



Reach Cyber Charter School
BOARD MEETING

Pursuant to the Pennsylvania Open Meeting Laws, notice is hereby given to the members of the Reach Cyber Charter School Board and the general public that the Board will hold a meeting open to the public on:

Date and Time:

Tuesday, March 5, 2019 at 9:00 a.m.

Meeting Location:

750 East Park Drive, Suite 204
Harrisburg, PA 17111

Below is an agenda of all items scheduled to be considered. Unless otherwise stated, items may be taken out of the order presented on the agenda at the discretion of the Chair.

Reasonable efforts will be made to assist and accommodate persons with a disability. Please contact Jane Swan at (717) 704-8437.

AGENDA

- I. Call to Order and Roll Call – D. Taylor
- II. Public Comment – D. Taylor

The Board welcomes participation by the members of the public both in-person and telephonically. To address an item on the agenda, before the scheduled start of the meeting, an individual must provide their name and short description of the agenda item on which they wish to comment to the Chair, along with any materials they want to have distributed to the Board. Individuals who wish to address the Board telephonically must contact the Principal or Board President by phone or by email at least twenty four (24) hours before the scheduled start of the Board meeting. If the individual wants to provide any written materials to the Board, these should be emailed to the Principal or Board President at least twenty four (24) hours before the scheduled start of the meeting.

The total time for any individual to present, either in person or via telephone, on an item on the agenda shall not exceed three (3) minutes, unless the Board grants additional time.

Individuals desiring to make a formal presentation to the Board on an item not on the agenda but desiring it be placed on the agenda must provide notice and written submissions detailing the subject of the presentation to the Principal or Board President at least fourteen (14) days prior to the meeting. Any such presentations shall not exceed fifteen (15) minutes in duration, unless otherwise permitted by the Chair.

- III. Routine Business – D. Taylor
 - a. Approval of Agenda

- IV. Oral Reports
 - a. Executive Director's Report (MSR attached) – J. Swan
 - i. State Testing Update
 - ii. Graduation Plans
 - iii. Winter Leadership Conference
 - iv. Update on Enrollment Opening for the 2019-2020 School Year
 - v. Comprehensive Support and Improvement (CSI) Designation Update
 - b. Financial Report (attached) – T. Lee
 - i. Audit Update

- V. Strategic Plan
 - a. Strategic Plan Report – A. Pasquinilli/ J. Swan
 - i. Updated Format (attached)
 - b. Approval of Proposal(s) to Improve Efficacy (to follow) – J. Swan/ A. Pasquinilli

- VI. Consent Items
 - a. Approval of Minutes from the January 16, 2019 Board Meeting (attached)
 - b. Approval of Staffing Report (attached)
 - c. Approval of Connections Education Invoice(s) for January (attached)
 - d. Approval of LiveSpeech Invoice(s) (attached)
 - e. Approval of Suicide Awareness and Prevention (Act 71) Policy and Procedures (attached)

- VII. Action Items
 - a. Approval of School Facility Lease Documentation (attached) – J. Swan
 - b. Approval of Board Designee(s) to Review, Finalize and Execute School Facilities and Lease Documentation on Behalf of the Board – M. Arthur

- VIII. Information Items
 - a. Outreach Plan for the 2019-2020 School Year (attached) – S. Stuccio
 - b. State and Strategic Client Relations (SSCR) Update – A. Jay
 - i. Statement of Agreement Update
 - c. Partner School Leadership Team (PSLT) Update – A. Pasquinilli
 - d. Board Training Requirements Under Act 55 Update – M. Arthur
 - e. Statement of Financial Interests Forms – M. Arthur

- IX. Adjournment and Confirmation of Next Meeting – Wednesday, April 17, 2019 at 9:00 a.m.



Reach Cyber Charter School
BOARD MEETING

Pursuant to the Pennsylvania Open Meeting Laws, notice is hereby given to the members of the Reach Cyber Charter School Board and the general public that the Board will hold a meeting open to the public on:

Date and Time:

Wednesday, February 20, 2019 at 9:00 a.m.

Meeting Location:

750 East Park Drive, Suite 204
Harrisburg, PA 17111

Below is an agenda of all items scheduled to be considered. Unless otherwise stated, items may be taken out of the order presented on the agenda at the discretion of the Chair.

Reasonable efforts will be made to assist and accommodate persons with a disability. Please contact Jane Swan at (717) 704-8437.

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- III. Routine Business – D. Taylor
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 - a. Strategic Plan Report – A. Pasquinilli/ J. Swan
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 - a. Outreach Plan for the 2019-2020 School Year (attached) – K. Nguyen
 - b. State and Strategic Client Relations (SSCR) Update – A. Jay
 - i. Statement of Agreement Update
 - c. Partner School Leadership Team (PSLT) Update – A. Pasquinilli
 - d. Board Training Requirements Under Act 55 Update – M. Arthur

- IX. Adjournment and Confirmation of Next Meeting – Wednesday, April 17, 2019 at 9:00 a.m.

