



MONROE PUBLIC SCHOOLS

BUDGET HEARING

6:45 p.m.

BOARD MEETING # 11

7:00 p.m.

JUNE 25, 2013

BOARD OF EDUCATION

MR. ROBERT YEO, PRESIDENT

MR. LAWRENCE VANWASSHENOVA, VICE-PRESIDENT

MRS. JUNE KNABUSCH-TAYLOR, SECRETARY

MR. AARON N. MASON, PARLIAMENTARIAN

DR. TEDD MARCH, TRUSTEE

MR. RYAN PHILBECK, TRUSTEE

MS. WENDY SPICER, TRUSTEE

SUPERINTENDENT OF SCHOOLS

MR. RANDALL MONDAY

“Monroe Public Schools is committed to being the premier education organization in the region. We are devoted to promoting high expectations for all in a state-of-the-art 21st century curriculum. We recognize that the students and communities we serve are our customers, and we promise to make all decisions in their best interest.”

NOTICE OF NON-DISCRIMINATION

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Prepared by the Office of the Superintendent, Jennifer Watterworth, Secretary

MONROE PUBLIC SCHOOLS BOARD OF EDUCATION

Budget Hearing

Tuesday, June 25, 2013

6:45 PM

AGENDA

A. Roll Call and Call to Order

Mr. Yeo

B. Discussion and Action Items

1. 2013/2014 Budget Hearing

Mrs. Eighmey

C. Adjourn

Move to adjourn the June 25, 2013 Budget Hearing.

Mr. Yeo

MONROE PUBLIC SCHOOLS BOARD OF EDUCATION

Board Meeting #11
Tuesday, June 25, 2013
7:00 p.m.

AGENDA

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A. Roll Call and Call to Order	Mr. Yeo	1
1. Pledge of Allegiance to the Flag	Mr. Yeo	
B. Public Commentary – Agenda Items Only	Mr. Yeo	
C. Discussion and Action Items		
1. Approval of Minutes	Mr. Yeo	2
Move to approve the minutes of the following meetings as submitted:		
• June 11, 2013 Board Meeting #10		
2. Reports and Updates	Mr. Yeo	7
a. June 17, 2013 Board Curriculum Committee Minutes		
3. 2012/13 Budget Amendment	Mrs. Eighmey	11
Move to adopt the amended 2012/2013 fund budgets for the General, Food Service and Building and Site Sinking funds as presented.		
4. 2013/14 Proposed Budget	Mrs. Eighmey	21
Move to to adopt the 2013/2014 proposed budgets for General, Debt, Food Service, Sinking Fund and Building and Site funds as presented. Furthermore, the Board has determined that the non-homestead millage rate be established at 18 mills for operating purposes and an additional 1 mill be levied for Building and Site Sinking Fund on all property as approved by referendum in 2008.		
5. State Aid Note Resolution	Mrs. Eighmey	37
Move that the Board of Education approve the District’s participation in the Michigan Finance Authority 2013 State Aid Note Program as presented.		
6. Sodexo Contract Renewal	Mrs. Eighmey	64
Move to extend the food service management contract of Sodexo for the 2013/14 school year.		

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<p>7. Staff Resignations Move to approve the resignations from Monroe Public Schools for Lee Van Valkenburg effective June 12, 2013 and Stephanie Kennedy effective June 17, 2013.</p>	Mrs. Everly	68
<p>8. Superintendent/Board of Education Secretary Move to approve the appointment of Gayle Lambert as the administrative secretary of the Monroe Public Schools' Board of Education effective July 1, 2013.</p>	Dr. Martin	71
<p>9. Exempt Administrative Contract Move to approve an administrative contract for Dr. Barry Martin as recommended for the 2013-14 through 2015-2016 school years.</p>	Mr. Yeo	73
<p>10. Job Description-Coordinator of Compensatory Education Move to approve the revised job description of the Director of State and Federal Programs and change the position title to Coordinator of Compensatory Education.</p>	Dr. Martin	74
<p>11. Student Reinstatements The Monroe Public Schools Reinstatement Committee, after a complete review, is recommending that David Hofinger should be reinstated to Orchard Center High School based on good attendance and a willingness to cooperate.</p> <p>The recommendation of the committee is to reinstate Harlan Pfefferle to Monroe Middle School. This is based on good attendance, a willingness to cooperate, and good grades.</p> <p>The committee does not recommend reinstatement at this time for Eric Veenstra.</p>	Dr. McLeod	80
<p>12. MHS Wrestling Team Camp Move to approve the Monroe High School Wrestling Team Camp at University of Michigan in Ann Arbor, Michigan; according to the terms of Policy IICA, Field Trips and Excursions.</p>	Dr. McLeod	81
<p>13. MHS Girls Varsity Basketball Camp Move to approve the Monroe High School Girls Varsity Basketball Team Camp; according to the terms of Policy IICA, Field Trips and Excursions.</p>	Dr. McLeod	85

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14. H-Wing Masonry Repairs at MHS	Mr. Oley	89
Move to accept Base Bid, Proposal A, plus Alternate A-1, plus Alternate A-2, for a total of \$103,020 from Grunwell-Cashero of Toledo, Ohio, for the H-Wing masonry repairs at Monroe High School and reject all other bids. Money for this project is to be taken from the Building and Site Sinking Fund.		
15. AWS Boiler Re-Tubing	Mr. Oley	129
Move to accept the low bid from H. Hansen Industries for boiler re-tubing at Arborwood South at a cost not to exceed \$11,260. Money for this project is to be taken from the Building and Site Sinking Fund.		
16. MHS Circulating Pumps	Mr. Oley	134
Move to accept the low bid from Thompson Plumbing located in Petersburg, MI for circulating pump replacement at Monroe High School at a cost not to exceed \$32,566. Money for this project is to be taken from the Building and Site Sinking Fund.		
17. MHS Energy Management System Upgrade	Mr. Oley	140
Move to accept the proposal from Control Systems of Ohio to upgrade the energy management system at Monroe High School at a cost not to exceed \$18,385. Money for this project is to be taken from the Building and Site Sinking Fund.		
18. Purchase of Can Openers for Sodexo	Mrs. Eighmey	143
Move to approve the purchase of 12 Edlund 266 Single Speed Electric Can Openers from Zesco, Inc. for a cost not to exceed \$6,915.96 and reject all other offers. Money for this purchase is to be taken from the Food Service budget.		
19. Technology Purchase	Mr. Payne	145
Move to approve the technology upgrades as detailed at a total cost not to exceed \$1,456,952.41. Money for these projects will be funded by the General Fund, Technology Millage, and Title I funds.		
20. Superintendent's Comments	Mr. Monday	
21. Old Business	Mr. Yeo	
22. New Business	Mr. Yeo	
23. Public Commentary – Any Topic	Mr. Yeo	

24. Adjournment

Move that the June 25, 2013 Board Meeting #11 of the
Monroe Public Schools Board of Education be adjourned.

Mr. Yeo

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ROLL CALL

	<u>Present</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____
Dr. March	_____	_____
Mr. Mason	_____	_____
Mr. Philbeck	_____	_____
Ms. Spicer	_____	_____
Mr. VanWasshenova	_____	_____
Mr. Yeo	_____	_____

APPROVAL OF MINUTES

ENCLOSURES

- June 11, 2013 Board Meeting #10 Minutes

RECOMMENDATION

Move to approve the following minutes as submitted:

- June 11, 2013 Board Meeting #10

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

MONROE PUBLIC SCHOOLS BOARD OF EDUCATION

Board Meeting #10
Tuesday, June 11, 2013
7:00 p.m.

MINUTES

Roll Call and Call to Order

Board Members Present: President Robert Yeo, Vice President Lawrence VanWasshenova, Secretary June Knabusch-Taylor (arrived @ 7:04 p.m.), Parliamentarian Aaron N. Mason, Trustee Dr. Tedd March, and Trustee Ryan Philbeck

Board Members Absent: Trustee Wendy Spicer

Administrators Present: Randy Monday, Julie Everly, Ryan McLeod, Katherine Eighmey, Barry Martin, and Jerry Oley

Administrators Absent: David Payne

President Yeo called the meeting to order at 7:00 p.m.

Waterloo Extended Day Activities

Mrs. Everly welcomed Waterloo principal, Lisa McLaughlin, who introduced students and staff who then highlighted some of the iPad activities and extended day opportunities available to all grade levels for Waterloo students. Cheryl Bindus, teacher, spoke first about the iPad initiative and called on kindergarten, third, and sixth grade students to demonstrate iPad applications, commercials and collaboration activities they have used on their iPads. Then Ms. Bindus explained some of the extended day activities offered at Waterloo which encompassed all areas of the curriculum and included many staff members.

Public Commentary-Agenda Items Only

A citizen complimented the Monroe High School staff on the nice graduation held recently.

Approval of Minutes

Motion by Mr. VanWasshenova; support by Mr. Philbeck to approve the minutes of the following meetings as submitted:

- May 28 2013 Board Meeting #9
- June 4, 2013 Special Board Meeting

Vote: Motion carried by a 6-0 roll call vote.

Reports and Update

The May 20, 2013 Board Curriculum Committee Minutes were received without comments.

Staff Resignation

Motion by Mrs. Knabusch-Taylor; support by Mr. Mason to approve the resignation from Monroe Public Schools for Adrienne Clements effective June 11, 2013.

Vote: Motion carried by a 6-0 roll call vote.

Teacher Tenure Recognition

Motion by Mr. Mason; support by Dr. March to confirm and endorse the granting of tenure for Monique Hunter, Callie Preslan and Traci Wilson on the appropriate anniversary dates.

Vote: Motion carried by a 6-0 roll call vote.

Custer Reading Instructional Resources

Motion by Mrs. Knabusch-Taylor; support by Dr. March to approve the purchase of the enclosed instructional resources from Scholastic and Houghton Mifflin Harcourt. The total cost for the materials, plus shipping, will not exceed \$13,000 all of which will be covered by 2012-2013 Title I funds in accordance with allowable expenditure guidelines for use of federal funds for supplemental instructional programming.

Discussion: Mrs. Knabusch-Taylor noted that the books are terrific for the children. Thanks to Mrs. Bennett for attending the meeting.

Vote: Motion carried by a 6-0 roll call vote.

Upward Bound Field Trip

Motion by Mr. Mason; support by Mr. Philbeck to approve the Upward Bound Program overnight trip to Boston, Massachusetts from July 28, 2013 to July 31, 2013, according to the terms of Policy IICA, Field Trips and Excursions.

Discussion: Thank you to Anthony Quinn for attending the board meeting. Mr. Monday and Dr. Martin complimented the Upward Bound program and the recent banquet held at the college. The speaker at the banquet had himself been an Upward Bound student whose message was inspiring.

Vote: Motion carried by a 6-0 roll call vote.

MHS Band Camp

Motion by Mr. VanWasshenova; support by Mr. Mason to approve the Monroe High School Trojan Marching Band trip to Spring Arbor University for their annual band camp from August 5-10, 2013 according to the terms of Policy IICA Field Trips and Excursions.

Discussion: In the past this band camp was held at MSU. The students are excited to attend this camp.

Vote: Motion carried by a 6-0 roll call vote.

MHS Cheerleading Camp

Motion by Mr. VanWasshenova; support by Mr. Mason to approve the Monroe High School students' attendance at the Champion Cheer Camp at Alma College; according to the terms of Policy IICA, Field Trips and Excursions.

Discussion: Thank you to Dr. Ray for attending the board meeting to answer questions about the field trips.

Vote: Motion carried by a 6-0 roll call vote.

MHS Boys Basketball Camp

Motion by Dr. March; support by Mr. VanWasshenova to approve the Monroe High School students' attendance at the Boys Basketball Team Camp in Findley, Ohio at the University of Findley according to the terms of Policy IICA, Field Trips and Excursions.

Discussion: Fundraisers are held to help students defray the cost of these field trips.

Vote: Motion carried by a 6-0 roll call vote.

Superintendent Comments

- After a day's delay due to rainy weather, the Dick Waters swimming pool opened. Plans are to have it opened daily, except July 4th, into the Labor Day weekend. The central part of operation is the open swim from 11:00 a.m. to 6:00 p.m. daily. In addition, adult swim lanes will be available for one hour before the pool opens, youth swimming lessons will be held after the pool closes, and water aerobics will be offered in the early evening. Admission is \$3 for those over 12 years old; 12 years and younger, the admission is \$2.
- Despite having to be inside for the second consecutive year, the MHS graduation ceremonies went well.
- Top 100 MHS graduate books are available and have already been distributed to the top 100 students.
- June 21-22 our robotics team will host a major robotics competition. Nearly 40 teams from four states are expected.
- Our Summer Learning Academy pilot program at Arborwood South will begin next week. At this time there are 275 students in Pre-K to 8th grade who are registered to attend. We are using lessons we learned and incorporating the many successes we had with the learning academies at Arborwood over the last school year.
- The Education Foundation and MHS Scholarship have combined. With the groups working together, we expect to be able to pool our energies to better support both programs.

Old Business

Mrs. Everly and Dr. McLeod are putting data together with the results of our students' pre- and post-tests. It may be necessary to hold a Saturday workshop in July so the board can set goals for themselves and the superintendent.

Mr. Mason attended the recent Orchard graduation and was happy to see a student graduate who had been reinstated earlier in the year. Another graduate wrote and performed a song. He also reported the three unopposed candidates for the MCISD board were, of course, elected.

Mrs. Knabusch-Taylor noted that even though school is out for the summer, many teachers are still working. The project Manor teachers are working on is part of a grant they received.

Monroe Public Schools has many successes to celebrate.

Mr. Yeo asked that contractual issues be placed on the agenda for the next board meeting.

New Business

Prior to the meeting, board members received a packet from Mr. Yeo detailing some administrative considerations that could be made with the vacancy created by Dr. Martin taking over as superintendent. There is an opportunity for adjustments to this position as well as creating administrative support at the building level. A realignment of Dr. Martin's job duties could create an eleven-month administrative position at the building level while eliminating a central office position. This topic will be discussed at the June 25, 2013 board meeting.

Five candidates have applied for the position of secretary to the superintendent and board of education. Interviews will be held Friday, June 14. Mr. Yeo and Mr. VanWasshenova will be the board representatives on the interview panel.

Public Commentary-Any Topic

There was none at this time.

Adjournment

Motion by Mr. VanWasshenova; support by Mr. Mason that the June 11, 2013, Board Meeting #10 of the Monroe Public Schools Board of Education be adjourned.

Vote: Motion carried by a 6-0 hand vote at 8:18 p.m.

June Knabusch-Taylor, Secretary

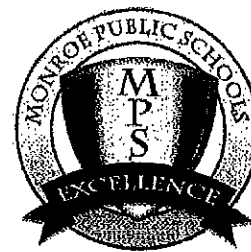
Board Meeting #10
January 22, 2013
Item #C.2

REPORTS AND UPDATES

BOARD COMMITTEES/OTHER REPORTS

- June 17, 2013 Board Curriculum Committee Minutes

**Monroe Public Schools
Board Curriculum Committee**



Date of Meeting: June 17, 2013
Next Meeting: July 15, 2013 4:45 p.m.

In Attendance: Julie Everly, June Knabusch-Taylor, Tedd March, Ryan McLeod, and Larry VanWasshenova

1. **Call to Order:** The meeting was called to order at 4:50 p.m.
2. **Minutes:** *The May 20, 2013 minutes were approved at the June 11, 2013 Board Meeting.*
3. **Public Commentary:** None
4. **World Language Update:**
Ryan McLeod explained that we are diligently looking for the written curriculum that was created a number of years ago for the middle school World Language course. Although we have not been successful at this point in time, we have several people attempting to locate it and making contacts with those who contributed to the creation of the course. We will continue to update the committee.
5. **Pearson Inform:** Julie and Ryan shared a detailed overview of Pearson Inform. Pearson Inform is the data warehouse that contains all of the common and state assessment student achievement data. Monroe Public Schools partners with the other districts in the county to maintain a license to use this system.

Julie demonstrated some specific reports that can be generated from the system. She also discussed the variety of ways teachers, principals, and central administration utilizes the system. Julie and Ryan discussed the need to explore other systems that have been created since the district has implemented inform. They explained that with the need for districts to manage and utilize student performance data, companies have become very creative with their achievement data management systems.

When discussing reports, the group was shown how Pearson allows the user to drill down to the individual student level, compare beginning and end of the year progress, and view classroom, school and district data. Dr. March, Mrs. Knabusch-Taylor, and Mr. VanWasshenova showed an interest in the different reports that Pearson can generate. Ryan and Julie will build this into the Board Curriculum Committee Meetings. Mr. VanWasshenova is especially interested in analyzing any academic regression that

students experience by analyzing the Fall 2013 data in comparison to the June 2013 data.

Julie also indicated that Dr. Martin will be including student achievement data reports in his communication with the Board of Education.

6. English Language Arts (ELA) Curriculum

- **Elementary:** The Lucy Calkins Literacy Units that the board approved have been distributed to the teachers. The teachers were grateful to get the units before leaving for the summer. Several groups of teachers are having study groups in order to unpack the content of the units and learn how to best utilize them in their classroom.
- **Middle School:** Teachers from MMS are meeting over the summer to realign the ELA Curriculum with the Common Core. We will be bringing ELA Curriculum purchases to the board in order to support the MMS alignment with the Common Core.

7. Old Business:

- **Future School Models** – The group continues to be interested in gathering information from stakeholders about what characteristics of a school have high appeal. Mrs. Knabusch-Taylor stressed the importance of the vocabulary that we use when naming concepts and marketing our schools. Mr. VanWasshenova discussed the characteristics of a traditional school environment that may appeal to the public. The group discussed the need for the district to emphasize our programs in a full page advertisement in the Monroe Evening News, on our district website, and in other various locations in the community.

Ryan and Julie indicated that the interest in an International Baccalaureate School (IB) is growing amongst staff and parents. Many of the characteristics of this school environment match those that Mr. VanWasshenova discussed. There is an application process and professional development that takes place before opening an IB school; therefore, this would need to begin this school year in order to have implementation in 2014-15.

8. New Business:

- **MC3** is the Social Studies Curriculum that we have adopted for grades K-6. There was no cost for this curriculum, and very little was spent in supplemental resources. We do have concerns with the development of a split grade curriculum. In the past, split grade curriculum development has been a teacher-created curriculum requiring teachers on the committee to participate in approximately five days of curriculum development out of the classroom. Julie explained that Carol Egbo, has offered to create these units for the district. Julie will be forwarding a cost comparison for the Board of

Education through the Board Briefs. Splits, although significantly lower in number throughout the district, continue to create curriculum and parent concerns.

- Ryan reminded everyone about the contracted coaching work that Kathleen Kryza did with our high school. Originally, we requested \$13,000.00 from the Board of Education. With the timing of the approval, she was only able to hold workshops at the end of March, April, and one in May. We will be asking the Board for approval of funds for the upcoming school year. Ms. Kryza made a big impact, and we have 22 teachers who are asking to work with her next school year.
- Mrs. Knabusch-Taylor made a request to have central office names highlighted in the "Board Briefs." This would clarify who was sharing the information.

9. **Adjournment:** Ryan McLeod adjourned the meeting at 6:55 p.m.

**ADOPTION OF FINAL AMENDED 2012/2013 BUDGETS FOR GENERAL,
FOOD SERVICE, AND BUILDING AND SITE SINKING FUNDS**

BACKGROUND

Each year it is necessary to adjust district budget allocations to best reflect what we believe will be closest to the actual annual activity.

ENCLOSURES

Proposed budget amendment resolution and budget detail summaries.

RECOMMENDATION

Move to adopt the amended 2012/2013 fund budgets for the General, Food Service and Building and Site Sinking funds as presented.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

**RESOLUTION FOR ADOPTION BY THE BOARD OF EDUCATION OF
MONROE PUBLIC SCHOOLS, MONROE COUNTY, MICHIGAN**

WHEREAS, this resolution shall be the general appropriations act of Monroe Public Schools, Monroe County, Michigan, for the fiscal year 2012/13, an act to amend appropriations; to provide for the expenditure of the appropriations; and to provide for the disposition of all income received by Monroe Public Schools, Monroe County, Michigan.

WHEREAS, the total revenues and unappropriated fund balance estimated to be available for appropriations in the **General Fund** of the Monroe Public Schools, Monroe County, Michigan, for the fiscal year 2012/13 is as follows:

Revenues

Local	\$16,187,310	
State	32,606,054	
Federal	2,952,934	
Incoming Transfers & Other Transactions	<u>3,772,080</u>	
 Total Revenues		 \$55,518,378
 Fund Balance - July 1, 2012	 3,840,471	
Less: Restricted/Assigned Fund Balance	<u>(478,503)</u>	
 Fund Balance Available		 <u>3,361,968</u>
 Total Available to Appropriate		 <u>58,880,346</u>

WHEREAS, \$56,668,333 of the total available to appropriate in the **General Fund** is hereby appropriated in the amounts and for the purposes set forth below:

Expenditures

Instruction:	
Basic Programs	\$26,683,367
Added Needs	6,027,467
Support Services:	
Pupil	2,432,060
Instructional Staff	2,860,101
General Administration	705,770
School Administration	3,337,616
Business	854,695
Operations/Maintenance	5,708,013
Transportation	3,560,763
Central	1,928,375
Athletics	736,990
Community Services	761,377
Outgoing Transfers and Other Transactions	<u>1,072,739</u>
Total Appropriated	<u><u>\$56,668,333</u></u>

WHEREAS, no Board of Education member or employee of the school district shall expend any funds or obligate the expenditure of any funds except pursuant to appropriations made by the Board of Education and in keeping with the budgetary policy statement adopted by the Board. Changes in the amount appropriated by the Board shall require approval by the Board.

THEREFORE BE IT RESOLVED that the superintendent is hereby charged with the general supervision of the execution of the budget adopted by the board and shall hold the department heads responsible for performance of their responsibilities within the amounts appropriated by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board.

This act is to take effect on June 25, 2013

**MONROE PUBLIC SCHOOLS
GENERAL FUND
DETAIL BUDGET PROJECTIONS**

FOR FISCAL YEAR ENDING JUNE 30, 2013

	Class Code #	2011/12 ACTUAL	2012/13 ORIGINAL BUDGET	2012/13 ADJUSTMENTS	2012/13 REVISED FOR ADOPTION 6/25/2013
REVENUES:					
Local Sources	100's	\$16,869,630	\$16,935,795	(\$748,485)	\$16,187,310
State Sources	300's	\$30,650,205	\$30,572,605	\$2,033,449	\$32,606,054
Federal Sources	400's	\$2,488,057	\$2,728,120	\$224,814	\$2,952,934
TOTAL REVENUES		\$50,107,892	\$50,236,520	\$1,509,778	\$51,746,298
Incoming Transfers and Other Transactions	500's	\$4,754,302	\$3,681,360	\$190,720	\$3,772,080
TOTAL REVENUES, INCOMING TRANSFERS & OTHER TRANSACTIONS		\$54,862,194	\$53,817,880	\$1,700,498	\$55,518,378
EXPENDITURES:					
INSTRUCTIONAL EXPENSE	Function Code #				
Basic Programs	110's	\$26,574,097	\$26,223,447	\$459,920	\$26,683,367
Added Needs	120's	\$6,367,201	\$6,001,102	\$26,365	\$6,027,467
SUPPORT SERVICES					
Pupil	210's	\$2,451,487	\$2,379,980	\$52,080	\$2,432,060
Instructional Staff	220's	\$2,594,348	\$2,533,465	\$326,636	\$2,860,101
General Administration	230's	\$517,281	\$542,330	\$163,440	\$705,770
School Administration	240's	\$2,913,866	\$2,952,880	\$384,736	\$3,337,616
Business Administration	250's	\$1,636,108	\$1,154,000	(\$299,305)	\$854,695
Operation and Maintenance	260's	\$5,221,964	\$5,522,990	\$185,023	\$5,708,013
Pupil Transportation	270's	\$3,476,965	\$4,065,438	(\$504,675)	\$3,580,763
Central Services	280's	\$3,203,382	\$1,860,582	\$67,793	\$1,928,375
Athletics	290's	\$787,949	\$732,210	\$3,780	\$735,990
Community Services	300's	\$590,959	\$682,726	\$78,651	\$761,377
TOTAL EXPENDITURES		\$56,335,607	\$54,651,150	\$944,444	\$55,595,594
Payments to Other Governmental Agencies	400's	\$62,943	\$183,915	(\$75,299)	\$108,616
Debt Service	500's	\$933,162	\$919,928	\$44,197	\$964,123
Operating Transfers Out	600's	\$0	\$0	\$0	\$0
TOTAL APPROPRIATED		\$57,331,712	\$55,754,991	\$913,342	\$56,668,333
EXCESS REVENUE (APPROPRIATIONS)		(\$2,469,518)	(\$1,937,111)		(\$1,149,955)
FUND BALANCE, JULY 1		\$6,309,989	\$3,840,471		\$3,840,471
FUND BALANCE, JUNE 30		\$3,840,471	\$1,903,360		\$2,690,516

**RESOLUTION FOR ADOPTION BY THE BOARD OF EDUCATION OF
MONROE PUBLIC SCHOOLS, MONROE COUNTY, MICHIGAN**

WHEREAS, this resolution shall be the general appropriations act of Monroe Public Schools, Monroe County, Michigan, for the fiscal year 2012/13, an act to amend appropriations; to provide for the expenditure of the appropriations; and to provide for the disposition of all income received by Monroe Public Schools, Monroe County, Michigan.

WHEREAS, the total revenues and unappropriated fund balance estimated to be available for appropriations in the **Food Service Fund** of the Monroe Public Schools, Monroe County, Michigan, for the fiscal year 2012/13 is as follows:

Revenue

Local	\$829,800	
State	107,240	
Federal	1,875,100	
Incoming Transfers & Other Transactions	<u>0</u>	
 Total Revenues		 \$2,812,140
 Fund Balance - July 1, 2012	 957,222	
Less: Appropriated Fund Balance	<u>0</u>	
 Fund Balance Available		 <u>957,222</u>
 Total Available to Appropriate		 <u><u>\$3,769,362</u></u>

WHEREAS, \$2,868,670 of the total available to appropriate in the **Food Service Fund** is hereby appropriated in the amounts and for the purposes set forth below:

Expenditures

Operations and Maintenance	0
Food Services	2,828,670
Outgoing Transfers & Other Transactions	<u>40,000</u>
Total Appropriated	<u><u>\$2,868,670</u></u>

WHEREAS, no Board of Education member or employee of the school district shall expend any funds or obligate the expenditure of any funds except pursuant to appropriations made by the Board of Education and in keeping with the budgetary policy statement adopted by the Board. Changes in the amount appropriated by the Board shall require approval by the Board.

THEREFORE BE IT RESOLVED that the superintendent is hereby charged with the general supervision of the execution of the budget adopted by the board and shall hold the department heads responsible for performance of their responsibilities within the amounts appropriated by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board.

This act is to take effect on June 25, 2013

MONROE PUBLIC SCHOOLS
FOOD SERVICE FUND
DETAIL BUDGET PROJECTION
FOR THE FISCAL YEAR ENDING JUNE 30, 2013

	Class Code #	2011/12 ACTUAL REV/EXP	2012/13 ORIGINAL BUDGET	2012/13 ADJUSTMENTS	2012/13 REVISED FOR ADOPTION 6/26/2013
REVENUES:					
Local Sources	100's	\$918,126	\$955,851	(\$125,851)	\$829,800
State Sources	300's	\$82,835	\$109,059	(\$1,819)	\$107,240
Federal Sources	400's	\$1,843,818	\$1,953,360	(\$78,280)	\$1,875,100
TOTAL REVENUES		\$2,844,379	\$3,018,070	(\$205,930)	\$2,812,140
Incoming Transfers and Other Transactions	500's	\$0	\$0	\$0	\$0
TOTAL REVENUES, INCOMING TRANSFERS & OTHER TRANSACTIONS		\$2,844,379	\$3,018,070	(\$205,930)	\$2,812,140
EXPENDITURES:					
	Function Code #				
Operations and Maintenance	260's	\$11,203	\$11,000	(\$11,000)	\$0
Food Services	297's	\$2,814,090	\$2,931,500	(\$102,830)	\$2,828,670
TOTAL EXPENDITURES		\$2,825,293	\$2,942,500	(\$113,830)	\$2,828,670
Outgoing Transfers and Other Transactions		\$36,290	\$40,000	\$0	\$40,000
TOTAL APPROPRIATED		\$2,861,583	\$2,982,500	(\$113,830)	\$2,868,670
EXCESS REVENUE (APPROPRIATIONS)		(\$17,204)	\$35,570	(\$92,100)	(\$56,530)
FUND BALANCE, JULY 1		\$974,426	\$967,222		\$957,222
FUND BALANCE, JUNE 30		\$957,222	\$992,792		\$900,692

**RESOLUTION FOR ADOPTION BY THE BOARD OF EDUCATION OF
MONROE PUBLIC SCHOOLS, MONROE COUNTY, MICHIGAN**

WHEREAS, this resolution shall be the general appropriations act of Monroe Public Schools, Monroe County, Michigan, for the fiscal year 2012/13, an act to amend appropriations; to provide for the expenditure of the appropriations; and to provide for the disposition of all income received by Monroe Public Schools, Monroe County, Michigan.

WHEREAS, the total revenues and unappropriated fund balance estimated to be available for appropriations in the **Building and Site Sinking Fund** of the Monroe Public Schools, Monroe County, Michigan, for the fiscal year 2012/13 is as follows:

Revenues

Local	\$1,678,640
Incoming Transfers & Other Transactions	<u>0</u>
Total Revenues	\$1,678,640
Fund Balance - July 1, 2012	3,762,137
Less: Appropriated Fund Balance	<u>0</u>
Fund Balance Available	<u>3,762,137</u>
Total Available to appropriate	<u><u>\$5,440,777</u></u>

WHEREAS, \$2,331,500 of the total available to appropriate in the **Building & Site Sinking Fund** is hereby appropriated in the amounts and for the purposes set forth below:

Expenditures

Improvements	\$2,120,000
Future Projects	0
Architect	210,000
Other Transactions	<u>1,500</u>
Total Appropriated	<u>\$2,331,500</u>

WHEREAS, no Board of Education member or employee of the school district shall expend any funds or obligate the expenditure of any funds except pursuant to appropriations made by the Board of Education and in keeping with the budgetary policy statement adopted by the Board. Changes in the amount appropriated by the Board shall require approval by the Board.

THEREFORE BE IT RESOLVED that the superintendent is hereby charged with the general supervision of the execution of the budget adopted by the board and shall hold the department heads responsible for performance of their responsibilities within the amounts appropriated by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board.

This act is to take effect on June 25, 2013

MONROE PUBLIC SCHOOLS

SINKING FUND

DETAIL BUDGET PROJECTION

FOR THE FISCAL YEAR ENDING JUNE 30, 2013

	2011/12 ACTUAL REV/EXP	2012/13 ORIGINAL BUDGET	2012/13 ADJUSTMENTS	2012/13 REVISED FOR ADOPTION 6/25/2013
REVENUES:				
Local Sources				
Property Taxes	\$1,729,248	\$1,736,400	(\$65,360)	\$1,671,040
Other Local Revenues	\$9,301	\$7,600	\$0	\$7,600
TOTAL REVENUES	\$1,738,549	\$1,744,000	(\$65,360)	\$1,678,640
Incoming Transfers and Other Transactions	\$0	\$0	\$0	\$0
TOTAL REVENUES, INCOMING TRANSFERS & OTHER TRANSACTIONS	\$1,738,549	\$1,744,000	(\$65,360)	\$1,678,640
EXPENDITURES:				
IMPROVEMENTS/REMODELING	\$1,853,923	\$2,245,000	(\$125,000)	\$2,120,000
ARCHITECT	\$209,749	\$250,000	(\$40,000)	\$210,000
FUTURE PROJECTS	\$0	\$0	\$0	\$0
FEES	\$43,034	\$32,100	(\$30,600)	\$1,500
TOTAL EXPENDITURES	\$2,106,706	\$2,527,100	(\$195,600)	\$2,331,500
Outgoing Transfers and Other Transactions	\$0	\$0	\$0	\$0
TOTAL APPROPRIATED	\$2,106,706	\$2,527,100	(\$195,600)	\$2,331,500
EXCESS REVENUE (APPROPRIATIONS)	(\$368,157)	(\$783,100)	\$0	(\$652,860)
FUND BALANCE, JULY 1	\$4,130,294	\$3,762,137		\$3,762,137
FUND BALANCE, JUNE 30	\$3,762,137	\$2,979,037		\$3,109,277

**ADOPTION OF THE PROPOSED 2013/14 GENERAL, DEBT, FOOD SERVICE,
SINKING FUND AND BUILDING AND SITE FUND BUDGETS**

BACKGROUND

In preparation for the 2013/2014 fiscal year, it is necessary to adopt proposed budgets for each operating fund.

It is necessary for the Board to include in their adoption resolution the approval to levy 18 mills non-homestead for operating purposes and 1 mill on all property for the Building and Site Sinking Fund.

ENCLOSURES

Proposed budget resolution and budget detail

RECOMMENDATION

Move to adopt the 2013/2014 proposed budgets for General, Debt, Food Service, Sinking Fund and Building and Site funds as presented. Furthermore, the Board has determined that the non-homestead millage rate be established at 18 mills for operating purposes and an additional 1 mill be levied for Building and Site Sinking Fund on all property as approved by referendum in 2008.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

**RESOLUTION FOR ADOPTION BY THE BOARD OF EDUCATION OF
MONROE PUBLIC SCHOOLS, MONROE COUNTY, MICHIGAN**

Resolved, that this resolution shall be the general appropriations of Monroe Public Schools, Monroe County, Michigan, for the 2013/14 fiscal year, a resolution to make appropriations; to provide for the expenditure of the appropriations; and to provide for the disposition of all revenue received by Monroe Public Schools, Monroe County, Michigan.

Be it further resolved, that the total revenues and unappropriated fund balance estimated to be available for appropriation in the **General Fund** of Monroe Public Schools, Monroe County, Michigan, for fiscal year 2013/14 which includes 18 mills of ad valorem taxes to be levied on non-homestead and non-qualified agricultural property to be used for operating purposes is as follows:

Revenues

Local	\$16,402,860	
State	30,986,415	
Federal	3,042,168	
Incoming Transfers & Other Transactions	<u>3,694,689</u>	
Total Revenues		\$54,126,132
Fund Balance - July 1, 2013	2,690,516	
Less: Restricted/Assigned Fund Balance	<u>(478,503)</u>	
Fund Balance Available		<u>2,212,013</u>
Total Available to Appropriate		<u>\$56,338,145</u>

Be it further resolved that \$56,286,184 of the total available to appropriate in the **General Fund** is hereby appropriated in the amounts and for the purposes set forth below:

Expenditures

Instruction:	
Basic Programs	\$26,085,239
Added Needs	6,236,701
Support Services:	
Pupil	2,401,476
Instructional Staff	2,701,894
General Administration	636,850
School Administration	3,005,800
Business	855,990
Operations/Maintenance	5,763,820
Transportation	3,606,414
Central	2,426,280
Athletics	733,990
Community Services	772,855
Outgoing Transfers and Other Transactions	<u>1,058,875</u>
Total Appropriated	<u>\$56,286,184</u>

Further Resolved, that no Board of Education member or employee of the school district shall expend any funds or obligate the expenditure of any funds except pursuant to appropriations made by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board. Changes in the amount appropriated by the Board shall require approval of the Board.

Therefore be it further resolved, that the superintendent is hereby charged with the general supervision of the execution of the budget adopted by the board and shall hold the department heads responsible for performance of their responsibilities within the amounts appropriated by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board.

This act is to take effect on July 1, 2013

**MONROE PUBLIC SCHOOLS
GENERAL FUND
DETAIL BUDGET PROJECTIONS**

FOR FISCAL YEAR ENDING JUNE 30, 2014

	Class Code #	2011/12 ACTUAL REV/EXP	2012/13 REVISED FOR ADOPTION 6/25/2013	2013/14 PROPOSED FOR ADOPTION 7/1/2013
REVENUES:				
Local Sources	100's	\$16,969,630	\$16,187,310	\$16,402,860
State Sources	300's	\$30,650,205	\$32,606,054	\$30,986,415
Federal Sources	400's	\$2,488,057	\$2,952,934	\$3,042,168
TOTAL REVENUES		\$50,107,892	\$51,746,298	\$50,431,443
Incoming Transfers and Other Transactions	500's	\$4,754,302	\$3,772,080	\$3,694,689
TOTAL REVENUES, INCOMING TRANSFERS & OTHER TRANSACTIONS		\$54,862,194	\$55,518,378	\$54,126,132
EXPENDITURES:				
INSTRUCTIONAL EXPENSE	<i>Function Code #</i>			
Basic Programs	110's	\$26,574,097	\$26,683,367	\$26,085,239
Added Needs	120's	\$6,367,201	\$6,027,467	\$6,236,701
SUPPORT SERVICES				
Pupil	210's	\$2,451,487	\$2,432,060	\$2,401,476
Instructional Staff	220's	\$2,594,348	\$2,860,101	\$2,701,894
General Administration	230's	\$517,281	\$705,770	\$636,860
School Administration	240's	\$2,913,866	\$3,337,616	\$3,005,800
Business Administration	250's	\$1,636,108	\$854,695	\$855,990
Operation and Maintenance	260's	\$5,221,964	\$5,708,013	\$5,763,820
Pupil Transportation	270's	\$3,476,965	\$3,560,763	\$3,606,414
Central Services	280's	\$3,203,382	\$1,928,375	\$2,426,280
Athletics	290's	\$787,949	\$735,990	\$733,990
Community Services	300's	\$590,959	\$761,377	\$772,855
TOTAL EXPENDITURES		\$56,335,607	\$55,595,594	\$55,227,309
Payments to Other Governmental Agencies	400's	\$62,943	\$108,616	\$143,402
Debt Service	500's	\$933,162	\$964,123	\$915,473
Operating Transfers Out	600's	\$0	\$0	\$0
TOTAL APPROPRIATED		\$57,331,712	\$56,668,333	\$56,286,184
EXCESS REVENUE (APPROPRIATIONS)		(\$2,469,518)	(\$1,149,955)	(\$2,160,052)
FUND BALANCE, JULY 1		\$6,309,989	\$3,840,471	\$2,690,516
FUND BALANCE, JUNE 30		\$3,840,471	\$2,690,516	\$530,464

**RESOLUTION FOR ADOPTION BY THE BOARD OF EDUCATION OF
MONROE PUBLIC SCHOOLS, MONROE COUNTY, MICHIGAN**

Resolved, that this resolution shall be the general appropriations of Monroe Public Schools, Monroe County, Michigan, for the 2013/14 fiscal year, a resolution to make appropriations; to provide for the expenditure of the appropriations; and to provide for the disposition of all revenue received by Monroe Public Schools, Monroe County, Michigan.

Be it further resolved, that the total revenues and unappropriated fund balance estimated to be available for appropriation in the **Food Service Fund** of Monroe Public Schools, Monroe County, Michigan, for fiscal year 2013/14 is as follows:

Revenue

Local	\$726,981	
State	100,851	
Federal	1,936,033	
Incoming Transfers & Other Transactions	<u>0</u>	
Total Revenues		\$2,763,865
Fund Balance - July 1, 2013	900,692	
Less: Appropriated Fund Balance	<u>0</u>	
Fund Balance Available		<u>900,692</u>
Total Available to Appropriate		<u><u>\$3,664,557</u></u>

Be it further resolved that \$2,768,120 of the total available to appropriate in the **Food Service Fund** is hereby appropriated in the amounts and for the purposes set forth below:

Expenditures

School Administration	\$0
Operations and Maintenance	0
Food Services	2,728,120
Outgoing Transfers & Other Transactions	<u>40,000</u>
Total Appropriated	<u><u>\$2,768,120</u></u>

Further Resolved, that no Board of Education member or employee of the school district shall expend any funds or obligate the expenditure of any funds except pursuant to appropriations made by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board. Changes in the amount appropriated by the Board shall require approval of the Board.

Therefore be it further resolved, that the superintendent is hereby charged with the general supervision of the execution of the budget adopted by the board and shall hold the department heads responsible for performance of their responsibilities within the amounts appropriated by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board.

This act is to take effect on July 1, 2013

MONROE PUBLIC SCHOOLS
FOOD SERVICE FUND
DETAIL BUDGET PROJECTION
FOR THE FISCAL YEAR ENDING JUNE 30, 2014

	<i>Class Code #</i>	2011/12 ACTUAL REV/EXP	2012/13 REVISED FOR ADOPTION 6/25/2013	2013/14 PROPOSED FOR ADOPTION 7/1/2013
REVENUES:				
Local Sources	100's	\$918,126	\$829,800	\$726,981
State Sources	300's	\$82,635	\$107,240	\$100,851
Federal Sources	400's	\$1,843,618	\$1,875,100	\$1,936,033
TOTAL REVENUES		\$2,844,379	\$2,812,140	\$2,763,865
Incoming Transfers and Other Transactions	500's	\$0	\$0	\$0
TOTAL REVENUES, INCOMING TRANSFERS & OTHER TRANSACTIONS		\$2,844,379	\$2,812,140	\$2,763,865
EXPENDITURES:				
	<i>Function Code #</i>			
School Administration	230's	\$0	\$0	\$0
Operations and Maintenance	260's	\$11,203	\$0	\$0
Food Services	297's	\$2,814,090	\$2,828,670	\$2,728,120
TOTAL EXPENDITURES		\$2,825,293	\$2,828,670	\$2,728,120
Outgoing Transfers and Other Transactions		\$36,290	\$40,000	\$40,000
TOTAL APPROPRIATED		\$2,861,583	\$2,868,670	\$2,768,120
EXCESS REVENUE (APPROPRIATIONS)		(\$17,204)	(\$66,530)	(\$4,255)
FUND BALANCE, JULY 1		\$974,426	\$957,222	\$900,692
FUND BALANCE, JUNE 30		\$957,222	\$900,692	\$896,437

**RESOLUTION FOR ADOPTION BY THE BOARD OF EDUCATION OF
MONROE PUBLIC SCHOOLS, MONROE COUNTY, MICHIGAN**

Resolved, this resolution shall be the general appropriations act of Monroe Public Schools, Monroe County, Michigan, for the fiscal year 2013/14, an act to make appropriations; to provide for the expenditure of the appropriations; and to provide for the disposition of all income received by Monroe Public Schools, Monroe County, Michigan.

