

**These Minutes are Pending Board Approval**

**Mission Statement:** "ACADEMICS. LEADERSHIP. COMMUNITY."

## **George Washington Academy**

**Thursday, April 24, 2025**

**7:30 p.m.**

### **Board Meeting Agenda**

**Location:** George Washington Academy  
2277 South 3000 East  
St. George, Utah  
Learning Lab

*Legislative Update Training will be held at 5:00 p.m. Monday April 28, 2025.*

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

**Board Welcome:** Kevin Peterson, CFO

**Roll Call:** Kevin Peterson, CFO

**Prayer:** Amanda Mortenson

**Pledge of Allegiance:** Blake Clark

Board Members Present: Amanda Mortenson, Kevin Peterson, Casey Unrein, Brady Pearce, Laura Pressley, Deborah Odenwalder, Blake Clark and Laura Snelson via Zoom.

Board Members Not Present: Shannon Greer.

Others Present: Lexi Toia, Debbie Kauvaka, Chance Manzanares, Christine Giles, Steven Erickson, Spencer Adams, Jamee Adams, Jena Ayers, Hannah Gillespie, Shelbi Kelly.

#### **Reviewed GWA Year Goals:**

- Expanding student Leadership opportunities for ALL students
- Ensure ALL students are learning at High Levels
- Focus on Employee Mental Health with Better and Quicker Access

#### **Approval of Minutes:**

- Deborah Made a motion to approve the Minutes from the March 27th, 2025 Board Meeting as outlined in the Board Packet. Amanda seconded the motion. The motion passed unanimously. All present voted in favor: Kevin Peterson, Laura Pressley, Casey Unrein, Brady Pearce, Amanda Mortenson, Deborah Odenwalder. Laura Snelson was not present for the vote.

#### **Public Opportunity to Address the Board:**

None

### **Set time for adjournment**

Blake set time for adjournment as 8:45.

### **Teacher Reports:**

Hannah Gillespie reported on 3rd grade. She said that the unit 9 CKLA test score averages were all over 80% or higher. The Acadience math progress monitoring scores have increased significantly due to their diligence, and they are looking forward to seeing the EOY scores which are just around the corner. Colonial Day is on May 9, they have a lot of fun activities and rotations that are planned.

Lexi Toia reported on 2nd grade. They said they are working hard, continuing their momentum right up until the end of the school year. They've grown so much in their ability to master the state standards, they're feeling very comfortable with where they are scoring in their progress monitoring. They said they are using data to drive their instruction and trying hard to keep learning fun. They had a field trip today. They went to the annual Cotton Days that is put on by the Daughters and Sons of Utah Pioneers. It went very well with their area of study of westward expansion and it extended the students' learning to understand the settling of our community during the 1800's.

### **Administration Report:**

Blake Clark, Executive Director gave the report. The current enrollment for 25/26 is 1,056 students with a wait list of 152. If the expansion were done they would be able to have two more kindergarten classes, one first, one second and one third grade. Blake said they've received quite a few district teacher applicants, but they don't currently have an opening. Yesterday they hired a part-time art teacher. Cassandra Wood, the current teacher, was only here temporarily. Shauna Mahoney who has been teaching for six years at Sunset Elementary, took a break and is now coming back. The next page of the Board Update are the science scores, this is just a rough draft as they only finished today and there are still kids that need to finish. There are two numbers, GWA scores as well as the State Average. It's looking good. Three of the four grades hit 70% and fourth grade was really close with 67% in the area of science. He said that he would be sharing math scores at the next board meeting. They are excited to see the impact of the vertical boards and if they've had an effect on the scores. In November, he will present the ELA scores because the State will be holding them until the fall. The State is coming next week to kind of do an assessment audit of the school. Making sure all forms are filled out and training was given appropriately to teachers to proctor the assessments. They will then meet with them and discuss their opinions of data not being shared immediately so they can make goals for next year.

### **Financial Report:**

Spencer Adams gave the financial report. The budget report is as of the end of March. Everything up to this point is looking great. At this point we basically know all the revenue we are going to get. It's hard to know exactly since a big portion of the federal funds depends on how many meals are served during lunch, so it's not a set amount. We will need to wait and see what it's going to be. It shouldn't change a lot. There is a lot of yellow in the expenses. There is

some green which signifies we are doing better than what we anticipated. We have adjusted the forecast down to what we think it should be realistically. Spencer continued to say, he was optimistic that even though the ratios are looking great and are based on the forecast column, it's going to end up being better than it's showing right now. They will wait and continue to monitor each of the line items over the last quarter of the year. Everything is indicating that we're going to finish the year strong just like we have in years past. They've already started working on next year's budget with the legislative session being done. He said, we know what those numbers are looking like so we are basing it off of that. We'll just wait to see the enrollment numbers, how those finish up the year and also the October 1 count beginning of next year. Kevin asked when they anticipate a true up on the federal funds. Spencer said, the difference between the federal funds and the state funds is we do need to spend those first. They are also managed through Utah Grants, the state's website portal that they take applications, they approve applications, they take reimbursements. So everything is processed through that. Spencer said he would anticipate if not on April 1, then the June allotment. They are trying to get those in as quickly as possible just to be meeting the mad rush at the end of the year. Spencer also wanted to point out that there is a little bit of lag between when it gets submitted and approved at the state and then shows up on the allotment. If it does trickle into say the July allotment or sometimes it even goes into the August one it still is recognized as revenue for this year. The biggest benefit as far as getting it in this fiscal year is just that it counts towards our cash when we're looking at the day's cash on hand. Spencer said we're well above what our bond covenants want us to be at and also S&P, what they expect us to be at. Reports are completed.

#### **Committee Reports (3 min each):**

- **Policies Committee** – Nothing to report.
- **Finance Committee** – The 2026 budget is out. They will be reviewing it and letting everyone know about it.
- **Audit Committee** - Nothing to report.
- **Benefits Committee** – Jenna will be the new Chair, Regina is stepping down after 13 years. Today they got a quote back from Talk Space, it will go in next month's packet. They did not increase the price.
- **Curriculum Committee** – Nothing to report.
- **Outreach Committee** – Nothing to report.
- **Technology Committee** - Nothing to report.
- **LAND Trust Committee** – They will be voting on some of the fruits of the land trust.
- **PTO Committee** – Pto elections for 25/26 will be finalized this Friday but will still have the secretary position vacant. Movie night is Friday. Wild Robot is the movie with popcorn, pizza and cookies. The PTO is finalizing dinner plans for the Legacy Project dinner, April 30. Staff appreciation week they got a masseuse scheduled and lunch is being finalized. Thursday Sakura donated 30 sushi rolls.
- **Board Development Committee** – Meeting on Monday beginning at 4:30.
- **Campus Management Committee** – Nothing to report.

#### **Discussion and/or Action Items:**

- Amanda made a motion to approve the bid for Access Points for updated WiFi in the amount of \$26,226.67. Casey seconded the motion. Casey asked if they will be charging labor under their other portions of their contracts. Steven said no just what is in there. Kevin asked if since this is a five-year license and support agreement, do we need to spread that out over multiple years or just pay for it all now. Steven said we usually just pay it all now. Blake asked about the warranty, Steven confirmed that there was a 5-year warranty on it. All present voted in favor: Amanda Morenson, Kevin Peterson, Casey Unrein, Brady Pearce, Laura Pressley, Deborah Odenwalder, Laura Snelson via Zoom.
- Amanda made a motion to approve the request for the purchase of the 120 Chromebooks from ProTech in the amount of \$30,000 as outlined in the board packet. Deborah seconded the motion. Casey asked if we can recycle the management consoles. Steven said no, each device needs a new one. Casey asked if the bid was put out as, "how many can you give me for \$30,000". Steven confirmed that it was. They couldn't afford to buy as many as they normally buy, but he looked through everything and is confident that this is all that is needed. All present voted in favor: Amanda Morenson, Kevin Peterson, Casey Unrein, Brady Pearce, Laura Pressley, Deborah Odenwalder, Laura Snelson via Zoom.
- Casey made a motion to approve the bid from STS for \$8,799.31 for eight machines. Amanda seconded the motion. Casey asked if these were new and top of the line. There is one i7 the other seven are all i5's. Jessica gets the i7 because she has a very important job and currently has the oldest computer. All present voted in favor: Amanda Morenson, Kevin Peterson, Casey Unrein, Brady Pearce, Laura Pressley, Deborah Odenwalder, Laura Snelson via Zoom.
- Casey made a motion to approve the 2025-2026 Independent Contractor Agreements for occupational therapists, speech language pathologists, physical therapists, and psychologists. Brady seconded the motion. Blake said that the only one that increased was the occupational therapists. They asked for \$115 an hour, they met them in the middle at \$110. Kevin asked if the max of 50 hours a month was enough, Blake said yes. Laura P asked if the psychologist was local, Blake said he was not but that they have really liked the detail and the results he gives in the assessments. Amanda asked what the age of the students that the OT works with. Blake said that it ranges, some are life skills students, there are a few outside of life skills that have OT in their IP. Casey asked if any of them would get close to \$100,000. Blake said no, they aren't close. Kevin asked if we were still paying for Ryans travel. Blake confirmed that yes we are, and that they are booking his hotel and deciding where he stays. Kevin asked if the premiums were normal, Blake confirmed that it's what they have been in the past. All present voted in favor: Amanda Morenson, Kevin Peterson, Casey Unrein, Brady Pearce, Laura Pressley, Deborah Odenwalder, Laura Snelson via Zoom.
- Amanda made a motion to approve the Land Trust Edits as outlined in the Board Packet. Second was made by Deborah. Blake made a comment that it's very possible in the next few months that they're going to make an amendment to these already because we didn't think that the professional development funds, they thought it would be a one time thing, we have those again next year. He said they don't need those funds coming out of this anymore. Its possible as we meet with the land trust that we would move that money to one of the other goals. In his opinion, he would say the teacher assistant one since they're adding two more teacher assistants. Kevin said maybe it could go towards more



computers. The auditing is getting very complicated, Blake asked that we look at how funds are used to simplify. All present voted in favor: Amanda Morenson, Kevin Peterson, Casey Unrein, Brady Pearce, Laura Pressley, Deborah Odenwalder, Laura Snelson via Zoom.

- Deborah made a motion to approve the FY26 Proposed Salary Schedule as outlined in the Board Packet. Brady seconded the motion. Kevin asked Spencer to give an update everyone on the WPU increase and the 6% salary schedule looks like and why. Spencer said that the WPU that increased 4%, local replacement was about 9%. The salary schedules they're 6% increase for each step. The biggest reason, in addition to the increases to the state funding, is just more competitive with the surrounding area. Kevin asked if it was sustainable, Spencer said yes. Kevin wanted everyone to know that the finance committee would never do anything that wasn't sustainable. Blake said that everyone's letter of employment, they can see the two prices distinctly different. So as long as the state's willing to give it, it will be passed on. All present voted in favor: Amanda Morenson, Kevin Peterson, Casey Unrein, Brady Pearce, Laura Pressley, Deborah Odenwalder, Laura Snelson via Zoom.
- Amanda made a motion for TOUCHMATH Supplemental Curriculum in the amount of \$16,182.00 as outlined in the Board Packet. Laura P seconded the motion. Blake said that this is all coming out of the SPED curriculum line item. Deborah asked if we have used TouchMath before. Christine said no. She explained that it's a multi-sensory approach to mathematics. The program that was purchased years ago just is not giving the neurodiverse students an opportunity to really master foundational math skills. After listening to different presentations on programs we felt like this was the program that could give us exactly what we needed. It was a pretty good price compared to other programs. This will help address the unique needs of our kids both in the severe classroom and the mild-moderate classrooms. Amanda asked when the virtual training will be, Christine said in August before school starts. Deborah asked if this was only one year. Christine said yes, next year will be cheaper since we can reuse some of the materials. Casey asked if it was a per-student charge. Christine said it's per teacher license. They will be covered for next year, even with the growing SPED population. This is supplemental material. It's not replacing, but we just have found our math curriculum that was purchased a few years ago by a former SPED director, although it was good at the time, the students are not improving much from it. So we need to add a multi-sensory approach where we're taking abstract math to be very, very concrete. Through a different approach of instruction and materials in front of them. Casey asked if this goes through the curriculum committee. It does not. Kevin asked if we need to lock in the price for next year. Christine will ask, but what they are getting now should carry them through next year. Laura S asked how many classes there are in SPED. Christine said 4 Special Ed Classes. Our percentage for the SPED population is around 13%. Blake said that eight years ago it was 3%. Christine said that the goal is to get these students to as close to on grade level as possible. All present voted in favor: Amanda Morenson, Kevin Peterson, Casey Unrein, Brady Pearce, Laura Pressley, Deborah Odenwalder, Laura Snelson via Zoom.
- The matrix that was used to evaluate the different contractors was handed out. The different contractors were Big D, Hughes, Mathis, One West and Westland, each sent in a proposal. The different criteria were 1- Team Identification. 2- Point of contact

information. 3- Resumes for key personnel. 4- Design & Construction management experience. 5- Management approach to design & construction. 6- Design/Build-C M Fee. Brady made a motion to have Hughes be the Contractor for the school expansion. Amanda seconded the motion. Blake said that once the board approves the contractor they will contact them to award them the RFP. Then they will submit a contract to us. We will meet with the attorney that was approved in the last board meeting to review the contract. Once we meet with the attorney we will bring it to the next board meeting to sign. It was also discussed that the completion date should be Fall of 2027. Brady talked about Hughes' packet being very thought out and well presented. They had the most impressive management team, particularly their local people. The packet reflected that they had paid attention when we talked to them about what we were looking for and what our needs are, they reflected it back in their packet. Hughes has experience with a lot of schools and charter schools and even helped with the remodel after the original build. Part of the contract is they need to suggest designers for us to use, which they did in their packet. In the next two weeks, they'll select with our input that and the architect. They also said that they would make sure to take care of the parking lot and carpool first to keep it flowing during the construction. Hughes is the contractor that has their own patent for their concrete. They also said that they would keep the two buildings with a matching aesthetic. All present voted in favor: Amanda Morenson, Kevin Peterson, Casey Unrein, Brady Pearce, Laura Pressley, Deborah Odenwalder, Laura Snelson via Zoom.

**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 May 15, 2025 at 7:30 p.m.

**Adjournment:** Amanda made a motion to adjourn at 8:33.

Written by Shelbi Kelly.



# Financial Summary

as of April 30, 2025

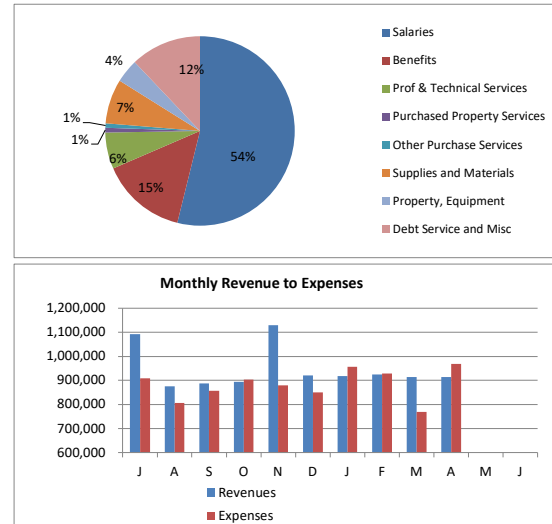
83.3% through the Year

## 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	1016	
Revenue				
1000 Local	\$ 570,841	\$ 546,858	\$ 696,858	82%
3000 State	\$ 8,732,477	\$ 10,198,466	\$ 10,637,084	82%
4000 Federal	\$ 167,449	\$ 430,455	\$ 433,195	39%
Total Revenue	\$ 9,470,767	\$ 11,175,779	\$ 11,767,137	80%
Expenses				
100 Salaries	\$ 4,848,281	\$ 5,876,332	\$ 5,932,452	82%
200 Benefits	\$ 1,259,444	\$ 1,669,678	\$ 1,608,319	78%
300 Prof & Technical Services	\$ 541,617	\$ 631,679	\$ 683,383	79%
400 Purchased Property Services	\$ 76,719	\$ 92,280	\$ 90,080	85%
500 Other Purchase Services	\$ 55,835	\$ 75,838	\$ 81,403	69%
600 Supplies and Materials	\$ 714,579	\$ 730,928	\$ 836,991	85%
700 Property, Equipment	\$ 237,378	\$ 348,081	\$ 440,147	54%
800 Debt Service and Misc	\$ 1,092,959	\$ 1,334,712	\$ 1,334,712	82%
Total Expenses	\$ 8,826,812	\$ 10,759,528	\$ 11,007,487	80%
Net Income from Operations	\$ 643,955	\$ 416,251	\$ 759,650	85%
Operating Margin	6.8%	3.7%	6.5%	

## EXPENSES

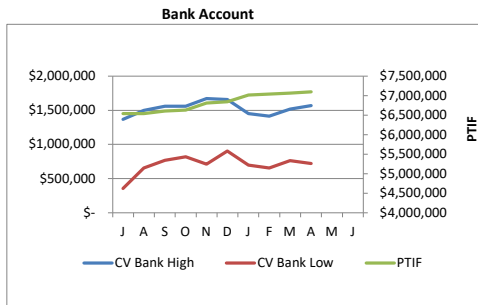


## RATIOS

	Actual	Goal	Covenant	Prior Mth Change
Operating Margin	6.46%	5%		0.0%
Debt Service Coverage	1.59	1.25	1.05	-0.01
Days Cash on Hand	287	130	30	2
Building Payment %	11.6%	< 22%		-0.1%
Unrestricted NI	\$ 703,159	\$250,000		\$ (4,891)
Maintenance of Effort	\$ -	\$552		\$ -

## CASH

Month Ending Cash Balance	\$ 8,661,521	Includes \$7,094,026 PTIF
Days Cash on Hand	287	

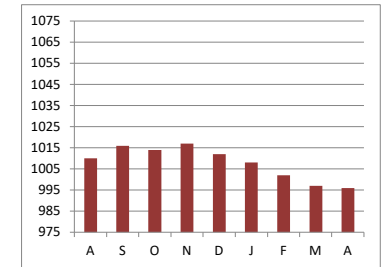


## RESERVES

	Actual Ytd	Forecast
Last Year Reserve Balance	\$ 7,135,787	\$ 7,135,787
Reserves Added this Year	\$ 643,955	\$ 703,159
Project 1	\$ -	\$ -
New Reserve Balance	\$ 7,779,742	\$ 7,838,946

## ENROLLMENT

	A	S	O	N	D	J	F	M	A
K	139	141	139	139	138	137	136	136	136
1	134	136	136	137	137	136	137	135	134
2	139	138	137	137	136	137	136	137	137
3	134	136	136	136	139	137	138	137	137
4	138	140	138	138	138	139	137	136	136
5	125	125	126	125	125	127	127	127	127
6	106	105	107	106	105	103	101	100	100
7	95	95	95	99	94	92	90	89	89
Total	1010	1016	1014	1017	1012	1008	1002	997	996
WPU	916.70								



