EATON	Eaton 5PX rack/tower UPS. 1000 VA / 1000W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	6	\$519.32	\$3,115.92
105	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	3	\$772.73	\$2,318.19
106	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
107	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	4	\$138.64	\$554.56
108	103007018-559 1	EATON	2-post rail kit for rackmount UPS	7	\$67.05	\$469.35
109	5PXEBM48RT	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	3	\$36.93	\$110.79
110	HCSINSTALL	HAYES	Network & UPS installation	1	\$4,837.00	\$4,837.00
111			SubTotal			\$63,036.82
112			<b>George Munroe ES</b>			
113	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	19	\$2,598.59	\$49,373.21
114	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	9	\$3,389.89	\$30,509.01
115	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	1	\$2,542.07	\$2,542.07
116	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$7,362.22	\$7,362.22
117	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/O side air exhaust	2	\$208.54	\$417.08
118	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware	1	\$1,040.62	\$1,040.62



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
119	ES-SN-TS-SNC	ENTERASYS	updates/upgrades dates: 3/1/2013 - 2/28/2014 SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
120	STK-CAB-long	ENTERASYS	1M STACKING CABLE - B and C Series	14	\$56.52	\$791.28
121	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	52	\$529.69	\$27,543.88
122	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS, 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	20	\$772.73	\$15,454.60
123	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	13	\$138.64	\$1,802.32
124	103007018-559 1	EATON	2-post rail kit for rackmount UPS	26	\$51.70	\$1,344.20
125	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS, 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	20	\$904.55	\$18,091.00
126	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS, 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	2	\$1,378.41	\$2,756.82
127	5PXEBM48RT	EATON	Batteries for UPS	3	\$409.09	\$1,227.27
128	5PXEBM72RTu	EATON	Batteries for UPS	1	\$681.82	\$681.82
129	HCSINSTALL	HAYES	Network & UPS installation	1	\$10,984.00	\$10,984.00
130			SubTotal			\$171,921.42
131			<b>Greensboro ES</b>			
132	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	14	\$2,598.59	\$36,380.26
133	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	6	\$3,389.89	\$20,339.34
134	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	3	\$2,542.07	\$7,626.21
135	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
136	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/ O side air exhaust	2	\$196.41	\$392.82



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
137	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$1,018.00	\$2,036.00
138	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	4	\$0.01	\$0.04
139	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	36	\$479.02	\$17,244.72
140	STK-CAB-long	ENTERASYS	1M STACKING CABLE - B and C Series	11	\$56.52	\$621.72
141	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS, 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	20	\$904.55	\$18,091.00
142	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS, 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
143	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	13	\$138.64	\$1,802.32
144	103007018-5591	EATON	2-post rail kit for rackmount UPS	20	\$51.70	\$1,034.00
145	9PX5KP1	EATON	Eaton 9PX rack/tower UPS. 5000 VA/4500W, 120/208V, L6-30P input; (1) L14-30R, (1) L14-30R, (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L6-30R for each UPS Purchased)	1	\$3,593.18	\$3,593.18
146	HCSINSTALL	HAYES	Network & UPS Installation	1	\$9,527.00	\$9,527.00
147			SubTotal			\$127,022.02
148			<b>Gretna ES</b>			
149	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	3	\$2,598.59	\$7,795.77
150	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	8	\$3,389.89	\$27,119.12
151	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	2	\$2,542.07	\$5,084.14
152	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
153	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/O side air exhaust	2	\$196.41	\$392.82



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
154	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,064.27	\$1,064.27
155	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
156	STK-CAB-LONG	ENTERASYS	1M STACKING CABLE - B and C Series	10	\$70.65	\$706.50
157	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	18	\$479.02	\$8,622.36
158	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	6	\$904.55	\$5,427.30
159	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
160	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	5	\$138.64	\$693.20
161	103007018-5591	EATON	2-post rail kit for rackmount UPS	11	\$51.70	\$568.70
162	HCSINSTALL	HAYES	Network & UPS installation	1	\$4,970.00	\$4,970.00
163			SubTotal			\$70,777.61
164			<b>Havana ES</b>			
165	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	16	\$2,598.59	\$41,577.44
166	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	7	\$2,542.07	\$17,794.49
167	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	2	\$6,955.00	\$13,910.00
168	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/ O side air exhaust	4	\$196.41	\$785.64
169	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$1,018.00	\$2,036.00
170	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	4	\$0.01	\$0.04



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
171	STK-CAB-LONG	ENTERASYS	1M STACKING CABLE - B and C Series	14	\$70.65	\$989.10
172	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	33	\$479.02	\$15,807.66
173	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	15	\$138.64	\$2,079.60
174	103007018-5591	EATON	2-post rail kit for rackmount UPS	26	\$51.70	\$1,344.20
175	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	16	\$772.73	\$12,363.68
176	5PX2200RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	1	\$1,371.55	\$1,371.55
177	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
178	9PX5KP1	EATON	Eaton 9PX rack/tower UPS. 5000 VA/4500W, 120/208V, L6-30P Input; (1) L14-30R, (1) L14-30R, (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L6-30R for each UPS Purchased)	1	\$3,593.18	\$3,593.18
179	5PXEBM48RT	EATON	EXTENDED BATTERY FOR EATON 5PX MODEL (3000)	6	\$459.09	\$2,754.54
180	5PXEBM72RTU	EATON	EXTENDED BATTERY FOR EATON 5PX MODEL (1000, 1500, 2200)	2	\$681.82	\$1,363.64
181	RK2PC	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	1	\$36.93	\$36.93
182	HCSINSTALL	HAYES	Network & UPS installation	1	\$9,779.73	\$9,779.73
183			SubTotal			\$128,965.83
184			<b>Havana MS</b>			
185	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	5	\$2,598.59	\$12,992.95
186	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	10	\$3,389.89	\$33,898.90
187	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	7	\$2,542.07	\$17,794.49
188	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00





Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
189	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/O side air exhaust	2	\$196.41	\$392.82
190	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
191	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
192	STK-CAB-LONG	ENTERASYS	1M STACKING CABLE - B and C Series	15	\$56.52	\$847.80
193	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	26	\$479.02	\$12,454.52
194	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	5	\$138.64	\$693.20
195	103007018-5591	EATON	2-post rail kit for rackmount UPS	17	\$51.70	\$878.90
196	5PXEBM48RT	EATON	Batteries for UPS	7	\$459.09	\$3,213.63
197	5PXEBM72RTu	EATON	Batteries for UPS	1	\$681.82	\$681.82
198	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS, 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	3	\$739.13	\$2,217.39
199	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS, 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,318.48	\$1,318.48
200	5PXEBM48RT	EATON	EXTENDED bATTERY FOR EATON 5PX MODEL (3000)	7	\$404.00	\$2,828.00
201	5PXEBM72RTU	EATON	EXTENDED BATTERY FOR EATON 5PX MODEL (1000, 1500, 2200)	1	\$600.00	\$600.00
202	HCSINSTALL	HAYES	Network & UPS installation	1	\$7,016.00	\$7,016.00
203			SubTotal			\$105,824.54
204			<b>Shanks MS</b>			
205	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	10	\$2,598.59	\$25,985.90
206	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	9	\$3,389.89	\$30,509.01
207	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	6	\$2,542.07	\$15,252.42
208	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a	1	\$6,955.00	\$6,955.00



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
			two post rack mount kit. Power supplies ordered separately			
209	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/O side air exhaust	2	\$196.41	\$392.82
210	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,018.00	\$1,018.00
211	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
212	STK-CAB-long	ENTERASYS	1M STACKING CABLE - B and C Series	19	\$56.52	\$1,073.88
213	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	34	\$479.02	\$16,286.68
214	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	2	\$138.64	\$277.28
215	103007018-5591	EATON	2-post rail kit for rackmount UPS	16	\$51.70	\$827.20
216	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	10	\$839.77	\$8,397.70
217	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
218	5PXEBM46RT	EATON	EXTENDED bATTERY FOR EATON 5PX MODEL (3000)	4	\$459.09	\$1,836.36
219	5PXEBM72RTU	EATON	EXTENDED bATTERY FOR EATON 5PX MODEL (1000, 1500, 2200)	1	\$681.82	\$681.82
220	HCSINSTALL	HAYES	Network & UPS installation	1	\$8,889.65	\$8,889.65
221			SubTotal			\$119,762.15
222			<b>St. Johns ES</b>			
223	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	8	\$2,598.59	\$20,788.72
224	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	3	\$2,542.07	\$7,626.21
225	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	5	\$2,542.07	\$12,710.35
226	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered	1	\$6,955.00	\$6,955.00



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
227	71A-PS-A	ENTERASYS	separately 7100 Power Supply, 474W, 100-240VAC Input, system I/ O side air exhaust	2	\$196.41	\$392.82
228	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
229	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
230	STK-CAB-long	ENTERASYS	1M STACKING CABLE - B and C Series	11	\$60.24	\$662.64
231	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	18	\$506.66	\$9,119.88
232	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	4	\$138.64	\$554.56
233	103007018-559 1	EATON	2-post rail kit for rackmount UPS	8	\$51.70	\$413.60
234	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
235	5PXEBM48RT	EATON	EXTENDED BATTERY FOR EATON 5PX MODEL (3000)	6	\$459.09	\$2,754.54
236	5PXEBM72RTU	EATON	EXTENDED BATTERY FOR EATON 5PX MODEL (1000, 1500, 2200)	2	\$681.82	\$1,363.64
237	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	7	\$839.77	\$5,878.39
238	RK2PC	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	2	\$36.93	\$73.86
239	HCSINSTALL	HAYES	Network & UPS installation	1	\$6,134.00	\$6,134.00
240			SubTotal			\$77,847.26
241			<b>Stewart Street ES</b>			
242	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	12	\$2,598.59	\$31,183.08
243	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	9	\$3,389.89	\$30,509.01
244	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	4	\$2,542.07	\$10,168.28
245	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered	2	\$6,955.00	\$13,910.00



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
			separately			
246	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system II / O side air exhaust	4	\$196.41	\$785.64
247	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$1,040.62	\$2,081.24
248	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	4	\$0.01	\$0.04
249	STK-CAB-long	ENTERASYS	1M STACKING CABLE - B and C Series	11	\$56.52	\$621.72
250	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	40	\$479.02	\$19,160.80
251	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	13	\$138.64	\$1,802.32
252	103007018-5591	EATON	2-post rail kit for rackmount UPS	17	\$51.70	\$878.90
253	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	15	\$772.73	\$11,590.95
254	5PX2200RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-20P input, (8) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-20R for each UPS Purchased)	2	\$1,204.55	\$2,409.10
255	RK2PC	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	1	\$36.93	\$36.93
256	HCSINSTALL	HAYES	Network & UPS installation	1	\$9,524.00	\$9,524.00
257			SubTotal			\$134,662.01
258			<b>West Gadsden HS</b>			
259	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	7	\$2,598.59	\$18,190.13
260	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	9	\$3,389.89	\$30,509.01
261	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	5	\$2,542.07	\$12,710.35
262	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
263	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system II	2	\$196.41	\$392.82



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Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
			O side air exhaust			
264	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
265	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
266	STK-CAB-long	ENTERASYS	1M STACKING CABLE - B and C Series	17	\$56.52	\$960.84
267	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	26	\$479.02	\$12,454.52
268	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	5	\$138.64	\$693.20
269	103007018-559 1	EATON	2-post rail kit for rackmount UPS	9	\$51.70	\$465.30
270	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	8	\$772.73	\$6,181.84
271	5PX2200RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-20P input, (8) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-20R for each UPS Purchased)	1	\$1,204.55	\$1,204.55
272	HCSINSTALL	HAYES	Network & UPS installation	1	\$67,335.00	\$67,335.00
273			SubTotal			\$159,093.20
274			<b>Optional Professional Services - Please not this is not added in the total.</b>			
275	PS-ESU-20	ENTERASYS	ENTERASYS SERVICE UNITS, 20-PACK	0	\$35,500.00	\$0.00
276			SubTotal			\$0.00

Melanie Vialpando prepared your quote. If you have questions, please call (850) 297-0551 x163

Hayes SPIN# is 143007886

Hayes is proud to be your Minority Vendor for State Contract# 250-000-09-1.

SubTotal	\$1,632,047.58
Sales Tax	\$0.00
Shipping	\$0.00
<b>Total</b>	<b>\$1,632,047.58</b>



Hayes e-Government Resources, Inc.  
 2473 Care Drive, Suite 201  
 Tallahassee, FL 32308  
 850.297.0551/800.825.9390  
<http://www.hcs.net>

## Pricing – Wireless



Hayes E-Government Resources  
 2473 Care Drive, Suite 201  
 Tallahassee, Florida 32308  
 (850) 297-0551 Phone  
 (850) 297-0644 Fax  
 FEID# 59-3633709  
<http://www.hcs.net>

Quotation is valid for 30 days

## Quotation

Quote #	Date
HCSQ17037	02/27/14
Sales Rep	
swessinger	

**Customer:** Gadsden County Schools  
 Stephen Gauss  
 35 Martin Luther King Jr. Blvd.  
 Quincy, FL 32351

**Phone:** (850) 627-9651, x308  
**Fax:** (850) 627-9174

**Ship To:** Gadsden County Schools  
 Stephen Gauss  
 35 Martin Luther King Jr. Blvd.  
 Quincy, FL 32351

**Phone:** (850) 627-9651, x308  
**Fax:** (850) 627-9174

Terms:	P.O. Number:	Ship Via:
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Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
1			<b>ERATE ELIGIBLE</b>			
2			<b>WIRELESS 470# 131430001117503</b>			
3			<b>-CAT 3 PART 2 Wireless</b>			
			<b>PLEASE NOTE - All Enterasys switches and access points come with a Lifetime Product Warranty. (Defined as End of Sale plus 5 years.)</b>			
			<b>* Enhanced Support is available for additional cost. Please see attached documentation for details regarding Product Warranty</b>			
4			<b>Carter Parramore</b>			
5	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	4	\$2,598.59	\$10,394.36
6	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	7	\$3,389.89	\$23,729.23
7	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	7	\$0.00	\$0.00
8	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post	1	\$6,955.00	\$6,955.00

02/27/14

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Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
			rack mount kit. Power supplies ordered separately			
9	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/O side air exhaust	2	\$196.41	\$392.82
10	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
11	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
12	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	20	\$479.02	\$9,580.40
13	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/N data ports	55	\$309.46	\$17,020.30
14	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	5	\$772.73	\$3,863.65
15	5PX2200RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-20P input, (8) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-20R for each UPS Purchased)	1	\$1,204.55	\$1,204.55
16	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
17	9PX5KP1	EATON	Eaton 9PX rack/tower UPS. 5000 VA/4500W, 120/208V, L6-30P input; (1) L14-30R, (1) L14-30R, (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L6-30R for each UPS Purchased)	0	\$3,593.18	\$0.00
18	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	2	\$138.64	\$277.28
19	103007018-5591	EATON	2-post rail kit for rackmount UPS	7	\$51.70	\$361.90
20	RK2PC	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	0	\$36.93	\$0.00
21	5PXEBM48RT	EATON	Eaton 5PX 48 R/T EBM 2U - 2U Extended Battery Module (EBM) giving additional runtime for Eaton 5PX 1000, 1500 and 2200 UPSs - up to 4 EBMs can be attached to each UPS	0	\$459.09	\$0.00
22	5PXEBM72RT2U	EATON	Eaton 5PX 48 R/T EBM 2U - 2U Extended Battery Module (EBM) giving additional runtime for Eaton 5PX 3000 model.	0	\$681.82	\$0.00
23	HCSINSTALL	HAYES	Access point Installation	1	\$2,950.00	\$2,950.00
24	HCSINSTALL	HAYES	Network & UPS installation	1	\$3,241.19	\$3,241.19
25			SubTotal			\$82,389.73
26			<b>Crossroads Academy</b>			



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
27	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	2	\$2,716.70	\$5,433.40
28	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	8	\$3,543.98	\$28,351.84
29	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	20	\$500.80	\$10,016.00
30	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/ N data ports	31	\$323.52	\$10,029.12
31	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	4	\$772.73	\$3,090.92
32	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
33	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	2	\$138.64	\$277.28
34	103007018-5591	EATON	2-post rail kit for rackmount UPS	5	\$51.70	\$258.50
35	HCSINSTALL	HAYES	Access point Installation	1	\$2,950.00	\$2,950.00
36			SubTotal			\$61,785.47
37			<b>District Office</b>			
38	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	7	\$2,598.59	\$18,190.13
39	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	6	\$3,389.89	\$20,339.34
40	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	2	\$0.00	\$0.00
41	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	15	\$479.02	\$7,185.30
42	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/ N data ports	16	\$323.52	\$5,176.32
43	CAB-STACK-LOG	ENTERASYS	1M STACKING CABLE	9	\$70.65	\$635.85
44	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR®	7	\$772.73	\$5,409.11





Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
45	5PX2200RTN	EATON	qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased) Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-20P input, (8) 5-20R output ENERGY STAR®	1	\$1,204.55	\$1,204.55
46	5PX3000RTN	EATON	qualified UPS (Customer must provide a circuit with NEMA 5-20R for each UPS Purchased) Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR®	1	\$1,378.41	\$1,378.41
47	Network-MS	EATON	ConnectUPS-MS Network Management Card	6	\$138.64	\$831.84
48	103007018-5591	EATON	Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E. 2-post rail kit for rackmount UPS	7	\$51.70	\$361.90
49	RK2PC	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	0	\$36.93	\$0.00
50	5PXEBM48RT	EATON	Eaton 5PX 48 R/T EBM 2U - 2U Extended Battery Module (EBM) giving additional runtime for Eaton 5PX 1000, 1500 and 2200 UPSs - up to 4 EBMs can be attached to each UPS	0	\$459.09	\$0.00
51	5PXEBM72RT2U	EATON	Eaton 5PX 48 R/T EBM 2U - 2U Extended Battery Module (EBM) giving additional runtime for Eaton 5PX 3000 model.	0	\$681.82	\$0.00
52	WS-C5210	ENTERASYS	C5210 WLAN controller. Manages 100 Access Points, expandable to 1000 in 25 or 100 AP increments. GBICS ordered separately. Requires Regulatory Domain Key.	2	\$0.00	\$0.00
53	ES-SN-TS-S12	ENTERASYS	C5210 WLAN controller. Support SupportNet ERATE Upgrade - Includes NBD advance replacement of parts. For use on ERATE quotes only. Available only with purchase of ESSN-TS dates: 3/1/2014 - 2/28/2015	2	\$0.00	\$0.00
54	ES-ERATE-UPG S12	ENTERASYS	SupportNet ERATE Upgrade - Includes NBD advance replacement of parts. For use on ERATE quotes only. Available only with purchase of ESSN-TS dates: 3/1/2014 - 2/28/2015	2	\$0.00	\$0.00
55	WS-APCAP-100	ENTERASYS	WLAN controller capacity upgrade for C5210. Increases capacity of WLAN controller by 100 access points.	5	\$0.00	\$0.00
56	WS-APCAP-25	ENTERASYS	WLAN controller capacity upgrade for C5210. Increases capacity of WLAN controller by 25 access points.	1	\$0.00	\$0.00
57	ES-SAS-S00C	ENTERASYS	Support for Capacity Upgrade	1	\$0.00	\$0.00
58	WS-APCAP-100	ENTERASYS	WLAN controller capacity upgrade for C5210. Increases capacity of WLAN controller by 100 access points.	1	\$0.00	\$0.00
59	ES-SAS-S02J-	ENTERASYS	Capacity Ugrades for Controller	5	\$0.00	\$0.00
60	WS-CTLREG8P NAM	ENTERASYS	V8 Regulatory Domain Key for North America. Enables WLAN controller and access points with	1	\$0.00	\$0.00



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
			appropriate RF settings for region.			
61	HCSINSTALL	ENTERASYS	FCC regulatory domain key, supporting entire district	1	\$2,950.00	\$2,950.00
62	HCSINSTALL	HAYES	Access point Installation	1	\$790.00	\$790.00
63	HCSINSTALL	HAYES	Network & UPS installation	1	\$2,834.14	\$2,834.14
64			SubTotal			\$67,286.89
65			<b>Gadsden Elementary Magnet</b>			
66	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	7	\$2,598.59	\$18,190.13
67	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	6	\$3,389.89	\$20,339.34
68	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	2	\$0.00	\$0.00
69	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
70	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/ O side air exhaust	2	\$196.41	\$392.82
71	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
72	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
73	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	19	\$479.02	\$9,101.38
74	CAB-STACK-LO NG	ENTERASYS	1M STACKING CABLE	10	\$70.65	\$706.50
75	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/ N data ports	42	\$323.52	\$13,587.84
76	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	6	\$772.73	\$4,636.38
77	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	2	\$1,378.41	\$2,756.82
78	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	3	\$138.64	\$415.92



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
79	103007018-559 1	EATON	2-post rail kit for rackmount UPS	2	\$51.70	\$103.40
80	RK2PC	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	8	\$36.93	\$295.44
81	HCSINSTALL	HAYES	Access point Installation	1	\$2,950.00	\$2,950.00
82	HCSINSTALL	HAYES	Network & UPS installation	1	\$3,241.19	\$3,241.19
83		EATON	SubTotal			\$84,712.80
84			<b>Gadsden Technical Institute</b>			
85	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	5	\$2,598.59	\$12,992.95
86	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	6	\$3,389.89	\$20,339.34
87	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
88	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/ O side air exhaust	2	\$196.41	\$392.82
89	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
90	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
91	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	18	\$479.02	\$8,622.36
92	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/ N data ports	25	\$323.52	\$8,088.00
93	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	6	\$772.73	\$4,636.38
94	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
95	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	4	\$138.64	\$554.56
96	103007018-559 1	EATON	2-post rail kit for rackmount UPS	7	\$51.70	\$361.90
97	HCSINSTALL	HAYES		1	\$2,950.00	\$2,950.00



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
98	HCSINSTALL	HAYES	Access point Installation			
			Network & UPS installation	1	\$3,241.19	\$3,241.19
99			SubTotal			\$71,553.55
100			<b>Greensboro ES</b>			
101	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	14	\$2,598.59	\$36,380.26
102	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	6	\$3,389.89	\$20,339.34
103	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	3	\$0.00	\$0.00
104	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
105	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/ O side air exhaust	2	\$196.41	\$392.82
106	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
107	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
108	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	36	\$479.02	\$17,244.72
109	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/ N data ports	46	\$323.52	\$14,881.92
110	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	14	\$772.73	\$10,818.22
111	5PX2200RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-20P input, (8) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-20R for each UPS Purchased)	1	\$1,204.55	\$1,204.55
112	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,534.09	\$1,534.09
113	9PX5KP1	EATON	Eaton 9PX rack/tower UPS. 5000 VA/4500W, 120/208V, L6-30P input; (1) L14-30R, (1) L14-30R, (6) 5-20R output ENERGY STAR®	0	\$3,593.18	\$0.00



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
			qualified UPS (Customer must provide a circuit with NEMA L6-30R for each UPS Purchased)			
114	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	2	\$138.64	\$277.28
115	103007018-559 1	EATON	2-post rail kit for rackmount UPS	7	\$51.70	\$361.90
116	RK2PC	EATON	Two-post rail kit for 5 and 6 kVA 9PX models	0	\$36.93	\$0.00
117	5PXEBM48RT	EATON	Eaton 5PX 48 R/T EBM 2U - 2U Extended Battery Module (EBM) giving additional runtime for Eaton 5PX 1000, 1500 and 2200 UPSs - up to 4 EBMs can be attached to each UPS	0	\$459.09	\$0.00
118	5PXEBM72RT2 U	EATON	Eaton 5PX 48 R/T EBM 2U - 2U Extended Battery Module (EBM) giving additional runtime for Eaton 5PX 3000 model.	0	\$681.82	\$0.00
119	HCSINSTALL	HAYES	Access point Installation	1	\$2,950.00	\$2,950.00
120	HCSINSTALL	HAYES	Network & UPS installation	1	\$3,241.19	\$3,241.19
121			SubTotal			\$117,621.93
122			<b>Gretna ES</b>			
123	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	3	\$2,598.59	\$7,795.77
124	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	8	\$3,389.89	\$27,119.12
125	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	2	\$0.00	\$0.00
126	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
127	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/ O side air exhaust	2	\$196.41	\$392.82
128	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
129	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
130	CAB-STACK-LO NG	ENTERASYS	1M STACKING CABLE	10	\$70.65	\$706.50
131	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	18	\$479.02	\$8,622.36
132	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/ N data ports	35	\$323.52	\$11,323.20



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
133	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	6	\$772.73	\$4,636.38
134	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
135	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	5	\$138.64	\$693.20
136	103007018-559 1	EATON	2-post rail kit for rackmount UPS	7	\$51.70	\$361.90
137	HCSINSTALL	HAYES	Access point installation	1	\$2,950.00	\$2,950.00
138	HCSINSTALL	HAYES	Network & UPS installation	1	\$3,241.19	\$3,241.19
139	HCSINSTALL	HAYES	Network & UPS installation	1	\$2,866.19	\$2,866.19
140			SubTotal			\$80,082.68
141			<b>Havana ES</b>			
142	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	16	\$2,598.59	\$41,577.44
143	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	7	\$3,389.89	\$23,729.23
144	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	2	\$6,955.00	\$13,910.00
145	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/ O side air exhaust	4	\$196.41	\$785.64
146	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$1,040.62	\$2,081.24
147	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	4	\$0.01	\$0.04
148	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	55	\$479.02	\$26,346.10
149	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/ N data ports	55	\$323.52	\$17,793.60
150	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit	16	\$772.73	\$12,363.68



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
151	5PX2200RTN	EATON	with NEMA 5-15R for each UPS Purchased) Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-20P input, (8) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-20R for each UPS Purchased)	1	\$1,204.55	\$1,204.55
152	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
153	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	15	\$138.64	\$2,079.60
154	103007018-559 1	EATON	2-post rail kit for rackmount UPS	18	\$51.70	\$930.60
155	HCSINSTALL	HAYES	Access point Installation	1	\$2,950.00	\$2,950.00
156	HCSINSTALL	HAYES	Network & UPS installation	1	\$3,241.19	\$3,241.19
157			SubTotal			\$150,371.32
158			<b>Havana MS</b>			
159	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	5	\$2,598.59	\$12,992.95
160	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	10	\$3,389.89	\$33,898.90
161	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	7	\$0.00	\$0.00
162	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
163	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/ O side air exhaust	2	\$196.41	\$392.82
164	WS-AP3765i	ENTERASYS	Outdoor AP DUAL RADIO 3X3:3 MIMO INT Antenna	2	\$309.46	\$618.92
165	WS-MB376X-01	ENTERASYS	AP3705i WALL MOUNTING BRACKET	2	\$14.12	\$28.24
166	PNET1GB	ENTERASYS	APC ProtectNet standalone surge protector for 10/100/1000 Base-T Ethernet lines	2	\$22.22	\$44.44
167	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
168	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
169	10GB-SR-SFPP	ENTERASYS		20	\$479.02	\$9,580.40



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
			10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+			
170	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/N data ports	55	\$323.52	\$17,793.60
171	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	7	\$772.73	\$5,409.11
172	5PX2200RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-20P input, (8) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-20R for each UPS Purchased)	1	\$1,204.55	\$1,204.55
173	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
174	9PX5KP1	EATON	Eaton 9PX rack/tower UPS. 5000 VA/4500W, 120/208V, L6-30P input; (1) L14-30R, (1) L14-30R, (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L6-30R for each UPS Purchased)	0	\$3,593.18	\$0.00
175	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	5	\$138.64	\$693.20
176	103007018-5591	EATON	2-post rail kit for rackmount UPS	9	\$51.70	\$465.30
177	HCSINSTALL	HAYES	Access point installation	1	\$2,950.00	\$2,950.00
178	HCSINSTALL	HAYES	Network & UPS installation	1	\$3,241.19	\$3,241.19
179			SubTotal			\$98,687.67
180			<b>Shanks MS</b>			
181	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	10	\$2,598.59	\$25,985.90
182	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	9	\$3,389.89	\$30,509.01
183	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	6	\$0.00	\$0.00
184	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
185	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/ O side air exhaust	2	\$196.41	\$392.82





Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
186	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
187	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
188	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	34	\$479.02	\$16,286.68
189	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/ N data ports	55	\$323.52	\$17,793.60
190	CAB-STACK-LO NG	ENTERASYS	1M STACKING CABLE	1	\$70.65	\$70.65
191	5PX1500RTN	EATON	Eaton 5PX rack/lower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	10	\$772.73	\$7,727.30
192	5PX3000RTN	EATON	Eaton 5PX rack/lower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
193	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	2	\$138.64	\$277.28
194	103007018-559 1	EATON	2-post rail kit for rackmount UPS	11	\$51.70	\$568.70
195	HCSINSTALL	HAYES	Access point Installation	1	\$2,950.00	\$2,950.00
196	HCSINSTALL	HAYES	Network & UPS installation	1	\$3,241.19	\$3,241.19
197			SubTotal			\$115,177.18
198			<b>St. Johns ES</b>			
199	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	8	\$2,598.59	\$20,788.72
200	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	3	\$3,389.89	\$10,169.67
201	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	5	\$0.00	\$0.00
202	71K11L4-24	ENTERASYS	7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately	1	\$6,955.00	\$6,955.00
203	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/ O side air exhaust	2	\$196.41	\$392.82



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
204	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
205	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
206	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	18	\$479.02	\$8,622.36
207	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/ N data ports	40	\$323.52	\$12,940.80
208	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	7	\$772.73	\$5,409.11
209	5PX2200RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-20P input, (8) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-20R for each UPS Purchased)	1	\$1,204.55	\$1,204.55
210	5PX3000RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 3000 VA / 2700W, 2U, 120V, L5-30P input, (1) L5-30R and (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L5-30R for each UPS Purchased)	1	\$1,378.41	\$1,378.41
211	9PX5KP1	EATON	Eaton 9PX rack/tower UPS. 5000 VA/4500W, 120/208V, L6-30P input; (1) L14-30R, (1) L14-30R, (6) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA L6-30R for each UPS Purchased)	0	\$3,593.18	\$0.00
212	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	4	\$138.64	\$554.56
213	103007018-5591	EATON	2-post rail kit for rackmount UPS	8	\$51.70	\$413.60
214	HCSINSTALL	HAYES	Access point Installation	1	\$2,950.00	\$2,950.00
215	HCSINSTALL	HAYES	Network & UPS installation	1	\$3,241.19	\$3,241.19
216			SubTotal			\$76,061.43
217			<b>Stewart Street ES</b>			
218	C5K125-24P2	ENTERASYS	C5 (24) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	12	\$2,598.59	\$31,183.08
219	C5K125-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (2) combo SFP ports, (2) SFP+ 1G/10G, (2) high speed dedicated stacking ports and external RPS connector	9	\$3,389.89	\$30,509.01
220	C5G124-48P2	ENTERASYS	C5 (48) 10/100/1000 AT-PoE RJ45 ports , (4) combo SFP ports, (2) high speed dedicated stacking ports and external RPS connector	4	\$0.00	\$0.00
221	71K11L4-24	ENTERASYS		2	\$6,955.00	\$13,910.00



Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
			7124, 24 ports 1/10Gb SFP+ with 4 10/40Gb QSFP+ ports, includes 2 reversible fan modules and a two post rack mount kit. Power supplies ordered separately			
222	71A-PS-A	ENTERASYS	7100 Power Supply, 474W, 100-240VAC input, system I/O side air exhaust	4	\$196.41	\$785.64
223	ES-SN-TS-S10	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	1	\$1,040.62	\$1,040.62
224	ES-SN-TS-SNC	ENTERASYS	SupportNet Technical Support - Includes web support, 24x7 phone, firmware updates/upgrades dates: 3/1/2013 - 2/28/2014	2	\$0.01	\$0.02
225	10GB-SR-SFPP	ENTERASYS	10 Gb, 10GBASE-SR, IEEE 802.3 MM, 850 nm Short Wave Length, 33/82 M, LC SFP+	40	\$479.02	\$19,160.80
226	CAB-STACK-LO NG	ENTERASYS	1M STACKING CABLE	1	\$70.65	\$70.65
227	WS-AP3715i	ENTERASYS	Dual radio 11abgn 3X3:3 MIMO indoor access point with integrated antennas and redundant E/N data ports	56	\$323.52	\$18,117.12
228	5PX1500RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1440 VA / 1440W, 2U, 120V, 5-15P input, (8) 5-15R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-15R for each UPS Purchased)	15	\$772.73	\$11,590.95
229	5PX2200RTN	EATON	Eaton 5PX rack/tower UPS with Network Card-MS. 1950 VA / 1920W, 2U, 120V, 5-20P input, (8) 5-20R output ENERGY STAR® qualified UPS (Customer must provide a circuit with NEMA 5-20R for each UPS Purchased)	2	\$1,204.55	\$2,409.10
230	Network-MS	EATON	ConnectUPS-MS Network Management Card Use with: 5PX, 5130, 9130, 9135, 9170+, 9PX, and 9E.	13	\$138.64	\$1,802.32
231	103007018-5591	EATON	2-post rail kit for rackmount UPS	17	\$51.70	\$878.90
232	HCSINSTALL	HAYES	Access point Installation	1	\$2,950.00	\$2,950.00
233	HCSINSTALL	HAYES	Network & UPS installation	1	\$3,241.19	\$3,241.19
234			SubTotal			\$137,649.40
235			<b>Optional Professional Services - Please not this is not added in the total.</b>			
236	PS-ESU-20	ENTERASYS	ENTERASYS SERVICE UNITS, 20-PACK	0	\$35,500.00	\$0.00
237			SubTotal			\$0.00
238				1	\$0.00	\$0.00
239				1	\$0.00	\$0.00



Hayes e-Government Resources, Inc.  
2473 Care Drive, Suite 201  
Tallahassee, FL 32308  
850.297.0551/800.825.9390  
<http://www.hcs.net>

Ln #	Part	Manufacturer	Description	Qty	Unit Price	Ext. Price
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Melanie Vialpando prepared your quote. If you have questions, please call (850) 297-0551 x163

Hayes SPIN# is 143007886

Hayes is proud to be your Minority Vendor for State Contract# 250-000-09-1.

SubTotal	\$1,143,380.05
Sales Tax	\$0.00
Shipping	\$0.00
<b>Total</b>	<b>\$1,143,380.05</b>



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 2473 Care Drive, Suite 201  
 Tallahassee, FL 32308  
 850.297.0551/800.825.9390  
<http://www.hcs.net>

## Pricing – Non Eligible



Hayes E-Government Resources  
 2473 Care Drive, Suite 201  
 Tallahassee, Florida 32308  
 (850) 297-0551 Phone  
 (850) 297-0644 Fax  
 FEID# 59-3633709  
<http://www.hcs.net>

Quotation is valid for 30 days

## Quotation

Quote #	Date
HCSQ18656	02/27/14
Sales Rep	
swessinger	

**Customer:** Gadsden County Schools  
 Sheantika Wiggins and Jon Thom  
 35 Martin Luther King Jr. Blvd.  
 Quincy, FL 32351

**Phone:** (850) 627-9651 Ext:1  
**Fax:**

**Ship To:** Gadsden County Schools  
 Sheantika Wiggins and Jon Thomas  
 35 Martin Luther King Jr. Blvd.  
 Quincy, FL 32351

**Phone:** (850) 627-9651 Ext:1  
**Fax:**

<b>Terms:</b>	<b>P.O. Number:</b>	<b>Ship Via:</b>
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Customer understands and agrees that they are fully responsible for the entire undiscounted balance of the items and services provided, regardless of the dollar amounts listed on the purchase order or other acceptance documents. Hayes agrees to invoice USAC for the discounted portions of the invoice and present the customer with a discounted invoice. In the event that USAC does not pay the discounted portion within 60 days for any reason, the full balance on the order becomes due by the customer within 30 days.