MONTHLY SCHOOL REPORT

School & Date Selection

School

Reach Cyber Charter School ▼

Report Date

January 31, 2019 ▼

Currently Enrolled

3043

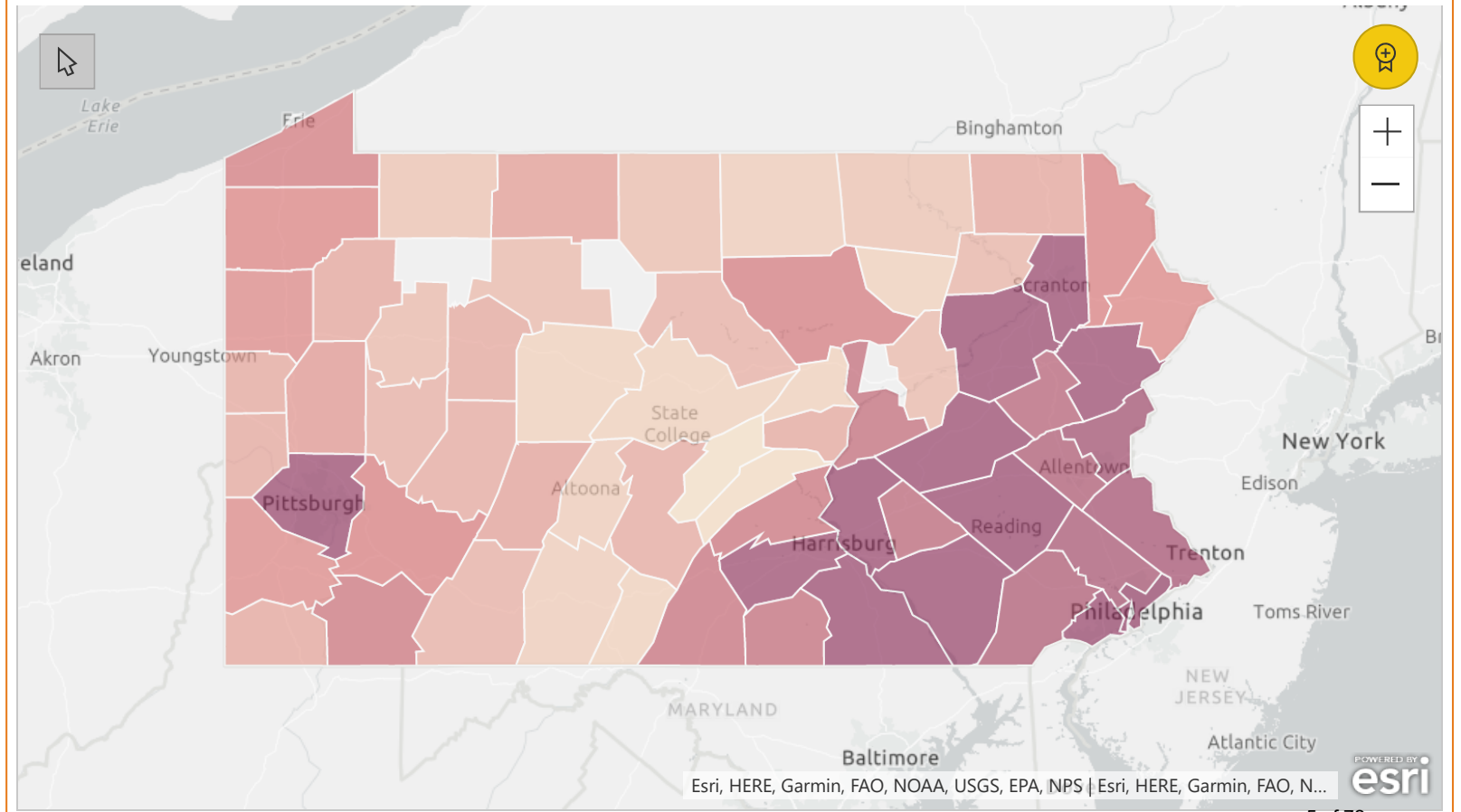
Total YTD Enrolled

3742

Enrollment Services Complete (Stage 4)

3915

Enrolled Students by County



Reach Cyber Charter School

January 31, 2019

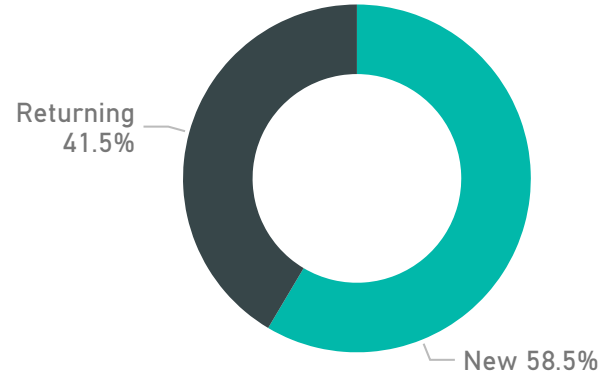
Current Enrollment Month-Over-Month Change

2%

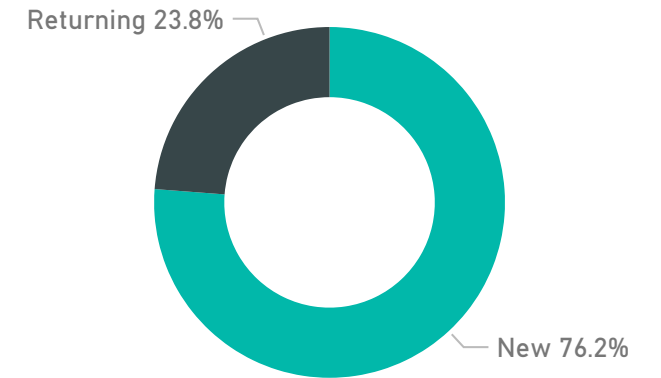
Current Enrollment Year-Over-Year Change

45%

New and Returning

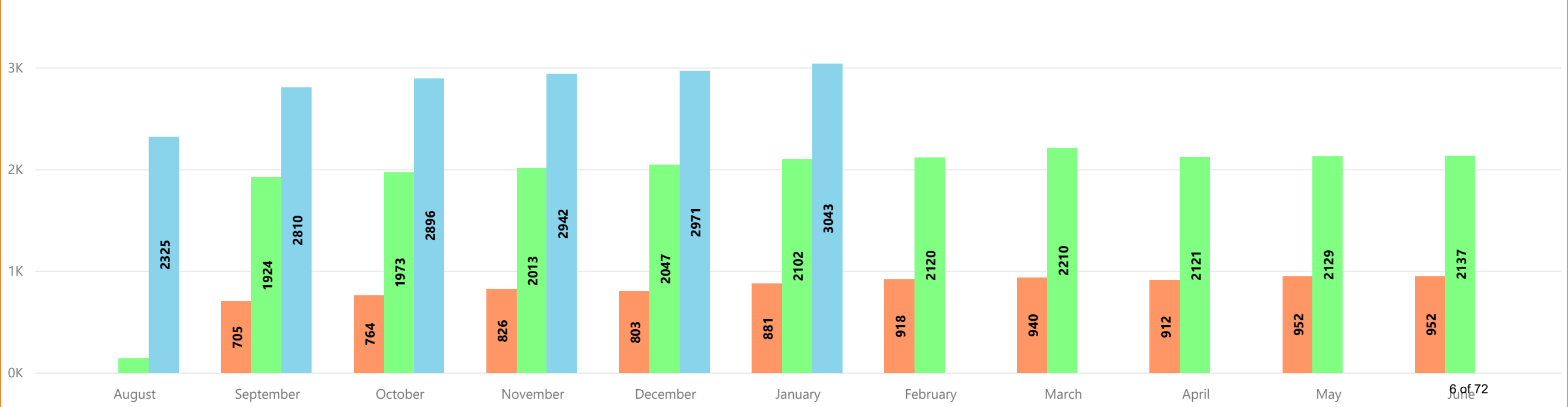


New and Returning Prior Year



Monthly Student Current Enrollment Comparison

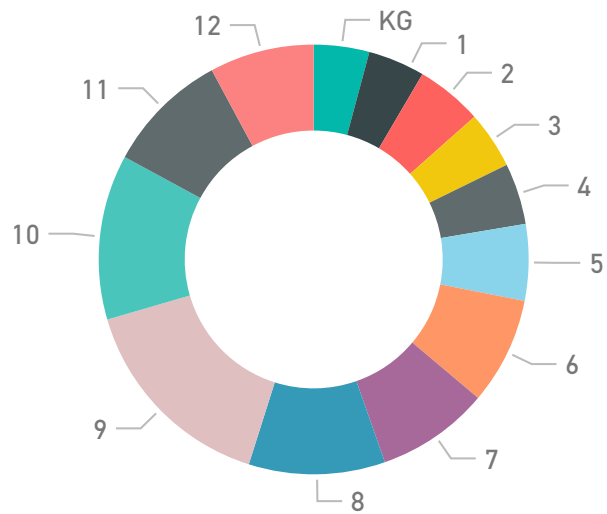
schoolYear ● 2016-2017 ● 2017-2018 ● 2018-2019