Created by Red Apple



# Budget Detail Report

Actuals as of: April 30, 2025

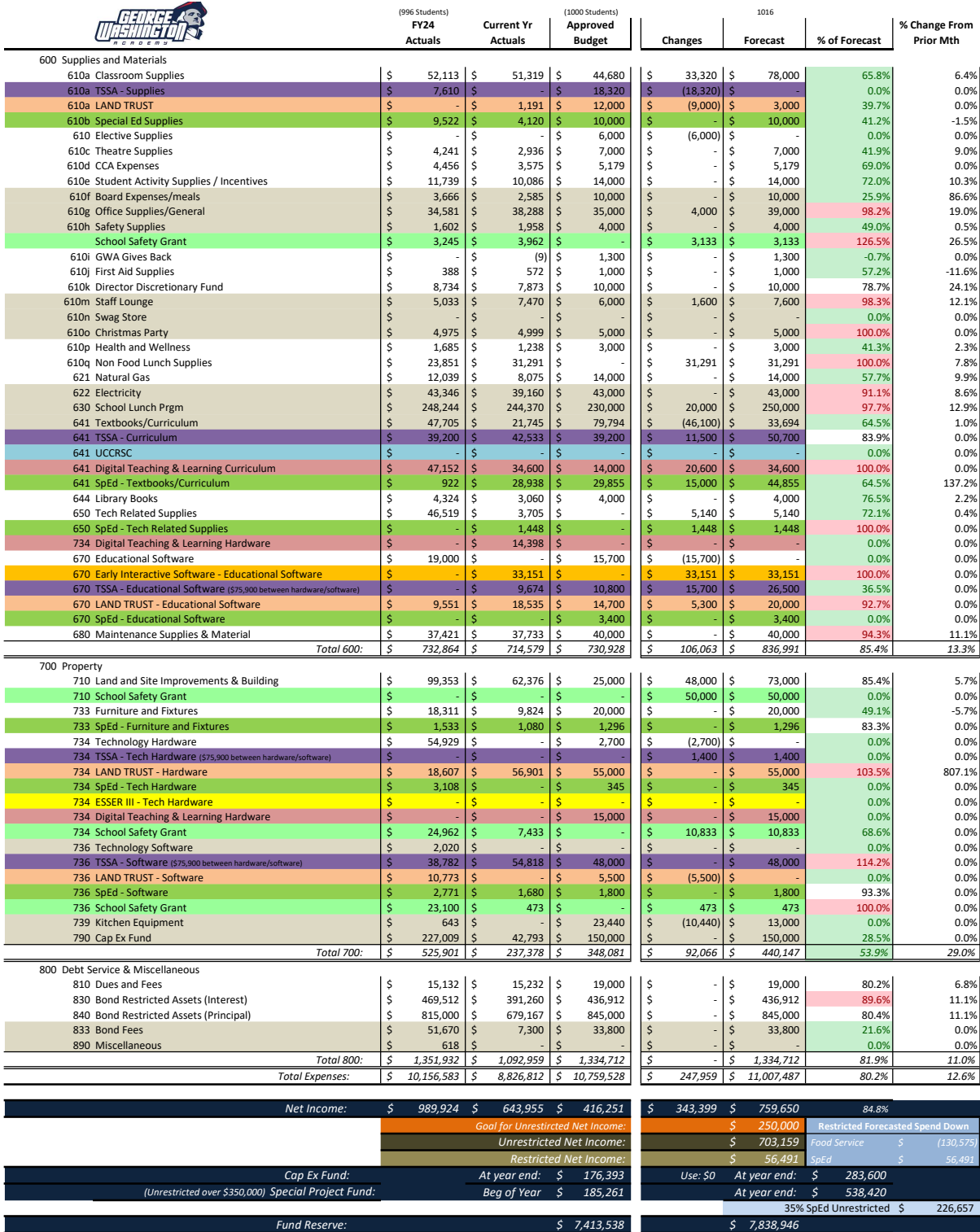
Percentage of Year: 83.3%



	(996 Students) FY24 Actuals	Current Yr Actuals	(1000 Students) Approved Budget	1016 Changes	Forecast	% of Forecast	% Change From Prior Mth
<b>Revenue</b>							
1000 Revenue From Local Sources							
1510 Interest	\$ 448,400	\$ 362,169	\$ 300,000	\$ 150,000	\$ 450,000	80.5%	11.7%
1600 Food Services	\$ 219,830	\$ 196,360	\$ 230,000	\$ -	\$ 230,000	85.4%	15.4%
1741 Student Activities and Fees	\$ 125	\$ 12	\$ 300	\$ -	\$ 300	4.0%	-20.0%
1741 Textbook and Library Fees	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
1920 Donations	\$ 14,116	\$ 3,757	\$ 4,000	\$ -	\$ 4,000	93.9%	16.6%
1920 Staff Lounge	\$ 2,681	\$ 2,016	\$ 3,000	\$ -	\$ 3,000	67.2%	0.0%
1920 Dixie Direct Fundraiser	\$ 7,175	\$ -	\$ 8,558	\$ -	\$ 8,558	0.0%	0.0%
1930 Sales of Assets	\$ 78	\$ -	\$ 1,000	\$ -	\$ 1,000	0.0%	0.0%
1990 Background Checks	\$ 1,529	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
1990 Miscellaneous Income	\$ -	\$ 6,527	\$ -	\$ -	\$ -	0.0%	3.0%
<b>Total 1000:</b>	<b>\$ 693,934</b>	<b>\$ 570,841</b>	<b>\$ 546,858</b>	<b>\$ 150,000</b>	<b>\$ 696,858</b>	<b>81.9%</b>	<b>12.8%</b>
3000 Revenue From State Sources MSP							
30-3005 Regular School Program K	\$ 479,589	\$ 452,180	\$ 390,014	\$ 152,602	\$ 542,616	83.3%	11.1%
30-3010 Regular School Program 1-12	\$ 3,326,359	\$ 2,969,514	\$ 3,591,301	\$ (27,544)	\$ 3,563,757	83.3%	11.1%
30-3020 Professional Staff	\$ 239,285	\$ 203,132	\$ 249,288	\$ (6,144)	\$ 243,144	83.5%	10.9%
31-1205 Sped Educ Reg Add-On WPUS	\$ 538,986	\$ 542,282	\$ 678,233	\$ (30,641)	\$ 647,592	83.7%	10.8%
31-1210 Sped Educ Reg Self Contained	\$ 33,883	\$ 51,161	\$ 61,393	\$ -	\$ 61,393	83.3%	11.1%
31-1220 Sped Educ Extended Year Program	\$ 3,926	\$ 3,511	\$ 4,217	\$ (4)	\$ 4,213	83.3%	11.1%
31-1225 Sped Educ State Programs	\$ 8,355	\$ 8,179	\$ 9,814	\$ -	\$ 9,814	83.3%	11.1%
31-1278 Sped Educ Stipends Extended Year	\$ 3,024	\$ 1,344	\$ -	\$ 1,344	\$ 1,344	100.0%	0.0%
31-5201 Class Size Reduction K-8	\$ 392,873	\$ 354,686	\$ 412,617	\$ 13,006	\$ 425,623	83.3%	11.1%
31-5344 Enhancement for At-Risk Student	\$ 124,890	\$ 119,657	\$ 157,998	\$ (16,010)	\$ 141,988	84.3%	10.3%
31-5901 Career and Tech Ed Dist. Add-On	\$ 6,230	\$ 5,285	\$ 5,965	\$ 129	\$ 6,094	86.7%	11.1%
31-5903 CTE Comprehensive Counseling	\$ 20,000	\$ 16,667	\$ -	\$ 20,000	\$ 20,000	83.3%	11.1%
32-0500 Charter School Base Funding	\$ 114,540	\$ 97,175	\$ 115,000	\$ 1,610	\$ 116,610	83.3%	11.1%
32-5310 Flexible Allocation	\$ 2,279	\$ 1,963	\$ 2,323	\$ 33	\$ 2,356	83.3%	11.1%
32-5619 Charter School Local Replacement	\$ 3,111,614	\$ 2,802,865	\$ 3,317,000	\$ 46,438	\$ 3,363,438	83.3%	11.1%
32-5651 Educator Professional Time	\$ 89,531	\$ 102,232	\$ -	\$ 102,232	\$ 102,232	100.0%	0.0%
33-5805 Early Literacy	\$ 42,822	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
34-5642 Elementary School Counselor Grant	\$ 50,000	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
34-5666 Professional Learning Grant	\$ 8,989	\$ 7,319	\$ -	\$ 8,782	\$ 8,782	83.3%	11.1%
34-5807 Teacher Salary Supplement Program	\$ 11,311	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
34-5868 Teacher Supplies and Materials	\$ 7,610	\$ 21,200	\$ 22,713	\$ (1,513)	\$ 21,200	100.0%	0.0%
34-5876 Educator Salary Adjustment	\$ 564,864	\$ 493,026	\$ 598,011	\$ (7,089)	\$ 590,922	83.4%	11.0%
34-5911 ELL Software	\$ 2,787	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
35-5420 School Land Trust Program	\$ 145,119	\$ 148,100	\$ 148,100	\$ -	\$ 148,100	100.0%	0.0%
35-5655 Digital Teaching & Learning	\$ 58,794	\$ -	\$ -	\$ 49,660	\$ 49,660	0.0%	0.0%
35-5678 TSSA	\$ 231,049	\$ 211,616	\$ 254,228	\$ (288)	\$ 253,940	83.3%	11.1%
35-5679 School Based Mental Health Grant	\$ 55,060	\$ -	\$ 54,918	\$ -	\$ 54,918	0.0%	0.0%
35-5810 Library Books & Elective Resources	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
35-5882 Beverly Taylor Sorenson Grant	\$ 47,540	\$ 42,000	\$ 30,333	\$ 20,067	\$ 50,400	83.3%	11.1%
38-5608 Mental Health Screeners	\$ 42,395	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
38-5618 Early Interactive Software Program	\$ 10,246	\$ -	\$ -	\$ 33,151	\$ 33,151	0.0%	0.0%
38-5654 Period Products in Schools	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
38-5673 Substance Prevention	\$ 4,000	\$ 4,000	\$ 4,000	\$ -	\$ 4,000	100.0%	0.0%
38-5674 Elementary Suicide Prevention	\$ 1,000	\$ 1,000	\$ 1,000	\$ -	\$ 1,000	100.0%	0.0%
38-5697 LETRS Professional Development Grant	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
38-5914 School Safety Specialist	\$ 3,000	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
38-5914 School Safety Grant	\$ 59,438	\$ -	\$ -	\$ 63,797	\$ 63,797	0.0%	0.0%
38-8070 School Lunch (Liquor Tax)	\$ 164,824	\$ 72,383	\$ 90,000	\$ 15,000	\$ 105,000	68.9%	12.4%
<b>Total 3000:</b>	<b>\$ 10,006,212</b>	<b>\$ 8,732,477</b>	<b>\$ 10,198,466</b>	<b>\$ 438,618</b>	<b>\$ 10,637,084</b>	<b>82.1%</b>	<b>10.7%</b>
4000 Revenue From Federal Sources							
45-7522 IDEA Pre-School	\$ 2,503	\$ -	\$ 2,503	\$ 41	\$ 2,544	0.0%	0.0%
45-7524 IDEA Flow-Through	\$ 153,427	\$ -	\$ 153,247	\$ 2,699	\$ 155,946	0.0%	0.0%
45-8075 Free & Reduced Reimbursement	\$ 131,759	\$ 92,989	\$ 132,555	\$ -	\$ 132,555	70.2%	11.7%
45-8075 National School Lunch Program	\$ 56,316	\$ 49,221	\$ 57,480	\$ -	\$ 57,480	85.6%	12.4%
45-8075 School Breakfast Program	\$ 29,548	\$ 25,239	\$ 29,467	\$ -	\$ 29,467	85.7%	11.7%
45-8079 Local Food for Schools Co-Op	\$ 6,984	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
45-8080 Pandemic EBT	\$ 653	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
47-7290 CARES UEN WiFi	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
48-7801 Federal Title I A	\$ 43,465	\$ -	\$ 47,055	\$ -	\$ 47,055	0.0%	0.0%
48-7860 Federal NCLB Title II A	\$ 11,706	\$ -	\$ 8,148	\$ -	\$ 8,148	0.0%	0.0%
48-7860 Federal Title IV Repurposed to Title I	\$ 10,000	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
<b>Total 4000:</b>	<b>\$ 446,361</b>	<b>\$ 167,449</b>	<b>\$ 430,455</b>	<b>\$ 2,740</b>	<b>\$ 433,195</b>	<b>38.7%</b>	<b>11.9%</b>
<b>Total Revenue:</b>	<b>\$ 11,146,507</b>	<b>\$ 9,470,767</b>	<b>\$ 11,175,779</b>	<b>\$ 591,358</b>	<b>\$ 11,767,137</b>	<b>80.5%</b>	<b>10.8%</b>



	(996 Students) FY24 Actuals	Current Yr Actuals	(1000 Students) Approved Budget		1016 Forecast	% of Forecast	% Change From Prior Mth
Expenses				Changes			
100 Salaries							
121.2 Administration	\$ 504,125	\$ 437,974	\$ 520,202	\$ -	\$520,202	84.2%	11.2%
131 Teachers	\$ 2,940,993	\$ 2,557,109	\$ 3,147,493	\$ -	\$3,147,493	81.2%	10.8%
131 Special Education Salaries	\$ 295,586	\$ 268,127	\$ 297,081	\$ 35,000	\$332,081	80.7%	12.4%
131 Stipends / Merit Pay	\$ 136,787	\$ 66,420	\$ 88,020	\$ (21,600)	\$ 66,420	100.0%	24.0%
131 Summer Professional Development	\$ 7,000	\$ 22,564	\$ 60,000	\$ -	\$ 60,000	37.6%	0.0%
131 Educator Professional Time Stipend	\$ 21,000	\$ -	\$ -	\$ 40,000	\$ 40,000	0.0%	0.0%
131 Mental Health Stipend	\$ 33,334	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
131 LETRS Training Stipend	\$ 50,000	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
131 TSSP After School Tutoring Stipends	\$ -	\$ 10,125	\$ -	\$ 12,600	\$ 12,600	80.4%	0.0%
131 LAND TRUST - Stipends	\$ -	\$ 9,000	\$ -	\$ 9,000	\$ 9,000	100.0%	0.0%
131 Special Education Stipends (After School)	\$ 1,998	\$ -	\$ -	\$ 1,120	\$ 1,120	0.0%	0.0%
132 Substitute Teachers (PTO Stipend)	\$ 24,255	\$ 2,737	\$ 30,000	\$ -	\$ 30,000	9.1%	0.0%
132 SpEd Substitutes	\$ -	\$ -	\$ 5,000	\$ -	\$ 5,000	0.0%	0.0%
142 Counselor	\$ 235,501	\$ 217,964	\$ 257,466	\$ -	\$257,466	84.7%	11.2%
143 School Nurse	\$ 6,234	\$ 6,247	\$ 9,921	\$ -	\$9,921	63.0%	10.0%
145 Librarian / Literacy Aide	\$ 21,374	\$ 19,713	\$ 22,279	\$ -	\$22,279	88.5%	15.3%
152 Secretaries	\$ 137,607	\$ 111,304	\$ 136,399	\$ -	\$136,399	81.6%	14.0%
152 Board Clerk	\$ -	\$ 6,249	\$ -	\$ 10,000	\$10,000	62.5%	5.5%
161 Teacher Aides, Reading Specialists & Subs	\$ 456,182	\$ 440,095	\$ 525,347	\$ (58,350)	\$466,997	94.2%	16.9%
161 TSSA - ELL Para's	\$ -	\$ 25,350	\$ -	\$ 25,350	\$ 25,350	100.0%	0.0%
161 LAND TRUST - K Aide/Student Support Para	\$ 40,585	\$ 37,000	\$ 34,000	\$ 3,000	\$ 37,000	100.0%	10.4%
161 SpEd Aides & Speech Therapist	\$ 190,806	\$ 186,118	\$ 235,040	\$ -	\$235,040	79.2%	15.2%
162 Computer Aides	\$ 22,777	\$ 21,557	\$ 24,576	\$ -	\$24,576	87.7%	15.5%
182 Custodial & Maintenance	\$ 113,144	\$ 106,084	\$ 120,493	\$ -	\$120,493	88.0%	13.0%
191 Lunch Room Aide	\$ 323,160	\$ 296,544	\$ 363,015	\$ -	\$363,015	81.7%	14.3%
Raises							
Total 100:	\$ 5,562,448	\$ 4,848,281	\$ 5,876,332	\$ 56,120	\$ 5,932,452	81.7%	12.8%
200 Employee Benefits							
220 Social Security	\$ 368,910	\$ 316,305	\$ 426,210	\$ 4,089	\$ 430,299	73.5%	13.4%
220 LAND TRUST - BENEFITS	\$ 3,220	\$ 3,000	\$ 2,601	\$ 399	\$ 3,000	100.0%	0.0%
220 SpEd Social Security	\$ 34,373	\$ 32,374	\$ 41,090	\$ -	\$ 41,090	78.8%	9.6%
230 Retirement	\$ 253,729	\$ 219,991	\$ 345,373	\$ (70,373)	\$ 275,000	80.0%	10.9%
240 Group Insurance	\$ 643,286	\$ 605,642	\$ 725,754	\$ -	\$ 725,754	83.5%	9.6%
240 Mental Health	\$ -	\$ 40,219	\$ 60,000	\$ -	\$ 60,000	67.0%	12.1%
240 Deductible Stipend	\$ 36,882	\$ 9,863	\$ 35,000	\$ -	\$ 35,000	28.2%	0.0%
270 Worker's Compensation Fund	\$ 17,075	\$ 24,691	\$ 20,412	\$ 4,526	\$ 24,938	99.0%	1.0%
280 Unemployment Insurance	\$ 12,728	\$ 7,359	\$ 13,238	\$ -	\$ 13,238	55.6%	55.4%
Total 200:	\$ 1,370,203	\$ 1,259,444	\$ 1,669,678	\$ (61,359)	\$ 1,608,319	78.3%	10.7%
300 Purchased Professional & Technical							
320 Special Education Contractors	\$ 134,028	\$ 134,834	\$ 135,000	\$ -	\$ 135,000	99.9%	19.7%
320 Counseling Services - (FY20 LCSW-Mental Health)	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%	0.0%
320 Math Center Contract	\$ -	\$ 82,000	\$ 80,000	\$ 5,750	\$ 85,750	95.6%	0.0%
320 Guardian	\$ -	\$ -	\$ 60,000	\$ (60,000)	\$ -	0.0%	0.0%
330 Employee Training & Development	\$ 5,907	\$ 44,023	\$ -	\$ 62,232	\$ 62,232	70.7%	10.2%
330 TSSA - Training & Development (\$88,800 between PD/Travel)	\$ 32,977	\$ -	\$ 30,000	\$ 20,000	\$ 50,000	0.0%	0.0%
330 LAND TRUST - Training & Development	\$ 30,404	\$ 11,206	\$ 24,000	\$ -	\$ 24,000	46.7%	0.0%
330 SpEd Training & Development	\$ 2,970	\$ 4,990	\$ 6,000	\$ -	\$ 6,000	83.2%	0.0%
330 SEDC Services	\$ 3,861	\$ 2,535	\$ 3,891	\$ -	\$ 3,891	65.2%	0.0%
340 Audit	\$ 15,912	\$ 17,802	\$ 16,600	\$ 1,202	\$ 17,802	100.0%	0.0%
345 Business Manager Services	\$ 79,908	\$ 68,590	\$ 82,308	\$ -	\$ 82,308	83.3%	11.1%
349 Legal Services	\$ 465	\$ 1,225	\$ 8,000	\$ -	\$ 8,000	15.3%	43.8%
350 Technical Services (IT)	\$ 101,974	\$ 143,700	\$ 147,600	\$ -	\$ 147,600	97.4%	9.5%
580 Admin & Teacher Travel (Meals)	\$ 27,248	\$ 6,934	\$ 7,000	\$ -	\$ 7,000	99.1%	20.8%
580 TSSA - Travel (\$88,800 between PD/Travel)	\$ 20,763	\$ 11,160	\$ 20,280	\$ 18,520	\$ 38,800	28.8%	86.3%
580 LAND TRUST - Travel	\$ 863	\$ 3,059	\$ 6,000	\$ -	\$ 6,000	51.0%	-31.7%
580 SpEd - Travel	\$ 1,511	\$ 5,458	\$ 1,500	\$ 4,000	\$ 5,500	99.2%	-30.6%
580 SpEd Contracted Employee Travel	\$ 3,386	\$ 4,101	\$ 3,500	\$ -	\$ 3,500	117.2%	44.7%
Total 300:	\$ 462,177	\$ 541,617	\$ 631,679	\$ 51,704	\$ 683,383	79.3%	10.1%
400 Purchased Property Services							
411 Water/Sewage	\$ 9,360	\$ 9,039	\$ 12,000	\$ -	\$ 12,000	75.3%	10.8%
411 Water Rights	\$ -	\$ 795	\$ 1,000	\$ -	\$ 1,000	79.5%	0.0%
412 Disposal Services	\$ 17,063	\$ 13,627	\$ 15,480	\$ -	\$ 15,480	88.0%	14.9%
420 Cleaning Services	\$ 5,880	\$ 5,960	\$ 5,800	\$ 700	\$ 6,500	91.7%	0.0%
431 Lawn Care Services	\$ 12,430	\$ 13,075	\$ 12,000	\$ 4,100	\$ 16,100	81.2%	7.8%
431 Non-Technology Repairs & Maintenance	\$ 31,638	\$ 34,223	\$ 33,000	\$ 3,000	\$ 36,000	95.1%	18.9%
432 Copy Machine Servicing	\$ 7,071	\$ -	\$ 13,000	\$ (10,000)	\$ 3,000	0.0%	0.0%
Total 400:	\$ 83,442	\$ 76,719	\$ 92,280	\$ (2,200)	\$ 90,080	85.2%	13.4%
500 Other Purchased Services							
518 Field Trips / Bus Rental	\$ 2,734	\$ 1,409	\$ 3,000	\$ -	\$ 3,000	47.0%	1027.2%
522 Property & Liability Insurance	\$ 47,784	\$ 49,009	\$ 52,838	\$ 5,565	\$ 58,403	83.9%	10.6%
530 Telephone	\$ 10,856	\$ 1,009	\$ 11,000	\$ -	\$ 11,000	9.2%	11.5%
540 Marketing	\$ 6,242	\$ 4,408	\$ 9,000	\$ -	\$ 9,000	49.0%	30.6%
Total 500:	\$ 67,616	\$ 55,835	\$ 75,838	\$ 5,565	\$ 81,403	68.6%	14.6%





