



**BOARD OF EDUCATION
REGULAR MEETING**

February 11, 2019 — 7:00 p.m.

Whitmore Lake High School Media Center



WHITMORE LAKE PUBLIC SCHOOLS BOARD OF EDUCATION

Mission Statement

*Partnering with students, parents, and the community to
provide exceptional, personalized education.*

REGULAR MEETING

Monday, February 11, 2019 – 7:00 p.m.

Whitmore Lake High School Media Center
7430 Whitmore Lake Rd.
Whitmore Lake, MI 48189

CALL TO ORDER

PLEDGE OF ALLEGIANCE

BOARD OF EDUCATION ROLL CALL

APPROVAL OF AGENDA

CALL TO THE PUBLIC

“The meeting is a meeting of the Board of Education in public for the purpose of conducting the School District’s business and is not to be considered a public community meeting. There is a time for public participation during the meeting as indicated in the agenda.”

BOARD CLARIFICATION

STUDENT COUNCIL

Alaina Di Dio will present the student council report.

COMMITTEE REPORTS

CONSENT ITEMS

Approval of minutes from the January 14, 2019 Board of Education Organizational-Regular Meeting, the January 14, 2019 closed session (to be handed out at the meeting), and the February 4, 2019 Finance Committee Meeting. **(Attachment 1)**

Approve fund transfer of \$403,067 in payments from Accounts Payable as per attachment 2; further, to approve the transfer of \$412,073 from Accounts Payable to cover the payrolls of January 15, 2019 and January 31, 2019. **(Attachment 2)**

NEW BUSINESS

*2018-2019 Budget Amendment
and Resolution*

Attachment 3 contains the amended budget proposal for the 2018-2019 school year for review and resolution to approve the amended budget. Approval is recommended. Roll call vote required.

Personnel

Motion to approve the hire of Kristina Messina as a full time Math Teacher for the 2018-19 school year at step 4 on the WLEA BA salary scale with a hire date of January 17, 2019 and a start date of January 29, 2019.

*Approval of Technology Infrastructure
Enhancements*

Attachment 4 contains the E-Rate RFP bid from InaComp Technical Services Group for enhancements to existing infrastructure. Approval is recommended.

Livingston Classical Academy

Motion to authorize the Superintendent and Livingston Classical Academy Board to appoint Carol Spilak on the board of directors for LCA commencing the date upon which the oath of office is taken.

SUPERINTENDENT'S REPORT

Technology Plan Update

Superintendent DeKeyser will share with the Board information regarding a three year technology plan for student and staff devices.

Facilities Update

Superintendent DeKeyser will update the Board on sinking fund facility projects.

OTHER INFORMATION

Personnel

ECC Paraprofessional, Sarah Kurth, submitted her letter of resignation. Her last day will be February 11, 2019.

*MASB Region 7 Board of Directors
Candidates*

MASB Region 7 Board of Directors Candidates are Guillermo Lopez and Jack Temsey. The Board choose to vote for one of the two candidates representing Region 7 to serve on the board of directors for MASB for a three-year term.

ANNOUNCEMENTS

The next Regular Meeting of the Board of Education will be held on Monday, March 18, 2019 at 7:00 p.m. in the High School Media Center.

CALL TO THE PUBLIC

BOARD MEMBER REPORTS

Mr. Cole, Mr. Dignan, Mr. Henry, Mrs. Kritzman, Mrs. McCully, Mr. Meadows, and Mrs. Schwennesen

ADJOURNMENT

Please fill out a "Public Participation Request" form if you wish to address the Board prior to the Public Comment section of the meeting. Please include your name, address and topic you wish to speak on. Those wishing to speak in Public Comment are limited to three (3) minutes.

0000 – BYLAWS

0160 - MEETINGS

0167.3 – Public Participation at Board Meetings

Tape or video recordings are permitted subject to the following conditions:

- A. No obstructions are created between the Board and the audience.
- B. No interviews are conducted in the meeting room while the Board is in session.
- C. No commentary, adjustment of equipment, or positioning of operators is made that would distract either the Board or members of the audience while the Board is in session.

The person operating the recorder should contact the Superintendent prior to the Board meeting to review possible placement of the equipment.

M.C.L. 15.253(4)(5)(6), 380.1808

Revised 9/27/2010

Use of Recording Devices

Anyone attending a school event who wishes to record the activity on a visual recording device shall be asked to abide by the following rules:

- A. The recorder must operate the device within the area designated by the principal or director of the activity.
- B. The camera must not block the view of any other attendees or interfere with others who seek to record the activity.
- C. Those who record or assist a recorder must not block any passageways nor interfere with any other attendee's participation or observation of the activity.
- D. If sound is also being recorded, the recorder must not ask other attendees to be quiet or to change their behavior in order to improve the quality of the sound.
- E. If the District is recording the activity, the principal may arrange for a person to obtain a copy providing s/he agrees to provide a tape and pay whatever the principal may need to charge to cover the costs of transfer.

Where the District does not possess the appropriate license or permission to allow the recording of a copyrighted work or performance, notice will be given, when possible, prior to the exhibit or performance. Announcements shall be made at the beginning of any such exhibit or performance.