Ln #	Part	Description	Qty	Unit Price	Ext. Price
1		<b>NOTE - Non-Erate Eligible Product/Support</b>			
2	ES-ERATE-UPGS12F	SupportNet ERATE Upgrade (Authentication Gateway)	1	\$847.20	\$847.20
3	ES-ERATE-UPGS12	SupportNet ERATE Upgrade- WS-C5210 (Controller)	2	\$718.06	\$1,436.12
4	ES-ERATE-UPGSNC	SupportNet ERATE Upgrade	28	\$0.01	\$0.28
5					
6	NMS-50-UG	Upgrade NMS-25 to NMS-50	1	\$3,131.68	\$3,131.68
7	ES-SAS-S04F	SupportNet Software Application Service	1	\$1,352.70	\$1,352.70
8	NMS-100-UG	Upgrade NMS-50 to NMS-100	1	\$3,444.92	\$3,444.92
9	ES-SAS-S06M	SupportNet Software Application Service	1	\$1,944.00	\$1,944.00
10	NMS-250-UG	Upgrade NMS-100 to NMS-250	1	\$5,011.57	\$5,011.57
11	ES-SAS-S08	SupportNet Software Application Service	1	\$2,787.02	\$2,787.02

Stacy Wessinger prepared your quote. If you have questions, please call (850) 297-0551 x127

Hayes is proud to be your Minority Vendor for State Contract# 250-000-09-1.

SubTotal	\$19,955.49
Sales Tax	\$0.00
Shipping	\$0.00
<b>Total</b>	<b>\$19,955.49</b>

Page 1

02/27/14



## Vendor Information

I. Please provide the following information as part of your application. (GCPS reserves the right to reject any and all applications from vendors that omit this information from the application.)

1. What is your previous experience with E-rate-supported services?

Since 1998, Hayes has been a part of the E-Rate process, serving approximately half of Florida's school districts. In 2000, Hayes engineered and deployed Internal Connections into 217 schools, in 33 districts, at a cost in excess of \$4,000,000 in the Florida Learning Alliance.

In 2002 FIRN (Florida Information Resource Network) was outsourced to Hayes under an E-rateable contract. Hayes worked collaboratively with the Florida Department of Education during that time securing over \$48,000,000 in federal E-rate funds. Hayes has served users in the Florida educational community as the prime contractor for E-rateable services on the FIRN2 contract.

Gadsden County School System has successfully procured E-rateable services from Hayes in the past, through the deployment of Voice over IP (VoIP).

2. What is the previous amount that you have had funded in Telecommunications, Internet Access and Internal Connections, and/or basic Maintenance categories?

Hayes has received funding for Telecommunications, Internet Access, and Internal connections and/or basic Maintenance in the amount of \$63 million with the E-rate program committing \$57 million to reimburse. We can provide further detail including historical number upon request.

3. What assistance can you provide during the Program Integrity Assurance (PIA) and Item 25 review as pertains to the delivery of eligible services awarded to your company?

Hayes employs a former Florida Department of Education Bureau Chief, with extensive E-rate knowledge and experience. This allows Hayes to provide E-rate assistance by a well-qualified individual. This individual has been providing E-rate, free services to all districts in the state for over 13 years in the Department of Education. We extend these free services to our clients.

4. What documentation and backup material can you provide in the event that an appeal (either the SLD or the FCC) is necessary?

Please see response #3. The Hayes staff has experience having written appeals, waivers, and service substitution documents for districts for over 13 years. In addition, our team has experienced and successfully passed USAC federal audits at the state level for over eight consecutive years. The staff has also assisted school districts, libraries, and private schools with individual USAC audits.



5. What experience have you had in assisting customers in filing for extensions and substitutions?

Hayes employs former Florida Department of Education E-rate experts with extensive experience in all phases and aspects of the program to include service substitutions, waivers, and appeals.

II. According to the Universal Service program, to qualify as a participant:

1. The Vendor must:

- a. Apply for a Service Provider Identification Number (SPIN)

Hayes SPIN Number is 143007886.

- b. Agree that the school's portion of the contract is subject to the availability of the discount to the schools on a year by year basis.

Hayes agrees.

- c. Separate ineligible services and equipment from eligible services and equipment and include start and completion dates for the work on each invoice.

Hayes agrees

- d. Agree to assist the GCSD in resolving administrative issues that arise from the Universal Service program.

Hayes agrees.

- e. Provide resume(s) for your E-Rate Project Executive. The resume must reflect 3 – 5 years of successful E-rate project management with school districts of comparable enrollment.

Our E-Rate Project Executive has extensive E-rate experience. For thirteen (13) years she represented DOE from the Applicant side of the program. She was on the Schools and Libraries founding board along with representatives from 13 other states that developed most of the rules of the program for USAC/FCC when the program was in its inception at the FCC. She represented the State for local E-rate administration and rule making for SLD. Resumes for our E-rate team members can be reviewed in the following section titled Resume.



2. The Vendor submitting a proposal involving equipment (switches, routers, telephones, servers, etc.) must have no less than two full-time certified professionals on staff and a certified professional must complete installation.

Hayes currently employs certified networking professionals. A certified networking professional will complete awarded installation.

3. The Vendor submitting a proposal involving equipment (switches, routers, telephones, servers, etc.) must provide "help-desk" assistance by a qualified technician between 8 a.m. and 4p.m. EST via a toll free telephone number.

Hayes Agrees. Hayes operates a 24X7X365 help-desk, which can be reached at [support@hcs.net](mailto:support@hcs.net) or 1-800-825-9390.

4. The Vendor must be able to provide on-line remote support assistance to customer.  
Hayes agrees.
5. The Vendor must be able to provide on-site management/maintenance service with a response time of three hours or less.

Hayes agrees to comply if chosen. Our corporate office is located less than an hour away, at 2473 Care Drive, Tallahassee, Florida 32308.

6. The Vendor must provide evidence of at least 5 years of experience in integration and installation of telecommunications services.

Hayes, a certified minority business enterprise, is a certified business partner providing single source solution for your information systems integration, network management, and Internet access needs. Our company specializes in the government and education sectors and has the resources, experience, and products to provide a single-vendor, turn-key or project-based solutions.

Our team has over 20 years of experience in the field of integration and installation of telecommunication services.

From 2002 to 2009 Hayes was the prime contractor for FIRN2 delivering a variety of telecommunication services to the education community and continues our service as a subcontractor to AT&T.

Our experience ranges from large carrier based networks to small business.

7. Proof of the above qualifications and evidences of the above must be part of the RFP.

Hayes has had the pleasure of serving many customers over the years and offers pertinent references in the following section titled Reference.





8. The vendor must be completely and solely responsible for the transportation and completion of all repairs to the equipment from and to the original location and coordinate all warranty repairs. Hayes agrees – All Enterasys products prices include Lifetime Warranty. Details are included in attached documentation.
9. If equipment that is under warranty is not operational because of defects at any time after receipt of the product by the GCSD, the vendor will provide replacement equipment until the defective equipment is repaired or replaced.  
Hayes agrees
10. The Vendor will designate a Liaison or Project Manager within the Vendor's firm with whom all concerns and issues will be addressed.

Mr. Donnie Thompson will be designated as the Prime Liaison or Project Manager upon award. He can be reached by the following:  
Office – 850.297.0551 ext. 214  
Cell – 850.274.0887  
Email – [dthompson@hcs.net](mailto:dthompson@hcs.net)

11. The Vendor will provide the GCSD with alternative methods of contact other than the telephone (i.e., cell phones, pager or email addresses.)  
Hayes Agrees and will gladly provide additional contact information if requested.
12. The Vendor will make certain that its employees, agents, volunteers and contractors, who may have contact with students, are in compliance with Florida's Jessica Lunsford Act.  
Hayes agrees.
13. In the event that the GCSD determines in good faith that a Vendor's employee is not conducting himself/herself in a professional manner, the Media & Technology Director will contact the Vendor with respect to such conduct and will act in accordance with the appropriate Sections of the signed Services Agreement.  
Hayes agrees.
14. All communications from an awarded Vendor to the GCSD shall be directed to the Media & Technology Director or his/her designee. No other employee of the GCSD will be authorized to operate under the terms of any agreement resulting from this RFP.  
Hayes agrees.
15. The successful Vendor shall comply with all Federal, State, and Local laws, ordinances, regulations and Gadsden County School Board rules and policies pertaining to work for the school district, and shall, at its expense, obtain any permits that may be required.  
Hayes agrees.
16. The Vendor will not discriminate or permit discrimination against any person because of race, color, religion, sex or national origin. In the event of such discrimination, the GCSD may, in addition to any other rights available under this RFP, at law or in equity, terminate the Vendor.  
Hayes agrees.



17. The Vendor agrees to preserve the confidential nature of confidential, nonpublic information disclosed to it by the GCSD in the course of this RFP. During the performance of this project, the Vendor may be exposed to data of a confidential or sensitive nature. The Vendor will maintain strict confidentiality regarding information which it gains access to in the course of this contract.  
Hayes agrees.

18. All proposals shall specify in detail, what information and/or documentation contained within the proposal is considered confidential or proprietary information by the Vendor.  
All information and/or documentation contained within the Hayes e-Government Resources (Hayes) Proposal is considered confidential or proprietary.

19. Regardless of cause, late proposals will not be accepted and will automatically be disqualified from further consideration. It shall be the Vendor's sole risk to assure delivery to the designated contact at the designated time.  
Hayes agrees.

20. Should the vendor require a subcontractor for purposes of the work/services as part of this RFP, they must declare in the RFP the name of the subcontractor and their address and telephone number. The Gadsden County School District reserves the right to reject any subcontractor without explanation or recourse by the vendor or subcontractor. Neither party to the contract shall assign the contract or sublet it as a whole without the consent of Gadsden County School Board, nor shall the vendor assign any monies due or to become due to him without written consent of the School Board.  
Hayes agrees

21. All new vendors (those who have never held a contract with the Instructional Media & Technology Department) will be required to furnish evidence that they maintain permanent places of business of a type and nature compatible with their proposal and are in all respects competent and an eligible Vendor to fulfill the terms of this request. The Gadsden County School District may make such investigation as deemed necessary to determine the ability of the Vendor to provide the items required and reserves the right to reject any Vendor's proposal if evidence fails to indicate the Vendor is qualified to provide the items on this request.  
Hayes and Gadsden County School District have a long-standing business relationship.

Over the past 10 years, Hayes has consistently provided engineering services to Gadsden School District. Some of the projects have included: network infrastructure upgrades, trouble shooting, network security implementations, extensive network design services, installation services and post implementation services.

Hayes provided in the past 2 years the infrastructure as well as completed professional installation services for the network refresh of four Gadsden County Schools. Our staff provides on-going engineering services as needed.

22. New Vendors must provide evidence of successful past performance in providing turnkey network integration in the commercial and/or private market place during the last five years. Depending on the area of service, the Vendor must provide evidence of his ability to provide the following examples of services:

- Network Integration (both LAN and WAN)
- Network Engineering
- Inside and Outside cabling if submitting a proposal for infrastructure and/or Local Area Network Maintenance
- Novell LAN Installation and Management
- PBX installation, integration, and maintenance if submitting a proposal involving telephone systems

Hayes is not a new vendor but can provide information upon request.



## K-12 References, Post-Secondary Education Reference and Other Letters

### K-12 References

<b>District name:</b>	<b>Columbia County School District</b> 422 West Duval Street Lake City, FL 32055
<b>Contact name:</b>	Jennifer Brewin
<b>Phone number:</b>	386-755-8025
<b>Fax number:</b>	386-758-4927
<b>E-mail address:</b>	brewin_j@firn.edu
<b>Brief description of project scope and value:</b>	Installation of District Firewall Solution. Implementation of an Internet Filter. Performed a full design and installation of complete equipment and wiring network upgrade for ten K-12 schools.

<b>District name:</b>	<b>Franklin County Schools</b> 155 Avenue E Apalachicola, FL 32320
<b>Contact name:</b>	David Meyer, Network Administrator
<b>Phone number:</b>	850.670.2810
<b>Fax number:</b>	850.670.2811
<b>E-mail address:</b>	dmeyer@franklin.k12.fl.us
<b>Brief description of project scope and value:</b>	Hayes implemented a VOIP phone system, a core network and virtualized servers. This project involved 19 buildings. Hayes provides ongoing engineering support for this district.

<b>District name:</b>	<b>Desoto County School District</b> 530 LaSolana Avenue Arcadia, FL 24266
<b>Contact name:</b>	Keith Markey, District MIS Technician
<b>Phone number:</b>	(863) 990-1178
<b>Fax number:</b>	
<b>E-mail address:</b>	Keith.markey@desoto.k12.fl.us
<b>Brief description of project scope and value:</b>	Provided infrastructure as well as complete professional installation services for a network refresh of the core network as well as the edge. Provide on-going engineering services as needed.



Hayes e-Government Resources, Inc.  
2473 Care Drive, Suite 201  
Tallahassee, FL 32308  
850.297.0551/800.825.9390  
<http://www.hcs.net>

### ***Post-Secondary Education Reference***

<b>Company name:</b>	<b>Tallahassee Community College</b> 444 Appleyard Drive CT 254 Tallahassee, FL 32304
<b>Contact name:</b>	Chip Singletary
<b>Phone number:</b>	(850) 201-8544
<b>Fax number:</b>	(850) 201-8537
<b>E-mail address:</b>	singlech@tcc.fl.edu
<b>Brief description of project scope and value:</b>	Customer since 1997. Hayes provides hardware infrastructure for network, networking services, design services, VOIP equipment, VOIP engineering services as well as many other services for TCC, one of Florida's largest Community Colleges.



Hayes e-Government Resources, Inc.  
 2473 Care Drive, Suite 201  
 Tallahassee, FL 32308  
 850.297.0551/800.825.9390  
<http://www.hcs.net>

**Additional Reference Letters**

**COLUMBIA COUNTY SCHOOL DISTRICT  
 TECHNOLOGY**

ADMINISTRATIVE COMPLEX  
 422 WEST DUVAL STREET  
 LAKE CITY, FLORIDA 32055-3990  
 (386) 758-4929  
 FAX (386) 758-4927  
 E-MAIL: [brewin\\_j@ftrn.edu](mailto:brewin_j@ftrn.edu)



**TERRY HUDDLESTON**  
 SUPERINTENDENT

**ALEX L. CARSWELL**  
 ASSISTANT SUPERINTENDENT  
 FOR INSTRUCTION

**NARRAGANSETT SMITH**  
 ASSISTANT SUPERINTENDENT  
 FOR ADMINISTRATION

**JENNIFER BREWIN**  
 TECHNOLOGY DIRECTOR

**MEMBERS OF THE BOARD**  
 KEITH HUDSON  
 DANA GLENN BRADY  
 LINARD JOHNSON  
 STEPHANIE K. FINNELL  
 STEVE NELSON

Date: February 4, 2013  
 To: Whom It May Concern  
 From: Jennifer Brewin

It is my pleasure to recommend Hayes eGovernment as a complete technology solution company. The Columbia County School District has used their expertise for many years for various projects, which include Ruckus Wireless Implementation, Installation of a District Firewall Solution, and Implementation of an Internet Filter among many other things. One of our biggest projects consisted of the design and installation of a complete equipment and wiring network upgrade for ten of our fourteen schools. This eRate project required many long hours, but the team from Hayes completed the project on time and in a very professional manner.

Because we are such a small technology shop with a very limited support staff, the knowledge that Hayes eGovernment will be there anytime we need help or advice is very comforting. I would not hesitate to work with them in the future as a great partner for our school district.

Sincerely,

Jennifer H. Brewin



Hayes e-Government Resources, Inc.  
2473 Care Drive, Suite 201  
Tallahassee, FL 32308  
850.297.0551/800.825.9390  
<http://www.hcs.net>



444 Appleyard Drive  
Tallahassee, Florida 32304-2895  
850.201.6200 | [www.tcc.fl.edu](http://www.tcc.fl.edu)

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January 30, 2013

To Whom It May Concern:

This recommendation letter is given in good faith to our business partner Hayes E-Government Resources as a result of their performance in providing excellent service and support to Tallahassee Community College.

Hayes has been a vendor of TCC for more than 8 years. The breadth and depth of their knowledge combined with proven reliability qualifies them to implement complex projects. They have also demonstrated an excellent commitment for providing quality products and services within expected timelines.

Given TCC's experience from the contractual engagements with Hayes, I am happy to recommend them as a vendor.

Sincerely,

A handwritten signature in black ink, appearing to read "Chip Singletary".

Chip Singletary  
Director of User Services



## RFP Memorandum of Understanding

### RFP Memorandum of Understanding

To: Gadsden County Board of Education

Vendor: Hayes d/b/a Hayes e-Government Resources, Inc.

Name of Firm: Hayes e-Government Resources, Inc.

Mailing Address 2473 Care Drive, Suite 201

Tallahassee, Florida 32308  
City, State, Zip Code

Having carefully examined the request for proposal documents prepared by the Gadsden County Board of Education and together with such addenda, if any, as listed hereafter, the undersigned hereby proposes and agrees to provide all components as specified in the attached Proposal Schedule, these sheets being a part of the Proposal, for unit prices and totals shown.

The Undersigned agrees that the unit prices quoted on the Technology Specifications attached hereto shall govern in the event error in totals, and further agrees that, should quantities of items be changed prior to award of the Contract from the specifications, these unit prices will prevail for the revised schedule.

It is agreed that the undersigned has complied with all requirements concerning Vendor Qualifications, licensing and, with all other local, state, federal laws, and that legal requirement has been violated in making or accepting this proposal, in awarding a contract to him or in the delivery of products.

In submitting this proposal, it is understood that the right is reserved by the owner to reject any or all proposals and waive all informalities in connection therewith. It is also agreed that this proposal may not be withdrawn for a period of ninety (90) days from the opening thereof.

The Gadsden County School District is not liable for any cost incurred by the vendor in preparing a response to the RFP.

Contact **John Thomas or Sheantika Wiggins** with questions.

Hayes e-Government Resources, Inc.  
Name of Bidding Vendor

*Karen H. Martinoff*  
Authorized Signature

2/27/2014  
Date

Karen H. Martinoff President/CEO  
Name/Title of Person Signing  
Tallahassee, Florida, 32308  
City, State, Zip Code

2473 Care Drive, Suite 201  
Address  
850-297-0551  
(Area Code) Telephone Number



# Minority Statement

**THE SCHOOL BOARD OF GADSDEN COUNTY**  
"Building A Brighter Future"  
Reginald C. James, Superintendent of Schools  
35 Martin L. King, Jr. Blvd  
Quincy, Florida 32351  
Tel: (850) 627-9651 Fax: (850) 627-2760

### MINORITY-OWNED FIRM OR COMPANY

I (we) do hereby certify that my (our) business qualifies as a minority-owned firm or company.  
Please check one of the following applicable:

- Black
- Hispanic
- American Indian-Alaskan Native
- Female
- Physically or Mentally Disability
- Asian-Pacific Islander

Manual Signature: Karen H. Martinoff Date: 2/27/2014  
 Typed Signature: Karen H. Martinoff  
 Name of Business: Hayes e-Government Resources, Inc.  
 Address: 2473 Care Drive, Suite 201  
Tallahassee, Florida 32308

### Non-Minority Firm or Company

I (we) do hereby certify that my (our) business qualifies as a minority-owned firm or company.

Manual Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
 Typed Signature: \_\_\_\_\_  
 Name of Business: \_\_\_\_\_  
 Address: \_\_\_\_\_

*NOTE: Pursuant to section 289.094, Florida Statutes, it is unlawful for any individual to falsely represent any entity as a minority-owned firm or company for purpose of qualifying for certification as such an enterprise under any program, which, in compliance with federal law, is design to assist minority-owned firms or companies in receipt of contracts for the provision of goods and services.*

**NOTE: THIS CERTIFICATION MUST BE SIGNED AND RETURNED WITH YOUR BID IN ORDER FOR YOUR BID TO BE VALID.**

SWORN STATEMENT: UNDER SECTION 287.133(3)(a) FLORIDA STATUTES ON PUBLIC ENTITY





# Sworn Statement

## CRIMES

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Bid, Proposal or Contract No. E-rate 2014 for Telecommunications Services, Internet Access, Internal Connections and Basic Maintenance of Internal Connections Eligible for E-rate Funds under the Universal Service Program July 1, 2014 - June 30, 2015

2. This sworn statement is submitted by Hayes e-Government Resources, Inc.  
(Name of entity submitting sworn statement)

whose business address is 2473 Care Drive, Suite 201, Tallahassee, FL 32308 and (if applicable) its Federal Employer Identification Number (FEIN) is 59-3633709 (If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement \_\_\_\_\_)

3. My name is Karen H. Martinoff and my relationship to the entity name above is President/CEO

4. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract of goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

5. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.

6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:

A predecessor or successor of a person convicted of a public entity crime; or  
An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agencies that are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint ventures with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

7. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.



8. Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement. [Please indicate which statement applies].

- Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with an convicted of a public entity crimes subsequent to July 1, 1989.
- The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND [Please indicate which additional statement applies].
- There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. [Please attach a copy of the final order].
- The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. [Please attach a copy of the final order].
- The person or affiliate has not been placed on the convicted vendor list. [Please describe any action taken by or pending with the Department of General Services].

*Karen H. Martinoff*  
Signature

2/27/2014

Date

STATE OF Florida

COUNTY OF Leon

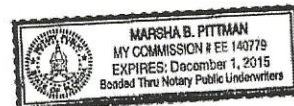
PERSONALLY APPEARED BEFORE ME, the undersigned authority,

Karen H. Martinoff who, after first being sworn by me,  
[Name of individual signing]

affixed his/her signature in the space provided above on this 27th day of February, 2014.

*Marsha B Pittman*  
NOTARY PUBLIC  
Marsha B. Pittman

My commission expires: December 1st, 2015





## Enterasys / Extreme Warranty

The Vendor shall fully warrant all items and services provided under this RFP against defects in material and workmanship for a **minimum of three years or greater** as provided by the equipment manufacturer's warranty. Warranty information should be submitted per an equipment basis in the Bid Proposal. Should any defects in workmanship or material, excepting ordinary wear and tear or abuse, appear during the warranty period, the manufacturer or his representative shall repair or replace such items at no cost to the Gadsden County School District.

### Maintenance

Enterasys / Extreme maintenance programs are consistent and reliable ways to protect GCSD's technology investment and can help reduce your total cost of ownership. It's likely that the lifecycle costs of operating your technology environment will exceed the initial purchase price, and SupportNet allows you to configure, maintain, support, upgrade and manage this environment cost effectively—for the greatest return on your investment.

Enterasys / Extreme understands that superior service and support is a critical component of your overall network reliability. That's why our SupportNet portfolio—a suite of innovative and flexible service and support offerings—completes your solution. SupportNet customers enjoy a 94% first person resolution rate from our 100% in-house support center team who collectively average over 12 years of technical experience. Additionally, SupportNet customers report a satisfaction rate of 97%. Enterasys / Extreme's SupportNet offers all of the post-implementation support services you need—online, onsite or over the phone—to maintain high network availability and performance.

### SupportNet Features include:

- **24 x 7 Telephone Support:** Unlimited access to our 100% in-sourced support center at any hour via our toll-free technical support hotline.
- **Firmware Updates and Upgrades:** Receive priority access to valuable firmware updates that can be downloaded from our website.
- **Software and Secure Network Appliance Support (SNA):** Access to major and minor releases ensures that your application software and Security Appliances are up to date and operating at peak performance.
- **Web Support:** Take advantage of 24 x 7 web support for answers to common questions and technical documentation through our searchable online knowledgebase.
- **Replacement Parts:** Receive advance replacement product from any of our globally located stocking centers according to your selected response time: next business-day, same business day, two-hour or four-hour response options.
- **On-site Response:** An Enterasys Field Representative will help you diagnose network faults, manage on-site logistics, and serve as a liaison with product engineers for problem escalation when necessary – available in next-business day, same business day, two-hour or four hour response options.



Your network runs 24x7 and although you have a staff to support it, who do they go to for answers when they have technical questions or issues? Designed for customers who need to supplement their network resources with a level of technical product knowledge only found through the manufacturer, SupportNet provides that expertise. With support levels ranging from 24x7 telephone support up to a 4-hour on-site response, SupportNet enables you to access our experts who provide in-depth troubleshooting information and answers to your technical questions - all just a phone call or web site visit away. Enhance your warranty support with an award winning support option from Enterasys.

**Customer Benefits Include:**

- **Enhanced business performance** – The right level of support means a more efficient network, where applications run smoothly, users stay connected, assets remain secure and the job gets done—on time and on budget.
- **Improved network availability and increased productivity** – The SupportNet "safety net" can help you limit the effects of downtime and boost employee productivity, ensuring maximum revenue and customer satisfaction.
- **Reduce the total cost of ownership** – It's likely that the lifecycle costs of operating your technology environment will exceed the initial purchase price, and SupportNet allows you to configure, maintain, support, upgrade and manage this environment cost effectively—for the greatest return on your investment.
- **Faster implementation of new technologies** – Deploy new technologies or services—like convergent applications, such as VoIP and video streaming, or wireless—or update existing technologies quickly to take advantage improved features and functionality. With SupportNet, your network can handle it without additional upgrades.
- **More efficient use of scarce technical resources** – Benefit from the knowledge and skills of talented technical staff—without investing in new personnel. And reduce the man-hours necessary to keep your infrastructure running at peak efficiency.

***SupportNet***

Our cornerstone product, SupportNet is designed to provide you with the support you need to minimize network downtime – cost effectively. You will receive firmware upgrades and around-the-clock telephone and web support. You will also benefit from Enterasys / Extreme's logistics capabilities and receive advance part replacement, allowing you to minimize downtime without a major investment in inventory.

For more information on Enterasys / Extreme's maintenance offerings please see:  
<http://www.enterasys.com/support/supportNet.aspx>.



## Eaton Warranty

### Small UPS Service Plans

Eaton's comprehensive UPS and battery service plan solutions are designed to improve costs, uptime, reliability, power quality and safety. We demonstrate our commitment to strong lasting customer relationships through our technical expertise and expansive support network. Included with many service contracts, we deliver service 24 hours a day, 7 days a week when and where you need it. Our services include onsite startup, corrective and preventive maintenance, training, remote monitoring, factory spare parts and upgrades.

An overview of each service plan option is below.

To view plan details and the best service plan for your UPS, select your product.

#### Factory Warranty

We are so confident about the performance and reliability of the Eaton UPS and battery system they are backed by a two-year factory warranty. For Powerware and Eaton series 3 and 5 UPSs, a three-year factory warranty is available with product registration. We will repair or replace the warranted item via our offsite repair service and pay for the shipment of the replacement product to you. In addition, telephone technical support is always available.

#### Extended Warranty and Warranty +

Extend your standard warranty coverage to 3 years or 5 years with offsite repair service. This option adds advanced exchange to expedite the offsite repair process. Eaton pays all freight charges plus a replacement unit is provided the next business day.

#### Flex Onsite

Protect your UPS and batteries with onsite start up and corrective maintenance coverage with 24-hour response and telephone technical support. eNotify Remote Monitoring is also included (connectivity parts purchased separately).

#### PowerTrust Onsite

This service plan includes all of the benefits of the Flex Onsite plan with the added security of an annual preventive maintenance visit to inspect your UPS and batteries.

#### Gold (FERRUPS 1.4 kVA and below only)

Standard maintenance coverage providing up to five years of service with technical support, advanced exchange replacement and all freight charges paid by Eaton.

#### Onsite Gold

Receive all the features of the Gold Plan with the added convenience of onsite startup and service instead of overnight replacement. You'll receive added assurance that your UPS has been installed properly and is operating as designed to protect your critical equipment and information.

#### Onsite Gold Plus

The Onsite Gold Plus Plan provides maximum protection and responsiveness including all of the features of the Onsite Gold Plan with the added features of annual UPS and battery performance checks.



Hayes e-Government Resources, Inc.  
2473 Care Drive, Suite 201  
Tallahassee, FL 32308  
850.297.0551/800.825.9390  
<http://www.hcs.net>

**Additional Warranty and Product Information:**  
Please see following pages.



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<http://www.hcs.net>



## Enterasys Lifetime Warranty

Customers Afforded Leading TCO over the Life of their Network



Enterasys offers customers industry-leading warranties designed to provide the lowest possible total cost of ownership over the life of their network. For edge switches, indoor wireless access points and select wireless controllers<sup>1</sup>, Enterasys includes warranty and support services for which many competitors charge additional fees – up to 10% of initial deployment costs on an annual basis. With warranty coverage extending up to five years beyond the end of sale of a product, customers are protected throughout the practical life of their infrastructure. These included features, such as extended component coverage, firmware feature upgrades (which most vendors cover for only the first 90 days), and technical support combine to significantly decrease capital and operational networking costs for customers over the life of their network.

Customers may also choose to augment the lifetime warranty by purchasing optional maintenance services to meet their business requirements. Enterasys' full range of maintenance services provide online case management, 24x7 consultative phone support, extended coverage for premium licenses and field replaceable components, and accelerated advanced parts replacement options. Additional information on Enterasys' maintenance services can be found at <http://www.enterasys.com/services-training/maintenance-support.aspx>

Enterasys products are designed from the ground up with long technology lifecycles of 7-10 years rather than planned obsolescence of every 2-3 years common in the industry. This means our customers enjoy the benefits of a networking infrastructure that grows with their business and is backed by both an industry-leading warranty program and customer service/support organization.

### Consider an Example:

With the standard Enterasys lifetime warranty, customers with a 150 switch deployment can save over \$1m in fees over the life of their equipment that can be added to their bottom line, invested in new equipment, or applied toward additional premium warranty features in accordance with specific business needs.

Similarly, customers with a competing 200 access point wireless deployment can save \$140,000 in maintenance fees over the life of the equipment by moving to an Enterasys solution.

**There is nothing more important than our customers.**



	Enterasys A/B/C/D/G-Series	Enterasys Wireless Access Points & Controllers
<b>Duration</b>	End of Sale + 5 years	APs: End of Sale + 5 years Controllers: End of Sale + 1 year
<b>Software</b>		
Major releases & upgrades	√	N/A
Maintenance releases	√	1 year <sup>2</sup>
Premium software licenses	1 year <sup>3</sup>	N/A
<b>Remote Support</b>		
Knowledgebase	√	√
E-mail support	√	√
8x5 phone support	√	√
<b>Component Coverage</b>		
I/O modules	√	N/A
Fans	√	√
Power supplies	√ <sup>4</sup>	√
Uplinks	1 Year <sup>5</sup>	N/A
<b>Parts Replacement Time</b>	Next Business Day Shipment	APs: NBD Shipment Controllers: RTF – 15 business days

- <sup>1</sup> Products covered under the lifetime warranty include the Enterasys Indoor Wireless Access Point Models (fit mode), Wireless Controllers (C25, C4110 and C5110) purchased after January 1, 2011 and the A/B/C/D/G-Series switches.
- <sup>2</sup> AP firmware maintenance coverage is valid for 1 year beginning on the initial purchase date of the associated controller.
- <sup>3</sup> Warranty coverage for premium licenses is limited to 1 year, except for Advanced Routing and IPV6 Routing licenses for the B5/C5 and previous B/C-Series generations, which have lifetime coverage.
- <sup>4</sup> D/G-Series power supplies are covered for 1 year only. Customers can purchase an optional license for 5-year warranty coverage.
- <sup>5</sup> D/G-Series customers can purchase an optional license for 5-year warranty coverage on SFP/XFP uplinks.





July 18, 2011

## **WARRANTY** **Limited Warranty**

### **UPS MODELS: 3105, 3S, 5110, 5115, 5125, 5130 AND 5PX (USA AND CANADA)**

**WARRANTOR:** The warrantor for the limited warranties set forth herein is Eaton Corporation, an Ohio Corporation company ("Company").

**LIMITED WARRANTY:** This limited warranty (this "Warranty") applies only to the original End-user (the "End-user") of any 3105, 3S, 5110, 5115, 5125, 5130 and 5PX Products (individually and collectively, the "Product") purchased on or after August 19th, 2009, and cannot be transferred. This Warranty applies even in the event that the Product is initially sold by Company for resale to an End-user.

**LIMITED WARRANTY PERIOD:** The period covered by this Warranty for Product installed (and currently located) in the fifty (50) United States, the District of Columbia and Canada is twenty-four (24) months from the date of purchase, or thirty (30) months from the date of shipment. For units that are registered online at [www.eaton.com/PQ/Register](http://www.eaton.com/PQ/Register), the warranty is extended to thirty-six (36) months from the date of purchase, or forty-two (42) months from the date of shipment.

**WHAT THIS LIMITED WARRANTY COVERS:** The warrantor warrants that the Product and battery (individually and collectively, the "Warranted Items") are free of defects in material and workmanship. If, in the opinion of Company, a Warranted Item is defective and the defect is within the terms of this Warranty, Company's sole obligation will be to repair or replace such defective Warranted Item (including by providing service, parts and labor, as applicable), at the option of Company.

**PROCEDURES FOR REPAIR OR REPLACEMENT OF WARRANTED ITEMS:** The Warranted Item will be repaired or replaced at a Company site or such other location as determined by Company.

If the Warranted Item is to be replaced by Company, and the End-user supplies a credit card number or purchase order for the value of the replacement product, Company will use commercially reasonable business efforts to ship (via standard ground shipment and at no cost to the End-user) the replacement Warranted Item to the End-user within one (1) business day after Company receives notice of the warranty claim. In such case, the End-user must return (at Company's expense) the defective Warranted Item to Company in the same packaging as the replacement Warranted Item received by the End-user or as otherwise instructed by Company. If Company does not receive the defective Warranted Item, Company will either charge the End-user's credit card, or send the End-user an invoice (which the End-user agrees to pay), for the value of the replacement product.

If the Warranted Item is to be replaced by Company, but the End-user is unwilling or unable to supply a credit card number or purchase order for the value of the replacement product, Company will use commercially reasonable business efforts to ship (via standard ground shipment and at no cost to the End-user) the replacement Warranted Item to the End-user within one (1) business day after Company receives the defective product from the End-user.

In any case, Company will provide shipping instructions and will pay its designated carrier for all shipping charges for return of defective equipment and replacement of Warranted Items. Any returned Warranted Item or parts that are replaced may be new or reconditioned. All Warranted Items returned to Company and all parts replaced by Company shall become the property of Company.

**WHAT THIS LIMITED WARRANTY DOES NOT COVER:** This Warranty does not cover any defects or damages caused by: (a) failure to properly store the Product before installation, including the charge of batteries no later than the date indicated on the packaging; (b) shipping and delivery of the Product if shipping is FOB Factory; (c) neglect, accident, abuse, misuse, misapplication or incorrect installation; (d) repair or alteration not authorized in writing by Company personnel or performed by an authorized Company Customer Service Engineer or Agent; (e) improper testing, operation, maintenance, adjustment or modification of any kind not authorized in writing by Company personnel or performed by an authorized Company Customer Service Engineer or Agent; or (f) use of the Product under other than normal operating conditions or in a manner inconsistent with the Product's labels or instructions.

This Warranty is not valid if the Product's serial numbers have been removed or are illegible. Any Warranted Items repaired or replaced pursuant to this Warranty will be warranted for the remaining portion of the original Warranty subject to all the terms thereof.



July 18, 2011

## **WARRANTY**

### Limited Warranty *(continued)*

Company shall not be responsible for any charges for testing, checking, removal or installation of Warranted Items.

**COMPANY DOES NOT WARRANT EQUIPMENT NOT MANUFACTURED BY COMPANY. IF PERMITTED BY THE APPLICABLE MANUFACTURER, COMPANY SHALL PASS THROUGH SUCH MANUFACTURER'S WARRANTIES TO END-USER.**

**COMPANY DOES NOT WARRANT SOFTWARE, INCLUDING SOFTWARE EMBEDDED IN PRODUCTS, THAT IS NOT CREATED BY COMPANY. WITHOUT LIMITING THE FOREGOING, COMPANY SPECIFICALLY DOES NOT WARRANT SOFTWARE (SUCH AS LINUX) THAT WAS CREATED USING AN "OPEN SOURCE" MODEL OR IS DISTRIBUTED PURSUANT TO AN OPEN SOURCE LICENSE.**

**THIS WARRANTY IS THE SOLE AND EXCLUSIVE WARRANTY OFFERED BY COMPANY WITH RESPECT TO THE PRODUCTS AND SERVICES AND, EXCEPT FOR SUCH FOREGOING WARRANTY COMPANY DISCLAIMS ALL OTHER WARRANTIES INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OF MERCHANTABILITY, TITLE, NON-INFRINGEMENT AND FITNESS FOR A PARTICULAR PURPOSE. CORRECTION OF NON-CONFORMITIES IN THE MANNER AND FOR THE PERIOD OF TIME PROVIDED ABOVE SHALL CONSTITUTE COMPANY'S SOLE LIABILITY AND END-USER'S EXCLUSIVE REMEDY FOR FAILURE OF COMPANY TO MEET ITS WARRANTY OBLIGATIONS, WHETHER CLAIMS OF THE END-USER ARE BASED IN CONTRACT, IN TORT (INCLUDING NEGLIGENCE OR STRICT LIABILITY) OR OTHERWISE.**

**LIMITATION OF LIABILITY:** The remedies of the End-user set forth herein are exclusive and are the sole remedies for any failure of Company to comply with its obligations hereunder. In no event shall Company be liable in contract, in tort (including negligence or strict liability) or otherwise for damage to property or equipment other than the Products, including loss of profits or revenue, loss of use of Products, loss of data, cost of capital, claims of customers of the End-user or any special, indirect, incidental or consequential damages whatsoever. The total cumulative liability of Company hereunder whether the claims are based in contract (including indemnity), in tort (including negligence or strict liability) or otherwise, shall not exceed the price of the Product on which such liability is based.