# GEORGE WASHINGTON ACADEMY

## Balance Sheet

As of April 30, 2025

	Apr 30, 25
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
<b>8110 · Cash in Banks</b>	
<b>8111 · Cache Valley Bank Accounts</b>	
1 · Petty Cash	179.07
8111.1 · Cache Valley Bank (2050)	2,817.29
8111.3 · Cache Valley Checking (8114)	1,561,712.20
<b>Total 8111 · Cache Valley Bank Accounts</b>	1,564,708.56
<b>8116 · PTIF</b>	7,094,026.02
<b>8120 · US Bank Accounts</b>	
8120.1C · Principal Fund 2015 (80001)	33,750.00
8120.2 · Interest Fund 2008 (9002)	0.02
8120.2B · Interest Fund 2011 (5001)	0.01
8120.2C · Interest Fund 2015 (80002)	56,974.19
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)	82,779.88
<b>Total 8120 · US Bank Accounts</b>	1,609,416.60
<b>Total 8110 · Cash in Banks</b>	10,268,151.18
<b>Total Checking/Savings</b>	10,268,151.18
<b>Other Current Assets</b>	
8130 · Accounts Recievable	
8135 · Utah State Sales Tax	3,285.55
<b>Total 8130 · Accounts Recievable</b>	3,285.55
<b>Total Other Current Assets</b>	3,285.55
<b>Total Current Assets</b>	10,271,436.73
<b>TOTAL ASSETS</b>	<b>10,271,436.73</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
9513 · Accounts Payable-bill.com	87,462.71
<b>Total Accounts Payable</b>	87,462.71
<b>Credit Cards</b>	
9531 · Visa Card	
9531a · VISA Card - Jessica's Card	3,072.15
9531b · VISA Card - Blake's Card	311.39
<b>Total 9531 · Visa Card</b>	3,383.54
9532 · Lowe's	-128.86
<b>Total Credit Cards</b>	3,254.68
<b>Other Current Liabilities</b>	
9510 · Accounts Payable	546.85
9530 · Accrued Liabilities	
9535 · Accrued Bond Liability	-211,485.39
<b>Total 9530 · Accrued Liabilities</b>	-211,485.39
<b>9540 · Accrued Salaries &amp; Withholdings</b>	
9544 · Utah State Withholding	19,148.00
9545 · Payroll Liabilities	
9545.2 · 401k Employee Contribution	1,631.25
9545.5 · Utah State Unemployment	-100.00

**GEORGE WASHINGTON ACADEMY****Balance Sheet**

As of April 30, 2025

	Apr 30, 25
Total 9545 · Payroll Liabilities	1,531.25
Total 9540 · Accrued Salaries & Withholdings	20,679.25
9540a · Payroll & Benefit YE Accrual	352,543.09
9550 · Due to Other Funds	315,684.26
9560 · Deferred Revenue	
9561 · Local	18,547.17
Total 9560 · Deferred Revenue	18,547.17
Total Other Current Liabilities	496,515.23
Total Current Liabilities	587,232.62
Total Liabilities	587,232.62
Equity	
30000 · Opening Balance Equity	193.93
9820 · Net Assets - Restricted	274,126.04
9830 · Retained Earnings	8,336,409.18
9850 · Unreserved Fund Balances	7,398.97
9859 · Undesignated Fund Balance	422,122.16
Net Income	643,953.83
Total Equity	9,684,204.11
TOTAL LIABILITIES & EQUITY	10,271,436.73



## **PROPOSAL FOR BOARD ACTION**

**Proposal Title:** Leader in Me Coaching/ Membership

**Submitted by:** B.Clark

**Originating Committee:** NA

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 in need to pay for our annual membership to Franklin Covey for Leader in Me. This includes all of the online resources we utilize daily for our teachers as well as a coaching day throughout the year to support us in goals and next steps.

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

### **Assessment:**

Leadership is a key element of our school and this is the foundation we use to support our students.

### **Recommendation:**

It is my recommendation to approve this expense

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



Submitted By: B. Clark

Date: 5/2/25 Vendor: Franklin Cooley

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. # \_\_\_\_\_

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
		Leader in Me		
		Annual Subscription		5,100
		Coaching - Implementation		3,500

**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 Curriculum Land Trust  
Student Incentives CCA  
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

8,600<sup>00</sup>

*[Signature]*

5/2/25

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

Date

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

Date

Board Chair or  
Board Member on Finance Committee  
For purchases over \$5,000

Date

\*Purchases over \$5,000 MUST be approved in a board meeting



# FranklinCovey

## INVOICE

BILL TO:  
Blake Clark  
George Washington Academy  
2277 S 3000 E  
Saint George, UT 84790-8510  
United States

Invoice #: IS10692908  
Invoice Date: 5/1/2025  
Customer #: 41254258  
P.O. #:  
Payment Terms: Net30  
Page #: 1 of 1  
Project Date: 12/1/2022  
Project #: 100199244

Federal ID # 87-0561601

Dun & Bradstreet # 01-229-0503

Part #	Description	Unit Price	Quantity	Extended Price
<b>Ship to: George Washington Academy</b>				
George Washington Academy				
2277 S 3000 E				
Saint George, UT 84790-8510				
United States				
LIM4CIC-P	Custom Implementation Coaching Subscription	3,500.00	1	3,500.00
	Annual School Membership	5,100.00	1	5,100.00
	12/1/2022 - 12/1/2022			

Total Charges: 8,600.00

Tax: 0.00

**Amount Due: USD 8,600.00**

## REMIT TO:

Franklin Covey Client Sales, Inc.  
PO Box 17994  
Denver, CO 80217-0994  
888-740-1776  
Remittance to:  
Epayments@FranklinCovey.com

## BILLING INQUIRIES

(888)740-1776 / ARHelp@FranklinCovey.com



## **PROPOSAL FOR BOARD ACTION**

**Proposal Title:** PARAGRAPHOLOGY Supplemental Curriculum

**Submitted by:** Mireille Dennis Evans, Special Education Director

**Originating Committee:** Special Education Team and Christine Giles

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:**

Currently, our special education department lacks a designated curriculum or program for explicit writing instruction. Evaluation and student learning data show that many students receiving special education services need targeted support in writing. These students often require a systematic, fundamentally different approach, using tangible materials and focused strategies to ensure effective access to instruction.

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

Our committee—Mireille Evans, Christine Giles, Jenna Watkins, Alexa Hnath, Sara Barraclough, and Jordan Norcross—reviewed three potential programs to support our students' diverse learning needs. Teachers presented evidence highlighting the need for a program that accommodates neurodiversity and varied learning profiles. We selected PARAGRAPHOLOGY, a comprehensive, multisensory, and scaffolded approach to teaching writing and note-taking. It provides a clear formula that progresses from basic paragraphs to five-paragraph essays and includes a digital scaffolding app to complement in-person direct instruction.

### **Assessment:**

Student performance and evaluation data highlight a significant need for a more structured and differentiated approach to writing instruction for students receiving special education services. After reviewing three potential programs, our team selected PARAGRAPHOLOGY based on its multisensory, comprehensive, and scaffolded framework. This evidence-based program will support teachers in delivering targeted instruction aligned with student needs and strengthening foundational writing skills across our special education population.

### **Recommendation:**

We recommend that the GWA Board of Directors approve the purchase of PARAGRAPHOLOGY for implementation in our Special Education classrooms. The quote includes the Virtual Writing Workshop for comprehensive staff training, as well as the digital Writing Companion app training and licenses to support in-person direct instruction.

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



## George Washington Academy

### Professional Learning Workshop and Digital App Proposal

5/5/25

#### Contact

Mirielle Evans: [mevans@gwacademy.org](mailto:mevans@gwacademy.org)

#### Workshop Format

LIVE, synchronous Zoom training sessions (private)

- 10-hour training (flexible with delivery options)
  - two, 5-hour days
  - four, 2.5-hour days
  - We can discuss other options if necessary
- Dates: TBD (We can do weeknights or weekends if needed)
- Cost: \$5,000
- Participants: up to 30 participants (if more than 30, \$150 for each additional participant)

#### Workshop Content

##### Topics Covered

- Brainstorming
- Basic paragraph
- Paragraph cards
- Expanded paragraphs
  - example
  - reason
  - category
  - sequential
  - compare/contrast
- Essay writing
- Unlocking a writing prompt
- Note-taking

##### Materials included

- Workbook 1 (PDF)
- Workbook 2 (PDF)
- Digital graphic organizers

Jemicy School  
11 Celadon Road  
Owings Mills, MD 21117  
[outreach@jemicy.school.org](mailto:outreach@jemicy.school.org)

UCNLearn - Amir Bar  
923 Nadine St  
Houston, TX 77009  
[amir@ucnlearn.com](mailto:amir@ucnlearn.com)

- slide shows

The BRIGHT way to write

## Services and Fees At-A-Glance

Description	Vendor	Units	Cost per unit	Amount
Paragraphology writing workshop (virtual)	Jemicy School	Maximum = 30	\$5,000.00	\$5,000.00
Paragraphology Digital Writing App licenses (student - 2025-2026 school year)	UCNLearn	35	\$20.00	\$700.00
Paragraphology Digital Writing App licenses (teacher - 2025-2026 school year)	UCNLearn	5	\$20.00	\$100.00
Paragraphology App training for teachers	UCNLearn	5	-	\$100.00
			<b>Total</b>	<b>\$5,900.00</b>

Respectfully submitted,



Megan McGowan

Director of Outreach &amp; Professional Learning

Jemicy School

Jemicy School  
11 Celadon Road  
Owings Mills, MD 21117  
outreach@jemicyschool.org

UCNLearn - Amir Bar  
923 Nadine St  
Houston, TX 77009  
amir@ucnlearn.com



## **PROPOSAL FOR BOARD ACTION**

**Proposal Title:** Talkspace Renewal

**Submitted by:** Debbie Kauvaka

**Originating Committee:** Benefits Committee

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:**

Talkspace is our digital online therapy and mental health program offered to all employees and their families. This is up for renewal. in August 2025.

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

The Benefits Committee met and discussed all the data provided by Talkspace to decide on the benefit of this program.

### **Assessment:**

The data for August-December 2025 shows there were 50 registered users, 67 messaging sessions completed, 279 chat messages sent, 59 live video calls completed, 4.9 stars out of 5 provider rating.

### **Recommendation:**

Review the attached renewal invoice and approve.

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

Talkspace Provider Network, PA  
Talkspace Provider Network, PA  
PO Box 24062  
New York NY 10087-4062  
United States  
Tax ID: 86-1540004  
Phone: (212) 284-7206  
Email: [accounts-receivable@talkspace.com](mailto:accounts-receivable@talkspace.com)

# Invoice INV7810

**Bill To**

George Washington Academy  
2277 S 3000 E  
Saint George UT 84790  
United States

DATE  
8/1/2025

PLEASE PAY  
\$52,000.00

DUE DATE  
8/31/2025

PO#: 0

Description	Qty	Rate	Amount
Unlimited Messaging Therapy + 1 Live Video Session + Complimentary TSG Covering: August 1st 2025 - July 31st 2026 Services	1	\$52,000.00	\$52,000.00

**TOTAL DUE** **\$52,000.00**

THANK YOU

Preferred Method of Payment is ACH and/or Wire Transfer. Please use the information below to process payment:

JP Morgan Chase  
Account #: 939276512  
Swift Code: CHASUS33  
ABA: 021000021





## **PROPOSAL FOR BOARD ACTION**

**Proposal Title:** Intercom System

**Submitted by:** Steve Erickson

**Originating Committee:** Technology Committee

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 excited to move forward with replacing our school's intercom system, which has been in place for over 20 years. While the current system has served us well, it is outdated and no longer meets the growing needs of our campus. Upgrading to a modern system will enhance communication, improve safety measures, and ensure reliable announcements and alerts throughout the building. This investment will help us create a more secure and efficient environment for our students, staff, and families.

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

Our current intercom system is still operating on an outdated computer running Windows XP, which can no longer be updated or supported. This creates significant limitations in both functionality and reliability. The new system will not only run on an updated computer platform, but will also feature a main console located in the office area for easier access and control. In addition to improving daily communication, this upgrade will help us meet the requirements outlined in H.B. 84, which mandates enhancements to emergency communication systems and

### **Assessment:**

### **Recommendation:**

The technology committee carefully reviewed multiple options and has recommended moving forward with Marshall Industries for the installation of our new intercom system. Marshall Industries offers a reliable, state-of-the-art solution that meets both our current communication needs and the safety requirements outlined by H.B. 84. Their reputation for quality service and ongoing support makes them the best choice for this important upgrade.

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

## Intercom Project Evaluation Rubric

Category	Criteria	Score (1–5)	Notes
<b>Technical Compliance</b>	Meets all technical specs outlined in the RFP (IP-based, 12+ zones, emergency alerts, integration)		
<b>System Functionality</b>	Features such as two-way comms, bell scheduling, admin control, expansion-ready		
<b>Cost-Effectiveness</b>	Total cost relative to features, longevity, and support		
<b>Project Timeline</b>	Ability to meet or beat proposed installation and training timeline (Summer 2025)		
<b>Experience and References</b>	Vendor's track record with similar K–12 schools, verified references		
<b>Scalability &amp; Integration</b>	Ability to scale and integrate with current/future systems (access control, visual messaging, etc.)		
<b>Warranty and Support</b>	Quality, length, and scope of warranty; availability and responsiveness of support		
<b>Training and Documentation</b>	Clarity and thoroughness of training plan and technical documentation		
<b>Reusability</b>	Efficient use of existing speakers and infrastructure		
<b>Total Score</b>	Sum of above (Max = 45)		

### Scoring Key:

- **5 – Excellent:** Fully exceeds expectations
- **4 – Good:** Meets all expectations
- **3 – Acceptable:** Meets most, minor gaps
- **2 – Weak:** Major gaps or concerns
- **1 – Unacceptable:** Fails to meet expectations





# Steps the Committee Should Take:

## Step 1: Review and Score Proposals

- Each committee member **independently** reviews all submitted proposals using the rubric.
- Gather all scores into a shared spreadsheet to calculate total and average scores.

## Step 2: Hold Vendor Demos or Q&A Sessions

- Invite top 2–3 vendors for short demos or virtual meetings.
- Prepare a **standardized question list** to ensure equal evaluation.

## Step 3: Compare and Discuss

- Convene to:
  - Compare average scores
  - Identify standout strengths or concerns
  - Resolve major discrepancies in scoring

## Step 4: Check References

- Assign committee members to call 1–2 references per top vendor.
- Ask specifically about system reliability, service quality, and training.

## Step 5: Final Recommendation to the Board

Prepare a **presentation or written report** that includes:

- Top 1–2 vendor scores
- Pros and cons of each
- Final recommendation with justification
- Estimated cost and timeline
- Optional: demo screenshots or reference quotes

**George Washington Academy**  
**Request for Proposal (RFP)**  
**Rauland Telecenter U or Equivalent Intercom & Communications System**

**Issue Date:** April 15, 2025

**Proposal Due Date:** May 2, 2025, by 3:00 PM MST

**Submission Method:** Electronic submissions only to [jbentley@gwacademy.org](mailto:jbentley@gwacademy.org)

**Subject Line:** "Intercom System Proposal – [Your Company Name]"

---

● **Introduction**

George Washington Academy (GWA), located at 2277 S 3000 E, St. George, Utah 84790, is requesting proposals from qualified vendors to provide and install a school-wide intercom and communication system. The intent is to upgrade our current Bogen system with a modern IP-based platform such as the Rauland Telecenter U or an equivalent system that meets or exceeds the specifications outlined below.

---

● **Scope of Work**

The proposed system must:

- Replace the existing legacy Bogen system with a modern, IP-based communications solution.

Red Mountain is proposing the Valcom IP 6000 Hybrid Intercom, Bell, and Notification System.

- Integrate with approximately:
  - 50 Classrooms ✓
  - 1 Gymnasium ✓
  - 1 Library ✓
  - 1 Math Center ✓
  - 1 Workroom ✓
  - 1 Faculty Lounge ✓
  - 1 Cafeteria ✓

- 1 Nurse's Office ✓
- 6 Front Office Locations ✓
- Outdoor Paging Zones ✓
- Reuse existing speakers and cabling **where feasible**; replacements should be proposed only as necessary.

Analog to IP Modules are provided to retain the Cabling and Speakers already installed

- Provide two-way communication from classrooms to the front office via call buttons or similar devices.

All existing speakers will be reused. Call Switches will be replaced to support the advanced features provided with the upgrade

- Include emergency alerting, zone paging, bell scheduling, and administrative console control.



- Support future expansion with a modular, scalable design.

The maximum size is primarily constrained by **network infrastructure** rather than the IP6000 system itself. Key requirements include:

- **Power over Ethernet (PoE)**: Each IP endpoint requires PoE (802.3af/at), so the number of PoE switch ports limits concurrent devices.