1



Whitmore Lake Public Schools
BOARD OF EDUCATION
Organizational/Regular Meeting Minutes
January 14, 2019 – High School Media Center – 7:00 p.m.

MEMBERS PRESENT

Laura Schwennesen (*President*), John Meadows (*Vice President*), Michelle Kritzman (*Treasurer*), Lisa McCully (*Secretary*), Lee Cole (*Trustee*), Ken Dignan (*Trustee*), and Bob Henry (*Trustee*)

MEMBERS ABSENT

ADMINISTRATORS PRESENT

Superintendent, Tom DeKeyser, Director of Finance & Operations, Denise Kerrigan, Elementary Principal and ECC Director, Sue Wanamaker, Director of Student Services, Melissa Heuker, Director of Instruction, Jill Henry, and High School Dean of Students, Linda Lupi

OTHERS PRESENT

Staff, parents and members of the community

CALL TO ORDER

At 7:01 p.m. by Superintendent Tom DeKeyser.

RECOGNIZE RE-ELECTED MEMBERS

Superintendent DeKeyser welcomed re-elected Board Members, Ken Dignan and Bob Henry. He also thanked them for returning to an additional 6 year term.

**ORGANIZATIONAL
MEETING PROCEDURES**

Nomination for Mr. Dignan to serve as the temporary chairperson made by Mrs. Schwennesen; supported by Mrs. McCully.
Ayes – 7; Nays - 0

APPROVAL OF AGENDA

Motion to approve the agenda as presented made by Mr. Dignan; supported by Mr. Cole.
Ayes – 7; Nays – 0, motion carried

SPECIAL PRESENTATION

Washtenaw ISD board members, Diane Hockett and Steve Olsen, presented the goals and mission on behalf of WISD board members. They also presented a new policy adopted by the WISD Board on Educational Equity.

CALL TO THE PUBLIC

None

ELECTION OF OFFICERS

Mr. Dignan called for nominations for the position of President.

Nomination for Laura Schwennesen as President of the Board made by Mr. Dignan; supported by Mr. Meadows.
Ayes – 7; Nays – 0
Laura Schwennesen was elected President of the Board through December 2019.

Motion to nominate John Meadows as Vice President of the Board through December 2019 was made by Mrs. Schwennesen; supported by Mr. Dignan.
Ayes – 7; Nays – 0, motion carried

Motion to nominate Lisa McCully as Secretary of the Board through December 2019 was made by Mr. Meadows; supported by Mrs. Schwennesen.
Ayes – 7; Nays – 0, motion carried

Motion to nominate Michelle Kritzman as Treasurer of the Board through December 2019 was made by Mrs. Schwennesen; supported by Mr. Dignan.
Ayes – 7; Nays – 0, motion carried

SPECIAL PRESENTATION

Board members were recognized for their service to the community with a gift from students in each building.

STUDENT COUNCIL

Student Council Representative, Alaina Di Dio shared the festivities planned for Snowcoming, which begin this week.

CONSENT ITEMS

Motion to approve the minutes from the December 10, 2018 Board of Education Regular Meeting and the December 10, 2018 closed session was made by Mr. Dignan; supported by Mr. Cole.
Ayes – 7; Nays – 0, motion carried 7 – 0

Motion to approve fund transfer of \$347,959 in payments from Accounts Payable; further to approve the transfer of \$452,692 from Accounts Payable to cover the payrolls of December 15, 2018, and December 31, 2018 made by Mr. Dignan; supported by Mr. Cole.
Ayes – 7; Nays – 0, motion carried 7 – 0

NEW BUSINESS

Designation of Depositories

Motion to designate Comerica, PNC Bank, MBIA Asset Management Group and J.P. Morgan Chase MILAF as depository of funds for General Funds, Sinking Funds, 2007 Bond Refunding, 2012 Bond Refunding, 2015 Series A and Series B Bond Refunding, 2016 Bond Refunding, Recreation Millage, and student activity made by Mr. Dignan; supported by Mr. Henry.
Ayes – 7; Nays – 0, motion carried 7 – 0

Check Signature Authorizations

Motion to authorize the creation and use of the appropriate electronic signatures as listed for the various school district funds made by Mr. Meadows; supported by Mrs. McCully.
Ayes – 7; Nays – 0, motion carried 7 – 0

Electronic Transfer Officer

Motion to appoint Denise Kerrigan, Director of Finance & Operations, as the Electronic Transfer Officer (ETO) pursuant to policy 6144 made by Mrs. Schwennesen; supported by Mr. Dignan.
Ayes – 7; Nays – 0, motion carried 7 – 0

Authorization of Investments

Motion to authorize the superintendent or designee, in consultation with the school district's Board of Education, to invest available monies at the best rate of interest as provided by statute made by Mr. Dignan; supported by Mr. Cole.
Ayes – 7; Nays – 0, motion carried 7 – 0

Designation of Posting Meetings

Motion to designate the superintendent and/or his designee as responsible for posting public notice of meetings made by Mrs. McCully; supported by Mrs. Schwennesen.
Ayes – 7; Nays – 0, motion carried 7 – 0