Company shall not be responsible for failure to provide service or parts due to causes beyond Company's reasonable control.

**END-USER'S OBLIGATIONS:** In order to receive the benefits of this Warranty, the End-user must use the Product in a normal way; follow the Product's operation and maintenance manual; and protect against further damage to the Product if there is a covered defect.

**OTHER LIMITATIONS:** Company's obligations under this Warranty are expressly conditioned upon receipt by Company of all payments due to it (including interest charges, if any). During such time as Company has not received payment of any amount due to it for the Product, in accordance with the contract terms under which the Product is sold, Company shall have no obligation under this Warranty. Also during such time, the period of this Warranty shall continue to run and the expiration of this Warranty shall not be extended upon payment of any overdue or unpaid amounts.

**COSTS NOT RELATED TO WARRANTY:** The End-user shall be invoiced for, and shall pay for, all services not expressly provided for by the terms of this Warranty, including without limitation, site calls involving an inspection that determines no corrective maintenance is required. Any costs for replacement equipment, installation, materials, freight charges, travel expenses or labor of Company representatives outside the terms of this Warranty will be borne by the End-user.

**OBTAINING WARRANTY SERVICE:** In the USA, call the Customer Reliability Center 7x24 at 800.843.9433. Outside of the USA, contact your local Eaton product sales or service representative, or call the Customer Reliability Center in the USA at 919.870.3028. For comments or questions about this Warranty, write to the Customer Quality Representative, 3301 Spring Forest Road, Raleigh, North Carolina 27616 USA.



January 1, 2014

## WARRANTY Two-Year Limited Warranty

### **UPS MODELS: 9130, 9135, 9140, 9PX AND FERRUPS UP TO 3.1 kVA (USA AND CANADA)**

**WARRANTOR:** The warrantor for the limited warranties set forth herein is Eaton ("Company").

**LIMITED WARRANTY:** This limited warranty (this "Warranty") applies only to the original End-user (the "End-user") of any 9130, 9135, 9140, 9PX and FERRUPS up to 3.1 kVA Products (individually and collectively, the "Product") purchased on or after June 1, 2004, and cannot be transferred. This Warranty applies even in the event that the Product is initially sold by Company for resale to an End-user.

**LIMITED WARRANTY PERIOD:** The period covered by this Warranty for Product installed [and currently located] in the fifty (50) United States, the District of Columbia and Canada is twenty-four (24) months from the date of purchase, or thirty (30) months from the date of shipment.

**WHAT THIS LIMITED WARRANTY COVERS:** The warrantor warrants that the Product and battery (individually and collectively, the "Warranted Items") are free of defects in material and workmanship. If, in the opinion of Company, a Warranted Item is defective and the defect is within the terms of this Warranty, Company's sole obligation will be to repair or replace such defective Warranted Item (including by providing service, parts and labor, as applicable), at the option of Company.

**PROCEDURES FOR REPAIR OR REPLACEMENT OF WARRANTED ITEMS:** The Warranted Item will be repaired or replaced at a Company site or such other location as determined by Company.

If the Warranted Item is to be replaced by Company, and the End-user supplies a credit card number or purchase order for the value of the replacement product, Company will use commercially reasonable business efforts to ship (via standard ground shipment and at no cost to the End-user) the replacement Warranted Item to the End-user within one (1) business day after Company receives notice of the warranty claim. In such case, the End-user must return (at Company's expense) the defective Warranted Item to Company in the same packaging as the replacement Warranted Item received by the End-user or as otherwise instructed by Company. If Company does not receive the defective Warranted Item, Company will either charge the End-user's credit card, or send the End-user an invoice (which the End-user agrees to pay), for the value of the replacement product.

If the Warranted Item is to be replaced by Company, but the End-user is unwilling or unable to supply a credit card number or purchase order for the value of the replacement product, Company will use commercially reasonable business efforts to ship (via standard ground shipment and at no cost to the End-user) the replacement Warranted Item to the End-user within one (1) business day after Company receives the defective product from the End-user.

In any case, Company will provide shipping instructions and will pay its designated carrier for all shipping charges for return of defective equipment and replacement of Warranted Items. Any returned Warranted Item or parts that are replaced may be new or reconditioned. All Warranted Items returned to Company and all parts replaced by Company shall become the property of Company.

**WHAT THIS LIMITED WARRANTY DOES NOT COVER:** This Warranty does not cover any defects or damages caused by: (a) failure to properly store the Product before installation, including the charge of batteries no later than the date indicated on the packaging; (b) shipping and delivery of the Product if shipping is FOB Factory; (c) neglect, accident, abuse, misuse, misapplication or incorrect installation; (d) repair or alteration not authorized in writing by Company personnel or performed by an authorized Company Customer Service Engineer or Agent; (e) improper testing, operation, maintenance, adjustment or modification of any kind not authorized in writing by Company personnel or performed by an authorized Company Customer Service Engineer or Agent; or (f) use of the Product under other than normal operating conditions or in a manner inconsistent with the Product's labels or instructions.

This Warranty is not valid if the Product's serial numbers have been removed or are illegible. Any Warranted Items repaired or replaced pursuant to this Warranty will be warranted for the remaining portion of the original Warranty subject to all the terms thereof.



January 1, 2014

## WARRANTY

### Two-Year Limited Warranty *(continued)*

Company shall not be responsible for any charges for testing, checking, removal or installation of Warranted Items.

**COMPANY DOES NOT WARRANT EQUIPMENT NOT MANUFACTURED BY COMPANY, IF PERMITTED BY THE APPLICABLE MANUFACTURER, COMPANY SHALL PASS THROUGH SUCH MANUFACTURER'S WARRANTIES TO END-USER.**

**COMPANY DOES NOT WARRANT SOFTWARE, INCLUDING SOFTWARE EMBEDDED IN PRODUCTS, THAT IS NOT CREATED BY COMPANY, WITHOUT LIMITING THE FOREGOING, COMPANY SPECIFICALLY DOES NOT WARRANT SOFTWARE (SUCH AS LINUX) THAT WAS CREATED USING AN "OPEN SOURCE" MODEL OR IS DISTRIBUTED PURSUANT TO AN OPEN SOURCE LICENSE.**

**THIS WARRANTY IS THE SOLE AND EXCLUSIVE WARRANTY OFFERED BY COMPANY WITH RESPECT TO THE PRODUCTS AND SERVICES AND, EXCEPT FOR SUCH FOREGOING WARRANTY COMPANY DISCLAIMS ALL OTHER WARRANTIES INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OF MERCHANTABILITY, TITLE, NON-INFRINGEMENT AND FITNESS FOR A PARTICULAR PURPOSE. CORRECTION OF NON-CONFORMITIES IN THE MANNER AND FOR THE PERIOD OF TIME PROVIDED ABOVE SHALL CONSTITUTE COMPANY'S SOLE LIABILITY AND END-USER'S EXCLUSIVE REMEDY FOR FAILURE OF COMPANY TO MEET ITS WARRANTY OBLIGATIONS, WHETHER CLAIMS OF THE END-USER ARE BASED IN CONTRACT, IN TORT (INCLUDING NEGLIGENCE OR STRICT LIABILITY) OR OTHERWISE.**

**LIMITATION OF LIABILITY:** The remedies of the End-user set forth herein are exclusive and are the sole remedies for any failure of Company to comply with its obligations hereunder. In no event shall Company be liable in contract, in tort (including negligence or strict liability) or otherwise for damage to property or equipment other than the Products, including loss of profits or revenue, loss of use of Products, loss of data, cost of capital, claims of customers of the End-user or any special, indirect, incidental or consequential damages whatsoever. The total cumulative liability of Company hereunder whether the claims are based in contract (including indemnity), in tort (including negligence or strict liability) or otherwise, shall not exceed the price of the Product on which such liability is based.

Company shall not be responsible for failure to provide service or parts due to causes beyond Company's reasonable control.

**END-USER'S OBLIGATIONS:** In order to receive the benefits of this Warranty, the End-user must use the Product in a normal way; follow the Product's operation and maintenance manual; and protect against further damage to the Product if there is a covered defect.

**OTHER LIMITATIONS:** Company's obligations under this Warranty are expressly conditioned upon receipt by Company of all payments due to it (including interest charges, if any). During such time as Company has not received payment of any amount due to it for the Product, in accordance with the contract terms under which the Product is sold, Company shall have no obligation under this Warranty. Also during such time, the period of this Warranty shall continue to run and the expiration of this Warranty shall not be extended upon payment of any overdue or unpaid amounts.

**COSTS NOT RELATED TO WARRANTY:** The End-user shall be invoiced for, and shall pay for, all services not expressly provided for by the terms of this Warranty, including without limitation, site calls involving an inspection that determines no corrective maintenance is required. Any costs for replacement equipment, installation, materials, freight charges, travel expenses or labor of Company representatives outside the terms of this Warranty will be borne by the End-user.

**OBTAINING WARRANTY SERVICE:** In the USA, call the Customer Reliability Center 7x24 at 800.843.9433. Outside of the USA, contact your local Eaton product sales or service representative, or call the Customer Reliability Center in the USA at 919.870.3028. For comments or questions about this Warranty, write to the Customer Quality Representative, 3301 Spring Forest Road, Raleigh, North Carolina 27616 USA.



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<http://www.hcs.net>

## Minority Business Enterprise Certificate



State of Florida  
*Minority, Women &  
Service-Disabled Veteran*  
Business Certification

Hayes E-Government Resources,

Is certified under the provisions of  
287 and 295.187, Florida Statutes for a period from:

04/24/2012 to 04/24/2014

John P. Miles, Secretary

Florida Department of Management Services  
Office of Supplier Diversity



## E-Rate Status

**FCC** Federal Communications Commission  
**Red Light Display System**  
[Home](#) | [Fees](#) | [Red Light Display System](#)  
 Logged in as: Hayes E-Government Resources, Inc. (FRN: 0007896764) [[Log Out](#)]

2/26/2014 12:45 PM **Current Status of FRN 0007896764**  
**STATUS: Green**  
 You have no delinquent bills which would restrict you from doing business with the FCC.  
 The Red Light Display System checks all FRNs associated with the same Taxpayer Identification Number (TIN). A green light means that there are no outstanding delinquent non-tax debts owed to the Commission by any FRN associated with the requestor's TIN. The Red Light Display System was last updated on 02/26/2014 at 6:38 AM; it is updated once each business day at about 7 a.m., ET.

Customer Service			
<a href="#">Red Light Help</a>	<a href="#">FCC Debt Collection</a>	<a href="#">FCC Fees</a>	<a href="#">Web Policies / Privacy Policy</a>
<b>Red Light Display System Help Line: (877) 460-3201, option 4, 4; TTY (202) 414-1255 (Mon.-Fri. 8 a.m.-6:00 p.m. ET)</b> Red Light Display System has a dedicated staff of customer service representatives standing by to answer your questions or concerns. You can email us at <a href="mailto:arip@nursing.fcc.gov">arip@nursing.fcc.gov</a> or fax us at (202) 418-7869.			



## Resumes

### *Vendor Liaison (Project Executive)*

## **Donnie Thompson**

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2473 Care Drive,

Tallahassee, Florida 32308

[dthompson@hcs.net](mailto:dthompson@hcs.net)

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### **SKILLS AND EXPERIENCE**

#### **Business Development Manager**

- Over eighteen (18) years in the technology industry.
- Over fourteen (14) years in the field of educational technology.
- Develops and implements long range technology plans for the education community.
- Designs and implements solutions for technology challenged clients.
- Coordinates the deployment of technology systems between the engineering and sales teams.
- Serves as project manager on many of the projects performed by the company.
- Coordinates strategic approach to project management for the company.

#### **Director of Information Technology**

- Managed employees who support Help Desk activities.
- Directed and managed Desktop Support.
- Directed and managed LAN administration and applications support.
- Directed and managed Web Development and Systems programming.
- Coordinated all purchases of equipment and software for consortium level Enterprise Resource Planning System.
- Responsible for learning management systems for the educational arena.
- Responsible for all network communications, workstations, laptops and PDAs issued by TCC college
- Coordinated technology within workforce development
- Efficiently managed multiple project while in this position.

#### **Professional Memberships**

- Florida Association of Educational Data Systems (FAEDS)
- Member of the Board of FAEDS before joining the company



## E-rate Project Executive

**Melinda Crowley**

2473 Care Drive,

Tallahassee, Florida 32308

[mcrowley@hcs.net](mailto:mcrowley@hcs.net)

### SKILLS AND EXPERIENCE

#### Bureau Chief, Office of Educational Technology, Florida Department of Education

- 20 Years experience in the field of technology
- Administrator of the Florida Information Resource Network contract for the Department of Education.
- Administrator of the Florida State Satellite Transponder contract, services to all state agencies
- Administrator of the Florida Knowledge Network, statutorily responsible for video content to the classroom and Public Broadcasting for the State of Florida
- Responsible for budgets over \$100 million in programs and state expenditures
- Responsible for assisting school district in developing and certifying school district technology plans
- Administrator for the State of Florida E-rate program
- Responsible for coordinating and developing the Invitation to Bid for outsourcing of the Florida Information Resource Network, data network for the state.
- Served as a representative of the Department on the State Broadband Workgroup
- Responsible for the transition of the Florida transponder from analog to digital capacity
- Responsible for the retrofitting of broadcast offices of the Florida Knowledge Network within the Department

#### Planning and Budget Manager, Division of Technology, Florida Department of Education

- Coordinating legislative budget requests for the Division of Technology.
- Assumed the daily fiscal operational responsibility of the Florida Information Resource Network
- Oversight and liaison of all technology contracts for the Department

#### State E-rate Administrator, Florida Department of Education

- Responsible for the state's E-rate application for the Florida Information Resource Network
- Liaison with the Public Service Commission for reporting of the E-rate program in the state
- Supported planning and analysis of implementation of projects related to state E-rate initiatives
- Representative for the state of Florida in the development of rules and guidelines implemented by the Universal Service Program under the direction of the Joint Board of the Federal Communications Commission
- Technical project Coordinator for the Florida Learning Alliance in the implementation of upgrading equipment and telecommunication services to 33 small and rural districts.

#### Technical Advisor to the Florida Distance Learning Network

- Co-authored the state's long range technology plan for k-12, postsecondary education, libraries and rural and teaching hospitals
- Oversight of state grants related to the Network
- Represented the Department during the drafting of Florida's 1995 Telecommunication Act.

### EDUCATION

#### Master of Science in Telecommunications

University of Louisiana, College of Electrical & Computer Engineering

#### Bachelor of Arts in Education

University of Louisiana, College of Education.





## **E-rate Project Analysis**

### **Bradford Hood**

2473 Care Drive,

Tallahassee, Florida 32308

[bhood@hcs.net](mailto:bhood@hcs.net)

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#### **SKILLS AND EXPERIENCE**

##### **Financial Analysis**

- Responsibilities include accounting, regulatory and federal funding
- Primary focus is client support of FIRN2, e-rate funding and compliance
- Accounting application certifications and system support
- Assisted in accounting aspects of the purchase of companies including GAAP compliance and due diligence work
- Development and oversight of management accounting feedback systems
- Federal USAC and e-rate compliance and funding
- Develop and maintain short and long term business plans
- CLEC regulatory compliance at the FCC and FPSC level
- Liaison to various customers in regard to specific funding, e-rate
- Various technical work and accomplishments associated with network integration and application support

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#### **EDUCATION**

42 Hours of upper division Accounting Coursework as a graduate student  
(qualified to sit for the FL CPA exam)  
Florida State University: Tallahassee, Florida

Bachelor of Science in Economics  
Florida State University



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## Michael R. Love

2473 Care Drive,

Tallahassee, Florida 32308

[mlove@hcs.net](mailto:mlove@hcs.net)

Project Executive

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### SKILLS AND EXPERIENCE

#### Operations Manager

- Over thirty-eight (38) years of experience in information technology and has served in the past three years as operation manager.
- Served in the past thirty-eight years in many capacities related to managerial, operational, design and implementation of technology projects.
- Serves at the executive level working with leadership of organization.
- Plans, directs, manages, and oversees, the activities and operations of company staff.
- Develops Information Technology strategy in support of the company's mission and core objectives.
- Develops and oversees an annual business plan and operating budget.
- Negotiates service levels to be achieved with customers and service providers.
- Implements policies, procedures and standards relating to information and telecommunications systems.

#### State Courts Technology Officer

- Full administrative responsibility for all statewide court technology and communications.
- Coordination and planning for information system needs with state court administrative managers, justices, and judges.
- Supervised staff of 21 including managerial, administrative, technical, and support personnel.
- Produced statewide information systems strategic plan.
- Oversaw statewide communications budget and Appellate Courts information systems budget, totaling \$30,000,000.
- Designed and implemented the first office automation system for the Appellate Courts.
- Negotiated contracts.
- Administered statewide data communications network, providing access to state data centers.
- Developed, designed and implemented various tracking systems for the courts.

#### Data Center Operations Manager

- Directly responsible for all operations and management of the Florida Crime Information Center (FCIC).
  - Supervised managerial and technical personnel in statewide field support, computer operations, data process, and data preparation
  - Supervised different IT groups and systems within the Florida Department of Law Enforcement, FCIC organization.
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## Systems Engineer

**Holly L. Snyder**

2473 Care Drive

Tallahassee, Florida 32308

[hsnyder@hcs.net](mailto:hsnyder@hcs.net)

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### SKILLS AND EXPERIENCE

#### Systems Engineer- Team Leader

- Install and maintain servers in a Windows 2008/2003 environment
- Install and maintain workstations/laptops in a Windows 7/Vista/XP and MacOS X environment
- Provide technical support for mobile phones including iPhone, Blackberry and Windows Mobile devices
- Maintain Microsoft Exchange Server and Blackberry Enterprise Server Responsible for recommending and ordering new equipment
- Configure, install and provide technical support for Avaya and 3Com IP-based telephony systems
- Configure and install secure wireless networks for Hayes office as well as customer sites
- Maintain and update software that our sales staff uses for generating sales quotes to customers
- Maintain and update server operating system with the latest patches and anti-virus software
- Manage short term and long term projects that are brought about by our sales staff
- Test and evaluate software

#### Office Automation Specialist II

- Managed a distributed computer system with twelve Lotus Notes database servers and 120 users.
- Managed database system security
- Provided support in the implementation, maintenance and administration of software designed for tracking insurance fraud cases statewide
- Designed and implemented new databases according to the needs of the Division
- Provided training to users on Lotus Notes and specifically the Fraud Case Tracking System

#### Secretary Specialist/Lotus Notes Administrator

- Administered and maintained the Division of Insurance Fraud's Lotus Notes Case Tracking System
- Made sure that all Notes Servers were up and running correctly everyday with minimal down time
- Developed other databases that directly relate to the Case Tracking System
- Trained and gave extensive telephone support to all division employees working on the Case Tracking System

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### EDUCATION

**Bachelor of Science in Criminology**  
Florida State University, Tallahassee, FL

**Associate of Arts**  
Tallahassee Community College, Tallahassee, FL

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### CERTIFICATIONS



## System Engineer

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### Christopher Guffey

2473 Care Drive,

Tallahassee, Florida 32308

[cguffey@hcs.net](mailto:cguffey@hcs.net)

### System Engineer

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#### SKILLS AND EXPERIENCE

##### System Engineer

- Over 14 years of computer network, data communications, and video communications experience
- Responsible for planning, installing, maintaining and troubleshooting various technologies
- Responsible for server and workstation solutions for Hayes
- Responsible for video conferencing services deployment
- Responsible for network solutions for core customers and Hayes
- Designed and installed a Video visitation solution for court system
- Designed and installed a Video solution for the Justice Administrative Commission.
- Responsible for custom enterprise network solutions and troubleshooting

##### Network Engineer

- Extensive routing and switching multiprotocol computer network WAN/LAN design and hands-on implementation experience.
- Extensive routing and switching troubleshooting experience with Cisco and other equipment.
- Project lead experience.

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#### EDUCATION

##### Mechanical Engineering Major

University of South Alabama  
Okaloosa Walton Community College

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#### CERTIFICATIONS

Polycom Certified Engineer: Video Systems  
Polycom Certified Engineer: VSG-Infrastructure  
Polycom Certified Engineer: Installed Voice  
Cisco Certified Design Associate, CCDA  
Cisco Certified Network Associate, CCNA  
CQS - Cisco Express Foundation Design Specialist  
CQS - Cisco Express Foundation Design Specialist  
CQS - Cisco Rich Media Communications Specialist  
CQS - Cisco IP Telephony Design Specialist  
Cisco Certified Network Associate -Voice  
Cisco Lifecycle Services for Advanced Unified Communications  
JNCIA-AC (Associate, Unified Access Control)



## Network Engineer

### Brian Hobbs

2473 Care Drive,

Tallahassee, Florida 32308

[bhobbs@hcs.net](mailto:bhobbs@hcs.net)

#### SKILLS AND EXPERIENCE

##### Network Engineer

- Design and support a variety of network infrastructures
- Specialization in enterprise Cisco switches, security appliances, routers, and involves technical team leader with high levels of integrity, expertise, and technical design

##### Assistant Network Manager

- Support network infrastructure including Cisco Catalyst switches, Cisco Adaptive Security Appliances, PIX Security Appliance, Cisco routers, Cisco wireless access points and WLAN controller
- Manage Cisco Call Manager IP phone system. Perform system backups and with Unitrends DPU backup device. Maintain company website
- Manage network servers, support desktop PCs, laptops, thin clients, and PDAs
- Responsible for recommending and ordering new equipment. Provide support for Electronic Medical Records software
- Responsible for creating and maintaining a variety of technical documentation

##### Computer Operator III

- Provide technical support for the statewide Florida Crime Information Center TCP/IP network
- Includes troubleshooting network configurations (Cisco routers and switches)
- Work with Florida criminal justice agencies to provide support for FCIC devices
- Responsible for emergency changes to FDLE's Missing Children website. Write and edit technical memoranda

##### Contractor / System Engineer

- Design and installation of Local Area Network, including network cabling and installation of switches
- Install telephone system. Install computers, software, and peripherals.
- Configure desktop computers and servers and provide technical support

#### EDUCATION

**Bachelor of Arts in Humanities**  
Florida State University

**Associate in Arts Degree**  
Tallahassee Community College

#### CERTIFICATIONS

Cisco Certified Network Associate, CCNA  
Certified Wireless Expert  
Cisco Information Security Specialist, CQS-CISS  
Juniper Network Internet Associate- Firewall/VPN, JNCIA-FWV  
Juniper Network Internet Associate- Enterprise Switching, JNCIA-EX

**CONTRACT FOR SERVICES AND/OR PRODUCTS FOR  
E-RATE YEAR 2014-2015**

Service Provider "Provider"

School District "Applicant"

Company Name: Progressive Communications, Inc  
Contact Name:  
SPIN: 143029877  
Address: 100 Industrial Park Rd.  
City, State, Zip: Milledgeville, GA 31061  
Phone Number: 478-454-1011

Gadsden County School District  
  
35 Martin Luther King, Jr Blvd.  
Quincy, FL 32351  
850-627-9651

The **Applicant** and **Provider** sign this document for the purchase of eligible equipment and services as described on the attachment to this letter as part of the E-Rate Year 2014 effort. Provider was selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. Provider were selected based on Provider's response to Applicant's RFP or on the basis of a qualifying Form 470. The services to be provided by the Provider are as set out in its response to the Applicant's RFP or the qualifying Form 470. The language in the Applicant's RFP, the Provider's response thereto, or the language contained in the qualifying Form 470 setting out the scope of services and other Provider requirements is incorporated herein by reference and deemed a part of this agreement. Applicant intends to file a Funding Request Form 471 with the Universal Services Administrative Company (USAC), Schools and Libraries Division (SLD) E-Rate Program for eligible equipment and services based upon Provider's proposal.

The purchase and providing of the eligible equipment and services described are expressly subject to, and conditioned on, satisfaction of all of the following conditions:

- (i) USAC approval of Applicant's request for funding through a formal Funding Commitment Decision Letter;
- (ii) Applicant's formal acceptance of the USAC approved funding; and
- (iii) Contingent on Board Approval on 4/22/2014

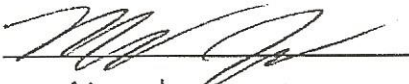
Provider agrees to abide by all terms and conditions of the Universal Service Act of 1996 as implemented by the SLD E-Rate Discount Program in the procurement, delivery, installation, invoicing and all other transactions associated with the project. The term of this contract shall commence on July 1, 2014 and shall terminate on June 30, 2015 for recurring services or on September 30, 2015 for non-recurring services. Total costs of the goods and services shall not exceed \$ 2,289,703.00 (SLD Pre-Discounted Amount).

**For Service Provider:**

**For Applicant:**

SPIN: 143029877

Signature: \_\_\_\_\_



Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Mark Johnson

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Account Manager

Title: \_\_\_\_\_

Date: 3/20/2014

Date: 3/20/2014



**PROGRESSIVE**  
**COMMUNICATIONS**  
SPIN #1403020237

**GADSDEN COUNTY SCHOOL DISTRICT**

**ATTN: Ms. SHEANTIKA B. WIGGINS**  
**DIRECTOR OF INSTRUCTIONAL MEDIA AND**  
**TECHNOLOGY**  
**35 MARTIN LUTHER KING BLVD.**  
**QUINCY, FLORIDA. 32351**

**VIDEO OVER IP PROJECT:**  
**SAFARI MONTAGE SOLUTION**

**RESPONSE TO:**  
**470 APPLICATION NUMBER: 907510001209034**

**E-RATE PROPOSAL YR. 17 – 2014**  
**BID DUE: FEBRUARY 27, 2014 @5:00 PM**

**SUBMITTED BY:**  
**MARK JOHNSON, ACCOUNT MANAGER**

**DESIGNED BY:**  
**RUSSELL WAGGONER, CABLING PLANT ENGINEER**  
**JASON STEINMEYER, VIDEO NETWORK ENGINEER**  
**CHRIS MINTON, NETWORK ENGINEER**

**Corporate Office**  
**100 Industrial park road. Milledgeville, Georgia 31601**  
**800-092-8315**  
**Website: pcians.com**



**PROGRESSIVE  
COMMUNICATIONS**  
E-RATE SPIN NUMBER 1403020237

E-RATE PROPOSAL – RESPONSE TO E-RATE 470 APPLICATION 907510001209034, YR. 17 – VIDEO OVER IP

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February 27, 2013

Gadsden County School District  
35 Martian Luther King Blvd.  
Quincy, Florida 32351  
Attn: Ms. Sheantika Wiggins

Dear Ms. Wiggins,

Progressive Communications, Inc. (PCI) appreciates the opportunity to provide a response to the E-Rate 470 Application 907510001209034 posted January 28, 2014 and the Gadsden County School District's provided RFP. This proposal is for the Video over IP project. SAFARI Montage is the solution PCI is proposing.

The Price/BoM's listed in this proposal are in Item-21 format (Schedule "A") and the Attachments have been included.

Progressive Communications, Inc. (PCI) validates this proposal we are providing will remain valid for the term of the Contract Duration. I can be contacted with any questions about this proposal.

If awarded, no sub-contractors will be used for this project.

No individuals performing work has a conflict of interest with the Gadsden County School District (GCSD).

Please don't hesitate to contact me if you have any questions. Again, thank you for the opportunity to provide this proposal.

Sincerely,

Mark Johnson, Account Manager  
478-414-8424

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**PROGRESSIVE  
COMMUNICATIONS**  
E-RATE SPIN NUMBER 1403020237

E-RATE PROPOSAL – RESPONSE TO E-RATE 470 APPLICATION 907510001209034, YR. 17 – VIDEO OVER IP

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**PROGRESSIVE  
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E-RATE PROPOSAL – RESPONSE TO E-RATE 470 APPLICATION 907510001209034, YR. 17 – VIDEO OVER IP

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## 1. BIDDER'S HISTORY

With just 4 employees, Progressive Communications, Inc. (PCI) started out serving the educational market back in 1991, long before moving into other vertical markets. We began as a network cabling resource that provided data, voice and fiber optic solutions to K-12 school districts. PCI realized early the need for technology in the educational market and were instrumental in the development of the Georgia Statewide Public School systems' plan for providing computer and internet technology in the classroom.

We have been fortunate enough to provide services as a primary contractor for major retail chains. PCI is now a primary installation contractor for one of the world's leading medical manufacturers and provide services throughout the United States.

### OUR CLIENT BASE CONSISTS OF:

- K-12, Higher Education
- Government Agencies
- Hospitals
- Commercial Markets

PCI has evolved into a full service provider. We now offer highly certified engineers that provide and maintain the complicated networks required for today's technology needs.

Although we continue to grow, our service to education is still personal, as we understand the unique challenges school districts face when it comes to technology. Our goal is to continuously give our customers cost effective engineering and other technical services of the highest caliber available.

Please review our list of K-12 Customers provided within this proposal. Feel free to call any of them, as they are our best form of advertisement.

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## **2. BIDDER'S QUALIFICATIONS & DEMONSTRATED ABILITY TO PERFORM WORK**

PCI submits our capabilities to your district as you seek to enter into a strategic partnership with a technology provider. All work executed at your school district will be performed by full time employees of PCI. We are proud of the highly competent and experienced employees and engineers that are on staff with Progressive. As part of this proposal, you will find a partial list of the engineer qualifications and work history.

In selecting your provider, you must consider all the areas of expertise necessary to best benefit your district. PCI has successfully been a chosen service provider for many school districts, as we understand the administrative and educational purpose of technology in a school district.

The success of your project will largely depend on selecting a technology provider with demonstrated project management skills and implementation experience combined with the ability to scale operations to meet the challenging demands of complex projects in an educational environment.

PCI has the experience and capability to provide centralized management for this partnership. We have achieved industry leading technology specializations in all areas of today's most advanced networking technologies with continuing education for our engineers and staff.

**Progressive Communications, Inc. certifies and assures our compliance with the following:**

- A. All work executed at your school district will be performed by full time employees of PCI. As part of this proposal, you will find a partial list of the engineer qualifications and work history.
- B. The laws of the State of Georgia.
- C. Title VI of the Civil Rights Act of 1964 and the regulations issued there under by the federal government.
- D. The Equal Employment Opportunity Act and the regulations issued there under by the federal government.
- E. The Americans with Disabilities Act of 1990 and the regulations issued there under by the federal government.

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**PROGRESSIVE  
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- F. The condition that the submitted proposal was independently arrived at without collusion, under penalty of perjury.
- G. The condition that no amount shall be paid directly to or indirectly to an employee or official of the District as wages, compensation, or gifts in exchange for acting an officer, agent, employee, subcontractor, or consultant to the Proposer in connection with the procurement under this RFP.
- H. Progressive Communications, Inc. is a certified service provider for all products and services within this bid. Our E-rate Spin number is 1403020237.
- I. As a successor to the founder's original company, Progressive Communications has been in business for 21 years.
- J. We now have 150 employees. The majority of our employees have been with the company for 10 years or longer. Our client base consists of K-12, Higher Education, Government Agencies, Hospitals and Commercial Markets.
- K. There are no pending litigations against Progressive Communications, Inc.
- L. PCI will comply with all of the provisions in the GCSD's RFP.
- M. Progressive Communications, Inc. has never filed (or had filed against us) any bankruptcy or insolvency proceedings, whether voluntary or involuntary, or undergone the appointment of a receiver, trustee or assignee for the benefit of creditors

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### 3. BIDDER'S E-RATE CAPABILITIES

**PCI has been an active participant in the E-Rate program since its inception.**

1. This is our 17<sup>th</sup> year working with K-12 Educational customers and the E-Rate process. Our sales and inside staff attends annual E-Rate trainings to ensure we are extremely knowledgeable in all in all E-Rate related issues.
2. PCI averages between 12 and 17 million dollars in E-Rate sales per year. All Telecommunication's contracts are awarded under a subsidiary of PCI called ANS-Connect. We do not typically respond to Internet Access category. All other services fall under Progressive Communications, Inc., which include Internal Connections and Basic Maintenance.
3. PCI has been providing PIA assistance for all of our awarded E-Rate contracts since the inception of the E-Rate program. As stated in item 1, all of our sales and office personal attend E-Rate training each year to get the latest changes in E-Rate rules and regulations. We actually prefer to answer the PIA questions since we are familiar with what USAC ask for during a PIA review and how to best provide accurate answers.
4. PCI keeps all of our detailed invoices which accurately match the Item 21 provided at the award of a contract, per E-Rate guidelines. We walk and check off each item listed on the Item 21 for each school/site and label each piece of electronics equipment, servers and all other equipment with the E-Rate Year so if the customer is audited, USAC can match all items up.
5. PCI keeps detailed Basic Maintenance records on all eligible equipment with dates and time of the repair.
6. We have been through numerous audits with schools over the years and have never had any documented issues or red flags. PCI takes pride in our detailed records. Our future and reputation is at state as much as it is for the school districts'.
7. We have assisted in appeals on several occasions. We just recently received approval on a county in Georgia that had their Denial overturned. We were the driving force in getting their funding approved and it totaled over \$4,000,000.

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8. PCI has always helped our customers in need of service substitutions and extensions. When we are awarded a contract, our detailed records enable us to easily make changes needed for Service Substitutions as well as Extensions.
9. Progressive Communications become an essential partner with the school district once we are awarded an E-Rate Contract. We are typically awarded E-Rate contracts for 15-20 (plus) school districts a years, so we have a lot of years and a lot of repeat customers each year, which proves we are one of the premiere E-Rate providers in the Southeast.
10. PCI corporate headquarters are in Milledgeville, GA. PCI also has an office in the Buckhead area of Atlanta, southern Florida, and Texas plus a national footprint of 12+ warehouses.
11. PCI has not had any mergers, acquisitions or sales of the company in the last 11 years.
12. We have included a copy of some of the certifications that our engineers hold.

