

**These Minutes are Pending Board Approval**

**Mission Statement:** *"We are a community of learners. We will do whatever it takes to learn. We are building a strong foundation by believing we can, working our plan, then feeling the power of success."*

**George Washington Academy**

**Thursday, November 16, 2023**

**7:30 p.m.**

**Board Meeting Minutes**

**Location:** George Washington Academy  
Library  
2277 S 3000 E,  
St. George, UT 84790

***The Board Training was held at 7:00 p.m. prior to the Board Meeting.***

***The Board meeting convened at 7:30 p.m.***

**Board Welcome:** Shannon Greer, President

**Roll Call:** Shannon Greer, President

**Prayer:** Joshua Serrano (Public)

**Pledge of Allegiance:** Shannon Greer

Board Members Present: Amanda Mortenson, Holly Myers, Kevin Peterson, Casey Unrein, Shauna Mahoney and Blake Clark. Shannon Greer attended via Zoom.

Others Present: Christine Giles, Spencer Adams, Deborah Odenwalder, Debbie Kauvaka, Jenna Ayers, Brady Pearce, Chance Manzanares, Jocelyn Larkin, Jaxynn Smith, Ben Pressley and Joshua Serrano.

**Approval of Minutes:** Amanda motions to approve the October 26, 2023 Board Meeting Minutes as outlined in the board packet. Casey seconded. The motion passed unanimously. All present voted in favor: Shannon Greer, Amanda Mortenson, Holly Myers, Casey Unrein, Shauna Mahoney, and Kevin Peterson.

**Public Opportunity to Address the Board:** None.

**Set time for adjournment:** Shannon Greer set time for adjournment at 8:30 p.m.

**New Board Member Oath of Office** Brady Pearce took the Oath of Office and became a member of the GWA Board.

**Teacher Reports:** Jaxynn Smith reports that the 5 Kindergarten classes had a Special Celebration Moment on Friday because they reached their Reading goal. The students clapped

for each other and went through a tunnel of bubbles. They then received their own bubble wand and blew bubbles outside! They loved it and were so proud of themselves! Kindergarten celebrated achieving the School wide WIG. They measured First Sound Fluency and scored well above the 10% growth goal for September. We celebrated by having the students create a cheering tunnel with bubbles to congratulate the progress. Each student was given a mini bubble wand. The students seemed to have fun!

1st grade:

We just celebrated our second annual Pumpkin Day! The students loved being dressed all in orange and learning everything about pumpkins.

1st grade was able to celebrate their reading WIG. We had a cheering tunnel and let the students enjoy the large playground. The students are excited to work on their math WIG.

We just celebrated our second annual Pumpkin Day! The students loved being dressed all in orange and learning everything about pumpkins.

3rd grade:

Our team has really focused on improving our students' Math Acadience scores and will soon have the Middle Of Year Assessment--we have seen great improvement in our practice scores and anticipate great scores in the next assessment!

We have been working on learning about the systems of the human body! We have also been putting a major focus on learning our math facts. We are having class competitions to encourage all students to master their addition, subtraction, multiplication, and division facts, as having this mastered gives the foundation for later math success. We have a field trip to do STEM activities at the Atwood Innovation Plaza and also get to attend the Southwest Symphony at Utah Tech University on Thursday!

Jocelyn reports that recently in 7th ELA we have been reading text selections around the topic of nature. We read a memoir about a man named Eddy who took a solo canoe ride on the Mississippi River and got caught in a storm. He followed his intuition and was able to survive in challenging conditions. In addition to identifying metaphors, similes and personification, students shared with each other stories about times they had been caught in difficult weather and how their adventures ended.

This week we are reading a story about a girl named Lucy who loves the color green. As readers we discover how both her mother and father taught Lucy how to care for plants. She and her mother cared for the garden during a severe drought. Her father once protested the building of highways and now plants trees in medians. We identified imagery in the story and discussed how the strong images help build her argument for taking care of green spaces. Some of the students felt that Lucy's fervor for green may be a bit extreme, but ultimately agreed that her argument is sound, plants are important to the survival of people.

Music K-5: Kinder, 1st, 4th and 5th had a great choral experience when they shared their songs with Veterans, family and community members at the Veteran's Day Assemblies on Nov. 10th. They communicated their appreciation for the Veteran's service and brought tears to many in the audience.

The 6th-grade science classes just returned from exploratory adventures in the Solar System, where they gathered data about the characteristics of the Kuiper Belt, Oort Cloud, asteroids, meteors, and exoplanets. The research teams met together on the International Space Station, where they debriefed by sharing their knowledge and expertise of the objects they visited.

4th grade just had our first field trip. We were able to attend Desert Hills High School's Beauty and the Beast musical. The students (and teachers) absolutely loved it! We're very excited to compare notes with GWA's version in the spring.

**Administration Report:** Blake reports that all reports that are due have been submitted on time. Student count is 1007 and we continue to receive new students. We have one of the highest attendance rates in the state. We have many events coming up including a meeting with a Legislator tomorrow starting at 7 am. Sean Covey and Paul Walker event is coming up. The Veteran's Program went very well. Blake listed the different things that the school did for the program. Kevin seconded Blake's comments and reports that several parents indicated that they felt that it was what was missing and needed.

**Financial Report:** Looking at the Budget as of the end of October and it is still looking good. We're still waiting for the True up numbers from the State Revenue but hopefully we see them by the November allotment. If so, they will be on the next Budget report. The 600s and 700s numbers are still showing high but again that's because of the beginning of year purchases. Ratios look good and we're above where we want to be on the Unrestricted income so we have a little wriggle room. We'll continue to monitor this as we go through the year. All reports are done. Spencer gave highlights of the 2022-23 Final Audit Report that is found in the Board Packet.

#### **Committee Reports:**

- **Policies Committee** – Nothing to report.
- **Finance Committee** – Nothing to report. Audit will be discussed in the next Finance committee.
- **Audit Committee** – Nothing to report.
- **Benefits Committee** – Nothing to report. One thing in the Board Packet.
- **Curriculum Committee** – Continuing our Deep Dive in the Amplify ELA. Next month will dive into another program that has been vetted by the state and approved called Into Literature from the HMH family of curriculum. We also are finalizing our Instructional Vision that will be voted on as a committee to be utilized when looking at new curriculum.
- **Outreach Committee** – Nothing to report.
- **Technology Committee** – Nothing to report.
- **LAND Trust Committee** – Had first meeting. Will meet again in January. Nothing to report until then.
- **PTO Committee** – Nothing to report
- **Board Development Committee** – Next scheduled Board Training was switched for the one done tonight. Due to the likelihood of not meeting in December, Shannon asked if Blake will take the training that was supposed to be in December and make it a handout/cheat sheet that could then be handed out in the next board meeting. Spencer will conduct the Finance training in January. Laura Snelson and Laura Pressley will swear in

during January and then we'll arrange for their onboarding training. Casey asked if there could be a school tour for Board Members. So the next training will start at 6:30 PM instead for Board Members.

- **Campus Management Committee** – Nothing to report.

**Discussion and/or Action Items:**

- **Expenditures over \$5,000**
- **Revised Special Education Contractor Agreement for OT, 2023-24 (Board Packet Pg. 11)** This was updated via email that was sent out yesterday. Shannon made the motion to accept the newest contract that was sent out to the Board members that was sent out yesterday. Shauna seconded. Blake gave background on the reason for the change from the previous OT. Blake also highlighted the changes in the contract and answered questions. All present voted in favor: Shannon Greer, Amanda Mortenson, Holly Myers, Casey Unrein, Shauna Mahoney, Brady Pearce, and Kevin Peterson.
- **Solution Tree PD (Board Packet Pg. 17)** Shannon motioned to accept the Solution Tree Professional Development in Las Vegas as outlined in the Board Packet. Holly seconded. Blake gave background on Solution Tree and the request in the Board Packet for Solution Tree PD on June 4th-6th. Admin would like to make this a every 3 year tradition. The Stipend that admin would like to still pay the teachers would be so that the teachers could collaborate outside of this PD regarding what they learned. Holly asked about accountability. Blake and Chance gave examples of how that would work. Blake recommended that some Board members could go. Amanda asked Blake to give examples of where he saw the teachers utilizing the PD that they attended. Blake gave examples and stated that we see these types of things every time teachers go to one of these conferences. Jenna seconded Blake's words. Casey asked about transparency on this request and Shannon and Blake were able to address those questions. All present voted in favor: Shannon Greer, Amanda Mortenson, Holly Myers, Casey Unrein, Shauna Mahoney, Brady Pearce, and Kevin Peterson.
- **2024 Benefits Insurance Renewal Packet (Board Packet Pg. 27)** Amanda made a motion to approve the 2024 Benefits Insurance Renewal as outlined in the Board packet. Holly seconded. Blake explained the advantages of changing to the new company and highlights of the new plan. The Insurance broker will meet the teachers to explain the new insurance. If the rate with the new company was incentivized and the renewal rate would be much higher next year. Casey asked if we need to increase the GWA deductible stipend. It's been discussed to increase the stipend by \$500 and that request will be brought to the Finance committee. All present voted in favor: Shannon Greer, Amanda Mortenson, Holly Myers, Casey Unrein, Shauna Mahoney, Brady Pearce, and Kevin Peterson.
- **2022-2023 Final Audit Report (Board Packet Pg. 35)** Casey had a couple of comments. They spent 10-15 hours creating the report. We're 2-3 years into this audit template which allows us to compare. The opinion of the auditors is that the transition to this type of audit is hard in the charter school world. However this audit will help tease out where our restrictive assets are going.
- **Determination of next Board meeting** It is agreed that the next meeting will be held on January 25th. Deborah will update the Public Notice Board website.

**Closed Meeting** – *none*.



**Reconvene** — Take all appropriate action in relation to closed session items.

**Next Meeting:** The next regular Board Meeting will be held on January 25th, 2023 at 7:30 pm.

**Adjournment:** Amanda motion to adjourn. The board adjourned at 8:50 p.m.

Written by Deborah Odenwalder, Board Clerk

DRAFT



# Financial Summary

as of December 31, 2023

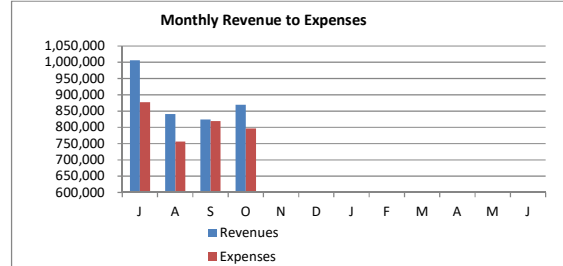
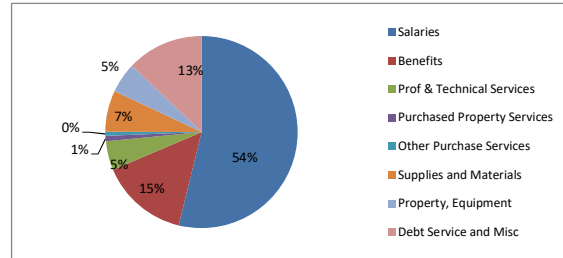
50.0% through the Year

## BUDGET REPORT

Green - more than 5% ahead of forecast  
 Yellow - within 5% of forecast  
 Red - more than 5% behind forecast

	Year-to Date Actuals	Approved Budget	Forecast	% of Forecast
Enrollment	1000	1000	1000	
<b>Revenue</b>				
1000 Local	\$ 331,242	\$ 412,758	\$ 494,122	67%
3000 State	\$ 4,998,909	\$ 9,559,025	\$ 9,806,439	51%
4000 Federal	\$ 86,044	\$ 426,905	\$ 442,259	19%
<b>Total Revenue</b>	\$ 5,416,195	\$ 10,398,688	\$ 10,742,820	50%
<b>Expenses</b>				
100 Salaries	\$ 2,704,425	\$ 5,555,364	\$ 5,567,932	49%
200 Benefits	\$ 702,877	\$ 1,512,700	\$ 1,524,700	46%
300 Prof & Technical Services	\$ 234,309	\$ 448,910	\$ 503,910	46%
400 Purchased Property Services	\$ 32,452	\$ 91,280	\$ 91,280	36%
500 Other Purchase Services	\$ 21,728	\$ 71,924	\$ 71,924	30%
600 Supplies and Materials	\$ 430,284	\$ 696,952	\$ 722,557	60%
700 Property, Equipment	\$ 356,972	\$ 433,081	\$ 526,318	68%
800 Debt Service and Misc	\$ 679,361	\$ 1,333,313	\$ 1,333,313	51%
<b>Total Expenses</b>	\$ 5,162,408	\$ 10,143,524	\$ 10,341,934	50%
<b>Net Income from Operations</b>	\$ 253,787	\$ 255,164	\$ 400,886	63%
Operating Margin	4.7%	2.5%	3.7%	

## EXPENSES



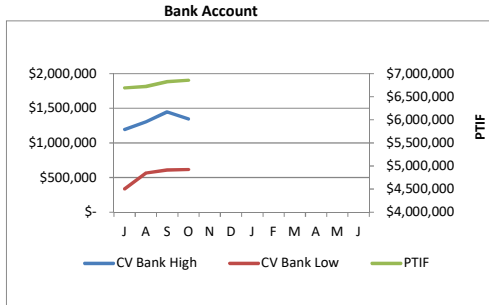
## RATIOS

	Actual	Goal	Covenant	Prior Mth Change
Operating Margin	3.7%	5%		-0.1%
Debt Service Coverage	1.31	1.25	1.05	-0.01
Days Cash on Hand	289	130	30	(1)
Building Payment %	12.4%	< 22%		-0.02%
Unrestricted NI	\$ 362,729	\$250,000		\$ (7,537)

## CASH

Month Ending Cash Balance	\$ 8,200,852
Days Cash on Hand	289

Includes \$6,857,034 PTIF



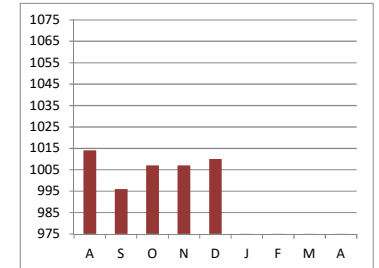
## RESERVES

	Actual Ytd	Forecast
Last Year Reserve Balance	\$ 5,841,739	\$ 5,841,739
Reserves Added this Year	\$ 253,787	\$ 400,886
Project 1	\$ -	\$ -
<b>New Reserve Balance</b>	\$ 6,095,526	\$ 6,242,625

## ENROLLMENT

	A	S	O	N	D	J	F	M	A
K	134	135	138	138	137				
1	136	133	135	136	135				
2	135	131	131	131	134				
3	137	135	137	137	138				
4	135	130	131	132	131				
5	125	121	119	119	119				
6	115	115	120	120	120				
7	97	96	96	94	96				
<b>Total</b>	1014	996	1007	1007	1010	0	0	0	0