Be it further resolved, that the total revenues and unappropriated fund balance estimated to be available for appropriation in the **Debt Fund** of Monroe Public Schools, Monroe County, Michigan, for the fiscal year 2013/14 is as follows:

Revenues

Transfers In	<u>\$148,757</u>	
Total Revenues		\$148,757
Fund Balance - July 1, 2013	0	
Less: Appropriated Fund Balance	<u>0</u>	
Fund Balance Available to Appropriate		<u>0</u>
Total Available to Appropriate		<u><u>\$148,757</u></u>

Be it further resolved that \$148,757 of the total available to appropriate in the **Debt Fund** is hereby appropriated in the amounts and for the purposes set forth below:

Expenditures

Redemption of Principal	\$145,000
Interest on Debt	3,407
Other Expense	<u>350</u>
Total Appropriated	<u><u>\$148,757</u></u>

Further Resolved, that no Board of Education member or employee of the school district shall expend any funds or obligate the expenditure of any funds except pursuant to appropriations made by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board. Changes in the amount appropriated by the Board shall require approval of the Board.

Therefore be it further resolved, that the superintendent is hereby charged with the general supervision of the execution of the budget adopted by the board and shall hold the department heads responsible for performance of their responsibilities within the amounts appropriated by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board.

This act is to take effect on July 1, 2013

MONROE PUBLIC SCHOOLS

DEBT FUND

DETAIL BUDGET PROJECTION

FOR THE FISCAL YEAR ENDING JUNE 30, 2014

	2011/12 ACTUAL REV/EXPENSE	2012/13 ORIGINAL BUDGET	2013/14 PROPOSED FOR ADOPTION 7/1/2013
REVENUES:			
Local Sources			
Property Taxes	\$0	\$0	\$0
Other Local Revenues	\$0	\$0	\$0
TOTAL REVENUES	\$0	\$0	\$0
Incoming Transfers and Other Transactions	\$146,455	\$150,385	\$148,757
TOTAL REVENUES, INCOMING TRANSFERS & OTHER TRANSACTIONS	\$146,455	\$150,385	\$148,757
EXPENDITURES:			
PRINCIPAL REDEMPTION	\$130,000	\$140,000	\$145,000
INTEREST ON DEBT	\$16,180	\$10,035	\$3,407
FEES	\$275	\$350	\$350
TOTAL EXPENDITURES	\$146,455	\$150,385	\$148,757
Outgoing Transfers and Other Transactions	\$0	\$0	\$0
TOTAL APPROPRIATED	\$146,455	\$150,385	\$148,757
EXCESS REVENUE (APPROPRIATIONS)	\$0	\$0	\$0
FUND BALANCE, JULY 1	\$0		\$0
FUND BALANCE, JUNE 30	\$0		\$0

**RESOLUTION FOR ADOPTION BY THE BOARD OF EDUCATION OF
MONROE PUBLIC SCHOOLS, MONROE COUNTY, MICHIGAN**

Resolved, that this resolution shall be the general appropriations act of Monroe Public Schools, Monroe County, Michigan, for the 2013/14 fiscal year, a resolution to make appropriations; to provide for the expenditure of the appropriations; and to provide for the disposition of all revenue received by Monroe Public Schools, Monroe County, Michigan.

Be it further resolved, the total revenues and unappropriated fund balance estimated to be available for appropriations in the **Building and Site Fund** of Monroe Public Schools, Monroe County, Michigan for fiscal year 2013/14 is as follows:

Revenues

Local	\$3	
Incoming Transfers & Other Transactions	<u>0</u>	
Total Revenues		\$3
Fund Balance - July 1, 2013	4,888	
Less: Appropriated Fund Balance	<u>0</u>	
Fund Balance Available		<u>4,888</u>
Total Available to appropriate		<u><u>\$4,891</u></u>

Be it further resolved that \$0 of the total available to appropriate in the **Building and Site Fund** is hereby appropriated in the amounts and for the purposes set forth below:

Expenditures

Improvements	\$0
Building Repairs	0
Future Projects	0
Architect	0
Other Transactions	<u>0</u>
Total Appropriated	<u><u>\$0</u></u>

Further Resolved, that no Board of Education member or employee of the school district shall expend any funds or obligate the expenditure of any funds except pursuant to appropriations made by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board. Changes in the amount appropriated by the Board shall require approval of the Board.

Therefore be it further resolved, that the superintendent is hereby charged with the general supervision of the execution of the budget adopted by the board and shall hold the department heads responsible for performance of their responsibilities within the amounts appropriated by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board.

This act is to take effect on July 1, 2013

MONROE PUBLIC SCHOOLS

BUILDING AND SITE FUND

DETAIL BUDGET PROJECTION

FOR THE FISCAL YEAR ENDING JUNE 30, 2014

	2011/12 ACTUAL REV/EXP	2012/13 ORIGINAL BUDGET	2013/14 PROPOSED FOR ADOPTION 7/1/2013
REVENUES:			
Local Sources			
Property Taxes	\$0	\$0	\$0
Other Local Revenues	\$3	\$3	\$3
TOTAL REVENUES	\$3	\$3	\$3
Incoming Transfers and Other Transactions	\$0	\$0	\$0
TOTAL REVENUES, INCOMING TRANSFERS & OTHER TRANSACTIONS	\$3	\$3	\$3
EXPENDITURES:			
IMPROVEMENTS/REMODELING	\$0	\$0	\$0
BUILDING REPAIRS	\$0	\$0	\$0
ARCHITECT	\$0	\$0	\$0
FUTURE PROJECTS	\$0	\$0	\$0
TOTAL EXPENDITURES	\$0	\$0	\$0
Outgoing Transfers and Other Transactions	\$0	\$0	\$0
TOTAL APPROPRIATED	\$0	\$0	\$0
EXCESS REVENUE (APPROPRIATIONS)	\$3	\$3	\$3
FUND BALANCE, JULY 1	\$4,882	\$4,885	\$4,888
FUND BALANCE, JUNE 30	\$4,885	\$4,888	\$4,891

**RESOLUTION FOR ADOPTION BY THE BOARD OF EDUCATION OF
MONROE PUBLIC SCHOOLS, MONROE COUNTY, MICHIGAN**

Resolved, that this resolution shall be the general appropriations of Monroe Public Schools, Monroe County, Michigan, for the 2013/14 fiscal year, a resolution to make appropriations; to provide for the expenditure of the appropriations; and to provide for the disposition of all revenue received by Monroe Public Schools, Monroe County, Michigan.

Be it further resolved, that the total revenues and unappropriated fund balance estimated to be available for appropriations in the **Building and Site Sinking Fund** of Monroe Public Schools, Monroe County, Michigan, for the fiscal year 2013/14 which includes 1 mill of ad valorem taxes to be levied on all property to be used for building and site sinking fund purposes is as follows:

Revenues

Local	\$1,708,370	
Incoming Transfers & Other Transactions	<u>0</u>	
Total Revenues		\$1,708,370
Fund Balance - July 1, 2013	3,109,277	
Less: Appropriated Fund Balance	<u>0</u>	
Fund Balance Available		<u>3,109,277</u>
Total Available to Appropriate		<u><u>\$4,817,647</u></u>

Be it further resolved that \$2,252,000 of the total available to appropriate in the **Building & Site Sinking Fund** is hereby appropriated in the amounts and for the purposes set forth below:

Expenditures

Improvements	\$2,040,000
Future Projects	0
Architect	210,000
Other Transactions	<u>2,000</u>
Total Appropriated	<u><u>\$2,252,000</u></u>

Further Resolved, that no Board of Education member or employee of the school district shall expend any funds or obligate the expenditure of any funds except pursuant to appropriations made by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board. Changes in the amount appropriated by the Board shall require approval of the Board.

Therefore be it further resolved, that the superintendent is hereby charged with the general supervision of the execution of the budget adopted by the board and shall hold the department heads responsible for performance of their responsibilities within the amounts appropriated by the Board of Education and in keeping with the budgetary policy statement hitherto adopted by the Board.

This act is to take effect on July 1, 2013

MONROE PUBLIC SCHOOLS

SINKING FUND

DETAIL BUDGET PROJECTION

FOR THE FISCAL YEAR ENDING JUNE 30, 2014

	2011/12 ACTUAL REV/EXP	2012/13 REVISED FOR ADOPTION 6/25/2013	2013/14 PROPOSED FOR ADOPTION 7/1/2013
REVENUES:			
Local Sources			
Property Taxes	\$1,729,248	\$1,671,040	\$1,700,770
Other Local Revenues	\$9,301	\$7,600	\$7,600
TOTAL REVENUES	\$1,738,549	\$1,678,640	\$1,708,370
Incoming Transfers and Other Transactions	\$0	\$0	\$0
TOTAL REVENUES, INCOMING TRANSFERS & OTHER TRANSACTIONS	\$1,738,549	\$1,678,640	\$1,708,370
EXPENDITURES:			
IMPROVEMENTS/REMODELING	\$1,853,923	\$2,120,000	\$2,040,000
ARCHITECT	\$209,749	\$210,000	\$210,000
FUTURE PROJECTS	\$0	\$0	\$0
FEES	\$43,034	\$1,500	\$2,000
TOTAL EXPENDITURES	\$2,106,706	\$2,331,500	\$2,252,000
Outgoing Transfers and Other Transactions	\$0	\$0	\$0
TOTAL APPROPRIATED	\$2,106,706	\$2,331,500	\$2,252,000
EXCESS REVENUE (APPROPRIATIONS)	(\$368,157)	(\$652,860)	(\$543,630)
FUND BALANCE, JULY 1	\$4,130,294	\$3,762,137	\$3,109,277
FUND BALANCE, JUNE 30	\$3,762,137	\$3,109,277	\$2,565,647

**APPROVAL TO PARTICIPATE IN THE MICHIGAN FINANCE AUTHORITY (MFA)
 STATE AID NOTE PROGRAM**

BACKGROUND

Each year it is necessary for Monroe Public Schools to borrow funds to meet its cash flow needs. The MFA is utilized by many Michigan school districts. We have used this program in the past and feel very comfortable with the process. It is anticipated that our borrowing needs this year will be approximately \$8.5 million. The resolution acted upon today is approving participation in the program.

ENCLOSURES

Borrowing Resolution – Miller Canfield

RECOMMENDATION

Move that the Board of Education approve the District’s participation in the Michigan Finance Authority 2013 State Aid Note Program as presented.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

MONROE PUBLIC SCHOOLS

COUNTY OF MONROE

STATE OF MICHIGAN

RESOLUTION AUTHORIZING ISSUANCE OF NOTES

IN ANTICIPATION OF STATE SCHOOL AID

Minutes of the regular meeting of the Board of Education of the Monroe Public Schools, County of Monroe, State of Michigan (the "School District"), held in the School District on the 25th day of June, 2013, at 6:45 p.m., Eastern Daylight Time.

PRESENT: Members _____

ABSENT: Members _____

The following preamble and resolution were offered by Member _____ and supported by Member _____:

WHEREAS, under the terms of Section 1225 of Act 451, Public Acts of Michigan, 1976, as amended (the "Act"), a school district is authorized to borrow money for school operations and issue its notes therefor, in one or more series, pledging for the payment thereof monies to be received by it pursuant to the State School Aid Act of 1979, Act 94, Public Acts of Michigan, 1979, as amended (the "State Aid Act"), which notes shall be the full faith and credit obligation of the School District; and

WHEREAS, the estimated amount of the state school aid appropriations allocated or to be allocated to the School District for the fiscal year ending June 30, 2014 (the "Pledged State Aid") is shown in paragraph 1 of Exhibit A; and

WHEREAS, the School District has the need to borrow the sum of not to exceed the amount shown in paragraph 3 of Exhibit A, to pay operating expenses for the fiscal year beginning July 1, 2013, which amount is estimated to be not more than 70% of the difference between the total state school aid funds apportioned or to be apportioned to the School District for 2013/2014 State Aid and that portion of the 2013/2014 State Aid already received or pledged; and

WHEREAS, the School District plans to issue or has issued notes, bonds or other obligations subject to Section 148 of the Internal Revenue Code of 1986, as amended (the "Code"), relating to arbitrage and the rebate thereof, including but not limited to federally tax-exempt obligations, Qualified School Construction Bonds and Qualified Zone Academy Bonds,

not including this borrowing, during calendar year 2013 in the aggregate amount shown in paragraph 2 of Exhibit A; and

WHEREAS, the School District has received approval of its Qualifying Statement filed for 2012 with the Michigan Department of Treasury ("Treasury"); and

WHEREAS, the School District determines that it is in its best interest to borrow the sum of not to exceed the amount shown in paragraph 3 of Exhibit A and issue the general obligation notes in one or more series (the "Note" or "Notes") of the School District therefor and to authorize certain other actions related thereto.

NOW, THEREFORE, BE IT RESOLVED THAT:

1. The School District, pursuant to Section 1225 of the Act, shall issue its Notes in one or more series in order to borrow for the above purpose a sum not to exceed the amount shown in paragraph 3 of Exhibit A, the final amount, number of series and series designation to be determined by the officer designated in paragraph 4 of Exhibit A or his/her designee who shall be a member of the administrative staff or Board of Education of the School District (the "Authorized Officer"), prior to the sale of the Notes, or such portion thereof as may be approved by Treasury, if prior approval is necessary, and issue the general obligation Notes of the School District therefor, in anticipation of the distribution of Pledged State Aid for the fiscal year ending June 30, 2013. The Notes may be issued in one or more series as determined by the Authorized Officer.

2. The Notes shall be issued in one or more series designated "State Aid Notes, Series 2013A," or such other name or designation as determined by the Authorized Officer at the time of the sale. The Notes of each series shall bear interest at the rate or rates payable on the date or dates determined on sale thereof, but not to exceed the maximum rate permitted by law at the time of sale, be dated as set forth in paragraph 5 of Exhibit A, or as of the date of delivery, and be due and payable on the date shown in paragraph 6 of Exhibit A. The Notes shall be payable in lawful money of the United States of America at a bank or trust company in the State of Michigan qualified to act as paying agent as shall be designated by the purchaser of the Notes. The Notes shall be in denominations as determined by the Authorized Officer. The Notes shall not be subject to redemption prior to maturity.

The Notes may be issued in book-entry-only form through The Depository Trust Company in New York, New York ("DTC"), and the Authorized Officer is authorized to execute such custodial or other agreement with DTC as may be necessary to accomplish the issuance of the Notes in book-entry-only form and to make such changes in the Note form within the parameters of this resolution as may be required to accomplish the foregoing.

3. The School District hereby appropriates a sufficient amount of the Pledged State Aid to repay the principal of and interest on the Notes. In addition, the full faith and credit of the School District is hereby irrevocably pledged for payment of principal of and interest on the Notes and in case of the insufficiency of the Pledged State Aid, the School District shall pay the Notes from any funds legally available therefor, and, if necessary, levy sufficient taxes on all taxable property in the School District for the payment thereof, subject to applicable constitutional and statutory tax rate limitations.

4. The President and Secretary of the Board of Education shall execute the Notes on behalf of the School District by manual or facsimile signature and the executed Notes shall be delivered to the Treasurer who shall cause the Notes to be delivered to the purchaser thereof upon the receipt of the purchase price therefor. The Vice President, Treasurer or Superintendent may execute the Notes instead of either the President or Secretary. In the event the Notes are executed by the facsimile signature of the foregoing, the Notes shall be authenticated in the manner approved by the Authorized Officer. The foregoing officials are hereby authorized to execute and deliver a temporary Note or Notes and exchange, when available, final printed Note or Notes therefor at the request of the purchaser of the Notes. Any reference to an officer or employee of the School District in this resolution shall include any interim or acting officer or employee appointed by the School District.

5. Unless the Notes are issued as federally taxable, the School District hereby covenants for the benefit of all holders of the Notes to comply with all requirements of the Code, that must be satisfied subsequent to the issuance of the Notes in order that the interest thereon be or continue to be excluded from gross income for federal income taxation purposes, including, but not limited to, requirements relating to the rebate of arbitrage earnings, if applicable, and the expenditure and investment of Note proceeds and moneys deemed to be Note proceeds. If appropriate, the Authorized Officer may designate the Notes as "qualified tax-exempt obligations" for purposes of deduction of interest expense by financial institutions under the Code.

6. The President, Vice-President, Secretary, Treasurer, Superintendent or his/her designee and the Authorized Officer are further authorized to execute any documents or certificates necessary to complete the transaction including, but not limited to, any certificates relating to federal or state securities, laws, rules or regulations.

7. If the timing of the sale is compatible with the timing of the pooled financing of the Michigan Finance Authority (the "Authority"), and the Authority's credit requirements are attractive to the School District as determined by the Authorized Officer, the Notes shall be sold on a negotiated basis to the Authority based upon the historical performance of the Authority's note pool program whereby competitive interest rates and reduced costs of issuance are obtained by pooling several participating school districts in one or more series of notes. The Authorized Officer or his/her designee is further authorized to select the method of sale of the Notes to the purchaser, as shall be determined to be in the best interest of the School District and not in conflict with the limitations set forth in this resolution. The School District may sell its Notes to (a) the Authority; or (b) by competitive or negotiated sale with a financial institution. If the Notes are sold by competitive sale the Authorized Officer shall complete and publish a Notice of Sale in substantially the form set forth in Exhibit C to this resolution.

8. If the School District sells the Notes to the Authority and in the event the Authorized Officer determines that it is in the best interest of the School District to choose to pay all or a portion of the principal and interest on the Notes with set aside installments, the following provisions in this paragraph 8 shall apply:

Moneys to pay the principal and interest on the Notes when due shall be set aside in a separate fund with the depository designated in the Purchase Contract described below (the

"Depository") in three (3), five (5) or seven (7) equal consecutive monthly set-aside installments (the "Installment" or "Installments"), ending on July 21, 2014, and earlier on the 20th day of each month (or in the case of April, the 21st), or such other state school aid payment date as may be provided for under state law (each a "Payment Date"). If a Payment Date falls on a Saturday, Sunday or legal holiday, the Payment Date shall be the next regular business day. The payment to the Depository shall be made first from the Pledged State Aid received during the month of the Installment. If, for any reason, the Pledged State Aid received during the month of the Installment is insufficient to pay the Installment, then in that event the School District pledges to use any and all other available funds to meet the Installment obligation. If the School District fails to set aside all or any portion of an Installment (the "Installment Shortfall") on the Payment Date, the Authority is authorized, pursuant to Section 17a(3) of the State Aid Act, to intercept 100% of the Pledged State Aid to be distributed to the School District beginning with the month following the School District's failure to meet the Installment obligation and all months thereafter, in accordance with the terms and conditions of the Purchase Contract (the "Purchase Contract") between the Authority and the School District. Beginning with the month following the Installment Shortfall, the Authority shall intercept 100% of the Pledged State Aid to be distributed to the School District and apply the intercepted amount on the following priority basis: (A) the Installment Shortfall; (B) the current month's Installment; and (C) any amounts remaining to be immediately distributed to the School District. The intercept process set forth above shall continue each month following the Installment Shortfall until sufficient funds are deposited with the Depository to pay the total principal and interest on the Notes. The maximum amount of each Installment will not exceed 50% of the amount of Pledged State Aid due to the School District in any set-aside month.

If the School District has failed to deposit all or a portion of an Installment by the last regular business day of the month of the Installment, the Depository is authorized and directed to give written notice to the Authority, the State Treasurer and the School District on the first regular business day following the last regular business day of the month of the failure to deposit all or a portion of the Installment. Upon receipt of such written notice from the Depository, the Authority shall promptly notify the School District that it will immediately commence to intercept 100% of the Pledged State Aid.

If on July 31, 2014, the funds with the Depository are insufficient to pay the principal of and interest on the Notes when due, the School District, pursuant to Section 17a(3) of the State Aid Act to the extent necessary to meet the payment obligation, assigns to the Authority and authorizes and directs the State Treasurer to advance all or part of any state school aid payment which is dedicated for distribution or for which the appropriation authorizing the payment has been made.

Any Authorized Officer is further authorized to agree, if required by the Authority, to assign to the Authority and authorize and direct the State Treasurer to intercept all or part of any state school aid payment which is dedicated for distribution or for which the appropriation authorizing the state school aid payment has been made pursuant to Section 17(a)(3) of the State Aid Act.

9. If the School District sells the Notes to the Authority, the Authorized Officer is authorized to sell all or a portion of the Notes to the Authority without an Installment payment

schedule (the "No Set-Aside Notes") pursuant to the provisions of this resolution. In that event: (a) the Authorized Officer is further authorized to agree, if required by the Authority, to assign to the Authority and authorize and direct the State Treasurer to intercept or advance all or part of any state school aid payment which is dedicated for distribution or for which the appropriation authorizing the state school aid payment has been made pursuant to Section 17a(3) of the State Aid Act; (b) the School District acknowledges that payment of the principal and interest on certain of the No Set-Aside Notes may be secured by a direct-pay letter of credit issued for the account of the Authority and the School District by one or more providers selected by the Authority, and/or another provider or providers selected by the Authority (each a "Letter of Credit"; and each issuer a "Letter of Credit Bank"); (c) it shall not be deemed a default by the School District under the provisions of the Purchase Contract or the No Set-Aside Notes if the principal and interest on the No Set-Aside Notes shall have been paid in full when due to the Authority from proceeds of a drawing on the Letter of Credit and the drawing on the Letter of Credit is reimbursed by the School District on the designated date set forth in the reimbursement agreement relating to the Letter of Credit; and (d) the School District appoints the Authority as its agent to enter into the reimbursement agreement for and on behalf of the School District, if required by the Authority, as well as on the Authority's own behalf, and the School District agrees to be referred to as an account party in the Letter of Credit obtained by the Authority to secure payment of the No Set-Aside Notes and a series of the Authority's State Aid Revenue Notes issued to the Authority's purchase of the No Set-Aside Notes.

10. If the School District sells the Notes to the Authority, the following shall apply:

a. Any Authorized Officer or designee is hereby authorized to execute and deliver one or more Purchase Contracts with the Authority (which shall be determined by whether one or more series of Notes are issued hereunder) in substantially the form attached hereto as Exhibit B reflecting the terms and conditions of the borrowing with such additions, deletions or substitutions (including without limitation additions, deletions or substitutions required by any Letter of Credit Bank(s) or any original purchaser(s) of the State Aid Revenue Notes issued by the Authority to finance its purchase of the No Set-Aside Notes), as the Authority and any Authorized Officer or designee shall deem necessary and appropriate, including the number of set-asides, if any, and their dates and equal amounts, and not inconsistent with the provisions of this resolution. The choice of whether to make Installments for the Notes and/or the number, dates and amounts of Installments shall be conclusively evidenced by the Purchase Contract. The Purchase Contract shall include the School District's agreement with respect to any Installment not received by the Depository from the School District on the Payment Date, to pay the Authority an amount as invoiced by the Authority to recover its administrative costs and lost investment earnings attributable to that late payment.

b. Any Authorized Officer or designee is further authorized to approve the specific interest rate(s) to be borne by the Notes, not exceeding the maximum rate permitted by law, the purchase price of the Notes, not less than the price specified in paragraph 7 of Exhibit A, a guaranteed investment agreement or other permitted investment in accordance with state law for funds paid to the Depository, if applicable, direct payments of Pledged State Aid to and if required by the Authority, the number of set-aside installments (other than five or seven) authorized by the Authority, and other terms and conditions relating to the Notes and the sale thereof.

c. The form of the Notes shall contain the following language in substantially the form set forth below as applicable:

Series A-1 (with set-asides)

To the extent permitted by law, the principal of and interest on this Note which remains unpaid after this Note has matured shall bear interest until paid at an interest rate per annum based upon a 360-day year for the actual number of days elapsed equal to two percent (2%) above the stated interest rate on the Authority's State Aid Revenue Notes, Series 2013A-1.

Series A-2 and any additional Series (without set-asides)

To the extent permitted by law, the principal of and interest on this Note which remains unpaid after this Note has matured and all other outstanding and unpaid Payment Obligations shall bear interest until paid at an interest rate per annum based upon a [365/366 day year for the actual number of days elapsed] [or otherwise as provided in the Purchase Contract] equal to the Default Fee or the Default Interest Rate as such terms are defined in Schedule I to the Purchase Contract.

11. If sold at a competitive or negotiated sale other than to the Authority, the Notes shall be dated on such date, shall mature on such date, shall be issued in such principal amount with or without set aside payments, shall bear such interest rate, shall be sold at such price and be in such denominations as may be determined by the Authorized Officer of the School District, but in each case within the parameters set forth in Exhibit A to this resolution. If sold at a competitive sale, the Authorized Officer is hereby authorized to award the Notes to the bidder whose bid produces the lowest interest cost to the School District and is within the parameters set forth in Exhibit A to this resolution. If sold at a negotiated sale, the Authorized Officer is authorized to enter into an agreement on behalf of the School District with a financial institution for such sale within the parameters of Exhibit A to this resolution, and, if such officer determines it to be in the interest of the School District, the Authorized Officer is authorized to enter into agreements providing for a credit enhancement as security for payment of the Notes.

12. Each series of Notes issued hereunder shall be of equal standing as to the Pledged State Aid. The School District reserves the right to issue additional notes or other obligations of equal standing with the Notes as to the Pledged State Aid. If the Notes are sold to the Authority, prior written consent of an authorized officer of the Authority is required to issue additional notes or obligations of equal standing with the Notes as to the Pledged State Aid. The School District further resolves that the amount payable as to principal and interest on the Notes plus the amount payable as to principal and interest on or prior to the maturity date of the Notes on any additional notes or other obligations of equal standing with the Notes as to payment from Pledged State Aid will not exceed 75% of the amount of Pledged State Aid.

13. The representation of the School District by Miller, Canfield, Paddock and Stone, P.L.C. as note counsel is hereby approved, notwithstanding Miller, Canfield's periodic

representation of the Authority and other potential parties to the transaction in unrelated matters. The School District retains Miller, Canfield, Paddock and Stone, P.L.C. to perform an arbitrage rebate analysis and prepare a rebate return for the Notes, if necessary.

14. Within fifteen (15) business days after issuance of the Notes, the Board hereby authorizes and directs the Authorized Officer to cause to be filed with Treasury any and all documentation required subsequent to the issuance of the Notes, along with any statutorily required fee.

15. All resolutions and parts of resolutions insofar as they conflict with the provisions of this resolution be and the same hereby are rescinded.

AYES: Members _____

NAYS: Members _____

RESOLUTION DECLARED ADOPTED.

Secretary, Board of Education

MILLER, CANFIELD, PADDOCK AND STONE, P.L.C.

The undersigned duly qualified and acting Secretary of the Board of Education of the Monroe Public Schools, County of Monroe, State of Michigan, hereby certifies that the foregoing is a true and complete copy of a resolution adopted by the Board at a regular meeting held on June 25, 2013, the original of which is a part of the Board's minutes and further certifies that notice of the meeting was given to the public pursuant to the provisions of the Open Meetings Act, 1976 PA 267, as amended, and that attached hereto as Exhibit D is a true and complete copy of the notice of said meeting posted in accordance with the Revised Municipal Finance Act, being Act 34, Public Acts of 2001, as amended

Secretary, Board of Education

EXHIBIT A

1. Estimated 2013/2014 State Aid allocated or to be allocated for fiscal year ending June 30, 2014: \$30,800,000 (total amount estimated to be received from October 1, 2013 through August 31, 2014).
2. Amount of tax-exempt, notes or bonds or other tax exempt or tax credit obligations not including this borrowing, issued or to be issued during the 2013 calendar year: estimated to be \$1,700,000. Amount of other taxable obligations issued or to be issued during the 2013 calendar year: estimated to be \$-0-.
3. Amount of borrowing not to exceed: \$8,500,000.
4. Authorized Officer: Superintendent, Director of Business & Finance or designee.
5. Date of Notes: Date of Delivery or August 20, 2013 or such other date as determined by the Authorized Officer.
6. Notes due and payable: August 20, 2014, or such other date as determined by the Authorized Officer.
7. Purchase price: Not less than 97% of the principal amount of the Notes.
8. Five percent (5%) of estimated fiscal year 2012/2013 operating expenses: \$2,817,556.
9. Estimated average monthly cash balance for fiscal year 2012/2013: \$2,477,812.

EXHIBIT B

FORM OF PURCHASE CONTRACT

Monroe Public Schools

The Michigan Finance Authority (the "Authority"), a public body corporate, separate and distinct from the State of Michigan, hereby offers to enter into this Purchase Contract with the Issuer named below (the "Issuer") which, upon the acceptance of this offer by the Issuer, will be binding upon the Authority and the Issuer. This offer is made subject to acceptance on or before the date set forth below. The Issuer accepts the electronic or digital signature of the Authority's Executive Director (or other authorized officer of the Authority) if set forth below and acknowledges that it has the same legal effect and enforceability as a manual signature.

Upon the terms and conditions and upon the basis of the representations, warranties and agreements set forth herein, including those set forth on Schedule I hereto, the Authority hereby agrees to purchase from the Issuer, and the Issuer hereby agrees to sell and deliver to the Authority, notes (the "Notes") in the principal amount and with the interest rate as shown on Schedule I. The purchase price for the Notes shall be as set forth on Schedule I.

The Issuer acknowledges that the Authority will purchase the Notes with proceeds from certain State Aid Revenue Notes to be issued by the Authority (the "Authority's Notes"). The Issuer represents and warrants to, and agrees with, the Authority that (A) the Issuer has, and on the Closing Date (specified below) will have, full legal right, power and authority (1) to enter into this Purchase Contract, and (2) to sell and deliver the Notes to the Authority and pledge and assign to the Authority the moneys to be received by the Issuer pursuant to the State School Aid Act of 1979, as amended (the "State School Aid") as provided herein and in the resolution authorizing the Notes and the Issuer has duly authorized and approved the execution and delivery of and the performance by the Issuer of its obligations contained in this Purchase Contract including those set forth in Schedule I; and (B) the Issuer shall promptly pay its pro rata share of the Costs of Issuance upon notification by the Authority. The term "Costs of Issuance" shall mean and include underwriting discount or fees, placement agent fees, underwriter's and placement agent's counsel fees, printing charges, letter of credit fees and related charges of a letter of credit (including, without limitation, all other amounts owing by the Authority under the reimbursement agreement relating to the letter of credit), rating agency charges, trustee fees, note counsel fees, fees and expenses of a private placement purchaser (each a "Purchaser") of all or a portion of the Authority's Notes (as defined below), and other counsel fees and issuance fees of the Authority and the Purchaser(s) related to the Authority's Notes; provided, however, that the Issuer's pro rata share of such Costs of Issuance shall not exceed the amount shown on Schedule I hereto.

IF THREE, FIVE OR SEVEN SET-ASIDES ARE APPLICABLE, THE FOLLOWING LANGUAGE SHALL BE INCLUDED IN THE PURCHASE CONTRACT:

[The Issuer pledges to pay the principal and interest on the Notes from its State School Aid appropriations allocated or to be allocated to it for the fiscal year ending June 30, 2014 and to be paid during October 2013 through August 2014, inclusive (the "Pledged State Aid"). Moneys to pay the principal and interest on the Notes when due shall be set aside in a separate fund with the Depository (as defined in Schedule I hereto) as hereinafter described in 3, 5 or 7 equal installments (the "Installment" or "Installments") as specified in Schedule I, commencing (i) in the case of 3 installments, on May 20, 2014, (ii) in the case of 5 installments, on March 20, 2014, and (iii) in the case of 7 installments, on January 20, 2014, and thereafter on the 20th day of each month (or in the case of April, the 21st) to and in each case ending on July 21, 2014, or such other State School Aid payment date as may be provided for under state law (the "Payment Date"). If a Payment Date falls on a Saturday, Sunday or legal holiday, the Installment shall be due on the next regular business day. The payment to the Depository shall be made first from the Pledged State Aid received during the month of the Installment. Notwithstanding the foregoing, the Issuer hereby irrevocably directs the State of Michigan to directly transfer to the Depository payment of the Issuer's current month's Installment from the Pledged State Aid received during the month of the Installment on the Payment Date. If, for any reason, the Pledged State Aid received during the month of the Installment is insufficient to pay the Installment, then in that event the Issuer pledges to use any and all other available funds to meet the Installment obligation. If the Issuer fails to set aside any portion of an Installment (the "Installment Shortfall"), pursuant to Section 17a(3) of the State School Aid Act of 1979, as amended (the "Act"), the Authority is authorized to intercept 100% of the Pledged State Aid to be distributed to the Issuer. Beginning with the month following the Installment Shortfall, the Authority shall intercept 100% of the Pledged State Aid to be distributed to the Issuer and apply the intercepted amount on the following priority basis: (A) the Installment Shortfall; (B) the current month's Installment; and (C) any amounts remaining to be immediately distributed to the Issuer. The intercept process set forth above shall continue each month following the Installment Shortfall until sufficient funds are deposited with the Depository to pay the principal of and interest on the Notes. The Authority shall promptly notify the Issuer that it will immediately commence to intercept the Pledged State Aid.

If the Issuer has failed to deposit all or a portion of the Installment by the last regular business day of the month of the Installment, the Depository is authorized and directed to give written notice to the Authority, the State Treasurer and the Issuer on the first regular business day following the last regular business day of the month of the failure to deposit all or a portion of the Installment. Upon receipt of written notice from the Depository, the Authority shall promptly notify the Issuer that it will immediately commence to intercept 100% of the Pledged State Aid.

If on the date of the final Installment as specified in Schedule I hereto, the funds on deposit with the Depository are insufficient to pay the principal of and interest on the Notes when due, the Issuer, pursuant to Section 17a(3) of the Act, to the extent necessary to meet the payment obligation assigns to the Authority and authorizes and directs the State Treasurer to advance all or part of any payment which is dedicated for distribution or for which the appropriation authorizing payment has been made under the Act.

If at any time and from time to time prior to the maturity date of the Notes the Authority has reason to believe that the Issuer will be unable to pay in full the principal and interest on the Notes when due, the Authority, in its sole discretion, may by phone or email:

(i) request from the Issuer a written confirmation of both its ability to pay the Notes when due and a description of the source of funds for the repayment of the Notes. If the Issuer fails within ten (10) days to provide such confirmation to the satisfaction of the Authority, the Issuer hereby authorizes the intercept of any Pledged State Aid to be distributed to the Issuer earlier than August 2014 in such amount as determined by the Authority to be appropriate and further authorizes the Authority to give notice to the State Treasurer to intercept that amount of any Pledged State Aid which has not already been transferred to the Issuer. Any Pledged State Aid which is thus intercepted shall be transferred to the Depository and shall, after the Authority's Notes are paid, be *{the applicable alternative will be used}* [immediately distributed to the Issuer] *{or}* [applied on the following priority basis: (1) to the Purchaser, all other amounts due and owing to the Purchaser under its Note Purchase Agreement with the Authority and the Depository relating to the 2013A-1 Notes, and (2) any amount remaining to be [immediately distributed to the Issuer]; and/or

(ii) give notice to the Issuer requiring the Issuer to enter into one or more Tax Intercept Agreements (each a "TIA") to provide additional security for the payment of the Notes. Each TIA shall be in a form prescribed by the Authority, with such additions, deletions or substitutions reasonably required by any local taxing unit that collects operating taxes revenues collected for the Issuer, and the delinquencies thereon, on behalf of the Issuer, as the Authority and any Authorized Officer or designee shall deem necessary and appropriate.]

IF NO SET-ASIDE INSTALLMENTS, ARE APPLICABLE, THE FOLLOWING LANGUAGE SHALL BE INCLUDED IN THE PURCHASE CONTRACT:

[The Issuer acknowledges that: (i) the Authority will purchase the Notes with proceeds from the State Aid Revenue Notes, Series 2013A-2 and Series 2013A-3, to be issued by the Authority (the "Authority's Notes"); (ii) the payment of principal and interest on the Authority's Notes of Series 2013A-2 (the "2013A-2 Notes") will be *{the applicable alternative, or variations thereof, will be used}* [secured by a direct-pay letter of credit (the "Letter of Credit") to be issued by _____ (the "Bank"), pursuant to a reimbursement agreement among the Authority, The Bank of New York Mellon Trust Company, N.A. (as Trustee and Depository), and the Bank, dated as of August 20, 2013 (the "Reimbursement Agreement");] *{or}* [directly purchased from the Authority by _____ (a "Purchaser"), unsecured by any letter of credit ;] and (iii) the Authority's Notes of Series 2013A-3 (the "2013A-3 Notes") will be directly purchased from the Authority by _____ (a "Purchaser"), unsecured by any letter of credit.

The Issuer agrees that it will deposit with the Depository (as defined in Schedule I) payment of the principal of and interest on the Notes in immediately available funds received by the Depository by 11:00 a.m. on the maturity date of the Notes. The Issuer pledges to pay the principal and interest on its Notes from the 2013/2014 State Aid to be allocated to it and to be paid during October 2013 through August 2014, inclusive (the "Pledged State Aid").

On August __, 2014 the Issuer shall determine whether there will be sufficient funds on deposit with the Depository on August 20, 2014 (the maturity date of the Notes) to pay the principal of and interest on the Notes when due on that maturity date. If the Issuer determines that there will be insufficient funds on deposit with the Depository on August 20, 2014 to pay the principal of and interest on the Notes when due on the maturity date of the Notes, the Issuer will so notify the Authority by telephone and email on August __, 2014 (email to: _____; and telephone to _____, 517-____-____),

If on the maturity date of the Notes there are insufficient funds on deposit with the Depository to pay the principal of and interest on the Notes when due, the Issuer, pursuant to Section 17a(3) of the Act, to the extent necessary to pay the principal of and interest on the Notes when due and any other amounts owed by the Issuer as set forth in Schedule I (together the "Payment Obligations"), assigns to the Authority, pledges to the payment of the Payment Obligations, and authorizes and directs the State Treasurer to intercept or advance all or part of any State School Aid payment which is dedicated for distribution to the Issuer or for which the appropriation authorizing the payment has been made under the Act. The Issuer acknowledges that a State Aid Agreement will be executed among the Authority, the State Treasurer, the Depository, and the Trustee for the Authority whereby the State Treasurer agrees to intercept and/or advance all or part of any State School Aid as described under this Purchase Contract. The Authority in its sole discretion may determine the amount of any State School Aid payment to be intercepted and the dates for such collection and application. The Authority and the Issuer may also agree to the collection and application of other Issuer revenues to any unpaid Payment Obligations. State School Aid payments shall continue to be intercepted until all Payment Obligations have been paid in full. Notwithstanding the foregoing:

(A) The Issuer hereby irrevocably directs the State of Michigan to pay to the Depository 100% of the Pledged State Aid to be distributed to the Issuer in August 2014, and the Depository shall apply the August 2014 State School Aid payment on the following priority basis: (1) first, concurrently on a parity, pro rata basis, to pay to the registered owner of the 2013A-2 Notes and the registered owner of the 2013A-3 Notes the principal and interest due on the 2013A-2 Notes and the 2013A-3 Notes, respectively, on August 20, 2014, and second, concurrently on a parity, pro rata basis, to pay to each Purchaser all other amounts due and owing to it under its respective Note Purchase Agreement with the Authority and the Depository relating to the 2013A-2 Notes or the 2013A-3 Notes; and (2) any amount remaining to be immediately distributed to the Issuer; and

(B) if (1) the Issuer's August 2014 State School Aid payment will be less than the principal and interest on the Notes and (2) the Issuer will pay any of the remaining amount due from any source other than proceeds from its borrowing in the Authority's August 2014 state aid note pool, the Issuer shall give written notice by

August 10, 2014 to the Authority and the Depository specifying each such source and amount (e.g., \$_____ will be wired to the Depository from [bank name]); and

(C) if at any time and from time to time prior to the maturity date of the Notes the Authority has reason to believe that the Issuer will be unable to pay in full the principal and interest on the Notes when due, the Authority, in its sole discretion, may by phone or email:

(i) request from the Issuer a written confirmation of both its ability to pay the Notes when due and a description of the source of funds for the repayment of the Notes. If the Issuer fails within ten (10) days to provide such confirmation to the satisfaction of the Authority, the Issuer hereby authorizes the intercept of any Pledged State Aid to be distributed to the Issuer earlier than August 2014 in such amount as determined by the Authority to be appropriate and further authorizes the Authority to give notice to the State Treasurer to intercept that amount of any Pledged State Aid which has not already been transferred to the Issuer. Any Pledged State Aid which is thus intercepted shall be transferred to the Depository and shall be applied after the Authority's Notes are paid in the same manner as provided in paragraph (A) above; and/or

(ii) give notice to the Issuer requiring the Issuer to enter into one or more Tax Intercept Agreements (each a "TIA") to provide additional security for the payment of the Notes and the Issuer shall take the actions necessary to enter into the TIA(s). Each TIA shall be in a form prescribed by the Authority, with such additions, deletions or substitutions reasonably required by any local taxing unit that collects operating taxes revenues collected for the Issuer, and the delinquencies thereon, on behalf of the Issuer, as the Authority and any Authorized Officer or designee shall deem necessary and appropriate.]