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**4. SUMMARY OF CHARGES**

<b>SUMMARY OF CHARGES: VIDEO OVER IP - SAFARI MONTAGE VIDEO DISTRIBUTION GADSDEN COUNTY SCHOOLS</b>				
<b>PRODUCT CATEGORY</b>	<b>TOTAL SALE</b>	<b>E-RATE NON ELIGIBLE PORTION</b>		<b>E-RATE ELIGIBLE PORTION</b>
SVS-IPTV	\$758,515.00	\$0.00		\$758,515.00
Pathways	\$1,310,753.00	\$4,291.00		\$1,306,462.00
Training	\$56,905.00	\$2,995.00		\$0.00
Cabling	\$224,726.00	\$0.00		\$224,726.00
<b>TOTAL:</b>	<b>\$2,350,899.00</b>			
	<b>TOTAL NON ELIGIBLE</b>	<b>\$7,286.00</b>	<b>TOTAL E-RATE ELIGIBLE</b>	<b>\$2,289,703.00</b>

**\*SWITCH UPGRADE IS REQUIRED IN EACH SCHOOL PRIOR TO SAFARI MONTAGE DEPLOYMENT**

**\*ALL NEEDED POWER TO BE PROVIDED BY GADSDEN COUNTY SCHOOLS**

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**5. DISTRICT WIDE – SAFARI MONTAGE: BOM/PRICE**

ITEM 21 ATTACHMENT							
BEN NUMBER: 127617							
SPIN: 143029877							
Narrative Description: Digital Video Distribution System							
GADSDEN COUNTY SCHOOL DISTRICT							
SAFARI MONTAGE - VIDEO DISTRIBUTION							
SVP - IPTV							
GADSDEN COUNTY SCHOOL DISTRICT						E-RATE ELIGIBILITY	
Part No.	Description	Qty.	Sales Price	Ext. Sale	Subtotals		
<b>HARDWARE</b>							
SAF10842	SAFARI Digital Encoder Chassis	3	\$2,401.00	\$7,203.00		100%	\$7,203.00
SAF10845HD	SAFARI Montage HD Encoder – Standalone	64	\$7,835.00	\$501,440.00		100%	\$501,440.00
SAF12383HD	SAFARI Montage HD Encoder – Rackmount	27	\$7,163.00	\$193,401.00		100%	\$193,401.00
TOTAL HARDWARE					\$702,044.00		
<b>SOFTWARE</b>							
G9910	Selective Video Streaming (SVS) Head-end License	1	\$1,047.00	\$1,047.00		100%	\$1,047.00
G9943	Selective Video Streaming (SVS) School Licenses (per school)	15	\$471.00	\$7,065.00		100%	\$7,065.00
TOTAL SOFTWARE					\$8,112.00		
<b>SERVICES</b>							
INSTALLATION AND CONFIGURATION							
G9855	SAFARI Montage Configuration & Onsite Set-up	1	\$25,795.00	\$25,795.00		100%	\$25,795.00
TOTAL SERVICES					\$25,795.00		
<b>OTHER</b>							
	Shipping and Handling			\$22,564.00		100%	\$22,564.00
TOTAL OTHER					\$22,564.00		
SHIPPING						100%	\$0.00
GRAND TOTAL: SVS-IPTV					CUSTOMER PRICE: \$758,515.00	Eligible	\$758,515.00
						Non-Eligible	\$0.00

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**PROGRESSIVE  
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E-RATE SPIN NUMBER 1403020237

E-RATE PROPOSAL – RESPONSE TO E-RATE 470 APPLICATION 907510001209034, Yr. 17 – VIDEO OVER IP

ITEM 21 ATTACHMENT							
BEN NUMBER: 127617							
SPIN: 143029877							
Narrative Description: Digital Video Distribution System							
GADSDEN COUNTY SCHOOL DISTRICT							
SAFARI MONTAGE - VIDEO DISTRIBUTION							
PATHWAYS							
GADSDEN COUNTY SCHOOL DISTRICT						E-RATE ELIGIBILITY	
Part No.	Description	Qty.	Sales Price	Ext. Sale	Subtotals		
<b>HARDWARE</b>							
G9634-SSD	HD Solid State CMC/Kiosk (w/o Keypad)	743	\$1,360.00	\$1,010,480.00		100%	\$1,010,480.00
SAF13072	Digital Signage Keypad	743	\$140.00	\$104,020.00		100%	\$104,020.00
TOTAL HARDWARE					\$1,114,500.00		
<b>SOFTWARE</b>							
SAF13164	Pathways SAFARI Montage Software	1	\$2,495.00	\$2,495.00		95%	\$2,370.25
SAF13167	Pathways SAFARI Montage Client Licnese (per school)	15	\$595.00	\$8,925.00		95%	\$8,478.75
G9853-L	SAFARI Montage WAN Manager (Client Licenses, per school)	15	\$248.00	\$3,720.00		0%	\$0.00
					\$15,140.00		
<b>SERVICES</b>							
<b>INSTALLATION AND CONFIGURATION</b>							
G9855	SAFARI Montage Configuration & Onsite Set-up	1	\$145,295.00	\$145,295.00		100%	\$145,295.00
TOTAL SERVICES					\$145,295.00		
<b>OTHER</b>							
	Shipping and Handling			\$35,818.00		100%	\$35,818.00
TOTAL OTHER		1			\$35,818.00		
<b>GRAND TOTAL: PATHWAYS</b>					<b>CUSTOMER PRICE: \$1,310,753.00</b>	Eligible	\$1,306,462.00
						Non-Eligible	\$4,291.00

**Corporate Office: 100 Industrial Park Road Milledgeville, GA. 31061 1-800-982-8315**



**PROGRESSIVE  
COMMUNICATIONS**  
E-RATE SPIN NUMBER 1403020237

E-RATE PROPOSAL – RESPONSE TO E-RATE 470 APPLICATION 907510001209034, Yr. 17 – VIDEO OVER IP

ITEM 21 ATTACHMENT							
BEN NUMBER: 127617							
SPIN: 143029877							
Narrative Description: Digital Video Distribution System							
GADSDEN COUNTY SCHOOL DISTRICT							
SAFARI MONTAGE - VIDEO DISTRIBUTION							
BASIC OPERATIONS TRAINING							
GADSDEN COUNTY SCHOOL DISTRICT						E-RATE ELIGIBILITY	
Part No.	Description	Qty.	Sales Price	Ext. Sale	Subtotals		
BASIC OPERATIONS TRAINING							
G1500	Montage Basic Operations Training (E)	20	\$2,995.00	\$59,900.00		95%	\$56,905.00
TOTAL SERVICES					\$59,900.00		
GRAND TOTAL: BASIC OPERATIONS TRAINING				CUSTOMER PRICE:	\$59,900.00	Eligible	\$56,905.00
						Non-Eligible	\$2,995.00

**Corporate Office: 100 Industrial Park Road Milledgeville, GA. 31061 1-800-982-8315**

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**PROGRESSIVE  
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E-RATE SPIN NUMBER 1403020237

E-RATE PROPOSAL – RESPONSE TO E-RATE 470 APPLICATION 907510001209034, Yr. 17 – VIDEO OVER IP

**6. CABLING FOR SAFARI MONTAGE – DISTRICT WIDE: SAFARI MONTAGE**

ITEM - 21					
BEN: 127617					
SPIN: 143029877					
NARRATIVE DESCRIPTION: CABLE PLANT INFRASTRUCUTRE					
GADSDEN COUNTY SCHOOL DISRICT					
GCSD					
Description	Part Number	Manufacturer	Qty	Unit Price	Subtotals
<b>Horizontal</b>					
Genspeed 6 CMR Blue	7133801	General	141000	\$0.17	\$23,406.00
Kiosk Cable	PCI	PCI	743	\$76.80	\$57,062.40
<b>Workstation</b>					
Cat6 Jack Blue	NK688MWH	Panduit	743	\$5.25	\$3,900.75
1-Port Faceplate Off White w/ labels	NK1FIWY	Panduit	743	\$1.25	\$928.75
Cat6 Patch Cord White 10'	MCTP6BI-9-10	Generic	743	\$2.56	\$1,902.08
<b>Surface Raceway</b>					
1.25"x8' Off White	TSR2FW-8A	Hellerman	743	\$11.52	\$8,559.36
Ceiling Tile Cover Off White bag of 10	TSR2FW-50	Hellerman	743	\$1.34	\$995.62
2" Deep Four Gang Box Off White	TQRFW-JB2	Hellerman	743	\$15.36	\$11,412.48
2" Deep Single Gang Box Off White	TSRFW-JB2	Hellerman	743	\$4.80	\$3,566.40
Fastening (Screws & Anchors)	PCI	PCI	3715	\$0.14	\$520.10
<b>Communications Room</b>					
Cat6 Jack White	NK688MWH	Panduit	743	\$5.25	\$3,900.75
Cat6 1' Patchcord White	MCTP6BI-9-1	Generic	743	\$1.25	\$928.75
<b>Consumables &amp; Misc. Material</b>					
Bucket of Pull String	PL-230-ATC	Accu-Tech	3	\$34.56	\$103.68
Firestop Bar	FSP	Nelson	7	\$23.04	\$161.28
8" Tie Wrap Clear bag of 100	T50R9C2	Hellerman	15	\$3.20	\$48.00
11.5" Tie Wrap Clear bag of 100	T50I9C2	Hellerman	5	\$6.55	\$32.75
11.5" Tie Wrap Black bag of 100	T50I0C2	Hellerman	5	\$6.55	\$32.75
15' Roll of Black Velcro	GT.75X1800	Hellerman	15	\$8.96	\$134.40
Electrical Tape	TARTAN1710-3M	Hellerman	10	\$1.02	\$10.20
Panduit label Tape (100 Labels)	C195XOY1C	Panduit	8	\$48.78	\$390.24
Cable Label Refill	514-REF	Hellerman	8	\$7.62	\$60.96
<b>Labor</b>					
Labor/Installation	PCISRV	PCI	1	\$106,704.30	\$106,704.30
<b>Total:</b>					<b>\$224,762.00</b>

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**7. PARTNER'S LETTER OF AUTHORIZATION & CERTIFICATION**

**SAFARI  
MONTAGE**

February 1, 2012

*Re: Library Video Company d/b/a SAFARI Montage  
Progressive Communications, Inc.  
Authorized Dealer*

To Whom It May Concern:

I am the General Counsel for Library Video Company d/b/a SAFARI Montage. Please be advised that Progressive Communications, Inc., 100 Industrial Park Road, Milledgeville, GA 31061, is an authorized dealer of the SAFARI Montage product line, pursuant to the terms of our Dealer Agreement.

If you have any questions, please do not hesitate to contact me via telephone at 610-645-4000 ext. 158 or via email at [judie@libraryvideo.com](mailto:judie@libraryvideo.com).

Sincerely,

Judith C. Koss  
General Counsel

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**SAFARI MONTAGE**

**Dealer Technical Training  
CERTIFICATION**

*is hereby granted to*

**Jason Steilmeyer**  
Progressive Communications  
# PSM-DCERT-188-0311  
*for successfully completing training in*

**SAFARI Montage 4.4, CreationStation, Pathways SM,  
Selective Video Streaming (SVS), Server Hardware, CMC,  
Kiosk, Digital Encoders,  
Managed Home Access and  
SAFARI Montage Level**

*granted March 11, 2011*  
**Christine Grzeskowiak,**  
*Director of Technical Operations and Sales Support*



Cisco Career Certifications  
**Christopher L. Cronlund**

HAS SUCCESSFULLY COMPLETED THE CISCO CAREER CERTIFICATION TEST REQUIREMENTS AND IS RECOGNIZED AS A:

Voice



CCIE No: 21864  
Date Certified: January 21, 2010

*John T. Cloutier*  
John Cloutier  
Chairman and CEO  
Cisco Systems, Inc.

Within the certification authority of  
www.cisco.com/certification  
Certificate Authority No. 42633437029701X1



Cisco Career Certifications  
**Bradley P. Grainger**

HAS SUCCESSFULLY COMPLETED THE CISCO CAREER CERTIFICATION TEST REQUIREMENTS AND IS RECOGNIZED AS A:

Routing and Switching



CCIE No: 28354  
Date Certified: March 9, 2011

*John T. Cloutier*  
John Cloutier  
Chairman and CEO  
Cisco Systems, Inc.

Within the certification authority of  
www.cisco.com/certification  
Certificate Authority No. 42633437029701X1



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**Microsoft**  
CORPORATE

**CERTIFICATE MENTOR**

Has successfully completed the requirements to be recognized as a  
Microsoft Certified System Engineer - Managing on 32-bit and 64-bit, 2003

*Bill Datta*



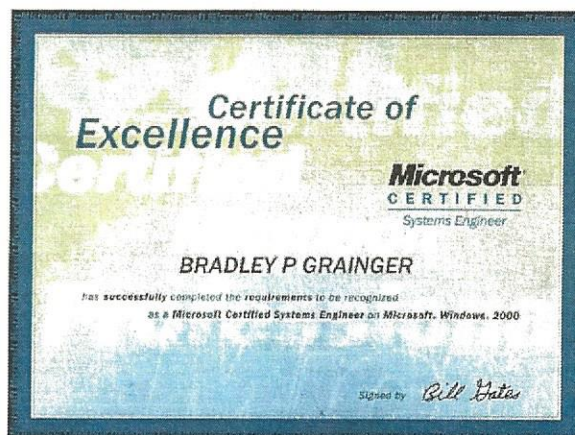
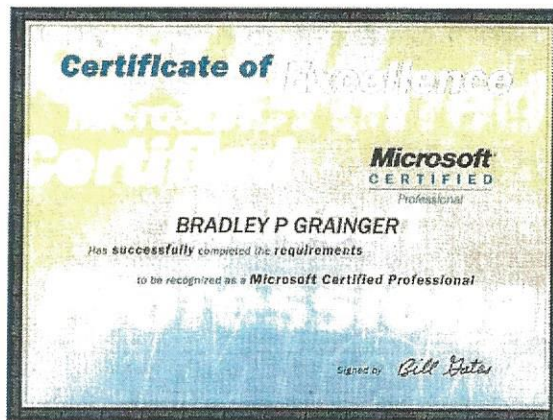
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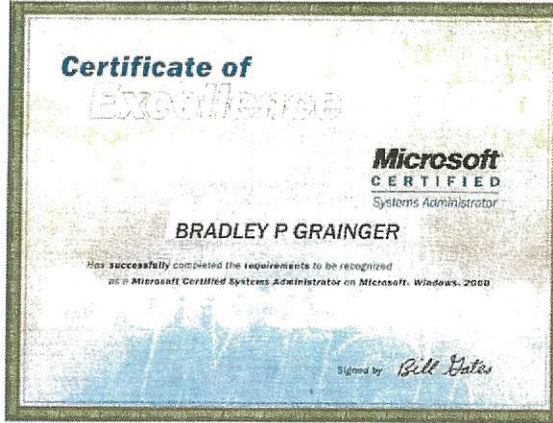


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**Enterasys Presales Expert**

*Enterasys Networks recognizes that*

**Chris Minton**

*has successfully completed the rigorous certification requirements and has been awarded the certification of Enterasys Presales Expert*

Date: February 16, 2012  
Expires: February 16, 2014

Chris Minton  
Vice President, Network Solutions Engineering

Enterasys Worldwide Training

Certification Number: 4179000000017648

**enterasys**  
Secure Network  
*CERTIFIED*

**Enterasys Presales Expert**

*Enterasys Networks recognizes that*

**Levar Jones**

*has successfully completed the rigorous certification requirements and has been awarded the certification of Enterasys Presales Expert*

Date: February 16, 2012  
Expires: February 16, 2014

Levar Jones  
Vice President, Network Solutions Engineering

Enterasys Worldwide Training

Certification Number: 4179000000017648

**enterasys**  
Secure Network  
*CERTIFIED*

**Enterasys Presales Expert**

*Enterasys Networks recognizes that*

**Ryan Rogers**

*has successfully completed the rigorous certification requirements and has been awarded the certification of Enterasys Presales Expert*

Date: February 16, 2012  
Expires: February 16, 2014

Ryan Rogers  
Vice President, Network Solutions Engineering

Enterasys Worldwide Training

Certification Number: 4179000000017648

**enterasys**  
Secure Network  
*CERTIFIED*



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**Microsoft Certified Professional Transcript**

Last Activity Recorded: May 27, 2009  
Microsoft Certified Professional ID: 1845988



JIMMY S LISTER  
656 Cornerstone PL

Evans, GA 30809 US  
jslister@hotmail.com

**Microsoft Certification Status**

Credential	Certification / Version	Date Achieved
Microsoft Certified Technology Specialist	Microsoft Exchange Server 2007, Configuration	May 27, 2009
Systems Engineer: Messaging	Microsoft Windows 2000	September 05, 2003
Systems Engineer	Microsoft Windows 2000	October 05, 2001
Systems Engineer	Microsoft Windows NT 4.0	July 14, 2000
Professional + Internet	MCPI 2.0 - Certified Professional + Internet	July 14, 2000
Professional	MCP 2.0 -- Certified Professional	March 13, 2000

**Microsoft Certification Exams Completed Successfully**

Exam ID	Description	Date Completed
236	TS: Exchange Server 2007 Configuration	May 27, 2009
225	Designing and Deploying a Messaging Infrastructure with Microsoft® Exchange 2000 Server	January 31, 2002
224	Installing, Configuring, and Administering Microsoft® Exchange 2000 Server	January 30, 2002
219	Designing a Microsoft® Windows® 2000 Directory Services Infrastructure	October 05, 2001
217	Implementing and Administering a Microsoft® Windows® 2000 Directory Services Infrastructure	October 03, 2001
216	Implementing and Administering a Microsoft® Windows® 2000 Network Infrastructure	March 09, 2001
215	Installing, Configuring, and Administering Microsoft® Windows® 2000 Server	March 07, 2001
210	Installing, Configuring, and Administering Microsoft® Windows® 2000 Professional	March 06, 2001
87	Implementing and Supporting Microsoft® Internet Information Server 4.0	July 14, 2000
58	Networking Essentials	June 12, 2000
59	Internetworking with Microsoft® TCP/IP on Microsoft® Windows NT™ 4.0	June 02, 2000



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**Microsoft Certified Professional Transcript**

Exam ID	Description	Date Completed
68	Implementing and Supporting NT™ Server 4.0 in the Enterprise	May 12, 2000
67	Implementing and Supporting NT™ Server 4.0	April 07, 2000
73	Implementing and Supporting NT™ 4.0 Workstation	March 13, 2000

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*Certified Novell Administrator*



**Matthew F Boyette**

NetWare 6

Novell, an administrative firm, the Chairman of the Board, hereby certifies you as a Certified Novell Administrator for successfully completing the certification requirements on **January 27, 2006**.

This certificate has been granted as evidence thereof.

*[Signature]*  
Novell  
Novell, Inc.

*[Signature]*  
Novell  
Novell, Inc.

*Certified Novell Engineer*



**LEVAR O JONES**

NetWare 6

Novell, an administrative firm, the Chairman of the Board, hereby certifies you as a Certified Novell Engineer for successfully completing the certification requirements on **October 31, 2003**.

This certificate has been granted as evidence thereof.

*[Signature]*  
Novell  
Novell, Inc.

*[Signature]*  
Novell  
Novell, Inc.

*Certified Novell Administrator*



**CHRIS E MINTON**

NetWare 5

Novell, an administrative firm, the Chairman of the Board, hereby certifies you as a Certified Novell Administrator for successfully completing the certification requirements on **February 21, 2002**.

This certificate has been granted as evidence thereof.

*[Signature]*  
Novell  
Novell, Inc.

*[Signature]*  
Novell  
Novell, Inc.

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**8. RESUMES – ENGINEERING STAFF (PARTIAL LIST)**

**CHRIS CRONLUND**

Industry Experience: 22 Years

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**WORK HISTORY**

- Extensive knowledge and experience with NT4 Workstation/Server, Windows 2000 Workstation/Server, Windows XP Pro, Windows 7, Server 2003, Server 2008, Exchange 2003, Exchange 2007, Exchange 2010.
- Extensive knowledge and experience with Cisco networking equipment and technologies –
- core layer/layer 3 switches, VLANs and VTP, QoS, PIX/ASA firewall, VPN/PPTP/IPSec/SSL VPN, DMVPN, L2TPv3
- Cisco switches 6500 Series, 3560, 3750, 4500,
- Extensive knowledge in Ethernet Fiber WAN
- Extensive knowledge in Cisco Wireless indoor/outdoor deployments. 2106 controllers, 440x controllers, WCS, 1310, 1400 series Wireless Bridges. Wireless Surveys.
- Extensive knowledge in Cisco routers 18xx, 28xx, and 38xx
- Extensive knowledge of Cisco VOIP, Cisco Unified Communications Manager
- Express, Cisco Unified Communications Manager, Unity, Unity Connections, Presence, MeetingPlace Express.
- Experience with Novell GroupWise 4.x thru 8.x, upgrading supporting and troubleshooting.
- Barracuda SPAM firewalls, Cisco IronPort Products.
- Experience with Novell Netware 4.11, 5.0, 5.1, 6.5, NDS, and eDirectory.
- Experience with VMware Virtualization ESX, ESXi, VCenter
- Experience with iSCSI from Dell, Lefthand Networks, IBM

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**CERTIFICATIONS**

- CCIE Voice #25866 - Cisco Certified Internetworking Expert Voice
- Cisco CCNP - Cisco Certified Network Professional
- Cisco CCVP - Cisco Certified Voice Professional
- Cisco CCDA - Cisco Certified Design Associates
- Cisco CS-CUDS - Cisco Unity Design Specialist
- Cisco CS-CIPCCES - Cisco IP Contact Center Express Specialist
- Cisco CS-CRMCS - Cisco Rich Media Communications Specialist
- Cisco CS-CEFDS - Cisco Express Foundation Design Specialist
- HP-Master ASE Campus LAN 2010

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**BRAD GRAINGER, ENGINEER**  
Industry Experience: 10 years

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**WORK HISTORY**

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- Extensive knowledge and experience with Windows 2000 Server, Server 2003, and Server 2008.
- Extensive knowledge and experience with Windows workstation 2000, Windows XP Pro, Windows Vista, and Windows 7.
- Extensive knowledge and experience with Exchange 2000, Exchange 2003, Exchange 2007.
- Extensive knowledge and experience with services including Active Directory, Group Policy, IIS, DNS, WINS, & DHCP.
- Extensive knowledge and experience with Cisco Switches, Routers, and Firewalls including layer 3 switches, VLANs and VTP, QoS, VoIP, VPN/PPTP/IPSec/CAV/SSL VPN.
- Extensive knowledge and experience with Cisco Wireless technologies including Cisco WLAN controllers, Autonomous Access Points, and wireless securities including Certificate Management, RADIUS, WEP, & WPA2.
- Extensive knowledge and experience with Xirrus active surveys, installation and configuration of Xirrus wireless networks, and post installation surveys.
- Extensive knowledge and experience with Cisco VoIP and ShoreTel VoIP Systems
- Years of technology experience in K-12 School Districts
- Experience with Linux including Ubuntu, Redhat, IPCOP, Pfsense and Backtract
- Experience with Internet Content Filters including Lightspeed Systems, Websense, Astaro, Barracuda, Dansguardian, Squidguard and OpenDNS
- 6 Plus years of experience with Federal Gov't., Healthcare Information Systems including Helpdesk Management, Program Analysis, and Network and Database Administration

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**CERTIFICATIONS**

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- Cisco CCIE #28354 (Routing & Switching)
- Cisco CS-VOIP
- Cisco CS-Advanced Wireless Design
- Microsoft MCSE
- Microsoft MCSA
- Microsoft MCP
- CompTIA Network+ /CompTIA Server+ /CompTIA A+
- Crystal Reports Specialist
- HP ASE
- HP AIS
- Enterasys Presales Expert
- VmWare Certified Professional (VCP5)

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**CHRIS MINTON, ENGINEER**

Industry Experience: 14 Years (14 year PCI Employee)

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**WORK HISTORY**

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- Extensive knowledge and experience with NT4 Workstation/Server, Windows 2000 Workstation/Server, Windows XP Pro, Windows 7, Server 2003, Server 2008, Exchange 2000, Exchange 2003, Exchange 2007, RPC over HTTPS, NTDS, Active Directory, Group Policies, IIS, DNS, and WINS technologies.
  - Extensive knowledge and experience with Cisco networking equipment and technologies – core layer/layer 3 switches, VLANs and VTP, QoS, VoIP, Cisco routers, PIX/ASA firewall, VPN/PPTP/IPSec/CAV/SSL VPN, Aironet wireless IEEE 802.11b and 802.11g, wireless securities WPA2 & IEEE 802.1x.
  - Extensive knowledge of technology in K12 school districts – 14+ years.
  - Extensive experience with installation and management of Xirrus wireless networks in both HP and Cisco switching environments.
  - Experience with Novell Netware 4.11, 5.0, 5.1, 6.0, NDS, and eDirectory.
  - Experience with project management – Baldwin E-Rate Year 9, 10, 11 and Greene E-Rate Year 6, 7, 8, 9, 10, 11, 12.
- 

**CERTIFICATIONS**

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- Cisco CCSP
  - Cisco CCNA
  - Cisco CCDA
  - Cisco CCIE Candidate
  - Microsoft MCSE: Messaging
  - Microsoft MCP
  - Microsoft MCTS
  - Novell CNA
  - CompTIA A+
  - Enterasys Presales Expert
  - Xirrus Technical Professional
- 

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**BRIAN DANIEL, ENGINEER**  
Industry Experience: 16Years

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**WORK HISTORY**

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- Knowledge and experience with NT4 Workstation/Server, Windows 2000 Workstation/Server, Windows XP Pro, Windows 7, Server 2003, Server 2008, Exchange 2000, Exchange 2003, Exchange, 2007, Active Directory, Group Policy, IIS, DNS, and WINS Technologies. Knowledge and experience with Cisco Networking Equipment and Technologies, Core Layer/Layer 2/3 Switches, VLANs, Cisco Routers, PIX/ASA Firewalls, VPN/PPTP/IPSec/SSL VPN, Aironet Wireless 802.11a/b/g/n
- Knowledge and experience with various other LAN/WAN Technologies including Single Mode/Multimode Fiber, CAT5, CAT5e and CAT6 Cable installation, termination and testing. Outside Plant includes aerial and burial installations. Hardware/software knowledge and experience required to fully implement LAN/WAN services and functionality.
- Extensive Experience with Xirrus active surveys, installation and configuration of Xirrus wireless networks, and post installation surveys

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**CERTIFICATIONS**

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- Cisco CCNA
- Microsoft MCSE
- Microsoft MCP
- CompTIA A+
- CompTIA Network+
- Registered Leviton Telcom Certified Installer
- Fiber Optic Cable Termination Certified Installer
- Enterasys Presales Expert
- Xirrus Technical Professional
- HP Expert One – Accredited Integration Specialist
- VMware vSphere: Install, Configure, Manage {V5.0}
- VMware Certified Professional – vSphere 5

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**JIMMY LISTER, ENGINEER**  
Industry Experience: 14Years

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**WORK HISTORY**

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- Extensive knowledge and experience with NT4 Workstation/Server, Windows 2000 Workstation/Server, Windows XP Pro, Windows 7, Server 2003, Server 2008, Exchange 2000, Exchange 2003, Exchange 2007, RPC over HTTPS, NTDS, Active Directory, Group Policies, IIS, DNS, and WINS technologies.
  - Extensive knowledge and experience with Cisco networking equipment and technologies – core layer/layer 3 switches, VLANs and VTP, QoS, VoIP, Cisco routers, PIX/ASA firewall, VPN/PPTP/IPSec/CAV/SSL VPN, IPS, Load Balancers, Aironet wireless IEEE 802.11b and 802.11g, wireless securities WPA2 & IEEE 802.1x, Nexus data center switches.
  - Extensive knowledge and experience with VM Ware technologies – VMware vSphere, ESXi, vCenter Server, vMotion, backup and recovery.
- 

**CERTIFICATIONS**

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- MCTS- Exchange 2007 Configuration
- MCSE- Messaging
- Cisco Certified Security Professional
- Cisco Unity Support Specialist
- Cisco CCIE candidate

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**LEVAR JONES, ENGINEER**  
Industry Experience: 13Years

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**WORK HISTORY**

---

- Extensive knowledge and experience with NT4 Workstation/Server, Windows 2000 Workstation/Server, Windows XP Pro, Windows 7, Server 2003, Exchange 2003, Exchange 2007
  - Extensive knowledge and experience with Cisco networking equipment and technologies – core layer/layer 3 switches, VLANs and VTP, QoS, VoIP, Cisco routers, PIX/ASA firewall, Aironet wireless IEEE 802.11b and 802.11g, wireless securities WPA2 & IEEE 802.1x.
  - Experience with Cisco VOIP, Cisco Unified Communications Manager Express, Cisco Unified Communications Manager, Unity, Unity Connections
  - Experience with Novell Netware 4.11, 5.0, 5.1, 6.5, NDS, Linux OES2 and eDirectory
- 

**CERTIFICATIONS**

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- Cisco CCNA
- Cisco Express Foundation Field Specialist
- Cisco Advanced Wireless Field Specialist
- CNE - Netware 6
- CNA - Groupwise 6
- CompTIA Network +
- Enterasys Presales Expert
- CCIE-Voice Candidate

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**MATT BOYETTE, ENGINEER**

Industry Experience: 16Years

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**WORK HISTORY**

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- Extensive knowledge and experience with Windows 2000 Workstation/Server, Windows XP Pro, Windows 7, Server 2003, Server 2008 R2, Exchange 2003, Exchange 2007, NTDS, Active Directory, Group Policies, IIS, DNS, and WINS technologies.
  - Extensive knowledge and experience with Cisco, HP, Enterasys, Xirrus, and Dell networking equipment, and interoperability between vendors.
  - Extensive knowledge and experience working with wireless products from Xirrus, HP, Cisco, Enterasys, and other vendors
  - Extensive knowledge of technology in K12 school districts – 15 years. Former Technology Director
  - Extensive experience with Novell Netware 4.x – 6.x, OES-Linux, NDS, eDirectory, GroupWise
  - Experience Installing and Implementation of clustered and standalone virtualization environments utilizing VMware ESX and ESXi, version 3.x – 5.x
  - Experience implementing open-source firewalling packages such as pfSense, IPCop, etc., as well as open-source storage packages such as FreeNAS, OpenFiler, etc.
- 

**CERTIFICATIONS**

---

- Cisco CCNA
- HP AIS
- HP ASE
- CompTIA A+
- CompTIA Network+
- Novell CNA
- Xirrus Technical Professional

---

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**JASON STEINMEYER, ENGINEER**

Industry Experience: 9 Years

---

**WORK HISTORY**

- Extensive knowledge in installation, set up, and configuration of Safari Montage Digital Media Management and Video distribution systems. Successfully integrated these into existing systems and continue to maintain operation and service according to system needs. 20+ years Audio/Video experience.
- Knowledge and experience Windows 2000 Workstation/Server, Windows XP Pro, Windows 7, Server 2003, Exchange 2003, Exchange 2007, Active Directory.
- Extensive knowledge and experience with Smartboard and Promethean Interactive boards. Installation and setup of height adjustable, fixed, and portable systems. Installation of audio/video wall plates and speaker systems. Knowledge of front projection projectors including ceiling mounting overhead and arm mount short throw.
- Experience with IP Cameras, Video Surveillance Systems, Servers, and DVR equipment including hardware/software set up, configuration, and troubleshooting.
- Knowledge of Valcom/Class Connect Intercom and Video Systems
- Experience installing, maintaining, and repairing computer hardware and software. Diagnosing, repairing, replacing parts, and testing after completion. Knowledge of building computer images for cloning working with Symantec Ghost/Fog project.
- Knowledge of technology in K12 school districts 5+ years

---

**CERTIFICATIONS**

- SAFARI Montage Certified Installer
- Cisco PATVSEE
- Cisco PATVCEE
- ExacqVision Certified Installer
- CompTIA A +
- Network Technician
- Computer Hardware Specialist

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**RYAN ROGERS, ENGINEER**  
Industry Experience: 7Years

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**WORK HISTORY**

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- Experience with NT4 Workstation/Server, Windows 2000 Workstation/Server, Windows XP Pro, Windows 7, Server 2003, Server 2008, Exchange 2000, Exchange 2003, Exchange 2007, RPC over HTTPS, NTDS, Active Directory, Group Policies, IIS, DNS, and WINS technologies.
  - Experience with Cisco networking equipment and technologies – core layer/layer 3 switches, VLANs and VTP, QoS, VoIP, Cisco routers, PIX/ASA firewall, VPN/PPTP/IPSec/CAV/SSL VPN, Aironet wireless IEEE 802.11b and 802.11g, wireless securities WPA2 & IEEE 802.1x.
  - Experience with Cisco VOIP, Cisco Unified Communications Manager Express, Cisco Unified Communications Manager, Unity, Unity Connections
  - Experience with VM Ware technologies – VMware vSphere, ESXi, vCenter Server, vMotion, backup and recovery.
  - Experience with Xirrus active surveys, installation and configuration of Xirrus wireless networks, and post installation surveys.
  - Knowledge of technology in K12 school districts – 6+ years.
- 

**CERTIFICATIONS**

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- Cisco PATVSEE
- Cisco PATVFEE
- Cisco CDCUS
- Cisco CUCTSS
- Cisco CCNA
- Enterasys Presales Expert
- Xirrus Technical Professional
- VMware VCP5

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**MEGAN POLLETT**

Industry Experience: 3Years

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**WORK HISTORY**

- Knowledge and experience with Windows 2000 Server, Server 2003, and Server 2008.
- Knowledge and experience with Windows workstation 2000, Windows XP Pro, Windows Vista, and Windows 7.
- Knowledge and experience with Exchange 2000, Exchange 2003, Exchange 2007.
- Knowledge and experience with services including Active Directory, Group Policy, DNS, and DHCP.
- Extensive knowledge and experience with Cisco Switches, Routers, and Firewalls including layer 3 switches, VLANs and VTP, QoS, VoIP, VPN/PPTP/IPSec/CAV/SSL VPN.
- Experience with Cisco networking equipment and technologies – core layer/layer 3 switches, VLANs, VoIP, Cisco routers, Aironet wireless IEEE 802.11b and 802.11g, wireless securities WPA2 & IEEE 802.1x.
- 2 Years of technology experience in K-12 School Districts
- Experience with Internet Content Filters including Lightspeed Systems
- Experience with the installation and configuration of Cisco 2960S and 3750X Series switches
- Experience with the installation and configuration of Xirrus wireless arrays
- Configuration of certification infrastructure for 802.11x authentication
- Experience in the documentation of network installations using Microsoft Visio and Cisco Network Assistant.

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**CERTIFICATIONS**

- Cisco CCNET
- Cisco CCNA candidate

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**MARK JOHNSON, CABLE PLANT ENGINEER/PROJECT MANAGER**

Industry Experience: 12Years

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**WORK HISTORY**

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- Extensive knowledge and understanding of network infrastructures
  - Designs and installs Valcom, Class Connect, Intercom Systems
  - Designs and installs Exacq and IQinvision, Surveillance Systems
  - Design and installs Cisco networking equipment and technologies, including Cisco WLAN controllers, Autonomous Access Points, and wireless securities
  - Extensive knowledge and experience in wireless and switch design
  - Project Manages K-12 projects involving Data, Voice, Video Surveillance
  - Extensive Experience and knowledge working with K-12 school districts with the E-Rate program
- 

**CERTIFICATIONS**

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- BICSI RCDD
- Fluke Certified
- Molex Premise Network Certified Installer
- Panduit Certified Installer
- Member of BICSI
- Valcom Certified
- Exacq Certified installer



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**RUSSELL WAGGONER, CABLE PLANT ENGINEER/PROJECT MANAGER**

Industry Experience: 13 Years

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**WORK HISTORY**

- Extensive knowledge of the cabling industry.
- Field installation technician from 2000 to 2006
- Owned a cabling contracting company from 2005 to 2009.
- Extensive knowledge in inside plant cable networks.
- Extensive knowledge in outside plant cable networks.
- Extensive knowledge in optical fiber networks.
- Extensive knowledge in Data Centers
- Extensive knowledge and experience working with owner, engineers and architects in the design of the cable infrastructure
- Extensive knowledge and experience in project management in making sure projects are completed in time and within budgets.
- Extensive experience in working one on one with the customer to make sure the customer is satisfied with the project
- Experience with Cat3, Cat5e, Cat6, and Cat6a, Optical fiber, Fire Alarm, Overhead Paging, CATV, MATV, and CCTV networks

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**CERTIFICATIONS**

- Georgia Low Voltage License
- North Carolina Low Voltage License
- Florida Low Voltage License
- Panduit Certified Installer
- Ortronics Certified Installer
- Leviton Certified Installer
- Candidate for RCDD

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**9. BIDDER'S REFERENCES (PARTIAL LIST):**

**LIBERTY COUNTY SCHOOLS, FL.**  
**CONTACT: JASON FOWLER**  
**EMAIL: JASON.FOWLER@LCSBONLINE.ORG**  
**850-643-2275 EXT. 238**

**3 Sites: Network Cabling and Infrastructure Upgrades**

PCI has provided Network Infrastructure Upgrades, HP Installation and Configurations, Outside Plant Fiber Installation, and HP wireless throughout the district.

**GADSDEN COUNTY SCHOOLS, FL.**

**CONTACT: DARLEAN YOUSMAN**

**EMAIL:**

**District Wide: SAFARI Montage VOD Installation**

PCI provided SAFARI Montage VOD-Creation Station, SAFARI Montage Live! and Content for all sites within the district, excluding the Gadsden Technical Institute.

**MADISON COUNTY SCHOOLS, FL.**

**CONTACT: ANDY BARNES**

**EMAIL: ANDY.BARNES@MADISONMAIL.US**

**850-973-1541**

PCI has provided Network Infrastructure Upgrades, Cisco Installation and Configurations and an ExacqVision Surveillance installation.

**JACKSON COUNTY SCHOOL DISTRICT, FL.**

**CONTACT: ELIZABETH WALDEN**

**Email: Elizabeth.walden@jcbs.org**

**850-482-1200 EXT. 335**

**DISTRICT WIDE: BASIC MAINTENANCE**

PCI has provided Basic Maintenance support for the Jackson County School Board for the past 3 years. Items support are included but not limited to, eligible network servers running Novell, Microsoft, and Linux operating system; network switches, including HP and Amer.com; wireless system APs and controllers; network firewalls, etc. PCI has also provided consulting and implementation services for JCSB on network design and server virtualization.