- **Multicast Support:** Large systems rely on multicast for efficient audio distribution, requiring robust network configuration.
- **Bandwidth and Latency:** High endpoint counts or multisite setups need sufficient bandwidth and low-latency networks to ensure reliable performance.

The size of the system is dependent on the type and setup of the computer network. The system will support local and remote schools. The Los Angeles School District has over 44,000 endpoints installed in the school district.

- Be installed, tested, and commissioned by the vendor, including staff training and documentation.

Red Mountain Is Certified by Valcom and will provide **LOCAL** support. Our support staff is located in St George and some of our employees have children attending GWA. We are here to help in every possible way.

---

## ● Technical Requirements

- IP-based system (e.g., Rauland Telecenter U or equivalent)

Valcom IP 6000 is Equal and Exceeds the Specifications required for this RFP.

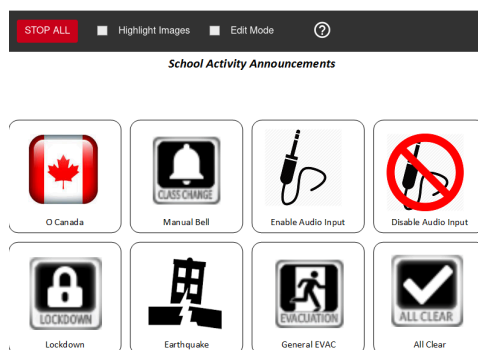
- Minimum of 12 paging zones (expandable)

Unlimited zones and groups for individual locations, floors, buildings, or all zone

- Web-based administrative interface

3 Types of Interfaces are available if required (Console, Web, and Mobile)

VE8092 Interactive Console and Unlimited Customizable Web Interfaces Available for Fast and Simple Responses and Actions



- Emergency broadcast override functionality

The Valcom IP6000 Communications System includes an **emergency priority override feature** as part of its functionality, particularly with the VE6023 Telephone Paging Server. This feature allows emergency messages to take precedence over other communications on compatible IP telephones, ensuring critical alerts are delivered promptly

- Classroom-to-office communication buttons/switches

All Call Switches will be Replaced with the Valcom Dual Switch.



- Compatible with existing speaker infrastructure when possible

72 hybrid ports are included to interface to all of the speakers and horns that already exist.

- Option for integration with visual messaging and access control systems

Please see the Youtube video that shows how the notifications work.

[https://youtu.be/guOLBevCtcs?si=Ys0JLStGBc0GnQZ\\_](https://youtu.be/guOLBevCtcs?si=Ys0JLStGBc0GnQZ_)

Various Notification Paths and devices IP6000 SiteManager® can integrate and send to:

- **Digital Signage**
- Door Intercoms
- Broadcast to Phones
- Intercom/Paging System
- Blue Light Stations
- Wireless Pendants
- **Access Control**
- Video Systems
- Fire Alarms
- Two-Way Radios
- Desktop Alerting
- Smart Phone Apps

- System-wide clock and bell scheduling capabilities

Simple Web Interface to build, adjust, and manage all clock and scheduling required.

- Future support and expandability, including outdoor zones

Because the system is an IP first based system instead of an intercom system with IP capabilities, there is not a real limit to the amount of expansion to any zones

---

- **Vendor Responsibilities**

- Conduct site walkthroughs and confirm the compatibility of existing speakers. ✓

Completed with First Proposal. Also have techs with knowledge of the existing Bogen and what is existing as we have been working on it for the past several years.

- Supply and install necessary gateways, cabling, and hardware. ✓
- Install and configure software and interface consoles. ✓
- Provide training to administrative and IT staff. ✓
- Submit all system documentation, including wiring diagrams and programming guides. ✓
- Provide post-installation support and warranty information. ✓

Red Mountain is located in the St. George and will not charge for travel for any service calls. Companies located in Salt Lake or Las Vegas create expensive travel, lodging and other expenses when service is required, Red Mountain is 15 Minutes away from GWA. Our FULL support staff is local and available 24/7.

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- **Submission Requirements**

Proposals must include:

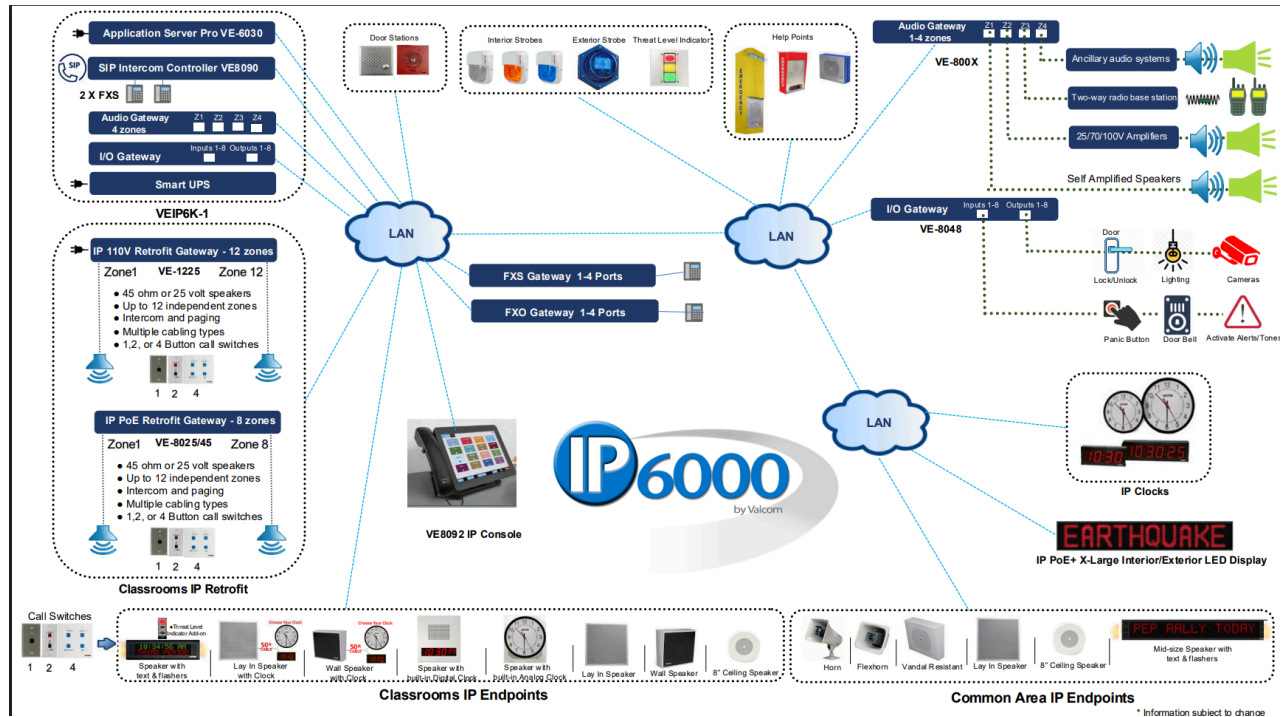
- Executive Summary and understanding of the project

See Attached Executive Summary



- Detailed technical specifications of the proposed system

Full installation and maintenance manuals provided with the install or upon request. (Large manual)



- Project timeline from award to final commissioning

The estimated timeline for completion is 30 days after the start date. Equipment Drop Ships from Virginia

- Breakdown of materials, labor, and total project cost

See Attached Quote

- Warranty details and support terms

The Valcom IP6000, like other Valcom products, is covered by a one-year limited warranty from the date of shipment. This warranty applies to the original purchaser for normal use and covers defects in materials and workmanship.

Support is provided by Red Mountain Technology Solutions and Valcom ES Support Group

- Three references from similar educational projects

Red Mountain Technology Solution has been supporting schools at the District level down to the small Montessori Charters since 2003. Since Red Mountain is a network/data company first, we understand the network and IP infrastructure better than most Sound Companies that are making the transition to an IP based system.

- Proof of manufacturer certification (if Rauland or equivalent system)

Letter from Valcom showing certifications has been Requested and will be forwarded over once

received.

- Signed acknowledgment of ability to meet the May 2, 2025, submission deadline

**Red Mountain Technology Solution will meet the May 2 dead line**

---

- **Evaluation Criteria**

Proposals will be evaluated based on:

- Compliance with technical requirements
- Cost-effectiveness
- Ability to meet project timeline
- Experience and references
- Scalability and flexibility of the system
- Support and warranty terms

Suggest evaluating the cost of ownership over several years. The support travel charges are usually not factored into the overall cost and end up being very costly unexpected expenses. Also recommend evaluating the response time to emergency service issues and tickets. RMTS is local and provides and SLA of 2 hours min on responses to emergency service.

---

## • Timeline

- **RFP Issued:** April 15, 2025
  - **Proposal Deadline:** May 2, 2025 at 3:00 PM MST
  - **Vendor Selection:** May 15, 2025
  - **Target Installation Start:** Summer 2025
- 


## • Contact Information

### **RFP Contact:**

Jessica Bentley

George Washington Academy

 [jbentley@gwacademy.org](mailto:jbentley@gwacademy.org)

 (435) 673-2232

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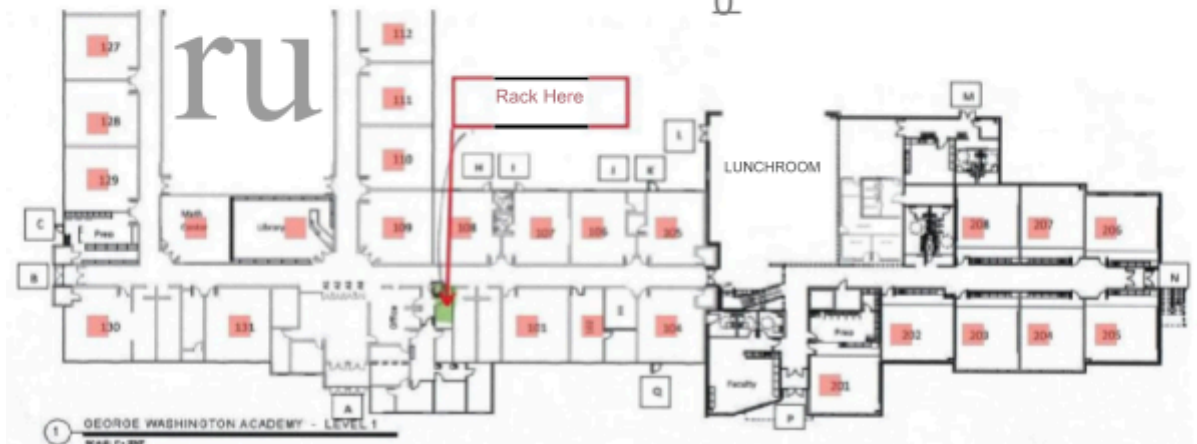
**We look forward to reviewing your proposal.**

Thank you for your interest in partnering with George Washington Academy.

GWA Building Map  
Updated 1.14.2025



GEORGE WASHINGTON ACADEMY - LEVEL 2





# 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 #8680793

Sent on 04/22/2024

Proposal Title GWA Intercom/Notification System

**Total \$78,057.52**

Product/Service	Description	Qty.	Unit Price	Total
Quote - Materials	(1) VEIP6K-1 - Includes the VE6090 (Main Controller) and VE4804 (Audio Interface) in a 2RU package and a 1RU battery back-up unit.  (1) VE8092 - Interactive Console - Touchscreen Interface  (1) VL520BK-F - Wall Display for Front Office  (6) VE1225S - 12 Port Talk Back Gateway  (50) VE2972A - Call Switch  (1) V-6120 - 6 Channel Power Amplifier  (9) SM120 - 120 Watt Amplifier	1	\$69,557.52	\$69,557.52
Quote - Labor	Labor and Installation as per Quote	1	\$8,500.00	\$8,500.00*

\* Non-taxable

**Since all design, materials, and installations are custom built for this project, A deposit of \$54,640.26 will be required to begin unless approved arrangements have been made..**

**Total \$78,057.52**

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:** \_\_\_\_\_



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St. George, UT  
Nampa, ID

Marshall Industries Inc.  
5621 W 800 S Hurricane,  
UT 84737  
P: (435)200-1033

**QUOTE**  
**79529**

BILL TO		JOB LOCATION
<b>Company:</b> George Washington Academy <b>Address:</b> 2277 S 3000 E St. George, UT 84790  <b>Contact:</b> Steven Erickson <b>Phone:</b> (435) 673 2232		<b>Company:</b> George Washington Academy <b>Address:</b> 2277 S 3000 E St. George, UT 84790  <b>Contact:</b> Steven Erickson <b>Phone:</b> (435) 673 2232
		<b>Date:</b> 2025-04-11 <b>Sales Rep:</b> Adam Handy <b>Phone:</b> 8018704216 <b>Email:</b> adam.handy@marshallind.com

TITLE
George Washington Academy TCU
SCOPE OF WORK

#### Audio-Visual Design Report and Scope of Work

**George Washington Academy – Intercom and Communication System**  
**Client:** George Washington Academy, St. George, Utah  
**Provider:** Marshall Industries  
**System:** Rauland Telecenter U (TCU)  
**Date:** April 2025

## 1. Project Overview

George Washington Academy has selected Marshall Industries to provide and install a new school-wide intercom and communication system utilizing the **Rauland Telecenter U (TCU)** platform. This upgrade will replace the legacy paging system with a modern, IP-based solution, enhancing internal communication, safety, and efficiency.

This deployment will utilize existing speaker and wiring infrastructure across **50 classrooms, hallways, and outdoor zones**, while introducing **new Rauland call buttons** in each classroom to enable direct two-way communication with front office staff.

## 2. System Summary

**System Type:** IP-Based Intercom and Communications System  
**Manufacturer:** Rauland (Telecenter U Series)  
**Total Classrooms:** 50  
**Paging Zones:** 12 initially, expandable  
**Expansion Capability:** Infinite (modular and scalable architecture)  
**New Devices Provided:**

- Rauland classroom call switches (50 total)
- Rauland 24-Port Gateways (as needed)
- Admin control stations
- Software installation and programming
- All associated wire pulls for new devices

## 3. Scope of Work

### Marshall Industries Responsibilities

- Provide and install Rauland TCU 24-Port Gateways to integrate speaker endpoints into the IP system.



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- Provide and install **new Rauland call buttons** in all 50 classrooms.
- Provide all associated cabling and hardware for call button installations.
- Configure 12 paging zones for flexible communication coverage.
- Install and program front-office control stations for paging, scheduling, and emergency use.
- Program TCU software for:
  - Zone paging
  - Emergency alerts
  - Bell schedules
  - Two-way classroom communication
- Conduct full system testing and commissioning.
- Train school administration and key staff on TCU operation.
- Provide system diagrams and documentation upon completion.

## George Washington Academy / District Responsibilities

- Provide POE-capable network switches for all gateway endpoints.
- Provide a district-managed server to host the TCU Core software suite.
- Provide 110V power and rack space for headend equipment.
- Ensure access to all classrooms and hallway/outdoor areas during installation.

## 4. Technical Advantages of the TCU System

### A. IP-Based Architecture

- Uses standard data cabling and network hardware for system operation.
- Eliminates limitations of legacy analog paging systems.
- Supports remote configuration and diagnostics.

### B. Classroom Communication & Safety

- Each classroom has a new **call switch** enabling instant contact with the front office.
- Supports emergency broadcast overrides for school-wide notifications.
- Optional integration with access control, alarm, and lockdown systems.

### C. Flexible Bell Scheduling



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- Intuitive scheduling interface supports regular and custom schedules.
- Easily manage early-outs, assemblies, or testing schedules.

## D. Infinite Expandability

- Modular design allows future additions without replacing core equipment.
- Easily integrate new zones, portables, or future classroom wings.

## E. Web-Based Administration

- School and District IT can manage the system remotely.
- Roles and access levels can be defined for staff, admin, and district users.

## 5. Inclusions

- Rauland TCU 24-Port Gateway Units (quantity based on final endpoint count)
- 50 Classroom call switches (Rauland TCC2211PB or equivalent)
- Front office admin interface stations
- All cable, hardware, labor, and terminations
- Programming of 12 zones, bell schedules, and emergency paging
- Full system training and hand-off
- Documentation and as-built system diagrams

## 6. Exclusions

- Network switches and patching (by District IT)
- Server hardware for TCU Core software
- 110V electrical power for rack or gateway locations
- Ceiling tile replacement or patch/paint for any wall openings
- Any speaker replacements beyond scope (existing reused)

## 7. Conclusion

This solution delivers a **future-ready** intercom and communication system that meets both current needs and allows for seamless growth. By combining Rauland's robust Telecenter U platform with Marshall Industries' local integration expertise, George Washington Academy will benefit from **a safe, scalable, and user-friendly solution** for decades to come.