WPU 921.33



Created by Red Apple



# Budget Detail Report

Actuals as of: **December 31, 2023**

Percentage of Year: **50.0%**



	(1005 Students)		(1000 Students)		1000			% Change From Prior Mth
	FY23 Actuals	Current Yr Actuals	Approved Budget		Changes	Forecast	% of Forecast	
<b>Revenue</b>								
1000 Revenue From Local Sources								
1510 Interest	\$ 254,766	\$ 220,441	\$ 163,000		\$ 75,000	\$ 238,000	92.6%	22.9%
1600 Food Services	\$ 223,939	\$ 98,666	\$ 230,000		\$ -	\$ 230,000	42.9%	20.6%
1741 Student Activities and Fees	\$ 1,953	\$ 2	\$ 2,000		\$ -	\$ 2,000	0.1%	0.0%
1741 Textbook and Library Fees	\$ -	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
1920 Donations	\$ 14,767	\$ 10,364	\$ 4,000		\$ 6,364	\$ 10,364	100.0%	26.7%
1920 GWA Gives Back	\$ 1,289	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
1920 Background Checks	\$ 1,230	\$ 898	\$ 1,200		\$ -	\$ 1,200	74.8%	3.8%
1920 Staff Lounge	\$ 2,359	\$ 821	\$ 3,000		\$ -	\$ 3,000	27.4%	56.1%
1920 Dixie Direct Fundraiser	\$ 8,480	\$ -	\$ 8,558		\$ -	\$ 8,558	0.0%	0.0%
1930 Sales of Assets	\$ 14,895	\$ 50	\$ 1,000		\$ -	\$ 1,000	5.0%	0.0%
1990 Miscellaneous Income	\$ 6,274	\$ -	\$ -		\$ -	\$ -	0.0%	-100.0%
<b>Total 1000:</b>	<b>\$ 529,952</b>	<b>\$ 331,242</b>	<b>\$ 412,758</b>		<b>\$ 81,364</b>	<b>\$ 494,122</b>	<b>67.0%</b>	<b>21.5%</b>
3000 Revenue From State Sources MSP								
30-3005 Regular School Program K	\$ 291,444	\$ 239,951	\$ 480,215		\$ (626)	\$ 479,589	50.0%	20.0%
30-3010 Regular School Program 1-12	\$ 3,164,957	\$ 1,663,541	\$ 3,327,805		\$ (1,446)	\$ 3,326,359	50.0%	20.0%
30-3020 Professional Staff	\$ 219,093	\$ 125,503	\$ 259,100		\$ (19,815)	\$ 239,285	52.4%	17.8%
31-1205 Sped Educ Reg Add-On WPUIS	\$ 451,736	\$ 269,109	\$ 451,736		\$ 86,483	\$ 538,219	50.0%	20.0%
31-1210 Sped Educ Reg Self Contained	\$ 40,335	\$ 16,942	\$ 40,335		\$ (6,452)	\$ 33,883	50.0%	20.0%
31-1220 Sped Educ Extended Year Program	\$ 3,721	\$ 1,963	\$ 3,721		\$ 204	\$ 3,925	50.0%	20.0%
31-1225 Sped Educ State Programs	\$ 7,355	\$ 4,178	\$ 7,355		\$ 1,000	\$ 8,355	50.0%	20.0%
31-1278 Sped Educ Stipends Extended Year	\$ 672	\$ 3,024	\$ 672		\$ 2,352	\$ 3,024	100.0%	92.9%
31-5201 Class Size Reduction K-8	\$ 373,915	\$ 196,601	\$ 388,096		\$ 4,777	\$ 392,873	50.0%	20.0%
31-5344 Enhancement for At-Risk Student	\$ 91,935	\$ 62,445	\$ 121,647		\$ 3,243	\$ 124,890	50.0%	20.0%
31-5901 Career and Tech Ed Dist. Add-On	\$ 6,087	\$ 3,115	\$ 6,057		\$ (92)	\$ 5,965	52.2%	20.0%
31-5903 CTE Comprehensive Counseling	\$ 20,000	\$ 10,000	\$ -		\$ 20,000	\$ 20,000	50.0%	20.0%
32-0500 Charter School Admin. Costs Base Funding	\$ 94,613	\$ 57,328	\$ 115,000		\$ (460)	\$ 114,540	50.1%	20.0%
32-5310 Flexible Allocation	\$ -	\$ 1,144	\$ -		\$ 2,279	\$ 2,279	50.2%	19.8%
32-5619 Charter School Local Replacement	\$ 2,958,636	\$ 1,557,547	\$ 3,074,000		\$ 37,614	\$ 3,111,614	50.1%	19.9%
32-5651 Educator Professional Time	\$ 86,875	\$ 89,531	\$ 86,875		\$ 2,656	\$ 89,531	100.0%	28.8%
32-5653 Public Ed Capital & Technology	\$ 128,603	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
33-5641 Early Intervention - OEK	\$ 150,000	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
33-5805 Early Literacy	\$ 31,910	\$ 21,411	\$ 31,751		\$ 9,992	\$ 41,743	51.3%	23.3%
34-5642 Elementary School Counselor Grant	\$ 50,000	\$ 50,000	\$ 50,000		\$ -	\$ 50,000	100.0%	0.0%
34-5807 Teacher Salary Supplement Program	\$ 5,356	\$ 1,885	\$ -		\$ 1,885	\$ 1,885	100.0%	0.0%
34-5868 Teacher Supplies and Materials	\$ 7,372	\$ 7,610	\$ 7,335		\$ 275	\$ 7,610	100.0%	28.9%
34-5876 Educator Salary Adjustment	\$ 260,792	\$ 282,432	\$ 509,000		\$ 55,864	\$ 564,864	50.0%	20.0%
34-5911 ELL Software	\$ 4,226	\$ -	\$ 2,787		\$ -	\$ 2,787	0.0%	0.0%
35-5420 School Land Trust Program	\$ 137,330	\$ 145,119	\$ 144,463		\$ 656	\$ 145,119	100.0%	0.0%
35-5655 Digital Teaching & Learning	\$ 60,837	\$ -	\$ 29,000		\$ 29,794	\$ 58,794	0.0%	0.0%
35-5666 Professional Learning Grant	\$ 9,033	\$ 4,495	\$ 8,907		\$ -	\$ 8,907	50.5%	21.3%
35-5678 TSSA	\$ 197,799	\$ 115,524	\$ 231,049		\$ -	\$ 231,049	50.0%	20.0%
35-5679 School Based Mental Health Grant	\$ 55,474	\$ -	\$ 55,749		\$ -	\$ 55,749	0.0%	0.0%
35-5810 Library Books & Elective Resources	\$ 1,067	\$ -	\$ 1,062		\$ -	\$ 1,062	0.0%	0.0%
Library ARPA Physical Collection Grant	\$ -	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
School Safety Grant	\$ -	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
Children & Teen Enhancement Grant	\$ -	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
38-5654 Period Products in Schools	\$ 2,244	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
38-5673 Substance Prevention	\$ 4,000	\$ 4,000	\$ 3,980		\$ 20	\$ 4,000	100.0%	0.0%
38-5674 Elementary Suicide Prevention	\$ 1,000	\$ 1,000	\$ 995		\$ 5	\$ 1,000	100.0%	0.0%
38-5697 LETRS Professional Development Grant	\$ 48,637	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
38-8070 School Lunch (Liquor Tax)	\$ 88,363	\$ 63,511	\$ 90,000		\$ -	\$ 90,000	70.6%	17.6%
19-5601 Beverly Taylor Sorenson Grant	\$ 28,616	\$ -	\$ 30,333		\$ 17,207	\$ 47,540	0.0%	0.0%
<b>Total 3000:</b>	<b>\$ 9,084,033</b>	<b>\$ 4,998,909</b>	<b>\$ 9,559,025</b>		<b>\$ 247,414</b>	<b>\$ 9,806,439</b>	<b>51.0%</b>	<b>19.2%</b>
4000 Revenue From Federal Sources								
42-7210 ESSER CARES	\$ -	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
42-7215 ESSER II CARES	\$ 51,797	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
42-7220 GEERS	\$ 27,544	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
42-7225 ESSER III ARP	\$ 63,065	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
45-7280 Corona Relief Grant	\$ -	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
45-7522 IDEA Pre-School	\$ 2,328	\$ -	\$ 2,328		\$ 187	\$ 2,515	0.0%	0.0%
45-7524 IDEA Flow-Through	\$ 138,864	\$ -	\$ 139,374		\$ 14,514	\$ 153,888	0.0%	0.0%
45-8075 National School Lunch Program	\$ 94,514	\$ 21,488	\$ 80,000		\$ -	\$ 80,000	26.9%	36.1%
45-8075 Free & Reduced Reimbursement	\$ 111,907	\$ 51,919	\$ 115,000		\$ -	\$ 115,000	45.1%	33.9%
45-8075 School Breakfast Program	\$ 34,053	\$ 11,984	\$ 35,000		\$ -	\$ 35,000	34.2%	35.6%
45-8080 Pandemic EBT	\$ -	\$ 653	\$ -		\$ 653	\$ 653	100.0%	0.0%
47-7290 CARES UEN WIFI	\$ -	\$ -	\$ -		\$ -	\$ -	0.0%	0.0%
48-7801 Federal Title I A	\$ 42,905	\$ -	\$ 47,055		\$ -	\$ 47,055	0.0%	0.0%
48-7860 Federal NCLB Title II A	\$ 8,148	\$ -	\$ 8,148		\$ -	\$ 8,148	0.0%	0.0%
<b>Total 4000:</b>	<b>\$ 575,125</b>	<b>\$ 86,044</b>	<b>\$ 426,905</b>		<b>\$ 15,354</b>	<b>\$ 442,259</b>	<b>19.5%</b>	<b>34.3%</b>
<b>Total Revenue:</b>	<b>\$ 10,189,110</b>	<b>\$ 5,416,195</b>	<b>\$ 10,398,688</b>		<b>\$ 344,132</b>	<b>\$ 10,742,820</b>	<b>0.0%</b>	<b>19.5%</b>



(1005 Students)

(1000 Students)

1000

	FY23 Actuals	Current Yr Actuals	Approved Budget	Changes	Forecast	% of Forecast	% Change From Prior Mth
<b>Expenses</b>							
<b>100 Salaries</b>							
121 Administration	\$ 398,820	\$ 257,232	\$ 504,916	\$ -	\$ 504,916	50.9%	20.2%
131 Teachers	\$ 2,761,514	\$ 1,466,932	\$ 2,962,835	\$ -	\$ 2,962,835	49.5%	20.6%
131 Special Education Salaries	\$ 228,902	\$ 166,590	\$ 300,208	\$ -	\$ 300,208	55.5%	23.4%
132 Substitute Teachers (PTO Stipend)	\$ 17,677	\$ -	\$ 30,000	\$ -	\$ 30,000	0.0%	0.0%
132 SpEd Substitutes	\$ -	\$ -	\$ 5,000	\$ -	\$ 5,000	0.0%	0.0%
131 Stipends / Merit Pay	\$ 118,561	\$ 86,242	\$ 88,020	\$ -	\$ 88,020	98.0%	231.3%
131 Summer Professional Development	\$ 12,000	\$ -	\$ 60,000	\$ (55,000)	\$ 5,000	0.0%	0.0%
131 LETRS Training Stipend	\$ 72,500	\$ 25,000	\$ 72,500	\$ -	\$ 72,500	34.5%	0.0%
131 LAND TRUST - Stipends	\$ 750	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
131 Special Education Stipends (After School)	\$ 4,100	\$ 1,550	\$ -	\$ 1,568	\$ 1,568	98.9%	19.2%
131 ESSER II - Stipends	\$ 11,125	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
131 ESSER III - After School Stipends	\$ 55,904	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
142 Counselor	\$ 176,182	\$ 112,891	\$ 235,501	\$ -	\$ 235,501	47.9%	21.0%
143 School Nurse	\$ 4,053	\$ 2,588	\$ 9,584	\$ -	\$ 9,584	27.0%	17.4%
145 Librarian / Literacy Aide	\$ 15,410	\$ 10,896	\$ 20,796	\$ -	\$ 20,796	52.4%	0.0%
152 Secretaries	\$ 123,082	\$ 69,338	\$ 133,065	\$ -	\$ 133,065	52.1%	20.3%
161 Teacher Aides, Reading Specialists & Subs	\$ 400,441	\$ 231,026	\$ 440,616	\$ 66,000	\$ 506,616	45.6%	19.0%
161 LAND TRUST - K Aide/Student Support Para	\$ 37,037	\$ 9,673	\$ 34,000	\$ -	\$ 34,000	28.5%	24.0%
161 SpEd Aides & Speech Therapist	\$ 144,231	\$ 68,575	\$ 171,383	\$ -	\$ 171,383	40.0%	25.1%
162 Computer Aides	\$ 20,417	\$ 11,144	\$ 22,947	\$ -	\$ 22,947	48.6%	15.8%
182 Custodial & Maintenance	\$ 87,723	\$ 56,575	\$ 111,764	\$ -	\$ 111,764	50.6%	21.3%
191 Lunch Room Aide	\$ 237,130	\$ 128,173	\$ 352,229	\$ -	\$ 352,229	36.4%	25.2%
<b>Total 100:</b>	<b>\$ 4,927,559</b>	<b>\$ 2,704,425</b>	<b>\$ 5,555,364</b>	<b>\$ 12,568</b>	<b>\$ 5,567,932</b>	<b>48.6%</b>	<b>25.1%</b>
<b>200 Employee Benefits</b>							
220 Social Security	\$ 332,071	\$ 179,254	\$ 405,174	\$ -	\$ 405,174	44.2%	25.1%
220 LAND TRUST - BENEFITS	\$ 2,891	\$ 2,083	\$ 2,601	\$ -	\$ 2,601	80.1%	24.4%
220 SpEd Social Security	\$ 22,541	\$ 15,623	\$ 36,459	\$ -	\$ 36,459	42.9%	28.2%
230 Retirement	\$ 213,702	\$ 120,849	\$ 313,975	\$ -	\$ 313,975	38.5%	20.3%
240 Group Insurance	\$ 652,212	\$ 333,028	\$ 697,840	\$ -	\$ 697,840	47.7%	15.5%
240 Deductible Stipend	\$ 30,430	\$ 31,160	\$ 23,000	\$ 12,000	\$ 35,000	89.0%	44.7%
270 Worker's Compensation Fund	\$ 18,867	\$ 18,224	\$ 20,412	\$ -	\$ 20,412	89.3%	0.0%
280 Unemployment Insurance	\$ 11,384	\$ 2,656	\$ 13,238	\$ -	\$ 13,238	20.1%	0.0%
<b>Total 200:</b>	<b>\$ 1,284,098</b>	<b>\$ 702,877</b>	<b>\$ 1,512,700</b>	<b>\$ 12,000</b>	<b>\$ 1,524,700</b>	<b>46.1%</b>	<b>19.5%</b>
<b>300 Purchased Professional &amp; Technical</b>							
320 Special Education Contractors	\$ 120,248	\$ 53,122	\$ 135,000	\$ -	\$ 135,000	39.3%	15.1%
320 Counseling Services - (FY20 LCSW-Mental Health)	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
330 Employee Training & Development	\$ 4,768	\$ 10,106	\$ 9,000	\$ 55,000	\$ 64,000	15.8%	19.6%
330 TSSA - Training & Development	\$ 27,200	\$ 30,000	\$ 30,000	\$ -	\$ 30,000	100.0%	0.0%
330 LAND TRUST - Training & Development	\$ 2,050	\$ 21,430	\$ 24,000	\$ -	\$ 24,000	89.3%	0.0%
330 SpEd Training & Development	\$ 6,000	\$ 330	\$ 6,000	\$ -	\$ 6,000	5.5%	0.0%
330 LETRS Professional Learning Grant PD	\$ 46,401	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
330 SEDC Services	\$ 2,583	\$ 1,354	\$ 3,891	\$ -	\$ 3,891	34.8%	0.0%
340 Audit	\$ 22,134	\$ 10,000	\$ 14,134	\$ -	\$ 14,134	70.8%	0.0%
345 Business Manager Services	\$ 78,336	\$ 39,954	\$ 79,908	\$ -	\$ 79,908	50.0%	20.0%
349 Legal Services	\$ 4,568	\$ 140	\$ 8,000	\$ -	\$ 8,000	1.8%	0.0%
350 Technical Services (IT)	\$ 96,419	\$ 49,806	\$ 102,000	\$ -	\$ 102,000	48.8%	19.9%
580 Admin & Teacher Travel (Meals)	\$ 9,965	\$ 2,931	\$ 7,000	\$ -	\$ 7,000	41.9%	95.1%
580 TSSA - Travel	\$ 20,431	\$ 8,938	\$ 20,280	\$ -	\$ 20,280	44.1%	0.0%
580 LAND TRUST - Travel	\$ 13,068	\$ 4,116	\$ 6,000	\$ -	\$ 6,000	68.6%	-25.7%
580 SpEd - Travel	\$ 5,625	\$ 2,082	\$ 3,697	\$ -	\$ 3,697	56.3%	9.2%
<b>Total 300:</b>	<b>\$ 459,796</b>	<b>\$ 234,309</b>	<b>\$ 448,910</b>	<b>\$ 55,000</b>	<b>\$ 503,910</b>	<b>46.5%</b>	<b>17.0%</b>
<b>400 Purchased Property Services</b>							
411 Water/Sewage	\$ 9,628	\$ 5,270	\$ 12,000	\$ -	\$ 12,000	43.9%	16.2%
412 Disposal Services	\$ 14,246	\$ 7,719	\$ 15,480	\$ -	\$ 15,480	49.9%	0.0%
420 Cleaning Services	\$ 5,313	\$ 3,190	\$ 5,800	\$ -	\$ 5,800	55.0%	18.6%
431 Lawn Care Services	\$ 11,800	\$ 6,605	\$ 12,000	\$ -	\$ 12,000	55.0%	14.8%
431 Non-Technology Repairs & Maintenance	\$ 35,423	\$ 9,668	\$ 33,000	\$ -	\$ 33,000	29.3%	16.1%
432 Copy Machine Servicing	\$ 5,629	\$ -	\$ 13,000	\$ -	\$ 13,000	0.0%	0.0%
<b>Total 400:</b>	<b>\$ 82,039</b>	<b>\$ 32,452</b>	<b>\$ 91,280</b>	<b>\$ 55,000</b>	<b>\$ 91,280</b>	<b>35.6%</b>	<b>11.8%</b>
<b>500 Other Purchased Services</b>							
522 Property & Liability Insurance	\$ 45,243	\$ 16,625	\$ 48,924	\$ -	\$ 48,924	34.0%	108.3%
530 Telephone	\$ 11,670	\$ 541	\$ 11,000	\$ -	\$ 11,000	4.9%	20.0%
540 Marketing	\$ 7,923	\$ 4,262	\$ 9,000	\$ -	\$ 9,000	47.4%	0.0%
590 Field Trips / Bus Rental	\$ 170	\$ 300	\$ 3,000	\$ -	\$ 3,000	10.0%	0.0%
<b>Total 500:</b>	<b>\$ 65,006</b>	<b>\$ 21,728</b>	<b>\$ 71,924</b>	<b>\$ -</b>	<b>\$ 71,924</b>	<b>30.2%</b>	<b>67.2%</b>