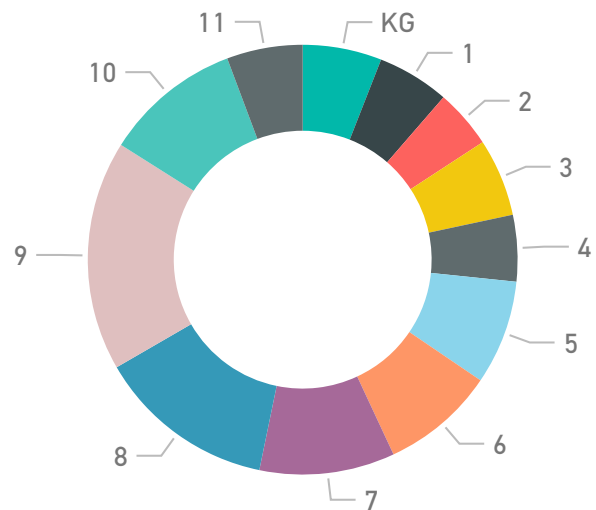
Reach Cyber Charter School

January 31, 2019

Enrolled Students by Final Grade



Enrolled Students Prior Year by Final Grade

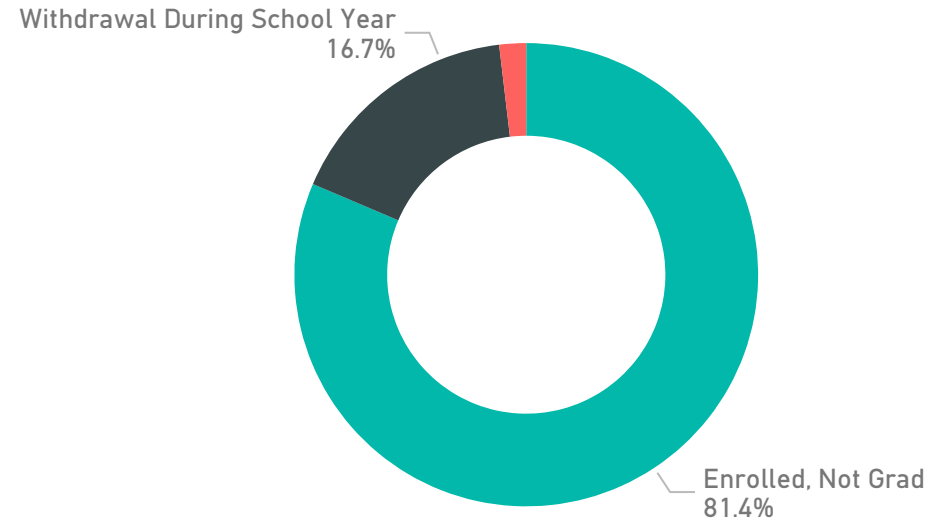


Grade Distribution

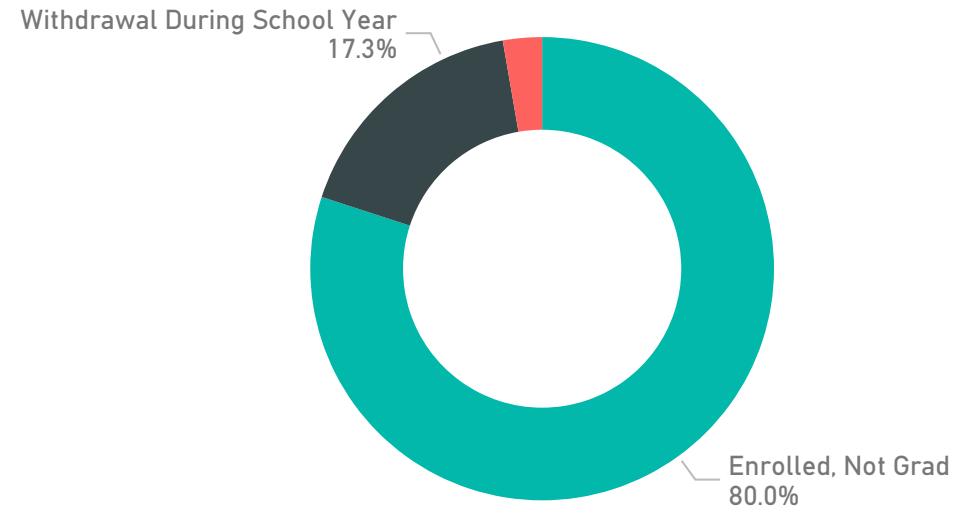
ReportPeriod GradeDistribution	SameMonthPriorYear		PriorEOY		LastMonth		CurrentMonth	
	Students	%CT Students	Students	%CT Students	Students	%CT Students	Students	%CT Students
PK-2	332	16%	335	16%	397	13%	409	13%
KG	125	6%	115	5%	132	4%	127	4%
1	114	5%	120	6%	122	4%	130	4%
2	93	4%	100	5%	143	5%	152	5%
3-5	393	19%	393	18%	429	14%	446	15%
3	123	6%	124	6%	125	4%	131	4%
4	105	5%	112	5%	134	5%	140	5%
5	165	8%	157	7%	170	6%	175	6%
6-8	676	32%	695	33%	818	28%	815	27%
6	180	9%	194	9%	244	8%	245	8%
7	214	10%	222	10%	255	9%	258	8%
8	282	13%	279	13%	319	11%	312	10%
9-12	701	33%	714	33%	1327	45%	1373	45%
9	364	17%	349	16%	461	16%	475	16%
10	217	10%	227	11%	368	12%	378	12%
11	120	6%	138	6%	267	9%	281	9%
12					231	8%	239	8%
Total	2102	100%	2137	100%	2971	100%	3043	100%

Reach Cyber Charter School January 31, 2019

Total YTD Enrollment by Withdrawal Category



Total YTD Enrollment Prior Year by Withdrawal Category



Total YTD Enrollment

ReportPeriod Withdrawal Category	SameMonthPriorYear		PriorEOY		LastMonth		CurrentMonth	
	Student Count	%CT Student Count	Student Count	%CT Student Count	Student Count	%CT Student Count	Student Count	%CT Student Count
Enrolled, Not Grad	2118	80%	2156	72%	2974	85%	3046	81%
Prior To Engagement	72	3%	94	3%	67	2%	70	2%
Withdrawal During School Year	457	17%	754	25%	473	13%	626	17%
Total	2647	100%	3004	100%	3514	100%	3742	100%