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Baldwin County Schools Vickie Harmon Technology Director 478-457-3313 <a href="mailto:vharmon@baldwin.k12.ga.us">vharmon@baldwin.k12.ga.us</a>	Brooks County Schools Paul Watson Technology Director 229-263-7531 <a href="mailto:kflowers@brooks.k12.ga.us">kflowers@brooks.k12.ga.us</a>
Burke County Schools Cliff Battle Technology Director 706-554-5101 <a href="mailto:cbattle@burke.k12.ga">cbattle@burke.k12.ga</a>	Candler County Schools Allen Lanier Technology Director 912-685-5713 <a href="mailto:alanier@metter.org">alanier@metter.org</a>
Carroll County School District Dennis Thompson Chief Technology Director 770-832-3568 <a href="mailto:dennis.thompson@carrollcountyschools.com">dennis.thompson@carrollcountyschools.com</a>	Coffee County Schools Chandler Newell Director of Technology 912-389-6772 <a href="mailto:chandler.newell@coffee.k12.ga.us">chandler.newell@coffee.k12.ga.us</a>
Columbia County Schools Jennifer Brewin Director of Technology 386-755-8055 <a href="mailto:brewin_j@firn.edu">brewin_j@firn.edu</a>	Dodge County Schools Rick Rogers Director of Technology 478-374-3783 <a href="mailto:rrogers@dodge.k12.ga.us">rrogers@dodge.k12.ga.us</a>
Early County Schools Michael Williams Director of Technology 229-723-4337 <a href="mailto:mwilliams@early.k12.ga.us">mwilliams@early.k12.ga.us</a>	Ft Gordon Youth Challenge Lenoxki Smith Director of Technology 706.823.8010 <a href="mailto:lenoxki.smith@fgyca.org">lenoxki.smith@fgyca.org</a>
Ft Stewart Youth Challenge Delmar Olson Director of Technology 706.691.2029 <a href="mailto:dolson@fsyca.org">dolson@fsyca.org</a>	Glascocock County Schools Chad Arrington Director of Technology 706-598-2291 <a href="mailto:carrington@glascocock.k12.ga.us">carrington@glascocock.k12.ga.us</a>
Glynn County Schools Bob Schwartz Director of Technology 912-267-4100	Griffin Spalding Schools Rod Smith Director of Technology 770-229-3700

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<a href="mailto:rschwartz@glynn.k12.ga.us">rschwartz@glynn.k12.ga.us</a>	<a href="mailto:rod.smith@gscs.org">rod.smith@gscs.org</a>
Green County Schools Tina Mason Director of Technology 706-453-3318 <a href="mailto:tina.mason@greene.k12.ga.us">tina.mason@greene.k12.ga.us</a>	Jeff Davis County Schools Keith Osborn / Nathan Miller Director of Technology 912-375-6700 <a href="mailto:kosburn@jeff-davis.k12.ga.us">kosburn@jeff-davis.k12.ga.us</a>
Irwin Co. Schools Thad Clayton Director of Technology 229-468-7485 <a href="mailto:tclayton@irwin.k12.ga.us">tclayton@irwin.k12.ga.us</a>	Jackson County School Board Elizabeth Walden Network Manager 850-482-1200 <a href="mailto:Elizabeth.walden@jcsb.org">Elizabeth.walden@jcsb.org</a>
Jones County Schools Adam Barnett Director of Technology 478-986-3032 <a href="mailto:abarnett@jones.k12.ga.us">abarnett@jones.k12.ga.us</a>	Lake Oconee Academy Dr. Tucker CEO 706-454-1562 <a href="mailto:otho.tucker@lakeoconeeacademy.org">otho.tucker@lakeoconeeacademy.org</a>
Laurens County Schools Lance Smith Director of Technology 478-272-4767 <a href="mailto:lancesmith@lcboe.net">lancesmith@lcboe.net</a>	Liberty County Schools Jason Fowler Director of Technology 850-643-2275 <a href="mailto:jason.fowler@lcsbonline.org">jason.fowler@lcsbonline.org</a>
Morgan County Schools Jay Cawley Director of Technology 706-752-4600 <a href="mailto:jay.cawley@morgan.k12.ga.us">jay.cawley@morgan.k12.ga.us</a>	Madison County Schools Andy Barnes Director of Technology 850-973-1541 <a href="mailto:andy.barnes@madisonmail.us">andy.barnes@madisonmail.us</a>
Pulaski County Schools Robin White Director of Technology 478-783-7200 <a href="mailto:rwhite@pulaski.k12.ga.us">rwhite@pulaski.k12.ga.us</a>	Screven County Schools Chip Weaver Director of Technology 912-564-7114 <a href="mailto:cweaver@screven.k12.ga.us">cweaver@screven.k12.ga.us</a>
Richmond County Schools Rob Jankus / Rich Muller Lead Technology Specialist	Telfair County Schools David Walker Director of Technology

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706-826-1000 <a href="mailto:mulleri@rcboe.org">mulleri@rcboe.org</a>	229-868-5661 <a href="mailto:dwalker@telfair.k12.ga.us">dwalker@telfair.k12.ga.us</a>
Valdosta City Schools Kevin Smith Director of Technology 229-333-8500 <a href="mailto:bksmith@gocats.org">bksmith@gocats.org</a>	Vidalia City Schools Sabrina Wiggs Director of Technology 912-537-3088 <a href="mailto:swiggs@vidalia-city.k12.ga.us">swiggs@vidalia-city.k12.ga.us</a>

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**RFP Memorandum of Understanding**

To: Gadsden County Board of Education

Vendor: Mark Johnson

Name of Firm: Progressive Communications

Mailing Address: 100 Industrial Park Rd.

Milledgeville Georgia 31061  
City, State, Zip Code

Having carefully examined the request for proposal documents prepared by the Gadsden County Board of Education and together with such addenda, if any, as listed hereafter, the undersigned hereby proposes and agrees to provide all components as specified in the attached Proposal Schedule, these sheets being a part of the Proposal, for unit prices and totals shown.

The Undersigned agrees that the unit prices quoted on the Technology Specifications attached hereto shall govern in the event error in totals, and further agrees that, should quantities of items be changed prior to award of the Contract from the specifications, these unit prices will prevail for the revised schedule.

It is agreed that the undersigned has complied with all requirements concerning Vendor Qualifications, licensing and, with all other local, state, federal laws, and that legal requirement has been violated in making or accepting this proposal, in awarding a contract to him or in the delivery of products.

In submitting this proposal, it is understood that the right is reserved by the owner to reject any or all proposals and waive all informalities in connection therewith. It is also agreed that this proposal may not be withdrawn for a period of ninety (90) days from the opening thereof.

The Gadsden County School District is not liable for any cost incurred by the vendor in preparing a response to the RFP.

Contact **John Thomas** or **Sheantika Wiggins** with questions.

Mark Johnson  
Name of Bidding Vendor

[Signature]  
Authorized Signature

Mark Johnson / Account Manager  
Name/Title of Person Signing

Milledgeville GA 31061  
City, State, Zip Code

2-24-2014  
Date

100 Industrial Park Rd  
Address

478-454-1011  
(Area Code) Telephone Number

**Corporate Office: 100 Industrial Park Road Milledgeville, GA. 31061 1-800-982-8315**



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**THE SCHOOL BOARD OF GADSDEN COUNTY**  
"Building A Brighter Future"  
Reginald C. James, Superintendent of Schools  
35 Martin L. King, Jr. Blvd  
Quincy, Florida 32351  
Tel: (850) 627-9651 Fax: (850) 627-2760

**MINORITY-OWNED FIRM OR COMPANY**

I (we) do hereby certify that my (our) business qualifies as a minority-owned firm or company. Please check one of the following applicable:

- Black
- Hispanic
- American Indian-Alaskan Native
- Female
- Physically or Mentally Disability
- Asian-Pacific Islander

Manual Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Typed Signature: \_\_\_\_\_

Name of Business: \_\_\_\_\_

Address: \_\_\_\_\_

**Non-Minority Firm or Company**

I (we) do hereby certify that my (our) business qualifies as a minority-owned firm or company.

Manual Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Typed Signature: \_\_\_\_\_

Name of Business: \_\_\_\_\_

Address: \_\_\_\_\_

*NOTE: Pursuant to section 289.094, Florida Statutes, it is unlawful for any individual to falsely represent any entity as a minority-owned firm or company for purpose of qualifying for certification as such an enterprise under any program, which, in compliance with federal law, is design to assist minority-owned firms or companies in receipt of contracts for the provision of goods and services.*

**NOTE: THIS CERTIFICATION MUST BE SIGNED AND RETURNED WITH YOUR BID IN ORDER FOR YOUR BID TO BE VALID.**

**SWORN STATEMENT: UNDER SECTION 287.133(3)(a) FLORIDA STATUTES ON PUBLIC ENTITY**

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**CRIMES**

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Bid, Proposal or Contract No. \_\_\_\_\_ for \_\_\_\_\_
  
2. This sworn statement is submitted by Progressive Communications Inc.  
(Name of entity submitting sworn statement)  
whose business address is 100 Industrial Park Rd. Milledgeville GA 31061 and (if applicable) its Federal Employer Identification Number (FEIN) is 58-2431088 (If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement \_\_\_\_\_)
  
3. My name is Serina McCoy and my relationship to the entity name above is Controller
  
4. I understand that a “public entity crime” as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract of goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
  
5. I understand that “convicted” or “conviction” as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.
  
6. I understand that an “affiliate” as defined in Paragraph 287.133(1)(a), Florida Statutes, means: A predecessor or successor of a person convicted of a public entity crime; or An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term “affiliate” includes those officers, directors, executives, partners, shareholders, employees, members, and agencies that are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm’s length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint ventures with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
  
7. I understand that a “person” as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term “person” includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

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8. Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement. [Please indicate which statement applies].
- Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with an convicted of a public entity crimes subsequent to July 1, 1989.
  - The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND [Please indicate which additional statement applies].
  - There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. [Please attach a copy of the final order].
  - The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. [Please attach a copy of the final order].
  - The person or affiliate has not been placed on the convicted vendor list. [Please describe any action taken by or pending with the Department of General Services].

*Serina McCoy*  
Signature  
2-25-14  
Date

STATE OF Georgia  
COUNTY OF Baldwin

PERSONALLY APPEARED BEFORE ME, the undersigned authority,

Serina McCoy who, after first being sworn by me,  
[Name of individual signing]

affixed his/her signature in the space provided above on this 25<sup>TH</sup> day of Feb, 2014

My commission expires: 05/23/2016

K Harrison  
NOTARY PUBLIC  
Baldwin County, GEORGIA  
My Comm. Expires  
05/23/2016

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**CERTIFICATE OF LIABILITY INSURANCE**

PROGR-1 OP ID: AD

DATE (MM/DD/YYYY)  
02/04/13

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Tidwell & Hillburn Insurance P O Box 27060 Macon, GA 31221 Coleman "Cole" Tidwell Jr. AAI	478-743-9318 478-742-5688	CONTACT NAME: PHONE (A/C, No, Ext): FAX (A/C, No): E-MAIL ADDRESS:
INSURED Progressive Communications Inc 100 Industrial Park Rd NW Milledgeville, GA 31061		INSURER(S) AFFORDING COVERAGE INSURER A: Travelers Indemnity Co of CT INSURER B: Travelers Prop Cas Co of Amer INSURER C: INSURER D: INSURER E: INSURER F:

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:  
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSTR LTR	TYPE OF INSURANCE	MODEL BUBB INSR WVD	POLICY NUMBER	POLICY EFF (MMDD/YYYY)	POLICY EXP (MMDD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> \$1m ea \$3m aggrog GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	X	6304655M444	06/05/12	06/05/13	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 Emp Ben. \$ 1,000,000
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> Hired AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS		BA4655M444	06/05/12	06/05/13	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> RETENTION \$ 10,000	X	CUP4655M444	06/05/12	06/05/13	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
A	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY <input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in FL) If yes, describe under DESCRIPTION OF OPERATIONS below	Y7N N/A	UB4655M444	06/05/12	06/05/13	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)  
Gadsden County School District is an Additional Insured with respects to General Liability ATIMA per written contract.

CERTIFICATE HOLDER GADSDEN Gadsden County School District 35 Martin Luther King Blvd Quincy, FL 32351	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>[Signature]</i>
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**6. SERVICE PROVIDER'S CONTRACT WITH ATTACHMENT**

**SERVICE PROVIDER CONTRACT NUMBER 030513GADFL  
FOR INTERNAL CONNECTIONS WITH ATTACHMENT "A"**

THIS AGREEMENT entered into entered in between Progressive Communications, Inc. ("PROGRESSIVE") and GADSDEN COUNTY SCHOOL SYSTEM ("SCHOOL") on this 27th day of February, 2014;

WHEREAS PROGRESSIVE is a service provider capable of creating, installing and operating local area networks (LANS), wide area network systems ("WANS") and providing basic maintenance of internal connections;

WHEREAS SCHOOL owns or operates a "school" [as defined in the "No Child Left Behind Act of 2001"] (20 U.S.C. § 7801(18) and (38)) or a library as defined in the "Services and Technology Act" (Pub. L. # 104-208);

WHEREAS SCHOOL has developed a "technology assessment" and a "technology plan" in anticipation that SCHOOL will be entitled to participate under the "Schools and Libraries Program of the Universal Service Fund" (commonly referred to as "E-Rate"), through which telecommunication services and/or internet services are provided through differing levels of support dependent upon the level of poverty and the urban-rural status of the population served;

WHEREAS SCHOOL has submitted its technology plan for approval, and has also filed a "Form 470" by placing it on Universal Service Administrative Company's website, which form describes the specific services or functions sought;

WHEREAS PROGRESSIVE has submitted a "bid" to provide services to SCHOOL and has been deemed by SCHOOL to be the best and most desirable bidder;

WHEREAS SCHOOL has obtained, or expects to shortly obtain, approval and funding of its technology plan; and WHEREAS SCHOOL and PROGRESSIVE wish to enter into this Contract and memorialize the fact that SCHOOL has chosen PROGRESSIVE to provide these services, subject to funding and other conditions as hereinafter set forth:

In consideration of the foregoing and the promises hereinafter set forth, it is agreed as follows:

1. SERVICES TO BE PROVIDED BY PROGRESSIVE. Referenced to this Contract is the Form 470 submitted by SCHOOL and PROGRESSIVE' bid in response thereto, and these documents shall be deemed the work and services to be performed by PROGRESSIVE. The work shall be performed in accordance with a schedule to be later agreed upon once funding is provided as described below, and as outlined in the bid proposal submitted by PROGRESSIVE.

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**Corporate Office: 100 Industrial Park Road Milledgeville, GA. 31061 1-800-982-8315**

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**PROGRESSIVE**  
**COMMUNICATIONS**  
E-RATE SPIN NUMBER 1403020237

E-RATE PROPOSAL – RESPONSE TO E-RATE 470 APPLICATION 907510001209034, Yr. 17 – VIDEO OVER IP

---

2. PAYMENT. SCHOOL agrees that their portion of the contract will be due to PROGRESSIVE prior to work beginning. This allows PROGRESSIVE time to obtain the canceled check back from the SCHOOL which will be necessary to have prior to E-Rate releasing their portion of the contract payment to PROGRESSIVE.

SCHOOL agrees that the portion of the contract funded by the E-rate program may be paid in full to PROGRESSIVE at the beginning of the contract work to reduce the financing cost and thus the overall costs of the work to SCHOOL. SCHOOL hereby authorizes and directs the payment of the E-Rate portion of the contract payment to PROGRESSIVE prior to initiation of the work.

3. FORM 471. SCHOOL agrees that it has (or will) file Form 471 (“Services Ordered and Certification Form”) to properly calculate and obtain the discount (i.e. support) to be received by SCHOOL. SCHOOL also agrees that if this has not been done already, it will make good faith efforts to properly fill out and file this form and to obtain the discount to which SCHOOL would be entitled under FCC Rules. SCHOOL further agrees to take all necessary steps to facilitate and expedite application review, and to obtain a positive decision on SCHOOL’s funding request by The Universal Service Administrative Company.

4. FAVORABLE FUNDING DECISION CONDITION. SCHOOL and PROGRESSIVE agree and understand that a favorable funding decision by Universal Service Administrative Company with respect to the discount or support sought by SCHOOL under the “E-Rate” program is a condition to the performance of services by PROGRESSIVE and payment by SCHOOL. PROGRESSIVE shall not be required to begin work on its contract until and unless a favorable funding decision is received by SCHOOL and SCHOOL shall not be required to pay PROGRESSIVE any money until and unless a favorable funding decision has been received by it. However, once a favorable funding decision has been received by SCHOOL, PROGRESSIVE shall be obligated to perform the services described in the attachments, and SCHOOL shall be obligated to make payments as set forth above.

5. FAVORABLE FUNDING DECISION CONDITION EXCEPTION: Under the category of Basic Maintenance of Internal Connections an exception will apply. The funding year for Basic Maintenance is July 1, 2014-June 30, 2015 and is a recurring service. We will begin providing service to the SCHOOL on July 1<sup>st</sup> even if they have not received a Funding Decision Letter. We will require the SCHOOL to pay PROGRESSIVE for their portion of the Basic Maintenance on July 1<sup>st</sup>. Once E-Rate has funded, PROGRESSIVE will invoice E-Rate on a monthly basis for 12 equal payments. If the Basic Maintenance does not fund for whatever reason then the SCHOOL will be responsible for paying PROGRESSIVE for the BALANCE incurred. The SCHOOL has the option to wait to receive services for Basic Maintenance until they have received the FCDL and thus causing the SCHOOL’S portion not to be due until that time.

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**Corporate Office: 100 Industrial Park Road Milledgeville, GA. 31061 1-800-982-8315**

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**PROGRESSIVE  
COMMUNICATIONS**  
E-RATE SPIN NUMBER 1403020237

E-RATE PROPOSAL – RESPONSE TO E-RATE 470 APPLICATION 907510001209034, Yr. 17 – VIDEO OVER IP

6. APPLICABLE LAW. This shall be a binding Contract between PROGRESSIVE and SCHOOL, and shall be governed by Georgia law. In the event there is a dispute, any such dispute may be brought by either party in the Superior Court of Baldwin County, Georgia.

7. ALL AGREEMENT. This is the entire Agreement between the parties and no other oral or written understanding shall be binding unless contained herein. This Agreement may be amended by an amendment referring to this Agreement and signed by both parties.

Schedule with pricing follows this page.

**GADSDEN COUNTY SCHOOL DISTRICT**

By: \_\_\_\_\_

Title: \_\_\_\_\_

Witness: \_\_\_\_\_

Date: \_\_\_\_\_

**PROGRESSIVE COMMUNICATIONS, INC.**

By:  Mark Johnson

Title: Account Manager

Witness: Kham & m

Date: 02/25/2014



**PROGRESSIVE  
COMMUNICATIONS**  
E-RATE SPIN NUMBER 1403020237

E-RATE PROPOSAL – RESPONSE TO E-RATE 470 APPLICATION 907510001209034, Yr. 17 – VIDEO OVER IP

**SUMMARY OF CHARGES: VIDEO OVER IP - SAFARI MONTAGE VIDEO DISTRIBUTION  
GADSDEN COUNTY SCHOOLS**

**ATTACHMENT A**

PRODUCT CATEGORY	TOTAL SALE	E-RATE NON ELIGIBLE PORTION	E-RATE ELIGIBLE PORTION
SVS-IPTV	\$758,515.00	\$0.00	\$758,515.00
Pathways	\$1,310,753.00	\$4,291.00	\$1,306,462.00
Training	\$56,905.00	\$2,995.00	\$0.00
Cabling	\$224,726.00	\$0.00	\$224,726.00
<b>TOTAL:</b>	<b>\$2,350,899.00</b>		
	<b>TOTAL NON ELIGIBLE</b>	<b>\$7,286.00</b>	<b>TOTAL E-RATE ELIGIBLE</b>
			<b>\$2,289,703.00</b>

**\*SWITCH UPGRADE IS REQUIRED IN EACH SCHOOL PRIOR TO SAFARI MONTAGE DEPLOYMENT**

**\*ALL NEEDED POWER TO BE PROVIDED BY GADSDEN COUNTY SCHOOLS**

**Corporate Office: 100 Industrial Park Road Milledgeville, GA. 31061 1-800-982-8315**

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**PROGRESSIVE  
COMMUNICATIONS**  
E-RATE SPIN NUMBER 1403020237

E-RATE PROPOSAL – RESPONSE TO E-RATE 470 APPLICATION 907510001209034, Yr. 17 – VIDEO OVER IP

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**\*ALL NEEDED POWER TO BE PROVIDED BY GADSDEN COUNTY SCHOOLS**

**SUMMARY SHEET**

**RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA**

**AGENDA ITEM NO.** 10a

**DATE OF SCHOOL BOARD MEETING:** May 27, 2014

**TITLE OF AGENDA ITEMS:** Approval for Emergency Repairs for HVAC

**DIVISION:** Finance Department

**PURPOSE AND SUMMARY OF ITEMS:** Board approval for emergency repairs needed to HVAC unit in building 700 at EGHS. This vendor has exceeded the \$15,000 amount during the fiscal year.

**FUND SOURCE:** General Fund

**AMOUNT:** \$3,242.00

**PREPARED BY:** Kim Ferree

**POSITION:** Assistant Superintendent for Business Services

**INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER**

        Number of ORIGINAL SIGNATURES NEEDED by preparer.

**SUPERINTENDENT'S SIGNATURE:** page(s) numbered                                 

**CHAIRMANS'S SIGNATURE:** page(s) numbered                                 

**Be sure that the Comptroller has signed the budget page.**

THE SCHOOL BOARD OF GADSDEN COUNTY

DATE

PURCHASE ORDER NO.

05-15-2014

35 MARTIN LUTHER KING, JR., BLVD. QUINCY, FLORIDA 32351  
 PHONE (850) 627-9651 FAX (850) 627-2760  
[www.gcps.k12.fl.us](http://www.gcps.k12.fl.us)

186448

FL SALES TAX EXEMPTION # 85-8012621915C-2

FEDERAL ID # 59-6000615

<p><b>VENDOR</b> V B109900000 Brooks Air</p>	<p><b>SHIP TO THIS ADDRESS</b> Maintenance Dept. School Board of Gadsden County 35 Martin Luther King Jr. Blvd Quincy FL 32351</p>
--	--

PRINCIPAL / SUPERVISOR	COMPTROLLER <i>Kim Jencee</i>	SUPERINTENDENT
------------------------	----------------------------------	----------------

QUANTITY	PRODUCT NO.	DESCRIPTION	UNIT PRICE	TOTAL
<b>Emergency Repair of Equipment @ East Gadsden High School:</b>				
		See Memo to Supt. James RE: Emergency		
		See Proposal Bldg 700 EGHS for full details.	1	\$3,242.00

*bd notification: 5/27/14*

**TOTAL \$3,242.00**

PAY TERMS: NET 30

- All correspondence/shipments must reflect the PO number. For prompt payment mail invoice to Accounts Payable address above.
- If box checked and you accept this PO, goods/services & invoice must be received by the District no later than June 15 of the CURRENT YEAR. NO FINANCIAL OBLIGATION continues after June 30 of the CURRENT YEAR if the box is checked. This PO is void after one year.
- Notice to Vendor/Contractor: By acceptance of the contract/order in excess of \$10,000 and involving Federal Funds, the Vendor/Contractor agrees to comply with Title 34 Section 80.36 Code of Federal Regulations. Termination for cause and for convenience by the grantee or sub grantee including the manner by which it will be affected and the basis for settlement will be decided by the School Board of Gadsden County. In addition, the Vendor/Contractor agrees to comply with Florida Statute 257.36 regarding retention of records for 5 years.

DISTRIBUTION TO BE COMPLETED BY ORIGINATOR						TOTAL 3,242.00	FINANCE DEPT USE EXPENDITURE
FUND	FUNCTION	OBJECT	CENTER	PROJECT	PROGRAM	AMOUNT	
110	8100	350	0071	1101379		3,242.00	

**VENDOR**





Shirley Alday &lt;aldays@gcpsmail.com&gt;

---

**Emergency repair HVAC EGHS building 700**

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**Wayne Shepard** <shepardw@gcpsmail.com>

Thu, May 15, 2014 at 1:20 PM

To: Reginald James &lt;jamesr@gcpsmail.com&gt;

Cc: Rosalyn Smith &lt;smithr@gcpsmail.com&gt;, Kimberly Ferree &lt;ferreek@gcpsmail.com&gt;, Shirley Alday &lt;aldays@gcpsmail.com&gt;, Mary Rutten &lt;ruttenm@gcpsmail.com&gt;, LeAnn Ranew &lt;ranewl@gcpsmail.com&gt;

MR. JAMES

I'm asking for an emergency repair P.O. for \$3,242.00 for repair parts to fix HVAC unit in building 700 at East Gadsden High School.

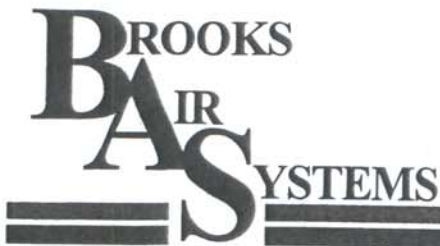
This emergency P.O. is being requested because of graduation activities taking place next week. The school has requested that the Air be left on in this building until 9:00pm on May 21, 2014. Right now it does not have any air conditioning.

This school is under a maintenance agreement with Brooks Air Systems. But the damage to the parts needing replacement were caused by an overhead pipe that burst and shorted out the control boxes. (No fault of theirs)

Please see attached quote from Brooks Air.

**East Gadsden HS Bldg 700 drive & APLC 5-5-14 REV.doc**

40K



Commercial HVAC Equipment, Controls, Service, Electrical & Parts

**Proposal**

**Date:** May 15, 2014  
**To:** Wayne Shepard – Gadsden County Schools  
**Project:** East Gadsden High School Building 700

We propose to furnish the following equipment and/or service for the above referenced project. Upon approval, Brooks Air Systems may invoice for 35% of the project amount for material purchase and mobilization. Brooks Air Systems standard terms and conditions apply to this quotation.

**This proposal includes:**

- Remove existing defective Danfoss Variable Frequency Drive (water damaged)
- Replace drive with an new ABB ACH550-PDR-021 VFD with E-Bypass
- Remove and replace the Alerton TX APLC controller (water damaged)
- Includes installation and factory certified start up
- ABB drive has 2 full year parts and labor warranty, Alerton APLC 1 year

**This proposal does not include:**

- Refrigerant, parts other than listed above, overtime or weekend work or anything not specifically mentioned above

**Total Price:** Three Thousand Two Hundred Forty Two Dollars \$3,242.00

\*This proposal is valid for Thirty (30) days from date of issue.

\*Full freight allowed and all applicable taxes are included.

**BROOKS AIR SYSTEMS, INC.**

Accepted By: \_\_\_\_\_

Date: \_\_\_\_\_

P. O. Number: \_\_\_\_\_

\_\_\_\_\_  
Tom Zimmerly  
Sales Engineer

*W.S.*

**SUMMARY SHEET**

**RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA**

**AGENDA ITEM NO.** 10b

**DATE OF SCHOOL BOARD MEETING:** May 27, 2014

**TITLE OF AGENDA ITEM:** Annual Maintenance of Fire Extinguishers District Wide

**DIVISION:** Facilities

       This is a CONTINUATION of a current project, grant, etc.

**PURPOSE AND SUMMARY OF ITEM:** For Board approval of annual maintenance of fire extinguishers. \*Sole Source vendor in Gadsden County—Edwards Fire Protection, Inc.

**FUND SOURCE:** 110

**AMOUNT:** \$6,998.75

**PREPARED BY:** *W.S.*  
Wayne Shepard

**POSITION:** Director of Facilities

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**INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER**

       Number of ORIGINAL SIGNATURES NEEDED by preparer.

SUPERINTENDENT'S SIGNATURE: page(s) numbered \_\_\_\_\_

CHAIRMAN'S SIGNATURE: page(s) numbered \_\_\_\_\_

Be sure that the COMPTROLLER has signed the budget page.

This form is to be duplicated on light blue paper.

**2014 MAY 20 AM 10:50**  
**GADSDEN SCHOOL BOARD**  
**OFFICE OF ASSISTANT**  
**SUPERINTENDENT**

Edwards Fire Protection, Inc.  
3690 Mt Pleasant Road  
Quincy, FL 32352

RE: Sole Source Letter  
Thursday, May 8, 2014

Gadsden County School Board Maintenance:

This is to confirm that Edwards Fire Protection, Inc. is the sole source provider of fire extinguisher sales, service and recertification located in Gadsden County.

Edwards Fire Protection, Inc. is a minority owned business located at 3690 Mt Pleasant Rd, Quincy, Florida. All employees of this business are also residents of Gadsden County.

All work performed by Edwards Fire Protection, Inc. is done by state of Florida licensed and permitted employees and is done according to NFPA standards.

Thank You



Katy Edwards  
President  
Edwards Fire Protection, Inc.

**Edwards Fire Protection, Inc**

**3690 Mt. Pleasant Rd**

**Quincy, FL 32352**

**(850) 856-5620**

**Rate Schedule**

Date	Estimate #
5/7/2014	4630

Name / Address
Gadsden District Schools 35 Martin Luther King, Jr. BLV Quincy, Fla. 32351 Attn: Maintenance

Requestor	Rep
Mary Rutten	JME

Item	Description	Rate
A-500	5lb ABC Amerex Fire Extinguisher-NEW-UL Rating (2A:10B:C)	41.50
AM	Annual Maintenance of Fire Extinguishers	3.75
5ABCR	5lb ABC Recharge/6 Yr Internal exam	15.00
10ABCR	10lb ABC-BC Recharge/6 Yr Internal exam	17.00
HT	Hydro-test 12 Yr Dry Chemical	12.00
TC	Trip Charge per school	15.00
MISC	Misc. Parts, Dry Chemical, etc.- as needed	
UC	Unforeseen charges due to tampering by students	

Thank You for considering Edwards Fire Protection, Inc. for your fire protection needs.

Signature

*Katy Edwards*  
Katy Edwards

# Proposal

Edwards Fire Protection, Inc  
 3690 Mt. Pleasant Rd  
 Quincy, FL 32352  
 (850) 856-5620

Proposal Submitted To	Date	
Gadsden District Schools 35 Martin Luther King, Jr. BLV Quincy, Fla. 32351 Attn: Maintenance	5/7/2014	
	Contact	Proposal #
	Mary Rutten	4631
We hereby submit specifications for:		Total
Max Walker Admin Bldgs		223.00
George Monroe Elementary		1,010.50
St. John Elementary		123.75
GEMS		189.00
Shanks Middle School		327.00
Stewart Street		471.00
Carter Parramore Academy		177.00
Greensboro Elementary		355.50
West Gadsden High School		321.75
Havana Elementary		573.00
Chattahoochee Elementary		1,132.50
Havana Middle		206.25
Gretna Elementary		170.25
Gadsden Technical Institute		214.25
Gadsden Central Academy		87.00
Hope Academy		41.25
East Gadsden High School		520.75
Misc. Parts & Dry Chemical		455.00
Unforeseen charges due to tampering by students		400.00
<b>Total</b>		<b>\$6,998.75</b>

Authorized Signature	
----------------------	---

Note: This proposal may be withdrawn by us if not accepted within 30 days.

**Acceptance of Proposal**

The above prices and specifications are satisfactory and are hereby accepted. You are authorized to do the work as specified.  
 Date of Acceptance \_\_\_\_\_

Signature  
 \_\_\_\_\_

**SUMMARY SHEET**

**RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA**

**AGENDA ITEM NO.** 10c

**DATE OF SCHOOL BOARD MEETING:** May 27, 2014

**TITLE OF AGENDA ITEMS:** Request to Delete from Capital Assets and Sale to Highest Bidder

**DIVISION:** Finance Department

**PURPOSE AND SUMMARY OF ITEMS:**

In accordance with Sections 274.04, 274.05 and 274.06, Florida Statutes, Board approval is requested to delete \$448,208.00 plus applicable depreciation from the Motor Vehicle Capital Assets. This action is required based on the information received from the Director of Transportation.