	(1005 Students) FY23 Actuals	Current Yr Actuals	(1000 Students) Approved Budget	1000 Changes	Forecast	% of Forecast	% Change From Prior Mth
<b>600 Supplies and Materials</b>							
610a Classroom Supplies	\$ 9,311	\$ 16,847	\$ 44,680	\$ -	\$ 44,680	37.7%	5.4%
610a TSSA - Supplies	\$ 12,039	\$ 12,475	\$ 18,320	\$ -	\$ 18,320	68.1%	11.8%
610a LAND TRUST	\$ 11,967	\$ 12,000	\$ 12,000	\$ -	\$ 12,000	100.0%	0.4%
610a ESSER II - Supplies	\$ 17,120	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
610b Special Ed Supplies	\$ 5,962	\$ 6,717	\$ 10,000	\$ -	\$ 10,000	67.2%	7.3%
610 Elective Supplies	\$ -	\$ -	\$ 6,000	\$ -	\$ 6,000	0.0%	0.0%
610c Theatre Supplies	\$ 6,886	\$ 1,013	\$ 7,000	\$ -	\$ 7,000	14.5%	0.0%
610d CCA Expenses	\$ 4,843	\$ 3,840	\$ 5,179	\$ -	\$ 5,179	74.1%	0.0%
610e Student Activity Supplies / Incentives	\$ 13,776	\$ 6,632	\$ 14,000	\$ -	\$ 14,000	47.4%	31.1%
610f Board Expenses/meals	\$ 3,811	\$ 1,353	\$ 7,000	\$ -	\$ 7,000	19.3%	317.6%
610g Office Supplies/General	\$ 28,242	\$ 26,867	\$ 28,000	\$ -	\$ 28,000	96.0%	9.6%
610h Safety Supplies	\$ 3,666	\$ 1,518	\$ 4,000	\$ -	\$ 4,000	38.0%	0.0%
School Safety Grant		\$ 2,611	\$ -	\$ 2,611	\$ 2,611	100.0%	0.0%
610i GWA Gives Back	\$ 1,295	\$ -	\$ 1,300	\$ -	\$ 1,300	0.0%	0.0%
610j First Aid Supplies	\$ 862	\$ 146	\$ 1,000	\$ -	\$ 1,000	14.6%	0.0%
610k Director Discretionary Fund	\$ 10,813	\$ 7,246	\$ 10,000	\$ -	\$ 10,000	72.5%	9.9%
610m Staff Lounge	\$ 5,797	\$ 3,240	\$ 6,000	\$ -	\$ 6,000	54.0%	11.3%
610n Swag Store	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
610o Christmas Party	\$ 3,780	\$ 5,215	\$ 4,018	\$ -	\$ 4,018	129.8%	53.2%
610p Health and Wellness	\$ 2,285	\$ 1,685	\$ 3,000	\$ -	\$ 3,000	56.2%	56.3%
621 Natural Gas	\$ 13,925	\$ 1,383	\$ 14,000	\$ -	\$ 14,000	9.9%	43.9%
622 Electricity	\$ 43,158	\$ 24,617	\$ 43,000	\$ -	\$ 43,000	57.2%	11.1%
630 School Lunch Prgm	\$ 219,264	\$ 126,930	\$ 230,000	\$ -	\$ 230,000	55.2%	12.8%
641 Textbooks/Curriculum	\$ 31,430	\$ 44,095	\$ 56,800	\$ (6,800)	\$ 50,000	88.2%	5.0%
641 TSSA - Curriculum	\$ 40,098	\$ 39,200	\$ 39,200	\$ -	\$ 39,200	100.0%	0.0%
641 UCCRSC	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
641 Digital Teaching & Learning Curriculum	\$ 44,832	\$ 35,330	\$ 14,000	\$ 29,794	\$ 43,794	80.7%	0.0%
641 SpEd - Textbooks/Curriculum	\$ 30,019	\$ 922	\$ 29,855	\$ -	\$ 29,855	3.1%	0.0%
644 Library Books	\$ 5,318	\$ 3,045	\$ 4,000	\$ -	\$ 4,000	76.1%	5.0%
670 Educational Software	\$ 6,230	\$ 8,754	\$ 15,700	\$ -	\$ 15,700	55.8%	0.0%
670 TSSA - Educational Software	\$ 10,117	\$ 10,246	\$ 10,800	\$ -	\$ 10,800	94.9%	0.0%
670 LAND TRUST - Educational Software	\$ 15,389	\$ 9,551	\$ 14,700	\$ -	\$ 14,700	65.0%	0.0%
670 SpEd - Educational Software	\$ 690	\$ -	\$ 3,400	\$ -	\$ 3,400	0.0%	0.0%
680 Maintenance Supplies & Material	\$ 38,699	\$ 16,806	\$ 40,000	\$ -	\$ 40,000	42.0%	8.1%
<b>Total 600:</b>	<b>\$ 641,624</b>	<b>\$ 430,284</b>	<b>\$ 696,952</b>	<b>\$ 25,605</b>	<b>\$ 722,557</b>	<b>59.6%</b>	<b>8.7%</b>
<b>700 Property</b>							
710 Land and Site Improvements & Building	\$ 32,792	\$ 90,721	\$ 25,000	\$ 66,029	\$ 91,029	99.7%	2.2%
733 Furniture and Fixtures	\$ 21,332	\$ 5,805	\$ 20,000	\$ 13,000	\$ 33,000	17.6%	-1.9%
733 SpEd - Furniture and Fixtures	\$ 1,296	\$ 1,533	\$ 1,296	\$ 237	\$ 1,533	100.0%	0.0%
734 Technology Hardware	\$ 1,271	\$ 581	\$ 2,700	\$ 13,000	\$ 15,700	3.7%	12.4%
734 LAND TRUST - Hardware	\$ 49,510	\$ 2,100	\$ 55,000	\$ -	\$ 55,000	3.8%	0.0%
734 SpEd - Tech Hardware	\$ 3,453	\$ -	\$ 345	\$ -	\$ 345	0.0%	0.0%
734 ESSER III - Tech Hardware	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
734 Digital Teaching & Learning Hardware	\$ 15,075	\$ -	\$ 15,000	\$ -	\$ 15,000	0.0%	0.0%
736 Technology Software	\$ 1,864	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
736 TSSA - Software	\$ 49,092	\$ 33,071	\$ 48,000	\$ -	\$ 48,000	68.9%	0.0%
736 LAND TRUST - Software	\$ 6,760	\$ 5,500	\$ 5,500	\$ -	\$ 5,500	100.0%	0.0%
736 SpEd - Software	\$ 1,680	\$ 2,771	\$ 1,800	\$ 971	\$ 2,771	100.0%	0.0%
739 Kitchen Equipment	\$ 23,440	\$ 643	\$ 23,440	\$ -	\$ 23,440	2.7%	0.0%
790 Cap Ex Fund	\$ 523,778	\$ 214,247	\$ 235,000	\$ -	\$ 235,000	91.2%	0.0%
<b>Total 700:</b>	<b>\$ 731,343</b>	<b>\$ 356,972</b>	<b>\$ 433,081</b>	<b>\$ 93,237</b>	<b>\$ 526,318</b>	<b>67.8%</b>	<b>0.5%</b>
<b>800 Debt Service &amp; Miscellaneous</b>							
810 Dues and Fees	\$ 11,178	\$ 11,300	\$ 15,000	\$ -	\$ 15,000	75.3%	27.4%
830 Bond Restricted Assets (Interest)	\$ 500,913	\$ 234,756	\$ 469,513	\$ -	\$ 469,513	50.0%	20.0%
840 Bond Restricted Assets (Principal)	\$ 785,000	\$ 407,500	\$ 815,000	\$ -	\$ 815,000	50.0%	20.0%
833 Bond Fees	\$ 7,300	\$ 25,800	\$ 33,800	\$ -	\$ 33,800	76.3%	0.0%
890 Miscellaneous	\$ 3,419	\$ 5	\$ -	\$ -	\$ -	0.0%	-99.7%
<b>Total 800:</b>	<b>\$ 1,307,810</b>	<b>\$ 679,361</b>	<b>\$ 1,333,313</b>	<b>\$ -</b>	<b>\$ 1,333,313</b>	<b>51.0%</b>	<b>18.8%</b>
<b>Total Expenses:</b>	<b>\$ 9,499,275</b>	<b>\$ 5,162,408</b>	<b>\$ 10,143,524</b>	<b>\$ 253,410</b>	<b>\$ 10,341,934</b>	<b>49.9%</b>	<b>19.7%</b>
<b>Net Income:</b>		<b>\$ 253,787</b>	<b>\$ 255,164</b>	<b>\$ 90,722</b>	<b>\$ 400,886</b>	<b>63.3%</b>	
		<b>Goal for Unrestricted Net Income:</b>			<b>\$ 250,000</b>	<b>Restricted Forecasted Spend Down</b>	
		<b>Unrestricted Net Income:</b>			<b>\$ 362,729</b>	<b>Food Service</b>	<b>\$ (82,614)</b>
		<b>Restricted Net Income:</b>			<b>\$ 38,157</b>	<b>SpEd</b>	<b>\$ 38,157</b>
<b>Cap Ex Fund:</b>		<b>At year end:</b>	<b>\$ 168,402</b>	<b>Use: \$177,616</b>	<b>At year end:</b>	<b>\$ 189,155</b>	
<b>(Unrestricted over \$350,000) Special Project Fund:</b>		<b>Beg of Year</b>	<b>\$ 97,843</b>		<b>At year end:</b>	<b>\$ 110,572</b>	
<b>Fund Reserve:</b>			<b>\$ 6,096,903</b>		<b>\$ 6,204,468</b>		

**GEORGE WASHINGTON ACADEMY**

**Balance Sheet**

As of December 31, 2023

	<u>Dec 31, 23</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1072 · Bill.com Money Out Clearing	86.74
8110 · Cash in Banks	
8111 · Cache Valley Bank Accounts	
1 · Petty Cash	179.07
8111.1 · Cache Valley Bank (2050)	818,382.85
8111.2 · Cache Valley Bank Debit (0459)	5,594.11
<b>Total 8111 · Cache Valley Bank Accounts</b>	<u>824,156.03</u>
8116 · PTIF	7,435,017.23
8120 · US Bank Accounts	
8120.1C · Principal Fund 2015 (80001)	621,632.69
8120.2 · Interest Fund 2008 (9002)	0.02
8120.2B · Interest Fund 2011 (5001)	0.01
8120.2C · Interest Fund 2015 (80002)	172,649.12
8120.3C · Reserve Fund 2015 (80003)	1,285,912.50
8120.5C · Repair & Rplcmnt 2015 (80005)	150,000.00
8120.6C · Expense Fund 2015 (80006)	63,969.70
<b>Total 8120 · US Bank Accounts</b>	<u>2,294,164.04</u>
<b>Total 8110 · Cash in Banks</b>	<u>10,553,337.30</u>
<b>Total Checking/Savings</b>	<u>10,553,424.04</u>
<b>Other Current Assets</b>	
8130 · Accounts Recievable	
8135 · Utah State Sales Tax	4,338.93
<b>Total 8130 · Accounts Recievable</b>	4,338.93
8150 · Prepaid Expenses	6,659.00
<b>Total Other Current Assets</b>	<u>10,997.93</u>
<b>Total Current Assets</b>	<u>10,564,421.97</u>
<b>TOTAL ASSETS</b>	<b><u>10,564,421.97</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
9513 · Accounts Payable-bill.com	10,156.24
<b>Total Accounts Payable</b>	<u>10,156.24</u>
<b>Credit Cards</b>	
9531 · Visa Card	
9531a · VISA Card - Jessica's Card	10,558.18
9531b · VISA Card - Blake's Card	4,706.15
9531d · VISA Card - Shannon's Card	-1,000.00
9531e · VISA Card - Chance's Card	-593.51
<b>Total 9531 · Visa Card</b>	<u>13,670.82</u>
9532 · Lowe's	-557.93
<b>Total Credit Cards</b>	<u>13,112.89</u>
<b>Other Current Liabilities</b>	
9510 · Accounts Payable	7,138.66
9530 · Accrued Liabilities	
9535 · Accrued Bond Liability	407,500.00
<b>Total 9530 · Accrued Liabilities</b>	<u>407,500.00</u>
9540 · Accrued Salaries & Withholdings	



GEORGE WASHINGTON ACADEMY

Balance Sheet

As of December 31, 2023

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	Dec 31, 23
9544 · Utah State Withholding	19,538.00
<b>Total 9540 · Accrued Salaries &amp; Withholdings</b>	19,538.00
9540a · Payroll & Benefit YE Accrual	324,884.10
9560 · Deferred Revenue	
9561 · Local	26,751.14
9563 · State	400,000.00
<b>Total 9560 · Deferred Revenue</b>	426,751.14
<b>Total Other Current Liabilities</b>	1,185,811.90
<b>Total Current Liabilities</b>	1,209,081.03
<b>Total Liabilities</b>	1,209,081.03
<b>Equity</b>	
30000 · Opening Balance Equity	193.93
9820 · Net Assets - Restricted	274,127.41
9830 · Retained Earnings	8,401,709.82
9850 · Unreserved Fund Balances	7,398.97
9859 · Undesignated Fund Balance	422,122.16
Net Income	249,788.65
<b>Total Equity</b>	9,355,340.94
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>10,564,421.97</b>

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## PROPOSAL FOR BOARD ACTION

**Proposal Title:** Stage Risers

**Submitted by:** B.Clark

**Sponsoring Committee:** Finance

Please briefly describe: (1) the situation giving rise to the proposal, (2) the background behind the proposal, (3) your assessment of the situation/background, and (4) your recommendation to the Board.

### **Situation:**

We are wanting to purchase risers to be used for assemblies, choir performances, musicals and special events at GWA to ensure that parents can see their child perform.

### **Background:**

The Finance Committee has reviewed the budget and has moved the necessary funds into furniture and fixtures line item for this purchase. We have received 3 quotes for the risers and the company we feel confident with is Wenger Corporation. We have visited other schools to look at their risers and Wenger is the brand of choice for these schools.

### **Assessment:**

### **Recommendation:**

To discuss approving the Risers to be purchased by GWA coming out of the Furniture and Fixture Line Item

Please submit this form with all accompanying paperwork to the Board Secretary, Jaycee Rogers, at [jrogers@gwacademy.org](mailto:jrogers@gwacademy.org) by the 15<sup>th</sup> day of the month of the Board meeting.

Wenger Corporation  
 555 Park Drive  
 Owatonna, MN 55060-4940  
 United States



C O R P O R A T I O N

Phone: 507-455-4100  
 Fax: 507-455-4258

**Quote Number: 3306290**  
 Stagetek Risers - 2024

**QUOTE**

Date: 01/02/2024  
 Page: 1 of 2  
 Cust #: 00567371

<p><b>Quote To:</b>          Kari Mccoy          George Washington Academy          2277 S 3000 E          Saint George UT 84790-8510          United States</p> <p><b>Phone:</b> (435) 673-2232  <b>Fax:</b>  <b>E-Mail:</b> kmccoy@gwacademy.org</p>	<p><b>Date:</b> 1/2/2024  <b>Expires:</b> 1/31/2024  <b>Reference:</b>  <b>Terms:</b> Net 30 Days  <b>Created By:</b> Ashley Sands</p> <p><b>Salesperson:</b> Jeremy Du Bois  <b>Phone:</b>  <b>E-Mail:</b> Jeremy.Dubois@wengercorp.com</p>
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**Quote Comments:**

*Customer to verify all items on this quote before placing order.*

*The Supply Chain has been experiencing disruptions across many industries globally. Our purchasing team is working with our suppliers to mitigate the impact of the disruptions. As a result, once orders are placed, delivery dates may change. Freight quoted is for a one-time shipment. Customer-requested split shipments will result in an additional freight charge. We apologize for any inconvenience this may cause. We value your business and thank you for your patience during these unusual circumstances.*

*Wenger Corporation incorporates by reference all of the terms and conditions as specified at: ([www.wengercorp.com/terms-and-conditions.php](http://www.wengercorp.com/terms-and-conditions.php)) and makes them part of this quotation.*

*Current Lead time is about 3-4 weeks from the order date plus transit time (Lead times are approximate based off the current date of the quote; lead time is subject to change).*

*15% Discount is applied*

Line	PartNum/Description	Qty	Net Price	Ext. Price
1.00	280203216 StageTek Tiered Riser Staging System	1 EA	\$10,566.35	\$10,566.35
	<div style="border: 1px solid black; padding: 5px;"> <i>StageTek Tiered Staging System            3 Tiers, 8" Rise, 3' Deep            (3) 6' rectangular sections            Deck Surface: Black Cracked Ice            Fixed Height Legs            Back, Left, and Right Guardrails (for elevations above 8")            Removable Chair Stops            All Necessary Leg-to-Leg Connectors</i> </div>			
2.00	Freight Freight Services	1 EA	\$1,252.40	\$1,252.40

USD

Wenger Corporation  
555 Park Drive  
Owatonna, MN 55060-4940  
United States



Phone: 507-455-4100  
Fax: 507-455-4258

**Quote Number: 3306290**

Stagetek Risers - 2024

**QUOTE**

Date: 01/02/2024  
Page: 2 of 2  
Cust #: 00567371

**TAILGATE DELIVERY with STAGING:**

Freight reflected in this quotation is for common carrier shipment with tailgate delivery. Tailgate delivery will require your staff to unload the truck, move the product into the building and complete any assembly or installation.

LIFTGATE DELIVERY NOT AVAILABLE FOR STAGING, See unloading recommendations.

**DO YOU REQUIRE INSIDE DELIVERY OR INSTALLATION SERVICES?**

If you do not have a loading dock or staff available to unload the products from the common carrier trailer, then contact your Wenger sales representative to discuss these delivery methods and to find out the additional charges.

Lines Total \$11,818.75  
Total Taxes \$713.23

**Quote Total \$12,531.98**



**MUSIC EDUCATION AND PERFORMING ARTS**

Owatonna Office: Phone 800.4WENGER (493-6437) Worldwide +1.507.455.4100 | Parts & Service 800.887.7145 | wengercorp.com | 555 Park Drive, PO Box 448 | Owatonna | MN 55060-0448

Syracuse Office: Phone 800.836.1885 Worldwide +1.315.451.3440 | jrclancy.com | 7041 Interstate Island Road | Syracuse | NY 13209-9713

**ATHLETICS** Phone 800.493.6437 | email gearboss@wengercorp.com | gearboss.com | 555 Park Drive, PO Box 448 | Owatonna | MN 55060-0448

**STAGEDROP**  
PORTABLE STAGES & EVENT FURNITURE

**QUOTE# 143232**

**StageDrop LLC**  
706 Challenger Way, Forked River, NJ 08731  
Tel: 609-971-9200, Fax: 609-971-1650  
www.stagedrop.com | sales@stagedrop.com  
Tax ID: 46-0977080

**Quote Date:** 12/13/2023  
**Quote Expires:** 1/12/2024  
**Terms:** Prepay  
**Buyer:** Jessica Bentley  
**Salesperson:** Kristy S.





**Billing Address**

Jessica Bentley  
George Washington Academy  
tbd  
Saint George, UT 84790  
United States  
435-862-7518

**Shipping Address**

Jessica Bentley  
George Washington Academy  
tbd  
Saint George, UT 84790  
United States  
435-862-7518

**Order Details**

Image	Item Description	Quantity	Price	Total
	Staging 101 3-Tier Seated Riser System - 31' Long (fits 60 Chairs) Finish: Carpet, Rear Guard Rails: Add Back Guard Rails	1	\$15,359.86	\$15,359.86
	Staging 101 Side Guard Rail Package for 3-Tier Seated Risers	1	\$1,297.99	\$1,297.99
	Staging 101 Straight Seated Riser Trolley Include: Include Strap with Ratchet	4	\$517.98	\$2,071.92
	FREE GIFT: StageDrop Frisbee!	1	\$0.00	\$0.00
			Subtotal:	\$18,729.77
			Free Economy Freight Over \$2900:	\$0.00
			Sales Tax:	\$1,208.07
			<b>TOTAL BALANCE DUE:</b>	<b>\$19,937.84</b>

We are experiencing record demand as well as supply chain issues and increasing costs from our suppliers.