Enrollment Services Complete (Stage 4)

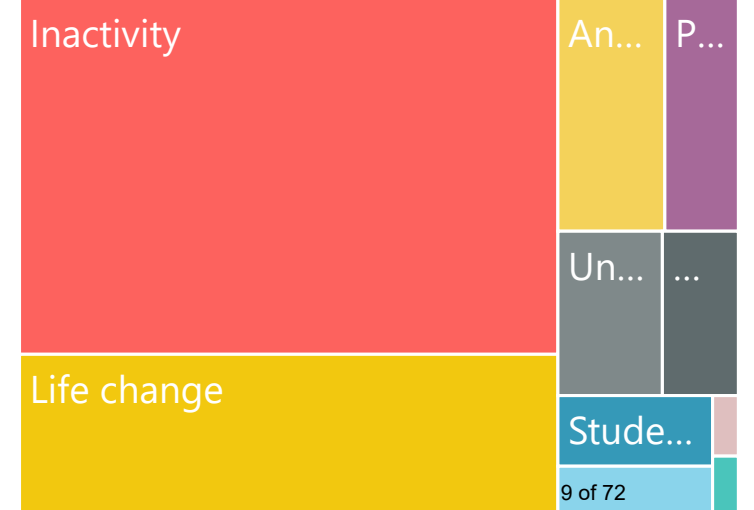
3915

Reach Cyber Charter School January 31, 2019

Withdrawal Reason

Withdrawal Reason	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
Another Reason (EOY Import; See Parent ITW)	31	38	15	16
Deceased		1		
Different/Better Schooling Option (Not related to socialization)	230	343	299	385
Getting started with the school was too difficult	3	3	1	1
Inactivity	91	186	84	123
Life change	70	117	40	56
Mismatch Academic	13	18	8	8
Mismatch Family Schedule	4	4	5	5
No Reason Given (EOY Import)	3	3		
Pursue GED		11	10	11
Regulation			1	
Required Documentation Incomplete	1	1		
Student wants more socialization	8	14	6	7
Technical Difficulties		1		1
Unhappy with the school (teachers, leadership)	3	14	4	11

Different/Better Schooling Option (Not...



Reach Cyber Charter School

January 31, 2019

Household Data

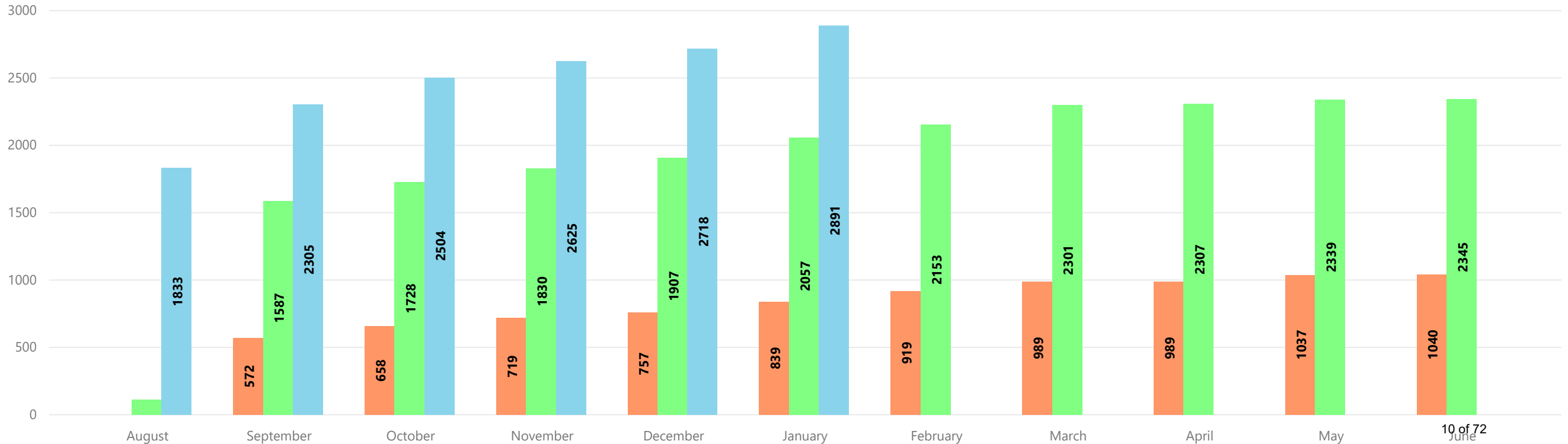
Household Data	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
Active	1675	1713	2327	2380
WD During School Year	364	607	378	505
WD Prior To Engagement	65	84	59	62

Students Per Active Household

SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
1.26	1.26	1.28	1.28

Monthly Total Households

schoolYear ● 2016-2017 ● 2017-2018 ● 2018-2019



Reach Cyber Charter School January 31, 2019

Ethnicity

Ethnicity	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
Hispanic or Latino	288	291	415	420
Not Hispanic or Latino	1812	1844	2554	2621

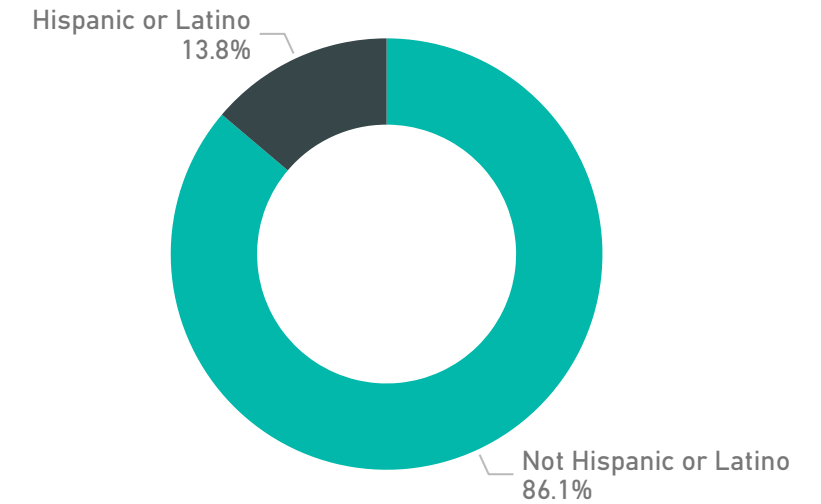
Race

Race	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
American Indian or Alaskan Native	78	85	115	116
Asian	34	39	69	67
Black/African American	625	631	815	848
Native Hawaiian or Other Pacific Islander	24	24	32	36
White	1532	1556	2236	2275