The Issuer consents to the Authority's pledge and assignment of and grant of a security interest in the Authority's rights and interest (subject to certain rights of indemnification) in the Notes and this Purchase Contract as security for the Authority's Notes and a Trust Indenture dated as of August 1, 2013, issued by the Authority pursuant to its Note Authorizing Resolution adopted May 7, 2013, and for the Authority's obligations under a note purchase agreement between it and any holder of the Authority's Notes.

The Issuer acknowledges that Section 15 of the Authority's enabling statute, the Shared Credit Rating Act, as amended, provides for a statutory lien on the Authority's pledge of the Pledged State Aid which is paramount and superior to all other liens for the sole purpose of paying the principal of, and interest on, the Authority's Notes.

Section 17a(3) of the Act does not require the State to make an appropriation to any school district or intermediate school district and shall not be construed as creating an indebtedness of the State.

With respect to any payment not received from the Issuer by the Depository by the time and date due under this Purchase Contract, the Issuer agrees to pay the Authority an amount as invoiced by the Authority to recover its administrative costs attributable to the late payment. The Issuer further agrees to reimburse the Authority (A) for any and all amounts which the Authority may have to rebate to the federal government due to investment income which the Issuer may earn in connection with the issuance or repayment of its Notes and (B) for the Issuer's pro rata share of the Costs of Issuance that were paid by the Authority in the event that the Authority is required to rebate investment earnings to the federal government regardless, in either case, whether the Issuer is subject to such rebate or not. In the event the Issuer does not meet any arbitrage rebate exception pursuant to the Internal Revenue Code of 1986, as amended, and the regulations promulgated thereunder, relative to the Notes, the Issuer will make any required rebate payment to the federal government when due.

The Issuer shall make the Notes and its Closing Documents (defined below) available for inspection by the Authority on August 12, 2013, at the offices of the Thrun Law Firm, P.C., East Lansing, Michigan. At 9:00 a.m., prevailing Eastern time, on August 20, 2013 ("Closing Date"), the Issuer shall deliver the Notes to the Authority at the offices of Miller, Canfield, Paddock and Stone, P.L.C., Lansing, Michigan, together with such other documents, certificates and closing opinions as the Authority shall require (the "Closing Documents") and the Authority shall accept delivery of the Notes and the Closing Documents and pay the purchase price for the Notes.

The Authority shall have the right in its sole discretion to terminate the Authority's obligations under this Purchase Contract to purchase, accept delivery of and pay for the Notes if the Authority is unable for any reason to sell and deliver the Authority's Notes on or prior to the Closing Date.

Michigan Finance Authority

By _____
Its Authorized Officer

Accepted and Agreed to this
_____ day of _____, 2013

By _____ ("Issuer")
Title: _____

Schedule I

[INSTALLMENT PAYMENT SCHEDULE]

All capitalized terms used and not expressly defined in this Schedule I shall have the meanings given to them in the Purchase Contract to which this Schedule I is attached (the "Purchase Contract").

1. The Issuer hereby covenants that it will deposit all Installment payments commencing on _____, 2014, with The Bank of New York Mellon Trust Company, N.A., or its successor (the "Depository") at its designated corporate trust office located in Detroit, Michigan. The Issuer directs the Depository to use the proceeds of the Installment payments to acquire U.S. Treasury Obligations -- state and local government series (SLGS) and/or such other U.S. Treasury notes, bonds, bills and securities as authorized and directed by the Authority and as permitted by law, or, if authorized and directed by the Authority to enter into an Investment Contract with a financial institution on behalf of the Issuer for the investment of the Installment payments. In the event the Depository resigns, or is removed, the Issuer hereby accepts and appoints a successor depository appointed by the Authority as depository for the Notes.
2. The number of equal Installments shall be _____. The Issuer hereby agrees to deposit funds with the Depository in accordance with the Purchase Contract and its resolution authorizing the Notes.
3. The Issuer covenants that it will deliver from time to time such additional information regarding the financial condition of the Issuer as the Authority may reasonably request.
4. The Issuer covenants that the principal amount of the Notes, together with any additional notes or other obligations of equal standing with the Notes as to the Pledged State Aid, will not exceed 75% of the amount of State School Aid to be received by the Issuer during the period from October 1, 2013, through August 31, 2014.
5. The principal amount and the initial interest rate on the Notes shall be \$ _____ and % per annum, respectively.
6. The Issuer's pro rata share of the Costs of Issuance shall not exceed \$ _____.
7. The Notes shall be dated August 20, 2013 and shall mature on August 20, 2014.
8. The purchase price of the Notes shall be \$ _____ (par of \$ _____ [less net discount of \$ _____] [plus net premium of \$ _____]).
9. The amounts of the Installments on the Payment Dates are:

<u>Payment Date</u>	<u>Installment</u>
---------------------	--------------------

10. As long as the Notes are outstanding, the Issuer shall neither pledge nor make any request for an advancement pursuant to Section 17b of the State School Aid Act of 1979, as amended, of any portion of its August 2014 or October 2014 State School Aid without the prior written consent of the Authority, by its Executive Director, which consent shall not be unreasonably withheld. The Issuer shall not, at any time prior to the maturity of the Notes, issue any other obligations pledging the Pledged State Aid ("Other Obligations") unless: (i) the Issuer shall have given prior written notice to the Authority of the Issuer's intent to issue any Other Obligations promptly after forming such intent; (ii) any Other Obligations shall mature after August 20, 2014; and (iii) any pledge of the Pledged State Aid as security for the payment of any Other Obligations shall be: (A) expressly subject to the prior right of interception set forth in this Purchase Contract; and (B) expressly subordinate, under written subordination terms satisfactory to the Authority and its counsel, to the Issuer's prior pledge of Pledged State Aid as security for the Notes. "Other Obligations" defined in this paragraph 10 shall not include state aid notes, if any, issued by the Issuer as a separate series on August 20, 2013 and purchased by the Authority with proceeds from its State Aid Revenue Notes, Series 2013A-2 and Series 2013A-3, to be issued by the Authority pursuant to the Trust Indenture dated as of August 1, 2013. Any one or more of the foregoing restrictions set forth in this paragraph 10 may be waived in writing by the Authority, by its Authorized Officer, in his or her sole and absolute discretion.

Schedule I

[NO INSTALLMENTS]

All capitalized terms used and not expressly defined in this Schedule I shall have the meanings given to them in the Purchase Contract to which this Schedule I is attached (the "Purchase Contract").

1. The Issuer hereby agrees to deposit or cause to be deposited funds to pay principal of and interest on the Notes with The Bank of New York Mellon Trust Company, N.A., or its successor (the "Depository") at its designated corporate trust office located in Detroit, Michigan, in accordance with the Purchase Contract and resolution authorizing the Notes.

2. The Issuer covenants that it will deliver from time to time such additional information regarding the financial condition of the Issuer as the Authority may reasonably request.

3. The Issuer covenants that the principal amount of the Notes, together with any additional notes or other obligations of equal standing with the Notes as to the Pledged State Aid, will not exceed 75% of the amount of State School Aid to be received by the Issuer during the period from October 1, 2013, through August 31, 2014.

4. The principal amount and the initial interest rate on the Notes shall not exceed \$ _____ and _____ % per annum, respectively.

5. The Issuer's pro rata share of the Costs of Issuance shall not exceed: (A) \$ _____, plus (B) the Issuer's pro rata share of related charges pursuant to the Reimbursement Agreement among the Authority, *{the applicable alternative, or variations thereof, will be used}* [the Bank and the Depository (including, without limitation, all other amounts owing by the Authority under the Reimbursement Agreement and the initial fee of the Bank),] plus (C) the Issuer's pro rata share of related charges pursuant to the Note Purchase Agreement[s] among the Authority, [the] [each] Purchaser and the Depository (including, without limitation, all other amounts owing to the Purchaser under the Note Purchase Agreement).

6. The Notes shall be dated August 20, 2013 and shall mature on August 20, 2014.

7. The purchase price of the Notes shall be \$ _____ (par of \$ _____ [less net discount of \$ _____] [plus net premium of \$ _____]).

[8. Drawings on the Letter of Credit shall be reimbursed to the Bank on the same day in immediately available funds and reasonable charges and expenses which the Bank may pay or incur relative to the Letter of Credit shall be reimbursed to the Bank on demand as provided in the Reimbursement Agreement. Interest shall be payable to the Bank at a daily fluctuating interest rate per annum (the "Default Fee") equal to (i) in the case of any amount drawn under the Letter of Credit and not so reimbursed, the Base Rate plus 4.0%; and (ii) in the case of any aforesaid reasonable charges and expenses which the Bank may pay or incur relative to the Letter of Credit, the Base Rate plus 4.0%.

"Adjusted One Month LIBOR Rate" means an interest rate per annum (rounded upwards, if necessary, to the next 1/16 of 1%) equal to the sum of (i) 2.50% per annum plus (ii) the quotient of (a) the interest rate determined by the Bank by reference to the Reuters Screen LIBOR01 Page (or on any successor or substitute page) to be the rate at approximately 11:00 a.m. London time, on such date or, if such date is not a Business Day, on the immediately preceding Business Day, for dollar deposits with a maturity equal to one (1) month divided by (b) one minus the Reserve Requirement (expressed as a decimal) applicable to dollar deposits in the London interbank market with a maturity equal to one (1) month.

"Base Rate" means, for any day, the highest of (a) the Prime Rate, (b) the Adjusted One Month LIBOR Rate and (c) eight percent (8.0%) per annum.

"Business Day" means any day other than (i) a Saturday or Sunday, (ii) a day on which banking institutions in the States of Michigan, Illinois or New York are authorized or required by law or executive order to close or (iii) a day on which the New York Stock Exchange is closed.

"Prime Rate" means, for any day, the greater of:

(i) the rate of interest announced by the Bank from time to time as its prime commercial rate for U.S. dollar loans, or equivalent, as in effect on such day, with any change in the Prime Rate resulting from a change in said prime commercial rate to be effective as of the date of the relevant change in said prime commercial rate; and

(ii) the sum of (x) the rate determined by the Bank to be the average (rounded upwards, if necessary, to the next higher 1/100 of 1%) of the rates per annum quoted to the Bank at approximately 10:00 a.m. (Chicago time) (or as soon thereafter as is practicable) on such day (or, if such day is not a Business Day, on the immediately preceding Business Day) by two or more Federal funds brokers selected by the Bank for the sale to the Bank at face value of Federal Funds in an amount equal or comparable to the principal amount owed to the Bank for which such rate is being determined, plus (y) 2.00%.

"Reserve Requirement" means a percentage equal to the daily average during the most recently completed interest period of the aggregate maximum reserve requirements (including all basic, supplemental, marginal and other reserves), as specified under Regulation D of the Federal Reserve Board, or any other applicable regulation that prescribes reserve requirements applicable to Eurocurrency liabilities (as presently defined in Regulation D) or applicable to extensions of credit by the Bank the rate of interest on which is determined with regard to rates applicable to Eurocurrency liabilities. Without limiting the generality of the foregoing, the Eurocurrency Reserve Requirement shall reflect any reserves required to be maintained by the Bank against any category of liabilities that includes deposits by reference to which the Adjusted One Month LIBOR Rate is to be determined.]

[9. So long as the Notes are outstanding or any amounts are due and owing to the Bank under the Reimbursement Agreement, the Issuer shall neither pledge nor make any request for an advancement pursuant to Section 17b of the State School Aid Act of 1979, as amended, of any portion of its State School Aid payable in August 2014 or thereafter without the prior written

consent of the Authority, by its Executive Director, which consent shall not be unreasonably withheld. The Issuer shall not, at any time prior to the maturity of the Notes, issue any other obligations pledging the Pledged State Aid ("Other Obligations") unless: (i) the Issuer shall have given prior written notice to the Authority of the Issuer's intent to issue any Other Obligations promptly after forming such intent; (ii) any Other Obligations shall mature after August 20, 2014; and (iii) any pledge of the Pledged State Aid as security for the payment of any Other Obligations shall be: (A) expressly subject to the prior right of interception set forth in this Purchase Contract; and (B) expressly subordinate, under written subordination terms satisfactory to the Authority and its counsel, to the Issuer's prior pledge of Pledged State Aid as security for the Notes. "Other Obligations" defined in this paragraph 9 shall not include state aid notes, if any, issued by the Issuer as a separate series on August 20, 2013 and purchased by the Authority with proceeds from its State Aid Revenue Notes, Series 2013A-1 and Series 2013A-3, to be issued by the Authority pursuant to the Trust Indenture dated as of August 1, 2013. Any one or more of the foregoing restrictions set forth in this paragraph 9 may be waived in writing by the Authority, by its Authorized Officer, in his or her sole and absolute discretion.]

[10. To the extent permitted by law, the principal of and interest on the Notes which remain unpaid after the August 20, 2014 maturity date shall bear interest for each day until paid at a Default Rate equal to the Base Rate plus 3.0%.

"Base Rate" means, for any day, the highest of (a) the Prime Rate *plus* 1.00% per annum, (b) the Federal Funds Rate plus 2.00% per annum, and (c) 7.00% per annum.

"Business Day" means any day other than (i) a Saturday or Sunday, (ii) a day on which banking institutions in the States of Michigan, Illinois or New York are authorized or required by law or executive order to close or (iii) a day on which the New York Stock Exchange is closed.

"Federal Funds Rate" means, for any day, the rate per annum equal to the weighted average of the rates on overnight Federal funds transactions with members of the Federal Reserve System arranged by Federal funds brokers on such day, as published by the Federal Reserve Bank of New York on the Business Day next succeeding such day; *provided* that (a) if such day is not a Business Day, the Federal Funds Rate for such day shall be such rate on such transactions on the next preceding Business Day as so published on the next succeeding Business Day, and (b) if no such rate is so published on such next succeeding Business Day, the Federal Funds Rate for such day shall be the average rate (rounded upward, if necessary, to a whole multiple of 1/100 of 1%) charged to [] on such day on such transactions as determined by [].

"Prime Rate" shall mean on any day, the rate of interest per annum then most recently established by [] as its "prime rate." Any such rate is a general reference rate of interest, may not be related to any other rate, and may not be the lowest or best rate actually charged by [] to any customer or a favored rate and may not correspond with future increases or decreases in interest rates charged by other lenders or market rates in general, and that [] may make various business or other loans at rates of interest having no relationship to such rate. If [] ceases to exist or to establish or publish a prime rate from which the Prime Rate is then determined, the applicable variable rate from which the Prime Rate is determined thereafter shall be instead the prime rate reported in The Wall Street Journal (or the average prime rate if a

high and a low prime rate are therein reported), and the Prime Rate shall change without notice with each change in such prime rate as of the date such change is reported.

[10. So long as the Notes are outstanding or any amounts are due and owing under this Purchase Contract including any amounts owing to [_____] under the [_____] Purchase Agreement (together the "Payment Obligations"), the Issuer shall neither pledge nor make any request for an advancement pursuant to Section 17b of the State School Aid Act of 1979, as amended, of any portion of its State School Aid payable in August 2014 or thereafter without the prior written consent of the Authority, by its Executive Director, which consent shall not be unreasonably withheld. The Issuer shall not, at any time prior to the payment in full of the Payment Obligations, issue any other obligations pledging State School Aid payments ("Other Obligations") unless: (i) the Issuer shall have given prior written notice to the Authority of the Issuer's intent to issue any Other Obligations promptly after forming such intent; (ii) any Other Obligations shall mature after August 20, 2014, and (iii) any pledge of the State School Aid payments as security for the payment of any Other Obligations shall be: (A) expressly subject to the prior right of interception set forth in this Purchase Contract; and (B) expressly subordinate, under written subordination terms satisfactory to the Authority and its counsel, to the Issuer's prior pledge of State School Aid payments as security for the payment of the Payment Obligations. "Other Obligations" defined in this paragraph 10 shall not include state aid notes, if any, issued by the Issuer as a separate series on August 20, 2013 and purchased by the Authority with proceeds from the State Aid Revenue Notes, Series 2013A-1 or Series 2013A-2, to be issued by the Authority pursuant to the Trust Indenture dated as of August 1, 2013. Any one or more of the foregoing restrictions set forth in this paragraph 10 may be waived in writing by the Authority, by its Authorized Officer, in his or her sole and absolute discretion.

[Note: If a Purchaser of the Authority's State Aid Revenue Notes, Series 2013A-__ or Series 2013A-__, requires a default interest rate, add that provision here.]

EXHIBIT C

OFFICIAL NOTICE OF SALE

\$ _____

MONROE PUBLIC SCHOOLS

COUNTY OF MONROE

STATE OF MICHIGAN

STATE AID NOTES, SERIES 2013

SEALED BIDS for the purchase of the above notes will be received by the undersigned at the Board of Education Offices located at [Issuer's Address], on _____, the ____ day of _____, 2013, until _____ .m., prevailing Eastern Time, at which time and place said bids will be publicly opened and read. Bids will be simultaneously opened and read at the offices of the Municipal Advisory Council, 535 Griswold, Suite 1850, Detroit, Michigan 48226 (the "MAC"). The award or rejection of bids will occur within twenty-four hours after the time of sale.

FAXED BIDS: Signed bids may be submitted by fax to the School District at fax number (____) _____, Attention: _____, or to the MAC at fax number (313) 963-0943; provided that faxed bids must arrive before the time of sale, the bidder bears all risks of transmission failure and the GOOD FAITH DEPOSIT MUST BE MADE AND RECEIVED as described in the section entitled "GOOD FAITH" below.

ELECTRONIC BIDS: Electronic bids will also be received on the same date and until the same time by Bidcomp/Parity as agent of the undersigned. Further information about Bidcomp/Parity, including any fee charged, may be obtained from Bidcomp/Parity, Anthony Leyden or CLIENT SERVICES, 1359 Broadway, Second Floor, New York, New York 10018, (212) 849-5021. IF ANY PROVISION OF THIS NOTICE OF SALE SHALL CONFLICT WITH INFORMATION PROVIDED BY BIDCOMP/PARITY, AS THE APPROVED PROVIDER OF ELECTRONIC BIDDING SERVICES, THIS NOTICE SHALL CONTROL.

Bidders may choose any means to present bids but a bidder may not present a bid by more than one means.

NOTE DETAILS: The notes will be dated as of the date of delivery, will mature _____, 2014, and will bear interest at a rate or rates not exceeding 6% per annum fixed by the bids therefor. Interest upon the notes will be calculated on a 360 day year (30 day month). The notes will be issued in denominations of \$1,000, \$5,000, \$100,000 or multiples or combinations thereof, designated by the original purchaser of the notes. Notes of this issue will not be subject to prior redemption. In submitting a bid for the notes, the bidder agrees to the representation of the School District by Miller, Canfield, Paddock and Stone, P.L.C., as note counsel.

BOOK-ENTRY ONLY: The notes may be issued in book-entry only form as one fully registered bond per maturity and may be registered in the name of Cede & Co., as noteholder and nominee for The Depository Trust Company ("DTC"), New York, New York. DTC will act as securities depository for the notes. Purchasers will not receive certificates representing their interest in notes purchased. It will be the responsibility of the purchaser to obtain DTC eligibility. Failure of the purchaser to obtain DTC eligibility shall not constitute cause for a failure or refusal by the purchaser to accept delivery of and pay for the notes.

PAYING AGENT: Both principal and interest shall be payable at a bank or trust company located in Michigan qualified to act as paying agent under State of Michigan or United States law, to be designated by the original purchaser of the notes.

PURPOSE AND SECURITY: The notes are issued for the purpose of payment of operating expenses of the School District, and are issued in anticipation of State School Aid to be appropriated and allocated to the School District for the fiscal year beginning July 1, 2013. The notes are full faith and credit obligations of the School District and are payable from tax levies or from unencumbered funds of the School District in the event of the unavailability or insufficiency of State School Aid for any reason. The School District does not have the power to levy taxes for the payment of the notes in excess of its constitutional and statutory tax rate limits. The rights or remedies of noteholders may be affected by bankruptcy, insolvency, fraudulent conveyance or other laws affecting creditors' rights generally, now existing or hereafter enacted, and by the application of general principles of equity, including those relating to equitable subordination.

ADDITIONAL NOTES: The School District has reserved the right to issue additional notes of equal standing respecting the State School Aid pledged with the notes offered herein, subject to the limitations provided by law.

TAX MATTERS: In the opinion of Miller, Canfield, Paddock and Stone, P.L.C., note counsel, under existing law, assuming compliance with certain covenants, interest on the bonds is excludable from gross income for federal income tax purposes as described in the opinion, and the notes and interest thereon are exempt from all taxation in the State of Michigan except inheritance and estate taxes, taxes on gains realized from the sale, payment or other disposition thereof and with respect to certain taxpayers, portions of the Michigan Business Tax.

[QUALIFIED TAX EXEMPT OBLIGATIONS: *The School District will designate the notes as "qualified tax exempt obligations" for purposes of deduction of interest expense by financial institutions.]*

GOOD FAITH: A good faith deposit in the form of a certified or cashier's check drawn upon an incorporated bank or trust company, or wire transfer, in the amount of \$_____ payable to the order of the Treasurer of the School District will be required of the successful bidder. The successful bidder is required to submit its good faith deposit to the School District not later than Noon, prevailing Eastern Time, on the next business day following the sale. The good faith deposit will be applied to the purchase price of the bonds. In the event the purchaser fails to honor its accepted bid, the good faith deposit will be retained by the School District. No interest shall be allowed on the good faith check. The good faith check of the successful bidder will be

cash and payment for the balance of the purchase price of the bonds shall be made at the closing.

AWARD OF NOTES-TRUE INTEREST COST: The notes will be awarded to the bidder whose bid produces the lowest true interest cost determined in the following manner: The lowest true interest cost will be the single interest rate (compounded on _____, 2014 and semi-annually thereafter) on the notes from _____, 2013, in an amount equal to the bid price, excluding accrued interest.

LEGAL OPINION: Bids shall be conditioned upon the approving opinion of Miller, Canfield, Paddock and Stone, P.L.C., attorneys of Detroit, Michigan, a copy of which opinion will be furnished without expense to the purchaser of the notes at the delivery thereof. The fees of Miller, Canfield, Paddock and Stone, P.L.C., for service rendered in connection with such approving opinion are expected to be paid from note proceeds. Except to the extent necessary to issue its approving opinion as to validity of the above notes, Miller, Canfield, Paddock and Stone, P.L.C., has not been requested to examine or review and has not examined or reviewed any financial documents, statements or materials that have been or may be furnished in connection with the authorization, issuance or marketing of the notes, and accordingly will not express any opinion with respect to the accuracy or completeness of any such financial documents, statements or materials.

[NO OFFICIAL STATEMENT OR RATING: The School District will not prepare an Official Statement for the financing nor has it requested a rating for the Notes and further acknowledges that it is unknown if such rating were requested whether the Notes would be rated at an investment grade.]

[INVESTMENT CERTIFICATE: The initial purchaser of the Notes will execute a form of investment certificate certifying that the Notes have not been registered under any federal or state statute, that the Purchaser is familiar with federal statutes, rules and regulations and those of the State of Michigan relating to limitations and the public distribution of securities and will not make any sale or other distribution of the Notes in violation of such statutes, rules and regulations. The initial purchaser will certify that it is purchasing the Notes for its own account only and not with a view to resale or distribute and will not sell or re-offer the Notes until such time as either an official statement relating to the Notes has been prepared, to the extent it may be required under federal securities laws and regulations; or the subsequent purchaser of the Notes presents and executes an investment certificate in a form acceptable to note counsel.]

PRINTING AND DELIVERY OF NOTES: The School District will furnish printed notes with legal opinion thereon at its expense. Notes will be delivered without expense to the purchaser through DTC in New York, New York, or such other place to be agreed upon. The School District will furnish the purchaser with the usual closing documents including a certificate that no litigation is pending affecting the right of the School District to issue the notes. Payment for the notes shall be made in Federal Reserve Funds.

FURTHER INFORMATION may be obtained from the _____, _____, Michigan _____, Telephone: () _____, Facsimile () _____.

THE RIGHT IS RESERVED TO REJECT ANY OR ALL BIDS.

ENVELOPES containing the bids should be plainly marked "Proposal for Notes".

Mrs. June Knabusch-Taylor
Secretary
Monroe Public Schools Schools

EXHIBIT D

NOTICE OF INTENDED CASH FLOW BORROWING

NOTICE IS HEREBY GIVEN that at the meeting of the Board Education of the Monroe Public Schools, County of Monroe, State of Michigan (the "School District"), to be held on the 25th day of June, 2013, a decision will be made or discussed with respect to the issuance of the School District's proposed state aid notes that will be payable from state aid, but will also contain a limited tax full faith and credit pledge of the School District.

Mrs. June Knabusch-Taylor
Secretary
Monroe Public Schools

21266165.1A088888-03360

EXTENSION OF SODEXO FOOD SERVICE CONTRACT

BACKGROUND

In 2009 Monroe Public Schools contracted with Sodexo to manage the district's food service program. State law allows food service contracts to be renewed without going through the formal bid process on an annual basis not to exceed five consecutive years. Sodexo management group has satisfactorily met the needs of Monroe Public Schools and most importantly continues to operate a profitable food program. I recommend that Monroe Public Schools renew a one year extension of Sodexo's food service management contract agreement for the 2013/14 school year.

ENCLOSURES

MDE Approval
 Operating Budget for 2013/14 School Year

RECOMMENDATION

Move to extend the food service management contract of Sodexo for the 2013/14 school year.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____



RICK SNYDER
GOVERNOR

STATE OF MICHIGAN
DEPARTMENT OF EDUCATION
LANSING

MICHAEL P. FLANAGAN
STATE SUPERINTENDENT

June 14, 2013

Mr. Randy Monday, Superintendent
Monroe Public Schools
P.O. Box 733
Monroe, Michigan 48162-0733

Re: Agreement No. 58010

Dear Mr. Monday:

On June 7, 2013, the Michigan Department of Education (MDE) received your request for renewing its food service management contract with Sodexo for the 2013-2014 school year and has approved the following:

1. Equivalent Meal Factor – change \$2.9925 current equivalent meal factor to \$3.1000 per USDA/MDE guidelines. This represents an increase of 3.6% from the previous year.
2. The current management fee of \$.0800 per meal will increase by 2.5% to the new management fee of \$.0820 per meal.
3. The current administrative fee of \$.0960 per meal will increase by 2.5% to the new administrative fee of \$.0984 per meal for 10 months.
4. There will be no advance payment for the 2013-2014 school year.
5. The Current CPI-U for December 2012 is 2.50%.
6. For the 2013-2014 school year a breakeven budget is guaranteed.
7. The original equipment/investment amount was \$25,000.00. There is \$15,000.00 remaining on that investment that may be spent over the remainder of the five (5) year contract.

MDE concurs with the school district's recommendation that the contract be renewed with Sodexo for the 2013-2014 school year and be taken to the school district's Board of Education for approval. Once the board approves the contract renewal, a signed copy of the Agreement Page and the Contract Renewal Agreement must be forwarded to MDE for its files. If the school board should make any changes to the contract, these changes must be forwarded to MDE for its approval before the contract renewal can be signed by the school district.

STATE BOARD OF EDUCATION

JOHN C. AUSTIN – PRESIDENT • CASANDRA E. ULBRICH – VICE PRESIDENT
DANIEL VARNER – SECRETARY • RICHARD ZEILE – TREASURER
MICHELLE FECTEAU – NASBE DELEGATE • LUPE RAMOS-MONTIGNY
KATHLEEN N. STRAUS • EILEEN LAPPIN WEISER

608 WEST ALLEGAN STREET • P.O. BOX 30008 • LANSING, MICHIGAN 48909
www.michigan.gov/mde • (517) 373-3324

Mr. Randy Monday
Page 2
June 14, 2013

Copies of the Lobbying and Suspension/Debarment Certificates signed by your approved vendor for School Year 2013-2014 can be found at:
http://www.michigan.gov/mde/0,4615,7-140-43092_61446-289948--,00.html.
Please print copies for your records.

If MDE can be of further assistance to you or your approved vendor, please contact Katherine Fuller at 517-373-4017 or fullerk@michigan.gov.

Sincerely,



Kyle L. Guarrant, Director
Office of School Support Services

klg:kf:dt

**Monroe Public Schools
Food Service Department
Operating Budget for 2013 - 2014 School Year**



May 9, 2013

Revenues

Student Lunch Cash
Student Breakfast Cash
Student A la Carte
Adult Cash
Catering
Vending
Federal Breakfast Reimbursements
Federal Lunch Reimbursements
Interest Income
State Breakfast Reimbursement 31F
State Lunch Reimbursement 31D

	2013-2014	2012-2013
\$	337,870	\$ 394,603
\$	25,203	\$ 27,836
\$	300,247	\$ 318,801
\$	23,461	\$ 25,944
\$	10,085	\$ 166,000
\$	17,200	\$ 17,717
\$	374,144	\$ 382,360
\$	1,384,389	\$ 1,392,000
\$	600	\$ 750
\$	14,149	\$ 17,765
\$	86,702	\$ 91,284
Total Revenues	\$ 2,574,050	\$ 2,834,070

Expenses

Food (Includes processed commodities & return of VDAs)
Sodexo Labor & Benefits
District Labor & Benefits
Sodexo Non Food Costs
District Non Food Costs
Management Fees \$.082 cpm
Administrative Fees \$.098 cpm

\$	989,872	\$ 1,106,685
\$	998,040	\$ 1,101,047
\$	170,990	\$ 170,990
\$	197,512	\$ 198,772
\$	89,680	\$ 89,680
\$	67,253	\$ 75,433
\$	80,703	\$ 91,463
Total Expenses	\$ 2,574,050	\$ 2,834,070

Excess / (Deficit) \$ - \$ -

Budget Notes & Assumptions

1. No change to serving times and locations
2. Forecast a flat enrollment
3. Based on attaining budgeted serving days at all levels
4. State 31F amount based on amount received in 2011-12 school year
5. State 31D amount based on amount scheduled to receive in 2012-13 school year
6. 2.5% increase projected in federal reimbursements
7. \$.00 per lunch reimbursement per HHFKA included in revenue budgeted
8. State mandated equivalent meal rate of \$3.10
9. CPI increase of 2.5% to Sodexo management fee per RFP (+.002 cpm)
10. CPI increase of 2.5% to Sodexo administrative fee per RFP (+.002 cpm)
11. All VDAs returned to district per RFP
12. Michigan state SUI rate of 11.60% applied
13. A guarantee of a break-even budget up to the amount of the combined fees
14. Catering revenue reduced due to potential loss of Head Start Program
15. Guarantee amount may be adjusted to reflect additional costs incurred in connection with the implementation of legislation or other legal requirements including, but not limited to, the Healthy Hunger Free Kids Act of 2010 and subsequent federal guidelines which increase program costs.

Budgeted Serving Days		
Breakfast Serving Days	175	175
Lunch Serving Days	172	170

Budgeted Meals	2013-2014	2012-2013
Breakfasts	216,471	230,825
Lunches	598,885	651,242
Equivalent Meals	113,223	176,261
Total Meals	928,589	1,058,328
Total Fee Meals	820,154	842,916

Approved by:

Katherine Elghmey
Director of Business and Finance

Nancy Boykin, Sodexo GM
Hal Davis
District Manager Sodexo School Services

Date:

Date:

STAFF RESIGNATIONS

BACKGROUND

Lee Van Valkenburg: We have received a letter of resignation from Lee Van Valkenburg for the purpose of other employment. Mr. Van Valkenburg has been laid off from Monroe Public Schools since June, 2011 and was offered a recall to employment for the 2013/14 school year which he has chosen to decline.

Stephanie Kennedy: We have received a letter of resignation from Stephanie Kennedy for personal reasons. Ms. Kennedy has been a Level 1 Computer Technician for the past year. Her last day of work was June 17, 2013.

ENCLOSURES

Letters of Resignation

RECOMMENDATION

Move to approve the resignations from Monroe Public Schools for Lee Van Valkenburg effective June 12, 2013 and Stephanie Kennedy effective June 17, 2013.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

6-12-2013

Monroe Public Schools
1275 N. Macomb St.
Monroe, MI 48162

Dear Mrs. Everly,

I regret to inform you that I am resigning from my position at Monroe Public Schools and will not be returning to teach this fall. It was a privilege working for you at Arborwood Elementary School. You were a wonderful mentor and boss. I truly wish that I would have had the opportunity to continue to develop as a teacher at Monroe Public Schools. Thank you for your support and the opportunities that you provided me during my short time with the district.

Sincerely,

Lee VanValkenburg

Stephanie L. Kennedy
2192 Zack Ridge Dr.
Newport MI 48166
06.17.2012

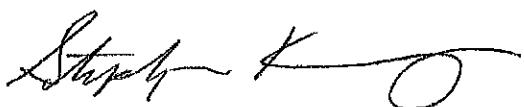
David Payne
Director of Technology
Monroe Public School
1275 N. Macomb St.
Monroe MI 48162

Dear David Payne:

Please accept this as official notice of my resignation. As you know, over the last 13 months you have given me countless opportunities and responsibilities which have allowed me develop the necessary skills and confidence to be successful in my position of Help Desk. However, at this time I do not feel capable of meeting the requirements and ongoing commitment that is a condition of employment in the Technology Department for personal reasons.

Due to unforeseen personal circumstance, regrettably, June 17th, will be my last day of work.

Sincerely,

A handwritten signature in black ink, appearing to read 'Stephanie Kennedy', with a large, stylized flourish at the end.

Stephanie Kennedy
Help Desk
Technology Department

APPOINTMENT OF ADMINISTRATIVE SECRETARY

BACKGROUND

On behalf of the interview panel and administration, we are recommending Gayle Lambert for the position of Secretary to the Superintendent and Board of Education. Mrs. Lambert has been employed with Monroe Public Schools since 1981 and has held various positions throughout the district. She most recently held the position of Secretary to the Principal of Monroe High School.

Members of the interview panel were: Barry Martin, Larry Van Wasshenova, Robert Yeo and Julie Everly.

ENCLOSURE

Resume

RECOMMENDATION

Move to approve the appointment of Gayle Lambert as the administrative secretary of the Monroe Public Schools' Board of Education effective July 1, 2013.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

12186 Laginess Road
La Salle, MI 48145
(734) 243-4463
lambert@monroe.k12.mi.us

GAYLE LAMBERT

OBJECTIVE Secretary to the Superintendent and Board of Education

SKILLS & ABILITIES

- outstanding human relations
- computer experience (Word, Excel, PowerPoint, Publisher, Outlook, PowerSchool, CEO, SmartFind, Pentamation, and Tandem)
- excellent communication skills
- very organized
- dependable

EXPERIENCE **MONROE PUBLIC SCHOOLS, SECRETARY**
June 17, 1981 - Present
Experience at all levels within Monroe Public Schools - secretary to principals at Cantrick, Manor, and Monroe High School.

EDUCATION **MONROE COUNTY COMMUNITY COLLEGE – 1996-1998**
Major area of study: Business

MONROE HIGH SCHOOL – 1981 GRADUATE

REFERENCES **MRS. JULIE EVERLY**
Assistant Superintendent, Monroe Public Schools
265-3084

MRS. KIM DIVEN
Assistant Principal, Monroe High School
265-3423

MR. OTTO ZILLGITT
Assistant Principal, Monroe High School
265-3466

EXEMPT ADMINISTRATIVE CONTRACT

BACKGROUND

In order to provide notice of contract status, we are recommending that the board authorize administration to issue a contract for Dr. Barry Martin for continued employment to extend to June 30, 2016.

ENCLOSURE

None

RECOMMENDATION

Move to approve an administrative contract for Dr. Barry Martin as recommended for the 2013-14 through 2015-2016 school years.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

COORDINATOR OF COMPENSATORY EDUCATION PROGRAMS

BACKGROUND

The position of Director of State and Federal Programs has been redesigned to focus the duties of this position on the specific work of state and federal grants and the instructional programs that these grants fund. Over the years, the responsibilities of this position have expanded beyond the normal scope of state and federal program work. In addition, many of the grant programs originally contained in the federal Elementary and Secondary Education Act, which prescribed much of the work of this office, have been eliminated. Currently, Titles I, II and III are the main federal grant sources in this office and program services of these three resources should be the main focus of this office. By redefining the work of the state and federal programs director and coordinating it with more building level work, the services provided through these grants can be more targeted and thus more in line with district and building school improvement efforts.

ENCLOSURE

Job Description – Coordinator of Compensatory Education Programs

RECOMMENDATION

Move to approve the revised job description of the Director of State and Federal Programs and change the position title to Coordinator of Compensatory Education.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

Coordinator of Compensatory Education Programs (60%)

Work with Field Services at the Michigan Department of Education and to complete the District Consolidated Application annually including all preliminary and final budgets and program notes for Titles I, II and III.

Complete the Title I School Selection and Allocation Worksheet annually to determine eligible Title I schools within the district.

Work with eligible Title I schools to prepare individual Title I Budgets and related program opportunities.

Determine Title II funded programming and conference attendance needs annually and monitor expenditures of Title II funds.

Prepare and monitor Title III Consortium budgets, including budgets for twelve participating consortium districts and related programming in these districts.

Act as district Homeless Liaison to provide all services required by federal McKinney Vento law for identified homeless or unaccompanied youth enrolled in the district.

Coordinate with administrative support staff to monitor all state assessment testing in the district including MEAP, MME and future Smarter Balanced Assessments. Monitor the preID process, materials ordering, test administration, materials return, online testing setup, and assessment results including all state reporting for expected to test, tested and not tested rosters for state assessments.

Coordinate all state required screening and spring assessments of Identified English Language Learner students. Train self and staff on the new WIDA screening process for fall of 2013 as well as the new ACCESS spring assessment replacing the ELPA in spring of 2014.

Monitor Identification of all homeless and English Language Learner students enrolled in the district and make sure all are identified appropriately in Powerschool and are receiving services as required by state and federal law. Monitor services to ELL students in accordance with Office of Civil Rights guidance and statute.

Act as a system administrator for Pearson Inform Data Management System. Assist with all aspects of the Inform program including user access, data input, and report creation.

Coordinate use of 31a state at-risk funds. Work with business office and schools to set up programming that is allowable under state 31a guidelines and coordinate this programming with district Title I services. Prepare all state program reports for 31a including final report in July.

Monitor completion of all 31a and Title-funded employee Personal Activity Logs on a weekly basis.

Monitor completion of all federally required payroll certification forms biannually.

Prepare audit materials for summer single audit of any Title I, II or III programming and expenditures.

Meet annually with all private school administrators whose schools are participating in Title I. Prepare budgets for participating private schools, approve programming and expenditures, and use needs assessments to determine Title I eligible students in participating private school buildings.

Monitor all conference requests for Title funded conference attendance including private schools using Title II funds for professional development.

Monitor district and school accreditation to keep schools and the community informed of the status of the district and individual schools in relation to the state accountability report card. Prepare federally required annual report information including cover letters and data reports for presentation on district website in August.

Keep daily log of all work activity using Personal Activity Log in accordance with requirements for all grant split-funded personnel.

Attend state sponsored training and conference sessions related to areas of responsibility such as Title I, Title II and Title III. Attend State Title I conference in fall.

Assistant Principal 40%

Assist principal in monitoring delivery of the curriculum and provide guidance and support to teachers as they implement their specific areas of the curriculum.

Assist principal with data-driven decision making and the targeting of students for enrichment and intervention.

Assist principal with teacher evaluations, taking on a specific number of instructional and non-instruction staff to evaluate according to district policy.

Assist principal with school improvement efforts including monitoring student progress, determination of professional development needs, and the building of the professional learning community within the school.