Order your items early to avoid potential backorders, price increases and shipping delays.

If you have any questions or would like to proceed with an order, please call us at (609) 971-9200 or email [sales@stagedrop.com](mailto:sales@stagedrop.com). We are open Monday - Friday, 10am-5pm EST.

**Today's Classroom LLC**  
6551 Middlebranch Ave NE  
Canton, OH 44721 US  
8779099910  
info@todaysclassroom.com

# Estimate

**ADDRESS**

George Washington Academy  
Jessica Bentley  
2277 South 3000 East  
St. George, UT 84790

**SHIP TO**

George Washington  
Academy  
Jessica Bentley  
UT 84790  
435-862-7518

**ESTIMATE #** JM09-9154

**DATE** 12/13/2023

**EXPIRATION DATE** 12/28/2023

ACTIVITY	QTY	PRICE	TOTAL
<b>SBRC48C</b> National Public Seating SBRC48C Portable Three Level Stage Configuration Set with Carpet	1	15,846.53	15,846.53
Carpet: Black			
<b>Shipping Lift Gate</b> Shipping with Lift Gate to get products to Ground Level	1	2,279.30	2,279.30

Here is the quotation for the items you requested. Please call if you have any questions.

**TOTAL**

**\$18,125.83**

Sincerely

Today's Classroom  
877-909-9910


Accepted By

Accepted Date



For assistance, please contact your furniture expert:

**Valid 12/13/2023 To 01/12/2024**
**Jordan Baker**
**jordan@worthingtondirect.com**
**P: 800-599-6636**
**Bill To**
**GEORGE WASHINGTON ACADEMY  
 ACCOUNTS PAYABLE  
 2277 S 3000 E  
 SAINT GEORGE, UT 84790-8510  
 P: (435) 673-2232**
**Ship To**
**GEORGE WASHINGTON ACADEMY  
 JESSICA BENTLEY  
 2277 S 3000 E  
 SAINT GEORGE, UT 84790-8510  
 P: (435) 673-2232**

Stock No.	Vendor No.	Item Description	Price	Qty	Subtotal
 15305	STSC383C	96"Wx36"D, 3-LEVEL RISER SET W/ CARPET SURFACE (BLUE) <b>Estimated Lead Time: 56 days</b>	\$17421.95	1	\$17,421.95
			<b>plus 2-5 days for transit</b>		5

Subtotal	\$17,421.95
Shipping	1,275.41
Tax	0.00
<b>Total</b>	<b>\$18,697.36</b>

**Shipping Information**

 This order includes:  Liftgate Service  Inside Delivery  Call Before Delivery (435) 673-2232

Delivery appointments can be made by the freight company to schedule approx delivery time. Please contact your rep to remove or add additional services to your quote, or to learn more about them.

Liftgate service is recommended for facilities that do not have a loading dock or personnel/equipment needed to lower large or heavy freight to the ground. Selecting this service will ensure that your shipment is lowered to the ground.

Inside Delivery service means that a single freight driver will assist in bringing your shipment inside the first set of doors to your facility. The driver will not navigate stairs/elevators and may still require assistance with extremely large or heavy items.

Please contact your rep to have these additional services added to your quote, or to learn more about them.

When you are ready to order, please make sure you have made all color selections and verified shipping and billing details. Feel free to discuss any questions you may have with your representative: Jordan Baker at jordan@worthingtondirect.com

**Thank you for this opportunity to furnish your space!**



## PROPOSAL FOR BOARD ACTION

**Proposal Title:** HVAC System replacement

**Submitted by:** Steve Erickson

**Originating Committee:** Campus Management

Please briefly describe: (1) the situation giving rise to the proposal, (2) the background behind the proposal, (3) your assessment of the situation/background, and (4) your recommendation to the Board.

### **Situation:**

The office area HVAC system has died and needs to be replaced. It is one of the oldest systems on the building.

### **Background Information, including a list of reviewing committees:**

We had 4 companies come out and look at the system. All confirmed that it needed to be replaced with a new system. We have received 3 bids. See attached.

### **Assessment:**

### **Recommendation:**

This was an emergency purchase. We went with the lowest quote from Outwest Air at \$12,762.00. We have used this company before and felt comfortable going with them again.

Please submit this form with all accompanying paperwork to the Board Secretary, Deborah Odenwalder, at [dodenwalder@gwacademy.org](mailto:dodenwalder@gwacademy.org) by the 15<sup>th</sup> day of the month of the Board meeting.

**Outwest HVAC, Inc**  
PO Box 910248  
Saint George, UT 84791  
435.688.9378  
outwestair@gmail.com



## Estimate

**ADDRESS**

Rod Sedgwick  
George Washington  
Academy  
% Rod Sedgwick  
2277 S 3000 E  
St George, UT  
84790

**SHIP TO**

office area - unit  
13

**ESTIMATE #** 112102

**DATE** 01/10/2024

ACTIVITY	DESCRIPTION	QTY	RATE	AMOUNT
<b>Retrofit</b>	Retrofit installation of new Carrier 6-ton 3-phase 460-volt gas package system with new curb adapter. This includes extending the electrical and gas piping.	1	12,512.00	12,512.00
<b>Crane</b>	CRANE SERVICE	1	250.00	250.00

Thank you!

TOTAL

**\$12,762.00**

Accepted By

Accepted Date



**Air Care Professionals**  
 1478 S 270 E Ste 2A, Saint George, 84790, United States  
 (435) 628-2423

**Estimate** 32243848  
**Job** 32224391  
**Estimate Date** 1/12/2024  
**Customer PO**

**Billing Address**  
 George Washington Academy  
 2277 South 3000 East  
 St. George, UT 84790 USA

**Job Address**  
 George Washington Academy  
 2277 South 3000 East  
 St. George, UT 84790 USA

**Estimate Details**

6 Ton Carrier Gas Package Unit: Install a new 6 ton Carrier gas package unit onto the roof.

Task #	Description	Quantity	Your Price	Your Total
COM-Gas Package 14 Seer	<b>COM-Gas Package 14 Seer</b> Install a new 6 ton 14 Seer, Gas Package Unit, to existing system and ducting. <b>Includes:</b> new digital thermostat, economizer, curb adapter and crane lift.	1.00	\$13,190.00	\$13,190.00

- We dispose of old equipment safely
- Environmentally Friendly Puron Refrigerant
- Professional Service & Install (no short cuts)
- Licensed & Insured
- Warranty-1 year on new equipment parts / 5 year on compressor / 1-year labor

NOTE: The curb adapter will take about a week to be built and shipped.

New equipment is installed to the existing ducting, refrigerant lines, gas lines, flue piping, low voltage, and electrical of building, and does not include any drywall repair, refrigerant, roof repair, insulation, painting, coring or cutting, or electrical unless otherwise noted.

This install, requires a crane to be used to lift the equipment on and off the roof. We will need access to the parking lot to set up, place and operate the crane. Therefore, Air Care Professionals, Llc, its associates, managers and shareholders will be held harmless from any claim, loss, damage or liability arising out of or related to any crane activity.

**Prices are good for 30 days.**

<b>Potential Savings</b>	\$0.00
<b>Sub-Total</b>	\$13,190.00
<b>Tax</b>	\$0.00
<b>Total</b>	\$13,190.00

Thank you for choosing Air Care Professionals

THIS IS AN ESTIMATE, NOT A CONTRACT FOR SERVICES. The summary [above] is furnished by [the contractor] as a good faith estimate of work to be performed at [LOCATION][the location described above] and is based on our evaluation and does not include requested or add items, future material or equipment price increases. This estimate is valid for up to 30 days.

I agree to the estimate and authorize Air Care Professionals, Llc to perform the work as summarized and on these estimated terms, and I agree to pay the full amount for all work performed with the balance due immediately upon completion of work and services performed unless other arrangements have been made prior to this agreement. Air Care Professionals reserves the right to charge a 1.5% per month (18%APR) fee on any overdue amount. Air Care Professionals, Llc has the right and permission to lien the property for any unpaid balance owed or due on completed work.

New equipment is installed to the existing ducting, refrigerant lines, gas lines, piping, low voltage, and electrical of home or property, and does not include any drywall repair, roof repair, painting, insulation, coring or electrical unless otherwise noted.



S&S Mechanical Contractors  
4008 S1630 E #3, Saint George, 84790, United States  
(435) 628-4334

Estimate 45702552  
Job 45703140  
Estimate Date 1/10/2024  
Customer PO

**Billing Address**

George Washington Academy  
2277 South 3000 East  
St. George, UT 84790 USA

**Job Address**

George Washington Academy  
2277 South 3000 East  
St. George, UT 84790 USA

**Estimate Details**

Install Carrier 6 Ton Gas Package RTU:  
Remove existing unit from rooftop and Install new gas package unit  
Curb Adapter  
Crane included  
New thermostat control connecting to existing wiring  
Connect to existing electrical, gas pipe, and drains  
Excluded: Any high voltage electrical, roof repair, duct repair

\*\*Price shown is for payment by check\*\*

Task #	Description	Quantity	Your Price	Your Total
INSTALL 48FCFM07A2A5- 0A0A0	Carrier WeatherMaker Heat Pump 6.0 TON 14 SEER PACKAGED RTU 48FCFM07A2A5-0A0A0  Features Included: <ul style="list-style-type: none"><li>SEER 14</li><li>Reliable fixed speed scroll compressor on 3-5 ton sizes and 2 stage scroll technology on 6 ton sizes</li><li>Upgraded unit control board with intuitive indoor fan adjustment</li><li>Reliable copper tube/aluminum fin condenser coil with 5/16-in. tubing to help reduce refrigerant charge verses prior designs</li><li>New outdoor fan system with rugged - lightweight high impact composite fan blade</li></ul> 48/50FC WeatherMaker® units up to 6 tons are specifically designed to fit on Carrier roof curbs that were installed back to 1989, which makes replacement easy and eliminates the need for curb adapters or changing utility connections.  Single-stage units deliver SEERs up to 14.0. IEERs up to 15.2. All models are capable of either vertical or horizontal airflow.	1.00	\$14,009.58	\$14,009.58

**Sub-Total** \$14,009.58  
**Tax** \$0.00  
**Total** \$14,009.58

Thank you for choosing S&S Mechanical

This invoice is agreed and acknowledged. Payment is due upon receipt. A service fee will be charged for any returned checks, and a financing charge of 1.5% per month shall be applied for overdue amounts.



## PROPOSAL FOR BOARD ACTION

**Proposal Title:** HVAC Preventative Maintenance

**Submitted by:** Steve Erickson

**Originating Committee:** Campus Management

Please briefly describe: (1) the situation giving rise to the proposal, (2) the background behind the proposal, (3) your assessment of the situation/background, and (4) your recommendation to the Board.

### **Situation:**

All HVAC systems are scheduled for a Preventative Maintenance check at the school. Each system is checked and filters are replaced.

### **Background Information, including a list of reviewing committees:**

We had 3 companies come out and give us a bid. See attached

### **Assessment:**

### **Recommendation:**

The Campus Management Committee recommends going with Outwest Air for the amount of \$10,428.00 as they are the cheapest and have previously used them for this service.

Please submit this form with all accompanying paperwork to the Board Secretary, Deborah Odenwalder, at [dodenwalder@gwacademy.org](mailto:dodenwalder@gwacademy.org) by the 15<sup>th</sup> day of the month of the Board meeting.





Submitted By: Jessica Bennett

Date: 1/9/24 Vendor: \_\_\_\_\_

Website/Contact Info: Dutwest Air

BILL/SHIP TO: George Washington Academy  
2277 S. 3000 E.  
St. George, UT 84790

This is a/an (Circle One):

Purchase Order/Invoice P.O. # 2024-036

School Credit Card Purchase

School Credit Card (Admin)

Authorization for Travel

Dates of Travel: \_\_\_\_\_

Reimbursement Request  
(Fill Out Below & Attach all Receipts)

Teacher Supply Account Purchase? Y N

QTY	ITEM #	DESCRIPTION (include dates as applicable)	UNIT PRICE	LINE TOTAL
		55 units preventive maintenance 3 year		

**Budget Category:** (Administration Only)

300 Professional & Technical Budget Detail: \_\_\_\_\_

400 Purchased Property Services Budget Detail: \_\_\_\_\_

500 Other Purchased Services Budget Detail: \_\_\_\_\_

600 Supplies & Materials Budget Detail: \_\_\_\_\_

700 Property Budget Detail: \_\_\_\_\_

Principal Discretionary Land Trust

Curriculum CCA

Student Incentives

Special Education

Other: \_\_\_\_\_

Notes: \_\_\_\_\_

**Procurement:**  
If the item is over \$100 and/service is over \$1,000, you are required to request 3 bids.

Please attach all bids to this requisition and a brief explanation of why you chose the vendor.

Subtotal	
Shipping	
Sales Tax	
TOTAL	\$10,428. <sup>00</sup>

*[Signature]*  
Executive Director's Approval  
(For purchases up to \$2,000)

1/9/24  
Date

\_\_\_\_\_  
Approving Board Member Date  
(For purchases between \$2,001 - \$5,000)

\_\_\_\_\_  
Board Chair or Date  
Board Member on Finance Committee  
For purchases over \$5,000  
\*Purchases over \$5,000 MUST be approved in a board meeting

Outwest HVAC, Inc  
 PO Box 910248  
 Saint George, UT 84791  
 435.688.9378  
 outwestair@gmail.com



# Estimate

**ADDRESS**

Rod Sedgwick  
 George Washington  
 Academy  
 % Rod Sedgwick  
 2277 S 3000 E  
 St George, UT  
 84790

**SHIP TO**

entire building  
 preventative  
 maintenance - HVAC

**ESTIMATE #** 112080

**DATE** 10/12/2023

ACTIVITY	DESCRIPTION	QTY	RATE	AMOUNT
PM	Preventive Maintenance: We propose to service and maintain each of the 55 rooftop HVAC units and 1 portable ground unit located on the property. This includes providing and replacing the filters according to the Filter Schedule to be done quarterly and also providing and replacing the belts once per year. This also includes an annual coil cleaning on each unit (or as needed, if more often). More specifically, the checklist will include: COMPRESSORS: check amp draw, check voltage, check for pressure & safety switches, check oil level, check capacity control; ELECTRICAL DISCONNECTS: check condition, check proper engagement, check fuse for proper size, check conduit, check for signs of electrical arching; CONTROL PANELS: check contractors, visual			0.00

ACTIVITY	DESCRIPTION	QTY	RATE	AMOUNT
	inspection of all electrical wiring, check relays & transformers, check capacitors; AIR-COOLED CONDENSERS: check fins for cleanliness/condition, check for oil stains, check motor amps, check blade condition, check bearings, check motor temps, check motor amps, check blade condition; EVAPORATORS/AIR HANDLERS: check coil fins, check for oil stains, check pulleys for grooves, check rotation of fan, check amp draw of motor, check motor bearings, check blower bearings, check condensate pan, blow out drain lines, check motor temperature, inspect P-traps, check drain connections, check insulation, check blower wheel for proper balance, oil & lubricate motors, check belt alignment & tension, check to make sure unit is mounted level, check for proper temperature split; EXHAUST FANS: run fan & check operation of unit, check rain guard, check belt & belt guard, check fan blade, check for proper rotation, lubricate bearings as required, check drive condition, inspect starter, check electrical contacts, check & tighten electrical connections, check motor operation amps; ECONOMIZERS: check for proper operation, check economizer filters, check condition of actuators; HEAT PUMPS: check reversing valve operation, check defrost operation, check defrost sensor mounting			0.00
<b>PM</b>	Labor: calculated at	3	910.00	2,730.00

ACTIVITY	DESCRIPTION	QTY	RATE	AMOUNT
	reduced rate of \$65/hr with each system taking 15 minutes at 3 times per year			
<b>PM</b>	Labor: calculated at reduced rate of \$65/hr once per year for the coil cleaning for each system	56	65.00	3,640.00
<b>Belt</b>	Belts replaced once per year per system	56	20.00	1,120.00
<b>Filter</b>	Filters: (112) 16x25x2; (16) 16x20x2; (1) 16x20x1; (1) 20x20x1 = 130 total x 4	520	4.50	2,340.00
<b>Filter</b>	(8) 20x25x2; (14) 20x25x1; (1) 20x20x1 = 23 total x 4	92	6.50	598.00
	Billing to be quarterly, upon completion			
	We will hold our price for 3 years, making the total be \$10,428 per year; or \$31,284 total.			

Thanks for giving us a chance to offer you the best! TOTAL

**\$10,428.00**

Accepted By

Accepted Date

**Dash Heating and Air LLC**  
 135 N 900 E.  
 Ste 107  
 St. George, UT 84790



**PROPOSAL**

**Presented to:**  
**George Washington Academy**  
 2277 S 3000 E  
 St. George, UT 84790

**Job #** 4881  
**Proposal #** P-4881-1  
**Technician** Jordan Calaway  
**Issue Date** Dec 07 2023

**Customer Contact:**  
 M: (435) 673-2232  
 E: jrbentley@gwacademy.org

**Service Location:**  
 2277 S 3000 E  
 St. George, UT 84790

**Your Price: \$13,200.00**

Description	Qty	Price
<b>Maintenance Membership</b>	55	\$13,200.00

**Your Price \$13,200.00**

**Review and Sign**

**Proposal Notes:**

This is the yearly price.