<b>VIN #</b>	<b>Purchase Price</b>	<b>Miles</b>	<b>Inventory Tag #</b>	<b>Vehicle #</b>
1. 1BAKGCKAX7F239195	69,725.00	143026	200647	06-16
2. 1TBBU3B2511089839	69,191.00	218720	200728	00-143
3. 1HVBBAAN6YH290884	51,416.00	189575	200638	00-131
4. 1T88U3B2111093855	63,191.00	215450	200196	00-115
5. 1HVBBAAN0YH29088	51,416.00	203067	200106	00-110
6. 2B4HB11Y1YK151573	16,887.00	262165	220670	01-514
7. 1T88U3B2X11093854	63,191.00	172131	200118	00-137
8. 1T88U3B2311089838	63,191.00	223251	200217	00-90

**TOTAL NUMBER OF VEHICLES** 8

**REVENUE:**           **Applicable Funds**

**AMOUNT:**           **\$448,208. 00**

**PREPARED BY:**     **Bruce James**

**POSITION(s):**       **Inventory Control Specialist**

---

DIST: 20 FY: 14

2. FIXED ASSETS  
 NUMB: 00200647

TIME: 11:35

ITEM CODE-----DESCRIPTION -----SERIAL #-----  
 5000015 BUSES 1BAKGCKAX7F239195

TAGGED? MODEL # VDR: V 999999999 VENDOR PRIOR TO TERMS  
 Y 06 MFG: M 000000415 BLUEBIRD  
 VEH: 06-16 TAG: 232671 TITLE: \_\_\_\_\_

LOCATED CNTR: 9003 TRANS.DEPT-SCHOOL BD GADSDEN DEPT: \_\_ BLD: 00 RM: 0000

ACQUIRED DATE P.O.# CHECK# OLG OWN CNTR-OBJ-FND-PROJECT-----AMOUNT  
 040306 \_\_\_\_\_ 045108 0 \_ \_\_\_\_\_ 69,725.00

MAINT CONTRACT: \_\_\_\_\_  
 COMMENTS HOMER KNIGHT TOTAL COST: 69,725.00

STATUS INV DT CN -----DISPOSITION----- DISP DT LIF ACCUM DEPR: 50,550.63  
 \_\_\_\_\_ G 07 REMOVED 021014 10 CURR VAL: 19,174.37  
 SALVAGE: \_\_\_\_\_

IF SOLD DATE: RECEIPT NO: SOLD FOR: \_\_\_\_\_

FIXED ASSET RECORD DISPLAYED. NEXT? TERML: 8AN7

4-© 1 TERMS 199.44.72.2 TW1H0058 2/41



DIST: 20 FY: 14

2. FIXED ASSETS

TIME: 11:35

NUMB: 00200728

ITEM CODE-----DESCRIPTION -----SERIAL #-----  
 5000015 BUSES 1TBBU3B2511089839

TAGGED? MODEL # VDR: V 999999999 VENDOR PRIOR TO TERMS  
 Y 00 MFG: M 000001168 THOMAS  
 VEH: 00-143 TAG: 72879 TITLE: \_\_\_\_\_

LOCATED CNTR: 9003 TRANS.DEPT-SCHOOL BD GADSDEN DEPT: \_\_ BLD: 00 RM: 0000

ACQUIRED	DATE	P.O.#	CHECK#	OLG	OWN	CNTR-OBJ-FND-PROJECT	AMOUNT
	021600	_____	_____	0	-	_____	63,191.00

MAINT CONTRACT: \_\_\_\_\_  
 COMMENTS WALKER TOTAL COST: 63,191.00

STATUS INV DT CN ----DISPOSITION---- DISP DT LIF ACCUM DEPR: 63,191.00  
 \_\_\_\_\_ G 07 REMOVED 021014 10 CURR VAL:

IF SOLD DATE: RECEIPT NO: SALVAGE: \_\_\_\_\_  
 SOLD FOR: \_\_\_\_\_

FIXED ASSET RECORD DISPLAYED. NEXT? TERML: 8AN7

4-©	1	TERMS	199.44.72.2	TW1H0058	2/41
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DIST: 20 FY: 14

2. FIXED ASSETS  
 NUMB: 00200638

TIME: 11:35

ITEM CODE-----DESCRIPTION -----SERIAL #-----  
 5000015 BUSES 1HVBBAAN6YH290884

TAGGED? MODEL # VDR: V 999999999 VENDOR PRIOR TO TERMS  
 Y 00 MFG: M 000000400 INTERNATIONAL  
 VEH: 00-131 TAG: 120562 TITLE: \_\_\_\_\_

LOCATED CNTR: 9003 TRANS.DEPT-SCHOOL BD GADSDEN DEPT: \_\_ BLD: 00 RM: 0000

ACQUIRED DATE P.O.# CHECK# OLG OWN CNTR-OBJ-FND-PROJECT-----AMOUNT  
 021600 \_\_\_\_\_ 0 - \_\_\_\_\_ 51,416.00

MAINT CONTRACT: \_\_\_\_\_  
 COMMENTS SPARE \_\_\_\_\_ TOTAL COST: 51,416.00

STATUS INV DT CN ----DISPOSITION---- DISP DT LIF ACCUM DEPR: 51,416.00  
 \_\_\_\_\_ G 07 REMOVED 021014 10 CURR VAL:

IF SOLD DATE: RECEIPT NO: SALVAGE: \_\_\_\_\_  
 SOLD FOR: \_\_\_\_\_

FIXED ASSET RECORD DISPLAYED. NEXT? TERML: 8AN7

4-© 1 TERMS 199.44.72.2 TW1H0058 2/41

DIST: 20 FY: 14 2. FIXED ASSETS TIME: 11:35  
 NUMB: 00200196

ITEM CODE-----DESCRIPTION -----SERIAL #-----  
 5000015 BUSES 1T88U3B2111093855

TAGGED? MODEL # VDR: V 999999999 VENDOR PRIOR TO TERMS  
 Y 00 MFG: M 000001168 THOMAS  
 VEH: 00-115 TAG: 120541 TITLE: \_\_\_\_\_

LOCATED CNTR: 9003 TRANS.DEPT-SCHOOL BD GADSDEN DEPT: \_\_ BLD: 00 RM: 0000

ACQUIRED DATE P.O.# CHECK# OLG OWN CNTR-OBJ-FND-PROJECT-----AMOUNT  
 040500 \_\_\_\_\_ 0 - \_\_\_\_\_ 63,191.00

MAINT CONTRACT: \_\_\_\_\_  
 COMMENTS AMY PROCTOR TOTAL COST: 63,191.00

STATUS INV DT CN ----DISPOSITION---- DISP DT LIF ACCUM DEPR: 63,191.00  
 \_\_\_\_\_ G 07 REMOVED 021014 10 CURR VAL:

IF SOLD DATE: RECEIPT NO: SALVAGE: \_\_\_\_\_  
 SOLD FOR: \_\_\_\_\_

FIXED ASSET RECORD DISPLAYED. NEXT? TERML: 8AN7

4-© 1 TERMS 199.44.72.2 TW1H0058 2/41

DIST: 20 FY: 14

2. FIXED ASSETS  
NUMB: 00200106

TIME: 11:45

ITEM CODE-----DESCRIPTION -----SERIAL #-----  
5000015 BUSES 1HVBBAAN0YH290881

TAGGED? MODEL # VDR: V 999999999 VENDOR PRIOR TO TERMS  
Y 00 MFG: M 000000400 INTERNATIONAL  
VEH: 00-110 TAG: 120527 TITLE: \_\_\_\_\_

LOCATED CNTR: 9003 TRANS.DEPT-SCHOOL BD GADSDEN DEPT: \_\_ BLD: 00 RM: 0000

ACQUIRED DATE P.O.# CHECK# OLG OWN CNTR-OBJ-FND-PROJECT-----AMOUNT  
021600 \_\_\_\_\_ 0 - \_\_\_\_\_ 51,416.00

MAINT CONTRACT: \_\_\_\_\_  
COMMENTS LINDA COSTER TOTAL COST: 51,416.00

STATUS INV DT CN ----DISPOSITION---- DISP DT LIF ACCUM DEPR: 51,416.00  
\_\_\_\_\_ G 07 REMOVED 021014 10 CURR VAL:

IF SOLD DATE: RECEIPT NO: SALVAGE: \_\_, \_\_, \_\_. \_\_  
SOLD FOR: \_\_, \_\_, \_\_. \_\_

FIXED ASSET RECORD DISPLAYED. NEXT? TERML: 8A0J

4-© 1 TERMS 199.44.72.2 TW1H0209 2/41

DIST: 20 FY: 14

2. FIXED ASSETS  
 NUMB: 00200670

TIME: 11:45

ITEM CODE-----DESCRIPTION -----SERIAL #-----  
 5000001 VANS 2B4HB11Y1YK151573

TAGGED? MODEL # VDR: V 999999999 VENDOR PRIOR TO TERMS  
 Y 01 MFG: M 000000007 DODGE  
 VEH: 01-514 TAG: 120573 TITLE: \_\_\_\_\_

LOCATED CNTR: 9003 TRANS.DEPT-SCHOOL BD GADSDEN DEPT: \_\_ BLD: RM: 0000

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 062801 \_\_\_\_\_ 0 \_ \_\_\_\_\_ 16,887.00

MAINT CONTRACT: \_\_\_\_\_  
 COMMENTS MAIL VAN -BAMA TOTAL COST: 16,887.00

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 \_\_\_\_\_ G 07 REMOVED 021014 7 CURR VAL:

IF SOLD DATE: RECEIPT NO: SALVAGE: \_\_\_\_\_  
 SOLD FOR: \_\_\_\_\_

FIXED ASSET RECORD DISPLAYED. NEXT? TERML: 8A0J

4-© 1 TERMS 199.44.72.2 TW1H0209 2/41

DIST: 20 FY: 14

2. FIXED ASSETS  
 NUMB: 00200118

TIME: 12:09

ITEM CODE-----DESCRIPTION -----SERIAL #-----  
 5000015 BUSES 1T88U3B2X11093854

TAGGED? MODEL # VDR: V 999999999 VENDOR PRIOR TO TERMS  
 Y 00 MFG: M 000001168 THOMAS  
 VEH: 00-137 TAG: 120540 TITLE: \_\_\_\_\_

LOCATED CNTR: 9003 TRANS.DEPT-SCHOOL BD GADSDEN DEPT: \_\_ BLD: RM:

ACQUIRED DATE P.O.# CHECK# OLG OWN CNTR-OBJ-FND-PROJECT-----AMOUNT  
 040500 \_\_\_\_\_ 0 - \_\_\_\_\_ 63,191.00

MAINT CONTRACT: \_\_\_\_\_  
 COMMENTS AMOS BOSTICK TOTAL COST: 63,191.00

STATUS INV DT CN ----DISPOSITION---- DISP DT LIF ACCUM DEPR: 63,191.00  
 \_\_\_\_\_ G 07 REMOVED 030314 10 CURR VAL:

IF SOLD DATE: RECEIPT NO: SALVAGE: \_\_\_\_\_  
 SOLD FOR: \_\_\_\_\_

FIXED ASSET RECORD DISPLAYED. NEXT? TERML: 8A05

4-© 1 TERMS 199.44.72.2 TW1H0361 2/41

DIST: 20 FY: 14 2. FIXED ASSETS TIME: 12:03  
 NUMB: 00200217

ITEM CODE-----DESCRIPTION -----SERIAL #-----  
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TAGGED? MODEL # VDR: V 999999999 VENDOR PRIOR TO TERMS  
 Y 00 MFG: M 000001168 THOMAS  
 VEH: 00-90 TAG: 120542 TITLE: \_\_\_\_\_

LOCATED CNTR: 9003 TRANS.DEPT-SCHOOL BD GADSDEN DEPT: \_\_ BLD: 00 RM: 0000

ACQUIRED DATE P.O.# CHECK# OLG OWN CNTR-OBJ-FND-PROJECT-----AMOUNT  
 040500 \_\_\_\_\_ 0 \_\_\_\_\_ 63,191.00

MAINT CONTRACT: \_\_\_\_\_  
 COMMENTS SPARE TOTAL COST: 63,191.00

STATUS INV DT CN -----DISPOSITION----- DISP DT LIF ACCUM DEPR: 63,191.00  
 \_\_\_\_\_ G 07 REMOVED 030314 10 CURR VAL:

IF SOLD DATE: RECEIPT NO: SALVAGE: \_\_\_\_\_  
 SOLD FOR: \_\_\_\_\_

FIXED ASSET RECORD DISPLAYED. NEXT? TERML: 8A05

4-© 1 TERMS 199.44.72.2 TW1H0361 2/41

*Submittal*

SUMMARY SHEET

RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA

**AGENDA ITEM NO.** 11a

**DATE OF SCHOOL BOARD MEETING:** May 27, 2014

**TITLE OF AGENDA ITEM:** Inservice Program for English for Speakers of Other Languages (ESOL) Add-On Endorsement

**DIVISION:** Human Resources/Staff Development & K-12 Education

\_\_\_\_\_ This is a CONTINUATION of a current project, grant, etc.

**PURPOSE AND SUMMARY OF ITEM:**  
(Type and Double Space)

The purpose of this agenda item is to request board approval of the Inservice Program for English for Speakers of Other Languages (ESOL) Add-On Endorsment.

**FUND SOURCE:** NA

**AMOUNT:** NA

**PREPARED BY:** Sylvia R. Jackson, Ed.D. & Pink Hightower, Ph.D.



**POSITION:** K-12 Director / Human Resources & Staff Development Director

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INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER

\_\_\_1\_\_\_ Number of ORIGINAL SIGNATURES NEEDED by preparer.

SUPERINTENDENT'S SIGNATURE: page(s) numbered 1

CHAIRMAN'S SIGNATURE: page(s) numbered 1

GAOSDEN SCHOOL BOARD  
OFFICE OF ASSISTANT  
SUPERINTENDENT  
2014 MAY 20 PM 3:53



Inservice Program  
For Add-On Endorsement

In the Area of

**ESOL**

Professional Development Center  
Panhandle Area Educational Consortium  
753 West Boulevard  
Chipley, Florida 32428  
(850) 638-6131

Recommended to the Gadsden School Board on May 27, 2014

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Superintendent

Approved by the Gadsden School Board on May 27, 2014

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Chairman of the Board

**INSERVICE PROGRAM**  
**FOR ADDING AN ENDORSEMENT IN**  
**English for Speakers of Other Languages**  
**ESOL Endorsement**  
**TO A FLORIDA EDUCATOR'S CERTIFICATE**  
**Prepared By The**  
**Panhandle Area Educational Consortium**

**2014**



Panhandle Area Educational Consortium  
Patrick L. McDaniel, Executive Director  
753 West Boulevard  
Chipley, FL 32428  
[www.paec.org](http://www.paec.org)  
850-638-6131  
Toll free: 1-877-873-7232

# The Panhandle Area Educational Consortium

## ESOL Add-On Endorsement

### I. PROGRAM TITLE

Panhandle Area Educational Consortium's Add-On Certification Program  
English for Speakers of Other Languages (ESOL) Endorsement

### II. PROGRAM RATIONALE AND PURPOSE

Florida school districts, including two of the largest in the nation, educate over 250,000 English Language Learners (ELLs), with 230 different languages spoken among them. These demographics reflect a continued increase of ELLs throughout Florida. The Florida Department of Education's Bureau of Student Achievement through Language Acquisition (SALA) assists schools and districts, while ensuring ELLs receive comprehensible instruction. In addition, the Bureau monitors schools and districts for compliance with state and federal rules, regulations, the 1990 League of United Latin American Citizens (LULAC) et al. v. the State Board of Education (SBE) Consent Decree, and the 2003 Modification of the Consent Decree.

District Add-on Certification Programs for English for Speakers of Other Languages (ESOL) Endorsement must reflect the new State Board of Education approved **FLORIDA TEACHER STANDARDS for ESOL ENDORSEMENT**; Rule [6A-4.02451](#).

The Panhandle Area Educational Consortium (PAEC) is composed of fourteen small and rural school districts in the northwest part of the state. Although these districts traditionally have few students who speak other languages, the number of students categorized as English Language Learners (ELLs) is increasing. While significant progress has been made toward ensuring that teachers needing ESOL training have received appropriate professional development, the need to provide this professional development support continues to grow as a result of increasing numbers of English Language Learners locating throughout the consortium-served area.

With this in mind, PAEC offers a viable solution, using twenty-first century technology for training teachers, administrators and guidance counselors in an exemplary fashion to employ research-based practices, proven effective with English Language Learners. No matter the location, districts and their teachers will find it convenient to access the high-quality online courses, available 24/7, by utilizing the electronic Professional Development Connections (ePDC).

Each PAEC online ESOL course is designed so that participants can have continual online interaction with the course facilitator. Through the ePDC's online course system, facilitators and participants discuss course content, implementation, follow-up and evaluation. The course facilitator is essentially the gatekeeper for quality control. If a participant's response is faulty, not detailed enough, or lacks the superior quality required, the facilitator responds and requires elaboration or justification from the participant. It is through this meaningful dialogue that learning is demonstrated and quality is maintained for all online course participants.

When a participant in a PAEC-offered online ESOL course successfully completes the course requirements, the number of credit hours is posted to the participant's transcript, housed within the ePDC. Completion records and other reports, tailored to district needs, are available to appropriate district personnel at any time, upon request.

Note: Each district is the authorizing body for approval of individual ESOL courses for endorsement, certification, or to meet Categories I, II, III and IV professional development requirements.

### **Certification Requirements**

The certification requirements for teachers of ESOL include general and professional preparation as specified in State Board Rule 6A-4.0244. ESOL may be added to a standard coverage through the earning of college course credit, district add-on program using in-service points, or a combination of in-service and course work. The in-service requirements for ESOL are referenced in State Board Rule 6A-6.0907. This PAEC Add-on Program deals only with in-service and/or the combination of in-service with college credit. College course credits may be reported directly to the state teacher certification office if the endorsement is to be granted using college coursework alone. Statutory Authority Reference: Florida Statutes, 1001.02, 1012.55, and 1012.56.

### **Purposes**

The purposes of the PAEC ESOL Add-On Endorsement Program are:

1. to ensure that English Language Learners have appropriately qualified teachers;
2. to develop competencies of teachers, guidance counselors, and school administrators, enabling them to effectively meet the academic, social, and emotional needs of English Language Learners;
3. to assist educators in obtaining or renewing certification; and,
4. to provide high-quality professional learning opportunities that are flexible and respectful of time and resources.

Current teaching credentials of each teacher participating in this program will be evaluated on an individual basis by the district certification contact and/or professional development director to determine which portions of the program must be completed. The in-service components are also appropriate for any teacher seeking renewal of certification, providing the component has not been previously completed.

### **III. PROGRAM CONTENT/CURRICULUM**

This professional learning program focuses on topics of study reflected in the DOE/META Agreement and State Board Rule 6A-4.0244-Specialization Requirements for Adding English for Speakers of Other Languages Endorsement to a Florida Educator's Certificate. The following Domains have been approved by the Florida Department of Education for ESOL Endorsement Programs:

- Domain 1: Culture (Cross-cultural Communications)
- Domain 2: Language and Literacy (Applied Linguistics)
- Domain 3: Methods of Teaching English to Speakers of Other Language (ESOL)
- Domain 4: ESOL Curriculum and Materials Development
- Domain 5: Assessment (ESOL Testing and Evaluation)

#### **A. PROFESSIONAL EDUCATION STUDIES**

The Florida Professional Standards for Endorsement are organized around domains, standards within each domain, and performance indicators for each standard. A domain can be seen as an overarching category of study that identifies a broad conceptual area. For the purpose of this document, each domain is considered synonymous with the use of the term 'area' as used in the Florida Consent Decree Section IV, A1(3). Each domain is defined by its standards which identify the core knowledge, skills, and dispositions that must be addressed within each domain. For each standard, the document lists a set of key performance indicators, which provide specific criteria for demonstrating mastery of the standards.

#### **B. NATIONALLY RECOGNIZED GUIDELINES**

The Florida Professional Development Standards for Endorsement of teachers providing basic ESOL instruction to English Language Learners (henceforth, the Florida ESOL Endorsement Standards) drew significantly from the revised draft Standards for the Recognition of Initial Teacher Preparation in P-12 ESL Teacher Education developed by Teachers of English to Speakers of Other Languages Inc. (TESOL), (TESOL, 2008; henceforth TESOL Teacher Standards). These standards are available at <http://www.tesol.org/advance-the-field/standards/standards-for-adult-education/standards-for-esl-efl-teachers-of-adults-> (2008).

## Competencies

**Table 1**

*Domains and Standards Considered in Development of PAEC Add-On Endorsement*

<b>Domain</b>	<b>Standard</b>
Domain 1: Cross-Cultural Communications	1.1 Culture as a Factor in ELLs' Learning
Domain 2: Applied Linguistics	2.1 Language as a System 2.2 Language Acquisition and Development 2.3 Second Language Literacy Development
Domain 3: Methods of Teaching English to Speakers of Other Languages	3.1 ESL/ESOL Research and History 3.2 Standards-Based ESL and Content Instruction 3.3 Effective Use of Resources and Technologies
Domain 4: ESOL Curriculum and Materials Development	4.1 Planning for Standards-Based Instruction of ELLs 4.2 Instructional Resources and Technology
Domain 5: Assessment (ESOL Testing and Evaluation)	5.1 Assessment Issues for ELLs 5.2 Language Proficiency Assessment 5.3 Classroom-Based Assessment for ELLs

## IV. INSTRUCTIONAL DESIGN AND DELIVERY

Domains and standards taken into consideration for the development of the PAEC ESOL Add-On Endorsement Program are listed below.

### A. INSTRUCTIONAL STRANDS

#### **Domain 1: Culture (Cross-Cultural Communications)**

*Standard 1: Culture as a Factor in ELLs' Learning*

Teachers will know and apply understanding of theories related to the effect of culture in language learning and school achievement for ELLs from diverse backgrounds. Teachers will identify and understand the nature and role of culture, cultural groups, and individual cultural identities.

#### **Domain 2: Language and Literacy (Applied Linguistics)**

*Standard 1: Language as a System*

Teachers will demonstrate understanding of language as a system, including phonology, morphology, syntax, semantics and pragmatics; support ELLs' acquisition of English in order to learn and to read, write, and communicate orally in English.

*Standard 2: Language Acquisition and Development*

Teachers will understand and apply theories and research on second language acquisition and development to support ELLs' learning.

*Standard 3: Second Language Literacy Development.*

Teachers will demonstrate an understanding of the components of literacy, and will understand and apply theories of second language literacy development to support ELLs' learning.

**Domain 3: Methods of Teaching English to Speakers of Other Languages (ESOL)**

*Standard 1: ESL/ESOL Research and History*

Teachers will demonstrate knowledge of history, public policy, research and current practices in the field of ESL/ESOL teaching and apply this knowledge to improve teaching and learning for ELLs.

*Standard 2: Standards-Based ESL and Content Instruction*

Teachers will know, manage, and implement a variety of teaching strategies and techniques for developing and integrating ELLs' English listening, speaking, reading, and writing skills. The teacher will support ELLs' access to the core curriculum by teaching language through academic content.

*Standard 3: Effective Use of Resources and Technologies*

Teachers will be familiar with and be able to select, adapt and use a wide range of standards-based materials, resources, and technologies.

**Domain 4: ESOL Curriculum and Materials Development**

*Standard 1: Planning for Standards-Based Instruction of ELLs*

Teachers will know, understand, and apply concepts, research, best practices, and evidenced-based strategies to plan classroom instruction in a supportive learning environment for ELLs. The teacher will plan for multilevel classrooms with learners from diverse backgrounds using a standards-based ESOL curriculum.

*Standard 2: Instructional Resources and Technology*

Teachers will know, select, and adapt a wide range of standards-based materials, resources, and technologies.

**Domain 5: Assessment (ESOL Testing and Evaluation)**

*Standard 1: Assessment Issues for ELLs*

Teachers will understand and apply knowledge of assessment issues as they affect the learning of ELLs from diverse backgrounds and at varying English proficiency levels. Examples include cultural and linguistic bias; testing in two languages; sociopolitical and psychological factors; special education testing and assessing giftedness; the importance of standards; the difference between formative and summative assessment; and the difference between language proficiency and other types of assessment (e.g., standardized achievement tests). Teachers will also understand issues around accountability. This includes the implications of standardized assessment as opposed to performance-based assessments, and issues of accommodations in formal testing situations.

*Standard 2: Language Proficiency Assessment*

Teachers will appropriately use and interpret a variety of language proficiency assessment instruments to meet district, state, and federal guidelines, and to inform their instruction. Teachers will understand their uses for identification, placement, and demonstration of

language growth of ELLs from diverse backgrounds and at varying English proficiency levels. Teachers will articulate the appropriateness of ELL assessments to stakeholders.

*Standard 3: Classroom-Based Assessment for ELLs*

Teachers will identify, develop, and use a variety of standards- and performance-based, formative and summative assessment tools and techniques to inform instruction and assess student learning. Teachers will understand their uses for identification, placement, and demonstration of language growth of ELLs from diverse backgrounds and at varying English proficiency levels. Teachers will articulate the appropriateness of ELL assessments to stakeholders.



## B. TRAINING COMPONENTS

### ESOL ENDORSEMENT OPTIONS, CORRELATION OF INSTRUCTIONAL STRANDS, AND MAJOR TOPICS

While any certified teacher may opt to add on the ESOL Endorsement; Category I teachers (Primary Language Arts/English, Developmental Language Arts, Intensive Reading, Reading, Developmental Language Arts or Reading to English Language Learners) are required to obtain the ESOL Endorsement/Certification. Options A – C provide an approved means to fulfill this requirement under the PAEC ESOL Add-On Program.

#### OPTION A

Participants, selecting this option, will complete each of the five, 60-hour online courses listed below through PAEC's electronic Professional Development Connections, for a total of 300 credit hours. See Table 2 for appropriate instructional strands and major topics.

*ESOL: Methods of Teaching English to Speakers of Other Languages (ESOL) Online Course (Course One)*

*ESOL: Applied Linguistics Online Course (Course Two)*

*ESOL: Testing and Evaluation of ESOL Online Course (Course Three)*

*ESOL: Curriculum and Materials Development Online Course (Course Four)*

*ESOL: Cross-Cultural Communications Online Course (Course Five)*

**\*\*Note:** Participants are encouraged to complete *ESOL: Methods of Teaching English to Speakers of Other Languages (ESOL) Online Course* first, followed by *ESOL: Applied Linguistics Online Course*. The other courses may be taken in any order, although the course numbers correspond to the suggested order.

Table 2

*Option A Instructional Strands and Major Topics*

Instructional Strands	Major Topics
<p><b>Domain 1: Culture (Cross-Cultural Communications)</b></p>	<ul style="list-style-type: none"> <li>• Effect of culture in language learning and school achievement for ELLs from diverse backgrounds</li> <li>• Nature and role of culture</li> <li>• Nature and role of cultural groups</li> <li>• Nature and role of individual cultural identities</li> </ul>
<p><b>Domain 2: Language and Literacy (Applied Linguistics)</b></p>	<ul style="list-style-type: none"> <li>• Language as a system</li> <li>• Phonology</li> <li>• Morphology</li> <li>• Syntax</li> <li>• Semantics</li> <li>• Pragmatics</li> <li>• English acquisition to read, write and communicate orally in English</li> <li>• Research on second language acquisition and development</li> <li>• Components of literacy</li> <li>• Theories of second language literacy development</li> </ul>
<p><b>Domain 3: Methods of Teaching English to Speakers of Other Languages (ESOL)</b></p>	<ul style="list-style-type: none"> <li>• History</li> <li>• Public Policy</li> <li>• Research and current practices in teaching ESL/ESOL</li> <li>• Teaching strategies and techniques for developing and integrating English listening, speaking, reading, and writing skills</li> <li>• Teaching language through academic content</li> <li>• Selection, adaptation, and use of standards-based materials, resources, and technologies</li> </ul>
<p><b>Domain 4: ESOL Curriculum and Materials Development</b></p>	<ul style="list-style-type: none"> <li>• Knowing, understanding, and applying concepts, research, best practices, and evidenced-based strategies for planning instruction</li> <li>• Supportive learning environment for ELLs</li> <li>• Planning multilevel classrooms for learners with diverse backgrounds using standards-based ESOL curriculum</li> <li>• Knowing, selecting, and adapting wide range of standards-based materials, resources, and technologies</li> </ul>
<p><b>Domain 5: Assessment (ESOL Testing and Evaluation)</b></p>	<ul style="list-style-type: none"> <li>• Understanding and applying knowledge of assessment issues that affect learning of ELLs from diverse backgrounds and varying levels of English proficiency               <ul style="list-style-type: none"> <li>○ Cultural and linguistic bias</li> <li>○ Testing in two languages</li> <li>○ Sociopolitical and psychological factors</li> <li>○ Special education testing and assessing giftedness</li> </ul> </li> </ul>

	<ul style="list-style-type: none"><li>○ Importance of standards</li><li>○ Formative vs. summative assessment</li><li>○ Difference between language proficiency and other assessment types</li><li>● Accountability issues<ul style="list-style-type: none"><li>○ Implications of standardized vs. performance-based assessments</li><li>○ Accommodations in formal testing</li></ul></li><li>● Use and interpretation of variety of language proficiency assessment instruments to meet district, state, and federal guidelines</li><li>● Use of assessments to identify, place and demonstrate language growth of ELLs</li><li>● Articulation of appropriateness of ELL assessments to appropriate stakeholders</li><li>● Identifying, developing, and using various standards- and performance-based, formative and summative assessment tools and techniques to inform instruction and assess learning</li></ul>
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## OPTION B

Some participants may choose to combine components from Option A with college credit. This is permissible provided all performance standards, for each of the five domains, are met and the total number of ESOL in-service hours equals at least 300. Participants, electing to use college credit to fulfill a portion of the ESOL Endorsement requirements, must provide a college transcript and course description to the appropriate district-level personnel. It will be the responsibility of the appropriate district-level personnel to review the course description(s) and make the determination regarding whether or not the college credit will be counted toward the inservice requirement for the ESOL endorsement.

ESOL In-service or Coursework must include all of the following areas:

- Cross-Cultural Communications
- Applied Linguistics
- Methods of Teaching English to Speakers of Other Languages (ESOL)
- ESOL Curriculum and Materials Development
- Testing and Evaluation of ESOL

**Note:** See **Table 2** for appropriate instructional strands and major topics.

## **OPTION C**

Some participants may choose to combine components from Options A, college credit, district-provided, and/or ESOL courses from district-approved providers. In addition, for teachers who earned ESOL inservice credit while teaching in a school district not covered under the PAEC Add-On ESOL Endorsement Plan (within or outside the State of Florida), the district will assume responsibility for completing a careful review of the course description and/or course requirements and determining whether the inservice meets the performance standards required in order to use the inservice credit toward the ESOL endorsement.

Elements addressed in option C are permissible, provided all performance standards for each of the five domains are met and the total number of ESOL in-service hours equals at least 300. An individual plan of study form must be developed and approved by appropriate district-level personnel for all participants who elect to pursue this option.

**Note:** See **Table 2** for appropriate instructional strands and major topics.

## ADDITIONAL TRAINING OPTIONS

### Category II Teachers

Category II teachers (Social Studies, Mathematics, Science and Computer Literacy) may fulfill their ESOL in-service requirements by successfully completing 60 hours of approved ESOL professional development or three-semester credit hours of college coursework, aligned to the FLDOE-approved ESOL domains and standards.

**Note:** The recommended PAEC online course for Category II teachers is *ESOL: Methods of Teaching English to Speakers of Other Languages (ESOL) Online Course (Course One)*. See the corresponding instructional strands under Option A, **Table 2**.

### Category III Teachers

Category III teachers (subject areas, not included in Categories I and II) may fulfill their ESOL in-service requirements by successfully completing 18 hours of ESOL professional development or three-semester credit hours of college coursework aligned to the FLDOE-approved ESOL domains and standards. See the corresponding instructional strands and major topics under **Table 3**.

**Note:** The recommended PAEC online course for this category of teachers is *ESOL for Category III Teachers*.

**Table 3**  
*Category III Instructional Strands and Major Topics*

<b>Instructional Strands</b>	<b>Major Topics</b>
Methods of Teaching ESOL	Demographics and Legal Requirements
Applied Linguistics	Language Learning
Cross-Cultural Communications	Culture
ESOL Curriculum and Materials Development	Effective Principles and Strategies
Testing and Evaluation of ESOL	Assessing ESOL Students

### Category IV Personnel

Category IV personnel (school administrators and guidance counselors) may fulfill their ESOL in-service requirements by successfully completing 60 hours of ESOL professional development or three semester credit hours of college coursework that addresses the FLDOE approved ESOL competencies for their respective areas. See **Table 4** for corresponding instructional strands and major topics for guidance counselors and **Table 5** for school administrators.

**Note:** PAEC offers the 60-hour online courses, *ESOL for School Administrators* and *ESOL for Guidance Counselors* to meet these professional learning needs.

**Table 4*****Category IV - Guidance Counselor - Instructional Strands and Major Topics***

<b>Instructional Strands</b>	<b>Major Topics</b>
Cross-Cultural Communications	Cultural Awareness
Applied Linguistics	Language Acquisition and Learning
Methods of Teaching English to Speakers of Other Languages (ESOL)	Literacy Development Demographics and Legal Requirements
Testing and Evaluation of ESOL Students	Assessment
All Strands	Academic Advisement
Instructional Strands	Case Study of ELL

**Table 5*****Category IV - School Administrator - Instructional Strands and Major Topics***

<b>Instructional Strands</b>	<b>Major Topics</b>
Methods of Teaching English to Speakers of Other Languages (ESOL)	Demographics and Legal Requirements
Applied Linguistics	Academic Competence, Part A Language Learning Literacy Development
ESOL Curriculum and Materials Development	Academic Competence, Part B
Cross-Cultural Communications	Culture, Part A Culture, Part B
Testing and Evaluation of ESOL Students	Assessment Assessing ESOL Students

## **B. TRAINING COMPONENTS**

### **OPTION A**

#### **MASTER INSERVICE PLAN COMPONENT**

**Component Title: Cross-Cultural Communications Online Course (Course Five)**

**Identifier Numbers:**

**District-Provided: 2-705-422**

**PAEC-Provided: 2-705-522**

**Maximum Points: 60**

**General Objectives:**

Teachers know, understand, and use the major theories and research related to the structure and acquisition of language to support ESOL students' language and literacy development and content area achievement.

**Specific Objectives:**

**Standard 1: Culture as a Factor in ELLs' Learning**

Teachers will know and apply understanding of theories related to the effect of culture in language learning and school achievement for ELLs from diverse backgrounds. Teachers will identify and understand the nature and role of culture, cultural groups, and individual cultural identities.

**Performance Indicators**

1.1. a. Understand and apply knowledge about cultural values and beliefs in the context of teaching and learning of ELLs, from diverse backgrounds and at varying English proficiency levels.

1.1. b. Understand and apply knowledge of concepts of cultural competence, particularly knowledge about how cultural identities affect learning and academic progress for students from diverse backgrounds and at varying English proficiency levels.

1.1. c. Use a range of resources in learning about the cultural experiences of ELLs and their families to guide curriculum development and instruction.

1.1. d. Understand and apply knowledge about the effects of racism, stereotyping, and discrimination in teaching and learning of ELLs from diverse backgrounds and at varying English proficiency levels.

1.1. e. Understand and apply knowledge about home/school connections to build partnerships with ELLs' families.

1.1. f. Understand and apply knowledge about concepts related to the interrelationship between language and culture for students from diverse backgrounds and at varying English proficiency levels.



**Activities:**

The on-line course requires participants to develop a portfolio of online responses as a series of course modules are completed through the FloridaLearns Academy's electronic Professional Development Connections (ePDC) Website. While participating in the online modules, participants may have the opportunity to view embedded video segments pertaining to the content of the module. In addition, participants must complete the reading selections embedded within each module, access online reading assignments, answer specific questions pertaining to each module, and complete individual assignments. Some assignments will require participants to implement strategies learned in the course in their current classrooms and reflect on the implementation process. The course facilitator will interact electronically with the participant, providing timely feedback regarding course responses. Online course activities are aligned to the Section C matrix.

District-provided and/or district-approved activities may employ a variety of learning delivery methods and activities must require successful demonstration of performance indicators as outlined in Section C matrix.

**Evaluation Criteria:**

The instructor will award component completion upon successful participant demonstration of one or more of the following: pre and post tests, completed course assignments, products, demonstration of objectives or competencies, or other method of measurement acceptable to the professional learning facilitator. Activities conducted under this component will be evaluated by participants and inservice leaders to determine 1) the degree to which objectives have been addressed, and 2) the impact of acquired skills on students when implemented in the educational setting.

In all cases participants will:

1. Demonstrate all competencies of the component; and
2. Satisfactorily complete assigned activities and assignments.

**Component Evaluation:**

Through the ePDC, the district Professional Development Director will receive notification of course completion. The system requires an online component evaluation to be completed by the participant before a course is marked completed. This evaluation is a part of the ePDC and conforms to the Florida Professional Development System Evaluation Protocol requirements.

**Learning (Delivery) Methods:**

A professional learning activity under this component must align with at least one of the state-identified delivery methods listed below:

- Workshop
- Electronic, interactive
- Electronic, non-interactive
- Learning Community/Lesson Study group
- Independent Inquiry (Includes, for example, Action Research)

- Structured Coaching, Mentoring (may include one-on-one or small group instruction by a mentor/coach with a teacher with specific learning objectives)

Delivery of the PAEC online course includes electronic, interactive delivery, one-on-one instruction by a coach (the course facilitator), and in some cases, independent inquiry.

**Implementation (Follow-up) Methods:**

An activity under this component must align with at least one of the state-identified implementation methods listed below. An implementation activity must document the impact of a participant's acquired skills on students when implemented in the educational setting.

- Structured Coaching/Mentoring (may include direct observation, conferencing, oral reflection and/or lesson demonstration)
- Independent Learning/Action Research related to training (should include evidence of implementation)
- Collaborative Planning related to training, includes Learning Community
- Participant Product related to training (may include lesson plans, written reflection, audio/videotape, case study, samples of student work)
- Lesson Study group participation
- Electronic – interactive
- Electronic – non-interactive

## MASTER INSERVICE PLAN COMPONENT

**Component Title:** Applied Linguistics Online Course (Course Two)

**Identifier Numbers:**

**District-Provided:** 1-702-421

**PAEC-Provided:** 1-702-521

**Maximum Points:** 60

### **General Objectives:**

Teachers know, understand, and use the major theories and research related to the structure and acquisition of language to support ESOL students' language and literacy development and content area achievement.

### **Specific Objectives:**

#### **Standard 1: Language as a System**

Teachers will demonstrate understanding of language as a system, including phonology, morphology, syntax, semantics and pragmatics; support ELLs' acquisition of English in order to learn and to read, write, and communicate orally in English.

#### **Performance Indicators**

2.1. a. Demonstrate knowledge of the components of language and understanding of language as an integrative and communicative system.

2.1. b. Apply knowledge of phonology (the sound system), morphology (the structure of words), syntax (phrase and sentence structure), semantics (word/sentence meaning), and pragmatics (the effect of context on language) to support ELLs' development of listening, speaking, reading, and writing (including spelling) skills in English.

2.1. c. Demonstrate knowledge of rhetorical and discourse structures as applied to second language and literacy learning.

2.1. d. Demonstrate proficiency in English and model for ELLs the use of appropriate forms of English for different purposes.

2.1. e. Identify similarities and differences between English and other languages reflected in the ELL student population.

#### **Standard 2: Language Acquisition and Development**

Teachers will understand and apply theories and research on second language acquisition and development to support ELLs' learning.

#### **Performance Indicators**

2.2. a. Demonstrate understanding of current and past theories and research in second language acquisition and bilingualism as applied to ELLs from diverse backgrounds and at varying English proficiency levels.

2.2. b. Recognize the importance of ELLs' home languages and language varieties, and build on these skills as a foundation for learning English.

- 2.2. c. Understand and apply knowledge of sociocultural, sociopolitical, and psychological variables to facilitate ELLs' learning of English.
- 2.2. d. Understand and apply knowledge of the role of individual learner variables in the process of learning English as a second language.

**Standard 3: Second Language Literacy Development**

Teachers will demonstrate an understanding of the components of literacy, and will understand and apply theories of second language literacy development to support ELLs' learning.