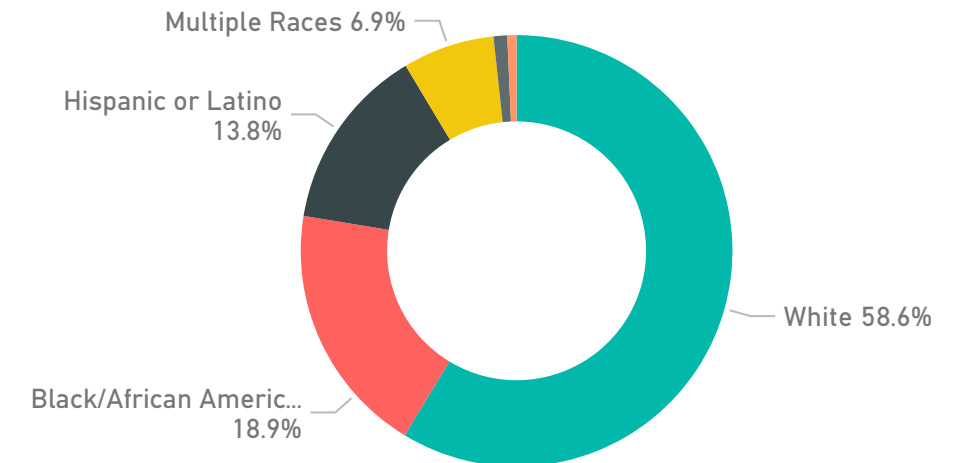
Distinct Race/Ethnicity

Distinct Race/Ethnicity	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
American Indian or Alaskan Native	13	15	18	21
Asian	14	18	33	31
Black/African American	434	438	550	575
Hispanic or Latino	288	291	415	420
Multiple Races	149	150	205	209
Native Hawaiian or Other Pacific Islander	1	2	2	2
Not Indicated	2	2	2	2
Parent refused to report race	1	1		
White	1200	1220	1746	1783

Enrolled Students by Ethnicity



Enrolled Students by Distinct Race/Ethnicity



Reach Cyber Charter School

January 31, 2019

Gender

Gender	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
			1	1
F	1190	1209	1647	1680
M	912	928	1323	1362

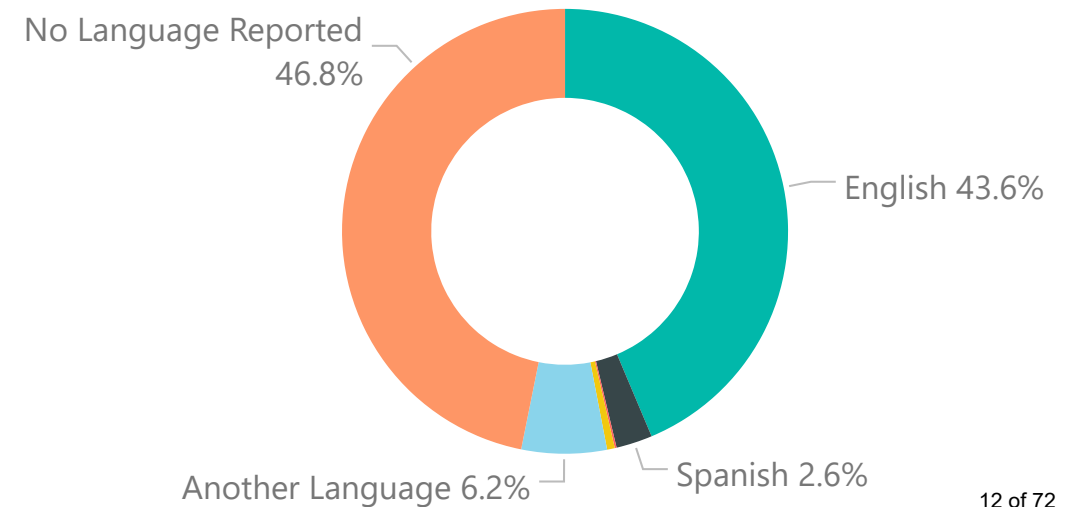
Primary Language

Home Language	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
English	1894	1918	1350	1328
Spanish	15	12	77	80
Russian	2	2	4	4
Arabic	5	5	13	17
Urdu				1
Another Language	185	181	195	188
No Language Reported	1	19	1332	1425

Enrolled Students by Gender



Enrolled Students by Language



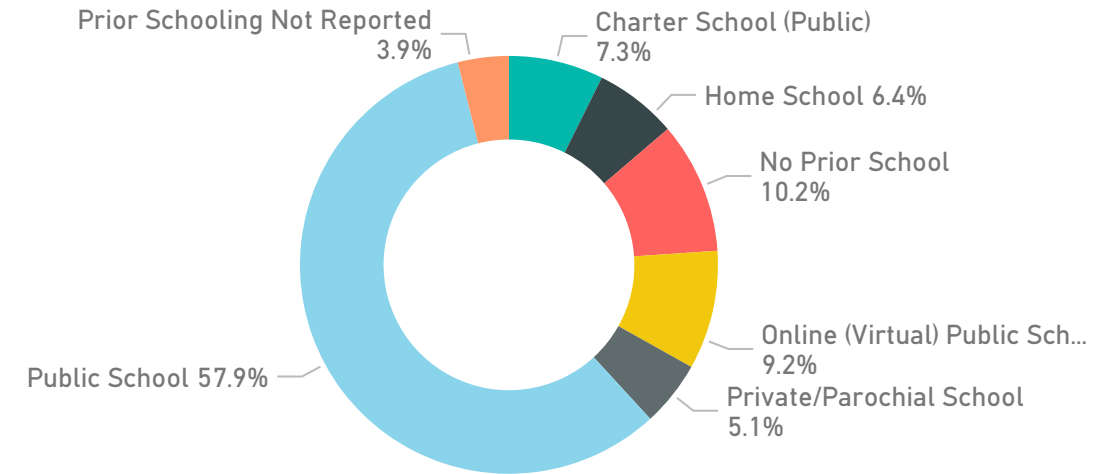
Reach Cyber Charter School January 31, 2019

Prior Schooling

Prior Schooling	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
Charter School (Public)	144	150	216	223
Home School	132	127	185	195
No Prior School	229	198	314	310
Online (Virtual) Public School	136	133	266	280
Private/Parochial School	123	134	155	154
Public School	1252	1317	1708	1761
Prior Schooling Not Reported	86	78	127	120