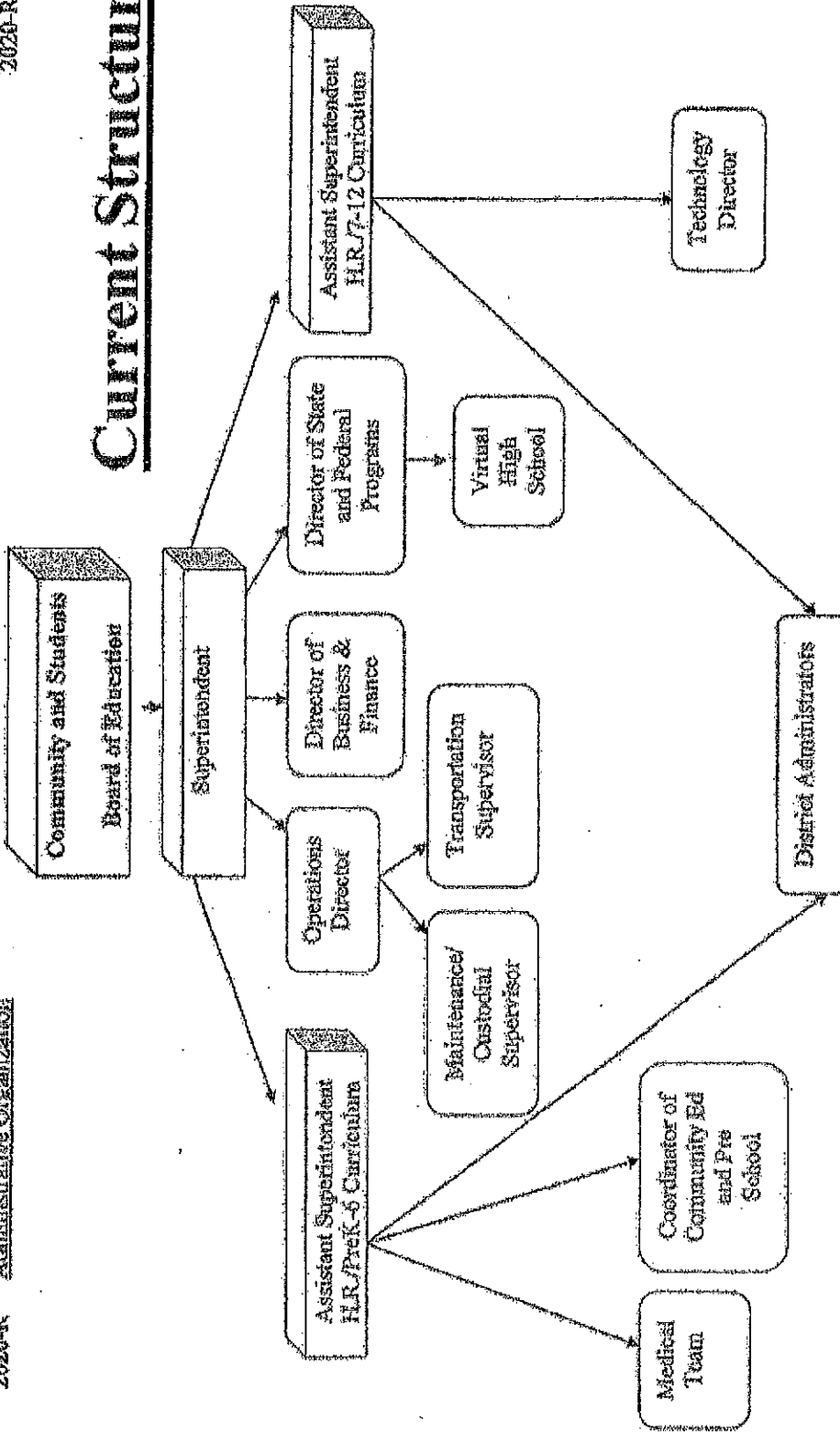
Assist principal in promoting best practice instruction throughout the school.

Assist with supervision of student activities during the school day and during after school hours as necessary.

Work with principal to engage parents in the school community and student learning and be an active member of the school parent/teacher group.

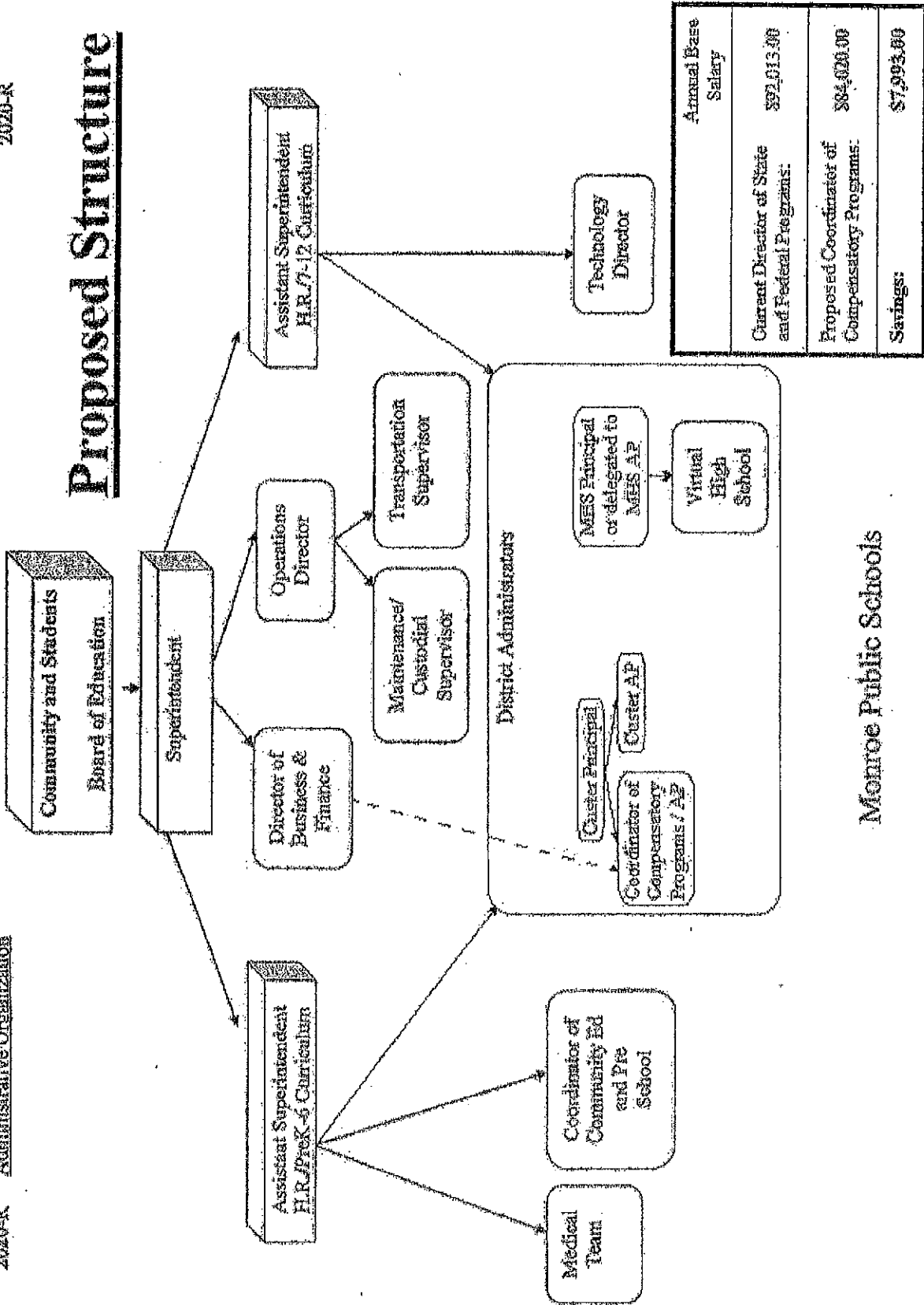
Assist principal with promotion of the school in the community and assist principal to identify ways of utilizing community resources to support school improvement efforts.

Current Structure



Monroe Public Schools

Proposed Structure



Monroe Public Schools

Annual Base Salary	
Current Director of State and Federal Programs:	\$82,013.00
Proposed Coordinator of Compensatory Programs:	\$84,020.00
Savings:	\$7,993.00

RECOMMENDATION OF THE REINSTATEMENT COMMITTEE

BACKGROUND

On Tuesday, June 11, 2013 the Monroe Public Schools Reinstatement Committee met to review the requests for reinstatement of Eric Veenstra, David Hofinger, and Harlan Pfefferle.

RECOMMENDATION

The Monroe Public Schools Reinstatement Committee, after a complete review, is recommending that David Hofinger should be reinstated to Orchard Center High School based on good attendance and a willingness to cooperate.

The recommendation of the committee is to reinstate Harlan Pfefferle to Monroe Middle School. This is based on good attendance, a willingness to cooperate, and good grades.

The committee does not recommend reinstatement at this time for Eric Veenstra.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

**MONROE HIGH SCHOOL
WRESTLING TEAM CAMP**

BACKGROUND

Monroe High School Athletic Director, John Ray, would like to petition the Board of Education for permission for the MHS Wrestling Team to go to the University of Michigan Wrestling Camp. The camp is Sunday, July 7, 2013 through Thursday, July 11, 2013. The cost per coach is \$175.00 and \$440.00 per student. The students are responsible for their fee with the opportunity for fundraising.

ENCLOSURE

The U of M brochure about the camp.

The complete packet will be housed in the office of the Assistant Superintendent of Elementary Education, Instruction and Human Resources.

RECOMMENDATION

Move to approve the Monroe High School Wrestling Team Camp at University of Michigan in Ann Arbor, Michigan; according to the terms of Policy IICA, Field Trips and Excursions.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

MONROE HIGH SCHOOL FIELD TRIP REQUEST

All requests for any field trip must be submitted to the Principal AT LEAST 15 SCHOOL DAYS BEFORE THE DATE OF THE TRIP.

Building Policy: Field trips should be Academic in nature, tied to content standard and include follow-up activities.

Date of trip: July 7-11-2013

Date of request: June 17-2013

Grade or organization making request: 9-12

Faculty Sponsor: Monroe High School

Destination: UoFM

Address: Ann Arbor

Phone Number of Destination: Don Mayes 734-625-0954
Jordan Mayes 734-625-02390
(734) 647-1223

Purpose: Wrestling team camp

Estimated time of departure: 10:00 am

Estimated return time: July 11 at 3:00 pm

Substitute needed: yes no

Principal's signature: _____

approved denied

Reason for denial _____

Competition & Team Camp

July 7-11

(recommended for wrestlers entering grades 8-12)

Camp Highlights and Features

- There is fun and meets daily
- Technical instruction before and after
- Championship singles and doubles for 1st and 2nd place teams
- Awards for camp OW and Most Falls; Tables for Individual tournament champion
- Performance by weight class on Sunday evening
- Individual tournament by weight class on Thursday

One of our most popular camps, the Michigan Wrestling Camp has developed a camp that is designed for the competitive, high school-aged wrestlers who desire camp where competition is a priority. The Michigan Competition Camp offers wrestlers the opportunity to develop their individual skills as well as competing often during the week in dual meets and tournament action. Teams are encouraged to attend and compete together. However, individuals, small groups or a combination of schools who want to be part of the competition camp, will be assigned to a team composed of 12 weight divisions. Wrestlers will compete in approximately 15-20 individual matches during the camp.

During the course of the week, wrestlers will participate in a team dual meet tournament, along with an individual double elimination tournament on Thursday. Prior to each dual meet, daily technique sessions will be an integral part of the camp experience. Please visit our website for the weight classes that will be used at camp for 2013.

Technique Camp

July 14-18

(recommended for wrestlers entering grades 7-12)

Camp Highlights and Features

- One of the top camps in the country
- Classes at six different concentration areas
- 18 hours of technical instruction
- Individual tournament by weight class; Jr. High / High school divisions
- Personal lectures and motivational talks
- On-going team recreational sports tournament
- Awards to team and individual champions

This is the 35th year the Michigan Wrestling Camps have been held at the beautiful University of Michigan campus. The camp, one of the fastest in the nation, has been one of the most popular camps in the Midwest. Based a week with us and learn why the Michigan Wrestling team is consistently one of the top programs in the country!

We have an outstanding staff, and we teach the most successful current techniques used by elite wrestlers. One of the great things separates our technique camp from others is the fact that - you the wrestler - will be able to choose the area of wrestling instruction that you desire to concentrate on during the course of the week (see current concentration list on website). Additionally, we feature team, post lecture, tournament, real points etc., which will guarantee a successful week for any young wrestler who applies to be there. This camp also features an on-going individual wrestling tournament throughout the week. Teaching wrestling technique is our primary purpose, but providing a "total athletic experience" is also important. Areas of concentration: Leg Techniques * Other Techniques * Rolling and Pinning * Escapes and Reversals * Clinches * Defense * Leg Wrestling from Top. Visit our website for more detailed descriptions of technique concentrations.

Advanced Training Camp

July 14-18

(recommended for wrestlers entering grades 8-12)

Camp Highlights and Features

- Daily technique analysis
- Situation drilling and competitive wrestling
- Strength training and conditioning
- Individual tournament by weight class
- D-I dual wrestles with your school

It takes a unique desire and commitment to excellence to become a state champion. That is why we have designed the Advanced Training Camp. This camp is a combination of technical instruction, drill sessions, competitive wrestling and strength training. The Advanced Training Camp brings together the University of Michigan coaches and a proven wrestling staff combined with a first-class training environment. Every session will be handled with the same thoroughness we apply to our own team practices. U-M wrestlers will train with you! In addition, special sessions on important areas of sports science, such as nutrition, preparation, the psychological condition will be addressed throughout the camp. Designed for the serious wrestler, the camp will teach wrestler how to improve themselves physically as well as mentally to win the big matches. The Advanced Training Camp is a very challenging camp, therefore all camp participants are strongly encouraged to attend in good shape. We emphasize an aggressive, tough style of wrestling and reinforcement of sound wrestling principles through competitive drills.

"Big Boy" Heavyweight Camp

July 14-18

(recommended for wrestlers entering grades 7-12)

Camp Highlights and Features

- One of the top heavyweight camps in the country
- 18 hours of technical instruction
- Individual tournament by weight class
- On-going team recreational sports tournament
- Awards to team and individual champions

Over the years, the Michigan wrestling program has continued to develop outstanding heavyweights that have succeeded in the national level. The Wolverine wrestled a new upperweight specialist, Kyle Massey, to Ann Arbor last season. Currently a member of the Cliff Keen Wrestling Club, Massey was an NCAA All-American during his successful career at the University of Wisconsin. The Michigan heavyweight camp concentrates on techniques and strategies that have proven successful for heavyweight wrestlers. 215-pound wrestlers are welcome to attend the heavyweight, and plenty have over the years. Assisting coach Massey in the week-long instruction will be current Wolverine heavyweight, legend a week at the Michigan Heavyweight Camp, and return to dominate the "Big Boys."

LII Wolverine Commuter Camp

July 15-17

(recommended for grades 7-11)

The focus of this camp will be to teach 7-11 year old wrestlers the techniques and skills necessary to be a successful wrestler as they mature. Basic skills and techniques will be stressed. This will be an instructional camp with some competitive wrestling. Wrestlers will be paired by skill level. Sessions will be organized and taught by the University of Michigan staff and wrestlers. The LII Wolverine Commuter Camp will run from Monday through Wednesday.

Takedown Camp

July 22-24

(recommended for wrestlers entering grades 8-12)

@ Babco Wrestling Center

Hosted at the state-of-the-art Babco Wrestling Center, the Michigan Takedown Camp will feature three days of takedown technique instruction and drilling. Both offensive and defensive techniques and positioning will be covered. We emphasize versatility in high and low attacks in both sides of the body. Instruction will include limb fighting, scoring techniques and multiple set-ups and finishes for single legs, double legs, high catches and other techniques. The Takedown Camp will be committers only.

For complete camp information or online registration, please visit our camp website
www.michiganwrestlingcamps.org

General Information

Camp Fees

Living Accommodations: West Quad, a University of Michigan residence hall, will be home of the Michigan Wrestling Camps. All facilities are supervised by resident hall assistants day and night. Rooms will be assigned in the dorm at camp check-in on Sunday. Wrestlers can also pick rooms at check-in. For more info on dorms, visit: www.cml.umich.edu.

Meals: Meals will be prepared and served in the residence hall facilities. Food service begins with breakfast on Monday morning and ends with lunch on Thursday afternoon. Sunday meals will be on your own.

What to Bring: Campers should bring hygiene items, sheets, blanket, towel, pillow, pillow case, fan, alarm clock, wrestling shoes and plenty of wrestling workout gear. Laundry facilities will be available in the dorm.

Merchandise: Michigan Wrestling workout t-shirts, workout shorts, etc. will be available for sale throughout the camp. High-quality Cliff Keen wrestling equipment, such as knee pads, headgear and singlets, will also be available.

Email Notification: An acceptance notice will be sent out via email to all applicants after application deposit is received, confirming the choice of classes, daily camp schedule and providing all basic check-in/check-out information. Please include an email address with your application.

Health & Safety: Please download all medical and insurance forms from the camp website. These forms are required at registration check-in. We will accept a copy of the participant's current high school physician. Any illness or injury will be handled by the University of Michigan trainers and doctors. If an applicant has any special health needs, a note of explanation should be included with his/her application.

For travel plans, check-in times and directions, please visit www.michiganwrestlingcamps.org.

Summary of Camp Pricing Structures:

- Competition Camp - \$340 per applicant
- Technique Camp - \$435 per applicant
- Advanced Training Camp - \$441 per applicant
- Heavyweight Camp - \$135 per applicant
- LII Wolverine Commuter Camp - \$175 per applicant
- Takedown Commuter Camp - \$225 per applicant
- Clinches Only - \$175 (no lunch) (see clinches discounts)

- Deposit for Camp is \$100
- Commuters take \$100 off camp fee (does not include Takedown Camp, LII Wolverine Camp)

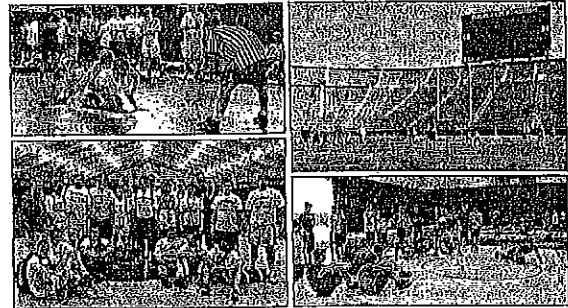
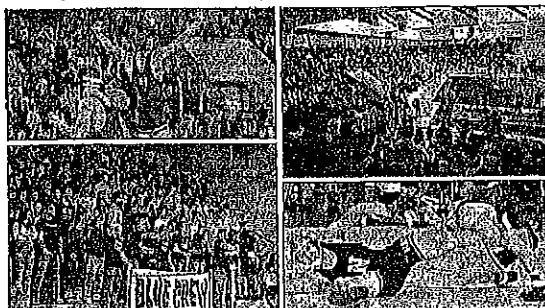
Clinches: Study and film some of the finest clinicians in the nation as they teach the skills, drills and techniques that made them champions. Clincher fee is \$175; clincher discounts available. All clinches who attend will receive a free Michigan Wrestling Clincher polo shirt.

Clincher Discounts: 3-9 wrestlers: \$125; 10-19 wrestlers: 1 coach free/additional coaches \$100; 20+ wrestlers: 2 coaches free/additional coaches \$100. In order to receive the group discount, all applications must be sent in together.

Wrestler Group Discounts: 3-9 wrestlers: \$100 off per applicant; 10-19 wrestlers: \$150 off; 20 or more wrestlers: \$200 off. In order to receive the group discount, all applications must be submitted together. Please also check out our online registration.

Multiple Camp Discounts: Wrestlers who attend multiple weeks of camp will receive an additional \$35 discount off their subsequent camp(s).

Refund Policy: Refund of deposit will be 50% 14 days prior to start of camp. Refunds will be made upon a written or email request. (jamesf@umich.edu)




MICHIGAN CAMP STAFF


CHECK OUT OUR QUALITY CAMP STAFF

We are proud to announce that we have a first class staff that we can expect to bring you a great summer. Our staff is made up of the finest coaches and athletes from across the state. They are all experienced and have a wealth of knowledge to share with you. They will be working hard to make sure you have a great time and learn a lot about wrestling. They will be working hard to make sure you have a great time and learn a lot about wrestling.


Additional coaches may be added.




JOE MCFARLAND
Head Coach




MIKE MAREK
Assistant Coach



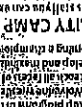
MIKE MAREK
Assistant Coach



MIKE MAREK
Assistant Coach



MIKE MAREK
Assistant Coach



MIKE MAREK
Assistant Coach

2013 MICHIGAN WRESTLING CAMP AND COACH APPLICATION

PLEASE SEE OUR CAMP AND COACH APPLICATION AND DISCOUNT OPPORTUNITIES!

Groups and coaches interested in applying to attend group discounts. Also, please check out our online registration. All applications for Michigan Wrestling Camps LLC, 1000 S. State St., Ann Arbor, MI 48109-2201. Check the camp(s) you will attend:

<input type="checkbox"/> Michigan Wrestling Camp	July 7-8
<input type="checkbox"/> Competition & Team Camp	July 14-18
<input type="checkbox"/> Technical Camp	July 14-18
<input type="checkbox"/> Advanced Training Camp	July 14-18
<input type="checkbox"/> Heavyweight Camp	July 14-18
<input type="checkbox"/> Michigan Wrestling Camp	July 22-24

I am a coach
 I am a parent
 I am a student
 I am a parent of a student
 I am a student of a student

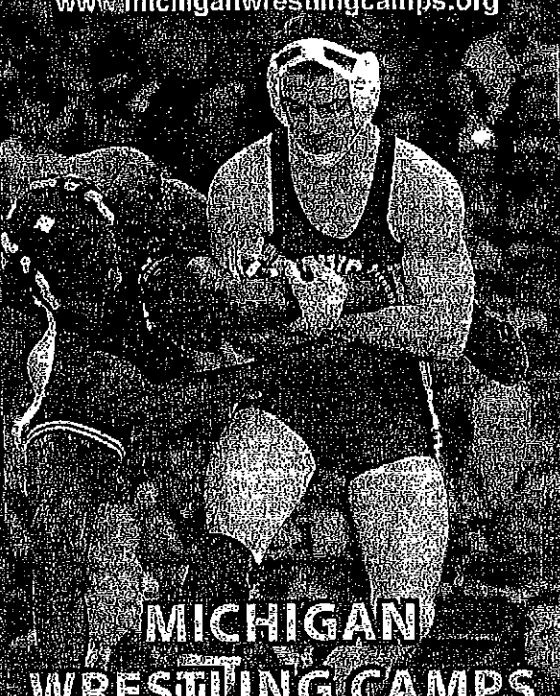
Michigan Wrestling Camps LLC

Name _____ Date of Birth _____
Home Address _____ City _____ State _____ Zip _____
Home Phone _____ Parent's Work Phone _____
Emergency Phone _____ Parent's Name (print) _____
Parent's Signature _____ E-Mail Address (please print) _____
T-Shirt Size _____
Below/Attending _____
Upcoming Year in School _____
Age (write at camp) _____

PLEASE SEE OUR CAMP AND COACH APPLICATION AND DISCOUNT OPPORTUNITIES!

Groups and coaches interested in applying to attend group discounts. Also, please check out our online registration. All applications for Michigan Wrestling Camps LLC, 1000 S. State St., Ann Arbor, MI 48109-2201. Check the camp(s) you will attend:

www.michiganwrestlingcamps.org



MICHIGAN WRESTLING CAMPS 2013

2013 Michigan Wrestling Camp Schedule

Michigan Wrestling Camp	July 7-8
Competition & Team Camp	July 14-18
Technical Camp	July 14-18
Advanced Training Camp	July 14-18
Heavyweight Camp	July 14-18
Michigan Wrestling Camp	July 22-24

For information on all of our camps, visit our website: www.michiganwrestlingcamps.org

NON-PROFIT ORGANIZATION
US POSTAGE PAID
ANN ARBOR, MI
PERMIT NO. 29

**MONROE HIGH SCHOOL
GIRLS VARSITY BASKETBALL TEAM CAMP**

BACKGROUND

Monroe High School Athletic Director, John Ray, would like to petition the Board of Education for permission for the MHS Girls Basketball Team to go to Hope College Basketball Camp. The camp is Wednesday, July 10 through Saturday, July 13, 2013. The cost per student is \$230.00; the students are responsible for their fee with the opportunity for fundraising.

ENCLOSURE

The complete packet will be housed in the office of the Assistant Superintendent of Elementary Education, Instruction and Human Resources.

RECOMMENDATION

Move to approve the Monroe High School Girls Varsity Basketball Team Camp; according to the terms of Policy IICA, Field Trips and Excursions.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

**MONROE HIGH SCHOOL
FIELD TRIP REQUEST**

All requests for any field trip must be submitted to the Principal AT LEAST 15 SCHOOL DAYS BEFORE THE DATE OF THE TRIP.

Building Policy: Field trips should be Academic in nature, tied to content standard and include follow-up activities.

Date of trip: 7-10 - 7-13 2013

Date of request: 6-18-13

Grade or organization making request: Girls Varsity Basketball

Faculty Sponsor: Gretchen Elliott

Destination: Hoke College

Address: 222 Paw Banks Ave Holland, mi 49423

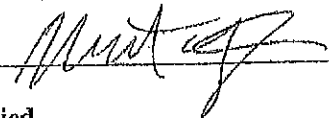
Phone Number of Destination: 616 395 2008

Purpose: Basketball Camp

Estimated time of departure: 8:00 Am 7/10

Estimated return time: 3:00 Pm 7/13

Substitute needed: yes no

Principal's signature: 

approved denied

Reason for denial _____

FIELD TRIP DESCRIPTION

Destination and Description of Trip:

On July 10 - 13, 2013, the prospective Monroe varsity girls' basketball team will be traveling to Hope College in Holland, Michigan for team camp. This will be the 15th consecutive year that Monroe girls' basketball will be making this trip. Besides playing at least 13 games together and becoming more skilled as a team, this is a great opportunity for team bonding off the court. The team will visit downtown Holland on Wednesday evening and Lake Michigan on Thursday evening. Prior to bed each night, there will be a team meeting to discuss the days' events and go over the schedule for the next day. At these meetings, the girls also discuss and share their assigned homework. (See attached work) We really learn a lot about each other during these meetings.

Schools: I do not yet have a list of the participating schools. A number of these schools will be from the west side of the state and provide strong competition for us.

Chaperones: Varsity Coach Gretchen Elliott and Varsity Assistant Jim Bunkelman

Method of Transportation: Both coaches are driving and one at least one parent who will fill out the appropriate paperwork.

Date/Time of Departure: July 10, at 8:00 a.m.

Date/Time of Return: July 13, around 3:00 p.m. (depends on tournament on the final day)

Number of Nights: 3 nights staying on campus at Hope College

Number of Student Athletes Participating: 10 - 15

Number of Staff Supervising: 2 Coaches

Hope Camp Homework

July 10 - 13, 2013

Directions: Do the following in your notebooks. Be honest and put time and effort into it. We will have team meeting each evening. Your homework for the day will be due at that time. I can't wait!!☺

Due Wed., July 10:

1. Bring pictures of your family. Be prepared to tell about them and why they are important to you. We do this to learn about each other.
2. Find a quote that you think would be important to our team. Write the quote out in your notebook and then tell what it means in your own words. The quote could be about teamwork, desire, dedication, hardwork, enthusiasm, courage, loyalty, attitude...

Due Thur., July 11:

Mental toughness reading and questions.

Due Fri., July 12:

1. What role do you see for your parents during the 2013 - 2014 basketball season?
2. What would you do if your parents constantly disagreed with coaching decisions and bad mouthed the coaches at home in front of you?
3. How would it make you feel if your parent yelled at you from the stands during games - telling you what to do out on the court? What would you do if this happened?

Before every game, I always believed we were going to win and I was going to make the winning shot. I kept repeating this until it happened.

Magic Johnson

To be a champion I must believe in my coach and trust my teammates. Without that, I may be the biggest roadblock to becoming a champion.

JJ Vogel

GO MONROE!!

H-WING MASONRY REPAIRS AT MONROE HIGH SCHOOL

BACKGROUND

See attached letter for details.

ENCLOSURES

Letter from George O'Dell, John D. Kohler Architect, P.C.

Bid Summary

Vendor Qualifications

RECOMMENDATION

Move to accept Base Bid, Proposal A, plus Alternate A-1, plus Alternate A-2, for a total of \$103,020 from Grunwell-Cashero of Toledo, Ohio, for the H-Wing masonry repairs at Monroe High School and reject all other bids. Money for this project is to be taken from the Building and Site Sinking Fund.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____



**JOHN D. KOHLER
ARCHITECT, P.C.**

1118 WEST FRONT STREET, MONROE, MICHIGAN 48161
PHONE: (734)242-6886 FAX: (734)242-6883
WWW.KOHLERARCHITECT.NET

REGISTERED:
MICHIGAN
OHIO

MEMBER
AIA
NCARB

Monroe Public Schools
Administration Building
1275 N. Macomb Street
Monroe, MI 48162

May 12, 2013
Page 1 of 1

Attention: Mr. Jerry Oley
Director of Operations

Re: Masonry Repairs
at Monroe High School
for Monroe Public Schools
#1329

Dear Mr. Oley:

As directed, we have reviewed the bids opened on the above mentioned project on March 12, 2013. We submit herein our comments and recommendations.

1. Six (6) contractors attended the Mandatory Pre-Bid Meeting at the job site on May 28, 2013 at 3:00 p.m. Six (6) contractors picked up bidding documents from the Architect's Office.
2. A total of six (6) bids were submitted. Low Base Bid, Proposal A, was submitted by Grunwell-Cashero Co. of Toledo, OH. at \$25,340.00, plus \$53,340.00 for Alternate A-1 and \$24,340.00 for Alternate A-2 for a total price of \$103,020.00. Second apparent low bid was submitted by Ohio Building Restoration, Inc. of Toledo, OH at \$27,875.00, plus \$56,076.00 for Alternate A-1 and \$27,575.00 for Alternate A-2 for a total price of \$111,526.00. Our cost estimate for this work was \$46,000.00 for the Base Bid, Proposal A plus \$77,000.00 for Alternate A-1 and \$42,000.00 for Alternate A-2 for a total estimate of \$165,000.00. All contractors bid the project as specified. See the attached bid summary.
3. For your reference, the scope of work in the Base Bid, Proposal A includes, cleaning all the brick on the **east** wall of "H-Wing" (gymnasium and pool), grinding out and tuckpointing all masonry joints with new mortar on the top 12'-8" vertical brick coursing façade, re-cleaning all the brick, cutting out and re-caulking all vertical masonry control joints and finishing entire wall with a clear water repellent coating. (approximately 6,900 square feet of wall area).
4. For your reference, the scope of work in the Alternate A-1 includes, cleaning all the brick on the **south** wall of "H-Wing" (gymnasium and pool), grinding out and tuckpointing all masonry joints with new mortar on the top 12'-8" vertical brick coursing façade, re-cleaning all the brick, cutting out and re-caulking all vertical masonry control joints and finishing entire wall with a clear water repellent coating. (approximately 10,600 square feet of wall area).
5. For your reference, the scope of work in the Alternate A-2 includes, cleaning all the brick on the **west** wall of "H-Wing" (gymnasium and pool), grinding out and tuckpointing all masonry joints with new mortar on the top 12'-8" vertical brick coursing façade, re-cleaning all the brick, cutting out and re-caulking all vertical masonry control joints and finishing entire wall with a clear water repellent coating. (approximately 6,600 square feet of wall area).
6. We spoke to Fidell Cashero, General Manager of Grunwell-Casher Co. who stated he was comfortable with his bid, and that he bid the project using the materials listed in the specifications. He stated they are members of the Masonry and Restoration Unions and pay prevailing wages. He also stated his bid includes all permits and taxes as specified. He stated he has no Sub-contractors for this project and all work will be performed with his own workers. He will be providing performance/labor bonds as specified.
7. Grunwell-Cashero Co. has been in business over 60 years with offices in Detroit, Toledo and Cleveland. They have averaged over \$12,000,000 per year in construction work over the last five years. They have completed work for Monroe Public Schools on past projects at Monroe High School, Vocational Building and at Christlancy Elementary School.

Therefore, based on the above, we recommend a contract be awarded to Grunwell-Cashero Co. of Toledo, OH. for the combined price for the Base Bid, Proposal A, plus Alternate A-1 plus Alternate A-2 of \$103,020.00.

Please contact our office should you need additional information or decide to proceed.

Sincerely,

George O'Dell
Associate

enc: As Indicated, cc: Files Docs\1329-REC-1

John D. Kohler Architect, P.C.
 1118 West Front Street
 Monroe, Mich. 48161

Masonry Repairs
 at Monroe High School
 Monroe Public Schools
 #1329

BID SUMMARY

Mandatory Pre-Bid: May 28, 2013 @ 3:00 P.M.
 Bids Due: June 11, 2013 @ 3:00 P.M.
 Opening: June 11, 2013 @ 3:00 P.M.
 Cost Estimate: \$46,000.00

CONTRACTOR	Proposal A (Base Bid)	Alternate A-1 (South Wall H Wing)	Alternate A-2 (West Wall H Wing)	Unit Price (Per 10 s.f.)	B.B. or C.C.	REMARKS
Grunwell-Cashero Co. 6212 Tractor Road Toledo, OH 43612 Ph: 419-476-2426, Fx: 419-476-2439	\$25,340.00	\$63,340.00	\$24,340.00	\$40.00	B.B.	A+A1+A2= \$103,020.00
Ohio Building Restoration 830 Mill Street Toledo, OH 43609 Ph: 419-244-7372, Fx: 419-244-0627	\$27,875.00	\$56,076.00	\$27,675.00	\$160.00	B.B.	A+A1+A2= \$111,626.00
Boss Construction 8474 Mortenvue Taylor, MI 48180 Ph: 313-383-0547, Fx: 313-388-2755	\$32,560.00	\$68,400.00	\$32,100.00	\$115.00	B.B.	A+A1+A2= \$133,060.00
RAM Construction 13800 Eckles Road Livonia, MI 48150 Ph: 734-464-3600, Fx: 419-437-6206	\$38,784.00	\$78,409.00	\$38,464.00	\$148.85	B.B.	A+A1+A2= \$155,667.00
National Restoration 1265 Fyke Drive Milford, MI 48381 Ph: 248-318-0609, Fx: 248-714-6323	\$55,500.00	\$90,600.00	\$53,250.00	\$179.00	B.B.	A+A1+A2= \$199,350.00
D.C. Byers Company 5715 Rivard Street Detroit, MI 48211 Ph: 313-875-0546, Fx: 313-875-6579	\$55,500.00	\$116,800.00	\$53,700.00	\$257.00	B.B.	A+A1+A2= \$226,000.00

CONTRACTOR'S QUALIFICATION STATEMENT

TO: Monroe Public Schools
1275 North Macomb Street
Monroe, Michigan 48162

Project: Masonry Repairs at Monroe High School
901 Herr Road, Monroe, MI

Date: 6-6-13

Submitted by: Grunwell-Cashero Co. , 1041 Major St, Detroit, MI 48217

(full address)

In accordance with instructions to Bidders and Bid Form., we include the Supplements to Bid Form Appendices listed below. The information provided shall be considered an integral part of the Bid Form.

These Appendices are as follows:

Appendix A — Contractor's Qualification Statement (AIA A305) and Attachment 'B' and 'C'. Include all information requested - complete in its entirety.

SUPPLEMENTS TO BID FORM SIGNATURE(S)

If the Bid is a joint venture or partnership, add additional forms of execution for each member of the joint venture in the appropriate form or forms as above.

CONTRACTOR'S QUALIFICATION STATEMENT

1986 EDITION

This form is approved and recommended by the American Institute of Architects (AIA) and the Associated General Contractors of America (AGC) for use in evaluating the qualifications of contractors. No endorsement of the submitting party or verification of the information is made by the AIA or AGC.

The Undersigned certifies under oath that the information provided herein is true and sufficiently complete so as not to be misleading.

SUBMITTED TO: Monroe Public Schools

ADDRESS: 1275 North Macomb Street, Monroe MI 48162

SUBMITTED BY:

NAME: Grunwell-Cashero Co.

ADDRESS: 5212 Tractor, Toledo, OH 43612

PRINCIPAL OFFICE

1041 Major St
Detroit, MI 48217

NAME OF PROJECT (if applicable):

- Corporation
- Partnership
- Individual
- Joint Venture

TYPE OF WORK (file separate form for each Classification of Work):

- General Construction / Building Restoration HVAC
- Plumbing Electrical
- Other

(please specify)

Tuckpointing, Concrete Repair, Waterblasting, Sandblasting, Guniting, Masonry Repair, Sealants, Expansion Joints, Waterproofing, Energy Conservation, Structural Steel Replacement, Rigging and Steeplejack Work, Cornice Removal and Repair, Epoxy Injection, Terra Cotta Restoration, Stone Restoration

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00850.2

1. ORGANIZATION

1.1 How many years has your organization been in business as a Contractor?
60 years

1.2 How many years has your organization been in business under its present business name?
60 years

1.2.1 Under what other or former names has your organization operated?

1.3 If your organization is a corporation, answer the following:

1.3.1 Date of incorporation: 02-10-1956
1.3.2 State of incorporation: MI
1.3.3 President's name: Scott W. Cashero
1.3.4 Vice-president's name(s):
Joseph Dapkus, Executive Vice President/COO
Anthony Sabo, Senior Vice President
Jelane Raycraft, Vice President

1.3.5 Secretary's name: Joseph Dapkus
1.3.6 Treasurer's name: Scott Cashero

1.4 If your organization is a partnership, answer the following:

1.4.1 Date of organization:
1.4.2 Type of partnership (if applicable):
1.4.3 Name(s) of general partner(s):

1.5 If your organization is individually owned, answer the following:

1.5.1 Date of organization:

1.5.2 Name of owner:

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1.6 If the form of your organization is other than those listed above, describe it and name the principals:

2. LICENSING

2.1 List jurisdiction and trade categories in which your organization is legally qualified to do business, and indicate registration or license numbers, if applicable:
MI Builders Lic-2104005326 Trade Code:BI Lic-2103188280 Concrete Masonry

2.2 List jurisdictions in which your organization's partnership or trade name is filed:
Michigan, Ohio

3. EXPERIENCE

3.1 List the categories of work that your organization normally performs with its own forces:
Tuckpointing, Concrete Repair, Waterblasting, Sandblasting, Guniting, Masonry Repair, Sealants, Expansion Joints, Waterproofing, Energy Conservation, Structural Steel Replacement, Rigging and Steeplejack Work, Cornice Removal and Repair, Epoxy Injection, Terra Cotta Restoration, Stone Restoration

00850.4

3.2 Claims and Suits (If the answer to any of the questions below is yes, please attach details.)

3.2.1 Has your organization ever failed to complete any work awarded to it? No

3.2.2 Are there any judgments, claims, arbitration proceedings or suits pending or outstanding against your organization or its officers? No

3.2.3 Has your organization filed any law suits or requested arbitration with regard to construction contracts within the last five years? Yes, dispute over change orders and back charges

3.3 Within the last five years, has any officer or principal of your organization ever been an officer or principal of another organization when it failed to complete a construction contract? (If the answer is yes, please attach details.) No

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3.4 On a separate sheet, list major construction projects your organization has in progress, giving the name of the project, owner, architect, contract amount, percent complete and scheduled completion date.

3.4.1 State total worth of work in progress and under contract:
\$5,875,000

3.5 On a separate sheet, list the major projects your organization has completed in the past five years, giving the name of the project, owner, architect, contract amount, date of completion and percentage of the cost of the work performed with your own forces.

3.5.1 State average annual amount of construction work performed during the past five years:
\$12,080,000

3.6 On a separate sheet, list the construction experience and present commitments of the key individuals of your organization.

00850.5

4. REFERENCES

4.1 Trade References (at least 4 references with name and phone number):
Boomer CO., 1940 E. Forest, Detroit, MI 48207, 313-832-5050
Fasteners, 2909 Buchanan, Grand Rapids, MI 49518 606-241-3448
ACME Ladder & Supply, 10101 Capital, Oak Park, MI 48237 248-543-4420
G.A.Frisch 1831 Austin Drive, Troy, MI 48083 248-457-0200

4.2 Bank References:
Comerica Bank
29201 Telegraph Rd Suite 611, Southfield, MI 48034
248-223-5778
Mikey Joy Hale

4.3 Surety:

4.3.1 Name of bonding company: Zurich
Fidelity and Deposit Company of Maryland

4.3.2 Name and address of agent:
Griffin, Smaley, Wilkerson, Susan Belloli, 248-471-0970

Bonding Capacity:

Single Job \$5 Mil Aggregate \$15 Mil Available Credit

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5. FINANCING See Attached

5.1 Financial Statement.

5.1.1 Attach a financial statement, audited, including your organization's latest balance sheet and income statement showing the following items for past 3 years:

Current Assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses);

00850.6

Net Fixed Assets;

Other Assets;

Current Liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries and accrued payroll taxes);

Other Liabilities (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus and retained earnings).

5.1.2 Name and address of firm preparing attached financial statement, and date thereof:

Rehman 5750 New King St. Suite 200, Troy, MI 48098

5.1.3 Is the attached financial statement for the identical organization named on page one? Yes

5.1.4 If not, explain the relationship and financial responsibility of the organization whose financial statement is provided (e.g., parent-subsidiary).

5.2 Will the organization whose financial statement is attached act as guarantor of the contract for construction? Yes

5.2.1 Dates of attached Financial Statements: 2010, 2011, 2012

Name of Firm Preparing Statement: Rehman

Type of Statement:

Audit _____ Review X _____ Compilation _____

5.3 Current Net Worth: \$1,500,000

5.4 Additional Information:

a. Revenue, Last 3 years	10 2010	\$ 8,800,000
	11 2011	\$ 9,500,000
	12 2012	\$ 15,500,000

b. Unsecured Line of Credit Limit: \$ 2,500,000

Current Amount Used: \$ 800,000

(Provide letter from bank)

00850.7

8. SIGNATURE

Sue Czeka

6.1 Dated at 2013 this 6th day of June

Name of Organization:
Grunwell-Cashero Co
1041 Major St, Detroit, MI 48217

By: Sue Czeka

Title: Office Administrator

6.2

MRS SUE Czeka

being

duty sworn deposes and says that the information provided herein is true and sufficiently complete so as not to be misleading.

JULIANNE ZAORSKI
Notary Public, Wayne County, MI
My Commission Expires 1/8/2014

Julianne Zaorski

Subscribed and sworn before me this day of 6th
day of June 2013

00850.8

Notary Public



My Commission Expires:

1-8-14

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A305-

00850.9

Joseph M. Dapkus
1041 Major Avenue
Detroit, MI, 48217
(313) 843-8440

SUMMARY

Experienced in a variety of construction roles, specializing in historic restoration and all types of masonry restoration.