**Performance Indicators**

- 2.3. a. Understand and apply current theories of second language reading and writing development for ELLs from diverse backgrounds and at varying English proficiency levels.
- 2.3. b. Demonstrate understanding of similarities and differences between L1 (home language) and L2 (second language) literacy development.
- 2.3. c. Demonstrate understanding of how L1 literacy influences L2 literacy development and apply this to support ELLs' learning.
- 2.3. d. Understand and apply knowledge of sociocultural, sociopolitical, and psychological variables to facilitate ELLs' L2 literacy development in English.
- 2.3. e. Understand and apply knowledge of how principles of phonology, morphology, syntax, semantics, and discourse affect L2 reading and writing development.

**Activities:**

The on-line course requires participants to develop a portfolio of online responses as a series of course modules are completed through the FloridaLearns Academy's electronic Professional Development Connections (ePDC) Website. While participating in the online modules, participants may have the opportunity to view embedded video segments pertaining to the content of the module. In addition, participants must complete the reading selections embedded within each module, access online reading assignments, answer specific questions pertaining to each module, and complete individual assignments. Some assignments will require participants to implement strategies learned in the course in their current classrooms and reflect on the implementation process. The course facilitator will interact electronically with the participant, providing timely feedback regarding course responses. Online course activities are aligned to the Section C matrix.

District-provided and/or district-approved activities may employ a variety of learning delivery methods and activities must require successful demonstration of performance indicators as outlined in Section C matrix.

**Evaluation Criteria:**

The instructor will award component completion upon successful participant demonstration of one or more of the following: pre and post tests, completed course assignments, products, demonstration of objectives or competencies, or other method of measurement acceptable to the professional learning facilitator. Activities conducted under this component will be evaluated by participants and inservice leaders to determine 1) the degree to which objectives have been addressed, and 2) the impact of acquired skills on students when implemented in the educational setting.

In all cases participants will:

1. Demonstrate all competencies of the component; and
2. Satisfactorily complete assigned activities and assignments.

**Component Evaluation:**

Through the ePDC, the district Professional Development Director will receive notification of course completion. The system requires an online component evaluation to be completed by the participant before a course is marked completed. This evaluation is a part of the ePDC and conforms to the Florida Professional Development System Evaluation Protocol requirements.

**Learning (Delivery) Methods:**

A professional learning activity under this component must align with at least one of the state-identified delivery methods listed below:

- Workshop
- Electronic, interactive
- Electronic, non-interactive
- Learning Community/Lesson Study group
- Independent Inquiry (Includes, for example, Action Research)
- Structured Coaching, Mentoring (may include one-on-one or small group instruction by a mentor/coach with a teacher with specific learning objectives)

Delivery of the PAEC online course includes electronic, interactive delivery, one-on-one instruction by a coach (the course facilitator), and in some cases, independent inquiry.

**Implementation (Follow-up) Methods:**

An activity under this component must align with at least one of the state-identified implementation methods listed below. An implementation activity must document the impact of a participant's acquired skills on students when implemented in the educational setting.

- Structured Coaching/Mentoring (may include direct observation, conferencing, oral reflection and/or lesson demonstration)
- Independent Learning/Action Research related to training (should include evidence of implementation)
- Collaborative Planning related to training, includes Learning Community
- Participant Product related to training (may include lesson plans, written reflection, audio/videotape, case study, samples of student work)
- Lesson Study group participation
- Electronic – interactive
- Electronic – non-interactive

## **MASTER INSERVICE PLAN COMPONENT**

**Component Title:** Methods of Teaching English to Speakers of Other Languages (ESOL) Online Course (Course One)

**Identifier Numbers:**

**District-Provided:** 1-700-420

**PAEC-Provided:** 1-700-520

**Maximum Points:** 60

**General Objectives:**

Teachers know, manage, and implement a variety of standards-based teaching strategies and techniques for developing and integrating English listening, speaking, reading, and writing. Teachers support ESOL students' access to the core curriculum by teaching language through academic content.

**Specific Objectives:**

**Standard 1: ESL/ESOL Research and History**

Teachers will demonstrate knowledge of history, public policy, research and current practices in the field of ESL/ESOL teaching and apply this knowledge to improve teaching and learning for ELLs.

**Performance Indicators**

- 3.1. a. Demonstrate knowledge of L2 teaching methods in their historical context.
- 3.1. b. Demonstrate awareness of current research relevant to best practices in second language and literacy instruction.
- 3.1. c. Demonstrate knowledge of the evolution of laws and policy in the ESL profession, including program models for ELL instruction.

**Standard 2: Standards-Based ESL and Content Instruction**

Teachers will know, manage, and implement a variety of teaching strategies and techniques for developing and integrating ELLs' English listening, speaking, reading, and writing skills. The teacher will support ELLs' access to the core curriculum by teaching language through academic content.

**Performance Indicators**

- 3.2. a. Organize learning around standards-based content and language learning objectives for students from diverse backgrounds and at varying English proficiency levels.
- 3.2. b. Develop ELLs' L2 listening skills for a variety of academic and social purposes.
- 3.2. c. Develop ELLs' L2 speaking skills for a variety of academic and social purposes.
- 3.2. d. Provide standards-based instruction that builds upon ELLs' oral English to support learning to read and write in English.
- 3.2. e. Provide standards-based reading instruction appropriate for ELLs from diverse backgrounds and at varying English proficiency levels.

- 3.2. f. Provide standards-based writing instruction appropriate for ELLs from diverse backgrounds and at varying English proficiency levels.
- 3.2. g. Develop ELLs' writing through a range of activities, from sentence formation to expository writing.
- 3.2. h. Collaborate with stakeholders to advocate for ELLs' equitable access to academic instruction (through traditional resources and instructional technology).
- 3.2. i. Use appropriate listening, speaking, reading, and writing activities in teaching ELLs from diverse backgrounds and at varying English proficiency levels.
- 3.2. j. Incorporate activities, tasks, and assignments that develop authentic uses of the second language and literacy to assist ELLs in learning academic vocabulary and content-area material.
- 3.2. k. Provide instruction that integrates listening, speaking, reading, and writing for ELLs of diverse backgrounds and varying English proficiency levels.

### **Standard 3: Effective Use of Resources and Technologies**

Teachers will be familiar with and be able to select, adapt and use a wide range of standards-based materials, resources, and technologies.

#### **Performance Indicators**

- 3.3. a. Use culturally responsive/sensitive, age-appropriate, and linguistically accessible materials for ELLs of diverse backgrounds and varying English proficiency levels.
- 3.3. b. Use a variety of materials and other resources, including L1 resources, for ELLs to develop language and content-area skills.
- 3.3. c. Use technological resources (e.g., Web, software, computers, and related media) to enhance language and content-area instruction for ELLs of diverse backgrounds and varying English proficiency levels.

#### **Activities:**

The on-line course requires participants to develop a portfolio of online responses as a series of course modules are completed through the FloridaLearns Academy's electronic Professional Development Connections (ePDC) Website. While participating in the online modules, participants may have the opportunity to view embedded video segments pertaining to the content of the module. In addition, participants must complete the reading selections embedded within each module, access online reading assignments, answer specific questions pertaining to each module, and complete individual assignments. Some assignments will require participants to implement strategies learned in the course in their current classrooms and reflect on the implementation process. The course facilitator will interact electronically with the participant, providing timely feedback regarding course responses. Online course activities are aligned to the Section C matrix.

District-provided and/or district-approved activities may employ a variety of learning delivery methods and activities must require successful demonstration of performance indicators as outlined in Section C matrix.

**Evaluation Criteria:**

The instructor will award component completion upon successful participant demonstration of one or more of the following: pre and post tests, completed course assignments, products, demonstration of objectives or competencies, or other method of measurement acceptable to the professional learning facilitator. Activities conducted under this component will be evaluated by participants and inservice leaders to determine 1) the degree to which objectives have been addressed, and 2) the impact of acquired skills on students when implemented in the educational setting.

In all cases participants will:

1. Demonstrate all competencies of the component; and
2. Satisfactorily complete assigned activities and assignments.

**Component Evaluation:**

Through the ePDC, the district Professional Development Director will receive notification of course completion. The system requires an online component evaluation to be completed by the participant before a course is marked completed. This evaluation is a part of the ePDC and conforms to the Florida Professional Development System Evaluation Protocol requirements.

**Learning (Delivery) Methods:**

A professional learning activity under this component must align with at least one of the state-identified delivery methods listed below:

- Workshop
- Electronic, interactive
- Electronic, non-interactive
- Learning Community/Lesson Study group
- Independent Inquiry (Includes, for example, Action Research)
- Structured Coaching, Mentoring (may include one-on-one or small group instruction by a mentor/coach with a teacher with specific learning objectives)

Delivery of the PAEC online course includes electronic, interactive delivery, one-on-one instruction by a coach (the course facilitator), and in some cases, independent inquiry.

**Implementation (Follow-up) Methods:**

An activity under this component must align with at least one of the state-identified implementation methods listed below. An implementation activity must document the impact of a participant's acquired skills on students when implemented in the educational setting.

- Structured Coaching/Mentoring (may include direct observation, conferencing, oral reflection and/or lesson demonstration)
- Independent Learning/Action Research related to training (should include evidence of implementation)
- Collaborative Planning related to training, includes Learning Community
- Participant Product related to training (may include lesson plans, written reflection, audio/videotape, case study, samples of student work)



- Lesson Study group participation
- Electronic – interactive
- Electronic – non-interactive

## **MASTER INSERVICE PLAN COMPONENT**

**Component Title:** ESOL Curriculum and Materials Development Online Course (Course Four)

**Identifier Numbers:**

**District-Sponsored:** 1-703-424

**PAEC Online Course:** 1-703-524

**Maximum Points:** 60

### **General Objectives:**

Teachers know, understand, and use evidence-based practices and strategies related to planning, implementing, and managing standards-based ESL and content instruction. Teachers are skilled in using a variety of classroom organization techniques, program models and teaching strategies for developing and integrating language skills. They can integrate technology and choose and adapt classroom resources.

### **Specific Objectives:**

#### **Standard 1: Planning for Standards-Based Instruction of ELLs**

Teachers will know, understand, and apply concepts, research, best practices, and evidenced-based strategies to plan classroom instruction in a supportive learning environment for ELLs. The teacher will plan for multilevel classrooms with learners from diverse backgrounds using a standards-based ESOL curriculum.

#### **Performance Indicators**

- 4.1. a. Plan for integrated standards-based ESOL and language sensitive content instruction.
- 4.1. b. Create supportive, accepting, student-centered classroom environments.
- 4.1. c. Plan differentiated learning experiences based on assessment of students' English and L1 proficiency and integrating ELLs' cultural background knowledge, learning styles, and prior formal educational experiences.
- 4.1. d. Plan learning tasks for particular needs of students with limited formal schooling (LFS).
- 4.1. e. Plan for instruction that embeds assessment, includes scaffolding, and provides re-teaching when necessary for individuals and small groups to successfully meet English language and literacy learning objectives.

#### **Standard 2: Instructional Resources and Technology**

Teachers will know, select, and adapt a wide range of standards-based materials, resources, and technologies.

#### **Performance Indicators**

- 4.2. a. Select and adapt culturally responsive/sensitive, age-appropriate, and linguistically accessible materials.
- 4.2. b. Select and adapt a variety of materials and other resources including L1 resources, appropriate to ELLs' developing English language and literacy.
- 4.2. c. Select technological resources (e.g., Web, software, computers, and related media) to enhance instruction for ELLs of diverse backgrounds and at varying English proficiency levels.

**Activities:**

The on-line course requires participants to develop a portfolio of online responses as a series of course modules are completed through the FloridaLearns Academy's electronic Professional Development Connections (ePDC) Website. While participating in the online modules, participants may have the opportunity to view embedded video segments pertaining to the content of the module. In addition, participants must complete the reading selections embedded within each module, access online reading assignments, answer specific questions pertaining to each module, and complete individual assignments. Some assignments will require participants to implement strategies learned in the course in their current classrooms and reflect on the implementation process. The course facilitator will interact electronically with the participant, providing timely feedback regarding course responses. Online course activities are aligned to the Section C matrix.

District-provided and/or district-approved activities may employ a variety of learning delivery methods and activities must require successful demonstration of performance indicators as outlined in Section C matrix.

**Evaluation Criteria:**

The instructor will award component completion upon successful participant demonstration of one or more of the following: pre and post tests, completed course assignments, products, demonstration of objectives or competencies, or other method of measurement acceptable to the professional learning facilitator. Activities conducted under this component will be evaluated by participants and inservice leaders to determine 1) the degree to which objectives have been addressed, and 2) the impact of acquired skills on students when implemented in the educational setting.

In all cases participants will:

1. Demonstrate all competencies of the component; and
2. Satisfactorily complete assigned activities and assignments.

**Component Evaluation:**

Through the ePDC, the district Professional Development Director will receive notification of course completion. The system requires an online component evaluation to be completed by the participant before a course is marked completed. This evaluation is a part of the ePDC and conforms to the Florida Professional Development System Evaluation Protocol requirements.

**Learning (Delivery) Methods:**

A professional learning activity under this component must align with at least one of the state-identified delivery methods listed below:

- Workshop
- Electronic, interactive
- Electronic, non-interactive
- Learning Community/Lesson Study group

- Independent Inquiry (Includes, for example, Action Research)
- Structured Coaching, Mentoring (may include one-on-one or small group instruction by a mentor/coach with a teacher with specific learning objectives)

Delivery of the PAEC online course includes electronic, interactive delivery, one-on-one instruction by a coach (the course facilitator), and in some cases, independent inquiry.

**Implementation (Follow-up) Methods:**

An activity under this component must align with at least one of the state-identified implementation methods listed below. An implementation activity must document the impact of a participant's acquired skills on students when implemented in the educational setting.

- Structured Coaching/Mentoring (may include direct observation, conferencing, oral reflection and/or lesson demonstration)
- Independent Learning/Action Research related to training (should include evidence of implementation)
- Collaborative Planning related to training, includes Learning Community
- Participant Product related to training (may include lesson plans, written reflection, audio/videotape, case study, samples of student work)
- Lesson Study group participation
- Electronic – interactive
- Electronic – non-interactive

## **MASTER INSERVICE PLAN COMPONENT**

**Component Title:** ESOL Testing and Evaluation Online Course (Course Three)

### **Identifier Numbers:**

**District-Sponsored:** 1-701-423

**PAEC Online Course:** 1-701-523

**Maximum Points:** 60

### **General Objectives:**

Teachers understand issues and concepts of formative and summative assessment and use standards-based procedures with ESOL students.

### **Specific Objectives:**

#### **Standard 1: Assessment Issues for ELLs**

Teachers will understand and apply knowledge of assessment issues as they affect the learning of ELLs from diverse backgrounds and at varying English proficiency levels. Examples include cultural and linguistic bias; testing in two languages; sociopolitical and psychological factors; special education testing and assessing giftedness; the importance of standards; the difference between formative and summative assessment; and the difference between language proficiency and other types of assessment (e.g., standardized achievement tests). Teachers will also understand issues around accountability. This includes the implications of standardized assessment as opposed to performance-based assessments, and issues of accommodations in formal testing situations.

#### **Performance Indicators**

- 5.1. a. Demonstrate an understanding of the purposes of assessment as they relate to ELLs of diverse backgrounds and at varying English proficiency levels.
- 5.1. b. Identify a variety of assessment procedures appropriate for ELLs of diverse backgrounds and at varying English proficiency levels.
- 5.1. c. Demonstrate an understanding of appropriate and valid language and literacy assessments for ELLs of diverse backgrounds and at varying English proficiency levels.
- 5.1. d. Demonstrate understanding of the advantages and limitations of assessments, including the array of accommodations allowed for ELLs of diverse backgrounds and at varying English proficiency levels.
- 5.1. e. Distinguish among ELLs' language differences, giftedness, and special education needs.

#### **Standard 2: Language Proficiency Assessment**

Teachers will appropriately use and interpret a variety of language proficiency assessment instruments to meet district, state, and federal guidelines, and to inform their instruction. Teachers will understand their uses for identification, placement, and demonstration of language growth of ELLs from diverse backgrounds and at varying English proficiency levels. Teachers will articulate the appropriateness of ELL assessments to stakeholders.

**Performance Indicators**

- 5.2. a. Understand and implement district, state, and federal requirements for identification, reclassification, and exit of ELLs from language support programs, including requirements of the LULAC Consent Decree.
- 5.2. b. Identify and use a variety of assessment procedures for ELLs of diverse backgrounds and varying English proficiency levels.
- 5.2. c. Use multiple sources of information to assess ELLs' language and literacy skills and communicative competence.

**Standard 3: Classroom-Based Assessment for ELLs**

Teachers will identify, develop, and use a variety of standards- and performance-based, formative and summative assessment tools and techniques to inform instruction and assess student learning. Teachers will understand their uses for identification, placement, and demonstration of language growth of ELLs from diverse backgrounds and at varying English proficiency levels. Teachers will articulate the appropriateness of ELL assessments to stakeholders.

**Performance Indicators**

- 5.3. a. Use performance-based assessment tools and tasks that measure ELLs' progress in English language and literacy development.
- 5.3. b. Understand and use criterion-referenced assessments appropriately with ELLs from diverse backgrounds and at varying English proficiency levels.
- 5.3. c. Use various tools and techniques to assess content-area learning (e.g., math, science, social studies) for ELLs at varying levels of English language and literacy development.
- 5.3. d. Prepare ELLs to use self- and peer-assessment techniques, when appropriate.
- 5.3. e. Assist ELLs in developing necessary test-taking skills.
- 5.3. f. Assess ELLs' language and literacy development in classroom settings using a variety of authentic assessments, e.g., portfolios, checklists, and rubrics.

**Activities:**

The on-line course requires participants to develop a portfolio of online responses as a series of course modules are completed through the FloridaLearns Academy's electronic Professional Development Connections (ePDC) Website. While participating in the online modules, participants may have the opportunity to view embedded video segments pertaining to the content of the module. In addition, participants must complete the reading selections embedded within each module, access online reading assignments, answer specific questions pertaining to each module, and complete individual assignments. Some assignments will require participants to implement strategies learned in the course in their current classrooms and reflect on the implementation process. The course facilitator will interact electronically with the participant, providing timely feedback regarding course responses. Online course activities are aligned to the Section C matrix.

District-provided and/or district-approved activities may employ a variety of learning delivery methods and activities must require successful demonstration of performance indicators as outlined in Section C matrix.

**Evaluation Criteria:**

The instructor will award component completion upon successful participant demonstration of one or more of the following: pre and post tests, completed course assignments, products, demonstration of objectives or competencies, or other method of measurement acceptable to the professional learning facilitator. Activities conducted under this component will be evaluated by participants and inservice leaders to determine 1) the degree to which objectives have been addressed, and 2) the impact of acquired skills on students when implemented in the educational setting.

In all cases participants will:

1. Demonstrate all competencies of the component; and
2. Satisfactorily complete assigned activities and assignments.

**Component Evaluation:**

Through the ePDC, the district Professional Development Director will receive notification of course completion. The system requires an online component evaluation to be completed by the participant before a course is marked completed. This evaluation is a part of the ePDC and conforms to the Florida Professional Development System Evaluation Protocol requirements.

**Learning (Delivery) Methods:**

A professional learning activity under this component must align with at least one of the state-identified delivery methods listed below:

- Workshop
- Electronic, interactive
- Electronic, non-interactive
- Learning Community/Lesson Study group
- Independent Inquiry (Includes, for example, Action Research)
- Structured Coaching, Mentoring (may include one-on-one or small group instruction by a mentor/coach with a teacher with specific learning objectives)

Delivery of the PAEC online course includes electronic, interactive delivery, one-on-one instruction by a coach (the course facilitator), and in some cases, independent inquiry.

**Implementation (Follow-up) Methods:**

An activity under this component must align with at least one of the state-identified implementation methods listed below. An implementation activity must document the impact of a participant's acquired skills on students when implemented in the educational setting.

- Structured Coaching/Mentoring (may include direct observation, conferencing, oral reflection and/or lesson demonstration)
- Independent Learning/Action Research related to training (should include evidence of implementation)
- Collaborative Planning related to training, includes Learning Community
- Participant Product related to training (may include lesson plans, written reflection, audio/videotape, case study, samples of student work)
- Lesson Study group participation

- Electronic – interactive
- Electronic – non-interactive



## C. MATRIX

The ESOL Add-On Endorsement matrix is a visual presentation of the components, in terms of how the competencies are addressed and what methods are used to demonstrate the competencies. All competencies identified in Section III must be included in the components and must be successfully demonstrated by professional learning participants prior to the district certifying program completion. **Table 6** indicates the component(s)/courses(s) and the component specific objective(s) or expected learner outcomes that address each competency identified in Section III and the method used to verify the competency demonstration.

**Table 6**  
*ESOL Endorsement Standards, Components, Performance Indicators and Evaluation Methods*

<b>ESOL Teacher Standard</b>	<b>Component Title and Number</b>	<b>Performance Indicators</b>	<b>Evaluation Method</b>
<b>Domain 1 Standard 1</b> Culture as a Factor in ELLs' Learning	Cross-Cultural Communications 1-705-422 1-705-522	1.1. a. - 1.1. f.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure
<b>Domain 2 Standard 1</b> Language as a System	Applied Linguistics 2-702-421 2-702-521	2.1. a. - 2.1. e.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure
<b>Domain 2 Standard 2</b> Language Acquisition and Development	Applied Linguistics 2-702-421 2-702-521	2.2. a. - 2.2. d.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure
<b>Domain 2 Standard 3</b> Second Language Literacy Development	Applied Linguistics 2-702-421 2-702-521	2.3. a. - 2.3. e.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure
<b>Domain 3 Standard 1</b> ESL/ESOL Research and History	Methods of Teaching ESOL 2-700-420 2-700-520	3.1. a. - 3.1. c.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure

<b>Domain 3 Standard 2</b> Standards-Based ESL and Content Instruction	Methods of Teaching ESOL 2-700-420 2-700-520	3.2. a. - 3.2. k.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure
<b>Domain 3 Standard 3</b> Effective Use of Resources and Technologies	Methods of Teaching ESOL 2-700-420 2-700-520	3.3. a. - 3.3. c.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure
<b>Domain 4 Standard 1</b> Planning for Standards- Based Instruction of ELLs	ESOL Curriculum and Materials Development 2-703-424 2-703-525	4.1. a. - 4.1. e.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure
<b>Domain 4 Standard 2</b> Instructional Resources and Technology	ESOL Curriculum and Materials Development 2-703-424 2-703-525	4.2. a. - 4.2. c.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure
<b>Domain 5 Standard 1</b> Assessment Issues for ELLs	ESOL Testing and Evaluation 2-701-423 2-701-523	5.1. a. - 5.1. e.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure
<b>Domain 5 Standard 2</b> Language Proficiency Assessment	ESOL Testing and Evaluation 2-701-423 2-701-523	5.2. a. - 5.2. c.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure
<b>Domain 5 Standard 3</b> Classroom-Based Assessment for ELLs	ESOL Testing and Evaluation 2-701-423 2-701-523	5.3. a. - 5.3. f.	Successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other acceptable method of measure

## **ADDITIONAL TRAINING OPTIONS**

### **ESOL for Category III Teachers Online Course, K-12**

#### **COMPONENT IDENTIFIER NUMBER:**

**District-Provided: 2-704-428**

**PAEC-Provided: 2-704-528**

**Number of Points: 18**

#### **General Objective:**

The Panhandle Area Education Consortium's 18-hour ESOL for Category III Teachers on-line course is designed to meet the requirements of the Florida Consent Decree for Category III teachers. The purpose of the online course is to provide these teachers with knowledge about ESOL (English for Speakers of Other Languages) students and instructional strategies and approaches teachers may use to assist ESOL students in understanding the curriculum and meeting Florida's state-adopted educational standards.

#### **Specific Objectives:**

1. Analyze and adapt instruction to be comprehensible to ESOL students
2. Facilitate ESOL student adjustment to a new culture
3. Interpret ESOL student behavior from a cultural perspective
4. Understand the principles of second language acquisition and how they can be used in the classroom to facilitate language development
5. Adapt traditional assessments
6. Explore issues that affect the validity of classroom assessment
7. Develop guidelines for grading ESOL students
8. Utilize alternate strategies to assist ELLs.
9. Encourage communication with ELLs by using small group work.
10. Design lessons with no less rigor, but with increased assistance for ELLs.
11. Assess ELLs appropriately so that assessments measure what they are intended to measure.

#### **Activities:**

The *ESOL for Category III Teachers Online Course* requires participants to spend time online at the FloridaLearns Academy's ePDC website interacting with the content presented in various modules. While participating in the online modules, participants will have the opportunity to view various video segments pertaining to the content of the module. In addition, participants must read the reading selections embedded within each module, answer specific questions pertaining to each module, and complete individual assignments. Some assignments require participants to implement strategies learned in the course in their current classrooms. Feedback is provided online by the course's facilitator.

**Evaluation for In-Service Credit:**

The participant will:

1. Demonstrate competency on the objectives as determined by the instructor; and
2. Satisfactorily complete assigned activities and assignments.

**Component Evaluation:**

Through the ePDC, the district Professional Development Director will receive notification of course completion. The system requires an online evaluation of the professional learning activity. This evaluation is a part of the ePDC and conforms to the Florida Professional Development System Evaluation Protocol requirements.

**COMPONENT TITLE: ESOL for Guidance Counselors Online Course**

**COMPONENT IDENTIFIER NUMBER:**

**District-Provided: 2-704-425**

**PAEC-Provided: 2-704-525**

**Number of Points: 60**

**General Objective:**

The purpose of the Panhandle Area Education Consortium's *ESOL for Guidance Counselors* Online course is to meet the modified Florida Consent Decree requirements for guidance counselors. To meet this goal, the participant will develop and implement a case study of an English Language Learner, including strategies to address academic needs. The case study must contain evidence to support mastery of the Standards and Competencies.

**Specific Objectives:**

1. Possess individual & group counseling and communication skills to implement a balanced approach in order to assist ELLs and their families.
2. Recognize unique differences among ELLs, including their language proficiency (both native and English), aptitudes, intelligence, interests, and achievements, & incorporate an understanding of this information into the delivery of services.
3. Assist ELLs and their families in dealing with the social and emotional concerns and problems that may hinder their educational development. Collaborate with teachers, student service specialists (e.g., psychologists, social workers), other educators, and related community representatives in addressing the challenges facing ELLs and their families.
4. Demonstrate ability to counsel ELLs regarding their individual rights as afforded to them under state & federal laws and regulations. ELLs who are under-represented in special programs and services, including but not limited to gifted, vocational, specialized academic and career magnets/academies, advanced placement, dual enrollment, and career exploration.
5. Demonstrate knowledge of the federal & state requirements regarding the provision of services to ELLs. Including, but not limited to their roles and responsibilities in the ELL Committee process; development of ELL Student Plans, and implementation of the District ELL Plan.
6. Demonstrate ability to advocate for the educational needs of ELLs and implement processes to ensure that these needs are addressed at every level of the ELLs' school experience.
7. Demonstrate knowledge and ability to provide training, orientation, and consultative assistance to teachers, school administrators, and other school-level personnel to support ELLs.
8. Demonstrate sensitivity to multicultural and diverse student populations; recognize major differences and similarities among various cultural groups in the U.S., the state of Florida, the local school district, and the individual ELLs and their families to school personnel and community members that will facilitate accessibility to resources and services available to them within the school and community.

9. Demonstrate ability to collaborate with teachers, school administrators, and other instructional personnel in ensuring that appropriate and effective instructional services are provided to ELLs to ensure their academic success.
10. Demonstrate an understanding of the effects of race, gender, age, and socioeconomic status on assessment results, and the ELLs with the school-based and outreach services and support systems designed to address their unique academic needs.
11. Demonstrate an understanding of the proper administration & use of assessment instruments, and the ability to interpret scores and test-related data to ELLs, teachers, school administrators, and parents. These assessments should include, but not be limited to the following: English language proficiency assessments; annual assessment of English language development; diagnostic assessments; and state-wide assessments of academic content.
12. Demonstrate knowledge and the ability to implement formal and informal methods of assessment/evaluation of ELLs, including measurement of language, literacy, and academic content metacognition.
13. Demonstrate knowledge and understanding of how individual and group data and statistics are used in building student, course/class and school profiles, constructing student transcripts, and preparing reports.
14. Demonstrate knowledge and ability to review and evaluate transcripts from foreign-born students, and ensure proper & equitable credit accrual, and appropriate grade/course placement of ELLs.
15. Demonstrate knowledge of the indicators of learning disabilities, especially hearing and language impairment, as compared to the process by which students acquire a second language.
16. Demonstrate an understanding of the difference between language proficiency and content-based academic knowledge.
17. Demonstrate knowledge of second language acquisition (applied linguistics) theory and its applicability to the instructional process. ELLs, their families, and the community to assess the relevance of the curriculum and adequacy of student progress towards standards established by the Florida Department of Education and the curriculum established by the school district.
18. Demonstrate the ability to provide information appropriate to the particular educational transition: from middle school to high ELLs in understanding the relationship that their curricular experiences and academic achievement have on their future educational and employment opportunities.
19. Possess and demonstrate an understanding of the current admission requirements, admission options, and application procedures of colleges, universities, and career/vocational institutions, & the ability to effectively counsel ELLs in the pursuit of their post-secondary desires.
20. Demonstrate ability to assist ELLs in evaluating and interpreting information about postsecondary educational and career alternatives so appropriate options are considered & included in the decision-making process.
21. Demonstrate knowledge & ability to understand and interpret forms and data-driven documents that are a part of the post-secondary admission and financial aid processes,

- including: admission applications; student questionnaires; letters of recommendation, and acceptance; and other needs assessment documents.
22. Demonstrate a familiarity with available technology & the ways in which it may support the post-secondary guidance and counseling process, including: guidance information systems; financial aid information and eligibility; relevant record-keeping and follow-up, and internet services.
  23. Demonstrate ability to use historical admission patterns & trends to assist ELLs in measuring the appropriateness of their applications to particular colleges, universities or career/vocational institutions.

**Activities:**

The ESOL for Guidance Counselors Online Course requires participants to spend time online at the FloridaLearns Academy's ePDC website interacting with the content presented in various modules. While participating in the online modules, participants will have the opportunity to view various video segments pertaining to the content of the module. In addition, participants must read the reading selections embedded within each module, answer specific questions pertaining to each module, and complete individual assignments. Some assignments require participants to implement strategies learned in the course in their current classrooms. Feedback is provided online by the course's facilitator.

**Evaluation for In-Service Credit:**

The participant will:

1. Demonstrate competency on the objectives as determined by the instructor; and,
2. Satisfactorily complete assigned activities and assignments.

**Evaluation for ESOL Endorsement Credit:**

The participant will:

1. Demonstrate all competencies of the component; and,
2. Satisfactorily complete assigned activities and assignments.

**Component Evaluation:**

Through the ePDC, the district Professional Development Director will receive notification of course completion. The system requires an online evaluation of the professional learning activity. This evaluation is a part of the ePDC and conforms to the Florida Professional Development System Evaluation Protocol requirements.

**Table 7**

**Matrix Correlating Competency Demonstration to ESOL for Guidance Counselors Course Modules**

<b>Standard A: The Guidance Counselor shall possess and demonstrate effective counseling skills which focus on understanding and promoting development and achievement of English Language Learners. Given the counselor's role as the academic advisement leader, the participant will:</b>	
<b>Competency</b>	<b>Competency Demonstration in Module</b>
1. Possess individual & group counseling and communication skills to implement a balanced approach in order to assist English Language Learners and their families.	Two: Cultural Awareness Seven: Brief on Jose Luis
2. Recognize unique differences among ELLs, including their language proficiency (both native and English), aptitudes, intelligence, interests, and achievements, & incorporate an understanding of this information into the delivery of services.	Three: Language Acquisition and Learning Seven: Brief on Jose Luis
3. Assist ELLs and their families in dealing with the social and emotional concerns and problems that may hinder their educational development. Collaborate with teachers, student service specialists (e.g., psychologists, social workers), other educators, and related community representatives in addressing the challenges facing ELLs and their families.	Two: Cultural Awareness Seven: Brief on Jose Luis
4. Demonstrate ability to counsel ELLs regarding their individual rights as afforded to them under state & federal laws and regulations.	One: Demographics and Legal Requirements
5. Demonstrate ability to improve and extend services to ELLs who are under-represented in special programs and services, including but not limited to gifted, vocational, specialized academic and career magnets/academies, advanced placement, dual enrollment, and career exploration.	Five: Assessment
6. Demonstrate knowledge of the federal & state requirements regarding the provision of services to ELLs. Including, but not limited to their roles and responsibilities in the ELL Committee process; development of ELL Student Plans, and implementation of the District ELL Plan.	One: Demographics and Legal Requirements Five: Assessment
7. Demonstrate ability to advocate for the educational needs of ELLs and implement processes to ensure that these needs are addressed at every level of the ELLs' school experience.	Three: Language Acquisition and Learning Five: Assessment Seven: Brief on Jose Luis



8. Demonstrate knowledge and ability to provide training, orientation, and consultative assistance to teachers, school administrators, and other school-level personnel to support them in responding to the academic development, and guidance and counseling needs of ELLs.	One: Demographics and Legal Requirements Two: Cultural Awareness Three: Language Acquisition and Learning Four: Literacy Development
<b>Standard B: The Guidance Counselor shall demonstrate the ability to counsel English Language Learners in the fulfillment of their academic potential by recognizing and appreciating cultural differences, and the unique instructional needs of ELLs. Given the counselor's role as the academic advisement leader, the participant will:</b>	
Competency	Competency Demonstration in Module
1. Demonstrate sensitivity to multicultural and diverse student populations; recognize major differences and similarities among various cultural groups in the U.S., the state of Florida, the local school district, and the individual school.	One: Demographics and Legal Requirements Two: Cultural Awareness
2. Demonstrate outreach efforts to connect ELLs and their families to school personnel and community members that will facilitate accessibility to resources and services available to them within the school and community.	Five: Assessment Six: Academic Advisement
3. Demonstrate ability to collaborate with teachers, school administrators, and other instructional personnel in ensuring that appropriate and effective instructional services are provided to ELLs to ensure their academic success.	Five: Assessment Six: Academic Advisement
4. Demonstrate an understanding of the effects of race, gender, age, and socioeconomic status on assessment results, and the ability to identify linguistic and cultural bias.	Five: Assessment
5. Demonstrate the ability to acquaint ELLs with the school-based and outreach services and support systems designed to address their unique academic needs.	Five: Assessment

**Standard C: The Guidance Counselor shall demonstrate the ability to develop, collect, analyze, and interpret data and information to effective positive change in delivering of counseling services to English Language Learners. Given the counselor's role as the academic advisement leader, the participant will:**

Competency	Competency Demonstration in Module
1. Demonstrate an understanding of the proper administration & use of assessment instruments, and the ability to interpret scores and test-related data to ELLs, teachers, school administrators, and parents. These assessments should include, but not be limited to the following: English language proficiency assessments; annual assessment of English language development; diagnostic assessments; & state-wide assessments of academic content.	Three: Language Acquisition and Learning Four: Literacy Development Five: Assessment
2. Demonstrate knowledge and the ability to implement formal and informal methods of assessment/evaluation of ELLs, including measurement of language, literacy, and academic content metacognition.	Four: Literacy Development Five: Assessment
3. Demonstrate knowledge and ability to review and evaluate transcripts from foreign-born students, and ensure proper and equitable credit accrual, and appropriate grade/course placement of ELLs.	Seven: Brief on Jose Luis
4. Demonstrate knowledge of the indicators of learning disabilities, especially hearing and language impairment, as compared to the process by which students acquire a second language.	Five: Assessment
5. Demonstrate an understanding of the difference between language proficiency and content-based academic knowledge.	Three: Language Acquisition and Learning
6. Demonstrate knowledge of second language acquisition (applied linguistics) theory and its applicability to the instructional process.	Three: Language Acquisition and Learning
7. Demonstrate the ability to communicate with ELLs, their families, & the community to assess the relevance of the curriculum and adequacy of student progress towards standards established by the Florida Department of Education and the curriculum established by the school district.	Five: Assessment

<b>Standard D: The Guidance Counselor shall demonstrate the ability to integrate post-secondary and career development guidance and counseling in the fulfillment of English Language Learners' academic success. Given the counselor's role as the academic advisement leader, the participant will:</b>	
<b>Competency</b>	<b>Competency Demonstration in Module</b>
1. Demonstrate the ability to provide information appropriate to the particular educational transition: from middle school to high school; from high school to postsecondary or career/vocational programs; & assist ELLs in understanding the relationship that their curricular experiences and academic achievement have on their future educational and employment opportunities.	Six: Academic Advisement
2. Possess and demonstrate an understanding of the current admission requirements, admission options, and application procedures of colleges, universities, and career/vocational institutions, & the ability to effectively counsel ELLs in the pursuit of their postsecondary desires.	Six: Academic Advisement
3. Demonstrate ability to assist ELLs in evaluating and interpreting information about postsecondary educational and career alternatives so appropriate options are considered & included in the decision-making process.	Six: Academic Advisement
4. Demonstrate knowledge & ability to understand and interpret forms and data-driven documents that are a part of the postsecondary admission and financial aid processes, including: admission applications; student questionnaires; letters of recommendation, and acceptance; and other needs assessment documents.	Six: Academic Advisement
5. Demonstrate a familiarity with available technology & the ways in which it may support the post-secondary guidance and counseling process, including: guidance information systems; financial aid information and eligibility; relevant record-keeping and follow-up, and internet services.	Six: Academic Advisement
6. Demonstrate ability to use historical admission patterns & trends to assist ELLs in measuring the appropriateness of their applications to particular colleges, universities or career/vocational institutions.	Six: Academic Advisement
<b>Method of Competency Demonstration For All Standards A-C</b>	<b>80% mastery of objectives as demonstrated by pre/post test or other valid means of measurement</b>

**COMPONENT TITLE: ESOL FOR SCHOOL ADMINISTRATORS ONLINE COURSE, K-12**

**COMPONENT IDENTIFIER NUMBER:**

**District-Provided: 2-704-400**

**PAEC-Provided: 2-704-500**

**Number of Points: 60**

**General Objective:**

The purpose of the ESOL for School Administrators - Online Course is to meet the 60-hour professional development requirement of the Modified Florida Consent Decree for school administrators as well as to address the Florida Department of Education ESOL objectives for administrators. Participants will identify the administrator's role and responsibility as the instructional leader, recognize appropriate ESOL instructional strategies, techniques, and approaches for meeting Florida's state-adopted educational standards and NCLB; and apply new knowledge and strategies.