Designation of Official Newspaper

Motion to designate the Washtenaw Legal News as the official newspaper for legal purposes for 2019 made by Mr. Cole; supported by Mr. Dignan.
Ayes – 7; Nays – 0, motion carried 7 – 0

Fee for Board Books

Motion to approve a charge of \$0.10 per page for individuals who request a printed Board packet made by Mrs. Schwennesen; supported by Mr. Dignan.
Ayes – 7; Nays – 0, motion carried 7 – 0

SUPERINTENDENT'S REPORT

Superintendent DeKeyser shared the following:

- 1) Supplemental Services - WLPS will be partnering with the WISD on a pilot program. These services will bring additional resources to our district.
- 2) WLPS was formally approved by MDE for the Pre-Labor Day start for the 2019-2020 school year. A discussion with teachers on start dates will begin soon.
- 3) High School Math Teacher, Jay Munz submitted his letter of resignation. He will retire with an effective date of January 31, 2019.

OTHER INFORMATION

The Board acknowledged the items of other information.

ANNOUNCEMENTS

The next Regular Meeting of the Board of Education will be held on Monday, February 11, 2019 at 7:00 p.m. in the High School Media Center.

CALL TO THE PUBLIC

None

BOARD MEMBER REPORTS

Board members thanked Ken Dignan and Bob Henry for the many years of service in their officer positions on the Board.

CLOSED SESSION

Motion to adjourn into closed session meeting at 8:24 p.m. (with a 5 minute break) to discuss contract negotiations was made by Mr. Dignan; supported by Mr. Cole. Roll call vote required.

*Mrs. Schwennesen – yes, Mr. Henry – yes, Mrs. Kritzman – yes, Mrs. McCully – yes, Mr. Meadows – yes, Mr. Dignan – yes, Mr. Cole – yes.
Ayes – 7; Nays – 0, motion carried 7 – 0*

Call to Order

Open session called to order at 9:03 p.m. by President Laura Schwennesen

ADJOURNMENT

*Motion to adjourn the Organizational-Regular Meeting at 9:03 p.m. made by Mr. Dignan; supported by Mrs. Schwennesen.
Ayes - 7; Nays - 0, motion carried 7 - 0.*

*Lisa C. McCully, Secretary, Board of Education
Whitmore Lake Public Schools*

Date



WHITMORE LAKE PUBLIC SCHOOLS

8845 Main St., Whitmore Lake, MI 48189 • phone: 734.449.4464 • fax: 734.449.5336

www.wlps.net

Exceptional, Personalized Education

Board of Education Finance Committee Meeting

February 4, 2019

6:00 pm

Administrative Office Conference Room

MINUTES

I. Call to Order at 6:05 p.m.

Present: Tom DeKeyser, Denise Kerrigan, Shelley Kritzman, John Meadows, Laura Schwennesen

II. Business

- Budget Update
 - General Fund – *budget amendment at next Board meeting*
 - Food Service – *projection through year-end*
 - Community Recreation - *projection through year-end*
- General Fund Discussion
 - Food Service – *direction in future*
 - Employee Compensation – *tied to fund balance*
 - Curriculum Overhaul – *discussed priorities*
 - Bus Purchases – *necessary with age of fleet*
- Sinking Fund Update
 - 3 Year Plan – Proposal
 - Reviewed basic flow of sinking fund for the next 3 years with technology and maintenance allocations*

III. Other Items

- Direction of Future Meetings
 - As needed, will meet before next Board meeting.*

IV. Call to the Public - None

V. Adjournment at 8:25 p.m.

2

**Whitmore Lake Public Schools
Business Office Transactions**

For the Month Ending:
January 31, 2019

| | | | |
|-----------------------------|------------------|----|----------------|
| <u>Payroll Transactions</u> | January 15, 2019 | \$ | 203,475 |
| | January 31, 2019 | \$ | 208,598 |
| | | \$ | <u>412,073</u> |

| | | | |
|--------------------------------------|--|----|----------------|
| <u>Accounts Payable Transactions</u> | | \$ | <u>403,067</u> |
|--------------------------------------|--|----|----------------|

3



Whitmore Lake Public Schools

2018-2019 Amended Budget Summary

General Fund

To be Presented for Adoption
February 11, 2019

Whitmore Lake Public Schools

General Fund

BUDGET SUMMARY

| | 2017-18* FINAL BUDGET | 2018-19 ORIGINAL BUDGET | 2018-19 AMENDED BUDGET |
|--|--|--|---|
| Revenues and Other Sources | 10,390,124 | 10,114,647 | 10,124,509 |
| Expenditures and Other Uses | 11,021,759 | 10,103,024 | 10,114,024 |
| Excess (Shortfall) of Revenues over Expenditures | (631,635) | 11,623 | 10,485 |
| Fund Balance - Beginning of Year | 1,025,166 | 638,418 | 638,418 |
| Proceeds From Capital Lease | 285,887 | | |
| Transfer Out - Food Service | (41,000) | | |
| Fund Balance - End of Year | 638,418 | 650,041 | 648,903 |
| Total Fund Balance as a Percent of Revenue | 6.1% | 6.4% | 6.4% |