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PART NUMBER	MANUFACTURER	DESCRIPTION	QTY
<b>TCU GATEWAY</b>			
<b>TCU System</b>			
<b>Headend Kit</b>			
MAR004-170424BS-1-UT	RCI Custom	Marshall Industries Logo / Info Panel <i>photo in image tab</i>	1.00
TCU3400SW	Rauland	Tcu License - Bundle	1.00
TCC2000	Rauland	Telecenter Campus Controller	1.00
CG22682	C2G	5FT CAT5E NONBOOTED UTP CABLE-YLW	1.00
GB183A1M	Allen Tel	Material backboard half mod blue	1.00
M1-50	Siemon	66 punch block un-wired 50 point	1.00
SMBC-2-2	Siemon	Bridge clip - white	12.00
SMBC-2-3	Siemon	Bridge Clip Red	12.00
TCC3011S	Rauland	Tcu Small Message Board	1.00
TCC3066	Rauland	Telecenter U Kiosk	1.00
LABOR		Installation Services	1.00
<b>24 Port Gateway</b>			
TCC2024	Rauland	Telecenter Campus 24 Port Ip C	3.00
25-3-PP-10-GY	Allen Tel	25 Pair Patch Cable with Amphenol Connector	6.00
M1-50R	Siemon	66 punch block wired 50 point	6.00
SMBC-2-2	Siemon	Bridge clip - white	75.00
SMBC-2-3	Siemon	Bridge Clip Red	75.00
LABOR		Installation Services	1.00
<b>Zone Kit</b>			
TCC2022	Rauland	Telecenter Campus Zone Module	10.00
TCC2099	Rauland	Universal Mounting Kit	4.00
CG22682	C2G	5FT CAT5E NONBOOTED UTP CABLE-YLW	10.00
M1-50	Siemon	66 punch block un-wired 50 point	2.00
SMBC-2-2	Siemon	Bridge clip - white	50.00
SMBC-2-3	Siemon	Bridge Clip Red	50.00
Mezzo 322 A	PowerSoft	Mezzo Series <i>weights about 8 lbs.</i>	1.00
Mezzo 324 A	PowerSoft	Mezzo Series	2.00
25355BYE1000	West Penn Wire	4C 22G SLD (2S/2UN)PLENII <i>Yellow (MOQ:7)</i>	3.00
LABOR		Installation Services	1.00
<b>Relay Kit</b>			
TCC2033	Rauland	Telecenter Campus Auxio Module	2.00
CG22682	C2G	5FT CAT5E NONBOOTED UTP CABLE-YLW	2.00
TCC2099	Rauland	Universal Mounting Kit	1.00
25355BYE1000	West Penn Wire	4C 22G SLD (2S/2UN)PLENII <i>Yellow (MOQ:7)</i>	1.00



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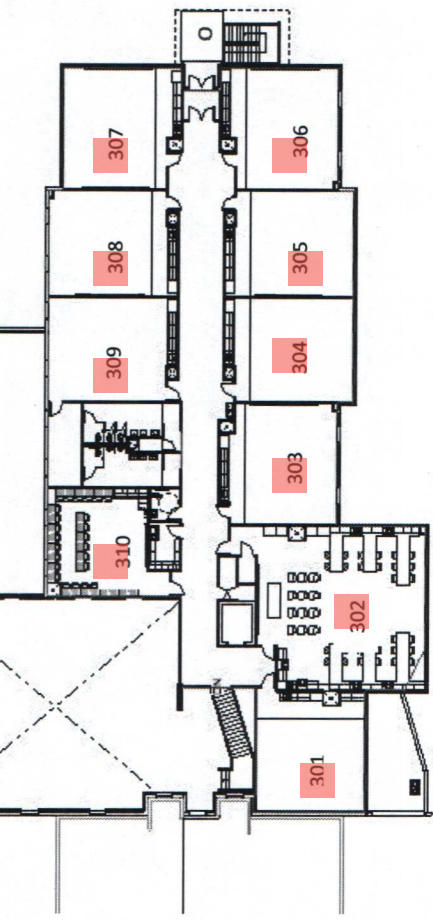
**QUOTE**  
**79529**

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY
LABOR		Installation Services	1.00
<b>SIP Gateway Setup</b>			
SN200/2JS2V/EUI	Patton	SmartNode FXS-SIP VoIP Gateway, 2x FXS RJ11; 1x 10/100BaseTX, Optional SIP-TLS, SRTP, incl. external	1.00
LABOR		Installation Services	1.00
<b>Console Kit</b>			
TCC2045	Rauland	Telecenter Campus Ip Console	2.00
TCC2055	Rauland	Telecenter Campus Prog Module	1.00
CG22682	C2G	5FT CAT5E NONBOOTED UTP CABLE-YLW	3.00
LABOR		Installation Services	1.00
<b>TCU CALL SWITCH</b>			
TCC2211PB	Rauland	Call Switch Rj45 Emer Check-in	50.00
CG04171	C2G	3FT CAT6 NONBOOTED UTP CABLE-YLW	50.00
LABOR		Installation Services	1.00
<b>Variable Parts</b>			
SYSTEM 3	Quam Nichols	Slanted, Square, Wall Mount, 8C5PAX Loudspeaker, TBLU-5W-25/70V Transformer, WHITE Powder Coat Finis	2.00
BAFKIT1X2S2570	Rauland	1x2 Combo Bafkit 25/70v	6.00
SD72	Atlas Sound	8" Dual Cone In-Ceiling Speaker with 25V/70V 5-Watt Transformer	6.00
VT-152UCN	Atlas Sound	Voice/Tone Surface Mount Compression Driver Speaker with 15-Watt 25V Transformer - Gray	3.00
SEN	Atlas Sound	Surface Outdoor Enclosure - Neutral for Voice / Tone Speakers	3.00
25355BYE1000	West Penn Wire	4C 22G SLD (2S/2UN)PLENII Yellow	3.00
CWR-12-26VD	MIDDLE ATLANTIC	2'DATA WALL CAB VNTD 26D	1.00
PDX-915R	MIDDLE ATLANTIC	15A 9 OUT MULTI-STAGE SURGE W/CTRL	1.00
QBP-2A	MIDDLE ATLANTIC	QUIET 2 BLWR PNL,1SP ANO	1.00
LABOR		Installation Services	1.00
<b>Variable Expenses</b>			
Freight	Marshall Industries	Freight Charges	1.00
Miles	Marshall Industries	Mileage Charge	1.00
LABOR		Installation Services	1.00

**Subtotal:** \$89,707.16  
**Tax:** \$0.00  
**Total:** \$89,707.16

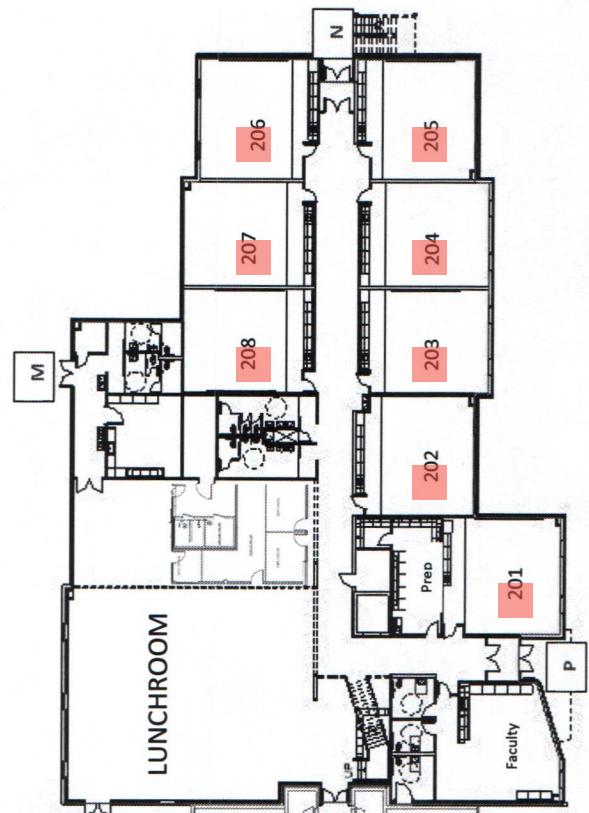
IF YOU WISH TO ACCEPT THIS PROPOSAL AND RELATED STATEMENT OF WORK, PLEASE SIGN AND RETURN

BUYER: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_  
(Print Name)



2 GEORGE WASHINGTON ACADEMY - LEVEL 2  
SCALE: 1" = 20'-0"

Rack Here



1 GEORGE WASHINGTON ACADEMY - LEVEL 1  
SCALE: 1" = 20'-0"



# Critical Communications

One Solution, Multiple Pathways



## EMERGENCIES



### Emergencies

# Smart Response

Immediate and clear communication to both staff and students during an emergency is the most important action a school can take when faced with any type of emergency.

Telecenter U enables you to automate all emergency notification so that the message you practice is the message delivered during an actual emergency. Whether you're facing a lockdown, weather emergency, medical emergency or anything else, Telecenter U ensures that the message is communicated immediately and reliably.



## SCHEDULING



### Event Management

# Smart Schedules

Students, teachers, staff and parents depend on schedules for a smooth school day, and Telecenter U makes managing those schedules virtually effortless.

Telecenter systems make time management easy, from ringing bells to synchronizing clocks. Manage every schedule for every school from anywhere on your network.



## COMMUNICATIONS



### Everyday Communication

# Smart Days

Daily communications, including morning announcements and front office to classroom conversations, are simple and easy with Telecenter U. Live paging from phones, consoles, and microphones make communicating with your school and district simple.



## Critical Notifications for a Wide Range of Emergencies

- Initiate emergency notifications district-wide, simultaneously from a web interface
- Track which classrooms are checked in safe and which aren't during emergencies
- Customize each emergency response with audio tones, emails, visual messaging and more for each facility's unique need

Emergency sequences initiated from a phone, mobile app, web browser or panic button allow for an immediate customized response.

## Scheduled Communications Made Easy

- Class change tones
- Pre-recorded messages
- Playing of music in hallways before and after school and during passing periods
- Holidays, snow days and other school closings
- Adapted schedules (half-day, assemblies, etc.)
- Daylight saving time

Bells and clocks both synchronized to your network time. Calendar and schedules easily managed, school by school or centrally, from an easy web browser interface.

## Communicate Daily Operations Messages

- Morning announcements and after hours messaging
- Manage multi-school campuses with ease
- Route internal communications to the right people
- Classroom call buttons allow teachers to get assistance without disturbing teaching

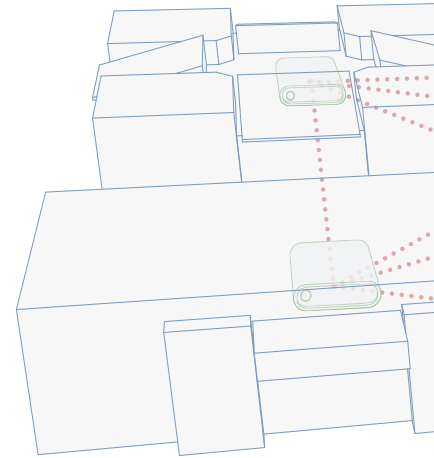
Fully integrated system with paging, intercom, bells, and clocks keeping every day running smoothly.

Your Entire Universe

# One Network Solution: Multiple

From the district office to each and every classroom, your facilities benefit from a network-based platform design by connecting your universe with Telecenter U — while still keeping the specific needs of your schools in mind.

Telecenter U works with your data network, providing a seamless communications solution for every school and every system in your district — from IP addressable speakers in classrooms to a web-based user interface.



## Flexible Migration Options

1

### **Overlay to your legacy systems**

Telecenter U allows your school district to invest in future communications technologies for the district over time. Rauland's solution enhances existing legacy paging and intercom systems with district-wide emergency communications and management. Leverage your installed systems and infrastructure with Telecenter U for district-wide communications that include web-based bell scheduling and district-wide lockdowns.

2

### **Hybrid without network upgrades**

Telecenter U can help your school district achieve seamless, district-wide integrations with a complete critical communications solution — without upgrading the entire network infrastructure. The Rauland solution allows you to replace existing paging and intercom systems while reusing as much infrastructure as possible — delivering a complete critical communications solution.

3

### **Full IP solution**

School districts can now manage district-wide and local emergency communications through your network without the need to install older analog-style wiring. Rauland's Telecenter U design delivers a complete network-based solution for all of your critical communications. The Telecenter U solution is IP compatible, using existing network infrastructure to deliver a best-in-class solution for handling emergencies, events and everyday communications.

4

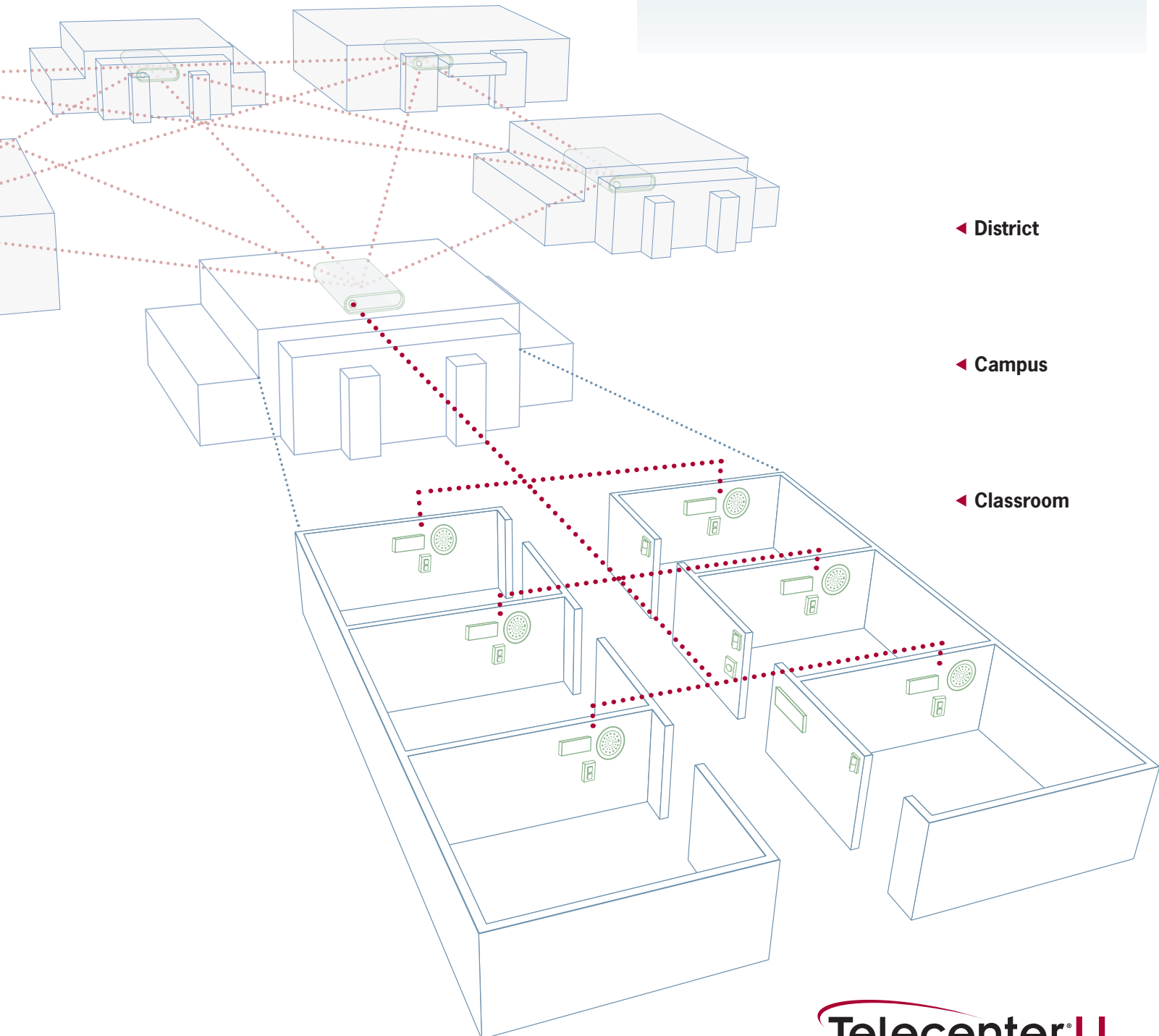
### **Visual Communication**

Visual communications can be added to Telecenter U, enhancing all system notification with status lights and message boards. Whether you're using an Overlay, Hybrid, or Full-IP solution, Visual Communications adds another layer to the Telecenter U solution in managing your emergencies, events, and every day communication.



# Migration Options

Utilize your data network to bring district-wide communications right to the classroom.





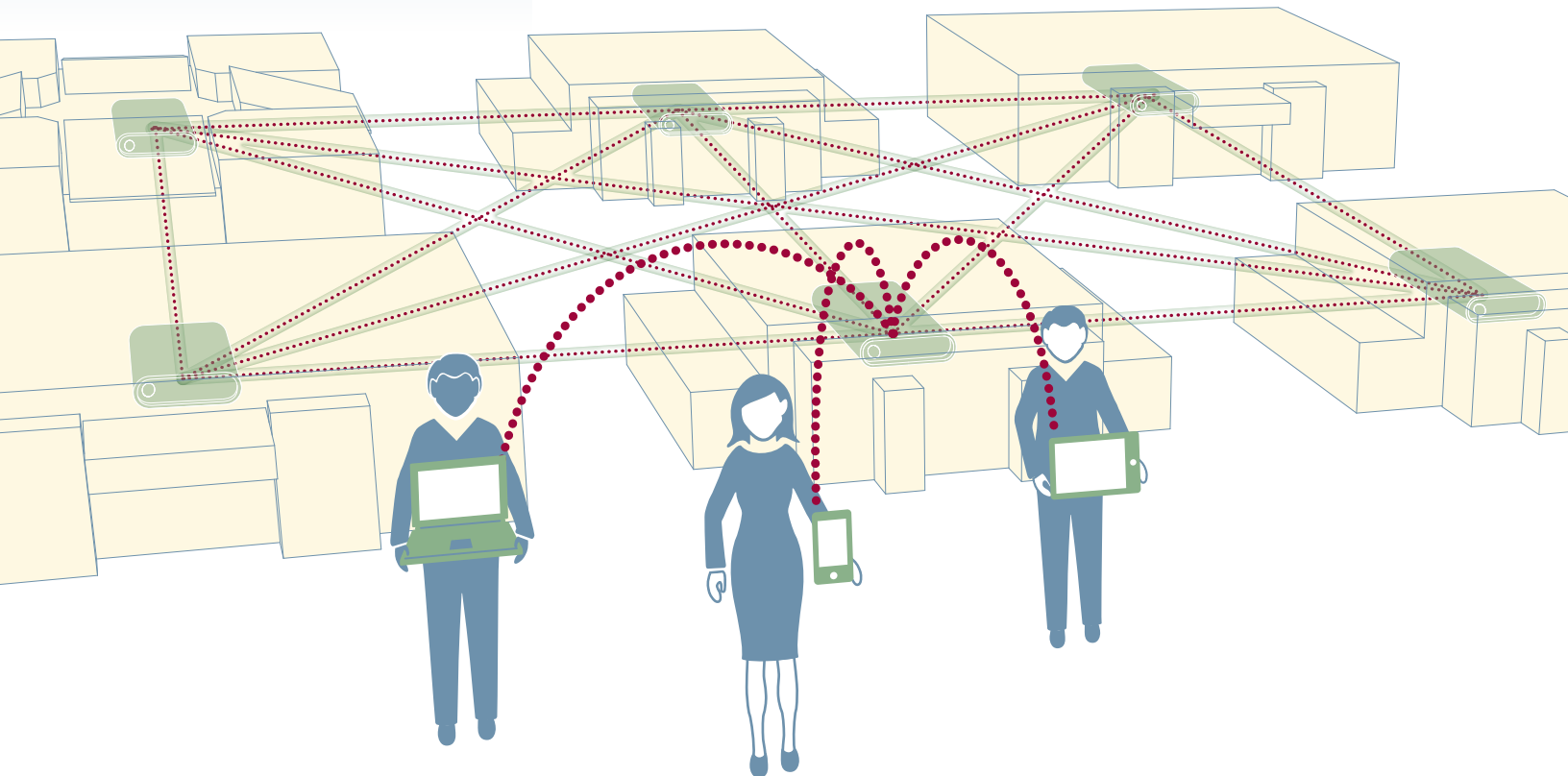
# One Critical Communications Solution

---

**Telecenter U uses your district's data network to connect all of your facilities together.**

The IP-based, critical communications solution leverages your investment in existing network and cabling infrastructure and legacy equipment by integrating with public address, visual messaging, security and access control systems — providing a complete solution, customizable to fit every communications need in your district.

Telecenter U connects across all of your locations from anywhere you are.





## The Leader In School Communication

For more than 80 years, Rauland-Borg has been dedicated to the communication needs of schools just like yours — which is why you will find our communication solutions in more schools than any other brand. Our products are backed by a five-year manufacturer's warranty — our guarantee to you of system quality, performance and reliability that Rauland-Borg customers have come to expect.

Service, installation and support is delivered 24x7 through our network of certified distributors, with support from a team of on-staff Rauland engineers.



**AMETEK**

### **Rauland**

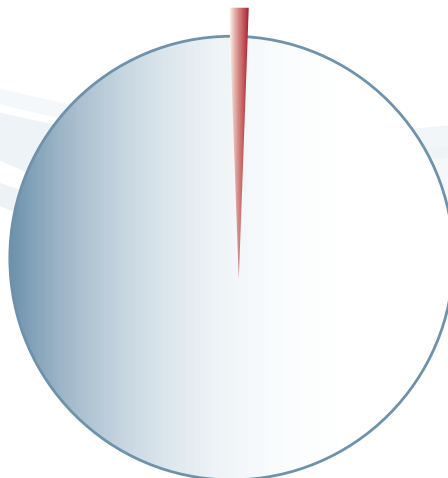
North America +1 800 752 7725

Canada +1 905 607 2335

[rauland.com](http://rauland.com)

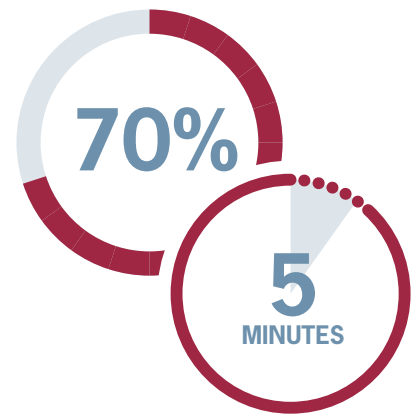
# The First Minute...