WORK HISTORY

- 1972 - Present Grunwell-Cashero Co.
- 1972 -- 1984 Union Bricklayer
Stone Mason, pointer, cleaner and caulker.
- 1984-1986 Assistant Superintendent
Responsible for the management of assigned projects. Make decisions pertaining to project issues when they arise.
- 1986-1991 General Superintendent
Oversee jobs after they have started until completion and final inspection. Responsible for hiring and dismissing of field personnel. Ensure job sites are supplied with equipment and materials.
- 1991-2000 Vice President/General Manager
Sales team management, job coordination and upper management decisions.
- 2000 to Present Principal Chief Operating Officer

EDUCATION

- 1968-1972 Franklin High School, Livonia, MI
Obtained high school diploma
- 1972-1974 Schoolcraft College, part time
- 1985 Construction Association of Michigan
Blueprint Reading
- 1987 Contractor use of microcomputers to manage construction.

Scott W. Cashero

1041 Major Avenue
Detroit, MI 48217
(313) 843-8440

Profile

- Over 35 years of Construction and Management experience. Began as Bricklayer (Local 1) and worked through several positions including Foreman, Project Manager, and Vice-President and for the last 20 years President/CEO.
- Current responsibilities as President of Grunwell-Cashero Co. include the overall management of the company and company personnel. Major focus is on job quality, safety and ensuring client satisfaction.
- Responsibilities as Project Manager included providing cost estimates, performing take-offs and development of project proposals. Manage project(s), work closely with owners/managers, general contractors and subcontractors to ensure schedules and budgets are met.
- Over 13 years experience in field operations as Journeyman Bricklayer (Local 1) and as Foreman.

Employment History

Grunwell-Cashero Co., Detroit, Michigan

- | | |
|-----------------------|----------------|
| • President/Owner | 1990 – Present |
| • Vice-President | 1987 – 1990 |
| • Project Manager | 1985 – 1987 |
| • Foreman, Local 1 | 1975 – 1985 |
| • Bricklayer, Local 1 | 1972 - 1975 |

Professional Memberships

- Bricklayers & Allied Craftworkers', Local 1 – Labor Management Committee
- International Masonry Institute

Licensure

- State of Michigan – Residential Builders' & M&A Contractor's License

Education

- Stevenson High School
- International Masonry Institute Contractor College Graduate

ANTHONY G. SABO

1041 Major Avenue
Detroit, MI 48217
(313) 843-8440

Email: tsabo@grunwell-cashero.com

Summary

Providing over 30 years of experience in the concrete construction business and proven to lead restoration construction projects of all sizes.

Professional Experience

- Grunwell-Cashero Co.* *Building Restoration Specialists* *Detroit, Michigan*
Senior Vice President March 2006 -- Present
Provide sales team management, project decision making, upper-level project management and the cultivation of relations with current, new and perspective customers.
- Project Manager May 2000 - March 2006
Responsible for cost estimating, project coordination with architects, engineers, contractors and sub-contractors, equipment and material management, project management, job scheduling and personnel management.
- Superintendent, Cement Division March 1995-May 2000
- J.W. Thomas & Company* *General Concrete Construction* *Plymouth, Michigan*
Associate Partner Managing Field Operations April 1992- March, 1995
Responsible for job scheduling, equipment and material management, personnel management, sales and estimating.
- Gaddis and Son Construction.* *Pavement and Utility Contractor* *Columbus, Ohio*
General Superintendent, Field Operations March 1991- March 1992
Responsible for job scheduling, equipment and material management, and coordination with state and local government agencies.
- Titan Cement Contractors* *General Commercial Concrete Contractor* *Columbus, Ohio*
Owner-President January 1986- March 1991
Participated in all business operations: sales, purchasing, project management, accounts receivable, accounts payable, and jobsite supervision.

Professional Education:

- Construction Management Columbus State University
- Blue Print Estimating Columbus State University
- Concrete Floor Construction Seminar World of Concrete
- Concrete Repair Seminar World of Concrete
- Increasing Jobsite Productivity World of Concrete
- Quality Management for Construction Contractor World of Concrete

Education:

- Upper Arlington High School Columbus, Ohio
- University of Kentucky Lexington, Kentucky

References Available Upon Request

Joseph M. Dapkus Jr.

1041 Major Avenue
Detroit MI, 48217
(313) 843-8440

Employment History

- 1995 — Present Grunwell Cashero Co.
- 2003 — Present Superintendent, Safety Director
Coordinate assigned projects from start to completion, and oversee all field personnel and equipment. Coordinate safety/health training and OSHA compliance.
- 1997 — 2003 Journeyman / Foreman
Responsible for the management of assigned projects.
- 1995 — 1997 Union Bricklayer / Stone Mason Apprentice
Pointer, Cleaner, Caulker

Education

- 2004 — Present International Masonry Institute Contractor College
- 1995 — 1996 Schoolcraft College, part time
- 1991 — 1995 Stevenson High School, Livonia MI

Certificates

- Construction Association of Michigan Blueprint
- Reading MI OSHA 10 Hour Safety Course
- OSHA MI OSHO 30 Hour Safety Course

Major Projects / Duties

- Soldiers and Sailors Monument, Detroit MI / Superintendent
Overseeing proper dismantling and relocation/restoration of large historical granite monument
- Campus Martius Park, Detroit MI / Superintendent
On site coordination and layout of new park/fountain consisting of large quantities of granite
- Veterans Memorial Park, Plymouth MI / Superintendent
On site coordination and layout of new park consisting of all trades
Masonry, concrete, electrical, hardscape, landscape
- Ford Piquette Plant, Detroit MI / Superintendent
On site coordination of historical restoration of Henry Ford's original Model -T plant
using original photos for reference



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/20/2012

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 Griffin, Smalley and Wilkerson, Inc. 37000 Grand River Avenue PO Box 2999 Farmington Hills MI 48333-2999	CONTACT NAME: Carolyn Belcher
	PHONE (A/C No. Evt. (248) 471-0570) FAX (A/C No. (248) 471-0641) E-MAIL: CBELCHER@GWSWINS.COM ADDRESS: US610907GWSWINS.COM
INSURED Grunwell-Cashero Co. 1041 Major Avenue Detroit MI 48217	INSURERS AFFORDING COVERAGE
	INSURER A: Amerisure Mutual Insurance NAIC# 23396
	INSURER B: Amerisure Insurance Company 19488
	INSURER C: Hanover Insurance Co. 22292
	INSURER D:
	INSURER E:

COVERAGES CERTIFICATE NUMBER: 13-14 Liability 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.

INSR ITR	TYPE OF INSURANCE	ADDL SUBR (INSR) WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY					EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY					DAMAGE TO RENTED PREMISES (Per occurrence) \$ 1,000,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		CPF2067611	1/1/2013	1/1/2014	MED EXP (Any one person) \$ 10,000
	<input checked="" type="checkbox"/> XCU					PERSONAL & ADY INJURY \$ 1,000,000
GENL AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE \$ 2,000,000
POLICY A PRO-JECT A LOU						PRODUCTS - COMP/OP AGG \$ 2,000,000
B	AUTOMOBILE LIABILITY					COMBINED SINGLE LIMIT (Per accident) \$ 1,000,000
	<input checked="" type="checkbox"/> ANY AUTO		CA2067630	1/1/2013	1/1/2014	BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS				BODILY INJURY (Per accident) \$
	<input checked="" type="checkbox"/> HIRED AUTOS	<input checked="" type="checkbox"/> NON-OWNED AUTOS				PROPERTY DAMAGE (Per accident) \$
Uninsured motorist combined						\$ 1,000,000
A	UMBRELLA LIAB	<input checked="" type="checkbox"/> OCCUR				EACH OCCURRENCE \$ 10,000,000
	EXCESS LIAB	<input type="checkbox"/> CLAIMS-MADE	CU2067632	1/1/2013	1/1/2014	AGGREGATE \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY					<input checked="" type="checkbox"/> NO STAT-LIBRARY LIMITS <input type="checkbox"/> OTH-ER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in MI)	<input type="checkbox"/> Y/N	WC2067618	1/1/2013	1/1/2014	E.L. EACH ACCIDENT \$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below	N/A				E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
C	Inland Marine		IM88969425	1/1/2013	1/1/2014	Rented/Leased Equipment \$ 500,000

DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

CERTIFICATE HOLDER	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
	Mark Provo/EJB

ACORD 25 (201005)
INS025 (201005).01

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ATTACHMENT 'C'

Work In Progress		See Attached		(Attachment 'A')		
<u>Project Name</u>	<u>Owner Contact</u>	<u>Date</u>	<u>Description of Work</u>	<u>Contract Amount</u>	<u>Start Date</u>	<u>% Complete</u>

.00850.11

Grunwell-Cashero Co.

Building Restoration Since 1953 gcbuildingrestoration.com
Office: 313.843.8440 Fax: 313.843.9060

1041 Major Avenue
Detroit, MI 48217

2013

GRUNWELL-CASHERO In-Process Projects

DTE Energy Substation

Description: Concrete Restoration
Owner: DTE Energy

Contact: Julius Lawrence
313-304-4979

Contract Amount: \$567,217
Completion Date: 10% Completion

211 Fort Street Washington Associates

Description: Stair Restoration
Owner: 211 Fort Street Wash

Contact: Tim Mann
313.965.5120

Contract Amount: \$299,880
Completion Date: 25% Completion

Book Cadillac Condominium Assoc.

Description: Masonry Repairs
Owner: Book Cadillac Condo Assoc

Contact: Rick Sikora
313-442-1661

Contract Amount: \$101,840
Completion Date: 75% Completion

Kalamazoo Courthouse

Description: Concrete Restoration
Owner: Kalamazoo County

Contact: Thomas O'Brien
269-383-8967

Contract Amount: \$229,000
Completion Date: 10% Completion

Garden Theatre

Description: Concrete Restoration
Owner: Woodward S.A. Management
Contact: Eric Means

313-477-1448

Contract Amount: \$ 298,965
Completion Date: 95% Completion

Seitz School

Description: Masonry
Owner: Riverview Community Schools

Contact: Gary Kennedy
734-285-3900

Contract Amount: \$ 6,915
Completion Date: 1% Completion

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(HEADQUARTERS)

Grunwell-Cashero Co.

Building Restoration Since 1953 gcbuildingrestoration.com
Office: 313.843.8440 Fax: 313.843.9060

1041 Major Avenue
Detroit, MI 48217

GRUNWELL-CASHERO Recently Completed

Major Projects

Detroit Institute of Arts

Description: Stair Restoration
Owner: Detroit Institute of Arts
Contact: Jonathan Oswalt
313.833.7900
Contract Amount: \$1,042,700
Completion Date: December 2012

Wayne State University-CGI Building

Description: Concrete Restoration
Owner: Wayne State University
Contact: Robert Jacobs
313-577-0298
Contract Amount: \$ 350,000
Completion Date: December 2012

DTE Energy Substation

Description: Concrete Restoration
Owner: DTE Energy

Contact: Julius Lawrence
313-304-4979
Contract Amount: \$226,427
Completion Date: July 2012

Brown's Stadium - Cleveland

Description: Concrete Restoration
Owner: City of Cleveland
Contact: Bob Schmitz 216-287-2351
100 Alfred Lerner Way, Cleveland, OH

Contract Amount: \$ 1,661,080
Completion Date: July 2012

Eastern Michigan University- Pease Auditorium

Description: Exterior Masonry Restoration
Owner: Eastern Michigan University
Ypsilanti MI
Contact: Travis Temeyer
734.487.3427

Contract Amount: \$1,635,000
Completed: Mar 2009

Detroit Public Library

Description: Building Restoration
Owner: City of Detroit
Contact: Cledos Powell 313-481-1883
5201 Woodward Ave, Detroit MI 48202

Contract Amount: \$ 1,366,854
Completion Date: Nov 2010

CLEVELAND • DETROIT • TOLEDO
(HEADQUARTERS)

Grunwell-Cashero Co.

Financial
Statements

 **Rehmann**
Business wisdom delivered.

GRUNWELL-CASHERO CO.

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INDEPENDENT ACCOUNTANTS' REVIEW REPORT

July 27, 2012

Board of Directors
Grunwell-Cashero Co.
Detroit, Michigan

We have reviewed the accompanying balance sheet of *Grunwell-Cashero Co.* (the "Company") as of March 31, 2012, and the related statements of income, changes in shareholders' equity, and cash flows for the year then ended. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the review in accordance with *Statements on Standards for Accounting and Review Services* issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements. We believe that the results of our procedures provide a reasonable basis for our report.

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to conform with accounting principles generally accepted in the United States of America.

Rehmann is an independent member of Nexia International.

CPAs & Consultants Wealth Advisors Corporate Investigators



GRUNWELL-CASHERO CO.

BALANCE SHEET MARCH 31, 2012

ASSETS

Current assets	\$ 217,754
Cash and cash equivalents	
Receivables	2,918,651
Contract, net	79,024
Related party	293,851
Costs and estimated earnings in excess of billings on uncompleted contracts	33,146
Inventory	19,000
Deferred income taxes	105,667
Prepaid expenses	<u>3,667,093</u>
Total current assets	<u>290,017</u>
Net property and equipment	
Other assets	1,294,823
Cash surrender value of officers' life insurance	10,913
Other assets	371,000
Deferred income taxes	<u>1,676,736</u>
Total other assets	<u>\$ 5,633,846</u>
Total assets	

LIABILITIES AND SHAREHOLDERS' EQUITY

Current liabilities	\$ 188,839
Current portion of long-term debt, including related party	1,879,033
Accounts payable	686,360
Accrued expenses	
Accrued income taxes	215,809
Billings in excess of costs and estimated earnings on uncompleted contracts	<u>2,970,041</u>
Total current liabilities	<u>1,289,286</u>
Long-term debt, net of current portion, including related party	<u>4,259,327</u>
Total liabilities	
Commitments and contingencies (Notes 7 and 9)	
Shareholders' equity	
Common stock - \$1 stated value, authorized 50,000 shares, issued and outstanding, 5,745 shares	5,745
Additional paid-in capital	129,661
Retained earnings	1,239,113
Total shareholders' equity	<u>1,374,519</u>
Total liabilities and shareholders' equity	<u>\$ 5,633,846</u>

See accompanying notes, which are an integral part of these financial statements, and independent accountants' review report.

GRUNWELL-CASHERO CO.

STATEMENT OF INCOME
YEAR ENDED MARCH 31, 2012

Contract revenue earned	\$ 15,829,693
Costs of contract revenues	<u>13,791,853</u>
Gross profit on contracts	2,037,840
Selling, general, and administrative expenses	<u>2,161,915</u>
Loss from operations	<u>(124,075)</u>
Other (expense) income	
Interest expense	(65,931)
Gain on settlement of officer's life insurance policy	624,075
Gain on sale of property and equipment	13,867
Other income	<u>28,364</u>
Other income, net	<u>600,375</u>
Income before income taxes	476,300
Income tax expense	<u>8,957</u>
Net income	<u>\$ 467,343</u>

See accompanying notes, which are an integral part of these financial statements, and Independent accountants' review report.

GRUNWELL-CASHERO CO.

STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY
YEAR ENDED MARCH 31, 2012

Balances, April 1, 2011	5,745	\$ 5,745	\$ 129,661	\$ 771,770	\$ 907,176
Net income	-	-	-	467,343	467,343
Balances, March 31, 2012	<u>5,745</u>	<u>\$ 5,745</u>	<u>\$ 129,661</u>	<u>\$ 1,239,113</u>	<u>\$ 1,374,519</u>

See accompanying notes, which are an integral part of these financial statements, and independent accountants' review report.

GRUNWELL-CASHERO CO.

STATEMENT OF CASH FLOWS YEAR ENDED MARCH 31, 2012

Cash flows from operating activities	\$ 467,343
Net income	
Adjustment to reconcile net income to net cash provided by operating activities	
Depreciation	102,564
Deferred income taxes	(22,000)
Gain on sales of property and equipment	(13,867)
Gain on settlement of officer's life insurance policy	(624,075)
Increase in cash value of officers' life insurance	(78,326)
Changes in operating assets and liabilities which (used) provided cash	(1,779,629)
Contract receivables	34,320
Related party receivables	
Costs and estimated earnings in excess of billings on uncompleted contracts	(134,422)
Inventory	13,994
Prepaid expenses	(16,615)
Other assets	2,103
Accounts payable	1,580,193
Accrued expenses	514,047
Billings in excess of costs and estimated earnings on uncompleted contracts	115,776
	<u>161,406</u>
Net cash provided by operating activities	
Cash flows from investing activities	22,795
Proceeds from sales of property and equipment	47,978
Premiums on officers' life insurance policy	1,611,705
Proceeds from settlement of officer's life insurance policy	(119,866)
Purchases of equipment	<u>1,562,612</u>
Net cash provided by investing activities	
Cash flows from financing activities	(1,396,921)
Net repayments of short-term borrowings	46,535
Borrowings of long-term debt	(201,084)
Repayments of long-term debt	<u>(1,551,470)</u>
Net cash used in financing activities	
Net increase in cash and cash equivalents	172,548
Cash and cash equivalents, beginning of year	45,206
Cash and cash equivalents, end of year	<u><u>\$ 217,754</u></u>

See accompanying notes, which are an integral part of these financial statements, and independent accountants' review report.

GRUNWELL-CASHERO CO.
Detroit, Michigan

FINANCIAL STATEMENTS

For the Year Ended
March 31, 2010

GRUNWELL-CASHERO CO.

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5750 New King St., Suite 200
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September 17, 2010

Board of Directors
Grunwell-Cashero Co.
Detroit, Michigan

We have reviewed the accompanying balance sheet of *Grunwell-Cashero Co.* as of March 31, 2010, and the related statements of operations and comprehensive loss, changes in shareholders' equity, and cash flows for the year then ended in accordance with *Statements of Standards for Accounting and Review Services* issued by the American Institute of Certified Public Accountants. All information included in these financial statements is the representation of the management of *Grunwell-Cashero Co.*

A review consists principally of inquiries of Company personnel and analytical procedures applied to financial data. It is substantially less in scope than an audit in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to conform with generally accepted accounting principles.

GRUNWELL-CASHERO CO.

BALANCE SHEET

MARCH 31, 2010

ASSETS	
Current assets	
Cash and cash equivalents	\$ 131,200
Receivables	
Contract receivables, net	837,733
Other	11,846
Costs and estimated earnings in excess of billing on uncompleted contracts	211,806
Inventory	47,140
State income taxes refundable	1,000
Deferred income taxes	9,000
Prepaid expenses	158,436
Total current assets	<u>1,408,161</u>
Net property and equipment	<u>715,608</u>
Other assets	
Cash surrender value of officers' life insurance	2,107,062
Other assets	12,612
Deferred income taxes	428,000
Total other assets	<u>2,547,674</u>
Total assets	<u><u>\$ 4,671,443</u></u>
LIABILITIES AND SHAREHOLDERS' EQUITY	
Current liabilities	
Current portion of long-term debt	\$ 192,235
Current portion of capital lease obligations	11,864
Accounts payable - trade	246,181
Accrued expenses	151,854
Short-term borrowings - line of credit	958,287
Billings in excess of costs and estimated earnings on uncompleted contracts	453,616
Total current liabilities	<u>2,014,037</u>
Long-term debt, net of current portion	1,632,628
Capital lease obligations, net of current portion	387,351
Total liabilities	<u><u>4,034,016</u></u>
Commitments and contingencies (Notes 7 and 9)	
Shareholders' equity	
Common stock - \$1 stated value, authorized 50,000 shares, issued and outstanding, 5,745 shares	5,745
Additional paid-in capital	129,661
Retained earnings	502,021
Total shareholders' equity	<u><u>637,427</u></u>
Total liabilities and shareholders' equity	<u><u><u>\$ 4,671,443</u></u></u>

See accompanying notes, which are an integral part of these financial statements,
and accountants' review report.

GRUNWELL-CASHERO CO.

STATEMENT OF OPERATIONS AND COMPREHENSIVE LOSS

YEAR ENDED MARCH 31, 2010

Contract revenue earned	\$ 8,822,709
Costs of contract revenues	7,848,937
Net recovery of anticipated losses on uncompleted contracts	<u>(248,795)</u>
Gross profit on contracts	1,222,567
Selling, general and administrative expenses	<u>1,194,249</u>
Income from operations	<u>28,318</u>
Other (expense) income	(212,336)
Interest expense	88
Interest and dividend income	<u>94,211</u>
Other income	<u>(118,037)</u>
Other expense - net	(89,719)
Loss before income taxes	<u>18,485</u>
Income tax benefit	<u>(71,234)</u>
Net loss	<u>(52,749)</u>
Other comprehensive loss - net of income taxes	(3,968)
Unrealized depreciation of available for sale securities	<u>(75,202)</u>
Comprehensive loss	<u>\$ (75,202)</u>

See accompanying notes, which are an integral part of these financial statements,
and accountants' review report.

GRUNWELL-CASHERO CO.

STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

YEAR ENDED MARCH 31, 2010

	<u>Common Stock Shares</u>	<u>Common Stock Amount</u>	<u>Additional Paid-in Capital</u>	<u>Retained Earnings</u>	<u>Accumulated Other Comprehensive Income</u>	<u>Total Shareholders' Equity</u>
Balances, April 1, 2009	5,745	\$ 5,745	\$ 129,661	\$ 573,255	\$ 3,968	\$ 712,629
Comprehensive loss	-	-	-	(71,234)	(3,968)	(75,202)
Balances, March 31, 2010	<u>5,745</u>	<u>\$ 5,745</u>	<u>\$ 129,661</u>	<u>\$ 502,021</u>	<u>\$ -</u>	<u>\$ 637,427</u>

See accompanying notes, which are an integral part of these financial statements,
and accountants' review report.

GRUNWELL-CASHERO CO.

STATEMENT OF CASH FLOWS

YEAR ENDED MARCH 31, 2010

Cash flows from operating activities	
Net loss	\$ (71,234)
Adjustment to reconcile net loss to net cash provided by operating activities	
Depreciation	140,896
Bad debts	17,181
Deferred income taxes	200
Increase in cash value of officers' life insurance	(140,348)
Net unrealized depreciation of available for sale securities	(3,968)
Changes in operating assets and liabilities which provided (used) cash	
Contract receivables	193,003
Receivables - other	11,968
Costs and estimated earnings in excess of billings on uncompleted contracts	252,222
Inventory	(8,231)
Prepaid expenses	27,197
Federal income taxes refundable	47,828
Other assets	(5,986)
Accounts payable - trade	(77,203)
Accrued expenses	(156,116)
Accrued anticipated losses on uncompleted contracts	(248,795)
Billings in excess of costs and estimated earnings on uncompleted contracts	403,821
State income taxes refundable	1,758
Net cash provided by operating activities	<u>384,193</u>
Cash flows used in investing activities	
Purchases of equipment	<u>(3,314)</u>
Cash flows from financing activities	
Net repayments of short-term borrowings	(81,857)
Repayments of long-term debt	(197,516)
Repayments of capital lease obligations	(31,226)
Net cash used in financing activities	<u>(310,599)</u>
Net increase in cash and cash equivalents	<u>70,280</u>
Cash and cash equivalents, April 1, 2009	<u>60,920</u>
Cash and cash equivalents, March 31, 2010	<u>\$ 131,200</u>

See accompanying notes, which are an integral part of these financial statements,
and accountants' review report.

GRUNWELL-CASHERO CO.
Detroit, Michigan

FINANCIAL STATEMENTS

For the Year Ended
March 31, 2011

GRUNWELL-CASHERO CO.

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INDEPENDENT ACCOUNTANTS' REVIEW REPORT

July 20, 2011

Board of Directors
Grunwell-Cashero Co.
Detroit, Michigan

We have reviewed the accompanying balance sheet of *Grunwell-Cashero Co.* (the "Company") as of March 31, 2011, and the related statements of income, changes in shareholders' equity, and cash flows for the year then ended. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the review in accordance with *Statements on Standards for Accounting and Review Services* issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements. We believe that the results of our procedures provide a reasonable basis for our report.

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to conform with accounting principles generally accepted in the United States of America.

Rehmann Loban

GRUNWELL-CASHERO CO.

BALANCE SHEET

MARCH 31, 2011

ASSETS	
Current assets	
Cash and cash equivalents	\$ 45,206
Receivables	
Contract, net	1,126,326
Related party	113,344
Other	12,696
Costs and estimated earnings in excess of billings on uncompleted contracts	159,429
Inventory	47,140
Deferred income taxes	20,000
Prepaid expenses	89,052
Total current assets	<u>1,613,193</u>
Net property and equipment	<u>281,643</u>
Other assets	
Cash surrender value of officers' life insurance	2,252,105
Other assets	13,016
Deferred income taxes	348,000
Total other assets	<u>2,613,121</u>
Total assets	<u>\$ 4,507,957</u>
LIABILITIES AND SHAREHOLDERS' EQUITY	
Current liabilities	
Current portion of long-term debt	\$ 194,944
Accounts payable - trade	298,840
Accrued expenses	167,200
Accrued state income taxes	5,113
Short-term borrowings	1,396,921
Billings in excess of costs and estimated earnings on uncompleted contracts	100,033
Total current liabilities	<u>2,163,051</u>
Long-term debt, net of current portion	<u>1,437,724</u>
Total liabilities	<u>3,600,775</u>
Commitments and contingencies (Notes 7 and 9)	
Shareholders' equity	
Common stock - \$1 stated value, authorized 50,000 shares, issued and outstanding, 5,745 shares	5,745
Additional paid-in capital	129,661
Retained earnings	771,776
Total shareholders' equity	<u>907,182</u>
Total liabilities and shareholders' equity	<u>\$ 4,507,957</u>

See accompanying notes, which are an integral part of these financial statements, and independent accountants' review report.

GRUNWELL-CASHERO CO.

STATEMENT OF INCOME

YEAR ENDED MARCH 31, 2011

Contract revenue earned	\$ 9,523,055
Costs of contract revenues	<u>8,113,797</u>
Gross profit on contracts	1,409,258
Selling, general and administrative expenses	<u>1,186,173</u>
Income from operations	<u>223,085</u>
Other (expense) income	
Interest expense	(75,231)
Interest and dividend income	287
Gain on sale of assets	60,272
Other income	<u>164,780</u>
Other income, net	<u>150,108</u>
Income before taxes	373,193
Income tax expense	<u>103,438</u>
Net income	<u>\$ 269,755</u>

See accompanying notes, which are an integral part of these financial statements,
and independent accountants' review report.

GRUNWELL-CASHERO CO.

STATEMENT OF CASH FLOWS

YEAR ENDED MARCH 31, 2011

Cash flows from operating activities	
Net income	\$ 269,755
Adjustment to reconcile net income to net cash used in operating activities	
Depreciation	122,488
Bad debt	30,002
Deferred income taxes	69,000
Gain on sale of assets	(60,272)
Increase in cash value of officers' life insurance	(145,043)
Changes in operating assets and liabilities which (used) provided cash	
Contract receivables	(318,595)
Related party receivables	(113,344)
Other receivables	(850)
Costs and estimated earnings in excess of billings on uncompleted contracts	52,377
Prepaid expenses	69,384
Other assets	(404)
Accounts payable - trade	52,659
Accrued expenses	15,346
Accrued state income taxes	6,113
Billings in excess of costs and estimated earnings on uncompleted contracts	(353,583)
Net cash used in operating activities	<u>(304,967)</u>
Cash used in investing activities	
Proceeds from sales of property and equipment	10,652
Purchases of equipment	(33,224)
Net cash used in investing activities	<u>(22,572)</u>
Cash flows from financing activities	
Net repayments of short-term borrowings	438,634
Repayments of long-term debt	(192,195)
Repayments of capital lease obligations	(4,894)
Net cash provided by financing activities	<u>241,545</u>
Net decrease in cash and cash equivalents	(85,994)
Cash and cash equivalents, beginning of year	<u>131,200</u>
Cash and cash equivalents, end of year	<u>\$ 45,206</u>

See accompanying notes, which are an integral part of these financial statements, and accountants' review report.

Board Meeting #11
June 25, 2013
Item #C.15

ARBORWOOD SOUTH BOILER RE-TUBING

BACKGROUND

See attached memo from Jerry Oley.

ENCLOSURES

Memorandum - Jerry Oley

Bids from H. Hansen Industries, Detroit Boiler Company and Erie Welding & Mechanical

RECOMMENDATION

Move to accept the low bid from H. Hansen Industries for boiler re-tubing at Arborwood South at a cost not to exceed \$11,260. Money for this project is to be taken from the Building and Site Sinking Fund.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

Monroe Public Schools

Operations Department • Maintenance/Custodial 734-265-3333 • Fax 734-265-3331



June 14, 2013

To: Board of Education
Monroe Public Schools

From: Jerry Oley *[Signature]*
Director of Operations

Re: Arborwood South Boiler Re-tubing

Bids were requested for re-tubing one boiler at Arborwood South. The tubes in one boiler in particular have deteriorated by use and wear. They are in extremely poor shape and running the boiler without re-tubing could present a safety issue to the school.

Bid Summary is as follows:

H. Hansen Industries Toledo, OH	\$ 11,260.00
Erie Welding and Mechanical Erie, MI	\$ 15,750.00
Detroit Boiler Company Detroit, MI	\$ 20,635.00

It is my recommendation the low bidder, H. Hansen Industries be awarded the boiler re-tubing at Arborwood South. Funds for boiler re-tubing will be taken from the site sinking fund.

If you need further information, please let me know.

JAO/ks

4920 W. Albain Road • Monroe, MI 48161

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(3 quotes)
Erie welding?

Monroe Public Schools
901 Herr Road
Monroe, MI 48161

QT 10853
May 24, 2013

Attn: Mr. Jeff Compura
District Boiler Operator

H Hansen Industries is pleased to quote on the following for your consideration:

Labor and materials to re-tube a Kewanee boiler at Arbor Woods south school. Flare roll both ends, test and hydro.

**Quoted price for (1) boiler = \$11,260.00
Quoted price for (2) boilers = \$22,000.00**

NOTE: No work will begin without a written purchase order number, any additional work must be mutually agreed upon with a written change order/purchase order before proceeding.

Thank you for the opportunity to present this information. If you have any questions or if I can be of further assistance, please do not hesitate to contact me.

Best Regards,

H. Hansen Industries
Dan Knitz

DK:kw

*H Hansen Industries
2824 Summit Street
Toledo, Ohio 43611*

Phone (419) 729-1621

Fax (419) 729-0715

Detroit Boiler Company

FURNISHING & REPAIRING POWER HOUSE EQUIPMENT

SMOKE STACKS
TANKS AND BINS
BOILER REPAIRS
BREECHINGS
CONVEYORS
HOPPERS
BOILERS

Phone: (313) 921-7060
Fax: (313) 921-7068
E-mail: detbollar@aol.com

2931 BEAUFAIT STREET
DETROIT, MICHIGAN 48207

May 28, 2013

Monroe Public Schools
1275 N. Macomb St.
Monroe, MI 48162

Attention: Mr. Jeff Compore

Subject: Re-tube (2) Kewanee Boilers

Dear Sir:

We are pleased to quote a price of \$39,870.00 to furnish labor, tools, equipment, supervision and insurance to re-tube both Kewanee Boilers at your facility located at 1008 Riverview Street, Monroe, Michigan. If you elect to re-tube just one (1) boiler, the price per boiler would be \$20,635.00.

Clarifications:

- No tax
- Straight time only, Monday through Friday
- ACM handling/remove (if needed) to be done by others

We hope this satisfies your request and that we may be of service to you in the very near future. Please feel free to contact our office with any question.

Very truly yours,
DETROIT BOILER COMPANY


Craig A. Lanzon
Field Superintendent

CAL:bp

Jerry Oley

Subject: FW: ARBORWOOD BOILER TUBES

From: Mike Binder [mailto:eriewelding@frontier.com]
Sent: Monday, June 10, 2013 9:04 AM
To: Jerry Oley
Subject: ARBORWOOD BOILER TUBES

Jerry

Re: Arborwood Boiler Tube Replacement

We propose to furnish labor, material, and equipment for the following scope of work:

- Remove and replace 164, 2" boiler tubes in (1) existing Kewanee boiler.
- Tubes to be rolled and flared.
- State boiler repair permit.
- Pressure testing of boiler at completion of tube replacement.
- All work to be done during normal business hours Mon. - Fri. 7:30am - 4:00pm.

***Items not included in the above scope of work: ***

- Overtime and premium time allowances.
- Replacement of the doors.
- Gaskets or other miscellaneous parts.
- Welding of tube sheet cracks.
- Repair or replacement of boiler deficiencies discovered during repair, testing or state inspection.

Above scope of work for the sum of \$15,750.00

Price is good for 30 days.

Call with questions or concerns.

Thank you,
Mike Binder
Erie Welding & Mechanical

Board Meeting #11
June 25, 2013
Item #C.16

MONROE HIGH SCHOOL CIRCULATING PUMPS

BACKGROUND

See attached memo from Jerry Oley.

ENCLOSURES

Memorandum - Jerry Oley

Bids from Thompson Plumbing, Heating & A.C., Sieb Plumbing, Heating and A.C. and Monroe Plumbing & Heating Company

RECOMMENDATION

Move to accept the low bid from Thompson Plumbing located in Petersburg, MI for circulating pump replacement at Monroe High School at a cost not to exceed \$32,566. Money for this project is to be taken from the Building and Site Sinking Fund.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

Monroe Public Schools

Operations Department • Maintenance/Custodial 734-265-3333 • Fax 734-265-3331



June 19, 2013

To: Board of Education
Monroe Public Schools

From: Jerry Oley *J.Oley*
Director of Operations

Re: MHS Circulating Pumps

The floor mounted circulating pump at MHS provides heat to A, B, C and D wings. This pump is now obsolete. It has been rebuilt multiple times and at the end of the last rebuild, we were informed it could not be rebuilt again. It is now nearing the end of its usable life. We would like to replace this single pump with two pumps so we have a back-up pump available at all times.

The inline pumps act as booster pumps to the individual wings. These pumps are original to the building and have also been rebuilt multiple times. They have exceeded their life expectancy and some are now leaking.

Bid Summary is as follows:

Thompson Plumbing Petersburg, MI	\$ 32,566.00
Sleb Plumbing Monroe, MI	\$ 32,745.00
Monroe Plumbing Monroe, MI	\$ 38,500.00

It is my recommendation the low bidder, Thompson Plumbing be awarded the circulating pump replacement at MHS for a total of \$32,566.00 and all other bids be rejected. Thompson Plumbing has performed work in the district previously and we have been pleased with their performance. Funds for circulating pump replacement will be taken from the site sinking fund.

If you need further information, please let me know.

JAO/ks

4920 W. Albain Road • Monroe, MI 48161

NOTICE OF NONDISCRIMINATION

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Proposal



170 Petersburg Road
Petersburg, MI 49270
734-279-1244 or 734-856-8200 or 1-800-301-1244 FAX: 734-279-1203
PLBG LIC. #05526 09684 MECH LIC #D1781 10350

Form with fields: SUBMIT TO (Jerry Oley), PHONE (734-265-3333), DATE (June 13, 2013), STREET (4920 Albain Rd.), JOB (Replace Circulation Pumps), CITY, STATE, AND ZIP CODE (Monroe, MI 48161), JOB LOCATION (Monroe High School)

We propose to: Replace Circulation Pumps

Price to include:

- Remove and Replace (6) Taco In-Line Circulation Pumps with (6) B&G of the Same Size
- Remove and Replace (1) Taco Base Mounted Pump with (1) B&G of the Same Size
- Add (1) B&G Pump Complete with House Keeping Pad for Redundancy
- Add (4) BALL Type Shut-Off Valves and Additional Piping for Base Pump Change Over
- Add (2) CHECK Valves
- Add (4) Flex Connectors
- Duration of Work is (1) Week
- Permits Included
- 1 Year Parts & Labor Warranty on all Provided Work

Additional Items:

- Add \$1,169 for Taxes if Project is not Tax Exempt
- Add \$626.00 if Bonds are Required
- Electrical and Bleeding Air from Systems by Owner

material and labor-complete in accordance with the above specification for the sum of:

THIRTY TWO THOUSAND FIVE HUNDRED SIXTY SIX Dollars 00/100 \$32,566.00

Payment to be made as follows: Paid in Full Upon Completion

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. All agreement contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado and other necessary insurance. Our workers are fully covered by Worker's Compensation Insurance.

Signature: Chris Freshour

Note: This proposal may be withdrawn by us if not accepted within 30 Days

Acceptance of Proposal-The above prices, specifications, and conditions are satisfactory and are hereby accepted. You are authorized to do the work specified. Payment will be made as outlined above.

Signature:

Date of Acceptance

Signature:

SIEB
PLUMBING, HEATING & AIR CONDITIONING, INC.
"Serving You Since 1868"
303 EAST FRONT STREET
MONROE, MICHIGAN 48161-2099
PHONE (734) 241-8898 - FAX (734) 241-9067

Monroe Public Schools
1275 N. Macomb St.
Monroe, MI 48162

June 18, 2013

Attn: Jerry Oley

Ref: New base mounted Bell & Gossett pump in D-218 Penthouse

SCOPE OF WORK:

- (A) Provide housekeeping pad for new base mounted pump
- (B) Provide and install 1 Bell & Gossett BG1510-2 ½ AB base mounted pump.
- (C) Connect to existing system using the following:
 - 1) Isolation ball valve for new and existing Taco base mounted pumps, both supply and return.
 - 2) Swing check valves. 1 per pump.
 - 3) Braided flexible connectors 4 total.
 - 4) Suction diffuser.
 - 5) New pressure gauges for new pump

Total Price Victaulic \$18,295.00

Total Price Welded \$19,250.00

- *Owner to provide all electrical power and control wiring*
- *Owner to check pump rotation*

Sincerely,

Tom Moran
Sieb Plumbing & Heating

X

Authorized Signature

SIEB
PLUMBING, HEATING & AIR CONDITIONING, INC.
"Serving You Since 1868"
303 EAST FRONT STREET
MONROE, MICHIGAN 48161-2099
PHONE (734) 241-8898 - FAX (734) 241-9067

February 6, 2013

Monroe Public Schools
1275 N. Macomb St.
Monroe, MI 48162

Attn: Jerry Oley

Ref: MHS D-218 Penthouse Inline Pump Replacement

SCOPE OF WORK:

- (A) Remove existing Taco 1619 inline pumps from system owner to disconnect electrical wiring.
- (B) Supply and install 6 Bell & Gossett #BG618T 60 Series pump 2hp 208/230-460 3 phase.
- (C) Owner to reconnect electrical wiring and check rotation.

Total Price \$14,450.00

Sincerely,

Tom Moran
Sieb Plumbing & Heating

X

Authorized Signature



506 COOPER STREET P.O. BOX 307
MONROE, MICHIGAN 48161-0307
FAX: (734) 241-3602
PHONE: (734) 241-4277

Quote

To: Jerry Oley

Date: 6/19/13

Company: Monroe Public Schools

Pages:

From: Joe Theisen

Cc:

Re: High School pump replacements

Comments:

We offer the following prices for work in the High School D Penthouse:

Replace existing TACO floor mounted booster pump with a Bell & Gossett pump and add a second pump for backup: **\$9,600.00**

- Include suction diffuser, flex connectors and triple duty valve
- Include pipe insulation

Install redundant Bell & Gossett pump: **\$14,300.00**

- Include base for second pump
- Include suction diffuser, flex connectors and triple duty valve
- Include pipe insulation

Replace six TACO in line pumps Bell & Gossett pumps: **\$15,300.00**

- Provide new valves at each new pump

All electrical and temperature controls for the above work is by the owner.
Owner to assist in shut down, draining and re-fill of each system.

If all of the above projects are awarded and the work can be performed during the same time period, please use the total price of **\$38,500.00**

The material is available 2-3 weeks after approval to proceed.

Please let me know if you have any questions regarding the above proposal.

Board Meeting #11
June 25, 2013
Item #C.17

MONROE HIGH SCHOOL ENERGY MANAGEMENT SYSTEM UPGRADES

BACKGROUND

See attached memo from Jerry Oley.

ENCLOSURES

Memorandum - Jerry Oley
Proposal from Control Systems of Ohio

RECOMMENDATION

Move to accept the proposal from Control Systems of Ohio to upgrade the energy management system at Monroe High School at a cost not to exceed \$18,385. Money for this project is to be taken from the Building and Site Sinking Fund.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

Monroe Public Schools

Operations Department • Maintenance/Custodial 734-265-3333 • Fax 734-265-3331



June 6, 2013

To: MPS Board of Education
From: Jerry Oley *J.Oley*
Director of Operations
Re: Monroe High School Energy Management System Upgrades

The current energy management system at Monroe High School needs to be extended to control eight additional pneumatic control valves for hot water pipes which control heating in the wings. Upgrades will allow for more precise water temperature to prevent overheating in rooms and add efficiency to the system. Future pump replacements are required and will be brought back at a later date.

Control Systems of Ohio is the licensed distributor of the Automated Logic System, therefore only one quote was obtained for these updates.

Control Systems of Ohio - \$18,385.00

It is my recommendation that Control Systems of Ohio be awarded the contract for energy management system upgrades at Monroe High School for a total of **\$18,385.00**.

Funds for energy management system updates will be taken from Building and Site Sinking Funds.

If you need further information, please let me know.

JAO/ks

4920 W. Albain Road • Monroe, MI 48161

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4935 Harroun Road
Sylvania, Ohio 43560
Ph. (419) 887.1611
Fx. (419) 887.1711

AUTOMATED LOGIC[®]
CORPORATION

June 14, 2013

To: Monroe Public Schools
1275 N. Macomb St.
Monroe, MI 48162

Attn: Mr. Jerry Oley

RE: Extension of Automated Logic Control System at High School

We are pleased to offer the following quote to extend the existing control system at the High School to control (8) pneumatic control valves for secondary hot water loop pumps serving hot water radiation to wings. This will allow for more precise water temperature control on individual water loops to prevent overheating and add efficiency to the system. We also intend to control additional pump being installed on primary loop for lead/standby operation.