*Adjusted to Audit

WHITMORE LAKE PUBLIC SCHOOLS

General Fund

Expenditures and Operating Transfers

| | Function | 2018-19 ORIGINAL BUDGET | 2018-19 AMENDED BUDGET |
|------|-------------------------------------|-------------------------------|------------------------------|
| 1111 | Elementary | 1,849,928 | 1,785,533 |
| 1113 | High School | 1,991,131 | 1,972,074 |
| 1118 | Pre-School | 328,379 | 247,126 |
| | Total Basic Programs | 4,169,438 | 4,004,733 |
| 1122 | Special Education | 570,934 | 537,916 |
| 1125 | Compensatory Education | 149,955 | 145,743 |
| 1127 | Career & Technical Education | 142,010 | 125,408 |
| | Total Added Needs | 862,899 | 809,067 |
| | Total Instruction | 5,032,337 | 4,813,800 |
| 1212 | Guidance | 135,755 | 117,636 |
| 1213 | Health | 92,413 | 93,360 |
| 1214 | Psychology | 20,000 | 20,000 |
| 1215 | Speech | 211,359 | 220,251 |
| 1216 | Social Workers | 161,367 | 142,361 |
| 1218 | Teacher Consultants | 783,378 | 818,370 |
| 1219 | Other Pupil Support | 0 | 31,400 |
| | Total Pupil Support | 1,404,272 | 1,443,378 |
| | Total Instruction and Pupil Support | 6,436,609 | 6,257,178 |
| 1221 | Improvement of Instruction | 278,935 | 275,301 |
| 1222 | Media Services | 42,112 | 42,117 |
| 1226 | Supervision of Instructional Staff | 169,935 | 135,745 |
| 1227 | Academic Student Assessment | 7,227 | 30,966 |
| | Total Instructional Staff Services | 498,209 | 484,129 |
| 1231 | Board of Education | 80,000 | 82,072 |
| 1232 | Executive Administration | 213,474 | 213,407 |
| | Total General Administration | 293,474 | 295,479 |
| 1241 | Office of the Principal | 494,270 | 499,722 |
| 1249 | Other School Administration | 1,000 | 825 |
| | Total School Administration | 495,270 | 500,547 |
| 1252 | Fiscal Services | 308,563 | 315,159 |
| 1259 | Other Business Services | 69,000 | 66,600 |
| | Total Business Services | 377,563 | 381,759 |
| 1261 | Operating Buildings Services | 869,577 | 899,421 |
| 1266 | Safety and Security | 7,500 | 18,500 |
| | Total Operations and Maintenance | 877,077 | 917,921 |
| 1271 | Pupil Transportation | 539,174 | 593,984 |
| | Total Pupil Transportation | 539,174 | 593,984 |
| 1282 | Communications | 106,922 | 97,683 |
| 1283 | Personnel | 12,800 | 16,225 |
| 1284 | Technology Services | 135,586 | 162,561 |
| 1285 | Pupil Accounting | 2,700 | 33,207 |
| | Total Central Support Services | 258,008 | 309,676 |
| 1293 | Support Service-Athletics | 254,346 | 284,902 |
| | Total Support Service-Athletics | 254,346 | 284,902 |
| 1331 | Community Activities | 0 | 9,300 |
| 1351 | Custody & Care of Children | 40,550 | 40,968 |
| 1371 | Non-Public School Pupils | 21,693 | 12,606 |
| 1391 | Community Services | 11,051 | 25,575 |
| | Total Community Activities | 73,294 | 88,449 |
| | Total Expenditures | 10,103,024 | 10,114,024 |

WHITMORE LAKE PUBLIC SCHOOLS

General Fund

Revenues and Operating Transfers

| Property Type | Taxable Values | Estimated Tax Revenues |
|-------------------------|----------------|------------------------|
| PRE & Qual Agricultural | \$ 233,620,827 | \$ - |
| Commercial Personal | \$ 5,699,500 | \$ 34,197 |
| Non-PRE | \$ 112,549,893 | \$ 2,025,898 |
| Total Taxable Value | \$ 351,870,220 | \$ 2,060,095 |

| | |
|---------------------------|---------------|
| Non-PRE Levy: | 18.0000 Mills |
| Commercial Personal Levy: | 6.0000 Mills |