When seconds matter, you need a plan.



## No Time to Waste

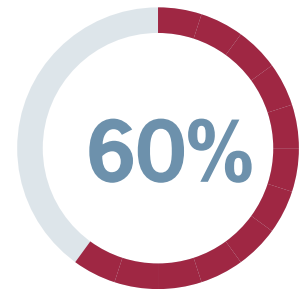
As the statistics illustrate, every second counts in an emergency. The only clear way to react is to create a proactive, comprehensive communications plan that can be deployed at the push of a button. But don't think of Telecenter U® as a one-dimensional "panic" button. Think of it as a Critical Communications system, programmed to instantly broadcast important instructions across multiple channels.



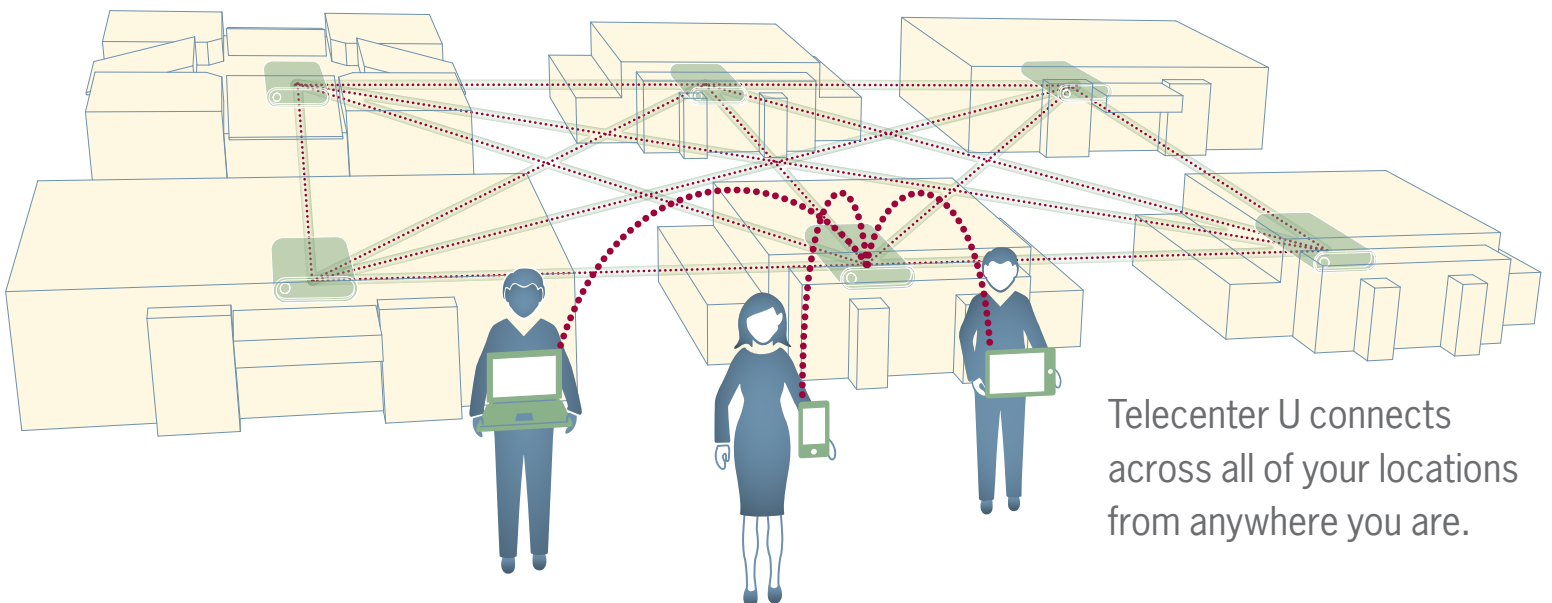
Most shootings last less than 5 minutes

## Next-Level Communication

Telecenter U is a multifaceted notification system and the fastest, most robust way to communicate unified emergency instructions across your entire campus. Using predetermined, customizable emergency sequences, Telecenter U performs all pre-programmed, automated steps with a single press or click via web page, desk phone or mobile app.



Most shootings end before first responders arrive



Telecenter U connects across all of your locations from anywhere you are.

# Create an Emergency Comm



Emergencies

## Smart Response

An effective crisis plan is one that is easy to implement and initiate.

Telecenter U gives you powerful tools that help make your plan easy, with automated emergency response for any and every emergency you plan and practice. Telecenter U focuses on immediate in-building emergency communications – both audible and visual – integrating your day-to-day communication platform with your emergency notification platform so that everyone is familiar with it and knows what to do:

### Before First Responders arrive

Empower occupants to notify an entire building or campus with a single action via Telecenter U, starting emergency automated communications via:

- Mobile App on designated users' smart phones
- Front office consoles, phones and panic buttons
- Classroom phones and call switches
- Web User Interface for administrators to initiate multi-school and district emergencies simultaneously

### When action is needed FAST, SIMPLE and CLEAR

Telecenter U allows users to create multiple emergency responses, for lockdown, lockout, evacuation, and weather emergencies – anything administrators have created crisis plans for – with audible and visual facility-wide response including:

- Specific tones to identify emergency vs everyday communications
- Pre-recorded messages to give specific instructions
- Message boards in classrooms and common areas with detailed information
- School status lights informing occupants of both building and classroom status

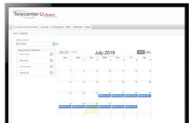
### Where needed, on time and in sync across your facilities

- On-the-fly live paging allows you to update occupants with the latest information
- Check-in buttons in classrooms let web and app users know who has checked in safe – and who hasn't
- Status lights turned on when first responders arrive inform them which classrooms need immediate attention
- Two-way hands-free communication into every classroom letting administrators and first responders listen in to classrooms and communicate with occupants easily



# Communications Plan with Telecenter U

## Web User Interface



Faculty can initiate a district-wide or single school emergency notifications (ie, Lockdown). Faculty

can also monitor classrooms that are safe and checked in via the Emergency Status Screen.

## Administrative Console



The console allows staff to initiate emergencies and live pages from a single button. The console displays emergency calls from classrooms that

have not checked in safe. Handsfree communication let front office and first responders connect with classrooms that haven't checked in.

## Small Message Board



Typically found in classrooms and offices to visually notify staff and students that

an emergency is active. Send important emergency instructions to the message boards to visually instruct people on what to do.

## Call Switch



Staff and Students can alert the front office of an emergency with a single button press of the red "Emergency" button. When a school-wide

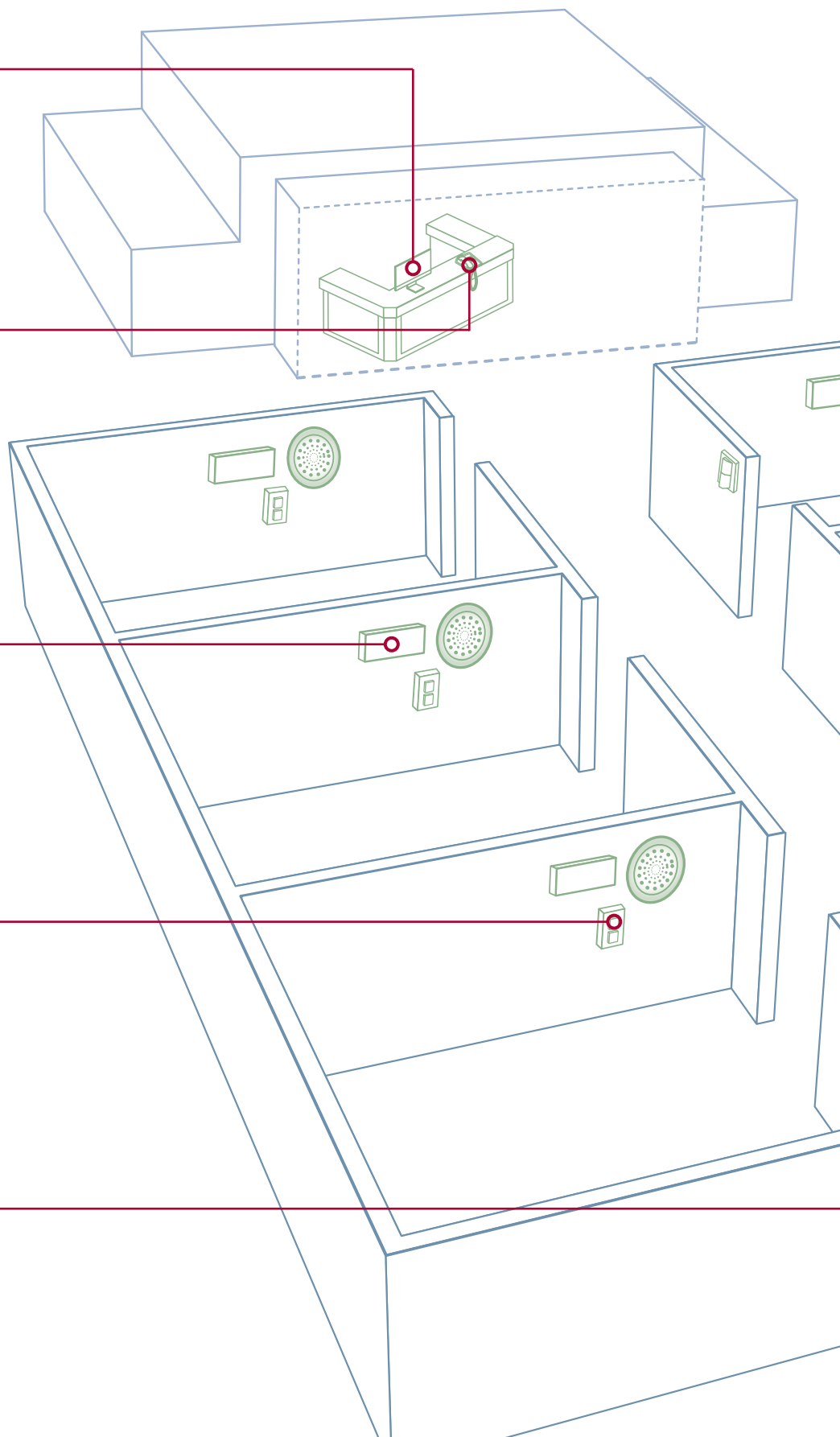
emergency is initiated on TCU, staff can notify the front office and first responders that they are safe in their classroom by pressing the blue "Check-In" button.

## Panic Button



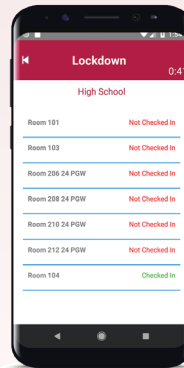
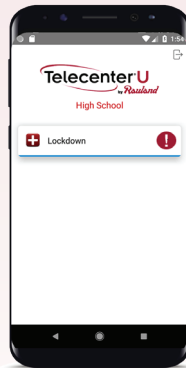
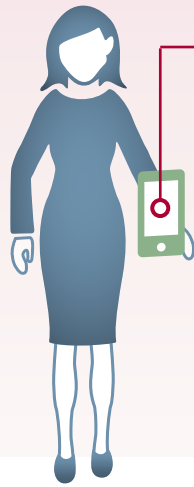
Program this button to be tied to a specific emergency (e.g.: Lockdown). Should an emergency take place, faculty won't need to think twice

about what you do. Pressing this button will initiate the emergency and start the automated process, allowing staff to concentrate on keeping themselves and





## Mobile App



Gives school faculty, who have authorization, the ability to quickly initiate an emergency from their mobile device. The app also allows a real-time view as to which classrooms are safe and checked in.

The Telecenter U Emergency mobile app is available for download in the Apple and Google Play stores.

## Speaker



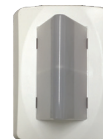
High-quality audio, provided through the speakers, broadcasts emergency messages to make sure that everyone is informed during a crisis. When an emergency is initiated, TCU automatically raises speaker volume to its highest point to make sure messages are loud and clear.

## Large Message Board



Typically found in hallways and common areas, visually notify staff and students that an emergency is active. Send important emergency instructions to the message boards to instruct people on what to do. The larger message boards allow more customization with double line text.

## Status Light



Visually notify staff, students, and even first responders with building and classroom statuses. The light has two independently controlled status segments that can indicate: classroom check in status, whether school is in an emergency state, and more. Check In status visibility can help first responders as they arrive and enter the hallways.

# One Critical Communications Solution

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**Telecenter U uses your district's data network to connect all of your facilities together.**

The IP-based, critical communications solution leverages your investment in existing network and cabling infrastructure and legacy equipment by integrating with public address, clock synchronization, security and access control systems — providing a complete solution, customizable to fit every communications need in your district.

## The Leader In School Communication

For more than 80 years, Rauland has been dedicated to the communication needs of schools just like yours — which is why you will find our communication solutions in more schools than any other brand. Our products are backed by a five-year manufacturer's warranty — our guarantee to you of system quality, performance and reliability that Rauland customers have come to expect.

Service, installation and support is delivered 24x7 through our network of certified distributors, with support from a team of on-staff Rauland engineers.



Rauland is a Division of AMETEK, Inc.

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Canada +1 905 607 2335

[www.rauland.com](http://www.rauland.com)



**George Washington Academy  
Request for Proposal (RFP)  
Rauland Telecenter U or Equivalent Intercom & Communications System**

**Issue Date:** April 15, 2025

**Proposal Due Date:** May 2, 2025, by 3:00 PM MST

**Submission Method:** Electronic submissions only to [jbentley@gwacademy.org](mailto:jbentley@gwacademy.org)

**Subject Line:** "Intercom System Proposal – [Your Company Name]"

Submitted By:  
Audio Enhancement, Inc.  
9858 S Audio Drive  
West Jordan, UT 84081  
(800) 383-9362



# SECTION 1

## Executive Summary



## COMPANY HISTORY

### *Making a Difference In Education*

For more than forty years, Audio Enhancement® has served the schools throughout the United States, providing both classroom audio enhancement systems as well as integration services for classroom technology. Audio Enhancement is headquartered in Utah, and has facilities in Georgia and Florida.

Audio Enhancement was founded in 1978 by Claudia Anderson around the simple idea that "learning begins with hearing." Having two hearing impaired children; the first Audio Enhancement systems were designed specifically for the hearing impaired. Early in our history, technological advancements made it possible to also provide whole classroom sound systems, benefiting all students. Audio Enhancement has been the innovator and leader in this field.

By 2004, it was clear that classroom audio enhancement systems were a key part of the overall technology landscape in the classroom. Based on our high level of support, outstanding customer service, and training that was provided for the audio systems, several school districts came to us and requested that we expand our product offerings. Based on these requests, we undertook an initiative to increase our capabilities in order to provide a complete integrated technology package for the classroom. These offerings include display devices, control, video/audio playback devices and interactive technologies. By utilizing the principles developed over thirty years of providing classroom audio systems to the schools, we were able to provide both technical integration, teacher in-servicing, training, and professional development to help the schools ensure the success of their technology goals.

Moving the company forward, in 2008, Audio Enhancement was incorporated: Jeff Anderson, President and CEO, Jennifer Crum, CFO, Jeremy Anderson, CAO, and Justin Anderson, COO. Today, the Audio Enhancement product line improves student achievement, decreases teacher vocal fatigue and absenteeism, and creates positive student behavior. Audio Enhancement systems also increase focus and attention and supports classroom management.



**The Anderson Family**



**Intercom/Paging/Bells- Two-way communication to each classroom, call/emergency buttons in each classroom, campus wide communication to common zones and entire building, bell scheduling, one touch notifications, and expandable to new buildings.**

## EPIC SYSTEM



EPIC System (Education Paging & Intercom Communications)® is a foundational solution built specifically for education. The EPIC System provides an inside look into campuses, leveraging an interactive platform accessible via a web browser and mobile app. Using the EPIC System to communicate through intercoms, pages, as well as creating customizable notifications/bells, faculty can make changes on the fly, minimizing campus interruptions. Faculty can also leverage the power of InfoView to utilize notification capabilities, including clocks, digital signage, and emergency signage. Built into the EPIC System interactive platform, InfoView is customizable, allowing campuses to push out visual messages at any moment. With the EPIC System, campuses are empowered to adapt to the ever-changing educational environment.



**Included with the EPIC System (utilizing current GWA teacher mics):**

## SAFE SYSTEM



SAFE System (Signal Alert For Education)<sup>®</sup> is a crucial tool for School Districts looking to prioritize student safety and well-being. The SAFE System provides a timely response to any crisis through an innovative and intuitive interactive map. This map allows faculty to gain an inside look at when and where a SAFE Alert has occurred. The SAFE System empowers faculty and staff to focus on students while providing the assurance that when an alert is signaled, assistance is on the way. Campuses that are equipped with Personal Duress Transmitters can send a signal indicating their location to networked devices. With the SAFE System, customizable emails, texts, and notifications get sent to predetermined personnel.





# SECTION 2 TECHNICAL INFORMATION



## EPIC KIOSK SPEC SHEET



The **EPIC System Kiosk** is a compact computing device specifically designed to power the front-end interactions of EPIC (Education Paging and Intercom Communications) System®. The Kiosk features a 24" (23.6" viewable) full HD multi-touch display. The EPIC System Kiosk also includes a paging microphone that provides crystal-clear audio, ensuring important messages will be heard clearly by their intended recipients.