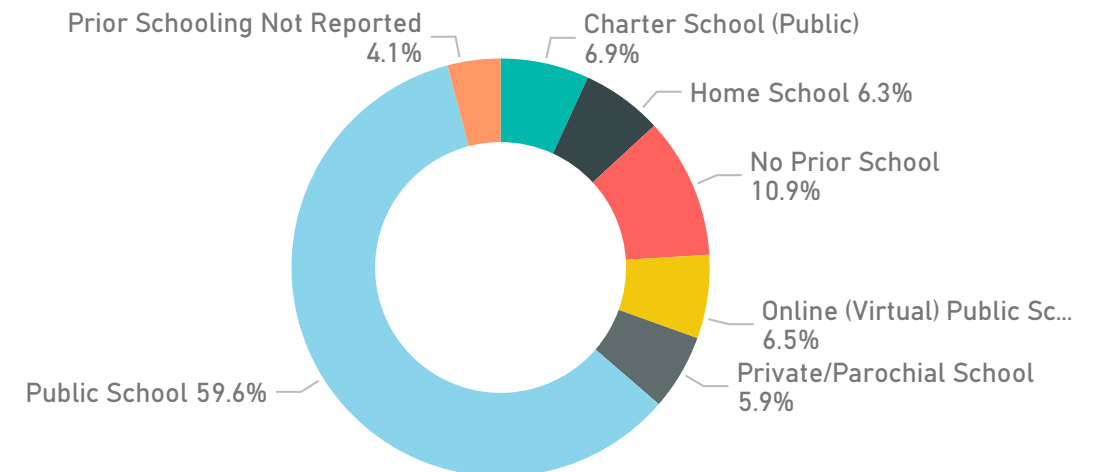
Prior Schooling

January 31, 2019



Prior Schooling

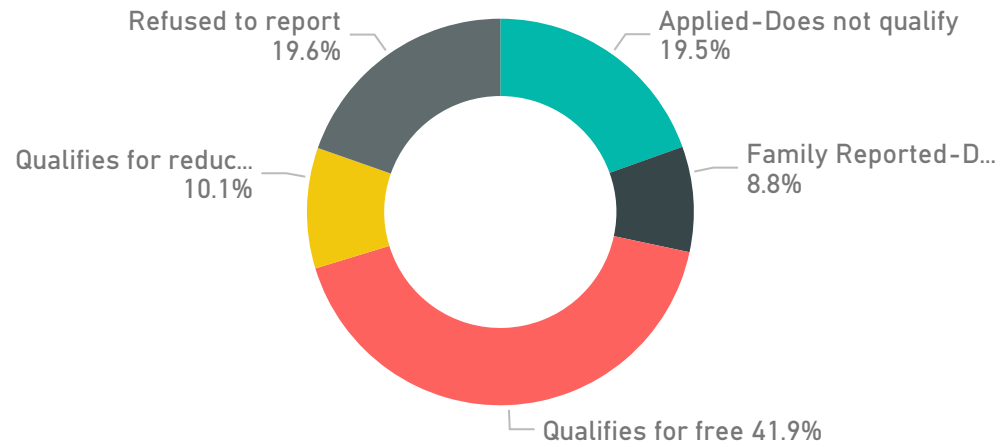
January 31, 2018



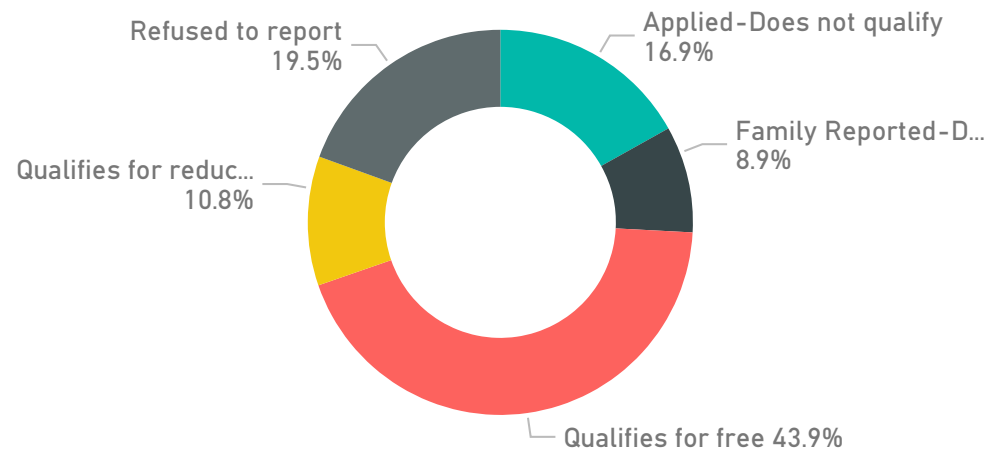
Reach Cyber Charter School

January 31, 2019

FARM Eligibility January 31, 2019

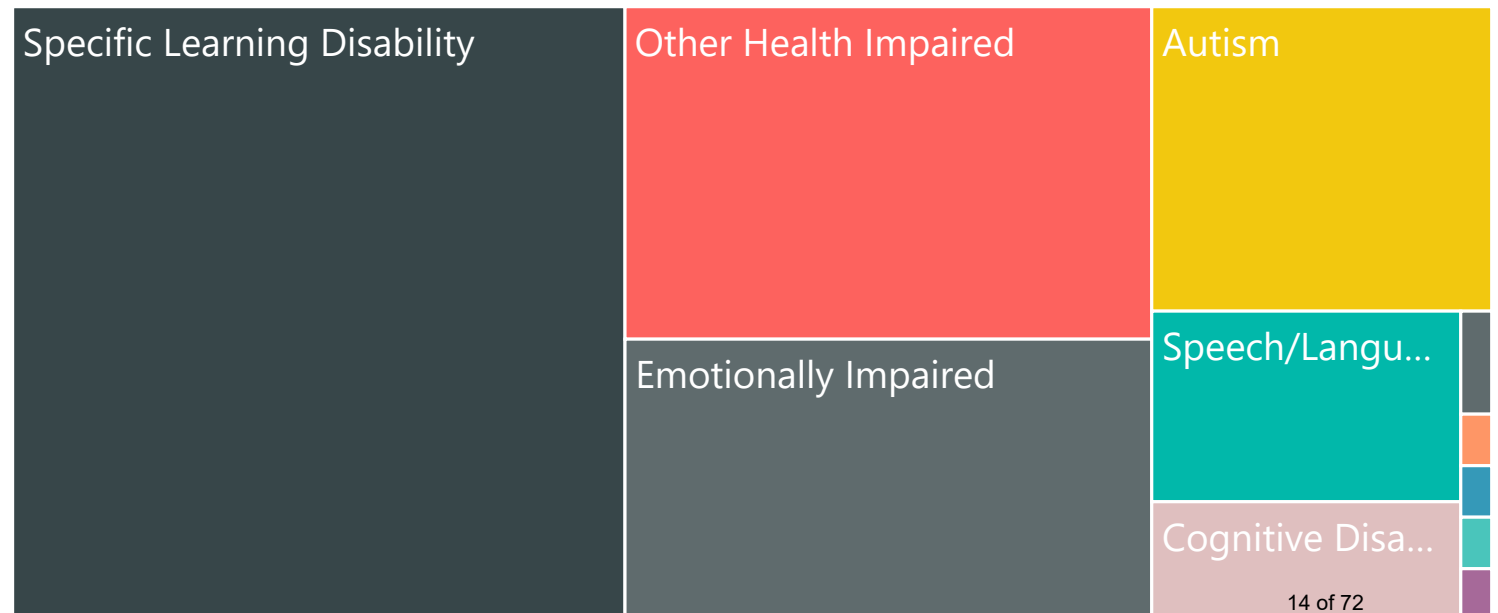


FARM Eligibility January 31, 2018



Disability

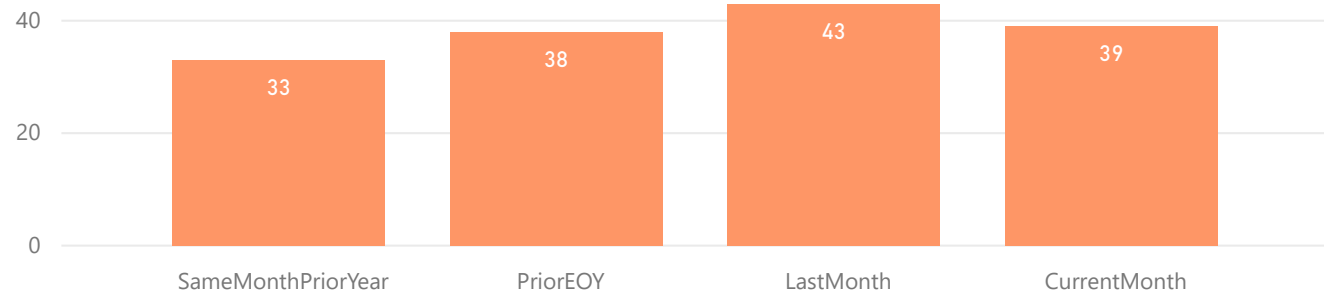
Disability	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
Autism	33	40	58	65
Cognitive Disability	17	15	20	23
Developmentally Delayed	1	1		
Emotionally Impaired	46	64	95	93
Hearing Impaired				1
Multiple Disabilities	1	1	2	2
Other	20	24	25	24
Other Health Impaired	64	81	106	110
Physical Disability	1	1	1	1
Specific Learning Disability	164	181	236	236
Speech/Language Impaired	26	26	39	37
Traumatic Brain Injury			1	1
Visually Impaired	1	1	1	1