| | 2018-19 ORIGINAL BUDGET | 2018-19 AMENDED BUDGET |
|-------------------------------------|-------------------------------|------------------------------|
| LOCAL REVENUE: | | |
| Property Taxes | 2,043,197 | 2,030,095 |
| Delinq/PILT Tax Collections | 30,000 | 30,000 |
| Interest on Investments | 10,000 | 20,000 |
| Kids Club, Tuition Presch | 102,000 | 80,000 |
| Billboards & Facility Rental | 368,000 | 384,000 |
| Athletics | 85,000 | 85,000 |
| Other Local | 100,000 | 100,000 |
| TOTAL LOCAL REVENUE | \$ 2,738,197 | \$ 2,729,095 |
| STATE REVENUE: | | |
| Proposal A | 1,480,834 | 1,438,001 |
| Special Ed. Headlee | 558,939 | 558,939 |
| Discretionary | 2,179,703 | 2,220,233 |
| At Risk - Section 31A | 240,326 | 219,131 |
| Computer Adaptive Test | 0 | 4,794 |
| CTE Per Pupil Incentive | 0 | 5,375 |
| Early Literacy Targeted Instruction | 12,180 | 11,389 |
| Financial Analytic Tools | 1,163 | 1,681 |
| First Robotics Grant | 3,800 | 4,300 |
| Vocational Education | 11,269 | 14,735 |
| Data Collection Headlee Oblig. | 19,960 | 19,166 |
| High School Pupil Supports | 6,665 | 6,412 |
| Hold Harmless Guarantee | 7,024 | 6,677 |
| MPSERS Cost Offset | 76,864 | 75,082 |
| MPSERS Normal Cost Offset | 0 | 59,363 |
| MPSERS One Time Deposit | 0 | 0 |
| MPSERS REFORMS - DC | 0 | 1,774 |
| MPSERS UAAL Rate Stabilization | 663,927 | 695,451 |
| Prior Year State Aid Adjustments | 15,000 | 19,295 |
| TOTAL STATE REVENUE | 5,277,654 | 5,361,799 |
| FEDERAL REVENUE: | | |
| Funded Grants | 658,283 | 627,453 |
| TOTAL FEDERAL REVENUE | 658,283 | 627,453 |
| OTHER REVENUE: | | |
| County Special Education PA-18 | \$ 1,133,695 | \$ 1,038,622 |
| Medicaid Proceeds | 73,483 | 90,894 |
| WISD Misc; GSRP | 141,335 | 104,380 |
| Services Provided To/By Other LEAs | 92,000 | 172,266 |
| TOTAL OTHER REVENUE | \$ 1,440,513 | \$ 1,406,162 |
| TOTAL REVENUES | \$ 10,114,647 | \$ 10,124,509 |

**General Appropriations Resolution
Resolution for Adoption by the Board of Education**

**Whitmore Lake Public School District
2018-2019 General Education Original Budget**

Adopted February 11, 2019

RESOLVED, that this resolution shall be the general appropriations of the Whitmore Lake Public School District for the fiscal year 2018-2019: A resolution to make appropriations; and to provide for the disposition of all income received by the Whitmore Lake Public School District.

BE IT FURTHER RESOLVED, that the total revenue and unappropriated fund balance be available for appropriations in the **GENERAL EDUCATION FUND** of the Whitmore Lake Public School District for the fiscal year 2018-2019 as follows:

REVENUE

| | |
|---|--------------|
| Local Revenue | \$ 2,729,095 |
| State Revenue | 5,361,799 |
| Federal Revenue | 627,453 |
| Incoming Transfers & Other Transactions | 1,406,162 |

| | |
|--------------------------------------|---------------|
| TOTAL REVENUE AND INCOMING TRANSFERS | \$ 10,124,509 |
|--------------------------------------|---------------|

| | |
|---------------------------------|---------|
| FUND BALANCE AS OF JULY 1, 2018 | 638,418 |
|---------------------------------|---------|

| | |
|---------------------------------------|----------------------|
| TOTAL AMOUNT AVAILABLE TO APPROPRIATE | <u>\$ 10,762,927</u> |
|---------------------------------------|----------------------|

BE IT FURTHER RESOLVED, that \$10,762,927 of the total available to appropriate in the **GENERAL EDUCATION FUND** is thereby appropriated in the amounts and for the purposes set forth below:

EXPENDITURES and TRANSFERS

| | |
|----------------------------------|----------------------|
| Basic Programs, Instruction | \$ 4,004,733 |
| Added Needs, Instruction | 809,067 |
| Pupil Support | 1,443,378 |
| Instructional Staff Services | 484,129 |
| General Administration | 295,479 |
| School Administration | 500,547 |
| Business Services | 381,759 |
| Operations/Maintenance | 917,921 |
| Transportation | 593,984 |
| Central Support Services | 309,676 |
| Athletics | 284,902 |
| Community Activities | 88,449 |
| TOTAL EXPENDITURES and TRANSFERS | <u>\$ 10,114,024</u> |

FUND BALANCE

| | |
|-------------------------------------|------------|
| TOTAL FUND BALANCE AT JUNE 30, 2019 | \$ 648,903 |
|-------------------------------------|------------|

| | |
|--------------------|----------------------|
| TOTAL APPROPRIATED | <u>\$ 10,762,927</u> |
|--------------------|----------------------|

4

December 31, 2018



Ms. Denise Kerrigan
Whitmore Lake Public Schools
8845 Main St
Whitmore Lake, Mi 48189

Dear Ms.Kerrigan:

We appreciate the opportunity to respond to Whitmore lake Public School's E-Rate RFP for enhancements to its existing infrastructure. Based on the current requirements of your organization, InaComp is recommending deployment of a Cisco enterprise network solution.