**TO BE DONE QUARTERLY:**

- Check disconnects connections and fuses
- Check conduit whip
- Check electrical connections in units
- Check contactors
- Check for electrical arching
- Check relays and transformers
- Check amp draws of motors
- Inspect condenser coils for cleanliness and condition
- Check evaporator coils for cleanliness and condition
- Inspect blower wheel, blower pulleys, and bearings
- Lubricate motors and bearings as needed (if applicable)
- Tighten motor mount bolts or screws

Check capacitors

Check the condensate drain pan

Blow out condensate drain p-trap

Check for proper temperature split

Replace air filters in units as per schedule

**TO BE DONE DURING COOLING SEASON:**

Check refrigerant pressures during cooling season.

Check economizer operations

Check amp draws of compressors

**TO BE DONE DURING HEATING SEASON:**

TO BE DONE ANNUALLY:  
Replaced fan belts in units  
Clean outdoor condensing coils

**Customer Approval:**

I accept this proposal and agree to the terms and conditions.

**Contract Terms:**

Thank you for your business!





Air Care Professionals  
 1478 S 270 E Ste 2A, Saint George, 84790, United States  
 (435) 628-2423

Estimate 31628304  
 Job 31507077  
 Estimate Date 11/14/2023  
 Customer PO

**Billing Address**  
 George Washington Academy  
 2277 South 3000 East  
 St. George, UT 84790 USA

**Job Address**  
 George Washington Academy  
 2277 South 3000 East  
 St. George, UT 84790 USA

**Estimate Details**

Annual Maintenance: Performed quarterly

Task #	Description	Quantity	Your Price	Your Total
General Task	Work to be done on 55 rooftop units and 1 split system on portable TO BE DONE QUARTERLY: Check disconnects connections and fuses Check conduit whip Check electrical connections in units Check contactors Check for electrical arching Check relays and transformers Check amp draws of motors Inspect condenser coils for cleanliness and condition Check evaporator coils for cleanliness and condition Inspect blower wheel, blower pulleys, and bearings Lubricate motors and bearings as needed (if applicable) Tighten motor mount bolts or screws Check capacitors Check condensate drain pan Blow out condensate drain p-trap Check for proper temperature split Replace air filters in units as per schedule  TO BE DONE DURING COOLING SEASON: Check refrigerant pressures during cooling season. Check economizer operations Check amp draws of compressors  TO BE DONE DURING HEATING SEASON: Clean flame sensor and spark ignitor during heating season. Check inducer motor amp and operation  TO BE DONE ANNUALLY: Replaced fan belts in units Clean outdoor condensing coils	56.00	\$325.00	\$18,200.00
General Task	Replace air filters	612.00	\$13.40	\$8,200.80
General Task	Replace fan belts	51.00	\$43.00	\$2,193.00

BILLING TO BE QUARTERLY AS QUARTERLY MAINTENANCE IS COMPLETED

Potential Savings	\$0.00
Sub-Total	\$28,593.80
Tax	\$0.00
<b>Total</b>	<b>\$28,593.80</b>

Thank you for choosing Air Care Professionals

THIS IS AN ESTIMATE, NOT A CONTRACT FOR SERVICES. The summary [above] is furnished by [the contractor] as a good faith estimate of work to be performed at [LOCATION][the location described above] and is based on our evaluation and does not include requested or add items, future material or equipment price increases. This estimate is valid for up to 30 days.  
 I agree to the estimate and authorize Air Care Professionals, Llc to perform the work as summarized and on these estimated terms, and I agree

completed work.

New equipment is installed to the existing ducting, refrigerant lines, gas lines, piping, low voltage, and electrical of home or property, and does not include any drywall repair, roof repair, painting, insulation, coring or electrical unless otherwise noted.



## PROPOSAL FOR BOARD ACTION

**Proposal Title:** Chalk Renewal (PowerSchool)

**Submitted by:** Steve Erickson

**Originating Committee:** Technology

Please briefly describe: (1) the situation giving rise to the proposal, (2) the background behind the proposal, (3) your assessment of the situation/background, and (4) your recommendation to the Board.

### **Situation:**

This is the program the teachers use to set up daily lesson plans and year long plans.

### **Background Information, including a list of reviewing committees:**

The teachers utilize this software every day and is one of their main resources in creating a scheduling their day to day teaching.

### **Assessment:**

### **Recommendation:**

Please accept the renewal of this software for the amount of \$5,734.60.

Please submit this form with all accompanying paperwork to the Board Secretary, Deborah Odenwalder, at [dodenwalder@gwacademy.org](mailto:dodenwalder@gwacademy.org) by the 15<sup>th</sup> day of the month of the Board meeting.



Submitted By: Steve Erickson

Date: 1/11/2024 Vendor: Powerschool

Website/Contact Info: \_\_\_\_\_

BILL/SHIP TO: George Washington Academy  
 2277 S. 3000 E.  
 St. George, UT 84790

**This is a/an (Circle One):**

Purchase Order/Invoice P.O. # 2024-088

School Credit Card Purchase

School Credit Card (Admin)

Authorization for Travel

Dates of Travel: \_\_\_\_\_

Reimbursement Request  
 (Fill Out Below & Attach all Receipts)

Teacher Supply Account Purchase? Y N

QTY	ITEM #	DESCRIPTION (include dates as applicable)	UNIT PRICE	LINE TOTAL
		CHALK - Powerschool		\$5,734.60
		Teacher Day to Day Planner		

**Budget Category:** (Administration Only)

300 Professional & Technical Budget Detail: \_\_\_\_\_

400 Purchased Property Services Budget Detail: \_\_\_\_\_

500 Other Purchased Services Budget Detail: \_\_\_\_\_

600 Supplies & Materials Budget Detail: \_\_\_\_\_

700 Property Tech Software Budget Detail: 736

Principal Discretionary \_\_\_\_\_ Land Trust \_\_\_\_\_  
 Curriculum \_\_\_\_\_ CCA \_\_\_\_\_

Student Incentives \_\_\_\_\_

Special Education \_\_\_\_\_

Other: \_\_\_\_\_

Notes: \_\_\_\_\_

**Procurement:**  
 If the item is over \$100 and/service is over \$1,000, you are required to request 3 bids.

Please attach all bids to this requisition and a brief explanation of why you chose the vendor.

Subtotal	
Shipping	
Sales Tax	
TOTAL	\$5,734.60

[Signature] 1/11/24  
 Executive Director's Approval Date  
 (For purchases up to \$2,000)

\_\_\_\_\_  
 Approving Board Member Date  
 (For purchases between \$2,001 - \$5,000)

\_\_\_\_\_  
 Board Chair or Date  
 Board Member on Finance Committee  
 For purchases over \$5,000  
 \*Purchases over \$5,000 MUST be approved in a board meeting

## **GWA Procedure for Processing and Approving Purchase Requisitions**

1. All employees must complete a Purchase Requisition for approval prior to purchasing items. Teachers may purchase items for their classroom out of their teacher accounts and then complete the form for reimbursement, but must follow guidelines for Teacher Supply Accounts (classroom supplies and materials only). Requests for ALL REIMBURSEMENTS must be approved by the Executive Director.
  
2. After completing all necessary information, place the completed requisition form in the Purchasing Secretary's box. If an error occurs when filling out the document, it must be corrected with a single line through the error and initialed. No white-out may be used.
  
3. The Purchasing Secretary will then complete the following steps:
  - a. Verify that the Purchase Requisition is filled out completely, including Name, Date, Quantity, Description, Item #, Cost, and Company Information
  - b. Verify that the funds are available in the budget for the purchase or reimbursement.
  - c. Enter request into the Purchase Order Log.
  - d. Forwards the requisition to the individual(s) authorized to approve purchase requests.
  
4. When a Purchase Requisition is presented for approval, the individual(s) authorized to do so must:
  - a. Verify the Purchase Requisition is filled out completely, including Name, Date, Quantity, Description, Item #, Cost, and Company Information
  - b. Verify, when questions exist, that the purchase meets the needs of the school.
  - c. Verify that the funds are available in the budget for the purchase.
  - d. Places the approved requisition in the Purchasing Secretary's box
  
5. The Purchasing Secretary will then complete the following steps:
  - a. Verify that all appropriate signatures are on the Purchase Request. If a Travel/Meeting Request Estimate is included, Purchasing Secretary will book arrangements
  - b. Place the order with the vendor
  - c. Emails the Requestor that the item has been ordered and an estimated delivery date

**\*\*\*IMPORTANT:**

Items that have been delivered MUST be received by the Purchasing Secretary BEFORE you pick them up. This is a very important part of our purchasing system. If it is an absolute emergency, the Executive Director or Administrative Services Director are the only ones who can approve you taking these items before due process has taken place with the Purchasing Secretary.



Remit Email: dilip.shivagar@powerschool.com  
 Quote Date: 27-OCT-2023  
 Quote #: Q-822235-2

Sales Quote - This is Not An Invoice

Prepared By: Jordan Noakes  
 Customer Name: George Washington Academy  
 Contract Term: 12 Months  
 Start Date: 28-FEB-2024  
 End Date: 27-FEB-2025  
 Billing Frequency: Annually

Customer Contact: Jessica Bentley  
 Title: Purchasing Secretary  
 Address: 2277 S. 3000 E., St. George  
 City: St George  
 State/Province: Utah  
 Zip Code: 84790  
 Phone #: (435) 673-2232

Product Description	Quantity	Unit	Unit Price	Extended Price
Initial Term 28-FEB-2024 - 27-FEB-2025				
License and Subscription Fees				
Chalk Curriculum & Instruction		1.00	Each	USD 4,674.60
Chalk Implementation & Support		1.00	Each	USD 1,060.00

License and Subscription Totals: **USD 5,734.60**

Quote Total

<b>Initial Term</b>	<b>28-FEB-2024 - 27-FEB-2025</b>
<b>Amount To Be Invoiced</b>	<b>USD 5,734.60</b>

Fees charged in subsequent periods after the duration of this quote will be subject to an annual uplift. On-Going PowerSchool Subscription/Maintenance and Support Fees are invoiced at the then current rates and enrollment per existing terms of the executed agreement between the parties. Any applicable state sales tax has not been added to this quote. Subscription Start and expiration Dates shall be as set forth above, which may be delayed based upon the date that PowerSchool receives your purchase order. If this quote includes promotional pricing, such promotional pricing may not be valid for the entire duration of this quote.

All invoices shall be paid before or on the due date set forth on invoice. All purchase orders must contain the exact quote number stated within. Customer agrees that purchase orders are for administrative purposes only and do not impact the terms or conditions reflected in this quote and the applicable agreement. Any credit provided by PowerSchool is nonrefundable and must be used within 12 months of issuance. Unused credits will be expired after 12 months.

This renewal quote will continue to be subject to and incorporate the terms and conditions of the main services agreement executed between PowerSchool and Customer that is in effect at the time of this quote, or if no such agreement is in effect, then the terms and conditions found at [https://www.powerschool.com/MSA\\_Feb2022/](https://www.powerschool.com/MSA_Feb2022/), as may be amended.

"By either (i) executing this Quote or (ii) accessing the services described herein, you agree that such services will automatically renew for succeeding periods on the same terms and conditions as set forth herein (subject to a standard annual price uplift) unless otherwise terminated in accordance with such terms and conditions."

THE PARTIES BELOW ACKNOWLEDGE THAT THEY HAVE READ THE AGREEMENT, UNDERSTAND IT AND AGREE TO BE BOUND BY ITS TERMS.

POWERSCHOOL GROUP LLC

George Washington Academy

Signature:

Signature:



Printed Name: Eric Shander

Printed Name:

Title: Chief Financial Officer

Jessica Bentley

Job Title:

Date: 9-AUG-2023

Purchasing

Date:

PO Number: \_\_\_\_\_



## PROPOSAL FOR BOARD ACTION

**Proposal Title:** Sound System Upgrade

**Submitted by:** Steve Erickson

**Originating Committee:** GWA Annual Performance Group and Technology

Please briefly describe: (1) the situation giving rise to the proposal, (2) the background behind the proposal, (3) your assessment of the situation/background, and (4) your recommendation to the Board.

### **Situation:**

GWA's sound system is really old and needs updating.

### **Background Information, including a list of reviewing committees:**

The current sound system is 18 years old and we have done small improvements over the years. Now that we do an annual performance we need to think about upgrading to a more efficient system. We have discussed in the technology and finance committees about the upgrade of this system and have allocated \$16,000 to cover this project. We have estimated amounts of what the items may cost.

Technology

Finance

### **Assessment:**

### **Recommendation:**

This is an overall look at the plan and what we will be purchasing. The items will be purchased from a couple different companies.

Please submit this form with all accompanying paperwork to the Board Secretary, Deborah Odenwalder, at [dodenwalder@gwacademy.org](mailto:dodenwalder@gwacademy.org) by the 15<sup>th</sup> day of the month of the Board meeting.



<b>Poll Sound Proposal</b>	<b>Price</b>	<b>Note</b>				
Network Tie In	\$1,710.62	Needs a slight modification to also include the installation of a network jack to the left of the stage.				
Larger Rack	\$2,021.07					
Bluetooth	\$796.39					
Total	\$4,528.08					
<b>Item Description</b>	<b>Quantity</b>	<b>Brand</b>	<b>Model</b>	<b>Unit Price</b>	<b>Price</b>	<b>Note</b>
Digital Mixer	1	Behringer	X32 Rack	\$1,700	\$1,700	
Antenna Distributor	2	RF Venue	DISTRO4	\$579	\$1,158	
Wireless Microphone	4	Audio Technica	ATW-2129b	\$399	\$1,596	
Stage Box	2	Behringer	SD8	\$459	\$918	
Control Surface	1	Behringer	X-Touch	\$549	\$549	
Control Computer	1			\$1,000	\$1,000	
Dante Card	1	Behringer	X-DANTE	\$379	\$379	
Cables, Connectors, Hardware, etc.					\$1,000	
Power Conditioner	2	Furman	M-8x2	\$70	\$140	
Low Profile Rack	2			\$200	\$400	A small rack on either side of the stage (behind the curtain on the wall) is needed to mount stage boxes for microphone inputs and monitor speaker outputs.
Stage Microphones	3	Bartlett	Stage Floor Mic (EC)	\$285	\$855	
Replacement Headset Microphones (Kari - Poll Sound)	10			\$200	\$2,000	
				Total	\$11,695	
Grand Total*	\$16,223.08					



## PROPOSAL FOR BOARD ACTION

**Proposal Title:** Safety Grant - Camera Project

**Submitted by:** Steve Erickson

**Originating Committee:** Campus Management

Please briefly describe: (1) the situation giving rise to the proposal, (2) the background behind the proposal, (3) your assessment of the situation/background, and (4) your recommendation to the Board.

### **Situation:**

Our Camera system is no longer working at full capacity. We have about 6 cameras that are currently working. With the State offering the Safety Grant, we created a project to install around 35 cameras that will cover the property around and inside the school.

### **Background Information, including a list of reviewing committees:**

We estimated and got approved by the state for \$40,000 for this project.

Campus Management  
Technology  
Finance

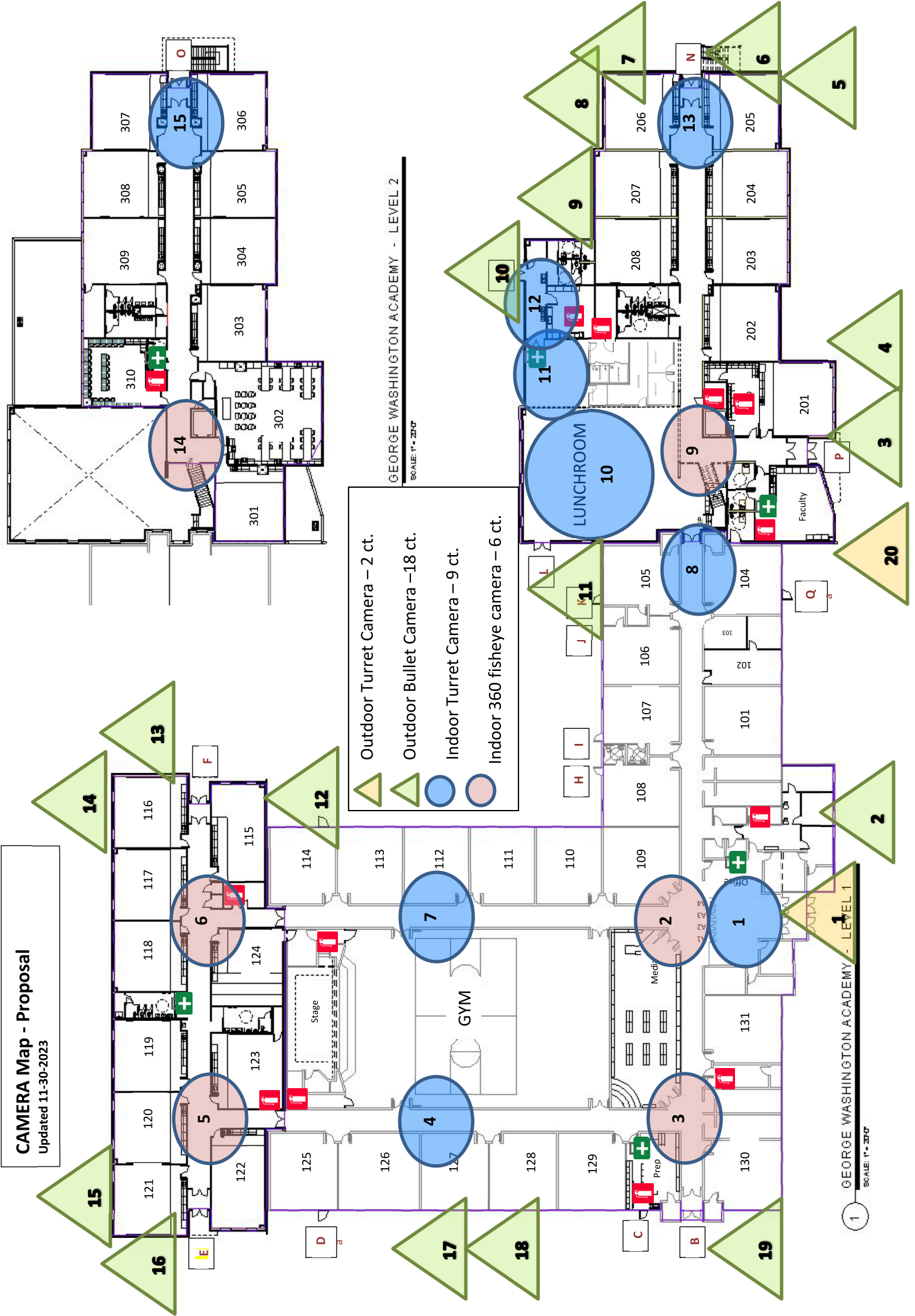
### **Assessment:**

### **Recommendation:**

The Campus Management Committee has met and discussed all project details and quotes and recommends going with Peak Alarm for a total price of \$28,995.00.