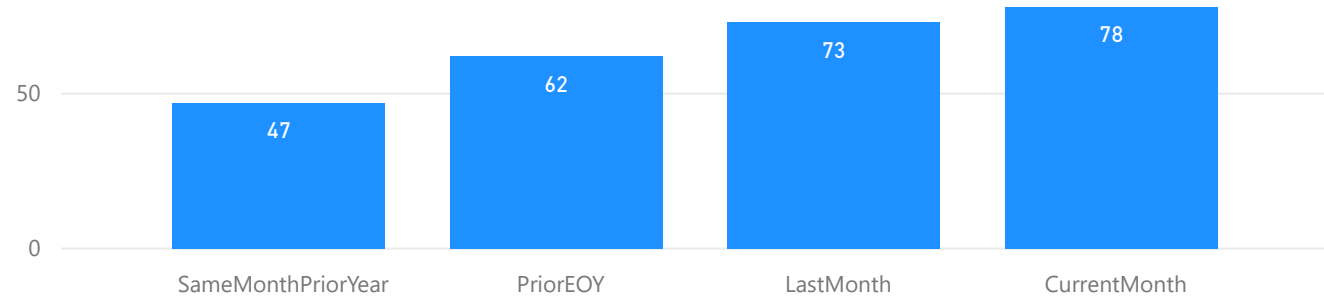
Reach Cyber Charter School

January 31, 2019

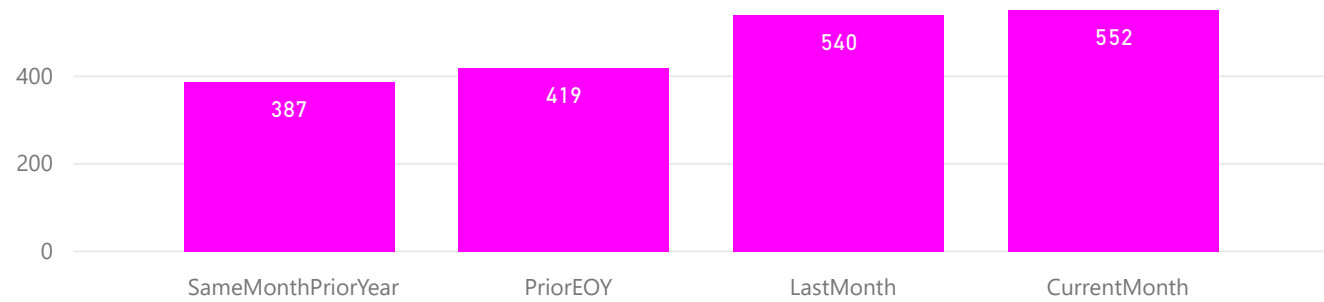
Gifted



Plan504



IEP



Currently Enrolled

3043

Gifted

1%

Plan504

3%

IEP

18%

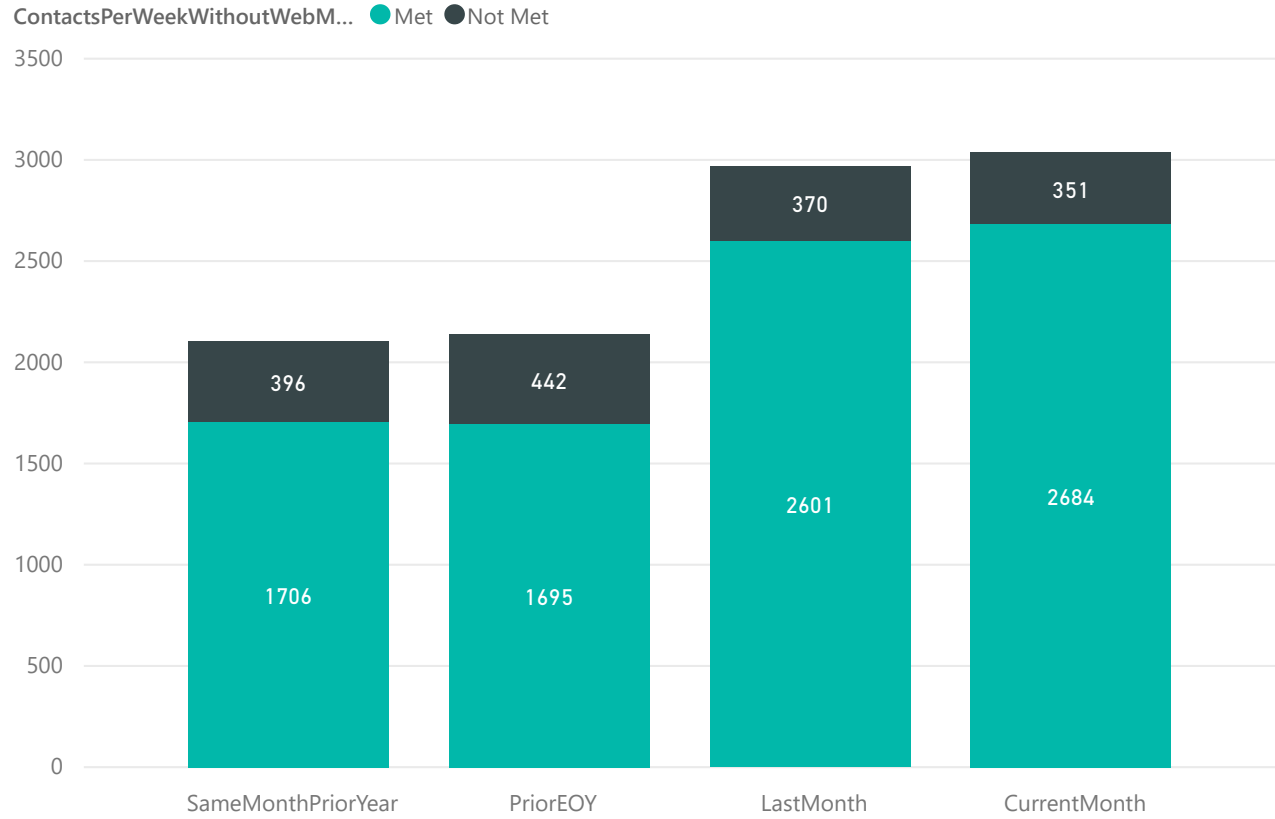
Not in Special Population

78%