We understand you have many choices when it comes to selecting a preferred vendor on any given project and we appreciate your consideration. At InaComp, we truly believe in the value of holding long term working relationships with our clients. Because of this, we stand by our dedication and commitment to providing the highest levels of service and support not only throughout the course of the deployment itself, but well into the days, months, and years that follow. InaComp's SPIN number is 143032908

As always, feel free to reach out at any time with any questions you might have. I look forward to working with you.

Sincerely,

Jamie J. Ogden

Jamie J. Ogden
Executive Vice President
InaCompTSG
Jamie.ogden@inacomptsg.com
248-286-9003

Customer: Whitmore Lake Public Schools

Configset Name: Cisco Network and Core upgrade

Created On: 24 Dec 2018

Created By: Jamie Ogden

Contract: ERATE RFP



| Part Number | Description | Service Duration (Months) | Qty | Unit Net Price | Extended Net Price |
|--------------------------|--|---------------------------|-----|----------------|--------------------|
| | High School | | | | |
| WS-C3850-24XS-E | Cisco Catalyst 3850 24 Port 10G Fiber Switch IP Services | --- | 1 | 9,931.40 | 9,931.40 |
| CON-SW-WS850XSE | SNTC-NO RMA Cisco Catalyst 3850 24 Port 10G Fiber Sw | 12 | 1 | 0.00 | 0.00 |
| S3850UK9-37E | CAT3850 Universal k9 image | --- | 1 | 0.00 | 0.00 |
| PWR-C1-715WAC/2 | 715W AC Config 1 Secondary Power Supply | --- | 1 | 425.00 | 425.00 |
| CAB-TA-NA | North America AC Type A Power Cable | --- | 2 | 0.00 | 0.00 |
| STACK-T1-50CM | 50CM Type 1 Stacking Cable | --- | 1 | 0.00 | 0.00 |
| CAB-SPWR-30CM | Catalyst 3750X and 3850 Stack Power Cable 30 CM | --- | 1 | 0.00 | 0.00 |
| PWR-C1-715WAC | 715W AC Config 1 Power Supply | --- | 1 | 0.00 | 0.00 |
| C3850-NM-BLANK | Cisco Catalyst 3850 Network Module Blank | --- | 1 | 0.00 | 0.00 |
| WS-C2960X-48FPD-L | Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base | --- | 5 | 2,825.40 | 14,127.00 |
| CON-SW-WSC296XL | SNTC-NO RMA Catalyst 2960-X 48 GigE PoE 740W, 2 x 10 | 12 | 5 | 0.00 | 0.00 |
| CAB-ACA | AC Power Cord (Australia), C13, AS 3112, 2.5m | --- | 5 | 0.00 | 0.00 |
| C2960X-STACK | Catalyst 2960-X FlexStack Plus Stacking Module | --- | 5 | 406.30 | 2,031.50 |
| CAB-STK-E-0.5M | Cisco FlexStack 50cm stacking cable | --- | 5 | 0.00 | 0.00 |
| WS-C2960X-48FPS-L | Catalyst 2960-X 48 GigE PoE 740W, 4 x 1G SFP, LAN Base | --- | 10 | 2,329.00 | 23,290.00 |
| CON-SNT-WSC294SL | SNTC-8X5XNBD Catalyst 2960-X 48 G | 12 | 10 | 0.00 | 0.00 |
| CAB-16AWG-AC | AC Power cord, 16AWG | --- | 10 | 0.00 | 0.00 |
| C2960X-STACK | Catalyst 2960-X FlexStack Plus Stacking Module | --- | 10 | 406.30 | 4,063.00 |
| CAB-STK-E-0.5M | Cisco FlexStack 50cm stacking cable | --- | 10 | 0.00 | 0.00 |
| CAB-STK-E-3M= | Cisco Bladeswitch 3M stack cable | --- | 4 | 107.10 | 428.40 |
| C2960X-STACK | Catalyst 2960-X FlexStack Plus Stacking Module | --- | 5 | 406.30 | 2,031.50 |
| SFP-10G-LR= | 10GBASE-LR SFP Module | --- | 5 | 1,358.30 | 6,791.50 |
| SFP-10G-LRM= | 10GBASE-LRM SFP Module | --- | 10 | 374.00 | 3,740.00 |
| GLC-SX-MMD= | 1000BASE-SX SFP transceiver module, MMF, 850nm, DOM | --- | 4 | 170.00 | 680.00 |
| sua5000r5txfmr | APC Smart UPS 5000 w/step down transformer | | 1 | 3,577.50 | 3,577.50 |