## SPECIFICATIONS

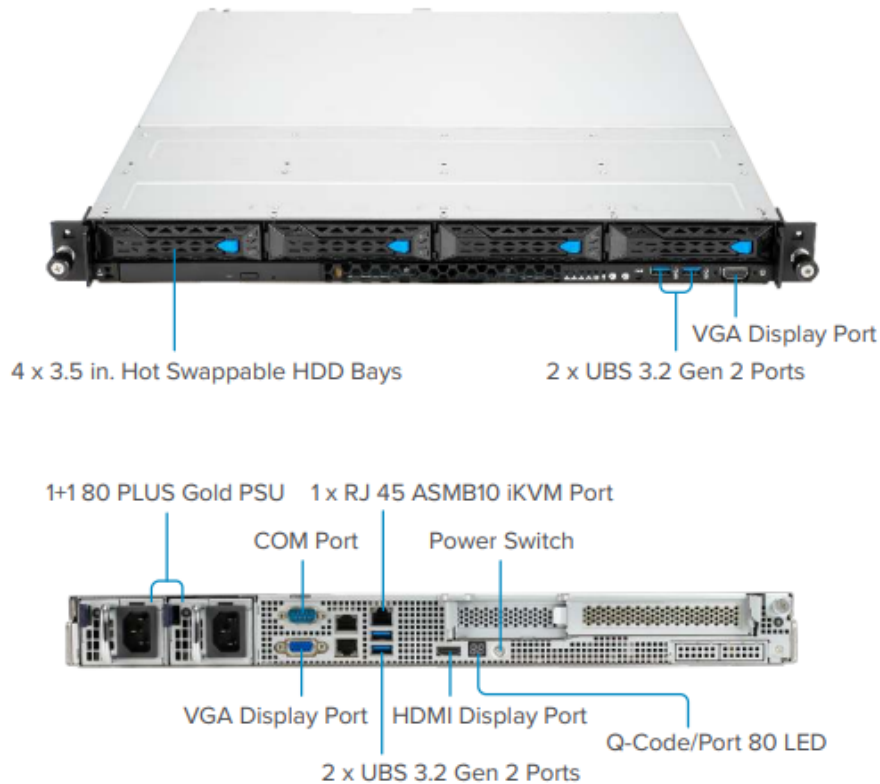
EPIC SYSTEM KIOSK	
CPU Processor Type	Rockchip® RK3288W Cortex-A17 Quad-Core
Ports	(1) 3.5 mm Audio In, (1) 3.5 mm Audio Out, (1) HDMI In, (1) HDMI Out, (1) RJ45-Ethernet, (4) USB 2.0, (1) DC Power (12V/4A)
Networking	RJ45 Ethernet / WIFI - 802.11a/b/g/n/ac
Memory	2GB DDR3
Storage	16GB EMMC
Size	Display - 24 in (609.60 mm) Viewable Area - 23.6 in (599.40 mm)
Panel Type	IPS
Resolution	1920x1080
Static Contrast Ratio	3000:1
Brightness	250 cd/m2
Response Time (Typical GTG)	16 ms
Panel Surface	Anti-glare, Hard coating 3H
Touch Technology	Capacitive
Internal Speakers	(2) 2.50 W
Power Consumption	(Typical): 16 W (Max): 40 W
Voltage	AC 100-240V (universal), 50-60 Hz
Viewing Angles	178° horizontal, 178° vertical
Capsule Type	Uni-Directional Cardioid Microphone / Electret condenser
Sensitivity	-42dB + 3dB (0 dB = 1 V/microbar, 1K Hz indicated by open circuit)
Regulations	cTUVus, FCC-B(including ICES003), FCC-ID, CA IC
Frequency response and output impedance	70Hz to 16K Hz / 600ohm + 30% (at 1K Hz) (RL=680 ohm)
Microphone Connector	(Male) 3.5 mm Stereo plug
Goosenect Length	19 in (482.60 mm)
VESA Compatible Mount	3.93 x 3.93 in (100 mm x 100 mm) / Screw Size: M4
Weight	Net 12.70 lbs. (203.20 oz) / Gross 16.70 lbs (267.20 oz)
Packaging Dimensions	25 (H) x 17.10 (W) x 4.90 (D) in (643 x 435 x 140 mm)
Kiosk Dimensions	22.60 (H) x 13.90 (W) x 1.90 (D) in (572.90 x 351.80 x 47 mm)



# EPIC HEAD END SERVER SPEC SHEET



EPIC System (Education Paging & Intercom Communications)<sup>®</sup> is a foundational solution built specifically for Education. EPIC System provides an inside look into campuses leveraging an interactive platform accessible via a web browser and mobile app. The **EPIC Head End Server** is a fully integrated device specifically designed to keep all the functions of EPIC System running smoothly.





## SPECIFICATIONS

EPIC HEAD END SERVER	
Processor Support	1 x Socket LGA 1200 Intel® Xeon® E processors (up to 95W) Intel® Pentium™ processors
Core Logic	Intel® C252 PCH
Memory	Total Slots 4 (2 channel) Capacity Maximum up to 128GB Memory Type DDR4 3200/2933/2666 ECC and non ECC UDIMM Memory Size 32GB, 16GB, 8GB, 4GB (UDIMM)
Expansion Slots	Total PCI/PCIx/PCI E/PIKE Slots (3) Slot Type 1 x PCI E x 16 (Gen4 x16 Link, switch to x8 link when slot B occupied), FH/HL 1 x PCI E x 8 (Gen4 x8 Link), HH/HL 1 x PCI E x 8 (Gen3 x4 Link), Proprietary R/A slot (optional for Intel X710 10G LAN card)
Disk Controller	SATA Controller Intel® C252 Chipset 6 x SATA3 6Gb/s ports Intel®VROC (For Linux/ Windows) (Support Software RAID 0/1/5/10) SAS Controller ASUS PIKE II 3008 8i 8 port SAS 12G RAID card ASUS PIKE II 3108 8i 8 port SAS 12G HW RAID card
Storage Bays	4 x 3.5"/2.5" Hot Swap HDD Bays, up to (2*SATA/SAS/ NVMe + 2*SATA/
Networking	2 x Intel® I210 AT + 1 x Mgmt LAN
Graphic	Aspeed AST2600 with 64MB VRAM
I/O Ports	Rear I/O Ports 2 x USB 3.2 Gen 2 ports 1 x VGA port * 1 x HDMI port from CPU 1 x COM port 2 x RJ 45 ports 1 x RJ 45 ports (One for ASMB10 iKVM)(Optional) Front I/O Ports 1 x VGA port* 2 x USB 3.2 Gen1 ports *Must support by ASMB10
Power Supply	Single 350W 80 PLUS Gold PSU (RS300-E11-PS4) 1+1 450W 80 PLUS PLATINUM RPSU (RS300-E11-RS4)

EPIC HEAD END SERVER (CONTINUED)	
Switch/LED	Rear Switch/LED: 1 x Q-Code/Port 80 LED 1 x Power switch Front Switch/LED: 1 x Power switch/LED 1x Location switch/LED 1 x Reset switch 1 x HDD Access LED 1 x Message LED LAN 1-2 LED
Environment	Operation temperature: 10°C~ 35°C Non operation temperature: -40°C~ 70°C Non operation humidity: 20% ~ 90% (Non condensing)
Weight	22.70 lbs. (363.32 oz)
Dimensions	1.73 (H) x 17.3 (W) x 19.57 (D) in. (497 x 439.5 x 44 mm)

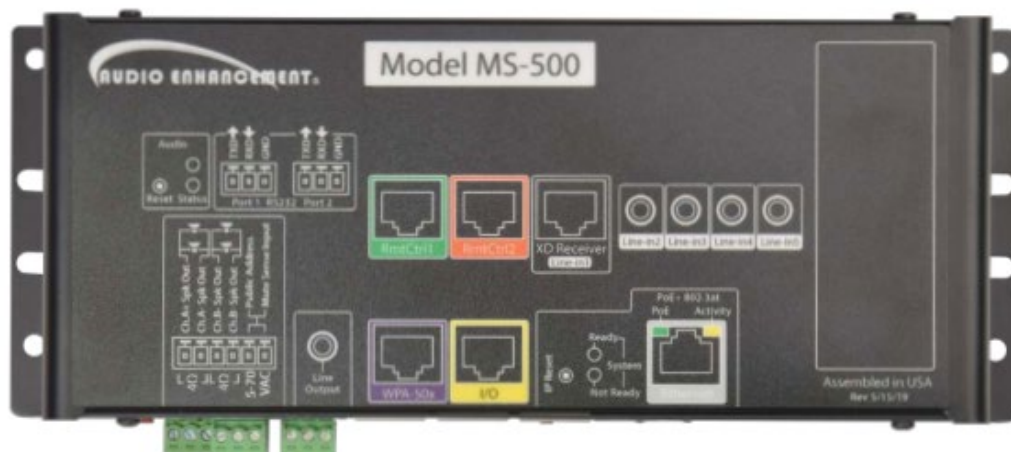
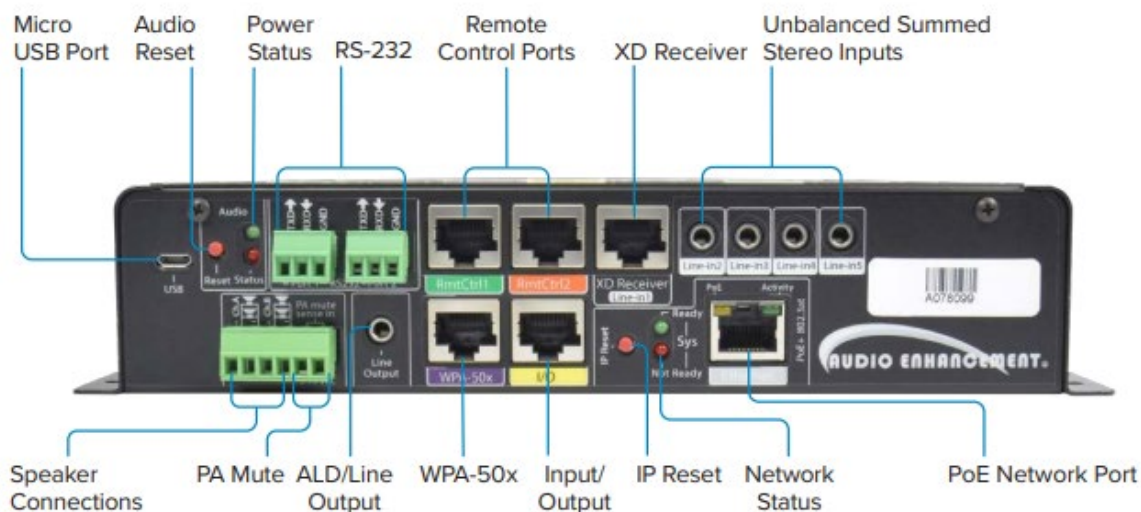


# MS-500 OPTIMUM AMPLIFIER

## SPEC SHEET



The **MS-500 Optimum Amplifier** is a classroom amplifier with network-based intercom, paging and emergency notifications, providing full-duplex audio. It is easy-to-use, easy-to-install, and has a simple user interface software. The entire unit is Powered over Ethernet (PoE) ensuring that during emergencies, paging can still be heard, even when the power goes out. Intercom and paging functionalities are built-in.





## SPECIFICATIONS

MS-500 OPTIMUM AMPLIFIER	
Line Inputs	For PC, DVD audio, MP3, auxiliary mic, or other multimedia sources <ul style="list-style-type: none"><li>• (4) Line unbalanced stereo inputs (3.5 mm)</li><li>• (1) Input connector for XD Receiver</li><li>• Internal Network Audio</li></ul>
Line Outputs	(1) Unbalanced (3.5 mm) output (2) Unbalanced line outputs (RJ45 connectors)
Equalizer	5-Band Equalizer
Mini USB	Control and configuration via software
Minimum Load Impedance	4 Ohms on each pair of terminals (2 Ohm load overall is nominal)
Amplifier Type	92% Efficient Class D
Continuous Power @ 1% THD	30 W powered by PoE <sup>1</sup>
S/N	>89 dB @ 20 Hz to 20 kHz at maximum output
Protection Circuits	Thermal and short circuit protected
PA Connector	Connects to public address system and mutes amplifier during announcements Input Voltage: 4V RMS to 74V RMS
Control Port	RS-232, 3-pin screw terminal block header, RJ45 remote control port <ul style="list-style-type: none"><li>• (2) RS-232 communication ports: (1) for XD Receiver, and (1) to control another classroom device such as a projector</li><li>• (2) Remote Control Ports: for integration with LCD wall plate controls</li><li>• XD Receiver, power out and audio input</li><li>• Intercom call, emergency alert, room microphone wall plate port (WPA-50x)</li><li>• Input/output (I/O) aux port for sense, strobe, etc.</li></ul>
Power Supply	PoE+ 802.3af/at <sup>1</sup>
Temperature/Humidity	Storage: -40 - 158°F (-40 ~ +70°C) / 10 - 90% non-condensing Operating: -32 - 122°F (0 ~ +50°C) / 10 - 90%
Enclosure Type	Metal
Ethernet I/F	10/100 Mbps
Power Input (Network)	PoE 802.3af/at <sup>1</sup>
Operating Temperature	14° - 122°F (-10° ~ 50°C)
Protocols	SIP RFC 3261 compatible UDP Directed Broadcast Multi-cast and VoIP enabled
Line Out: Output Signal Amplitudes	2.0 VPP maximum
Output Level	+2 dBm nominal
Total Harmonic Distortion	0.50% maximum
Weight	1.30 lbs (20.79 oz)
Dimensions	1.81 (H) x 9.19 (W) x 3.56 (D) in (45.97 x 233.43 x 90.42 mm)

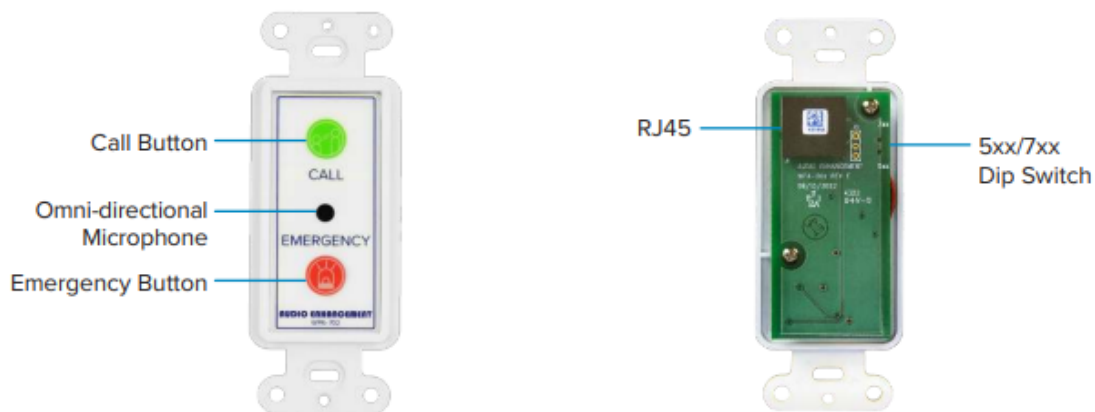




## WPA-702 SPEC SHEET



The **WPA-702** Wall Plate has a built-in ambient microphone, a call button, and emergency button enabling communication between classrooms and the office through 2-way intercom calls and providing SAFE alerts. It also features a versatile 5xx/7xx dip switch allowing it to function with any 500, 600, and 700 device.



## SPECIFICATIONS

WPA-702, CALL BUTTON, EMERGENCY BUTTON, AMBIENT MIC WITH DECORA® PLATE	
Mounting	Standard single-gang Decora® wall plate included
Color	White
Microphone Type	Omni-directional electret
Terminations	RJ45 (button contacts & 24V DC)
Weight	.05 lbs (.08 oz)
Dimensions	4.09 (H) x 1.26 (W) x 1.50 (D) in (103.89 x 32 x 38.10 mm)





# SECTION 3

## Project Timeline



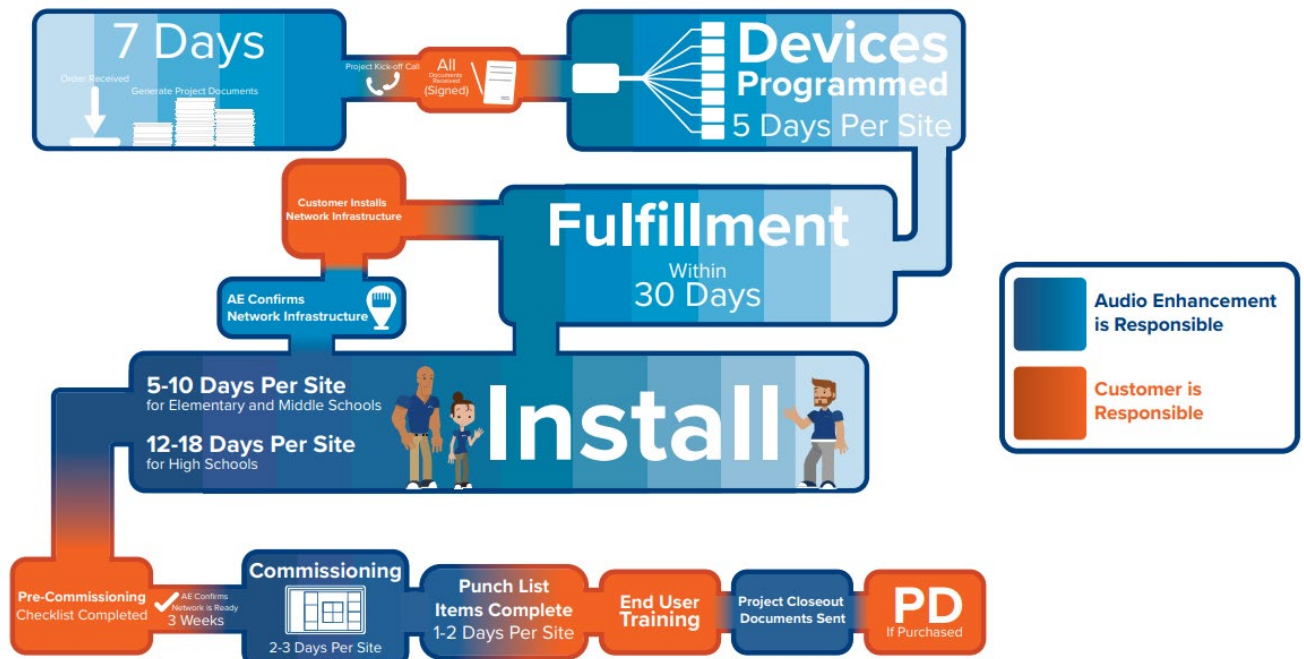
**Award Date:** May 15, 2025

**Installation Tentative Timeframe:** June 23<sup>rd</sup>- June 30<sup>th</sup>

**Commissioning Tentative Timeframe:** July 1<sup>st</sup>- July 4<sup>th</sup>

**Teacher/Front Office Training:** Beginning of August, based on faculty availability/school start dates

# Schedule





# **SECTION 4**

## **Breakdown of Materials, Labor, and Total Project Cost**



## Selected Systems and Products

### EPIC Head End System with Programming

QTY - 01

COMPATIBILITY



Everything you need in order for an EPIC System central head-end.

#### INCLUDED COMPONENTS



EPIC Grandstream Enterprise Phone with Programming



EPIC Kiosk with Programming



EPIC Appliance 1U Rackmount with Programming



EPIC System Platform License



SAFE System License



EPIC System Intercom Paging & Bells License (Requires EP-0009)

#### Full System Product Details

EPIC Grandstream Enterprise Phone with Programming, EPIC Kiosk with Programming, EPIC Appliance 1U Rackmount with Programming, EPIC System Platform License, SAFE System License, EPIC System Intercom Paging & Bells License (Requires EP-0009).

### Hallway

QTY - 01

COMPATIBILITY



\*Availability early 2025\*

The CZA-1300 Amplifier is a fully integrated 70 Volt amplifier designed to integrate seamlessly with the EPIC platform and provide audio in large areas like Cafeterias, Gymnasiums and Hallways. This is a network connected amplifier which facilitates paging and emergency notifications as part of the EPIC platform. It is easy-to-use, easy-to-install, and has a simple user interface.



#### INCLUDED COMPONENTS



Cutover of Existing  
Common Zone



EPIC Common Zone  
Amplifier with  
Network Interface 1 X  
300W 70V, 1U with  
Programming

#### Full System Product Details

Cutover of Existing Common Zone, EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, 1U with Programming.

Exterior

QTY - 01

#### COMPATIBILITY



\*Availability early 2025\*



The CZA-1300 Amplifier is a fully integrated 70 Volt amplifier designed to integrate seamlessly with the EPIC platform and provide audio in large areas like Cafeterias, Gymnasiums and Hallways. This is a network connected amplifier which facilitates paging and emergency notifications as part of the EPIC platform. It is easy-to-use, easy-to-install, and has a simple user interface.

#### INCLUDED COMPONENTS



Cutover of Existing  
Common Zone



EPIC Common Zone  
Amplifier with  
Network Interface 1 X  
300W 70V, 1U with  
Programming

#### Full System Product Details

Cutover of Existing Common Zone, EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, 1U with Programming.