Please submit this form with all accompanying paperwork to the Board Secretary, Deborah Odenwalder, at [dodenwalder@gwacademy.org](mailto:dodenwalder@gwacademy.org) by the 15<sup>th</sup> day of the month of the Board meeting.

**CAMERA Map - Proposal**  
Updated 11-30-2023



**GEORGE WASHINGTON ACADEMY - LEVEL 1**  
SCALE: 1" = 20'

*The estimate is based on information provided from the customer regarding project requirements.  
Estimate valid for **30 Days***

**George Washington Academy**  
Steven Erickson  
2277 S. 3000 E.  
St. George, UT 84790  
[serickson@gwacademy.org](mailto:serickson@gwacademy.org)  
435-673-2232

January 17, 2024

**Speco Technologies Network Video Recorder w/ IP Advanced Analytic Cameras**

- 1 – Speco Technologies 32 Channel Network Video Recorder w/ 24TB Hard Drive
  - 1 – Speco Technologies 8 Channel Network Video Recorder w/ 12TB Hard Drive
  - 18 – Speco Technologies 8MP IP Outdoor Bullet Cameras
  - 2 – Speco Technologies 8MP IP Outdoor Turret Cameras
  - 9 – Speco Technologies 8MP IP Indoor Turret Cameras
  - 6 – Speco Technologies 6MP 360-Degree Fisheye IP Cameras
  - 2 – Speco Technologies POE Switches as needed.
- New Cat6 Wire Runs

**TOTAL INSTALLATION PRICE-----\$28,995.00**

\*Installation Price Includes All Labor and Taxes.\*



# Red Mountain Technology Solutions

446 North Park Street | Suite B | St. George, Utah 84770  
435-627-2990 | red-mtn.com

**RECIPIENT:**

**George Washington Academy**

2277 S 3000 E  
St. George, UT 84790

Phone: 435-673-2232

**SERVICE ADDRESS:**

2277 S 3000 E  
St. George, UT 84790

## Estimate #8680644

Sent on	12/13/2023
Proposal Title	GWA Camera Upgrade Dec 2023
Sales Rep	Sam Chapman
<b>Total</b>	<b>\$39,494.80</b>



# Red Mountain Technology Solutions

446 North Park Street | Suite B | St. George, Utah 84770  
 435-627-2990 | red-mtn.com

Product/Service	Description	Qty.	Unit Price	Total
Scope of Work	<ul style="list-style-type: none"> <li>• Install dome cameras in the following locations</li> <li>- Main Entrance</li> <li>- Lobby</li> <li>- Hallway 105</li> <li>- Lunchroom</li> <li>- Prep Area</li> <li>- Lunchroom Hallway</li> <li>- Hallway 302</li> <li>- Hallway 307</li> <li>• Install Dual Head Domes in the following locations</li> <li>- Hallway 127</li> <li>- Hallway 112</li> <li>• Install 180° multi-sensor in the following locations</li> <li>- Front Parking West</li> <li>- Front Parking East</li> <li>- 4 Square</li> <li>- West Walkway</li> <li>• Install Fisheyes in the following locations</li> <li>- Northeast corner of the East Wing</li> <li>- Kindergarten Playground</li> <li>- Northwest Corner</li> <li>- Southwest Corner</li> <li>- Hallway 109</li> <li>- Hallway 130</li> <li>- Hallway 120</li> <li>- Hallway 118</li> <li>- Lunchroom Hallway</li> <li>- Hallway 302</li> <li>• Install Bullets in the following locations</li> <li>- Outside Lunchroom Hallway</li> <li>- Outside Room 201 zoomed into South Playground</li> <li>• Install PTZ Quad Sensor Camera on the Southwest Corner of the building</li> <li>• Install Server with 10TB with space to add more in the future</li> <li>• Connect Lifetime licenses to the server for each recording channel</li> <li>• Run cable to all new camera locations</li> </ul>			
Quote - Materials	Materials as per Quote	1	\$30,562.15	\$30,562.15
Quote - Labor	Labor and Installation as per Quote	1	\$8,932.65	\$8,932.65*



# Red Mountain Technology Solutions

446 North Park Street | Suite B | St. George, Utah 84770  
 435-627-2990 | red-mtn.com

Product/Service	Description	Qty.	Unit Price	Total
Misc. Notes	<p>Provided by Red Mountain</p> <ul style="list-style-type: none"> <li>- Cable and Labor to Pull Cable</li> <li>- Jacks</li> <li>- Patch Panels</li> <li>- Testing and terminations</li> <li>- Cameras and Mounting Hardware</li> <li>- Server and 10TB HDD</li> <li>- Licenses</li> <li>- Initial In Person Training</li> </ul> <p>Provided by Owner</p> <ul style="list-style-type: none"> <li>- Existing category cables to existing cameras</li> </ul> <p>If existing cable cameras are bad, a change order will be created to replace existing cable after showing Steve evidence that the cable is bad. The change order must be approved prior to replacing the cable.</p> <p>Server and client software is free on all Operating Systems for desktop and mobile applications.</p>			

**Total** **\$39,494.80**

\* Non-taxable

This quote is valid for the next 30 days, after which values may be subject to change. Due to the validity of copper costs and supply chain shortages, pricing may be required to be adjusted to cover uncontrolled expenses. Adjustments to this quote will be discussed before work begins.

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_



Monarch  
1819 Polk St,# 320  
San Francisco, CA 94109

Prepared By Anthony D'Ambrosio  
Email anthony@monarchconnected.com

Quote Number 00004331  
Term (Months) 36

Created Date 12/6/2023  
Expiration Date 1/31/2024

Contact Name Steven Erickson  
Phone (435) 673-2232  
Email serickson@gwacademy.org

Bill To Name George Washington Academy  
Bill To 2277 South 3000 East  
St. George, UT 84790  
United States

Customer Name George Washington Academy  
Ship To 2277 South 3000 East  
St. George, UT 84790  
United States

Product Code	Product	Quantity	MSRP	Amount	Final
CF81-30E-HW	Verkada Fisheye Camera CF81-30E-HW	9.00	\$1,999.00	\$17,991.00	\$11,874.06
CD62-30E-HW	Verkada CD62-E Outdoor Dome Camera, 512GB, 30 Days Max	2.00	\$1,699.00	\$3,398.00	\$2,310.64
CB62-512TE-HW	Verkada CB62-TE Outdoor Bullet Camera, 4K, Telephoto Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	18.00	\$1,899.00	\$34,182.00	\$23,243.76
LIC-3Y	Verkada 3 Year Camera License	29.00	\$549.00	\$15,921.00	\$10,826.28
ACC-MNT-7	Verkada Angle Mount	7.00	\$149.00	\$1,043.00	\$709.24
ACC-MNT-CORNER-1	Verkada Corner Mount	3.00	\$199.00	\$597.00	\$405.96

Subtotal \$73,132.00  
Total Discount -\$23,762.06  
Tax \$0.00  
Shipping and Handling \$625.00  
Grand Total \$49,994.94

Please confirm acceptance of this quote by signing below:

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

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

Date: \_\_\_\_\_

This order is a binding agreement between you and The ELD Experts LLC, dba Monarch. By placing this order, you hereby agree to Monarch's Terms of Sale, which are incorporated herein by reference, and can be found at <https://www.monarchconnected.com/terms-of-sale>  
In the event of a conflict between this order and the Terms of Sale, the Terms of Sale shall control.





12608 South 125 West, Suite C  
 Draper, Utah 84020

<b>Quote #:</b>	ONWQ47397
<b>Date:</b>	Sep 11, 2023

**Prepared For:**

Steve Erickson  
 George Washington Academy  
 Phone (435) 673-2232  
 2277 S 3000 E  
 St. George, UT 84790

**Your Account Manager:**

**Danial Dew**  
 Danial@OnwardTechnology.com  
 801-921-6466  
 12608 South 125 West, Suite C  
 Draper, UT 84020



**Notes:**

Steve:

Here is the quote for the Verkada Camera Solution.

Please reach out with any questions you may have.

Thanks!

dbdew

Line#	Qty	Description	Unit Price	Ext. Price
1	1	Camera Installation/Configuration  Included with Cable Runs if Optioned  - Camera Locations Mapped - Change Requests Accepted Day of install - Ladder Work - Testing - Aiming - Terminations - Labling	\$0.00	\$0.00
2	29	Cable Runs (IF OPTIONED)  - Includes CAT 6 Riser Cable - Misc Materials - Punching Exterior Block Walls - Pathways to be Determined - Potholing where necessary - Restoration not included - Conduit where necessary - Panduit where necessary - All Camera Installation and Configuration - Terminations (Optional)		<b>(Not included in Quote)</b> <i>This option can be added for: \$17400.00</i>
<b>VERKADA - Camera Remove/Replace/Procure</b>				<b>\$46,029.24</b>
3	9	CF81-E Outdoor Fisheye Camera, 512GB	\$1,258.17	\$11,323.53

Line#	Qty	Description	Unit Price	Ext. Price
4	18	CB62-TE Outdoor Bullet Camera, 512GB	\$1,195.23	\$21,514.14
5	2	CD62-E Outdoor Dome Camera, 512GB	\$1,069.35	\$2,138.70
6	7	Angle Mount	\$93.78	\$656.46
7	3	Corner Mount	\$125.25	\$375.75
8	29	3-Year Camera License	\$345.54	\$10,020.66

NOTE: Taxes and Shipping may not be calculated or included in this quote and are subject to change

<b>SubTotal</b>	<b>\$46,029.24</b>
<b>Tax</b>	<b>\$0.00</b>
<b>Shipping</b>	<b>\$0.00</b>
<b>TOTAL</b>	<b>\$46,029.24</b>



## PROPOSAL FOR BOARD ACTION

**Proposal Title:** Safety Grant - Inter-Operable Communication Project

**Submitted by:** Steve Erickson

**Originating Committee:** Campus Management

Please briefly describe: (1) the situation giving rise to the proposal, (2) the background behind the proposal, (3) your assessment of the situation/background, and (4) your recommendation to the Board.

### **Situation:**

One of the recommended safety project ideas was implementing an Inter-Operable Communication Software. This software allows teachers and staff members to clear their areas in an emergency using an app on their phone. There are a lot of different features such as the overall safety plan (which currently is managed in a google doc format), Communicates with law enforcement when needed, manages the drills we conduct at the school, helps with the reunification process, and uses the standard response protocols that are required by the state.

### **Background Information, including a list of reviewing committees:**

We estimated and got approved by the state for \$25,000 for this project.

Campus Management  
Technology  
Finance

### **Assessment:**

### **Recommendation:**

The Campus Management Committee has met and discussed all project details and quotes and recommends going with Raptor Technologies. What the committees liked most is that it closely aligned with what we are currently using from the "I love you guys foundation" and the standard response protocols we are required to have. It also will integrate well with our SIS system.

Please submit this form with all accompanying paperwork to the Board Secretary, Deborah Odenwalder, at [dodenwalder@gwacademy.org](mailto:dodenwalder@gwacademy.org) by the 15<sup>th</sup> day of the month of the Board meeting.



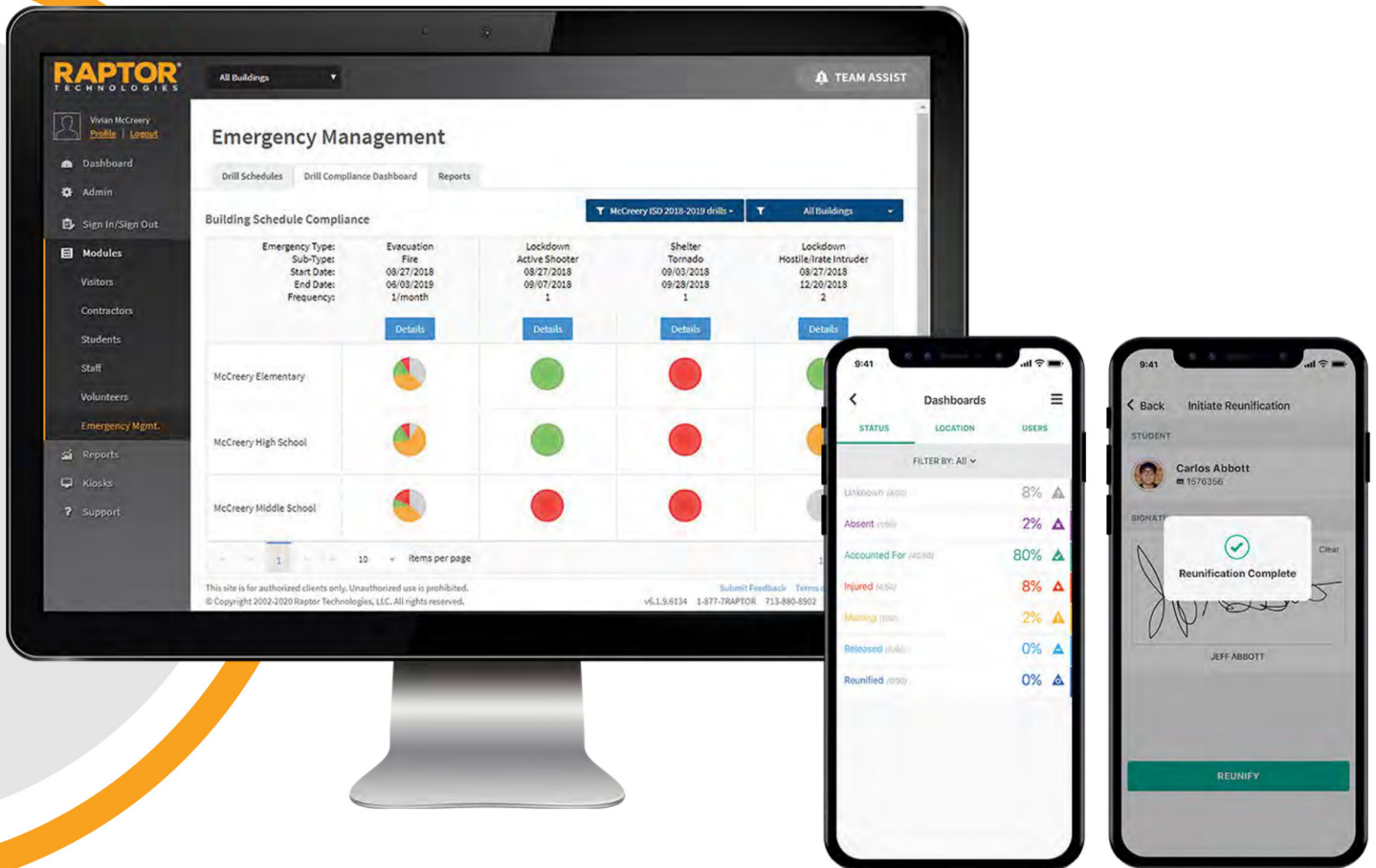
**RAPTOR**<sup>®</sup>

T E C H N O L O G I E S

THE **GOLD STANDARD** IN SCHOOL SAFETY

# Be Ready for Any Emergency

Protect your students and staff and be in complete control during drills, active incidents, and reunifications.



## Customizable to Your Policies

Be confident teachers, staff, and first responders are aligned and following your safety response procedures during drills and emergencies. Raptor is also 100% aligned with The "I Love U Guys" Foundation® protocols.

## Accessible and User-Friendly

Raptor is cloud-based, meaning it can be accessed from wherever you are and on any web-enabled device. The intuitive interface and simple navigation make it easy to use even in the most stressful situations.

## Streamlined Configuration

New users are guided through an educational welcome tour to ensure that settings are accurately configured on their device. This process is bypassed in an active emergency.



### Relay Accurate Information to Public Safety Answering Points

Integrate directly with 9-1-1 and provide enriched data to first responders, including building maps, emergency protocols, and student, staff, and visitor information.

### Sync with Student Information Systems (SIS)

Ensure you have critical student, staff, and guardian data necessary to accurately account for everyone on campus and reunify students with only approved guardians.

### Comply with Panic Button Mandates

Comply with legislation, like Alyssa’s Law, that requires schools to have silent panic alert systems linked directly to first responder and law enforcement agencies.