Proposed Scope:

- Demo (1) webzone Controller and chassis for Monroe Schools Stock
- Remove gauges and clean-up of existing pneumatic control panel
- Provide and install (8) pneumatic to electric transducers
- Provide and install (8) zone control modules
- Provide and install (8) immersion temperature sensors
- Add additional primary pump I/O to existing webzone controller
- Programming
- Engineering
- Labor to Commission

TOTAL PRICE \$18,385

Respectfully Submitted,

Andy Moebius

**APPROVAL TO PURCHASE ELECTRIC CAN OPENERS
FOR FOOD SERVICE**

BACKGROUND

Monroe Public Schools has been instructed by the Michigan Department of Education to spend down a portion of the food service fund balance. Please see attached memo from Nancy Boykin for further information.

ENCLOSURE

Memo from Nancy Boykin including quotes from three vendors.

RECOMMENDATION

Move to approve the purchase of 12 Edlund 266 Single Speed Electric Can Openers from Zesco, Inc. for a cost not to exceed \$6,915.96 and reject all other offers. Money for this purchase is to be taken from the Food Service budget.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

Memo

To: Kathy Eighmey

From: Nancy B.

CC:

Date: June 18, 2013

Re: Equipment Purchase

We were instructed by the Michigan Department of Education to spend down a portion of our fund balance. Listed below are price quotes for electric can openers. They can be used in all locations, particularly with the additional amounts of canned fruits that are being consumed. Electric can openers will allow food service staff to work more efficiently and safely.

Edlund 266 Single Speed Electric Can Opener

Hubert Corporation \$601.80 each x 12 = \$7,221.60 plus shipping

Food Service Warehouse \$596.99 each x 12 = \$7,163.88 plus shipping

Zesco, Inc. \$576.33 each x 12 = \$6,915.96

My recommendation is to purchase from Zesco, Inc since they have the lowest price. They were also the only company to offer free shipping with a bulk purchase.

Thank you for your consideration of this request.

TECHNOLOGY PURCHASE SUMMER 2013

BACKGROUND

See attached memo from David Payne.

ENCLOSURES

Memorandum – David Payne

Bids from CDWG, Netch, Sehi Computers, AirWatch, Level Data, Microsoft, PowerSchool, Scholastic, Suntel, Apple, Data Image Systems, Lightspeed Technologies, Precision Data Products and Spectrum

RECOMMENDATION

Move to approve the technology upgrades as detailed at a total cost not to exceed \$1,456,952.41. Money for these projects will be funded by the General Fund, Technology Millage, and Title I funds.

MOTION: _____ **SUPPORT:** _____ **ACTION:** _____

	<u>Aye</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mrs. Knabusch-Taylor	_____	_____	_____	_____
Dr. March	_____	_____	_____	_____
Mr. Mason	_____	_____	_____	_____
Mr. Philbeck	_____	_____	_____	_____
Ms. Spicer	_____	_____	_____	_____
Mr. VanWasshenova	_____	_____	_____	_____
Mr. Yeo	_____	_____	_____	_____

Memo

To: Ryan McLeod
From: David Payne
Date: 6/19/2013
Re: Technology Purchase Summer 2013

We are recommending several technology related items. A summary sheet which includes cost, funding source, and descriptions is included. All quotes were competitively bid and included for your review. Our final cost will be less than some of the bids as we went with fewer items in some cases. The total cost of this project will not exceed \$1,456,952.41 and will be funded by General Fund, Technology Millage, and Title I funds.

Over the last several months the Technology Department has researched and tested several technologies that will be needed to upgrade our current systems over the summer. The first two sections of the summary are classroom and network infrastructure upgrades. These two areas will be leased from Cisco and spread over three years if approved. The final two sections are software maintenance and renewals as well as miscellaneous technology upgrades. If approved these sections will be outright purchases.

The classroom upgrades will include 90 Epson projectors, 35 Dell Desktop and Laptop computers, and 400 Dell zero client computers. Desktop and zero clients will also include monitors. The projectors will be used to complete our project of mounting a projector in every classroom as well as replacing older projectors throughout the district. The Dell computers will be utilized in several computer labs that were not refreshed two years ago. This technology will complete our five year plan of refreshing all classroom technology throughout the district.

Network infrastructure upgrades will extend our network capabilities in several ways. The core upgrades will replace Cisco switches at all buildings. This upgrade is the precursor to upgrading our wireless technology. With the amount of wireless devices we have now and plan to purchase in the future we need to make sure our capabilities support our curriculum over the next several years. The final piece of this project is to add additional servers and storage. This will allow us to accommodate more technology access and support our virtual environment additions such as the Dell zero client computers.

The software maintenance and renewals are yearly costs that are incurred by applications the district utilize. These include applications like AirWatch, which is a mobile device management solution or Crosstec, which allows us to remotely support our users to name a few. Other applications are Microsoft, Level Data, PowerSchool, Scholastic and Suntel. These maintenance costs include support as well as product updates.

The final section includes technology upgrades or additions to our existing equipment. Apple TV's will be distributed to classrooms that did not receive one last year. Document cameras, sound systems, and computer desks are other examples of this purchase.

All the above equipment will be used to enhance the learning experience of our students as well as providing our staff with the technology tools needed to accomplish this. If you have any question on this purchase please let me know.

Technology Purchases Summer 2013/14

<i>Vendor</i>	<i>Description</i>	<i>Funding Source</i>	<i>Cost</i>
Classroom Upgrades			
CDWG	Epson Projectors (RFP)	Tech Millage	\$ 51,075.00
Netech	Dell Laptops	Tech Millage	\$ 31,710.00
Netech	Dell Desktops	Tech Millage	\$ 24,150.00
Netech	Dell Monitors	Tech Millage	\$ 5,355.00
Netech	Dell Zero Clients	Tech Millage	\$ 135,600.00
Netech	Dell Monitors	Tech Millage	\$ 61,200.00
Sehi Computers	HP Chromebooks	Tech Millage	\$ 4,770.00
Total			\$ 313,860.00
Network Infrastructure Upgrades			
Netech Corp	Network Upgrades (RFP)	Tech Millage/General Fund	\$ 918,386.14
Software Maintenance & Renewals			
AirWatch	iPad Management	Tech Millage	\$ 11,106.00
Sehi	CrosteC	Tech Millage	\$ 9,875.25
Level Data	Data Management	General Fund	\$ 26,095.00
Microsoft	Microsoft Leasing	Tech Millage	\$ 42,928.63
PowerSchool	Student Management	General Fund	\$ 31,750.00
Scholastic	Read 180	Title I	\$ 4,200.00
Suntel	Phone Maintenance	General Fund	\$ 24,185.00
Total			\$ 150,139.88
Technology Upgrades			
Apple	Apple TV's	Tech Millage	\$ 15,840.00
CDWG	Memory	Tech Millage	\$ 12,960.00
Data Image Systems	Projector Mount's	Tech Millage	\$ 5,721.00
Lightspeed Technologies	Sound Systems	Tech Millage	\$ 12,360.00
Precision Data Products	Document Camera's	Tech Millage	\$ 11,500.00
Spectrum	Computer Desk's	Tech Millage	\$ 16,185.39
Total			\$ 74,566.39
Grant Total			\$ 1,456,952.41

Section	Hardware.com	VCS	Netech	CDW-G	Merrit	ICI	Next-It	Sunteel	Sept
2.1.1 Wireless Hardware			\$201,385.98					\$132,972.00	
2.1.2 Wireless Maintenance			\$13,260.00					\$4,312.00	
2.2 Cisco Core Hardware	\$314,590.00		\$316,974.06					\$178,301.20	
2.3.1 Network Storage and Servers Hardware			\$151,939.25					\$373,460.00	
2.3.2 Network Storage and Servers Maintenance			\$20,178.64						
2.4.1 Firewall			\$4,826.01				\$8,174.00	\$5,673.36	
2.4.2 Firewall Maintenance			\$3,563.76					\$4,677.69	
2.5 VMWare View Licensing		\$54,900.00	\$193,332.00	\$51,075.00	\$170,712.06				\$51,750.00
2.6 Projectors									
2.9 SmartNet Renewal			\$33,329.32						
2.10 Netapp Storage Renewal			\$77,500.00						
2.11 Labor			\$9,000.00						
2.12 Cisco Credit	\$22,000.00								

Vendor	Notes
Midwest	Bid on Core provided also included Smartnet for the bid switched (optional)
Next-It	Bid on Core did not use proper SFP's which is why quote same in lower
Sunteel	Bid only the one year Smartnet. Values on maintenance have been triple to match for 3 year contracts.
Netech	Sunteel bit only an alternative solution, nothing of the hardware requested
Rose It Solutions	Netech placed items in the summary of Section 2.1.2 that belong in 2.1.1. Adjustment made above.
	Bid was not submitted in proper formatting by sections so was rejected

Vendor Profile

Hardware.com is a multi-disciplined, data center infrastructure solutions provider servicing corporate, SMB, service providers, and the public sector throughout North America and the EMEA.

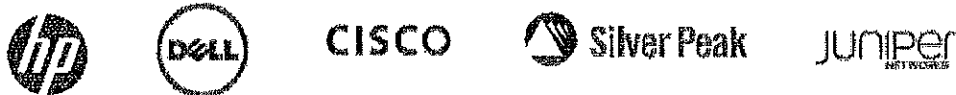
Hardware.com carries highly accredited partnerships with key technology partners who are best positioned to support our innovative approach to design, implementation, and support for our customer's technical ambitions for the data center, virtualization, server, storage, and network and cloud computing.

Our unique business model combines expert technical resources, vendor-independent solutions and architectures, e-commerce, and a suite of professional services—all supported by a global logistics operation. Collectively, this allows us to simplify network operations, architectures, and budgets by delivering solutions that address the demands of new network architectures and support and extend the life of existing hardware investments.

A just-in-time inventory model allows Hardware.com to provide the latest technology, pre-staged, fully tested, and pre-configured—delivered on schedule, on budget, and to optimum specification.

Our Smartpac® services, including support and repair, as well as asset management, provide customers with flexible options with which to balance ever-changing IT priorities and limited resources while ensuring that all solutions implemented are backed up by a complete range of integrated services.

Network



Compute and Virtualization



Storage



Data Center Solutions



Professional Services



Hardware.com Team Associated with Account

Executive Team



CHARLIE BELLORD
Managing Director

Charlie Bellord is Managing Director for Hardware.com and is responsible both for operations and building strategy, structure, and growth. Charlie has been with Hardware.com in sales from inception since 2003. Moving up through the management team, he has been instrumental in several initiatives contributing to the continued expansion and success of the company. Prior to joining Hardware.com, Charlie spent several years in the city derivatives markets trading Futures and Options at the London International Financial Futures Exchange (LIFFE) and other global exchanges. Charlie holds a BA from King's College London.



ANDY FARIS
President, Americas

Andy Faris is President of Hardware.com in the USA and is responsible for operations throughout the western hemisphere. He joined the Hardware.com group of companies in 2003 and has more than 20 years of networking and management experience. Under his leadership, the American branch of Hardware.com continues to post record revenues and expand its operations. The USA office recently increased its warehouse and technical facilities by 30 percent to accommodate the company's growth. Prior to joining Hardware.com, Andy launched the USA division of MessageLabs (later acquired by Symantec) in 2001. He has also served in leadership and executive positions at several high-tech start-up companies in the industry. Andy graduated with a bachelor's degree from the University of Wisconsin-Madison.



SIMON FIELDHOUSE
President, Americas

Simon is the Sales Director for Hardware.com EMEA and USA and responsible for driving the company's global sales activities. He joined Hardware.com in January 2004 and has been part of the senior management team since 2006. Simon is focused on the development of the global sales strategy, e-commerce business, and key vendor relationships with Juniper Networks, HP, and Dell. Prior to joining Hardware.com, Simon held a Global Board Position with Type 20 SRL, a sister company to Luxottica and was responsible for driving marketing and business development strategy across EMEA and USA. He has also served in executive positions for a number of entrepreneurial projects within the European sports and events industry. Simon holds a BA/BSC in combined studies: European business systems from the London Guildhall University in London.

Management Team



JESSE JOHNSON

Vice President, Americas

Jesse Johnson has been with Hardware.com since 2005. Over the last several years, he's served in various roles within sales and sales management—most recently as Vice President of Wholesale within the USA. Jesse brings experience and enthusiasm to support customers across all facets of the business, from sales to logistics and operations. His excellent communication skills and strong work ethic help Jesse's customers maximize business profit and business performance, while reducing overhead. Jesse holds a bachelor's degree in management from Gustavus Adolphus in St. Peter, Minnesota.



JUSTIN HADLER

Director of Engineering, Americas

Justin Hadler is Director of Engineering at Hardware.com in the USA. He joined Hardware.com after 14 years of experience working for some of the networking industry's key vendors, such as Cisco, Juniper Networks, and Hewlett Packard (HP). Justin assists customers with designing their next generation networks. He utilizes his diverse set of vendor knowledge to design and architect custom network solutions using a vendor-agnostic approach. Justin's vast industry experience enables him to develop tailored network solutions while maintaining existing infrastructure to help minimize cost. He received two bachelor's degrees from the University of Minnesota-Duluth and holds several industry certifications, including CCIE, JNCI, CISSP, and MCSE.

RICK DYKHOFF

Channel Sales Director, Americas

Rick Dykhoff is Director of Channel Sales for Hardware.com in the USA. With more than 12 years of experience in technology services, Rick is a proven, results-driven sales leader. He excels at helping companies evaluate, design, and implement innovative network technologies for the data center, campus, and cloud applications. His wealth of knowledge provides customers with high-performing, secure, and simplified technologies that improve application delivery, reduce costs, and optimize and automate network services. Rick obtained his bachelor's degree from the University of North Dakota and holds several industry certifications from technology companies, including Cisco, Juniper Networks, and HP.

RICK MITCHELL

Account Manager

Rick Mitchell is an Account Manager at Hardware.com USA. He joined the company in 2012 and partners with companies in health care, education, technology, retail, and manufacturing throughout the Midwest. Rick works with customers to identify the most appropriate IT/hardware for his customers (based on their unique network requirements) to increase the ROI and lifecycle of their IT infrastructure. He has extensive experience and knowledge of multiple, leading-edge technologies, such as Cisco, Juniper Networks, HP, Dell, Silver Peak, A10 Networks, etc. Rick graduated from the University of North Dakota with a bachelor's degree in marketing and management.

Hardware.com Offices

EMEA (Headquarters)

UNITED KINGDOM

Hardware.com Ltd
 Trafalgar House
 Kemble Enterprise Park
 Cirencester
 GL7 6BQ
 United Kingdom

North America

UNITED STATES

Hardware.com USA
 7667 Cahill Road
 Suite 400
 Minneapolis, MN 55439
 United States

The Minneapolis, MN office is responsible for sales, services, and logistics for all North American business. Globally, Hardware.com employs over 120 staff members.

Global and USA Technical Service Team Accreditations for the Network

Vendor	Technology	Accreditations
HP	LAN	3 x HP Master ASE's 1 x HP AIS
Cisco	LAN WAN Security Wireless Video	4 x CCIE's 3 x CCNP's 1 x CISSP 4 x CCNA's 1 x CCVP 1 x CCDA
Dell	LAN	2 x CSSP
Juniper	LAN WAN Security	5 x JNCIA's 7 x JNCIS (ENT/SEC) 1 x JNCIP (ENT)

Customer References

Websense

Hardware.com supports Websense's global hosted data centers providing server, storage and networking product fulfillment, pre-staging services, and implementation and support services. In addition, Hardware.com supports the production and engineering environments. Websense's environment consists of Hewlett Packard (HP) A-Series Core and top of rack solutions for their main network, Juniper SRX for their firewall services, and HP C-Class and x86 servers for their VMware environment.

Sherry Yee
(858)320-8035
syee@websense.com

Elizabeth Public School

Complete network refresh supporting multiple sites. Introducing new technologies, supplying professional services, training, and pre-staging for their networking environment.

Alberto Marsal
(908) 436-5061
Marsalal@elizabeth.k12.nj.us

Photobucket

Hardware.com support Photobucket's Minneapolis and network environment supplying infrastructure, pre-staging, and ad-hoc post support services.

Brian Talley
(720) 675-7781
btalley@photobucket.com

2.2 – Cisco Core Networking

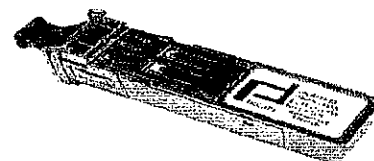
Part Number	Description	Qty	Unit Price	Extended Price
WS-C2960S-48FPD-L	Catalyst 2960S 48 GigE PoE 740W 2 x 10G SFP+ LAN	11	\$3,950	\$43,450.00
WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE 740W, 4 x SFP LAN Base	64	\$6,400	\$217,600.00
C2960S-STACK	Catalyst 2960S FlexStack Stack Module (optional for	35	\$650	\$22,750
CAB-AC-	AC Power Cord, US	75	\$0.00	\$0.00
SFP-10G-LR-C	ProLabs 10GBASE-LR SFP+, 1310nm, 10km over SMF DOM Sup	22	\$695	\$15,290
WS-X6708-10G-3C	C6K 8 port 10 Gigabit Eth mod with DFC3C (req x2)	1	\$15,500	\$15,500
SP1-247-4-AHR	Smartpac 1yr, 24 x 7, 4 hour, adv hw replacement	1	\$31,384.68	\$31,384.68
SP2-247-4-AHR	Smartpac 2yr, 24 x 7, 4 hour, adv hw replacement	1	\$59,731.99	\$59,731.99

ProLabs

Hardware.com recommends the ProLabs brand of complete plug and play compatible optics. The ProLabs SFP-10G C SFP+ optical transceivers are based on 10G ethernet IEEE 802.3ae standard and SFF 8431 standard, and provide a quick and reliable interface for the 10G Ethernet application. The digital diagnostics functions are available via 2-wire.

Performance

- Up to 10.5 Gbd bi-directional data links
- Compliant with IEEE 802.3ae 10GBASE-LR/LW
- Compliant with SFF8431
- Hot-pluggable SFP+ footprint
- 1310nm DFB laser transmitter
- Duplex LC connector
- Built-in digital diagnostic functions
- Up to 10km on SMF on LR
- Up to 300m on OM3 MM



SmartPac - Support Services and Warranties

Hardware.com will provide a limited lifetime warranty on the Cisco hardware for 1 year. This warranty will be backed by our Smartpac® advanced hardware replacement service level agreement.

ProLabs offers a lifetime advanced replacement warranty.

Smartpac® Support Package (See detailed contract below):

Smartpac® is the service division of Hardware.com. Smartpac® offers a tailor-made contract with different levels of service depending on how critical the equipment is to your business:

- 24x7x4 hour hardware
- Mon – Fri four-hour hardware replacement
- Available to extend to a five-year contract
- Supports EOL hardware until taken out of production
- 24-helpdesk and technical assistant center
- Logged fault call back in 30 minutes with engineer

One Year Contact

Quantity	Product Code	Description	SMARTPAC SERVICE \$US	WITH SW UPDATES \$US
11	WS-C2960S-48FPD-L	Catalyst 2960S 48 GigE PoE 740W, 2 x 10G SFP+ LAN Base	0.00	5,414.19
64	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE 740W, 4 x SFP LAN Base	0.00	22,716.87
35	C2960S-STACK	Catalyst 2960S FlexStack Stack Module optional for LAN Base	2437.50	0.00
22	SFP-10G-LR-C	10GBASE-LR SFP Module	816.12	0.00
SUB-TOTALS:			\$3,253.62	\$28,131.06
TOTAL PRICE:			\$31,384.68	

Two Year Contact

Quantity	Product Code	Description	SMARTPAC SERVICE \$US	WITH SW UPDATES \$US
11	WS-C2960S-48FPD-L	Catalyst 2960S 48 GigE PoE 740W, 2 x 10G SFP+ LAN Base	0.00	10,343.45
64	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE 740W, 4 x SFP LAN Base	0.00	43,206.86
35	C2960S-STACK	Catalyst 2960S FlexStack Stack Module optional for LAN Base	4031.25	0.00
22	SFP-10G-LR-C	10GBASE-LR SFP Module	1550.63	0.00
SUB-TOTALS:			\$6,181.86	\$53,550.11
TOTAL PRICE:			\$59,731.99	

2.12 – Cisco Credit (Buyback)**Key Benefits**

- Fair Market Value Assessment: A detailed report based on secondary market valuations.
- Equipment Purchase: Eliminate the cost of storing excess assets.
- Equipment Trade-In: Use unwanted assets as a credit towards new purchases.
- Equipment Disposal: Swift disposal in accordance with WEEE guidelines.

Total buyback package \$22,000

Bid Total Summary

Hardware.com's bid totals for section 2.2 and 2.12

With 1 year support = \$323,974.68

With 2 year support = \$352,321.99



Technology For Teachers

Corporate Office
46725 Magellan Drive
Novi, MI 48377
www.shopvsc.com

June 14, 2013

Mr. David T. Payne
Director of District Technology
Monroe Public Schools
1275 North Macomb Street
Monroe, MI 48162

Bid Response: Technology Refresh 2013

VSC is submitting the attached response to Section 2.6 of the Technology Refresh 2013 RFP due:

June 19, 2013 at 3:00 pm

Note that our response is inclusive of shipping and delivery charges. It does not include unpacking, installation or configuration services.

Thank you for allowing us the opportunity to participate in this bidding process.

Sincerely,

Frank Kemmer
President

Company Name: VSC
Contact Person: Frank Kemmer
Address: 47625 Magellan Drive, Novi, MI 48377

Phone Number: 248.926.2540

Fax Number: 248.926.2541

Section	Bid Item	Part Number	Unit Cost	Qty	Total Cost
2.6.1	Epson Powerlite 95	V11H383020	\$ 529.00	90	\$ 47,880.00
2.6.2	Epson Optional WiFi Card	V12H418P12	\$ 75.00	90	\$ 7,020.00
2.6 Total Bid Price					\$ 54,900.00

Total VSC Bid Price: \$54,900.00



Netech Corporation
 48325 Alpha Drive Suite 150
 Wixom, Michigan 48393
 Account Executive: Mike Martin
 Tel: 248.679.3227
 mmartin@netechcorp.com
 Inside Sales Rep: Todd Steichen
 tsteichen@netechcorp.com

Section	Item Name	Description	Total Hardware	1 Year	3 Years Maint
Section 2.1					
2.1.1	Wireless Hardware	Wireless Hardware per RFP (and attached quote)	\$ 184,120.68		
2.1.2	Wireless Maintenance	Wireless Maintenance per RFP (and attached Quote)		\$ 10,644.72	\$ 30,525.30
2.1 Subtotal (1 year maint)					
2.1 Subtotal (3 year maint)					
Total section 2.1 with 1 year maint					\$194,765.40
Total section 2.1 with 3 year Maint					\$214,645.98
Section 2.2					
2.2	Cisco Core Networking	Switching Hardware per RFP (and attached quote)	\$ 316,974.06		
2.2 Subtotal					\$316,974.06
Section 2.3					
2.3.1	Network Storage and Servers	Data Center Hardware per RFP (and attached quote)	\$ 151,989.25		
2.3.2	Network Storage and Servers	Data Center Maintenance per RFP (and attached Quote)		\$ 8,389.52	\$ 20,178.64
2.3 Subtotal (1 year maint)					
2.3 Subtotal (3 year maint)					
Total section 2.3 with 1 year maint					\$160,328.77
Total section 2.3 with 3 year Maint					\$172,117.89
Section 2.4					
2.4.1	Firewall Hardware	Firewall Hardware per RFP (and attached quote)	\$ 4,826.01		
2.4.2	Wireless Maintenance	Wireless Maintenance per RFP (and attached Quote)		\$ 1,264.56	\$ 3,563.76
2.4 Subtotal (1 year maint)					
Total section 2.4 with 1 year maint					\$ 6,090.57

2.4	2.4 Subtotal (3 year maint)	Total section 2.4 with 3 year Maint				\$ 8,389.77
2.5	VMWare View Licensing	Section 2.5	Vm Licensing Per RFP			\$ 193,332.00
2.5	2.5 Subtotal	Total section 2.5 VM Renewal not Included				
2.6	Projectors	Section 2.6				
2.7	Mobile Hardware	Section 2.7				
2.8	Mobile Storage	Section 2.8				
2.9	SMARTnet Renewals	Section 2.9	SMARTnet Renewals per RFP			\$ 33,329.32
2.10	Netapp Storage Renewals	Section 2.10	Storage Renewals Per RFP 7/31/14-6/30/16			\$ 77,500.00
2.11	Netech Labor	Section 2.11	Netech Labor for 60 Hours Block Time			\$ 9,000.00
2.12	Cisco Credit	Section 2.12				
2.13	Cisco Lease	Section 2.13				
		TBD upon final BOM and options Selection				
		Totals				
	All Sections	All Sections w/1 year Maint options				\$ 891,384.14
	All Sections	All Sections w/3 Year Maint options				\$ 1,025,299.03



Netch Corporation
 48325 Alpha Drive Suite 150
 Wixom, Michigan 48393
 Account Executive: Mike Martin
 Tel: 248.679.3227
 mmartin@netchcorp.com
 Inside Sales Rep: Todd Steichen
 tsteichen@netchcorp.com

Line Number	Item Name	Description	Service Duration	Quantity	Unit Price	Ext. Sell Price
Section 2.1.1 Wireless Hardware						
1.0	AIR-CAP2602-A-K9	802.11n CAP w/CleanAir, 3x4:3SS, Mod; Int Ant; A Reg Domain	N/A	280	\$ 457.71	\$ 128,158.80
1.1	SWAP2600-RCOVR-A-K9	Cisco 2600 Series IOS WIRELESS LAN RECOVERY	N/A	280	\$ -	\$ -
1.2	AIR-AP-T-RAIL-R	802.11n AP Universal Mounting Bracket	N/A	280	\$ -	\$ -
1.3	AIR-AP-T-RAIL-R	Ceiling Grid Clip for ArloNet APs - Recessed Mount (Default)	N/A	280	\$ -	\$ -
2.0	AIR-CAP2602-A-K9	802.11n CAP w/CleanAir, 3x4:3SS; Mod; Ext Ant; A Reg Domain	N/A	9	\$ 499.51	\$ 4,495.59
2.1	SWAP2600-RCOVR-A-K9	Cisco 2600 Series IOS WIRELESS LAN RECOVERY	N/A	9	\$ -	\$ -
2.2	AIR-AP-T-RAIL-R	802.11n AP Universal Mounting Bracket	N/A	9	\$ -	\$ -
2.3	AIR-AP-T-RAIL-R	Ceiling Grid Clip for ArloNet APs - Recessed Mount (Default)	N/A	9	\$ -	\$ -
3.0	AIR-ANT2524DB-R-F	2.4 GHz 2 dBi/5 GHz 4 dBi Dipole Ant. Bk. RP-TNC	N/A	36	\$ 16.30	\$ 586.87
3.0	W9641	Wap Cage	N/A	9	\$ 100.00	\$ 900.00
4.0	AIR-CAP1602-A-K9	802.11a/g/n Cht-based AP Int Ant A Reg Domain	N/A	15	\$ 290.51	\$ 4,357.65
4.1	AIR-AP-T-RAIL-R	Ceiling Grid Clip for ArloNet APs - Recessed Mount (Default)	N/A	15	\$ -	\$ -
4.2	AIR-AP-T-RAIL-R	802.11n AP Universal Mounting Bracket	N/A	15	\$ -	\$ -
4.3	SWAP1600-RCOVR-A-K9	Cisco 1600 Series IOS WIRELESS LAN RECOVERY	N/A	15	\$ -	\$ -
5.0	L-NCS-1.0-ADD-K9	Cisco Prime NCS Add-on Licenses Family	N/A	1	\$ -	\$ -
5.1	L-NCS-1.0-100-ADD	Cisco Prime NCS Add-on License for 100 Devices	N/A	1	\$ 3,759.91	\$ 3,759.91
5.2	L-NCS-1.0-50-ADD	Cisco Prime NCS Add-on License for 50 Devices	N/A	1	\$ 2,213.31	\$ 2,213.31
6.0	GLC-T=	1000BASE-T SFP	N/A	16	\$ 165.11	\$ 2,641.76
7.0	AIR-CT3508-250-K9	Cisco 5508 Series Wireless Controller for up to 250 APs	N/A	1	\$ 27,167.91	\$ 27,167.91
7.1	SWC5500K9-74	Cisco Unified Wireless Controller SW Release 7.4	N/A	1	\$ -	\$ -
7.2	AIR-PWR-CORD-NA	AIR Line Cord North America	N/A	1	\$ -	\$ -
7.3	LIC-CT3508-250	250 AP Base license	N/A	1	\$ -	\$ -
7.4	LIC-CT3508-BASE	Base Software License	N/A	1	\$ -	\$ -
8.0	AIR-CT3508-HA-K9	Cisco 5508 Series Wireless Controller for High Availability	N/A	1	\$ 8,360.00	\$ 8,360.00
8.1	SWC5500K9-74	Cisco Unified Wireless Controller SW Release 7.4	N/A	1	\$ -	\$ -
8.2	AIR-PWR-CORD-NA	AIR Line Cord North America	N/A	1	\$ -	\$ -
6.0	GLC-T=	1000BASE-T SFP	N/A	8	\$ 184.86	\$ 1,478.88
8.3	LIC-CT3508-BASE	Base Software License	N/A	1	\$ -	\$ -
2.1.1 Hardware Total						\$184,120.68
Section 2.1.2 1 year Maintenance						
5.0.1	CON-SAU-NCS1ADD	SW APP SUPP + UPGR Cisco Prime NCS Add-on Licenses Family	12 month(s)	1	\$ -	\$ -
5.10.1	CON-SAU-NCS100A	SW APP SUPP + UPGR Cisco Prime NCS Add-on Lic for 100 Devic	12 month(s)	4	\$ 1,223.32	\$ 4,893.28

5.2.0.1	CON-SAU-NCS150A	SW APP SUPP + UPGR Cisco Prime NCS Add-on License for 50 De	12 month(s)	1	\$	720.12	\$	720.12
7.0.1	CON-SNT-CT08250	SMARTNET 8X5XNBD Cisco 5508 Series	12 month(s)	1	\$	3,536.00	\$	3,536.00
8.0.1	CON-SNT-CT5508HA	SMARTNET 8X5XNBD Cisco 5508 Series Wt	12 month(s)	1	\$	1,088.00	\$	1,088.00
	CON-SAU-P112LF25	SW APP SUPP + UPGR Pl 1.2 - Lifecycle - 25 Device Lic	12 month(s)	1	\$	407.32	\$	407.32
	Total	2.1.2 1 year Maint Total						\$ 10,644.72
	Section 2.1.2	3 year Maintenance						
5.0.1	CON-SAU-NCS1ADD	SW APP SUPP + UPGR Cisco Prime NCS Add-on Licenses Family	36 Months	3	\$	-	\$	-
5.1.0.1	CON-SAU-NCS1100A	SW APP SUPP + UPGR Cisco Prime NCS Add-on Lic for 100 Devic	36 Months	12	\$	1,169.35	\$	14,032.20
5.2.0.1	CON-SAU-NCS150A	SW APP SUPP + UPGR Cisco Prime NCS Add-on License for 50 De	36 Months	3	\$	688.35	\$	2,065.05
7.0.1	CON-SNT-CT08250	SMARTNET 8X5XNBD Cisco 5508 Series	36 Months	3	\$	3,380.00	\$	10,140.00
8.0.1	CON-SNT-CT5508HA	SMARTNET 8X5XNBD Cisco 5508 Series Wt	36 Months	3	\$	1,040.00	\$	3,120.00
	CON-SAU-P112LF25	SW APP SUPP + UPGR Pl 1.2 - Lifecycle - 25 Device Lic	36 Months	3	\$	389.35	\$	1,168.05
	Total	2.1.2 3 year Maint Total						\$ 30,525.30

Section 2.2

9.0	WS-C2960S-48FPD-L	Catalyst 2960S 48 GIGE PoE 740W 2 x 10G SFP + LAN Base	N/A	11	\$	3,741.66	\$	41,158.26
9.1	CAB-16AWG-AC	AC Power cord 16AWG	N/A	11	\$	-	\$	0.00
10.0	WS-C2960S-48FPS-L	Catalyst 2960S 48 GIGE PoE 740W 4 x SFP LAN Base	N/A	64	\$	3,086.46	\$	197,533.44
10.1	CAB-16AWG-AC	AC Power cord 16AWG	N/A	64	\$	-	\$	0.00
11.0	C2960S-STACKE	Catalyst 2960S Flexstack Stack Module	N/A	35	\$	569.26	\$	19,574.10
11.1	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	N/A	35	\$	-	\$	-
12.0	SFP-10G-LR-	10GBASE-LR SFP Module	N/A	11	\$	1,869.66	\$	20,566.26
13.0	WS-X6708-10G-3C-	Cat8 8 port 10 Gigabit Ethernet module with DFC3C (req. X2)	N/A	1	\$	17,550.00	\$	17,550.00
13.1	WS-F6700-DFC3C	Catalyst 6500 Dist Fwd Card for WS-X670x modules	N/A	1	\$	-	\$	-
13.2	WS-X6708-10GE	Cat6500 8 port 10 Gigabit Ethernet module (req. DFC and X2)	N/A	1	\$	-	\$	-
14.0	X2-10GB-LR-	10GBASE-LR X2 Module	N/A	11	\$	1,872.00	\$	20,592.00
	Total	2.2 Hardware Total						\$316,974.06

Cisco Core Networking

Section 2.3

15.0	UCSB-B200-M3-U	UCS B200 M3 Blade Server w/o CPU mem HDD mLOM/mezz (UPG)	N/A	6	\$	1,289.99	\$	7,739.92
15.1	UCS-CPU-E5-2680	2.70 GHz E5-2680 130W 8C/20MB Cache/DDR3 1600MHz	N/A	12	\$	1,956.29	\$	23,499.45
15.2	UCS-MR-1X162RY-A	16GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v	N/A	96	\$	255.63	\$	24,540.00
15.3	UCSB-MLOM-40G-01	Cisco UCS VIC 1240 modular LOM for M3 blade servers	N/A	6	\$	613.09	\$	3,678.55
15.4	N20-BBLKD	UCS 2.5 inch HDD blanking panel	N/A	12	\$	-	\$	-
15.5	UCSB-HS-01-EP	CPU Heat Sink for UCS B200 M3 and B420 M3	N/A	12	\$	-	\$	-
16.0	N20-C6508-UPG	UCS 5108 Blade Svr AC Chassis/0 PSU/8 fans/0 fabric extender	N/A	1	\$	2,453.59	\$	2,453.59
16.1	N20-FANS	Fan module for UCS 5108	N/A	8	\$	-	\$	-
16.2	UCS-ICM-2204XP	UCS 2204XP I/O Module (4 External 16 Internal 10Gb Ports)	N/A	2	\$	2,045.00	\$	4,090.00
16.3	UCSB-PSU-2500ACPL	2500W Platinum AC Hot Plug Power Supply for UCS 5108 Chassis	N/A	4	\$	382.82	\$	1,531.30
16.4	CAB-C19-CBN	Cabinet Jumper Power Cord 250 VAC 16A C20-C19 Connectors	N/A	4	\$	-	\$	-
16.5	N01-UAC1	Single phase AC power module for UCS 5108	N/A	1	\$	-	\$	-

Network Servers and Storage

16.6	N20-CAK	Accessory kit for UCS 5108 Blade Server Chassis	N/A	1	\$	-	\$	-
16.7	N20-CBLK81	Blade slot blanking panel for UCS 5108 single slot	N/A	8	\$	-	\$	-
	DS4243-R5		N/A	2	\$	-	\$	-
	DS4243-15T1-24S-QS-R5	DSK SHLF-24x450GB-15K QS	N/A	2	\$	27,844.10	\$	55,688.20
	X800-42U-R6	Cabinet Component Power Cable, R6	N/A	8	\$	-	\$	-
	X5529A-R6	Rackmount Kit, Swift, 4-Post, Square-Hole	N/A	2	\$	39.75	\$	79.50
	X6558-R6	Cable, SAS Ctrl-Shell/Shell/Shell/HA, 2m	N/A	4	\$	79.50	\$	318.00
	X6551-R6	Cable, Ethernet, 2m RJ45 CAT5	N/A	4	\$	9.00	\$	36.00
	X6558-R6	Cable, SAS Ctrl-Shell/Shell/Shell/HA, 2m	N/A	2	\$	79.50	\$	159.00
	X6561-R6	Cable, Ethernet, 2m RJ45 CAT5	N/A	2	\$	9.00	\$	18.00
	DS4243-R5		N/A	1	\$	-	\$	-
	DS4243-0748-24A-QS-R5	DSK SHLF-24x2 OTB 7.2K QS	N/A	1	\$	27,909.00	\$	27,909.00
	X800-42U-R6	Power Cable, In-Cabinet, C13-C14	N/A	2	\$	79.50	\$	159.00
	X5529A-R6	Rackmount Kit, Swift, 4-Post, Square-Hole	N/A	1	\$	39.75	\$	39.75
	Total	2.3 Hardware Total					\$151,939.25	
		Section 2.3.2						
15.0.1	CON-SNT-B200M3-U	1 year Maintenance (13 months Netapp)	12 month(s)	6	\$	131.76	\$	790.56
16.0.1	CON-SNT-2C6508	SMARTNET 8X5XNBD UCS B200 M3 Blade Se	12 month(s)	1	\$	48.96	\$	48.96
	CS-O2-4HR-VA	SupportEdge Premium 4hr Onsite, VA SAS shelves	13 months	2	\$	2,700.00	\$	5,400.00
	CS-O2-4HR-VA	SupportEdge Premium 4hr Onsite, VA SATA Shelf	13 months	1	\$	2,150.00	\$	2,150.00
	Total	2.3.2 1 Year Maint Total (13 months Netapp)					\$ 8,389.52	
		Section 2.3.2						
15.0.1	CON-SNT-B200M3-U	SMARTNET 8X5XNBD UCS B200 M3 Blade Se	36 months	18	\$	124.44	\$	2,239.92
16.0.1	CON-SNT-2C6508	SMARTNET 8X5XNBD 5108 Blade Server Chassis	36 months	3	\$	46.24	\$	138.72
	CS-O2-4HR-VA	SupportEdge Premium 4hr Onsite, VA SAS shelves	36 months	2	\$	5,850.00	\$	11,700.00
	CS-O2-4HR-VA	SupportEdge Premium 4hr Onsite, VA SATA Shelf	36 months	1	\$	6,100.00	\$	6,100.00
	Total	2.3.2 3 year Maint Total (18 months Netapp)					\$ 20,178.64	

Section 2.4

17.0	ASA5515-K9	ASA 5515-X with SW 6GE Data 1GE Mgmt AC 3DES/AES	N/A	1	\$	2,342.66	\$	2,342.66
17.1	ASA-AC-E-5515	AnyConnect Essentials VPN License - ASA 5515-X (250 Users)	N/A	1	\$	70.35	\$	70.35
17.2	ASA-AC-M-5515	AnyConnect Mobile - ASA 5515-X (req. Essentials or Premium)	N/A	1	\$	70.35	\$	70.35
17.3	SF-ASA-8-6-K8	ASA 5500 Series Software Ver 8.6 for ASA 5512X--5555X DES	N/A	1	\$	-	\$	-
17.4	CAB-AC	AC Power Cord (North America) C13 NEMA 5-15P 2.1m	N/A	1	\$	-	\$	-
17.5	ASA-VPN-CLNT-K9	Cisco VPN Client Software (Windows Solaris Linux Mac)	N/A	1	\$	-	\$	-
17.6	ASA5500-ENGR-K9	ASA 5500 Strong Encryption License (3DES/AES)	N/A	1	\$	-	\$	-
17.7	ASA-ANYCONN-CSD-K9	ASA 5500 AnyConnect Client + Cisco Security Desktop Software	N/A	1	\$	-	\$	-
17.8	ASA5515-MB	ASA 5515 IPS Part Number with which PCB Serial is associated	N/A	1	\$	-	\$	-
18.0	ASA5515-K9	ASA 5515-X with SW 6GE Data 1GE Mgmt AC 3DES/AES	N/A	1	\$	2,342.66	\$	2,342.66
18.1	SF-ASA-8-6-K8	ASA 5500 Series Software Ver 8.6 for ASA 5512X--5555X DES	N/A	1	\$	-	\$	-
18.2	CAB AC	AC Power Cord (North America) C13 NEMA 5-15P 2.1m	N/A	1	\$	-	\$	-
18.3	ASA-VPN-CLNT-K9	Cisco VPN Client Software (Windows Solaris Linux Mac)	N/A	1	\$	-	\$	-

Firewall

18.4	ASA5500-ENCR-K9	ASA 5500 Strong Encryption License (3DES/AES)	N/A	1	\$	-	\$
18.5	ASA-ANYCONN-CSD-K9	ASA 5500 AnyConnect Client + Cisco Security Desktop Software	N/A	1	\$	-	\$
18.6	ASA5515-MB	ASA 5515 IPS Part Number with which PCB Serial is associated	N/A	1	\$	-	\$
	Total	2.4.1 Hardware Total					\$ 4,826.01
		1 Year Maintenance					
17.0.1	NET-SNTP-A15K9	SMARTNET 24XY4 ASA 5515-X with SW	12 month(s)	2	\$	632.28	\$ 1,264.56
	Total	2.4.2 1 year total					\$ 1,264.56
		3 year Maintenance					
17.0.1	NET-SNTP-A15K9	SMARTNET 24XY4 ASA 5515-X with SW	36 months	8	\$	593.96	\$ 3,563.76
	Total	2.4.2 3 year total					\$ 3,563.76

Section 2.5		VMWare View Licensing					
VUS-PR-100-A	ACAD HORIZON VIEW 5 BUNDLE 100PK	N/A	6	\$	14,372.00	\$	86,232.00
VUS-PR-100-3P-SSS-A	ACAD PROD SNS HORIZON VIEW 5 BUNDLE 100PK FOR 3YRS	N/A	6	\$	17,850.00	\$	107,100.00
	Total	2.5 Total					\$193,332.00

Section 2.11		Labor					
Labor	Netech Labor (Normal Business Hours)	N/A	60	\$	150.00	\$	9,000.00



CDWGS.com | 800.594.4239

OE400SPS

SALES QUOTATION

CLIENT NO	ACCOUNT NO	DATE
DLVW480	9512489	5/22/2013

BILL TO:
 KEVIN HAUSER
 1275 N MACOMB ST

SHIP TO:
 MONROE PUBLIC SCHOOLS
 Attention To: KEVIN HAUSER
 1275 N MACOMB ST

Accounts Payable
 MONROE, MI 48162-3128

MONROE, MI 48162-3128
 Contact: KEVIN HAUSER 734.265.3162

Customer Phone #734.265.3162

Customer P.O. # EPSON QUOTE

ACCOUNT MANAGER		SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE
RAYNELLE HOWLETT 866.224.4820		AIT - Deferred, 3-6 Days	NET 30 Days-Govt/Ed	GOVT-EXEMPT
QTY	ITEM NO	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
90	2294330	EPSON PL 95 XGA LCD 2600 LUM Mfg#: V11H383020- Contract: Epson BrighterFUTURES - Projectors 31792	493.60	44,416.00
90	2200652	EPSON WIRELESS LAN MODULE Mfg#: V12H418P12 Contract: MARKET	74.00	6,680.00
SUBTOTAL				51,075.00
FREIGHT				0.00
TAX				0.00
US Currency				
TOTAL				51,075.00

CDW Government
 230 North Milwaukee Ave.
 Vernon Hills, IL 60061

Fax: 312.705.9452

Please remit payment to:
 CDW Government
 75 Remittance Drive
 Suite 1515
 Chicago, IL 60675-1515



1000 Oakbrook Drive
Suite 200
Ann Arbor, Michigan 48104

Phone: 734-527-5700
Fax: 734-527-5790
www.merit.edu

June 19, 2013

David T. Payne
Director of District Technology
Monroe Public Schools
1275 North Macomb St.
Monroe, MI 48162

Re: Request for Purchase – Monroe Public Schools Technology Refresh 2013

Greetings,

We are pleased to provide the enclosed quote in response to your request, specifically section 2.5 VMware View Licensing. The information contained is valid for a period of 90 days from the date of this bid, unless rescinded by Merit Network, Inc.