| | | | | | |
|--------------------------|---|-----|----------------------------|----------|------------------|
| smx1500rm2unc | APC Smart UPS 1500 rm w/SNMP card | | 6 | 1,057.50 | 6,345.00 |
| ina-cbl | Cat6 rj-45 patch cables bootless | | 720 | 3.00 | 2,160.00 |
| ina-cbl | LC-LC fiber patch cables | | 13 | 30.00 | 390.00 |
| ina-ss | installation, configuration, documentation, training removal and disposal of old equipment | | 1 | 5,100.00 | 5,100.00 |
| | | | High School Total | | 85,111.80 |
| | Middle School | | | | |
| WS-C3850-12XS-E | Cisco Catalyst 3850 12 Port 10G Fiber Switch IP Services | --- | 1 | 6,439.60 | 6,439.60 |
| CON-SW-WSC3851E | SNTC-NO RMA Cisco Catalyst 3850 12 Port 10G Fiber Sw | 12 | 1 | 0.00 | 0.00 |
| S3850UK9-37E | CAT3850 Universal k9 image | --- | 1 | 0.00 | 0.00 |
| PWR-C1-350WAC/2 | 350W AC Config 1 SecondaryPower Supply | --- | 1 | 221.00 | 221.00 |
| CAB-TA-NA | North America AC Type A Power Cable | --- | 2 | 0.00 | 0.00 |
| STACK-T1-50CM | 50CM Type 1 Stacking Cable | --- | 1 | 0.00 | 0.00 |
| CAB-SPWR-30CM | Catalyst 3750X and 3850 Stack Power Cable 30 CM | --- | 1 | 0.00 | 0.00 |
| PWR-C1-350WAC | 350W AC Config 1 Power Supply | --- | 1 | 0.00 | 0.00 |
| C3850-NM-BLANK | Cisco Catalyst 3850 Network Module Blank | --- | 1 | 0.00 | 0.00 |
| WS-C2960X-48FPD-L | Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base | --- | 5 | 2,764.20 | 13,821.00 |
| CON-SW-WSC296XL | SNTC-NO RMA Catalyst 2960-X 48 GigE PoE 740W, 2 x 10 | 12 | 5 | 0.00 | 0.00 |
| CAB-ACA | AC Power Cord (Australia), C13, AS 3112, 2.5m | --- | 5 | 0.00 | 0.00 |
| C2960X-STACK | Catalyst 2960-X FlexStack Plus Stacking Module | --- | 5 | 406.30 | 2,031.50 |
| CAB-STK-E-0.5M | Cisco FlexStack 50cm stacking cable | --- | 5 | 0.00 | 0.00 |
| WS-C2960X-48FPS-L | Catalyst 2960-X 48 GigE PoE 740W, 4 x 1G SFP, LAN Base | --- | 6 | 2,329.00 | 13,974.00 |
| CON-SNT-WSC294SL | SNTC-8X5XNBD Catalyst 2960-X 48 G | 12 | 6 | 0.00 | 0.00 |
| CAB-16AWG-AC | AC Power cord, 16AWG | --- | 6 | 0.00 | 0.00 |
| C2960X-STACK | Catalyst 2960-X FlexStack Plus Stacking Module | --- | 6 | 406.30 | 2,437.80 |
| CAB-STK-E-0.5M | Cisco FlexStack 50cm stacking cable | --- | 6 | 0.00 | 0.00 |
| CAB-STK-E-3M= | Cisco Bladeswitch 3M stack cable | --- | 2 | 105.00 | 210.00 |
| C2960X-STACK | Catalyst 2960-X FlexStack Plus Stacking Module | --- | 4 | 406.30 | 1,625.20 |
| SFP-10G-LR= | 10GBASE-LR SFP Module | --- | 1 | 1,358.30 | 1,358.30 |
| SFP-10G-LRM= | 10GBASE-LRM SFP Module | --- | 6 | 374.00 | 2,244.00 |
| GLC-T= | 1000BASE-T SFP | --- | 1 | 153.00 | 153.00 |
| smx1500rm2unc | APC Smart UPS 1500 rm w/SNMP card | | 6 | 1,057.50 | 6,345.00 |
| ina-cbl | Cat6 rj-45 patch cables bootless | | 528 | 3.00 | 1,584.00 |
| ina-cbl | LC-LC fiber patch cables | | 7 | 30.00 | 210.00 |
| ina-ss | installation, configuration, documentation, training removal and disposal of old equipment | | 1 | 3,800.00 | 3,800.00 |
| | | | Middle School Total | | 56,454.40 |