**Specific Objectives:**

1. Demonstrate sensitivity to multicultural and diverse student populations; recognize major differences and similarities among various cultural groups in the U.S., the state of Florida, the local school district, and the individual school.
2. Demonstrate knowledge of cross-cultural issues facing ELLs and their families to school personnel and community members that will facilitate accessibility to resources and services available to them within the school and the community.
3. Demonstrate outreach efforts to connect ELLs and their families to school personnel and community members that will facilitate accessibility to resources and services available to them within the school and community.
4. Demonstrate knowledge of available, necessary and appropriate instructional materials and resources that will facilitate comprehensible instruction for all ELLs.
5. Demonstrate knowledge of the background of the Consent Decree in the League of United Latin American Citizens et al. v. The State Board of Education, 1990, including knowledge of related legislation and litigation (e.g., No Child Left Behind Act of 2001, Lau v. Nichols, Plyler v. DOE, etc.).
6. Demonstrate knowledge of the state and federal requirements for the assessment of language proficiency and academic achievement of ELLs.
7. Demonstrate knowledge of required training for instructional and non-instructional staff members established by the 1990 Consent Decree and its September, 2003 Modification; and of the necessary procedures to ensure that all school site personnel are in compliance with the requirements.
8. Demonstrate the ability to update staff, students, and parents on pertinent changes in the educational legislation, rules and policies that may potentially impact ELLs and their families. Demonstrate ability to evaluate trained teachers who are using ESOL instructional strategies in Basic ESOL courses.

9. Demonstrate knowledge of district's ELL Plan, which indicates the chosen model(s) of delivery of services to ELLs.
10. Demonstrate knowledge of the legal requirements of a student's ELL plan.
11. Demonstrate an understanding of the difference between language proficiency and content-based academic knowledge.
12. Demonstrate knowledge of second language acquisition (applied linguistics) theory and its applicability to the instructional process.
13. Demonstrate knowledge and the ability to implement formal and informal methods of assessment/evaluation of ELL, including measurement of language, literacy and academic content metacognition.
14. Demonstrate knowledge of the indicators of learning disabilities, especially hearing and language impairment, as compared to the process by which students acquire a second language.
15. Demonstrate knowledge of the indicators for student identification and participation in gifted programs, regardless of English language proficiency and of the program policies that must be in place in order to actively promote and sustain the participation of ELLs in advanced placement courses.
16. Demonstrate knowledge of the school site administrator's role and responsibilities as the instructional leader representative in the school-based ELL committee.
17. Demonstrate the ability to communicate with ELLs, their families and the community to assess the relevance of the curriculum and adequacy of student progress toward standards established by the Department of Education and the local school board.
18. Demonstrate knowledge of procedures regarding ELLs, which begin at school registration, and continue for two years after the ELL, has been exited from the English for Speakers of Other Languages program.
19. Demonstrate knowledge of appropriate teaching strategies and methodologies to deliver comprehensible instruction to students whose first language is not English, that are from diverse cultural backgrounds and that have significantly varied levels of education in their own languages.
20. Demonstrate the ability to evaluate school site staff to ensure that they are using the appropriate strategies and methodologies to deliver comprehensible instruction to ELLs.
21. Demonstrate ability to evaluate school site staff to ensure the use of appropriate native language instructional strategies in the instruction of ELLs.
22. Demonstrate up-to-date knowledge of relevant, scientifically-based research and effective practices regarding second language acquisition, English as a second language methodology and the issues of teaching multicultural populations.
23. Demonstrate knowledge of methods of disaggregating and analyzing data on the achievement of all subgroups, including English Language Learners, and its impact to the school site's programmatic decisions.
24. Demonstrate ability to apply scientifically based principles and practices to instructional programs in order to improve student achievement within the ELL population.
25. Demonstrate ability to implement at the school site the Continuous Improvement Model, or other proven model for improving the academic achievement of all low-performing students.

**Activities:**

The ESOL for School Administrators Online Course requires participants to spend time online at the FloridaLearns Academy's ePDC website interacting with the content presented in various modules. While participating in the online modules, participants will have the opportunity to view various video segments pertaining to the content of the module. In addition, participants must read the reading selections embedded within each module, answer specific questions pertaining to each module, and complete individual assignments. Some assignments require participants to implement strategies learned in the course in their current classrooms. Feedback is provided online by the course's facilitator.

**Evaluation for In-Service Credit:**

The participant will:

1. Demonstrate increased competency of the objectives as determined by the instructor; and,
2. Satisfactorily complete assigned activities and assignments.

**Evaluation for ESOL Endorsement Credit:**

The participant will:

1. Demonstrate all competencies of the component; and,
2. Satisfactorily complete assigned activities and assignments.

**Component Evaluation:**

Through the ePDC, the district Professional Development Director will receive notification of course completion. The system requires an online evaluation of the professional learning activity. This evaluation is a part of the ePDC and conforms to the Florida Professional Development System Evaluation Protocol requirements.

**Table 8**

***Matrix Correlating Competency Demonstration to ESOL for Administrators Course Modules***

**Standard A: Establish a system that is welcoming and accessible to all English Language Learners and their families, as well as in compliance with federal and state regulations and the Consent Decree.**

Competency	Competency Demonstration in Module
1. Demonstrate sensitivity to multicultural and diverse student populations; recognize major differences and similarities among various cultural groups in the U.S., the state of Florida, the local school district, and the individual school.	Module 1: Demographics and Legal Requirements
2. Demonstrate knowledge of cross-cultural issues facing ELLs and their families to school personnel and community members that will facilitate accessibility to resources and services available to them within the school and the community.	Module 4: Culture, Part A Module 8: Culture, Part B
3. Demonstrate outreach efforts to connect ELLs and their families to school personnel and community members that will facilitate accessibility to resources and services available to them within the school and community.	Module 4: Culture, Part A Module 6: Literacy Development Module 8: Culture, Part B
4. Demonstrate knowledge of available, necessary and appropriate instructional materials and resources that will facilitate comprehensible instruction for all ELLs.	Module 2: Academic Competence, Part A Module 3: Language Learning
5. Demonstrate knowledge of the background of the Consent Decree in the League of United Latin American Citizens et al. v. The State Board of Education, 1990, including knowledge of related legislation and litigation (e.g., No Child Left Behind Act of 2001, Lau v. Nichols, Plyler v. DOE, etc.).	Module 1: Demographics and Legal Requirements
6. Demonstrate knowledge of the state and federal requirements for the assessment of language proficiency and academic achievement of ELLs.	Module 1: Demographics and Legal Requirements
7. Demonstrate knowledge of required training for instructional and non-instructional staff members established by the 1990 Consent Decree and its September, 2003 Modification; and of the necessary procedures to ensure that all school site personnel are in compliance with the requirements.	Module 1: Demographics and Legal Requirements
8. Demonstrate the ability to update staff, students, and parents on pertinent changes in the educational legislation, rules and ELLs and their families.	Module 1: Demographics and Legal Requirements

<b>Standard B: Establish a system in which the school site appropriately identifies the needs of ELLs; ensures their proper placement; and accurately assesses the progress of English language acquisition and academic achievement of every ELL in the school.</b>	
<b>Competency</b>	<b>Competency Demonstration in Module</b>
1. Demonstrate knowledge of district's ELL Plan, which indicates the chosen model(s) of delivery of services to ELLs.	Module 1: Demographics and Legal Requirements Module 3: Language Learning
2. Demonstrate knowledge of the legal requirements of a student's ELL plan.	Module 1: Demographics and Legal Requirements
3. Demonstrate an understanding of the difference between language proficiency and content-based academic knowledge.	Module 6: Literacy Development
4. Demonstrate knowledge of second language acquisition (applied linguistics) theory and its applicability to the instructional process.	Module 3: Language Learning
5. Demonstrate knowledge and the ability to implement formal and informal methods of assessment/evaluation of ELL, including measurement of language, literacy and academic content metacognition.	Module 7: Assessing ESOL Students
6. Demonstrate knowledge of the indicators of learning disabilities, especially hearing and language impairment, as compared to the process by which students acquire a second language.	Module 6: Literacy Development Module 7: Assessing ESOL Students
7. Demonstrate knowledge of the indicators for student identification and participation in gifted programs, regardless of English language proficiency and of the program policies that must be in place in order to actively promote and sustain the participation of ELLs in advanced placement courses.	Module 7: Assessing ESOL Students
8. Demonstrate knowledge of the school site administrator's role and responsibilities as the instructional leader representative in the school-based ELL committee.	Module 1: Demographics and Legal Requirements
9. Demonstrate the ability to communicate with ELLs, their families and the community to assess the relevance of the curriculum and adequacy of student progress toward standards established by the Department of Education and the local school board.	Module 7: Assessing ESOL Students
<b>Standard C: Establish and monitor school site and staff procedures to ensure that LEP students enjoy equal access to available programs and comprehensible instruction.</b>	
<b>Competency</b>	<b>Competency Demonstration in Module</b>
1. Demonstrate knowledge of procedures regarding ELLs, which begin at school registration, and continue for two years after the ELL, has been exited from the English for	Module 1: Demographics and Legal Requirements



Speakers of Other Languages program	
2. Demonstrate knowledge of appropriate teaching strategies and methodologies to deliver comprehensible instruction to students whose first language is not English, that are from diverse cultural backgrounds and that have significantly varied levels of education in their own languages.	Module 2: Academic Competence, Part A Module 3: Language Learning Module 5: Academic Competence, Part B Module 6: Literacy Development
3. Demonstrate the ability to evaluate school site staff to ensure that they are using the appropriate strategies and methodologies to deliver comprehensible instruction to ELLs.	Module 3: Language Learning Module 5: Academic Competence, Part B Module 6: Literacy Development
4. Demonstrate ability to evaluate school site staff to ensure the use of appropriate native language instructional strategies in the instruction of ELLs.	Module 6: Literacy Development
<b>Standard D: Properly evaluate student progress, and be able to identify and implement system improvements.</b>	
<b>Competency</b>	<b>Competency Demonstration in Module</b>
1. Demonstrate up-to-date knowledge of relevant, scientifically-based research and effective practices regarding second language acquisition, English as a second language methodology and the issues of teaching multicultural populations.	Module 3: Language Learning
2. Demonstrate knowledge of methods of disaggregating and analyzing data on the achievement of all subgroups, including English Language Learners, and its impact to the school site's programmatic decisions.	Module 1: Demographics and Legal Requirements Module 7: Assessing ESOL Students
3. Demonstrate ability to apply scientifically based principles and practices to instructional programs in order to improve student achievement within the ELL population.	Module 2: Academic Competence, Part A Module 5: Academic Competence, Part B
4. Demonstrate ability to implement at the school site the Continuous Improvement Model, or other proven model for improving the academic achievement of all low-performing students.	Module 2: Academic Competence, Part A Module 5: Academic Competence, Part B
<b>Method of Competency Demonstration For All Standards A-D</b>	<b>80% mastery of objectives as demonstrated by pre/post test or other valid means of measurement</b>

## D. Instructors

Instructors selected for program options covered under the PAEC ESOL Add-On Endorsement will be given priority based on the credentials and experience listed below:

1. a master's degree in TESOL, applied linguistics, bilingual education or allied language field, and successful experience with English Language Learners in the K-12 school system; knowledge of, and experience in content-based ESOL instruction; experience as a trainer/facilitator
2. the five endorsement courses and successful experience with ELLs in the K-12 school system; knowledge of and experience in content-based ESOL instruction; experience as a trainer/facilitator
3. a master's degree in ESOL or applied linguistics and knowledge of and experience in content-based ESOL instruction; experience as a trainer/facilitator
4. a master's degree in an educational field other than language related and successful experience in language-sensitive content instruction; professional learning aligned with Florida Department of Education ESOL professional learning requirements; experience as a trainer/facilitator
5. successful experience with ELLs in the K-12 school system, and knowledge of and experience in content-based ESOL instruction and/or language-sensitive content instruction; professional learning aligned with Florida Department of Education ESOL professional learning requirements; experience as a trainer/facilitator

## V. COMPLETION REQUIREMENTS

### A. Program Completion

Candidates endeavoring to add the ESOL Endorsement to the Florida Educator's Certificate must earn a minimum of three-hundred (300) inservice points by successfully completing the prescribed set of inservice components included in this program or their equivalent and demonstrate the competencies required for the certification endorsement. Competency demonstration of the performance indicators outlined in **Table 6** will be done through a variety of methods that may include successful completion of projects or products, portfolio, electronic portfolio, case study, pre- and post-assessments, or other method of measure acceptable to the course instructor/facilitator.

Satisfactory completion of individual components for add-on purposes may be demonstrated through:

1. Instructor's verification of successful demonstration of all applicable competencies and products within that component of the approved add-on program.
2. Verification of successful demonstration of all applicable competencies within a component of another district's ESOL add-on program shall be conducted by personnel from the district's professional development office and will apply when reasonable equivalency between the components can be established through a review of the approved program; or,

3. Successful completion with a grade of “B” or better, of a college or university course documented by official transcript, where reasonable equivalence can be established between the component and the course through a review of the course catalog description and course materials. This review shall be conducted by authorized personnel from the district’s professional development office.

## **B. Competency Demonstration**

Candidates must satisfy all of the add-on program requirements for the option approved by appropriate district personnel, including demonstration of knowledge in each of the competencies which are required for the endorsement.

Procedures for evaluation of competency attainment within components will vary with the nature of the competency (see **Table 6**). Valid means of measurement shall include, but not be limited to some of the following:

- Demonstration of the competencies required for the certification coverage/endorsement
- Written test
- Completed projects or products
- Compilation of electronic portfolio
- Portfolio assessment
- Case study
- Other method of measure acceptable to the instructor/facilitator
- Satisfactory completion of individual assignments and activities
- Satisfactory responses to questions posed by the facilitator

## **C. COMPETENCY VERIFICATION**

In rare or extremely extenuating circumstances, a district may choose to allow participants to verify competencies in lieu of taking some of the required training. If this occurs, the district must develop a competency verification system that includes the following parts:

- Competencies - general statements of what teachers are expected to be able to do, as a result of specific training; or prior training, practice, and experience.
- Assessment Criteria - measurable indicators related to identified competencies.
- Appropriate Data Collection Instruments and Procedures - methods for collecting sufficient evidence of the teacher's ability to demonstrate the unique set of competencies and obtain a passing score on appropriate state assessment for coverage add-ons.
- Well-Defined Implementation Policies and Procedures - written documents designed to ensure fair and consistent application of the competency verification system, including specification of who, when, how, and under what conditions the verification is done.

## **VI. PROGRAM EVALUATION**

The process for evaluating the efficacy of the ESOL Add-On Endorsement online courses, as outlined in this document, is described in the subsequent sections.

### **Effect of In-service Education**

Those who complete the ESOL Add-On Endorsement courses are typically classroom teachers who interact regularly with students who are English Language Learners (ELL). The effect of the inservice education and training in the educational setting (Rule 6A-5.071(4) (e) 3, F.A.C. will be determined as described in *Florida's Professional Development System Evaluation Protocol (2010-2014)*. As stated in Standard 1.4.4, the educator will use summative and formative data from state or national standardized student achievement measures, when available, or other measures of student learning and behavior such as district achievement tests, progress monitoring, educator-constructed tests, action research results, and/or portfolios of student work to assess the impact of professional learning. Additionally, as described in Standard 1.4.5, the educator will use the results of the Independent Professional Development Plan evaluation as part of a continuous improvement process to develop the following year's IPDP, and to revise professional learning goals, as needed, based on student performance results and documented teaching practice.

All of the PAEC online ESOL courses may be considered to be electronic portfolios, through which participants' classroom implementation of appropriate ESOL strategies and techniques, reflections and evaluation of efficacy may be tracked and monitored. Districts, covered by this Add-On Endorsement Plan employ the IPDP as a means of identifying teachers' professional development needs, based on data of the students they teach. The IPDP is then used to determine whether the teacher achieves the stated professional development goals and the impact of the professional development as based on student performance and documented teaching practice.

### **Evaluation of Implementation – Competency Acquisition**

The effectiveness of the program in its attempt to allow participants to acquire the competencies is determined by feedback from program participants. Completion of the feedback survey, Figure 1, as shown, is required before course credit is awarded.

Figure 1. Evaluation of Professional Development Activity



Directions: Please indicate your level of agreement with the statements below.  
 5-Strongly Agree 4-Agree 3-Undecided 2-Disagree 1-Strongly Disagree

The Professional Development Activity:		5	4	3	2	1
1.	Was engaging.					
2.	Related directly to student achievement needs.					
3.	Fulfilled requirements of my individual professional development plan					
4.	Assisted with continuous improvement of my professional skills.					
5.	Aligned to school district state educational priorities.					
6.	Modeled best practices/instructional approaches to help me improve instruction.					
7.	Increased my knowledge understanding of how to provide school environments and instruction responsive to the developmental needs of students.					
8.	Provided information that can be used to provide school environments and instruction responsive to the needs of culturally diverse students.					
9.	Provided follow-up to ensure successful implementation.					
<b>Web/Online</b>						
		5	4	3	2	1
1.	My interest in the topic was stimulated early in the instructional presentation.					
2.	The language used in the instruction was easily understood and readable.					
3.	Feedback was provided on my success as a learner.					
4.	The content provided was comprehensive.					
5.	The instructor stimulated my intellectual curiosity.					
6.	The general appearance and attractiveness of the instruction was satisfactory.					
7.	The instruction gave me enough information to have confidence in learning more.					
8.	The interactivity provided in the instruction was useful and helpful.					
9.	Steps were easy to follow to complete the activity.					
10.	Management, operation, and delivery of this program were efficient and met my needs and the district's.					

Submit    Reset

Please note: Although it is most likely that you will not experience any problems responding to this form, it will not work with every browser in existence. If you experience any difficulties, you may email your response to this form to: [paec@paec.org](mailto:paec@paec.org).

## **Program Management, Operation, and Delivery**

In order to evaluate the efficiency of the management, operation and delivery of this add-on endorsement, as well as its ability to meet the needs of the district and participants, PAEC will place as a permanent agenda item this discussion for all Professional Development Advisory Council meetings. Since PAEC is owned by its fourteen member districts, and since one of its responsibilities is to meet regularly with the curriculum coordinators and professional development directors, PAEC will record the minutes of these meetings and retain discussion of the ESOL add-on Endorsement that takes place at each meeting during the period that this endorsement is in effect.

### **Annual Review**

At the annual September meeting of the Professional Development Advisory Council, data from the evaluation instrument shown in Figure 1, as well as information about the number of teachers completing and currently enrolled in the program will be shared upon request.

ESOL items to be added to the September Professional Development Advisory Council agenda include:

How is the current add-on endorsement meeting the needs of your district?

How is the current add-on endorsement meeting the needs of your teachers and students?

Is this program cost-effective for your district?

While the evaluation instrument shown in Figure 1 provides some data regarding the carry-over effects of inservice education and training into the educational setting, (Rule 6A-5.071(7), F.A.C.), administrators at each school/district will also make determinations of the effectiveness of the PAEC ESOL Add-On Endorsement inservice training through the teachers' Individual Professional Development Plan final evaluations. Information regarding specific programmatic needs, if indicated, will be reported to the district's representative on the PAEC Professional Development Advisory Council. Curriculum coordinators and professional development directors will analyze the data and direct PAEC to make adjustments to this program as the data indicates the need.

**NOTE:** A summary report of actual numbers regarding course participation and completion, as well as course evaluations can be made available upon request.

## **VII. MANAGEMENT**

Overall management of this add-on program is the responsibility of each district's assigned staff development/add-on program coordinator or designee. This individual will be responsible for the provision of the training within the District Master In-service Plan framework and program oversight to ensure compliance with State Standards for operation of add-on certification programs. This responsibility will be carried out in coordination with appropriate district certification personnel, ESOL administrative and supervisory personnel, and program instructors.

The Panhandle Area Education Consortium will be responsible for:

- Notifying districts when an applicant has successfully completed a component of the add-on program
- Updating and reviewing the courses
- Advertising the availability of the courses to the individual districts
- Providing qualified instructors/facilitators (see part IV, Instructors)

#### **A. CANDIDATE APPLICATION AND ADMISSION**

Candidates must receive approval prior to pursuing the Add-On-Program through the office of their district professional development director. It is the responsibility of the staff development office to review the participant's information to ensure the applicant currently holds a valid Florida Professional or Temporary Certificate based upon a bachelor's degree or higher in any ESOL Category I area as identified by FDOE. Any other district personnel are eligible to enroll in the program, on a space-available basis.

The district professional development director or designee will advise the candidate and complete the forms named below. The district staff development director will authorize the candidate's admission into the program.

Forms to Be Completed:

- A. Panhandle Area Educational Consortium ESOL Individual Plan of Study
- B. Panhandle Area Educational Consortium Online Application Form (if PAEC-provided online courses are used)

Participation in professional learning for the purpose of earning an add-on endorsement is limited to individuals who hold a valid Florida Temporary or Professional Educator's Certificate, issued on the basis of a bachelor's degree or higher degree in an academic area.

Any applicant who begins the program based on a temporary certificate must complete the requirements for a professional certificate prior to the district's verification of program completion.

Consideration for admission to the program will be given to individuals currently teaching who meet one or more of the following criteria listed in priority order:

- currently assigned out-of-field in ESOL, assigned to teach English/language arts or intensive reading in a school where ESOL students are currently enrolled and are likely to be assigned as their English/language arts or intensive reading instructor in the future;
- assigned to teach English/language arts or intensive reading in a school where ESOL students could be in attendance and could be assigned as their English/language arts instructor in the future;
- seeking renewal of certification; or,
- seeking further professional learning opportunities in order to better meet the needs of students who are English Language Learners and students in general.

Individuals participating in this program have access through the ePDC to their transcript which tracks all individual professional development and serves as official documentation of successful course completion. This transcript is also accessible to the district Professional development directors of member districts.

## **B. ADVISEMENT**

As part of the application process, applicants may be advised of the following:

- Requirements for continued employment in an out-of-field status;
- Requirements for adding the ESOL endorsement to the existing certificate (appropriate area of certification, specific courses and timelines required for completion of the add-on program, etc.);
- Availability of university or college courses to meet the requirements of the add-on program;
- The requirement that, for individuals holding a temporary certificate, valid Florida Professional Educator's Certificate must be obtained prior to completion of this program; and/or,
- Continuing advisement will be provided by the appropriate district office and PAEC ESOL contacts on matters related to certification, add-on offerings, and progress toward completion of program requirements.

## **C. ATTENDANCE**

PAEC-provided online ESOL courses are self-paced and completion is not based on attendance. Instead, participants interact with course content and compile an electronic portfolio of responses to assignments, products, and reflections based on classroom implementation. All contents of the electronic portfolio are reviewed and must meet approval of the course facilitator before course credit is granted. For face-to-face workshops, attendance is mandatory unless the absence is excused by the instructor for serious or extreme emergencies. Excused absences and missed assignments must be satisfied through a "make-up" schedule approved by the instructor(s).

The Panhandle Area Education Consortium will report completion of individual components of the add-on program to the district professional development office and to the participant through the electronic Professional Development Connections. It is the participant's responsibility to complete each component within the timelines established by the Florida Consent Decree and School Board Rule 6A-1.0503, Definition of Qualified Instructional Personnel.

## **D. TRANSFER AND UTILIZATION OF CREDIT**

Professional development records for each participant are maintained in the form of an electronic transcript in the ePDC of the Panhandle Area Educational Consortium. Each district's Professional Development Director has access to the electronic transcripts of teachers in his/her district and verification for certification endorsement or for conversion from college credit will be issued from that office, in consultation with the district Certification Office.



Credit earned in college courses (see Options B and C) from an accredited institution of higher education may be considered for transfer of credit to this add-on endorsement program. College courses are converted to in-service points with each semester credit hour equivalent to 20 in-service points. Participants must request an official college transcript from the institution of higher education for courses they wish to transfer.

In-service credit earned for ESOL courses while employed in another district or prior to the district's adoption of this add-on program may be applied to the add-on program, provided the component is of equivalent or higher content rigor. Participants must request an official In-service Transfer Record from the previous employer. The Professional Development Director of the district, in which the participant is employed, will make a determination of the appropriateness of completed components and will transfer applicable credit.

#### **E. CERTIFICATION OF COMPLETION**

For those utilizing Option A, when the student transcript in the electronic Professional Development Connections indicates successful completion of all add-on endorsement requirements, the district staff development office will prepare the District Verification Form for Completion of an Approved Add-On Program (CT-115) and submit it to the Florida Department of Education.

For those utilizing Option B, upon completion of all program requirement each participant must submit the following to the district professional development office:

- A completed Request for Verification of Completion form (CT-115)
- The approved and completed Individual Plan of Study form

Upon completion of all program requirements, each participant must submit the following to the district professional development office if Option B or C is utilized:

- A completed Request for Verification of Completion form (CT-115)
- The approved and completed Individual Plan of Study form
- Official university transcript for all completed university courses as specified in Options B and C, if applicable

#### **VIII. SCHOOL BOARD APPROVAL**

In order for the ESOL Add-On Endorsement Program to receive state approval, it must include a statement signed by the district superintendent and chairman of the School Board stating that it has been approved locally for submission.



Panhandle Area Educational Consortium Online Application Form  
ESOL Courses

Name of Online Student: \_\_\_\_\_

District: \_\_\_\_\_ School: \_\_\_\_\_

Please check a course from the following list:

- ESOL: Methods of Teaching ESOL – Course One (60 hours)
- ESOL: Applied Linguistics – Course Two (60 hours)
- ESOL: Testing and Evaluation of ESOL – Course Three (60 hours)
- ESOL: Curriculum and Materials Development – Course Four (60 hours)
- ESOL: Cross Cultural Communication and Understanding – Course Five (60 hours)
- ESOL: ESOL for School Administrators (60 hours)
- ESOL: ESOL for Guidance Counselors (60 hours)
- ESOL: ESOL for Category III Teachers (18 hours)

I understand I have one year from the registration date to complete the ESOL course.  
If I do not complete the assignments within the one year timeframe, I forfeit the course fee and the coursework.

_____	_____
Student Signature	Date

The student named above is registering for the identified ESOL course with my full knowledge.

_____	_____
District ESOL Coordinator/Professional Development Director	Date

Note: Please send this completed form, along with payment to:  
Paula Weeks  
Panhandle Area Educational Consortium  
753 West Blvd., Chipley, FL 32428  
Fax: 850-638-6109

**Panhandle Area Educational Consortium  
ESOL Individual Plan of Study**

Participant's Name: \_\_\_\_\_

District: \_\_\_\_\_ School: \_\_\_\_\_

Home/Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Work telephone: \_\_\_\_\_ Home telephone: \_\_\_\_\_

Have you been assigned to teach English/Language Arts to an ESOL student? Yes \_\_\_ No \_\_\_  
If yes, in what school year were you first given this assignment? \_\_\_\_\_

Current Teaching Assignment: \_\_\_\_\_

Currently assigned Out-of-Field? Yes \_\_\_ No \_\_\_

Certification Area(s): \_\_\_\_\_

Florida Professional Educator's Certification Number: \_\_\_\_\_

**Part A: Check Appropriate Box:**

___ Category I	___ Category II	___ Category III
Primary Language Arts/ English, Developmental Language Arts, Intensive Reading, Reading	Social Studies, Mathematics, Science, Computer Literacy  PAEC Recommended Course: <i>ESOL: Methods of Teaching ESOL</i>	All other subjects not included in Categories I or II  PAEC Recommended Course: <i>ESOL for Category III Teachers Online Course, K-12</i>
<b>Proceed to Parts B and C</b>	<b>Proceed to Part C</b>	<b>Proceed to Part C</b>



Panhandle Area Educational Consortium  
753 West Boulevard  
Chipley, FL 32428  
850-638-6131  
www.paec.org

**Panhandle Area Educational Consortium  
ESOL Individual Plan of Study**

**Part B: ESOL Add-On Endorsement Plan for Category I Teachers**

A copy of this form must be kept in the Professional Development Office.

Required Components	PAEC Online Courses	Completion Date	In-Service Points	Courses (other than PAEC online courses)	Completion Date	In-Service Points
Methods of Teaching ESOL	<i>ESOL: Methods of Teaching ESOL</i>					
Applied Linguistics	<i>ESOL: Applied Linguistics</i>					
Cross Cultural Communication and Understanding	<i>ESOL: Cross Cultural Communication and Understanding</i>					
Curriculum Materials and Development	<i>ESOL: Curriculum Materials and Development</i>					
Testing and Evaluation	<i>ESOL: Testing and Evaluation</i>					
<b>TOTAL In-service Points Completed</b>						

**Required Total Components: 5**

**Required Total In-service Points: 300**

NOTE: Indicate acceptable transfer credit from institution of higher education and inservice participation by placing course/component name and number, inservice points, and completion date in the appropriate blanks. Attach copies of documentation, e.g., official transcript or In-service Transfer Record.

**Part C: Signatures**

I **understand** that, in order to obtain an add-on endorsement in ESOL I must:

- Hold a valid Florida Professional Educator’s Certificate, issued on the basis of a Bachelor’s degree or higher degree and
- Successfully complete the approved add-on program outlined in the Individual Plan of Study.

I **have been counseled** and understand the following:

- Requirements for ESOL Professional Learning based on current teaching assignment
- Requirements for adding an endorsement to an existing certificate
- Availability of university or college courses that meet certification requirements

I understand that the district will maintain documentation of my performance and completion. The district will provide, upon request, continuing advisement on matters related to this program

Applicant Signature	Date
Principal	Date
Professional Development Director	Date

**Verification of Completion of ESOL Endorsement Program**

Participant Name: \_\_\_\_\_

Date of admission to ESOL Endorsement Program: \_\_\_\_\_

**REQUEST FOR VERIFICATION OF COMPLETION**

I request that the district verify my completion of the program for Add-On Endorsement in ESOL.

Attached are: (Place a check by each item attached. Write N/A by items not applicable)

\_\_\_\_\_ Completed Individual Plan of Study

\_\_\_\_\_ In-service Transfer Record for components completed as part of an Approved Add-on Program (This refers to any relevant components approved and completed prior to employment in current district.)

\_\_\_\_\_ Official university transcripts for all completed college/university courses relevant to this program

\_\_\_\_\_  
Signature of Candidate

\_\_\_\_\_  
Date

**DISTRICT VERIFICATION OF COMPLETION**

This candidate has successfully completed the Plan of Study outlined on the attached Individual Plan of Study form for the ESOL Add-On Endorsement.

\_\_\_\_\_  
Signature of Professional Development Director

\_\_\_\_\_  
Date

Notes/Comments (optional)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Copy: participant, principal, staff development office

CT-115

**SUMMARY SHEET**

**RECOMMENDATION TO SUPERINTENDENT FOR SCHOOL BOARD AGENDA**

**AGENDA ITEM NO.** 11b

**DATE OF SCHOOL BOARD MEETING:** May 27, 2014

**TITLE OF AGENDA ITEM:** Florida Association of District School Superintendent's Membership Dues for 2014 - 2015

**DIVISION:** Administration

       This is a CONTINUATION of a current project, grant, etc.

**PURPOSE AND SUMMARY OF ITEM:**  
(Type and Double Space)

Florida Association of District School Superintendent's Membership Dues for 2014 – 2015.

**FUND SOURCE:** General

**AMOUNT:** \$11,031.00

**PREPARED BY:** Mr. Reginald C. James

**POSITION:** Superintendent

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**INTERNAL INSTRUCTIONS TO BE COMPLETED BY PREPARER**

       Number of ORIGINAL SIGNATURES NEEDED by preparer.

**SUPERINTENDENT'S SIGNATURE:** page(s) numbered \_\_\_\_\_

**CHAIRMAN'S SIGNATURE:** page(s) numbered \_\_\_\_\_

**REVIEWED BY:** \_\_\_\_\_



**FADSS**

Florida Association of  
District School Superintendents

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SUPERINTENDENT  
DEVELOPMENT

GOVERNMENTAL  
RELATIONS

ORGANIZATIONAL &  
LEADERSHIP DEVELOPMENT

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MR. WILLIAM J. MONTFORD, III  
Chief Executive Officer

MR. DON GRIESHEIMER  
Associate Executive Officer

Ms. Joy Frank  
General Counsel

Mrs. Angela Freeland  
Executive Secretary to CEO/  
Office Manager

Ms. Diann Morell  
Director of Training and  
Development

Mrs. Diana Oropallo  
Director of Communications

Ms. Tara Vafadari  
Chief Financial Officer

Ms. Renae Wallace  
Staff Assistant

Ms. Tori Williams  
Receptionist/Office Assistant

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**MAILING ADDRESS:**

208 South Monroe Street  
Tallahassee, FL 32301-1824

Phone: 850-577-5784  
Fax: 850-577-5781

## Florida Association of District School Superintendents

April 30, 2014

### MEMORANDUM

TO: District School Superintendents

FROM: Bili Montford  
Chief Executive Officer

SUBJECT: 2014-2015 FADSS Annual Dues

Florida is fortunate to have in its 67 school superintendents the very best in dedicated and well-prepared professionals. The challenges you face are sometimes overwhelming. Through your leadership and hard work, and that of your teams, Florida students continue to have unprecedented educational opportunities and perform exceptionally well.

We at FADSS are proud to be the support and training organization for you and your staff, as well as an effective and persistent voice on the issues that you consider to be most important and pertinent. Our organization is strong and productive because of your personal involvement in the Association and your commitment and assistance to each other. Our strength lies in our unity.

Enclosed is an invoice for FADSS dues for 2014-2015. Thank you for your continued support of your Association and for your collective voice for Florida's students.

If you have any questions, please contact our CFO Tara Vafadari at 850/577-5784.

cc: Finance Officer

Enclosure: Membership Dues Invoice



# INVOICE

208 South Monroe Street  
Tallahassee, Florida 32301

Invoice # 1019  
Invoice Date: 4/30/2014

Telephone: 850.577.5784  
Fax: 850.577.5781

Due Date: 6/30/2014

Tax ID: 23-7017835

**Vendor Information:**

Billing Address:	
<b>Company:</b>	Gadsden County School District 35 Martin Luther King Jr., Boulevard Quincy, Florida 32351
<b>Name:</b>	Superintendent Reginald James

Description	Amount Each	Amount
Florida Association of District School Superintendents Membership Dues for 2014 – 2015		\$11,031.00
	Subtotal:	\$11,031.00
	Tax:	
	Shipping:	
	<b>Grand Total:</b>	<b>\$11,031.00</b>

**Notes:**

If you have any questions regarding this invoice please contact [FADSS CFO Tara Vafadari](#).