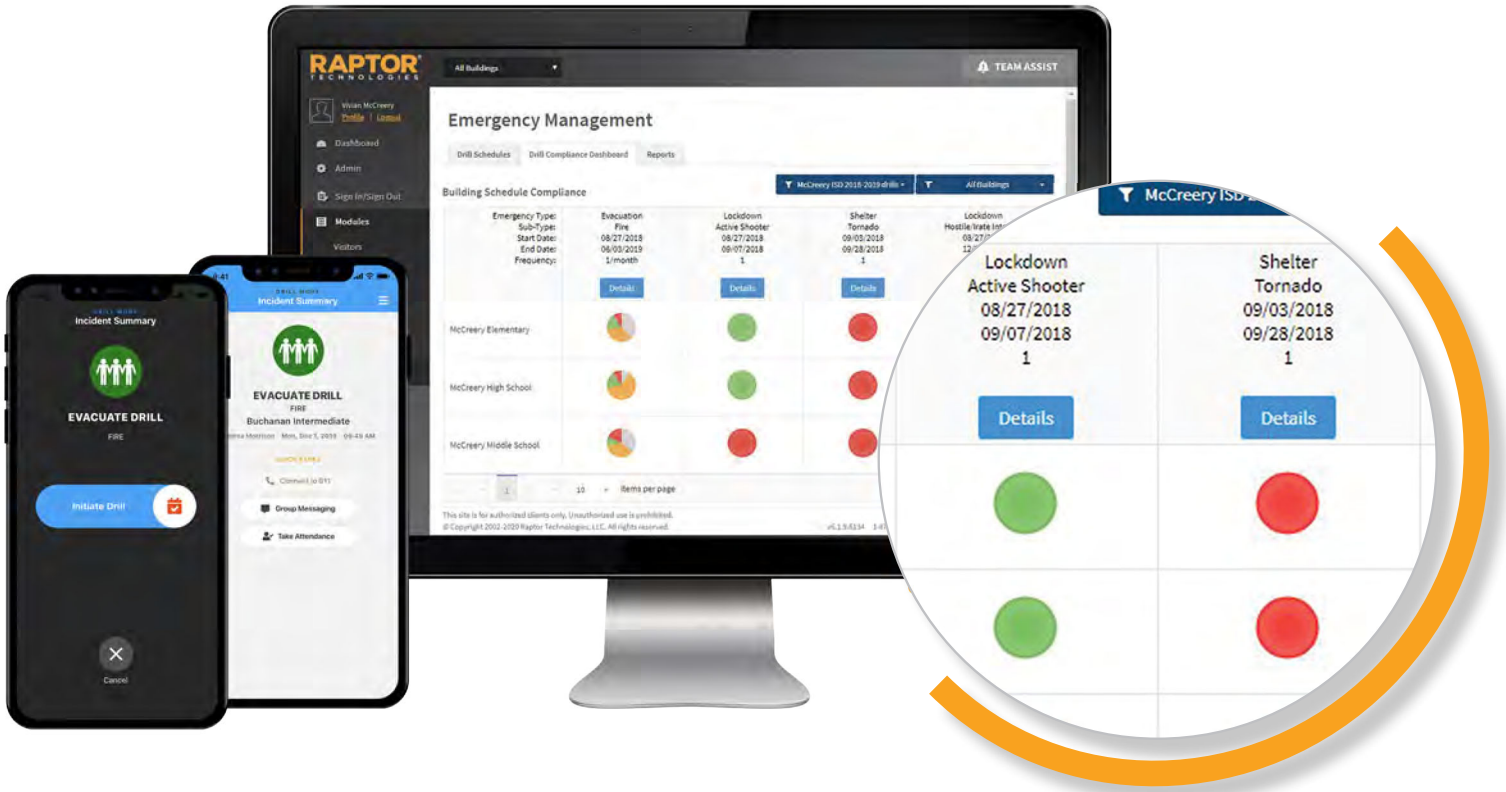
“We chose Raptor Emergency Management because it’s one solution that encompasses all aspects of incident management and integrates with our student information system. The data integration with Raptor is phenomenal.”

Bay City ISD, TX



# Manage and Track Drills

Track all your drills and eliminate compliance risks with Raptor Drill Manager®.



## Easily Schedule

Quickly schedule drills and track compliance based on district requirements. District administrators receive alerts when schools are out of compliance.

## Conduct and Manage

Receive automatic notifications to remind you of upcoming drills and initiate drills from any mobile or web-enabled device.

## Track and Report

Monitor drill status for every building and drill type and produce accurate status reports for individual schools or the entire district.

## Learn and Improve

Analyze reports to see what is working and where you need to improve performance.

“It’s one thing to say you conducted a drill; it’s another to prove it with documentation and to have that documentation at your fingertips.”

Duval County Public Schools, FL

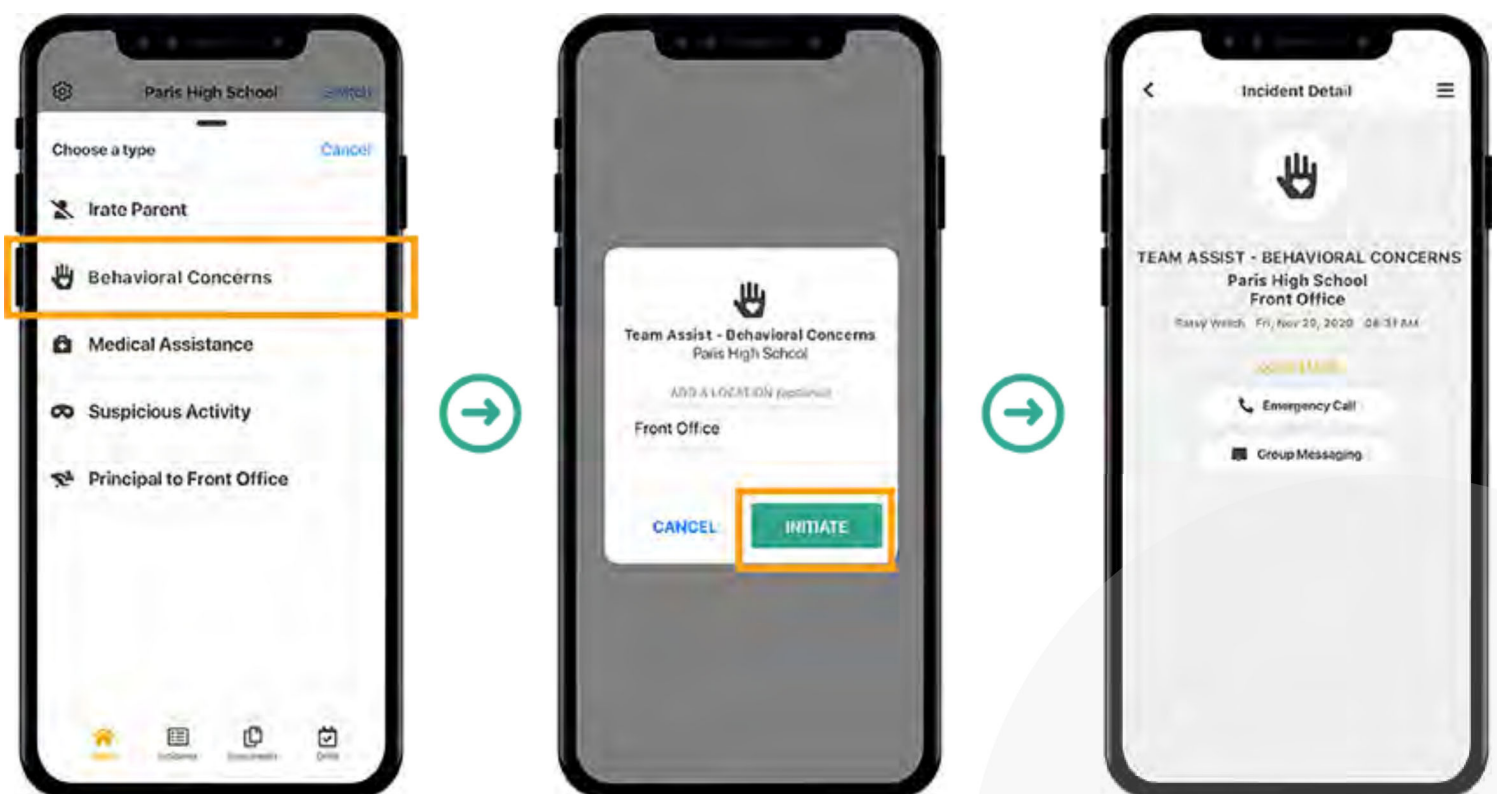


## Get Help for Everyday Incidents

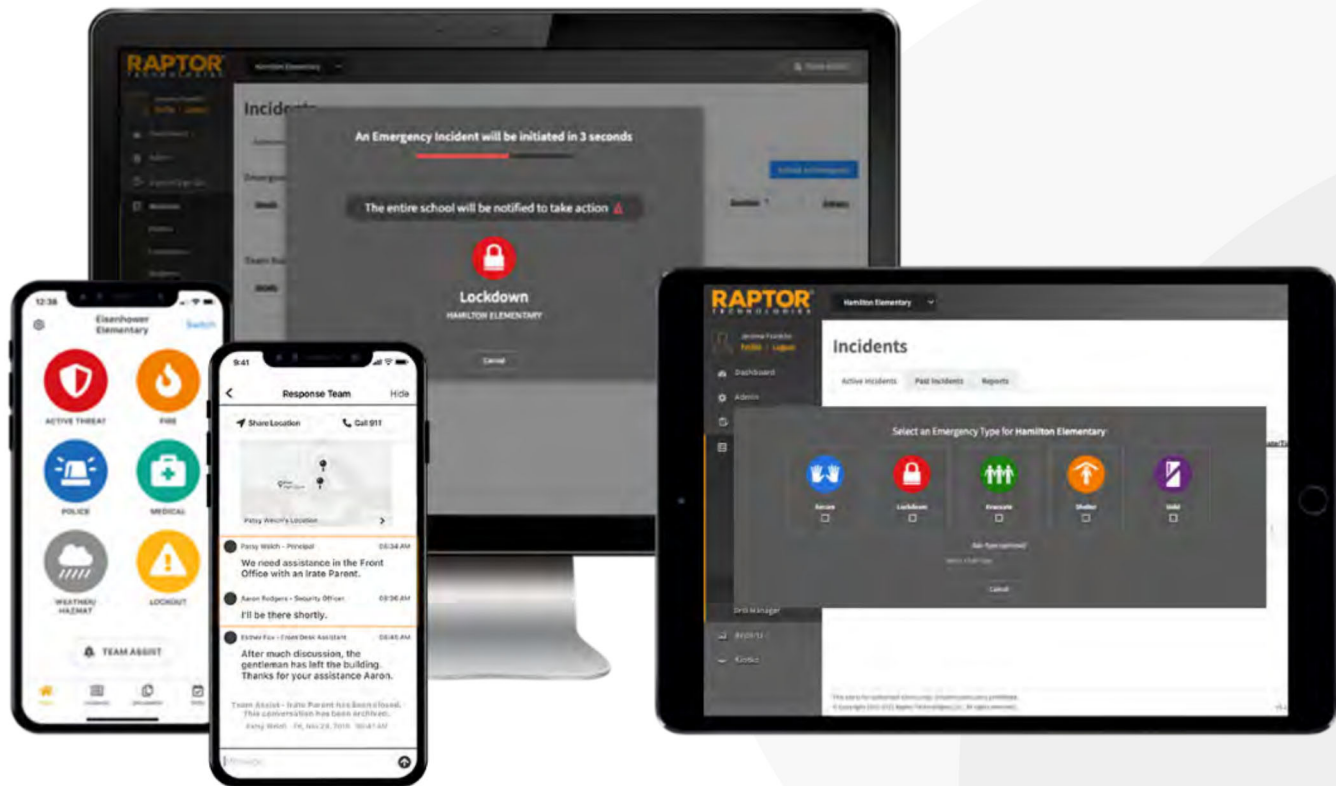
Summon help for incidents, such as fights or medical assistance, with Team Assist.

### Efficiently Manage Incidents

Users can quickly send situation-specific details, share their location on an interactive map, communicate through group messaging, and connect with 9-1-1. Districts can customize the list of Team Assist situations, notifications, and alert recipients.







## Connect to First Responders

Initiate a mobile panic alert to instantly request help with Raptor Alert®.

### Quickly Summon Help

Request the right help for any-sized incident—large or small, in a single building or across the entire district—from wherever you are.

### Instantly Notify Others

Automatically send detailed, situation-specific alerts so everyone knows how to respond. Alerts provide the type, location, time, and who initiated the emergency and can be sent across text message, computer desktop alert, email, voice call, and push notification. Push notifications can play an audible alarm even when the device is in silent or do-not-disturb mode.

### Connect with 9-1-1 and Communicate with Group Messaging

Text or call 9-1-1 directly and stay in touch with all users through real-time group messaging. Give first responders and school staff 24/7 access to your building maps and emergency protocols.

### Send Alerts Based on Location

Seamlessly switch between campuses without worrying about reconfiguring your panic button. Raptor sends mass notifications based on your geolocation within the campus. Location data is only accessed during an active emergency.



## Raptor Alert® is PSAP Friendly and RapidSOS Ready

### Quickly Summon Help

Raptor Alert, coupled with the RapidSOS emergency response data platform, delivers critical, real-time data to a Public Safety Answering Point (PSAP) for smarter and faster emergency response. Raptor Alert connects the caller to 9-1-1, which instantly shares additional information with the dispatcher, including:

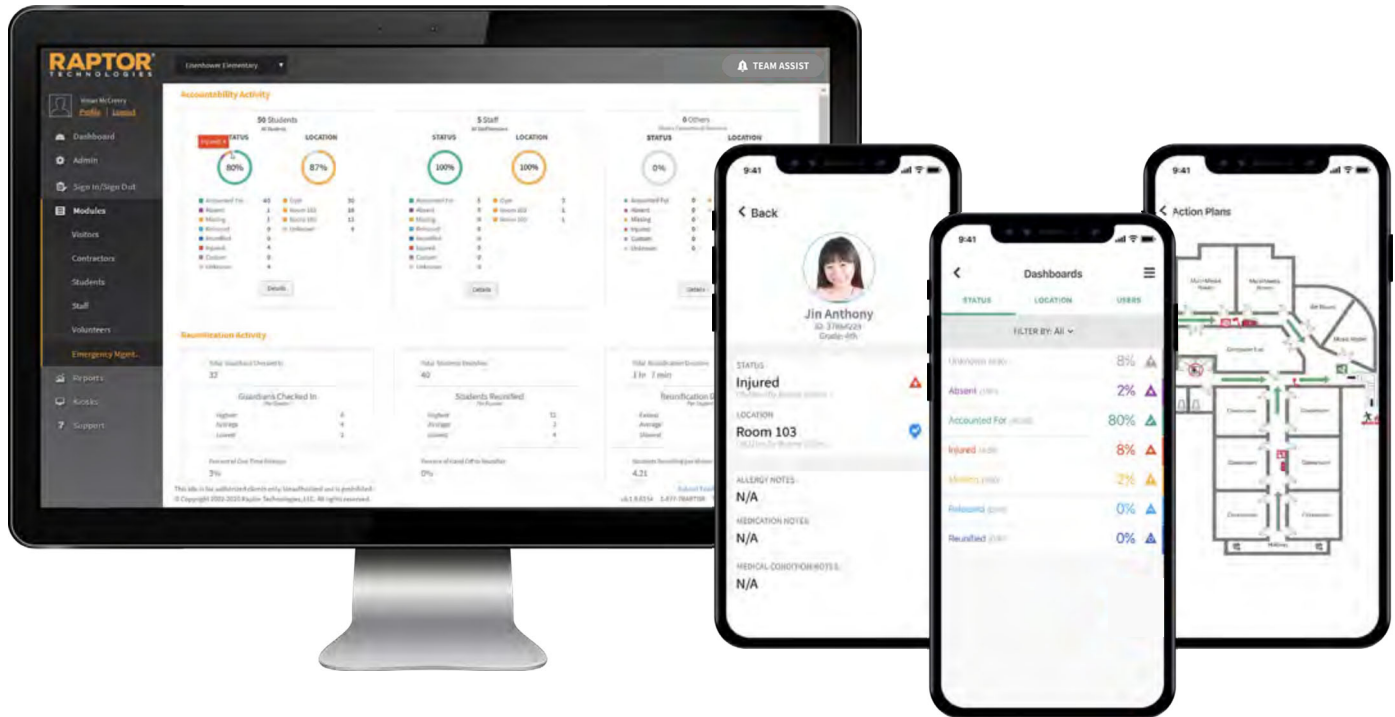
- Caller name and number, precise campus location, and additional information (job title, etc.)
- Dispatchable address and school name
- Emergency type (lockdown, active shooter, etc.)

“Raptor has given us the unique opportunity to save lives by letting us quickly notify authorities and get the right help immediately.”

Toms River Regional School District, NJ

# Account for the Location and Status of Everyone

Maintain clear, real-time line of sight with Raptor Accountability®.



## Account for Everyone

Teachers and staff confirm the status and location of themselves, students, and if using Raptor® Visitor Management, visitors on campus.

## Stay Updated in Real Time

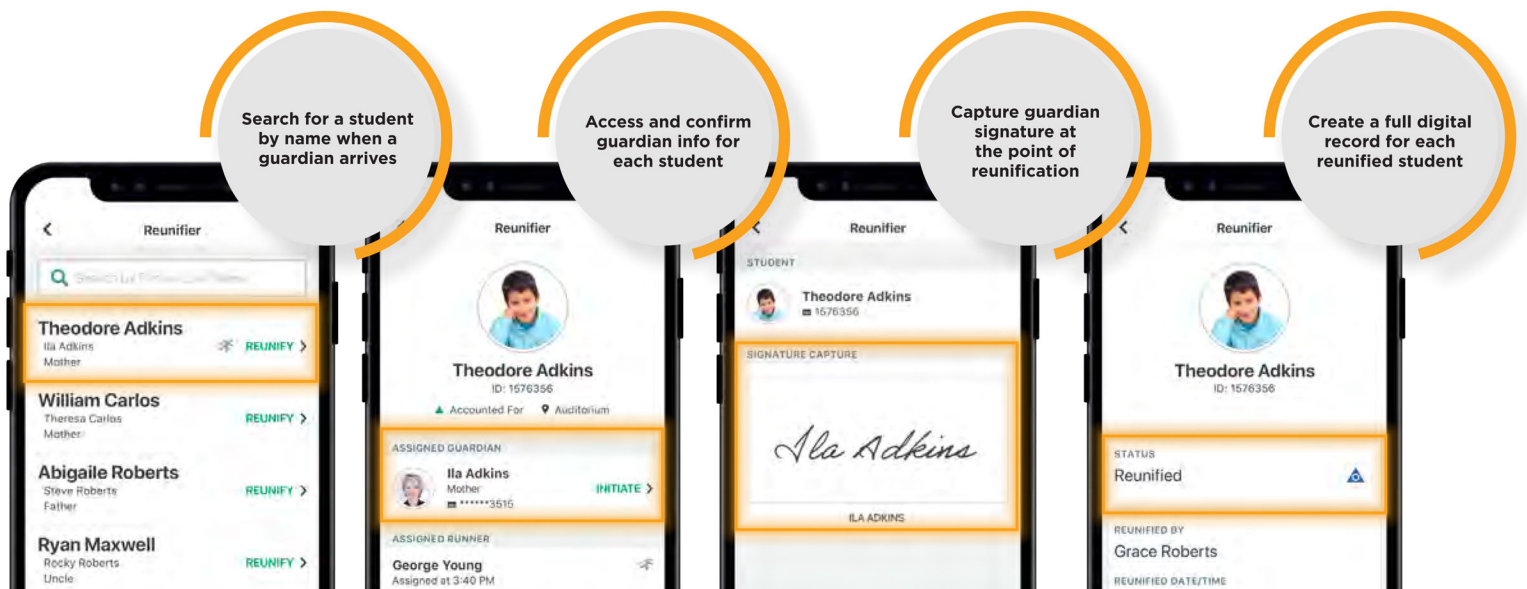
First responders, incident commanders, and other authorized users know each student, staff, and visitor's condition and location during an emergency.