| | | | | | |
|--------------------------|--|-----|-----|----------|----------|
| | | | | | |
| | Elementary School | | | | |
| | | | | | |
| WS-C2960X-48FPD-L | Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base | --- | 2 | 2,825.40 | 5,650.80 |
| CON-SW-WSC296XL | SNTC-NO RMA Catalyst 2960-X 48 GigE PoE 740W, 2 x 10 | 12 | 2 | 0.00 | 0.00 |
| CAB-ACA | AC Power Cord (Australia), C13, AS 3112, 2.5m | --- | 2 | 0.00 | 0.00 |
| C2960X-STACK | Catalyst 2960-X FlexStack Plus Stacking Module | --- | 2 | 406.30 | 812.60 |
| CAB-STK-E-0.5M | Cisco FlexStack 50cm stacking cable | --- | 2 | 0.00 | 0.00 |
| WS-C2960X-48FPS-L | Catalyst 2960-X 48 GigE PoE 740W, 4 x 1G SFP, LAN Base | --- | 3 | 2,329.00 | 6,987.00 |
| CON-SNT-WSC294SL | SNTC-8X5XNBD Catalyst 2960-X 48 G | 12 | 3 | 0.00 | 0.00 |
| CAB-16AWG-AC | AC Power cord, 16AWG | --- | 3 | 0.00 | 0.00 |
| C2960X-STACK | Catalyst 2960-X FlexStack Plus Stacking Module | --- | 3 | 406.30 | 1,218.90 |
| CAB-STK-E-0.5M | Cisco FlexStack 50cm stacking cable | --- | 3 | 0.00 | 0.00 |
| CAB-STK-E-3M= | Cisco Bladeswitch 3M stack cable | --- | 1 | 102.00 | 102.00 |
| C2960X-STACK | Catalyst 2960-X FlexStack Plus Stacking Module | --- | 2 | 406.30 | 812.60 |
| | | | | | |
| | | | | | |
| SFP-10G-LR= | 10GBASE-LR SFP Module | --- | 1 | 1,358.30 | 1,358.30 |
| SFP-10G-LRM= | 10GBASE-LRM SFP Module | --- | 2 | 374.00 | 748.00 |
| | | | | | |
| smx1500rm2unc | APC Smart UPS 1500 rm w/SNMP card | | 3 | 1,057.50 | 3,172.50 |
| | | | | | |
| ina-cbl | Cat6 rj-45 patch cables bootless | | 240 | 3.00 | 720.00 |
| ina-cbl | LC-LC fiber patch cables | | 3 | 30.00 | 90.00 |
| | | | | | |
| ina-ss | installation, configuration, documentation, training removal and disposal of old equipment | | 1 | 1,700.00 | 1,700.00 |

**Elementary School
Total 23,372.70**

Grand Total Base Bid 164,938.90



Company Background

InacompTSG Company Overview

Inacomp Technical Services Group is a leading provider of professional technology services to government, education and mid-market commercial customers in the state of Michigan. We have been in this market and area serving customers for over 25 years. We provide a broad range of solutions that address the critical business needs of organizations today, such as Cisco voice, data and wireless solutions, IT security, enterprise access and technology management. We help organizations reduce the complexity of their environments by delivering cohesive solutions that make information more secure, accessible and manageable today, with the extensibility and built-in functionality to meet future growth and development.

What We Do

As a professional technology services firm, InacompTSG incorporates advances in technology, best practices and an exceptional consulting team to create solutions designed to meet your real-time demands for secure, accessible information. Our **solution-centric** approach focuses on understanding our customer's specific technical environment and providing solutions to business problems.

Our solutions are organized into focused practices, managed and delivered by subject matter experts. We help organizations build, implement, manage and support the infrastructure for their critical business functions. Our multi-disciplinary practice expertise enables InacompTSG to serve as a single-source for our customer's IT needs:

Cisco Advanced Networking

- Plan, Design, Implementation and Optimization of Advanced Network and Voice Technologies:
 - Level 2 & 3 Network Infrastructure Design and Support
 - IP Communications
- Wireless Technologies
 - Pre and Post wireless implementation survey
 - Wireless network design
 - Wireless network implementation
 - Post wireless implementation survey and documentation.
- End User Computer Platform Services
 - Planning, procurement and implementation of large scale PC Computing rollouts
 - Image development
 - Workstation security
- Microsoft Advanced Infrastructure
 - Envisioning, Planning, Developing, Stabilizing, and Deploying Microsoft technologies such as Active Directory, Server 2012, SCCM, and Exchange 2013
- Storage Technology
 - Design and implementation of high availability SMB to enterprise storage solutions.
 - VMWare design and implementation to help enterprises lower costs, respond faster and deliver flexible and consistent technology solutions.

The InacompTSG Difference

Unparalleled Technical Talent & Depth of Certifications

InacompTSG is has an impressive depth of technical expertise, with technical certifications including top industry & manufacturer certifications such as CCVP, MCITP, VCP, MASE, and CCEA. Over 80% of the company's employee base is client-facing technical talent.

Outstanding Service & Support: When you need us, we're there.

When there is no alternative to excellence in customer service, there's InacompTSG. We have a concerted focus on providing outstanding customer service and support, which is aided by dedicated client teams and a rigid customer satisfaction process.

Award Winning Partnerships

We have built partnerships with industry leading vendors who share the same goals and commitment to long-term strategic relationships and enhanced customer value. These include **Microsoft, HP, VMware and Cisco** among others. As part of this commitment, InacompTSG has highly-trained sales, technical and customer support team that has been certified by our vendor partners and industry organizations, and who also regularly obtain training to stay current with the products we recommend and support.

Local Office

InacompTSG maintains a local office with a sales and service center in Southfield, MI. We maintain a Customer Response Center in this location as well. This is staffed by full time InacompTSG employees who can be reached 24x7x365 to initiate a services request.

References

Mr. Mark Salzer
Technology Director
Plymouth Canton Community Schools
454 S Harvey St
Plymouth, Mi 48170
734-416-2708

Mr. Tim Throne
Superintendent
Oxford Schools
745 N Oxford Rd
Oxford, MI 48371
248-969-1814

Mr. Andrew Piazza
Technology Director
Northville Schools
775 N Center
Northville, Mi 48167
248-344-8111

Mr. Scott Wooster
Technology Director
Chelsea School District
500 Washington
Chelsea, MI 48118
734-433-2208