Gym

QTY - 01

#### COMPATIBILITY



\*Availability early 2025\*



The CZA-1300 Amplifier is a fully integrated 70 Volt amplifier designed to integrate seamlessly with the EPIC platform and provide audio in large areas like Cafeterias, Gymnasiums and Hallways. This is a network connected amplifier which facilitates paging and emergency notifications as part of the EPIC platform. It is easy-to-use, easy-to-install, and has a simple user interface.



#### INCLUDED COMPONENTS



Cutover of Existing Common Zone



EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, 1U with Programming

#### Full System Product Details

Cutover of Existing Common Zone, EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, 1U with Programming.

### 2-Way Intercom System with Programming (MS-320)

QTY - 02

#### COMPATIBILITY



The MS-320 is a network interface that has intercom, paging and emergency notification, providing full-duplex audio. It is easy-to-use and easy-to-install. The entire unit is Powered over Ethernet (PoE). Intercom and paging functionalities\*\* are built-in. During emergencies, paging can still be heard, even when the power goes out. This unit can be installed as part of the SAFE (Signal Alert For Education) System™.

#### INCLUDED COMPONENTS



Installation of Network Drop



50' Speaker Wire Plenum Rated, White



50' Cat6, Plenum Rated, Purple



MS-320 Network Interface for 2-Way Intercom with Programming (Requires PoE+)



Wall Plate, WPA-702, Call Button, Emergency Button, Ambient Mic with Decora Plate



Classroom Speaker, Ceiling, Circle Cut In, Plenum Rated

#### Full System Product Details

Installation of Network Drop, 50' Speaker Wire Plenum Rated, White, 50' Cat6, Plenum Rated, Purple, MS-320 Network Interface for 2-Way Intercom with Programming (Requires PoE+), Wall Plate, WPA-702, Call Button, Emergency Button, Ambient Mic with Decora Plate, Classroom Speaker, Ceiling, Circle Cut In, Plenum Rated.



MS-500 no speakers

QTY - 50

COMPATIBILITY



The Optimum Classroom System is a complete networked classroom amplification solution that provides full, hands-free duplex audio and VoIP (Voice over Internet Protocol) based paging. Thanks to the revolutionary MS-500, paging and intercom functionalities\* are built right into the system. If the power goes out, classroom speakers will receive power over Ethernet so paging can still be heard throughout the school.

#### INCLUDED COMPONENTS



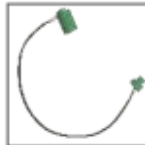
MS-500 Optimum Amplifier with Programming (Requires PoE+)



Installation of Network Drop



50' Cat6, Plenum Rated, Purple



36 inch RS-232 Cable for Ceiling box

#### Full System Product Details

MS-500 Optimum Amplifier with Programming (Requires PoE+), Installation of Network Drop, 50' Cat6, Plenum Rated, Purple, 36 inch RS-232 Cable for Ceiling box,





## PRICING PROPOSAL



Quote **99215**

Pricing Valid for 90 Days - July 31, 2025

### George Washington Academy - UT George Washington Academy EPIC

Purchasing Cooperative Utah State used for this project.

Classroom Equipment		\$75,976.54
EPIC System School Equipment		\$13,478.25
Services		\$67,715.00
Software Licensing		\$11,543.46
Training		\$500.00
		<hr/>
	Discount	(\$22,248.11)
	Taxes	\$0.00
	Shipping	\$2,423.96
		<hr/>
George Washington Academy Price		\$149,389.10

By sending in a Purchase Order in response to this proposal, the customer is agreeing to the Audio Enhancement terms and conditions which can be viewed at [Audioenhancement.com/terms](http://Audioenhancement.com/terms).

Audio Enhancement will invoice equipment at the time of shipment with payment due within terms. Services completed by Audio Enhancement will be invoiced upon substantial completion with payment due within terms.

If there are any questions about this process, please reach out to our Receivables Team – [receivables@audioenhancement.com](mailto:receivables@audioenhancement.com)

\*\*\*Audio Enhancement will not be responsible for removal of existing equipment and cabling.\*\*\*

9858 S Audio Dr, West Jordan, UT 84081 • 800.383.9362 • [AudioEnhancement.com](http://AudioEnhancement.com)



## DETAILED BILL OF MATERIALS



Quote **99215**

### BoM 1

Part#	Product Name	Qty	Unit Price	Total
	<b>Category : Classroom Equipment</b>			
	<b>System : 2-Way Intercom System with Programming (MS-320)</b>			
AC-0003	50' Speaker Wire Plenum Rated, White	2	\$25.83	\$51.66
AC-0115	50' Cat6, Plenum Rated, Purple	2	\$37.07	\$74.14
AM-3244.P	MS-320 Network Interface for 2-Way Intercom with Programming (Requires PoE+)	2	\$754.95	\$1,509.90
WP-0002	Wall Plate, WPA-702, Call Button, Emergency Button, Ambient Mic with Decora Plate	2	\$67.70	\$135.40
SP-0001	Classroom Speaker, Ceiling, Circle Cut In, Plenum Rated	2	\$95.47	\$190.94
	<b>System : MS-500 no speakers</b>			
ST-AM-8005.P	MS-500 Optimum Amplifier with Programming (Requires PoE+)	50	\$1,345.86	\$67,293.00
AC-0115	50' Cat6, Plenum Rated, Purple	50	\$37.07	\$1,853.50
AC-0215	36 Inch RS-232 Cable for Ceiling box	50	\$9.36	\$468.00
	<b>Category : EPIC System School Equipment</b>			
	<b>System : EPIC Head End System with Programming</b>			
PA-0095.P	EPIC Grandstream Enterprise Phone with Programming	1	\$170.42	\$170.42
EP-0020.P	EPIC Kiosk with Programming	1	\$1,755.06	\$1,755.06
ST-EP-0001.P	EPIC Appliance 1U Rackmount with Programming	1	\$6,399.28	\$6,399.28
PA-0011	2U Vented Utility Shelf for EPIC Appliance	1	\$84.24	\$84.24
PA-0024	Smart-UPS 1000VA LCD 2U 120V Battery Backup For EPIC Appliance	1	\$949.10	\$949.10
PA-0045	UPS 425VA 6-Outlet 120V for use with EPIC Kiosk	1	\$111.20	\$111.20
	<b>System : Hallway</b>			



## DETAILED BILL OF MATERIALS



Quote **99215**

Part#	Product Name	Qty	Unit Price	Total
ST-AM-1028.P	EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, 1U with Programming	1	\$985.00	\$985.00
	<b>System : Exterior</b>			
ST-AM-1028.P	EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, 1U with Programming	1	\$985.00	\$985.00
	<b>System : Gym</b>			
ST-AM-1028.P	EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, 1U with Programming	1	\$985.00	\$985.00
	<b>Miscellaneous</b>			
SP-0300	70V Ceiling Speaker, Circle Cut In	2	\$124.80	\$249.60
PA-0191	Volume Control 25/70V	3	\$31.45	\$94.35
	<b>Category : Services</b>			
	<b>System : EPIC Head End System with Programming</b>			
SE-1002	EPIC Custom Map Development Services	1	\$525.00	\$525.00
SE-1043	EPIC System Third Party System Integration	1	\$1,050.00	\$1,050.00
SE-1024	Engineering and Design Services	1	\$1,495.00	\$1,495.00
	<b>System : Hallway</b>			
SE-0048	Cutover of Existing Common Zone	1	\$2,995.00	\$2,995.00
	<b>System : Exterior</b>			
SE-0048	Cutover of Existing Common Zone	1	\$2,995.00	\$2,995.00
	<b>System : Gym</b>			
SE-0048	Cutover of Existing Common Zone	1	\$2,995.00	\$2,995.00
	<b>System : 2-Way Intercom System with Programming (MS-320)</b>			
SE-0039	Installation of Network Drop	2	\$250.00	\$500.00
	<b>System : MS-500 no speakers</b>			
SE-0039	Installation of Network Drop	50	\$250.00	\$12,500.00



## DETAILED BILL OF MATERIALS



Quote **99215**

### Additional BOM Items

Part#	Product Name	Qty	Unit Price	Total
	<b>Category : Classroom Equipment</b>			
AC-0028	CAT6 Cable, Plenum, Blue 23AWG	11000	\$0.40	\$4,400.00
	<b>Category : EPIC System School Equipment</b>			
AC-0004	18/2 Spooled Speaker Wire Plenum Rated Per Foot, White	1000	\$0.71	\$710.00
	<b>Category : Services</b>			
SE-0037	Installation of 2-Way Intercom System	2	\$453.00	\$906.00
SE-0038	Installation of Common Zone Amplifier	3	\$265.00	\$795.00
SE-0012	Lift Rental	1	\$550.00	\$550.00
SE-0025	Travel Services	1	\$1,650.00	\$1,650.00
SE-0083.	Install Supply Kit	50	\$65.00	\$3,250.00
SE-0073	Project Management Services	56	\$120.00	\$6,720.00
SE-1068	Installation of 70V Equipment	5	\$257.00	\$1,285.00
SE-0032	Inspection & Commissioning	56	\$110.00	\$6,160.00
SE-0080	Installation of Kiosk	1	\$172.00	\$172.00
SE-0081	Installation of Wallplate	2	\$86.00	\$172.00
SE-0058	Installation of an Audio System (Requires Existing Speakers)	50	\$260.00	\$13,000.00

Part#	Product Name	Qty	Unit Price	Total
SE-0067	Optional Contingency	80	\$100.00	\$8,000.00
	<b>Category : Software Licensing</b>			
	<b>System : EPIC Head End System with Programming</b>			
EP-0009	EPIC System Platform License	1	\$5,054.40	\$5,054.40
EP-0010	SAFE System License	1	\$3,994.10	\$3,994.10
EP-0022	EPIC System Intercom Paging & Bells License (Requires EP-0009)	1	\$1,460.16	\$1,460.16
EP-0034	EPIC Phone Integration License	1	\$1,034.80	\$1,034.80
	<b>Category : Training</b>			
	<b>System : EPIC Head End System with Programming</b>			
EP-0035	EPIC Administrator Training	1	\$500.00	\$500.00



# **SECTION 5**

## **Warranty Details and Support Terms**



## **COMBINED LIMITED WARRANTY**

Audio Enhancement, Inc. is pleased to offer the following warranty.

A standard Five (5) year limited manufacturer's warranty ("Limited Warranty") against malfunction due to manufacturing defects in materials or workmanship on the IR and XD teacher and student microphone, XD receiver (K-SRC14), MS-500, CA-30, CA-60, GL-300, Hydra II, XDSolo™, BEAM, BEAM Pro, Handheld Microphone Holder, and Ceiling and Wallspeakers ("Audio Enhancement Products"). The Limited Warranty applies only if: (1) the Audio Enhancement Products are installed according to manufacturer's instruction provided to Customer and (2) the Audio Enhancement Products are not misused or abused, and there is no evidence of mishandling, neglect, modification, or repair without the approval of Audio Enhancement.

A standard three (3) year limited manufacturer's warranty ("Limited Warranty") against malfunction due to manufacturing defects in materials or workmanship on the EduCam360, EduCam 360-A, EduCam 360-B, EduCam 360-C, EduCam PTZ, EduCam PTZ-B, MS-1000 Monitoring Station (MS-1000), AVConnect (HDBaseT), SAFE System, EPIC System Server, MS-300, MS-500, MS-600 and CLAUDIA. The Limited Warranty applies only if (1) the Audio Enhancement product is installed according to manufacturer's instructions and by an Audio Enhancement certified installer and (2) the Audio Enhancement Products are not misused or abused, and there is no evidence of mishandling, neglect, modification, or repair without the approval of Audio Enhancement.

A standard one (1) year limited manufacturer's warranty ("Limited Warranty") against malfunction due to manufacturing defects in materials or workmanship on our General Electronics (including but not limited to: Classroom Wall Box, MS-400, Hydra Adapter (SC-12-24VACDC), Alert Notification Button, Mic360™, UPS (Uninterrupted Power Supply)), EPIC System Console Touchscreen, Server Drives, and EPIC System Console Paging Microphone. The Limited Warranty applies only if (1) the General Electronics is installed according to manufacturer's instructions and by an Audio Enhancement certified installer and (2) the General Electronics has not been misused or abused, and there is no evidence of mishandling, neglect, modification, or repair without the approval of the manufacturer.

The 'AA' NiMH and lithium-ion batteries supplied by Audio Enhancement, Inc., carry a 90-day warranty from date of purchase. The following is not included under this Limited Warranty: (1) Misuse or abuse by the Customer; (2) normal wear and tear; (3) physical damage to Audio Enhancement's Products because of unreasonable use and/or



negligence; and (4) damage caused by service or repairs by the customer or a person who is not authorized for such service or repairs by Audio Enhancement.

This Limited Warranty is provided by Audio Enhancement, and it contains the only express warranty provided to Customer by Audio Enhancement. Audio Enhancement does not authorize any other person, including distributors, to give any other warranties on Audio Enhancement's behalf. The repair or replacement as provided under the express limited warranty is the sole and exclusive remedy of the Customer and Audio Enhancement's sole and exclusive liability hereunder.

Audio Enhancement disclaims any express warranty not provided herein and any implied warranty, guarantee, or representation as to performance, quality and absence of hidden defects, and any remedy for breach of contract, which but for this provision, might arise by implication, operation of law, custom of trade or course of dealing, including implied warranties of merchantability and fitness for a particular purpose. In no event shall Audio Enhancement be liable, whether in contract, tort (including negligence) or otherwise, for damages more than the purchase price of the product giving rise to the damages, or for any direct, indirect, incidental, special, punitive, exemplary, or consequential damages of any kind. Audio Enhancement further disclaims any responsibility for losses, expenses, inconveniences, special, indirect, secondary, or consequential, incidental, and contingent damages whatsoever, including damages arising from ownership or use of Audio Enhancement's products.

Audio Enhancement shall bear no responsibility or obligation with respect to the manner of use of any equipment sold by Audio Enhancement. Audio Enhancement specifically disclaims and negates any warranty of fitness for a particular purpose of such equipment including, without limitation, any warranty that the use of such equipment for any purpose will comply with applicable laws and regulations or overcome any specific hearing/auditory processing deficit. When returning units for service, use adequate packaging to prevent shipping damage. Shipping damage is not covered under warranty.





Audio Enhancement Technical Support Representatives are available to assist by phone, chat, and email. With offices in West Jordan, Utah; Apopka, Florida; and Alpharetta, Georgia, we offer additional regional resources to ensure our local customers have all the support to meet their needs. Here is our companies technical support information and FAQ's.

### **Contact Support:**

**Hours:** Monday-Friday 5:00am-6:00pm MST.

**Phone:** 800.932.3578

**Email:** [Support@AudioEnhancement.com](mailto:Support@AudioEnhancement.com)

**Chat and RMA:** [www.AudioEnhancement.com/Support/](http://www.AudioEnhancement.com/Support/)

### **Additional Support:**

**Training Website:** [www.training.AudioEnhancement.com](http://www.training.AudioEnhancement.com)

**YouTube Site:** [www.youtube.com/user/AudioEnhancementInc](http://www.youtube.com/user/AudioEnhancementInc)

### **Support Levels:**

**Level 1** Level 1 support is for basic audio systems. Tickets are created when a phone call is made, RMA is submitted, or an email is sent to support. Level 1 support services include troubleshooting with microphones, batteries, cabling, volume levels, information requests, and basic EPIC troubleshooting and setup. Support Service begins immediately with resolution to issue within 24 hours.

**Level 2** When a higher level of support is required, tickets are escalated to Level 2 support. This type of support includes advanced audio troubleshooting. Enhanced EPIC support including device configuration, SIP integration, LDAP integration, and configuration of VIEWPath and VIEWPath Live. Support Service begins immediately with resolution to issue within 24 hours

**Level 3** Level 3 support is for final escalations and is handled by Audio Enhancement engineers and developers with 10+ years of experience. Support Service begins immediately with resolution to issue within 48 hours

**Audio Enhancement Training Website** - This website contains both video and print training materials for individual learning.

[AE Training Website](http://www.audioenhancement.com/training)



## References

### Kane County School District

746 S 175 E, Kanab, UT 84741

Point of Contact: Travis Terry [terryt@kane.k12.ut.us](mailto:terryt@kane.k12.ut.us)

[\(435\) 644-2555](tel:4356442555)

### San Juan School District

200 North Main Street Blanding, UT 84511

Point of Contact: Christine Fitzgerald [cfitzgerald@sjsd.org](mailto:cfitzgerald@sjsd.org)

[\(435\) 678-1200](tel:4356781200)

### Amplus Academy

7077 W Patrick Ln, Las Vegas, NV 89113

Point of Contact: Kyle Hudson [khudson@amplus.academy](mailto:khudson@amplus.academy)

[\(725\) 500-0177](tel:7255000177)

### Jordan School District

Anthony Godfrey

[anthony.godfrey@jordandistrict.org](mailto:anthony.godfrey@jordandistrict.org)

Mike Anderson

[michael.anderson@jordandistrict.org](mailto:michael.anderson@jordandistrict.org)

7387 South Campus View Drive

West Jordan, UT 84084

(801) 567-8100



# **SECTION 6**

## **Proof of Manufacturer Certification**



Audio Enhancement is the manufacturer of the equipment and has been developing these products and providing them to school districts for over 45 years. We have experience working with school districts in all 50 states plus Canada and have successfully implemented projects of varying size and complexity across those areas. Audio Enhancement understands and is qualified to provide installation and configurations for all Audio Enhancement's systems. Audio Enhancement is the leader and most qualified to install and configure these systems.



# SECTION 8

## Signed

# Acknowledgement



Signed acknowledgment of ability to meet the May 2, 2025, submission deadline

A handwritten signature in black ink, reading "Dan Meade", written over a horizontal line.



## **PROPOSAL FOR BOARD ACTION**

**Proposal Title:** Mango Phone Bill

**Submitted by:** Steve Erickson

**Originating Committee:** Technology Committee

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 our yearly bill for our telephone system.

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

**Assessment:**

**Recommendation:**

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





**Due: Mon, Jun 9, 2025**

**Total: \$9,659.99**

Bill# 134950 Customer# 052020-00001945

**George Washington Academy  
2277 S 3000 E  
Saint George, UT 84790**

**Remit to:  
Mango Voice  
446 S Mall Dr  
Ste 200  
St. George, UT 84790**

## Summary

Balance Information	
Previous Balance	(25.73)
Balance Forward	(25.73)
New Charges	
Recurring Charges	9,563.52
Taxes and Surcharges	122.20
Total New Charges	9,685.72
Total Amount Due	9,659.99

## Recurring Charges

**Voice Services 2277 S 3000 E, UT 84790: 48482  
2277 S 3000 E Saint George, UT 84790**

Description	Start	End	Rate	Qty	Amount
E911 Compliance -					
Annual	06/09/25	06/08/26	59.76	1	59.76
Fax - Annual	06/09/25	06/08/26	179.88	1	179.88
Mango Digital Line -					
Annual (x77)	06/09/25	06/08/26	20.40	77	1,570.80
Regulatory Fee - Annual	06/09/25	06/08/26	83.88	1	83.88
E911 Recovery Tax -					
Annual (x12)	06/09/25	06/08/26	.00	12	.00
Mango - Annual (x77)	06/09/25	06/08/26	99.60	77	7,669.20
<b>Subtotal</b>					<b>\$9,563.52</b>

## Taxes and Surcharges

FCC Cost Recovery Fee	1.76
Federal Telecommunications Relay Services Fund (IPCTS)	33.47
Federal Telecommunications Relay Services Fund (Non-IPCTS)	.07
Federal Universal Service Fund	86.90
<b>Subtotal</b>	<b>\$122.20</b>