Merit is responding to the request for the VMware licensing and production support under our agreement with VMware to extend discounted pricing to state and local government and educational institutions within Michigan. Merit's total for section 2.5, which is the only section we are bidding on, is \$170,712.06.

If you have any questions or need additional information, please feel free to contact us at vmware@merit.edu or 734-527-5785. For the latest information about Merit, please visit our website at www.merit.edu/services.

Thank you for your continued interest and support of Merit Network.

Sincerely,

A handwritten signature in black ink that reads "Nicole Trink".

Nicole Trink
Services Associate
Merit Network, Inc.



www.merit.edu

1000 Oakbrook Dr., Suite 200
Ann Arbor, MI 48104

Quote # 20130618-mlt
Quote Date: 6/19/2013
Quote Expiration Date: 7/19/2013
SnS Renewal Date: 6/17/2016

<p>Company Monroe Public Schools - Monroe Schools Technology Refresh 2013 Bid Address 1275 North Macomb St. Monroe, MI 48162</p> <p>Proposed By: Merit Network - Services Team Email vmware@merit.edu Phone 734-527-5785 / FAX: 734-527-5790</p>	<p>Contact: David Payne Email: payne@monroe.k12.mi.us Phone: 734-265-3150</p>
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Quantity	Product Number #	Product Description - All license products listed below include 1 year of Production level Support and Subscription (SnS) Service unless otherwise indicated.	Unit Price	Ext. Price
6	VU5-PR-100-C-3	VMware Horizon View 5 Bundle: 100 Pack	\$6,887.50	\$41,325.00
6	VU5-PR-100-3P-SSS-C	Production Support for VMware Horizon View 5 Bundle: 100 Pack	\$15,937.50	\$95,625.00
1	VU5-PR-100-3P-SSS-C	Production Support for VMware Horizon View 5 Bundle: 100 Pack	\$15,937.50	\$15,937.50
8	V55-ENT-PL-3P-SSS-C	Production Support for VMware vSphere 5 Enterprise Plus for 1 Processor	\$2,228.07	\$17,824.56
Total				\$170,712.06

Support and Subscription Services Pricing and Renewal Policy:

For all new Software deployed, all related SnS Services will be delivered at the Production Support level (24x7x365). Member will be billed in advance for the full term of SnS Services indicated on their purchase order. SnS Service is required on each license to receive ongoing Production Support, Software updates and upgrades. Merit offers multi-year SnS Service options and will manage the renewal process on the behalf of Merit VMware Licensing Members. Member agrees to pay renewal invoices prior to the end of each SnS term.

TERMS AND CONDITIONS: All purchases are subject to the Merit Licensing - VMware Program Terms and Conditions. These are attached for your reference.

Purchase orders may be emailed to vmware@merit.edu or faxed to Merit at 734-527-5790. Please ask for an updated quote after the expiration date as pricing and availability are subject to change.

Thank you for the opportunity to earn your business.

Services Team
Merit Network



Terms and Conditions

Through an Enterprise License Agreement ("ELA") with VMware, Merit Network, Inc. ("Merit") has obtained the ability to license VMware software ("Software") and provide Support and Subscription services ("SnS Services") for the benefit of its Member organizations ("Member"), subject to the terms of the applicable End User License Agreement ("EULA" accompanying or embedded in the Software, a copy of which can be found at www.vmware.com/downloads/eula and the VMware Support and Subscription Services "SnS" Terms and Conditions, found at http://www.vmware.com/files/pdf/support/support_terms_conditions.pdf. Please note that the terms and conditions above and those below are in addition to any indicated in the click through agreement when the Member deploys any Software through this program ("End User Member"), and that Member's completion of purchase order indicates acceptance of these terms and conditions.

Merit Membership

Eligible organizations that can deploy the Software and SnS Services ("Product") are: (a) accredited elementary, pre-secondary, secondary, post-secondary schools, medical teaching institutions that receive a majority (greater than 50%) of its funding from an accredited higher education institution located in the State of Michigan; and (b) state and local government agencies located within the State of Michigan. An eligible organization must be either a Full Merit Member ("Full Member") or a Basic Licensing Member ("Basic Member") in order to deploy Software through the Merit Licensing VMware Program.

A Basic Member fee of \$150 will be applied to all orders from eligible organizations that are not current Merit Members ("Non-Members"). Basic membership is limited to the deployment of VMware licensing only, and covers the term of SnS Services purchased. Basic Members may convert to Full Members for an additional \$600 per year. Visit www.merit.edu to learn more about the benefits of Merit membership. An organization who ceases to be a Merit Member ("Divested Member") cannot deploy additional Software and SnS Services through the Merit VMware Licensing Program. In the event that an organization chooses not to renew membership with Merit, Merit's obligation to provide SnS renewals directly to that organization shall terminate. Support for any Software by a Divested Member after the Divestiture Period of (3) months shall be at VMware's current SnS list price.

Grant and Use Rights for Software

Merit shall retain ownership of all licenses deployed by its End User Members per the Merit ELA. Upon payment of the applicable fees by the End User Member to Merit, and subject to the VMware EULA, the End User Member shall have the right to deploy the Software and utilize SnS Services indicated on their purchase order solely within the United States. For the avoidance of doubt, upon expiration of the Merit ELA period, End User Member may continue to use the licenses that it has deployed as of such date, but may not deploy additional copies of the licenses. A license to the Software shall be deemed "Deployed" if the Software has been installed, and End User Member has entered a software key enabling the Software to perform its function at, or prior to, the expiration of the Merit ELA Period.

For all new Software deployed, all related SnS Services will be delivered at the Production Support level (24x7x365). Member will be billed in advance for the full term of SnS Services indicated on their purchase order. SnS Service is required on each license to receive ongoing Production Support, Software updates and upgrades. Merit offers multi-year SnS Service options and will manage the renewal process on the behalf of Merit VMware Licensing Members. Member agrees to pay renewal invoices prior to the end of each SnS term.

Terms and Conditions

1. Payment Terms:

- 1.1. Product Prices are subject to change without notice. Price quotes are valid for 30 days from the date of the quote.
- 1.2. Member shall pay to Merit the amounts set forth on the accepted purchase order for the Software and Services thereon.
- 1.3. Licenses are non-refundable after the license keys are issued.
- 1.4. Payment is due upon 30 days of receipt of invoice. Payments beyond 30 days past due will be subject to a \$50.00 late charge. Accounts that are not collectable by Merit may be turned over to an outside collection agency for collection. If account is turned over for collection, Member agrees to pay the company a "Processing and Collection" Fee of not less than \$50 or more than \$150.
- 1.5. All checks shall be made payable to Merit Network and remitted to: 4020 East Beltline Avenue NE, Suite 201, Grand Rapids, MI 49525.

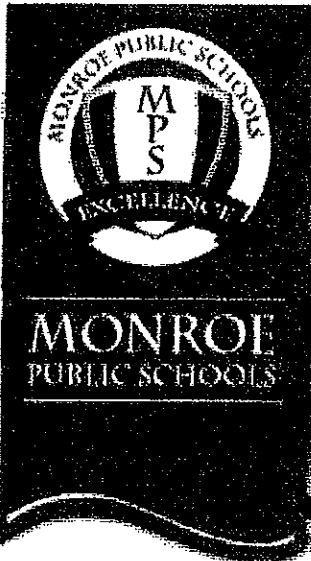
2. Term and Termination:

- 2.1. The Initial Product term shall commence from the invoice date generated once the Product is deployed and shall continue for the term indicated.
- 2.2. Merit may terminate the End User Member's rights to use the Product upon the failure of the Member to pay charges when due, or for material breach of any other term indicated. Such termination will not relieve Member of responsibility of the payment of all accrued charges, plus reasonable interest and any collection fees.

3. Limitation of Liability: Merit shall not be liable to the Member for any damage arising out of any event that is beyond the control of Merit. Merit shall not be liable to the Member for any indirect, special, incidental, exemplary, consequential or other form of money damages, including but not limited to lost profits or damages of any kind, however caused, arising out of or in connection with the use or provision of the Product, whether based in contract, tort or any other legal theory, and whether or not Merit has been made aware of the possibility of those damages.

4. Applicable Laws and Obligations: End User Member must comply with all laws, regulations, and policies applicable to their use of the Product, including without limitation, U.S. export laws concerning use of the Product.

5. This constitutes the entire agreement between the parties and supersedes all prior agreements and understandings with respect to the same subject matter. This agreement may not be modified by, and shall supersede any additional or contradictory term or condition of any Product purchase order from Member unless Merit expressly agrees otherwise in writing. No amendment or modification of this agreement shall be effective unless in writing and signed by both parties.



CONTACT US HOME MAP SITE SEARCH

DISTRICT SCHOOLS ACADEMICS EXTRA CURRICULAR CALENDARS COMMUNITY TECHNOLOGY



*welcome to
Monroe Public Schools*

Technology Refresh 2013 Bid Response

(Copy)



Innovative Communications, Inc.

Dale Grusecki

789 Bridgeview North

Saginaw, MI. 48604

Phone: (989) 754-5040

Fax: (989) 754-6955

Email: dgrusecki@lici.com

Web: www.lici.com

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3. ORGANIZATION INFORMATION	3
4. WARRANTY / MAINTENANCE INFO	4

Monroe Public Schools

Item Code	Product Description	Qty	Unit Cost	Extended Cost
Sec. 2.1.1				
802.11n CAP w/CleanAir, 3x4.3SS; Mod; Int Ant; A Reg Domain				
AIR-CAP2602I-A-K9	802.11n CAP w/CleanAir, 3x4.3SS; Mod; Int Ant; A Reg Domain	280	\$595.00	\$166,600.00
802.11n CAP w/CleanAir, 3x4.3SS; Mod; Ext Ant; A Reg Domain				
AIR-CAP2602E-A-K9	802.11n CAP w/CleanAir, 3x4.3SS; Mod; Ext Ant; A Reg Domain	9	\$649.00	\$5,841.00
2.4 GHz 2 dBi/5 GHz 4 dBi Dipole Ant. Blk RP-TNC				
AIR-ANT2524DB-R-	2.4 GHz 2 dBi/5 GHz 4 dBi Dipole Ant. Blk RP-TNC	36	\$28.00	\$1,008.00
W9641	WAP Cage - Invalid part # (unable to quote)	3	Invalid part #	Invalid part #
802.11a/g/n Ctdr-based AP - Ext Ant - A Reg Domain				
AIR-CAP1602E-A-K9	802.11a/g/n Ctdr-based AP - Ext Ant - A Reg Domain	15	\$394.00	\$5,910.00
Cisco Prime NCS Add-on Licenses Family				
L-NCS-1.0-ADD-K9	Cisco Prime NCS Add-on Licenses Family	1	incl.	incl.
L-NCS-1.0-100-ADD	Cisco Prime NCS Add-on License for 100 Devices	1	\$5,625.00	\$5,625.00
L-NCS-1.0-50-ADD	Cisco Prime NCS Add-on License for 50 Devices	1	\$3,295.00	\$3,295.00
Cisco Software Services - 1 Year				
CON-SAU-NCS1ADD	SW APP SUPP + UPGR Cisco Prime NCS Add-on Licenses Family	1	incl.	incl.
CON-SAU-PI12LR25	SW APP SUPP + UPGR PI 1.2 - Lifecycle - 25 Device License (this is the services for Part # L-PI12-LR-25 which is not listed in the RFP; is this required? if so, then our cost = \$ 545.00 for qty 1	1	??	??
CON-SAU-NCS1100A	SW APP SUPP + UPGR Cisco Prime NCS Add-on Lic for 100 Devices	3	\$1,600.00	\$4,800.00
CON-SAU-NCS150A	SW APP SUPP + UPGR Cisco Prime NCS Add-on License for 50 Devices	1	\$950.00	\$950.00
OPTIONAL - Cisco Software Services - 3 Years				
CON-SAU-NCS1ADD	SW APP SUPP + UPGR Cisco Prime NCS Add-on Licenses Family	0	optnl.	optnl.
CON-SAU-NCS1100A	SW APP SUPP + UPGR Cisco Prime NCS Add-on Lic for 100 Devices	0	\$4,450.00	\$0.00
CON-SAU-NCS150A	SW APP SUPP + UPGR Cisco Prime NCS Add-on License for 50 Devices	0	\$2,650.00	\$0.00
1000BASE-T SFP				
GLC-T=	1000BASE-T SFP	16	\$252.00	\$4,032.00
AIR-CT5508-250-K9	Cisco 5508 Series Wireless Controller for up to 250 APs	1	\$40,494.00	\$40,494.00
Cisco 5508 Series Wireless Controller for High Availability				
AIR-CT5508-HA-K9	Cisco 5508 Series Wireless Controller for High Availability	1	\$12,650.00	\$12,650.00
SWC5600LPE-K9-74	WLC SW 7.4-Licensed Data Payload Encryption (DTLS disabled)	1	Incl.	Incl.
AIR-PWR-CORD-NA	AIR Line Cord North America	1	Incl.	Incl.
LIC-CT5508-BASE	Base Software License	1	Incl.	Incl.
PI-MSE-PRMO-INSRT	Insert Packet - Expired part # (unable to quote)	1	expired part #	expired part #
1000BASE-T SFP				
GLC-T=	1000BASE-T SFP	8	\$252.00	\$2,016.00
Sec. 2.1.1 Sub-total				\$253,221.00

Sec. 2.1.2.				
Cisco 8x6xNBD Services - 1 Year				
CON-SNT-CT08250	SMARTNET 8X6XNBD Cisco 5508 Series	1	\$4,895.00	\$4,895.00
CON-SNT-CT5508HA	SMARTNET 8X6XNBD Cisco 5508 Series W/	1	\$1,495.00	\$1,495.00
OPTIONAL - Cisco 8x6xNBD Services - 3 Years				
CON-SNT-CT08290	SMARTNET 8X6XNBD Cisco 5508 Series	0	\$18,000.00	\$0.00
Sec. 2.1.2 Sub-total				\$6,890.00
Sec. 2.2.				
Catalyst 2960S 48 GigE PoE 740W 2 x 10G SFP+ LAN Base				
WS-C2960S-48FPD-L	Catalyst 2960S 48 GigE PoE 740W 2 x 10G SFP+ LAN Base	11	\$4,795.00	\$52,745.00
CAB-16AWG-AC	AC Power cord 16AWG	11	incl.	incl.
Catalyst 2960S 48 GigE PoE 740W 4 x SFP LAN Base				
WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE 740W 4 x SFP LAN Base	64	\$3,886.00	\$249,280.00
CAB-16AWG-AC	AC Power cord 16AWG	64	incl.	incl.
Catalyst 2900S Flexstack Stack Module				
C2900S-STACK=	Catalyst 2900S Flexstack Stack Module	35	\$720.00	\$25,200.00
10GBASE-LR SFP Module				
SFP-10G-LR=	10GBASE-LR SFP Module	22	\$2,575.00	\$56,660.00
CoK 8 port 10 Gigabit Ethernet module with DFC3C (req. X2)				
WS-X6708-10G-3C=	CoK 8 port 10 Gigabit Ethernet module with DFC3C (req. X2)	1	\$23,995.00	\$23,995.00
Sec. 2.2 Sub-total				\$407,670.00
Sec. 2.4.				
ASA 5515-X with SW 8GE Data 1GE Mgmt AC 3DES/AES				
ASA5515-K9	ASA 5515-X with SW 8GE Data 1GE Mgmt AC 3DES/AES	2	\$3,085.00	\$6,180.00
ASA-AC-E-5515	AnyConnect Essentials VPN License - ASA 5515-X (250 Users)	1	\$97.00	\$97.00
ASA-AC-M-5515	AnyConnect Mobile - ASA 5515-X (req. Essentials or Premium)	1	\$97.00	\$97.00
SF-ASA-8.6-K8	ASA 5500 Series Software Ver. 8.6 for ASA 5512X-5556X DES	2	incl.	incl.
CAB-AC	AC Power Cord (North America) C13 NEMA 5-15P 2 Ln	2	incl.	incl.
ASA-VPN-CLNT-K9	Cisco VPN Client Software (Windows Solaris Linux Mac)	2	incl.	incl.
ASA5500-ENCR-K9	ASA 5500 Strong Encryption License (3DES/AES)	2	incl.	incl.
ASA-ANYCONN-CSD-K9	ASA 5500 AnyConnect Client + Cisco Security Desktop Software	2	incl.	incl.
Cisco 24x7x4 Services - 1 Year				
CON-SNTP-A15K9	SMARTNET 24X7X4 ASA 5515-X with SW	2	\$895.00	\$1,790.00
OPTIONAL - Cisco 24x7x4 Services - 3 Years				
CON-SNTP-A15K9	SMARTNET 24X7X4 ASA 5515-X with SW	0	\$2,425.00	\$0.00
Sec. 2.4 Sub-total				\$8,174.00
Sec. 2.6.				
Projectors				
V11H383020	Epson PowerLite 95 projector	00	\$493.00	\$44,370.00
V12H416P12	Epson Projector Wifi card	80	\$93.00	\$7,470.00
Sec. 2.6 Sub-total				\$51,840.00
Grand Total				\$727,295.00

EXECUTIVE SUMMARY

Introduction:

ICI is pleased to reply to the "Monroe Public Schools – Technology Refresh 2013 RFP." Our knowledge and skills in the audio-visual world allow us too confidently provide this reply. We have extensive experience in implementing the latest technology in schools, universities, auditoriums, courtrooms, conference rooms, museums and medical institutions.

Corporate Philosophy:

At Innovative Communications, Inc. (ICI), quality is more than a goal...it is a way of life. Quality does not just happen. In the end, quality comes from having the human, technological and financial resources to invest in it each and every business day. An unwavering commitment to quality is at the heart of how ICI has done business since 1991. Then, as now, it is the key to our success and will continue to be in the future.

Project Overview:

Our understanding of the project is based on the RFP specification and does not include installation costs for the equipment quoted.

If awarded, ICI will employ our best efforts in procurement, delivery and support services within the time-frame requested. Please refer to our Project Assumptions below for our specific understanding of the project requirements.

Project Assumptions:

- No permits or fees allowed for
- No sales taxes included
- ICI assumes that an electrician will provide power where required for equipment and provide all metal conduits between points where power is required.
- ICI assumes that any required data ports will be supplied by owner at the locations where needed.
- ICI has included a full one (1) year warranty on all parts and labor at no charge.

ORGANIZATION INFORMATION

Small Business Classification

ICI's technicians and programmers are certified in the following:

- BICSI
- CEST
- CTS
- Crestron Certified programmer-Keith Mullins
- AMX "ACE" certified programmer

Five Reasons to Select ICI for Your Next Project

1. Experience

ICI has many years of experience in videoconferencing, distance education, and multimedia system design and installation. We have the knowledge and experience to work through the situations and challenges that may arise during your project. We are experts at adopting new technology to existing infrastructures, and we are familiar with many alternative solutions.

2. Confidence

To ensure your technology project is properly installed to applicable codes, our project managers, engineers and lead technicians are trained and certified by industry organizations including BiCSI (Certified Installer, Level II), InfoComm (Certified Technology Specialist) and NSCA (C-EST Certified Electronic System Installer). Our sales and technical services staff have the proper credentials, training and tools to ensure your system works as you intended.

3. Responsiveness

To guarantee your satisfaction, our support staff offers prompt, courteous technical support, to assist you before, during and after a sale. Live bodies are always available to help you at ICI.

4. Professionalism

We have carefully selected our business partners based on the highest quality products, service and experience available. Our primary interest is to offer our customers the best possible solution, at the best possible price. Our staff will only make fair and impartial recommendations with our customer's best interests in mind.

5. Accountability

At project conception, ICI will define the responsibilities to conform to the customer's expectations and specifications, and rigidly adhere to them throughout the implementation. Any deviation from these responsibilities will be openly and honestly discussed with our customer prior to any alterations. We do not expect final payment until the project is completed to the agreed upon specifications, and our customers' satisfaction.

Office Locations

HQ in Saginaw, MI Office - 789 Bridgeview North, Saginaw, MI 48603 Ph. 989-754-5040 Fax 989-754-6955

Grand Rapids, MI Office - 7612 Clyde Park SW, Byron Center, MI 49315 Ph. 616-878-5307 Fax 616-878-5312

Name	Position	Location	Certifications and Education	Critical Skills	A/V Exp.
Tom Spaude tspaude@l1ci.com	President/ Principal	Saginaw, MI	BS in B&A - Business Management	Business Development, Market Planning, Design & Engineering, Accounting	19 yrs
Rod Kuznicki rkuznicki@l1ci.com	Vice President/ Principal	Grand Rapids, MI	Associates - Electronic Technologies	Business Development, Market Planning, A/V System Design & Engineering,	27 yrs
Randy Jensen rjensen@l1ci.com	VP Operations	Saginaw, MI	BS in B&A - Business Management	Business Development, Market Planning, Financial Planning, HR, Office Management	22 yrs
Keith Mullins kmullins@l1ci.com	Dept.Mgr., System Engineer/ Programmer	Saginaw, MI	BICSI Cert., AMX ACE, Certified Crestron Programmer, Polycom Technical Cert, Cisco Networks, Avaya Wireless Installer, US Navy - Electronics Specialist	A/V System Design & Engineering, Project Management, AMX & Crestron Programmer, Network Design	14yrs
Earl Bucholz ebucholz@l1ci.com	Installation Mgr. / Project Mgr	Saginaw, MI	BICSI Cert. Installer, AMX & Crestron Installer, Avaya Wireless Installer, Peerless Mount Inst. US Air Force - Electronics Data Analyst	A/V System Design Support, Project Mgt.	25 yrs
Larry Trombly ltrombly@l1ci.com	Tech Services Mgr.	Saginaw, MI	MCU Installation and Service Certification, Amateur Technical (I.e. Technical Service Training Cert Taudberg, Polycom Cert.	Technical Services Mgr., A/V System Design and Network Support	23 yrs
Paul Spaude pspaude@l1ci.com	Purchasing Mgr	Saginaw, MI	Project management, Purchasing, NSCA C-EST	Administration	9 yrs
Aaron Leahy aleahy@l1ci.com	Technical Services Technician	Saginaw, MI	Polycom MCU Installation and Service Certification, AMX Programmer and Designer, Cisco CCNA in progress, Polycom VSG Networks and MCU Certs	Technical Services Technician, A/V System Design and Network Support	10 yrs
Brian Florey	Installation Supervisor	Saginaw, MI	Infocomm CTS, NSCA Courses, RF System Design, AMX & Crestron Inst., Biamp Certified	A/V System Design and Support, Project Mgt.	15 yrs
John Hughes	Lead Technician	Saginaw, MI	AMX Installer, Infocomm CTS, Peerless Mount Installation, Extron Installer	A/V System Design Support, Project Mgt	6 yrs
Jeff Zalucha jzalucha@l1ci.com	Acct. Executive	Saginaw, MI	AMX Sales Cert., Crestron Sales, Polycom Sales Cert.	Business Development, A/V System Design & Support	5 yrs
Dale Grusecki dgrusecki@l1ci.com	Acct. Executive	Saginaw, MI	AMX Sales Cert., Crestron Sales, Polycom Sales Cert.	Business Development, A/V System Design & Support	8 yrs
Mike Kissler mkissler@l1ci.com	System Engineer	Saginaw, MI	Microsoft MCP, Cisco CCNA, Polycom VSG Network and Video Certifications	A/V System Design & Engineering, Project Management, Network Design	15 yrs

MAINTENANCE AGREEMENTS & WARRANTY

WARRANTY & MAINTENANCE CONTRACT

A. Innovative Communications, Inc. (ICI) warrants that the equipment shall be free from defects and workmanship under normal use for a period of twelve (12) months from the date of acceptance. In the first twelve (12) months, ICI agrees to remedy at its cost, any defect in equipment that causes the equipment to fail to perform in accordance with the specification. This shall include remote diagnostics, depot repair service, and dispatching an on-site technician to replace the faulty equipment if deemed necessary. If any defect is proven to be due solely to the customer's

Monroe Public Schools

negligence, the customer shall be required to compensate ICI for its costs in providing the technical assistance, replacement cost, and for all transportation costs.

- B. After the initial warranty period is over ICI offers three different levels of service to its customers.

Limited Level (Basic)

A minimum level retainer agreement, whereby ICI provides phone support with a 4-hour response time for remote diagnostics, at no additional cost to the Customer. Depot repair service (Customer ships to ICI for repair or replacement) would be provided at an additional cost of \$85 /hour (two (2) hour minimum for testing and diagnostics) plus repair and shipping costs. On-Site service and repairs would be provided at \$85 /hour (two (2) hour minimum) and \$55/hour travel charge during normal business hours.

Standard Level

A retainer agreement, whereby ICI provides phone support with a 4-hour response time for remote diagnostics, a depot repair service on software/hardware warranty, which includes all ICI installed equipment in the room, (Customer ships to ICI for repair/replacement) at no additional cost to the customer. On-site service and repairs would be provided at \$85 /hour (two (2) hour minimum) and \$55/hour travel charge during normal business hours.

Enhanced Level

A full service support agreement, whereby ICI provides phone support with a 4-hour response time for remote diagnostics; a hardware warranty, which includes all ICI installed equipment in the facility; and if necessary, a technician dispatched by the next business day, during normal business hours, at no additional cost to the customer.

- C. Manufacturer Warranties:

- a. ICI will honor ALL Manufacturer Warranties that extend beyond the ICI 1 Year Warranty with "Depot repair service", whereas the customer will ship the equipment (if possible) to ICI for repair/replacement per the Manufacturer Warranty.

- D. ICI has a formal problem and management escalation procedure based on trouble-ticket severity for use of internal escalation to ensure prompt problem resolution. A description of the problem escalation process is detailed below.

- Call ICI and identify yourself as a customer in need of service.

When reporting problems to ICI, a representative will request the following information:

Customer Name

Customer contact name and telephone number

Description of problem

Site information (address, room number, hours of operation, etc.)

Site coordinator

Monroe Public Schools

The technical support technician will contact the customer within sixty minutes via telephone to determine what equipment is inoperable. Once determined, the part will be sent to the troubled system via an ICI technician. The field technicians will then replace/repair the equipment and ensure the system is operational. If a problem still exists, the technician will provide on-site diagnostics to further determine the cause of the problem. If additional parts are required, the equipment and field technician will be dispatched in the same fashion as described above.

Projector Lamps are covered with a 90-day Warranty, per Epson.

Service Hours will be 7:00 a.m. to 5:00 p.m. EST Monday through Friday

COMPANY PROFILE

ICI was formed in 1991 when a group of local colleges came to our founders with a need for interactive television systems for distance education classrooms. Today ICI is a full service integrator of audio, video and data products, with extensive experience in designing and installing distance education classrooms, corporation conference rooms, auditoriums, videoconferencing systems, and multimedia rooms.

ICI has over 17 years of experience in videoconferencing, distance education, multimedia system design and installation. We have the knowledge and experience to work through the situations and challenges that may arise during your project. We are experts at adopting new technologies to existing infrastructures, and we are familiar with many alternative solutions.

ICI's business partners including AMX, Crestron, Extron, ClearOne, Sony, Sanyo Fisher Corporation, Sharp, Polycom, Tandberg, Panasonic, Shure and many others. We provide an array of products for videoconferencing and multimedia systems. ICI supports standards based equipment, and has the Endorsement / Approval of national education consortia MiCTA and the ATAlliance. The end result of an ICI solution is technology that works and performs for you, today and in the future.

ICI and our business partners provide technology solutions for:

- Videoconferencing / Distance Education
- Multimedia Classrooms / Boardrooms / Auditoriums
- Multipoint Conferencing Units
- Streaming Media Solutions
- Media Retrieval Systems
- Consulting Services
- Specialty Lighting
- RF Systems

INDUSTRY CERTIFICATIONS

To ensure your technology project is properly installed to applicable codes, our project managers, engineers, salespersons, and lead technicians have been trained and/or certified by industry groups including BiCSI, NSCA, and InfoComm. Our sales and technical services staff have the proper credentials, training and tools to ensure your system works as you intended. MiCTA has awarded ICI

By Innovative Communications, Inc.

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with their prestigious "Endorsed" Vendor status for audio/video/data integration. Individual copies of certifications are available on request. A definition of each organization and certification is included below.

InfoComm



InfoComm - www.infocomm.org/ctsssearch

Certified Technology Specialist (CTS™) -- For audiovisual professionals who have demonstrated knowledge and comprehension of the science and technology used in communications including audio, video, display and systems. By demonstrating they know how things work, a CTS is able to apply these fundamentals to new technologies and applications as they develop.

InfoComm Certifications:

- Brian Florey – CTS
- Guy Vetengle – CTS
- John Hughes – CTS
- Barry Kuznicki – CTS
- Dennis Michael – CTS

Bicsi

advancing information transport systems

BICSI - <http://www.bicsi.org/Content/Index.aspx?file=install2.htm>

BICSI is a professional association supporting the information transport system (ITS) industry with information, education and knowledge assessment for individuals and companies. BICSI serves more than 24,000 ITS professional, including designers, installers and technicians. These individuals provide the fundamental infrastructure for telecommunications, audio/video, life safety and automation systems. Through courses, conferences, publications and professional registration programs, BICSI staff volunteers assist ITS professionals in delivering critical products and services, and offer opportunities for continual improvement and enhanced professional stature.

BICSI Certifications:

- Earl Bucholz – Level II Installer
- Keith Mullins – Level II Installer



NSCA - <http://www.nasca.org/>

To earn the C-SI™ and C-EST® certifications, professionals must meet specific work experience prerequisites, complete a written exam, and prove their technical competence by taking a timed hands-on skills test. Not everyone meets these benchmarks the first time. That is exactly why NSCA certifications are so valuable for proving skills and building business. Systems certification focuses on verifying a professional's ability to install, maintain, troubleshoot and service multiple electronic systems. This produces a well-rounded professional who understands how their work affects other systems within the build environment and ultimately how to product the best end result for the customer.

NSCA Certifications:

- Paul Spaude

By Innovative Communications, Inc.

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MiCTA – www.mictatech.org

The purpose of MiCTA shall be to identify and resolve common voice, data and video issues and problems; to provide a clearinghouse of information relative to these technologies; to gain information on new products and services; to improve the level of competency and enhance the professional status of the member administrators; to influence the development of voice, data and video services to members at reduced costs and improved quality; to participate in governmental and regulatory proceedings affecting technology issues. As Member procurement requirements increase, MiCTA continues to look for ways to provide essential products and services at the best overall value. The Request For Proposal (RFP) process provides the avenue from which MiCTA is able to enter into agreements for these products and services on behalf of the membership nationwide. Successful RFP's require input from Members and vendors, and information on industry trends and standards all of which contribute to the content of the RFP and processing timeline. MiCTA is responsible for issuing and evaluating RFP projects, and administering all resulting agreements.

ICI is an "Endorsed" Vendor of MiCTA.

CORPORATE STRENGTHS

ICI has many years of experience in videoconferencing, distance education, and multimedia system design and installation. We have the knowledge and experience to work through the situations and challenges that may arise during your project. We are experts at adopting new technology to existing infrastructures, and we are familiar with many alternative solutions.

- To guarantee your satisfaction, our support staff offers prompt, courteous technical support, to assist you before, during and after a sale.
- Live bodies are always available to help you at ICI.
- We have carefully selected our business partners based on the highest quality products, service and experience available.
- Our staff will only make fair and impartial recommendations with our customer's best interests in mind.
- Our primary interest is to offer our customers the best possible solution, at the best possible price.
- Lowest "Total Cost of Ownership" is at the heart of what we offer our customers.

End/dg

By *Innovative Communications, Inc.*

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3.0 BID SHEET EXAMPLE

Monroe Schools Technology Refresh 2013 Bid

Company Name: *Next-IT*
 Contact Person: *Diane Dewitt*
 Address: *423 W. Norton Ave., Suite 101, Muskegon, MI 49444*

Phone Number: *866-388-6398 x 604*

Fax Number: *231-739-6390*

Sec	Item	Item Cost	Notes
2.1.1	WIRELESS HARDWARE	\$248,518	WAP Cage (not included) invalid part #
2.1.2	WIRELESS MTGE	\$5,535	
2.1 Subtotal			\$254,053
2.2.1	Cisco Core Networking	\$373,460	
2.2.2		\$	
2.2 Subtotal			\$373,460
2.4			
2.3.1	Firewall	\$5674.36	
2.3.2	MTGE	\$1559.23	
2.3 Subtotal			\$7,233.59
Bid Total			\$634,746.59

2.4.1
2.4.1



June 19, 2013

David T. Payne
Director of District Technology
Monroe Public Schools
1275 North Macomb Street
Monroe, Michigan 48162
Telephone (734) 265-3150
payne@monroe.k12.mi.us

Dear David:

Thank you for the opportunity to provide a proposal for your Technology Refresh RFP.

As I mentioned to Kevin, although we are a Cisco Premier Partner, we have recommended an HP solution because we have saved other customers like Monroe Schools a considerable amount of money on these very similar technologies. Therefore, a "like-to-like" proposal has been provided. However, in order to accommodate the Cisco equipment that will remain at the Core, we have recommended an HP chassis solution which will connect to this existing Cisco core router to provide equivalent functionality.

SunTel has bid on section 2.1 and 2.2 of your bid. We could also provide the labor to assist with the installation of the HP equipment at a rate of \$125.00 per hour. We did not bid on section 2.11 since there are disciplines that we are not certified with in regards to your UCS and Netapp environment. However, we do have the necessary VMware certifications.

The summary of your bid costs are as follows:

Section 2.1 Wireless: \$134,103.20

Section 2.2 Core Network: \$178,301.20

Total for Sections Bid: \$312,404.40

Our hope is to raise awareness of the cost-effectiveness of HP's solutions so that we may have an opportunity to discuss HP Networking Technology further. We understand if HP were selected that there would be a learning curve but it should be minimized because of the similarity of HP's operating system with Cisco's IOS operating system.

We look forward to discussing your bid response in more depth at your convenience.

Sincerely,

A handwritten signature in cursive script that reads 'Bob Parenti'.