## Assist Injured Persons Faster

Enable first responders to know where they're needed most by giving them access to the location, details, and medical conditions for all individuals.

“Simultaneous communications and the ability to give multiple incident leaders real-time status reports in an instant . . . plus the accountability: we knew where resources were needed . . . And of course, the command center could see it all.”

Brighton Schools, MI



# Safely Reunify Students with Their Guardians

Increase your speed and accuracy with Raptor Reunification®.

## Document Every Individual's Status

Track every individual's status change and generate a detailed history of events for post-incident reporting.

## Eliminate Inaccuracy and Reduce Liability

Ensure students are only reunified with approved guardians by screening guardian ID to check for sex offender status or custodial restrictions. Record guardian signature and timestamp for each reunification.

“Raptor really is priceless. Honestly, it has given us freedom, peace of mind, and the ability to communicate more accurately with one another. Raptor is part of our everyday operations.”

West Aurora School District 129, IL



# Raptor® is 100% Aligned with the Standard Reunification Method™ from The “I Love U Guys” Foundation®

Raptor reduces reunification time by substituting handwritten, paper-based elements with instant mobile communications and record-keeping, *safely reunifying students with authorized guardians up to four times faster.*



## Greeting, Check-in, and ID Verification

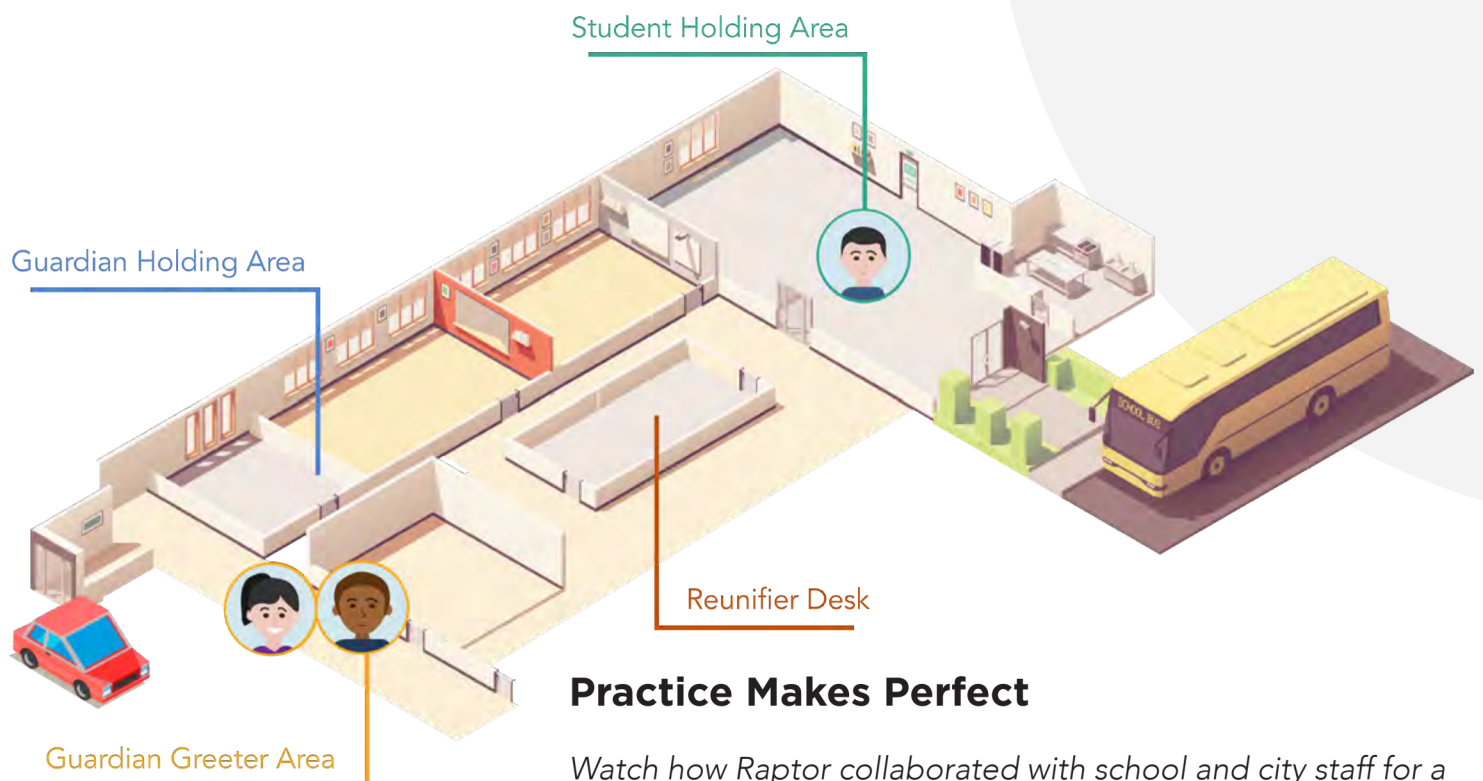
Verify the guardian's ID and custody rights.

## Reunification Communication

Send automatic notifications to runners when a guardian is cleared, so that the runner can quickly retrieve the right student.

## Accurate Reunification

Verify the guardian's ID and record their signature. This instantly sends a text message notifying the student's other guardians that the student was safely reunified.



## Practice Makes Perfect

Watch how Raptor collaborated with school and city staff for a reunification exercise at Midlothian ISD (TX). The exercise helped the district understand what resources are available and how to improve emergency preparedness, response, and recovery.



[\*\*Watch their case study video here.\*\*](#)



**PURCHASE AND SUBSCRIPTION SERVICES AGREEMENT**  
**EFFECTIVE DATE: 2/1/2024**  
**INITIAL TERM: 12 months**

**This Purchase and Subscription Services Agreement** (the "Subscription Agreement") is made effective as of the Effective Date set forth above and is by and between Raptor Technologies, LLC, having offices at 2900 North Loop W, Suite 900, Houston, Texas 77092 ("Raptor"), and George Washington Academy 2, having office at 2277 S 3000 E, Saint George, UT 84790 ("Customer").

Each of Raptor and Customer are referred to as a "Party" and collectively as the "Parties.". The agreement between the Parties (the "Agreement") consists of this Subscription Agreement, the Terms (defined below), all Invoices, and all other exhibits, schedules, and documentation referenced by or in this Subscription Agreement and the Terms.

Unless otherwise specified, capitalized terms in this Subscription Agreement have the same meanings as set forth in the Terms. In consideration of the mutual covenants and conditions set forth below, Raptor and Customer agree as follows:

"Terms" means the following documents in effect as of the Effective Date of this Agreement;

1. Raptor Technologies, LLC General Terms and Conditions (<https://raptortech.com/wp-content/uploads/2022/05/Raptor-Online-Terms-and-Conditions-Form-May-2022.pdf>) and, if applicable;
2. SchoolPass Addendum – (<https://raptortech.com/2023-SchoolPass-Addendum.pdf>);
3. SchoolPass Hardware Policy – (<https://raptortech.com/SchoolPass-Hardware-Policies-10-27-2023.pdf>); and
4. Alertus® Terms and Conditions – (<https://www.raptortech.com/partner-agreements/Alertus-Terms-10-27-2023.pdf>)

**Access Grant to Raptor Services.** Subject to Customer's compliance with the terms and conditions contained in this Agreement, Raptor grants to Customer a non-exclusive, non-transferable, non-sublicenseable, revocable right to allow Customer to access and use the Raptor Platform and Annual Subscription Services during the Term (as defined in Section 5.2 (Renewal Terms) of the Terms) as set forth in the attached quote.

**Fees.** Customer will pay to Raptor the fees which may include the Annual Software Access Fee and Annual Subscription Services Fees ("Annual Subscription Fees ") and one-time purchases of equipment, supplies and services as set forth in the attached Quote and on an invoice during the Term. For an annual subscription billing during the Term, the Annual Subscription Fee may be increased from the previous annual period by the higher of the change in the CPI Index for the preceding 12 months or five percent (5%).

This transaction is not a GSA Schedule sale unless otherwise specified in the Quote or on the Invoice.

**Payment Terms.**

Fees are due and payable within thirty (30) days of Customer's receipt of the applicable Invoice. All amounts payable by Customer to Raptor hereunder are exclusive of any sales, use and other taxes or duties, however designated (collectively "Taxes"). Customer will be solely responsible for payment of any Taxes, except for those taxes based on the income of Raptor. Customer will provide Raptor its state-issued Direct Pay Exemption Certificate (or equivalent certificate), if applicable, upon execution of this Agreement. In the event an applicable taxing authority, as a result of an audit or otherwise, assesses additional Taxes at any time, Customer and not Raptor will be solely responsible for payment of such additional Taxes and all costs associated with such assessment, including without limitation, interest, penalties, and attorney's fees. Customer will not withhold any Taxes from any amounts due Raptor. Should Customer be required under any applicable law or regulation, to withhold or deduct any portion of the payments due to Raptor hereunder, then the sum due to Raptor will be increased by the amount necessary to yield to Raptor an amount equal to the sum Raptor would have received had no withholdings or deductions been made.

Customer acknowledges and agrees that it has reviewed the Agreement, including without limitation, the applicable Terms, prior to the execution of this Subscription Agreement.

BY SIGNING BELOW, EACH PARTY REPRESENTS IT HAS READ AND AGREES TO BE BOUND BY THESE TERMS AND CONDITIONS.

**RAPTOR TECHNOLOGIES, LLC**

**George Washington Academy 2**

Signed: \_\_\_\_\_

Signed: \_\_\_\_\_

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

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

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

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

Date: \_\_\_\_\_

Date: \_\_\_\_\_



Quote #: Q-86846-1  
 Date: 11/28/2023 5:28 PM  
 Expires On: 2/29/2024  
 Federal Tax ID #: 45-4914152

To:  
 George Washington Academy 2  
 2277 S 3000 E  
 Saint George, UT 84790  
 United States

From:  
 Aneta Owen  
 aneta.owen@raptortech.com

Subscription Term: 12 Months Billing Frequency: Annual

PRODUCT	DESCRIPTION	UNIT PRICE	QTY	RECURRING COSTS	TOTAL
Raptor Emergency Management	Raptor Emergency Management Suite Annual Access Fee (per site license). Includes Raptor Alert, Raptor Link, Drill Manager, Accountability and Reunification. Renewal Fee is due on the anniversary month of purchase. Raptor technical support is included.	USD 3,960.00	1	USD 3,960.00	USD 3,960.00
Raptor Connect	Allows configuration for external systems to connect to Raptor Alert through a bi-directional API.	USD 0.00	1	USD 0.00	USD 0.00
Emergency Management Implementation	One-time implementation fee (per site license).	USD 350.00	1	USD 0.00	USD 350.00
Emergency Management Basic Training	Remote Training for Emergency Management.	USD 2,500.00	1	USD 0.00	USD 2,500.00
				<b>SUBTOTAL:</b>	USD 6,810.00
				<b>TOTAL:</b>	USD 6,810.00

RECURRING COSTS IN THIS QUOTE: USD 3,960.00

Quote Notes:

You may sign electronically; or you may print, sign and scan all pages of the document and email to [aneta.owen@raptortech.com](mailto:aneta.owen@raptortech.com) or fax to 713-880-2577.

Issuing a purchase order for payment? Please email to [aneta.owen@raptortech.com](mailto:aneta.owen@raptortech.com).

Remit check payments to: Dept. 141, P.O. Box 4458, Houston, TX 77210-4458.

For any other questions, email [accounting@raptortech.com](mailto:accounting@raptortech.com).

To order additional or replacement equipment and supplies with a credit card, visit <http://www.shop.raptortech.com>.



**Aegix Global LLC**  
 EIN 84-2952559  
 669 S West Temple, Ste 1000  
 Salt Lake City Utah 84101 U.S.A

# Proposal

# PRO-002177

Bill To  
**George Washington Academy (UT)**  
 2277 South 3000 East  
 St. George, UT 84790  
 bclark@gwacademy.org  
 435-673-2232

Proposal Date : 06 Sep 2023  
 Sales person : Canon Carter

Subject :  
 This proposal is for a one year subscription

#	Item & Description	Qty	Rate	Amount
1	AEGIX AIM SETUP SKU : AA1110 One Time Setup Cost For First Year	1.00 site(s)	1,000.00	1,000.00
2	AEGIX AIM SUBSCRIPTION SKU : AA1210 1,015 Students x \$3.60	1.00 each (ea)	3,654.00	3,654.00
3	AEGIX - ERT/ IN-PERSON TRAINING SKU : AA1300 AIM ENHANCED RESPONSE TRAINING  *** Optional Training at Additional Cost ***	0.00 each (ea)	3,500.00	0.00
			Sub Total	4,654.00
			<b>Total</b>	<b>\$4,654.00</b>

## Terms & Conditions

By signing this Proposal you acknowledge and agree to accept the binding proposal. Both parties intend to be bound legally by the terms and conditions set forth in this Proposal.



## NAVIGATE360 - ORDER FORM PREVIEW NOT FOR SIGNATURE

**Customer:** George Washington Academy  
 2277 S 3000 E  
 Saint George, UT 84790  
 Steve Erickson  
 serickson@gwacademy.org

**Proposal No:** Q-104404  
**Proposal By:** Ricky Moranz  
**Email:** rmoranz@navigate360.com  
**Opp Number:** 206499  
**Proposal Expires:** 2/29/2024

**Initial Investment:** \$4,327.85 - Net 30

**Term:** The 36 month term for subscription services begins on **2/29/2024** and ends on **2/28/2027**. Subscription services will be billed according to the following invoice schedule: Annually

**Notes:**

### SUBSCRIPTION SERVICES

Group1			
Product	Description	Quantity	Annual Price
Emergency Management Suite Subscription - per Student	Emergency Management Suite Platform subscription with full unlimited access to all users.	1010 Students	\$2,863.35
911Cellular Public Safety Cloud Integration (Standard)	911Cellular Public Safety Cloud Integration. Includes Computer Panic Button, Mobile Safety Application, Smartwatch Panic Buttons and connection to an instance of the Public Safety Cloud Web-portal.	1010 QTY	\$1,212.00
<b>Group1 TOTAL:</b>			<b>\$4,075.35</b>

### ONE-TIME SERVICES AND FEES

Group1			
Product	Description	Quantity	Price
Implementation Fee (EMS Per Student)	Implementation Fee - Emergency Management Suite	1010 Students	\$252.50
<b>Group1 TOTAL:</b>			<b>\$252.50</b>

**Subscription Amount:** \$4,075.35\*

**One-Time Services & Fees Total:** \$252.50

**Initial Investment Total:** \$4,327.85

Proposal No: **Q-104404**

Accurate Sales Tax will be added when applicable.

\* Multi-year contract pricing is subject to pricing terms defined in the Master Services Agreement of this Order Form.

## Terms and Conditions

Please see the Master Services Agreement and Addenda thereto for the terms and conditions that govern this Order Form. Customer agrees that Customer's purchases hereunder are neither contingent on the delivery of any future functionality or features of the Services nor dependent on any oral or written public comments made by Company regarding future functionality or features.

× By signing below, Customer agrees to the Master Service Agreement Terms and following addenda:

Master Service Agreement: [George Washington Academy MSA](#)

[Software Services Addendum A](#)

**DO NOT SIGN. PREVIEW DOCUMENT ONLY.**

### NAVIGATE360 SIGNATORY

Name: \_\_\_\_\_  
 \_\_\_\_\_  
 Date: \_\_\_\_\_  
 \_\_\_\_\_  
 Signature: ---DO NOT SIGN---  
 \_\_\_\_\_

### CUSTOMER BILLING INFORMATION

A/P Contact Name: \_\_\_\_\_  
 \_\_\_\_\_  
 A/P Phone: \_\_\_\_\_  
 \_\_\_\_\_  
 A/P Email: \_\_\_\_\_  
 \_\_\_\_\_  
 A/P Address: \_\_\_\_\_  
 \_\_\_\_\_  
 City: \_\_\_\_\_  
 \_\_\_\_\_  
 State (2 Letter Abbreviation): \_\_\_\_\_  
 \_\_\_\_\_  
 Zip Code: \_\_\_\_\_  
 \_\_\_\_\_  
 Federal Tax ID: \_\_\_\_\_  
 \_\_\_\_\_  
 Purchase Order  
 Attached PO #: \_\_\_\_\_  
 \_\_\_\_\_  
 PO in process to be sent separately  
 \_\_\_\_\_  
 Sales Tax Exempt No. \_\_\_\_\_  
 \_\_\_\_\_

### CUSTOMER SIGNATORY

Name: \_\_\_\_\_  
 \_\_\_\_\_  
 Title: \_\_\_\_\_  
 \_\_\_\_\_  
 Date: \_\_\_\_\_  
 \_\_\_\_\_  
 Signature: ---DO NOT SIGN---  
 \_\_\_\_\_

**Sales Tax Exemption Certificate must be attached.**

Proposal No: **Q-104404**

Accurate Sales Tax will be added when applicable.

\* Multi-year contract pricing is subject to pricing terms defined in the Master Services Agreement of this Order Form.