Bob Parenti
SunTel Services
Account Manager

Monroe Schools Technology Refresh Bid

Company Name: SunTel Services
 Contact Person: Bob Parenti
 Address: 1036 Crooks Rd
 Troy, Michigan 48064
 Phone: 248.654.3896
 Fax: 248.654.8785

2.1.1 HP Wireless

2.1.1 Access Points

Part Number	Description	Manufacturer	Quantity	Unit Price	Sub Total	Discount	Total
J6560A	HP MSM460 Dual Radio 802.11n AP (AM)	HP Networking	200	\$999.00	\$279,800.00	60.00%	\$111,866.00
J6821A	HP MSM406 Dual Radio 802.11n AP (AM)	HP Networking	9	\$999.00	\$8,991.00	60.00%	\$3,596.40
J6359A	HP Indoor Omnidirectional Dual Band 2.6/5GHz MIMO-6 Element Antenna	HP Networking	9	\$249.00	\$2,241.00	60.00%	\$896.40
J6650A	HP MSM430 Dual Radio 802.11n AP (AM)	HP Networking	16	\$699.00	\$10,466.00	60.00%	\$4,194.00
						Subtotal	\$120,572.80

2.1.1 Controller

Part Number	Description	Manufacturer	Quantity	Unit Price	Sub Total	Discount	Total
J6370A	HP MSM786 zl Mobility Controller	HP Networking	2	\$6,999.00	\$13,998.00	60.00%	\$5,599.20
J6371A	HP MSM760/763 Additional 40 Access Point License	HP Networking	6	\$3,369.00	\$16,086.00	60.00%	\$5,798.00
						Subtotal	\$12,397.20

Total \$132,972.00

2.1.2 Wireless Maintenance /Support 1 year

Part Number	Description	Manufacturer	Quantity	Unit Price	Sub Total	Discount	Total
U0800E	HP 1y SupportPlus24 Networks MSM765 MC SVC	HP Networking	2	\$1,414.00	\$2,828.00	60.00%	\$1,131.20
						Total	\$1,131.20

2.1.2 Wireless Maintenance /Support 4 year

Part Number	Description	Manufacturer	Quantity	Unit Price	Sub Total	Discount	Total
U0609E	HP 4y SupportPlus24 Networks MSM765 SVC	HP Networking	2	\$5,350.00	\$10,700.00	60.00%	\$4,312.00

Since the 4 Year Support is an option it was not included in total. Please add \$4312 to the total if the 4 year option is chosen

2.1 Total \$134,103.20

2.2 Core Network

Part Number	Description	Manufacturer	Quantity	Unit Price	Sub Total	Discount	Total
J9842A	HP 6406 zl Switch w/Premium Software- Connects to existing Cisco 6808	HP Networking	1	\$2,419.00	\$2,419.00	60.00%	\$937.00
J8712A	HP 676W zl Power Supply	HP Networking	2	\$799.00	\$1,598.00	60.00%	\$639.20
J9838A	HP 8-port 10GbE SFP+ v2 zl Module	HP Networking	1	\$4,799.00	\$4,799.00	60.00%	\$1,919.60
J9164A	HP X132 10G SFP+ 1:0 LR Transceiver	HP Networking	8	\$3,320.00	\$26,560.00	60.00%	\$10,652.80
J9727A	HP 2920-48G-POE+ Switch	HP Networking	75	\$4,600.00	\$3,450,000.00	60.00%	\$1,409,970.00
J9769A	HP 2920 2-port Stacking Module	HP Networking	85	\$1,019.00	\$85,615.00	60.00%	\$31,266.00
J9731A	HP 2920 2-port 10GbE SFP+ Module	HP Networking	11	\$899.00	\$9,889.00	60.00%	\$4,395.60
J6736A	HP 1.0M 2920 Stacking Cable	HP Networking	18	\$345.00	\$6,210.00	60.00%	\$3,924.00
						Total	\$177,734.80

2.2 Core Network Maintenance /Support 1 year (included on Existing Cisco Core so added to this device also)

Part Number	Description	Manufacturer	Quantity	Unit Price	Sub Total	Discount	Total
HR601E	HP 1y SuppPlus24 6406 zl Switch bnd SVC (24x7x4)	HP Networking	1	\$1,418.00	\$1,418.00	60.00%	\$538.40
2920-48G Spprt	HP Lifetime NBD Warranty	HP Networking	75	\$0.00	\$0.00	60.00%	\$0.00
						Total	\$538.40

2.2 Core Network Maintenance /Support 4 year

Part Number	Description	Manufacturer	Quantity	Unit Price	Sub Total	Discount	Total
UAM54E	HP 4ySuppPlus24 6406 zl switch bnd SVC (24x7x4)	HP Networking	1	\$3,383.00	\$3,383.00	60.00%	\$2,188.00
2920-48G Spprt	HP Lifetime NBD Warranty	HP Networking	75	\$0.00	\$0.00	60.00%	\$0.00
						Total	\$2,188.00

Since the 4 Year Support is an option it was not included in total. Please add \$2188 to the total if the 4 year option is chosen

2.2 Total \$179,922.80

Total for Items Bid On: \$312,404.40

Monroe Schools Technology Refresh 2013 Bid

Company Name: SEHI Computer Products Inc
Contact Person: Craig Sehi
Address: 2930 Bond Street
 Rochester Hills MI 48309
 craig@sehi.com
Phone Number: 248-299-1580
Fax Number: 248-299-1590

Sec	Item	Item Cost	Notes
2.8.1	Intouch40 55441BW	\$ 1338.00 ea	Alt Bid Spectrum InTouch
2.8.1	Intouch40 55439DW	\$ 2422.00 ea	Alt Bid Spectrum InTouch 40 with Sync/Charge
2.8.1 Subtotal			\$ 15,802.00
2.8.2	Cloud32 55465BW	\$ 1106.00 ea	Bidding Spectrum Cloud 32 55465BW
2.8.2		\$	
2.8.2 Subtotal			\$ 55,300.00
2.6	Powerlite 95	\$ 499.00 ea	Epson Powerlite 95
2.6	Epson Wireless Mod	\$ 76.00 ea	Epson Wireless for 95
2.6 Subtotal			\$ 51,750.00
Bid Total			\$ 122,852.00 See Notes Below

NOTES:

Bidding only the Ipad and Chromebook carts, all with Spectrum
 Bidding the Epson Projector

See Bill of Material for full Details

netech

48325 Alpha Drive, Suite 150
Wixom, MI 48393

QUOTATION

QUOTE #: 654335255-4

Quote Date: 06/18/13

Contract: Lenawee ISD

Customer Name: Monroe Public Schools

TOTAL QUOTE AMOUNT:	\$31,710.00	
Product Subtotal:	\$31,710.00	
Tax:	\$0.00	
Shipping & Handling:	\$0.00	
Shipping Method:	Ground	Total Number of System Groups: 1

GROUP: 1	QUANTITY: 35	SYSTEM PRICE: \$906.00	GROUP TOTAL: \$31,710.00
Base Unit:	Dell Latitude E6430 (226-2665)		
Processor:	3rd gen Intel Core i5-3380M Processor (2.9GHz, 3M cache, Upgradable to Intel vPro technology), Dell Lat. E6430 (338-BBKY)		
Memory:	6.0GB, DDR3-1600MHz SDRAM, 2 DIMMs, Dell Latitude (317-8936)		
Keyboard:	Internal English Dual Point Keyboard, Latitude E (332-0035)		
Keyboard:	Documentation (English), Dell Latitude and Precision Workstations (332-0472)		
Keyboard:	Tech Setup Guide, English, Dell Latitude E6X30 (331-5825)		
Video Card:	Intel HD Graphics 4000, Dell Latitude E6430 (318-2647)		
Hard Drive:	320GB 7200rpm Hard Drive 7mm, Dell Latitude E6X30 (342-4940)		
Hard Drive Controller:	No Dell ControlVault, No Fingerprint Reader, No Smartcard Reader and No Contactless Smartcard Reader, Dual Poi (331-5841)		
Floppy Disk Drive:	14.0" HD+(1600x900) Anti-Glare LED-backlit with Premium Panel Guarantee, Dell Latitude E6430 (320-3083)		
Operating System:	Windows 8, 64-bit, Latitude, OptiPlex, Precision, English (421-8980)		
Operating System:	Dell Backup and Recovery Basic for Business Client (421-8633)		
Operating System:	Software, DDPA (Dell Data Protection Access), version 2.3, Dell Latitude EXX30 (421-8718)		
NIC:	Dell Wireless 380 Bluetooth 4.0 LE Module, Dell Latitude E4/Mobile Precision (430-4642)		
NIC:	Bluetooth Cable, Dell Latitude E6430/ATG (331-5833)		
Modem:	No Modem, Dell Latitude E4 (331-5834)		
Modem:	No Modem for Latitude E-Family (313-9806)		
TBU:	US - 3 foot Flat Power Cord, Dell Latitude (330-4016)		
TBU:	90W 3-Pin, AC Adapter, Dell Latitude EXX30 (331-5820)		
CD-ROM or DVD-ROM Drive:	8X DVD+-RW, Dell Latitude E4 (318-1732)		
CD-ROM or DVD-ROM Drive:	8X DVD+-RW Bezel, Dell Latitude E63X0/E64X0/E65X0/ATG (318-0466)		
CD-ROM or DVD-ROM Drive:	Thank you for Choosing Dell (318-2231)		
Sound Card:	Light Sensitive Webcam and Noise Cancelling Digital Array Mic, Dell Latitude E6430/ATG (318-1720)		
Processor Cable:	Intel Centrino Ultimate-N 6300 802.11n 3x3 Half Mini Card, Dell Latitude E4/Mobile Precision (430-4633)		
Documentation Diskette:	No Intel vPro Technology Advanced Management Features, Dell Latitude E6430/S/ATG (331-5836)		
Bundled Software:	No Productivity Software, Dell OptiPlex, Precision and Latitude (421-3872)		
Feature	9-Cell (97WH) Primary Lithium Ion Battery, (3.0Ah) ExpressCharge Capable for Latitude E4 (312-1319)		
Service:	Basic Hardware Service: Next Business Day Onsite Service After Remote Diagnosis 2 Year Extended (993-9141)		
Service:	Basic Hardware Service: Next Business Day Onsite Service After Remote Diagnosis Initial Year (993-8341)		
Service:	Dell Limited Hardware Warranty Plus Service Extended Year(s) (994-0921)		
Service:	Dell Limited Hardware Warranty Plus Service Initial Year (994-0681)		
Service:	Dell ProSupport Service Offering Declined (991-2878)		
Installation:	Standard On-Site Installation Declined (900-9987)		
Misc:	Energy Star Enabled/E-PEAT, Latitude E6X30 (331-6213)		
Misc:	Resource DVD with Drivers for Windows 8, Dell Latitude E6X30, E5X30 (332-0330)		
Misc:	Intel Core i6 Processor (331-1633)		



QUOTATION

48325 Alpha Drive, Suite 150
 Wixom, MI 48393

QUOTE #: 648426318-3

Quote Date: 06/18/13

Contract: MHEC

Customer Name: Monroe Public Schools

TOTAL QUOTE AMOUNT:	\$24,150.00	
Product Subtotal:	\$24,150.00	
Tax:	\$0.00	
Shipping & Handling:	\$0.00	
Shipping Method:	Ground	Total Number of System Groups: 1

GROUP: 1	QUANTITY: 35	SYSTEM PRICE: \$690.00	GROUP TOTAL: \$24,150.00
Base Unit:	OptiPlex 9010 Small Form Factor (226-2694)		
Processor:	3rd Gen Intel Core i5-3470 Processor (6MB, 3.2GHz) w/HD2500 Graphics, Dell Optiplex 9010 (319-0808)		
Memory:	4GB, NON-ECC, 1600MHZ DDR3,2DIMM,OptiPlex (317-8985)		
Keyboard:	Dell USB KB, English, WIN7/8, Optiplex and Precision Desktop (331-9586)		
Monitor:	No Monitor Selected, Dell OptiPlex (320-3704)		
Video Card:	Intel Integrated Graphics w/DP/DVI, OPTI (320-3778)		
Hard Drive:	250GB 3.5 6.0Gb/s SATA with 8MB DataBurst Cache,OptiPlex (342-3902)		
Operating System:	Windows 7 Home Premium,Media, 32-bit, Optiplex, English (421-5397)		
Operating System:	Windows 7 Label, OptiPlex, Fixed Precision, Vostro Desktop (330-6228)		
Operating System:	Dell Client System Update (Updates latest Dell Recommended BIOS, Drivers, Firmware and Apps),OptiPlex (421-5334)		
Operating System:	Software, DDPA (Dell Data Protection Access), version 2.3, OptiPlex x010 (421-8276)		
Mouse:	Dell MS111 USB Optical Mouse,OptiPlex and Fixed Precision (330-9458)		
TBU:	Intel vPro Technology Enabled, Dell OptiPlex 9010 (331-5542)		
CD-ROM or DVD-ROM Drive:	8X SlimLine, DVD+/-RW, Dell OptiPlex (318-0820)		
CD-ROM or DVD-ROM Drive:	Thank you for Choosing Dell (318-2231)		
Sound Card:	Heat Sink, Perf/Mstrm, SFF, OptiPlex (331-8318)		
Speakers:	Internal Speaker, OptiPlex (318-0319)		
Cable:	OptiPlex 9010 Small Form Factor Standard Power Supply (331-5639)		
Cable:	Regulatory label, Mexico, for OptiPlex 9010 Small Form Factor (331-5638)		
Cable:	Enable Low Power Mode for EUP Compliance,Dell OptiPlex (330-7422)		
Documentation Diskette:	Documentation,English and French,Dell OptiPlex (331-2030)		
Documentation Diskette:	Power Cord,125V,2M,C13,Dell OptiPlex (330-1711)		
Bundled Software:	No Productivity Software,Dell OptiPlex,Precision and Latitude (421-3872)		
Controller Option:	No RAID, Dell OptiPlex (341-8038)		
Factory Installed Software:	No ESTAR Settings, OptiPlex (331-8325)		
Feature	Resource DVD contains Diagnostics and Drivers for Dell OptiPlex 9010 (331-5543)		
Service:	Basic Hardware Service: Next Business Day Onsite Service After Remote Diagnosis 2 Year Extended (986-1172)		
Service:	Basic Hardware Service: Next Business Day Onsite Service After Remote Diagnosis Initial Year (939-2491)		
Service:	Dell Limited Hardware Warranty Plus Service Extended Year(s) (939-1018)		
Service:	Dell Limited Hardware Warranty Plus Service Initial Year (935-6167)		
Service:	Dell ProSupport Service Offering Declined (991-2878)		
Misc:	Chassis Intrusion Switch,OptiPlex SFF (317-6625)		
Misc:	Shipping Material for System,Small Form Factor,Dell OptiPlex 990 (331-1270)		
Misc:	Tech Sheet, Eng,Dell OptiPlex 9010,Factory Install (310-4281)		
	Core i5 vPro Sticker (331-1564)		



48325 Alpha Drive, Suite 150
 Wixom, MI 48393

QUOTATION

QUOTE #: 619931305-3

Quote Date: 06/18/13

Contract: Lenawee ISD

Customer Name: Monroe Public Schools

TOTAL QUOTE AMOUNT:	\$5,355.00	
Product Subtotal:	\$5,355.00	
Tax:	\$0.00	
Shipping & Handling:	\$0.00	
Shipping Method:	Ground	Total Number of System Groups: 0

SOFTWARE & ACCESSORIES			
Product	Quantity	Unit Price	Total
Dell Professional P2212H, Wide screen, 21.5-Inch VIS, HAS, VGA,DVI, Customer Install (320-2908)	35	\$130.00	\$4,550.00
3YR Limited Warranty Monitor, Advanced Exchange (986-4872)	35	\$0.00	\$0.00
AX510 black Sound Bar for UltraSharp Flat Panel DisplaysDell Optiplex/Precision/Latitude, Customer In (313-6412)	35	\$23.00	\$805.00



48325 Alpha Drive, Suite 150
Wixom, MI 48393

QUOTATION

QUOTE #: 654565082-8

Quote Date: 06/18/13

Contract: MHEC

Customer Name: Monroe Public Schools

TOTAL QUOTE AMOUNT:	\$135,600.00	
Product Subtotal:	\$135,600.00	
Tax:	\$0.00	
Shipping & Handling:	\$0.00	
Shipping Method:	Ground	Total Number of System Groups: 0

SOFTWARE & ACCESSORIES			
Product	Quantity	Unit Price	Total
Dell Wyse P26 Zero Client with 32 MB Flash and 512 MB RAM (A6362886) (Includes keyboard and mouse)	400	\$339.00	\$135,600.00



48325 Alpha Drive, Suite 150
 Wixom, MI 48393

QUOTATION

QUOTE #: 619931305-6

Quote Date: 06/18/13

Contract: Lenawee ISD

Customer Name: Monroe Public Schools

TOTAL QUOTE AMOUNT:	\$61,200.00	
Product Subtotal:	\$61,200.00	
Tax:	\$0.00	
Shipping & Handling:	\$0.00	
Shipping Method:	Ground	Total Number of System Groups: 0

SOFTWARE & ACCESSORIES			
Product	Quantity	Unit Price	Total
Dell Professional P2212H, Wide screen, 21.5-inch WIS, HAS, VGA,DVI, Customer Install (320-2998)	400	\$130.00	\$52,000.00
3YR Limited Warranty Monitor, Advanced Exchange (986-4872)	400	\$0.00	\$0.00
AX610 black Sound Bar for UltraSharp Flat Panel DisplaysDell Optiplex/Precision/Latitude, Customer In (313-6412)	400	\$23.00	\$9,200.00

Sehi Computer Products, Inc.

Website: <http://www.buysehiedu.com>**Notes**

For 2013 Supplies and Equipment, minimum order is \$50 to avoid shipping charges. For all other contracts, orders of less than \$500 to a single ship-to location will be charged \$6.00 shipping. Purchasing cards accepted with no fee. E-rate SPIN 1430009325.

Vendor Contact - Nicki Meller

2930 Bond St.
Rochester Hills MI 48309

Phone 800-233-7344 ext. 215 Fax 248-299-1590 Email nicki@sehi.com

Item	Details	Qty.	Price	Total
136645	<p>Name Notebook Computer, Chromebook</p> <p>Quantity Unit Each</p> <p>Mfg/Model HP / HP Pavilion 14 Chromebook</p> <p>Reseller Order Number D1A50UA</p> <p>Contract Expiration 07-31-2013</p> <p>Item Description Notebook computer, Celeron 847 (1.10GHz, 2MB) 4 GB 1600 1D, 16GB, 14.0 HD BV LED-backlit UMA: HD, no optical drive, 802.11a/b/g/n 2x2, BT, TV HD webcam, Chrome OS, four-cell 37 Wh battery, 1/1/0 return to factory warranty.</p> <p>Order Notes In order to receive section 22i rebate, purchase order must be submitted to vendor via SPOT.</p>	15.00	318.00	4,770.00
			Vendor Total	\$4,770.00



Quote

Created Date 6/5/2013
 Quote Number 00052071
 Expiration Date 7/5/2013
 Payment Terms Net 30
 Price Book AirWatch

Customer Monroe Public Schools Contact Name Kevin Hauser
 Bill To 1275 N Macomb Street Phone (734) 265-3150
 Monroe, MI 48162 Email hauser@monroe.k12.mi.us
 United States

Product Code	Product Description	Unit Price	Term	Quantity	Total Price
MDM-SB-SD-EDU-OP	AirWatch MDM, MAM, MEM for On-Premise Installs	USD 7.50	1 Year	1,350.00	USD 10,125.00
MDM-SB-SD-EDU-OP	AirWatch MDM, MAM, MEM for On-Premise Installs	USD 0.68	3 Months	150.00	USD 306.00
MDM-SB-SD-EDU-OP	AirWatch MDM, MAM, MEM for On-Premise Installs	USD 0.75	3 Months	300.00	USD 675.00

Comments True-up for the 450 expired devices to adjust renewal date to July 1. In addition, paying for 450 devices from July 1, 2013 to July 1, 2014. Also, bringing total device count to 1350 by adding 900 devices. Discount all devices \$1.50 for 2014

Total Price USD 11,106.00
 Grand Total USD 11,106.00

For questions about this quote or remittance of PO, please contact the AirWatch representative listed below:

AirWatch Contact Josh Hamrick
 Phone Number (404) 902-4137
 Email joshhamrick@air-watch.com

Submit Tax Exempt certificate with PO if eligible. Sales Tax applicable in CA, GA, VA, and WA.
 Send Purchase Order, Payment by Wire or Payment by Credit Card referencing the Quote # above.

Initials _____

Hi Tom,
Below is the quote you requested. Please let me know if you have any questions.
Thanks,
Paul



Pricing Proposal

Quotation #:	6734529
Description:	CrossTec Renewal(4)
Created On:	Jun-11-2013
Valid Until:	Jun-28-2013

Monroe Public Schools

Tom King
1275 N. Macomb St.
Monroe, MI 48162
United States
Phone: (734) 265-3157
Fax:
Email: king@monroe.k12.mi.us

All Prices are in US Dollar(USD)

Product	Qty	Your Price	Total
1 Remote Control CrossCare Annual Maintenance ***Renew 2000 of 3000 Licenses*** CrossTec Corp - Part#: CC-RC-R Note: 7/1/2013 - 7/1/2014	1	\$9,875.25	\$9,875.25
		Total:	\$9,875.25

Additional Comments

Retrieve your quote:

<https://www.shi.com/Quotes/QuoteInfo.aspx>

The Products offered under this proposal are subject to the SHI Return Policy, unless there is an existing agreement between SHI and the Customer.



CrossCARE Renewal Quote

500 NE Spanish River Blvd., Suite 201
Boca Raton, FL 33431
Toll Free: 800.675.0729 Fax: 561.391.5820

Number AAAQ3922-04

Date Feb 22, 2013

Contract Expiration Date 7/1/2013

Sold To

Monroe Public Schools
David Payne
1275 N. Macomb St.
Monroe, MI 48162
USA

Ship To

Monroe Public Schools
David Payne
1275 N. Macomb St.
Monroe, MI 48162
USA

Phone (734)265-3158
Email payne@monroe.k12.mi.us

Phone (734)265-3158
Email payne@monroe.k12.mi.us

Salesperson	Fax Orders To	Email Orders To	Renew By
Don Vander Wall	561.391.5820	orders@crostecsoftware.com	7/1/2013

Line	Qty	Part #	Description	Unit Price	Ext. Price
1	2,000	CC-RC-R	Remote Control CrossCare Annual Maintenance Renewal Contract Period 7/1/13 - 7/1/14 ***Renew 2000 of 3000 Licenses***	\$4.95	\$9,900.00

SubTotal	\$9,900.00
Tax	\$0.00
Shipping	\$0.00
Total	\$9,900.00

Please submit payment or purchase order prior to expiration date to avoid reinstatement fees.

Terms: **THIS PRICING IS SUBJECT TO CHANGE.** This does not promise a delivery date or availability of the product(s). This quote is non-transferable and valid only for the company/individual named above. No refunds or returns for credit on special order items.

06/11/13 09:08:46



CDWG.com | 800.594.4239

OE400SPS

SALES QUOTATION

QUOTE NO.	ACCOUNT NO.	DATE
DMQL033	9512489	6/11/2013

BILL TO:
 KEVIN HAUSER
 1275 N MACOMB ST

SHIP TO:
 MONROE PUBLIC SCHOOLS
 Attention To: KEVIN HAUSER
 1275 N MACOMB ST

Accounts Payable
 MONROE, MI 48162-3128

MONROE, MI 48162-3128
 Contact: TOM KING 734.265.3157

Customer Phone #734.265.3162

Customer P.O. # CROSSTEC QUOTE

ACCOUNT MANAGER		SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE
RAYNELLE HOWLETT 866.224.4820		DROP SHIP-GROUND	NET 30 Days-Govt/Ed	GOVT-EXEMPT
QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
2000	2743014	CROSSTECH CROSSCARE ANN MNT RNWL Mfg#: CC-RC-R Contract: MARKET	5.35	10,700.00
SUBTOTAL				10,700.00
FREIGHT				0.00
TAX				0.00
TOTAL				10,700.00

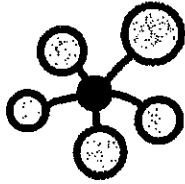
US Currency

TOTAL 10,700.00

CDW Government
 230 North Milwaukee Ave.
 Vernon Hills, IL 60061

Fax: 312.705.9452

Please remit payment to:
 CDW Government
 75 Remittance Drive
 Suite 1515
 Chicago, IL 60675-1515



LEVEL DATA

information made easy

PROOF Invoice

Date	Invoice #
P.O. #	Account #
	1064

Monroe Public Schools
Accounts Payable
1275 North Macomb St
Monroe, MI 48162-3128

Terms	QB #
Net 15	MONROE_MI006

Description	Qty	Rate	Amount
Project Sponsor: David Payne , Technical Director Service Period: 7/1/2013 to 6/30/2014 Student Count: 6,140 Contract Year: 5 Level Data Managed Integration Service Annual Renewal Level Data will pass key data through the following applications: PowerSchool™ - Pearson®, Active Directory™ - Microsoft®, Benchmar™ - Pearson®, Destiny Library Manager™ - Follett Corporation®, MealMagc.Net™ - Meal Magic Corporation®, RouteFinder Pro™ - Transfinder® and Career Cruising™ - CareerCruising®	6,140	4.25	26,095.00

Enrollment Source: CEPI Fall 2012 General Collection

Total Due	\$26,095.00
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CDWG.com | 800.594.4239

OE400SPS

SALES QUOTATION

QUOTE NO	ACCOUNT NO	DATE
DMLR019	9512489	6/6/2013

BILL TO:
 KEVIN HAUSER
 1275 N MACOMB ST

SHIP TO:
 MONROE PUBLIC SCHOOLS
 Attention To: KEVIN HAUSER
 1275 N MACOMB ST

Accounts Payable
 MONROE, MI 48162-3128

MONROE, MI 48162-3128
 Contact: TOM KING 734.265.3157

Customer Phone #734.265.3162

Customer P.O. # MIC OPTION 3 QTY 300

ACCOUNT MANAGER	SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE
RAYNELLE HOWLETT 866.224.4820	ELECTRONIC DISTRIBUTION	NET 30 Days-Govt/Ed	GOVT-EXEMPT

QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
500	2540594	MS EES VDA P/DEV Mfg#: 4ZF-00019-12MO Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	26.47	13,235.00
25	2354456	MS EES VISIO PREM LIC/SA Mfg#: TSD-00934 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	46.15	1,153.75
25	2355600	MS EES PROJECT PRO LIC/SA Mfg#: H30-00237 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	53.44	1,336.00
3	2355606	MS EES EXCH SRV ENT LIC/SA Mfg#: 395-02412 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	331.54	994.62
1	2379801	MS EES WIN SRV EXT CONN LIC/SA Mfg#: R39-00374 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	165.28	165.28
8	2670099	MS EES SQL SRV STD CORE LIC/SA Mfg#: 7NQ-00302 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	293.41	2,347.28
12	2355623	MS EES WIN SRV ENT LIC/SA Mfg#: P72-00185 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	115.73	1,388.76
566	2374846	MS EES DT EDU LIC/SA LB Mfg#: 2UJ-00001 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	44.09	24,954.94
SUBTOTAL				45,575.63
FREIGHT				0.00
TAX				0.00

US Currency

TOTAL 45,575.63

INVOICE



INVOICE NUMBER: 8451985	
INVOICE	
TAX I.D. NO.: 41-0850627	
DATE: 01-JUL-13	Page 1 of 1
CUSTOMER NO.: 1071663	CREDIT REF. NO.:

BILL TO:

ATTN: ACCOUNTS PAYABLE
 MONROE PUBLIC SCHOOLS
 1275 N MACOMB ST
 MONROE, MI 48162

LOCATED AT:

MONROE PUBLIC SCHOOLS
 1275 N MACOMB ST
 MONROE, MI 48162

Reference Number: OUP-593258

PURCHASE INFORMATION		SHIPPING INFORMATION		PAYMENT INFORMATION		
PURCHASE ORDER: SEE NOTE BELOW		(MOST RECENT SHIPMENT)		TERMS: PAY ON RECEIPT		
CUSTOMER CONTRACT NUMBER:		SHIP DATE:		DUE DATE: 01-JUL-13		
NCS CONTRACT NUMBER: 3284032-7		CARRIER:		CONTACT: Customer.Service@pearson.com		
		B/L NUMBER:		888-827-0772 (Toll-Free)		
				480-457-7978 (Direct Dial)		
				480-907-2249 (Fax)		
DESCRIPTION		U/M	QTY	A X	UNIT PRICE	EXTENDED PRICE
PowerSchool Premier License		Each	6500	N	4.50	29,250.00
FOR PERIOD 01-JUL-13 THROUGH 30-JUN-14						
PowerSchool Distance Learning Subscription		Each	1	N	2,500.00	2,500.00
FOR PERIOD 01-JUL-13 THROUGH 30-JUN-14						
INVOICE SUMMARY:						
TOTAL FOR ALL LINE ITEMS						31,750.00
6.00% STATE TAX						0.00
0.00% COUNTY TAX						0.00
0.00% CITY TAX						0.00
Register at https://lpay.pearson.com/OA_HTML/SelfRegistration.jsp						
Already a user, login to https://lpay.pearson.com						
THIS IS YOUR ANNUAL SUPPORT/SUBSCRIPTION RENEWAL. A NEW PURCHASE ORDER IS REQUIRED. TO AVOID CANCELLATION OF YOUR PHONE SUPPORT, PRODUCT UPDATES, OR HOSTED PRODUCT PLEASE WORK WITH YOUR DIRECTOR OF TECHNOLOGY OR APPROPRIATE PARTY TO ESTABLISH AND APPROVE A CURRENT YEAR PO AND PAYMENT FOR THIS ANNUALLY RECURRING INVOICE. IF SUPPORT IS NOT USED, PLEASE FAX A WRITTEN CANCELLATION TO 480-907-2249.						
		SUBTOTAL			TAX	TOTAL (USD)
		31,750.00			0.00	31,750.00

Remit by Check to:
 NCS PEARSON, INC.
 13036 COLLECTION CENTER DRIVE
 CHICAGO, IL 60693
 Remit by Wire or ACH to:
 Bank of America - Account Name: NCS Pearson Inc.
 ACH: # 071-000-039 WIRE: #0260-0959-3
 Account No: 81881-05388 SWIFT: BOFAUS33N
 (Include Invoice number in transmission)

ORIGINAL



Quotation

Scholastic Education Inside Sales
 2315 Dean Street, Suite 600, St. Charles, IL 60175
 Phone: (800) 387-1437 Fax: (877) 242-5865

Prepared for: Mr. Tom King, MONROE PUBLIC SCHOOLS 1275 N Macomb St Monroe, MI 48162	Prepared by: Bob Anderson Technical Services Sales Rep 800-387-1437 X6356 randerson2@scholastic.com	Date: 4/2/2013
--	---	-----------------------

ISBN #	Description	QTY	Unit Price	Subtotal	Discount Amount	Total
Plans for these schools will start 7/30/2013 and end 7/30/2014						
600065262	MONROE HIGH SCHOOL					
600065261	MONROE MIDDLE SCHOOL					
951719	Basic Product Maintenance and Support Plan for 1-10 schools (one year, price per school)	2	\$2,100.00	\$4,200.00	\$0.00	\$4,200.00

For each site covered, the Basic Building Technical Services Plan includes phone support, email support, Online support, Web chat and Software maintenance updates. In addition to covering READ180 and System 44, this plan covers ReadAbout, Scholastic Phonics Inventory, Scholastic Reading Inventory, Scholastic Reading Counts!, Zip Zoom English, WiggleWorks, FASTT Math, Fraction Nation and Scholastic Math Inventory-all for one low price per school

Subtotal	\$4,200.00	\$0.00	\$4,200.00
Shipping and Handling			\$0.00
Sales Tax			\$0.00
Total			\$4,200.00

Prices are valid for 90 days.
 48162035

Please fax or email your purchase order - attn: Bob Anderson
 fax # 877-242-5865 or email: randerson2@scholastic.com

No payment is necessary at the time of renewal; an invoice will be sent once the purchase order is processed.

If a check is sent in lieu of a purchase order, a copy of this quote must be attached. Thank you.

Terms and Conditions: State law requires that sales tax be added to your order unless we have a sales tax exemption certificate on file. Scholastic's terms are FOB shipping point unless otherwise noted on the purchase order. Customers must notify Scholastic in writing no less than five (5) business days in advance of any cancellation or rescheduling of training, in-classroom support, or other onsite services. If such notice is not received by Scholastic, customers will be charged (or forfeit prepayment) for cancelled or missed days. Unless otherwise noted, all services must be delivered within 24 months of purchase.



Service Agreement

1095 Crooks Road, Suite 100
 Troy, MI 48084
 248.654.3623
 Fax 248.654.3630
 Service 248.654.3680
 www.suntel.com

Maintenance Agreement Renewal Notice

Date: 6/4/2013		Renewal Date: <u>7/1/2013</u>
To: Mr. David Payne Monroe Public Schools 1275 N. Macomb Road Monroe MI 48162		Term: <u>12 Months</u>
System Hardware Covered: Mitel		New Annual Cost: <u>\$24,185.00</u>
Equipment Location: Multi-Site Coverage		Payment Method: <u>Annually</u>
		Agreement #: <u>3960</u>
		Plan Type: <u>Full Service</u>
		Anniversary Date: <u>6/30/2014</u>
		Note that the previous annual cost was: <u>\$25,275.00</u>
Comments: Custom discounts carried forward		
Terms: You do not need to take any action regarding the renewal under the original terms and conditions. Pursuant to the original terms and conditions, the agreement will automatically renew on the anniversary date unless we are directed otherwise in writing.		
Quantity	Description	Amount
1	Mitel 3300, Messaging Server, and Remote Site (s)	\$24,185.00

This is not an invoice, you will be billed according to the payment method above.

Thank you for your business.

Apple Inc. Education Price Quote

Customer: Kevin Hauser
 MONROE PUBLIC SCHOOLS
 7342653000 phone
 khauser1983@gmail.com email

Apple Inc: Amanda Grubb
 12545 Rlata Vista Circle
 MS: 198-9IES
 Austin, TX 78727-6524
 512-6746217 ph
 800-5900325 fax
 agrubb@apple.com email

Apple Quote: 2200718557
 Quote Date: 21-May-2013
 Quote Valid Until: 20-Jun-2013

Quote Comments.

Qty	Part Number	Description	Unit Price	Extended Price	
1	MD199LL/A	Apple TV	160	99.00	15,840.00
				Edu List Price Total	15,840.00
				eWaste Fee / Recycling Fee	0.00
				Extended Total Price^a	15,840.00
<small>^aIn most cases Extended discounted Total price does not include Sales Tax *If applicable, eWaste/Recycling Fees are included. Standard shipping is complimentary</small>					

Completing your order is easy.

*Reference Apple Quote number 2200718557 on your Purchase Order
 *Fax a copy of this quote along with your Purchase Order to 800-5900325:

Apple Inc.
 12545 Rlata Vista Circle
 MS: 198-9IES
 Austin, TX 78727-6524

THIS IS A QUOTE FOR THE SALE OF PRODUCTS OR SERVICES. YOUR USE OF THIS QUOTE IS SUBJECT TO THE FOLLOWING PROVISIONS:

- A. ANY ORDER THAT YOU PLACE IN RESPONSE TO THIS QUOTE WILL BE GOVERNED BY (1) ANY CONTRACT IN EFFECT BETWEEN APPLE INC. ("APPLE") AND YOU AT THE TIME YOU PLACE THE ORDER OR (2), IF YOU DO NOT HAVE A CONTRACT IN EFFECT WITH APPLE CLICK HERE TO APPLY FOR A CONTRACT.
- B. IF YOU USE YOUR FORM OF PURCHASE ORDER TO PLACE AN ORDER IN RESPONSE TO THIS QUOTE, APPLE REJECTS ANY TERMS SET OUT ON THE PURCHASE ORDER THAT ARE INCONSISTENT WITH OR IN ADDITION TO THE TERMS OF YOUR AGREEMENT WITH APPLE.
- C. YOUR ORDER MUST REFER SPECIFICALLY TO THIS QUOTE AND IS SUBJECT TO APPLE'S ACCEPTANCE.
- D. UNLESS THIS QUOTE SPECIFIES OTHERWISE, IT REMAINS IN EFFECT UNTIL 20-Jun-2013 UNLESS APPLE WITHDRAWS IT BEFORE YOU PLACE AN ORDER, BY SENDING NOTICE OF ITS INTENTION TO WITHDRAW THE QUOTE TO YOUR ADDRESS SET OUT IN THE QUOTE. APPLE MAY MODIFY ANY PROVISION OF THIS QUOTE, OR CANCEL ANY ORDER YOU PLACE PURSUANT TO THIS QUOTE, IF THIS QUOTE CONTAINS A TYPOGRAPHIC OR OTHER ERROR.

SEA #

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Document rev #2

Date of last revision - April 7th, 2012



CDW.com | 800.594.4339

OE400SPS

SALES QUOTATION

REQ. NO.	ACCOUNT NO.	DATE
DMGS750	9512489	6/3/2013

BILL TO:
 KEVIN HAUSER
 1275 N MACOMB ST

SHIP TO:
 MONROE PUBLIC SCHOOLS
 Attention To: KEVIN HAUSER
 1275 N MACOMB ST

Accounts Payable
 MONROE, MI 48162-3128

MONROE, MI 48162-3128
 Contact: KEVIN HAUSER 734.265.3162

Customer Phone #734.265.3162

Customer P.O. # CISCO QUOTE

ACCOUNT MANAGER		SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE
RAYNELLE HOWLETT 866.224.4820		FEDEX Ground	NET 30 Days-Govt/Ed	GOVT-EXEMPT
QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
48	2644380	CISCO 16GB PC3-12800 1600MHZ DDR3 Mfg#: UCS-MR-1X162RY-A= Contract: Michigan Cisco WSCA Contract AR-233 071B2200102	270.00	12,960.00
			SUBTOTAL	12,960.00
			FREIGHT	0.00
			TAX	0.00
TOTAL				12,960.00

US Currency

CDW Government
 230 North Milwaukee Ave.
 Vernon Hills, IL 60061

Fax: 312.705.9452

Please remit payment to:
 CDW Government
 75 Remittance Drive
 Suite 1515
 Chicago, IL 60675-1515



"Cisco Systems Great Lakes Partner of the Year"

May 28, 2013

Ship/Bill to:
Monroe Public



Netech Corporation
48325 Alpha Drive Suite 150
Wixom, Michigan 48393
Account Executive: Mike Martin
Tel: 248.679.3227

mmartin@netechcorp.com

Inside Sales Rep: Todd Steichen

tsteichen@netechcorp.com

Add Memory

Part Number	Description	Qty	Each	Total Extended
	<u>16GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v</u>			
UCS-MR-1X162RY-A=	16GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v	48	\$ 282.60	\$ 13,564.80
			TOTAL: \$	13,564.80

Quote is good for 30 days and does not include taxes or freight

Customer: Monroe Public Schools
 Project: UCS Memory
 Created By: Jamie Ogden
 Last Update On: 4 Jun 2013
 Contract: REMC



17250 W 12 mile rd
 Southfield, MI 48076
 248-559-5700
 Fax: 240-363-2297

Line Number	Item Name	Description	Quantity	List Price	Extended List Price	Discount %	Sell Price	Ext. Sell Price
1.0	UCS-MR-1X162RY-A=	16GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35V	48	625.00	30,000.00	42	362.5	17,400.00
Total								17,400.00

Data Image Systems, Inc

3070 Old Farm Lane
Walled Lake, MI 48390-1637

Voice: 248-960-0300
Fax: 248-960-0027

QUOTATION

Quote Number: **F3040**

Quote Date: Jun 4, 2013

Page: 1

Bill To:
Monroe Public Schools Attn: Accounts Payable 1275 North Macomb Street Monroe, MI 48162

Quoted To:
Monroe Public Schools-Admin Bldg Attn: Kevin Hauser 1275 North Macomb Street Monroe, MI 48162

Customer ID	Good Thru	Payment Terms	Sales Rep
Monroe PS	7/4/13	Net 30 Days	Jakobcic, J

Quantity	Item	Description	Unit Price	Amount
25.00	CHIRSAU-134000	REMC#: 134000 - Chief Universal RSA Mini Projector Mount	95.00	2,375.00
25.00		Chief Fixed 6" White- CMS006W	14.00	350.00
25.00	CHICMA450-134000	Chief CMA-450 Suspended Ceiling Panel Kit 2' x 2'	119.00	2,975.00

Any questions regarding this quote please contact:

Jeanine Jakobcic
Data Image Systems, Inc.
Ph: 800.555.1085
Fx: 800.694.4353
jeaninej@dataimage.com

Subtotal	5,700.00
Sales Tax	21.00
TOTAL	5,721.00



Lightspeed Technologies, Inc.

11509 SW Herman Rd.
Tualatin OR 97062
1-800-732-8999
www.lightspeed-tek.com
fax: 503-684-3197

Quotation

Date 6/5/2013
Quote # 46291
Expires 8/4/2013
Created By SHERI FRIEND
Sales Rep DAVID BLUIST
Terms Net 30
Shipping Method UPS Ground(N/C)

Bill To

ACCOUNTS PAYABLE
MONROE PSD
1275 N MACOMB ST
MONROE MI 48162-3128
United States

Ship To

MONROE PSD ADMIN BLDG
1275 N MACOMB ST
MONROE MI 48162-3128
United States

ATTN: KEVIN HAUSER

Item	Qty	Description	Unit Price	Amount
855-LD	10	CAT 855 system with LT71, (4) DRQ ceiling speakers	1,060.00	10,600.00
RMT2A	8	REDMIKE classroom microphone with batteries and lanyard (CH. A)	220.00	1,760.00
<p>REMC 2013 10-19 system discount pricing was quoted. Please note: shipping and handling charges are included with REMC pricing.</p> <p>The Infrared series products have a 5-year parts and labor limited warranty on the major components. The cables and batteries have a 1-year limited warranty.</p> <p>Please reference quote number on purchase order.</p>				

Thank you for choosing Lightspeed Technologies.

Subtotal	12,360.00
Shipping Cost (UPS Ground(N/C))	0.00
Total	\$12,360.00



AverMedia - 2013

Summary

Precision Data Products, Inc.	11,500.00
List Total	\$11,500.00

Precision Data Products, Inc.

Website: <http://www.precision.com/remc>

Notes

Orders of less than \$50 to a single ship-to location will be charged shipping. Register for a user name and password to view REMC pricing online. Purchasing cards accepted with a 3% surcharge.

Vendor Contact - Andre Phaneuf
PO Box 8367
Grand Rapids MI 49518

Phone 616-554-9710 Fax 616-698-9047 Email andre.phaneuf@precision.com

Item	Details	Qty.	Price	Total
133127	<p>Name Digital Document Camera, AVer</p> <p>Quantity Unit Each</p> <p>Mfg/Model Aver / F50</p> <p>Reseller Order Number VISIONF50</p> <p>Contract Expiration 12-31-2013</p> <p>Item Description Document camera, portable, flexible arm, audio/video capture, USB interface, XGA resolution, 10"x13" image capture area, image capture to SD memory card or PC, light, image rotation, 48x digital zoom. Includes carrying bag, anti-glare sheet, warranty card, remote control with batteries, RCA cable, USB cable, RGB cable, power adapter with cable, quick guide, user's manual CD, software CD, RS232/S-video adapter. Five-year warranty.</p>	25.00	460.00	11,500.00
			Vendor Total	\$11,500.00



Quotation

PO Box 400, Chippewa Falls, WI 54729
 Phone: 800-235-1262 Fax: 800-335-0473
 Web: www.spectrumfurniture.com

Date: June 13 2013
 Quotation #: Q000113257-4
 Quotation valid until: August 28 2013
 Customer #: 8255740000

Quotation Prepared For:

Joe Miracle
 Monroe Public Schools
 1275 North Macomb Street
 Monroe, MI 48162

Contract: Direct Price -Default
 Pricing/Contract: Direct
 Discount Pct: 50%
 Payment Terms: Net 30 Days

Phone: 734-265-3150
 Fax:
 E-Mail: miracle@monroe.k12.mi.us

Quote Prepared By:
 Lynne E Swoboda
 715-738-2119
lswoboda@spectrumfurniture.com

Sales Representative
 Brian M Lambert
 715-404-9004
blambert@spectrumfurniture.com

Ship To:

Monroe Public Schools
 1275 North Macomb Street
 Monroe, MI 48161

Qty	Item	Description	Amount	Dsc%	Net Amt	Ext Amount
		6-13-2013 REVISED QUOTE per email from Joe Miracle. Change quantity of 38940KPC from 14 to 25 quantity. Take off the 10 -- 36" Evolution desk. LEAD-TIME: Allow 8-10 weeks production lead-time upon receipt of a valid purchase order.				
25	38940KPC	Evolution Teacher Instructor Center 48" Casters Oak & Putty	1,210.00	50.00	605.00	15,125.00
		THIS PRODUCT #38940KPC IS BEING DISCONTINUED-AVAILABLE WHILE QUANTITIES LAST.				
1	FRTE	Freight	1,060.39	0.00	1,060.39	1,060.39
		freight estimate is to zip-code 48161 and dose NOT include lift-gate service. per Brian L it is not needed.				
					Sub-Total	16,185.39
					Tax	0.00
					Discount	0.00
					TOTAL	16,185.39

General Terms, Comments and Ordering Instructions:

- Freight quotations are estimates only. Actual freight charges will be invoiced
- Prices quoted are in US Dollars
- All Quotations are FOB Shipping Point
- Palletized products require access to truck-height loading dock, use of a forklift, liftgate truck or another means of unloading a heavy shipment

To place an order:

- Fax a Purchase Order to: (800) 335-0473
- Mail a Purchase Order to: Spectrum Industries, PO Box 400, Chippewa Falls, WI 54729
- E-Mail a Purchase Order to: orders@spectrumfurniture.com

Board Meeting #11
June 25, 2013
Item #C.24

ADJOURNMENT

RECOMMENDATION

Move to adjourn the June 25, 2013 Board Meeting #11.

HAND VOTE

MOTION: _____ SUPPORT: _____ ACTION: _____

TIME: _____