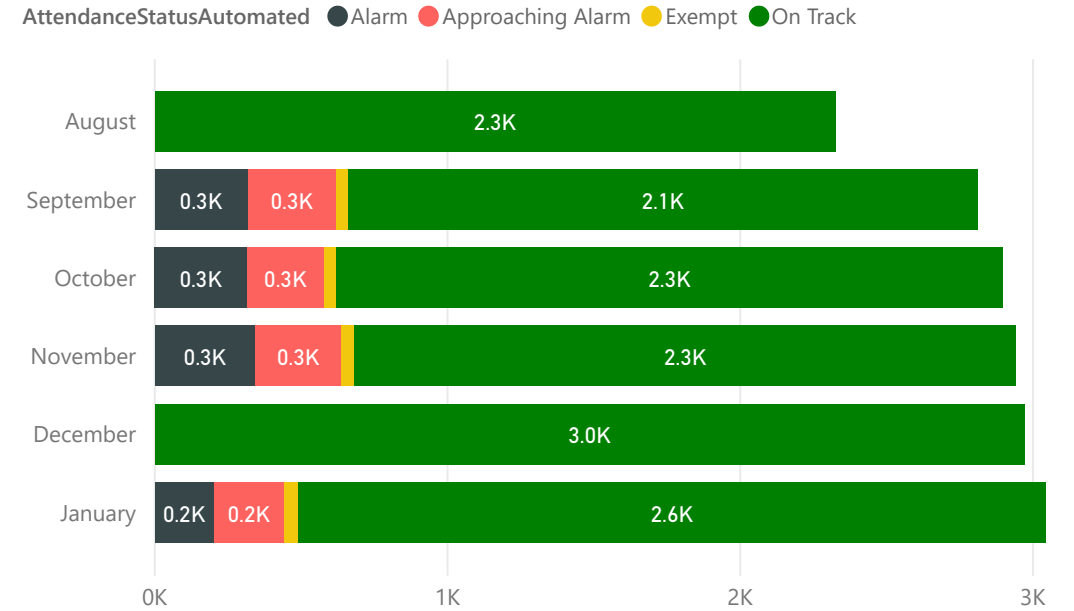
Reach Cyber Charter School

January 31, 2019

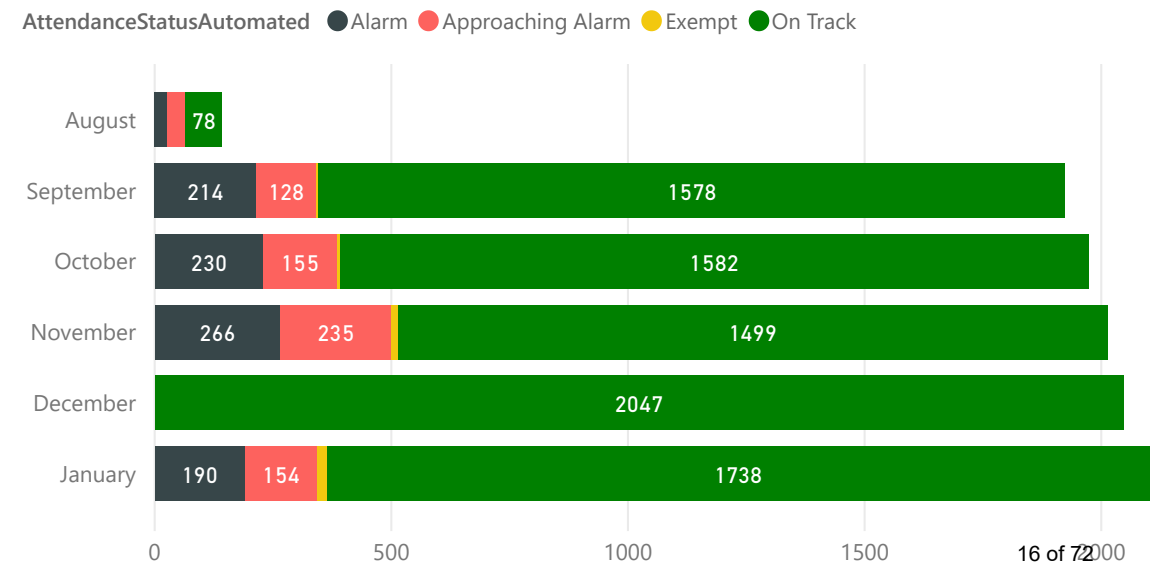
Contacts Per Week



School Year: 2018-2019



School Year: 2017-2018



Currently Enrolled

3043

Reach Cyber Charter School

January 31, 2019

Average Participation

GradeDistribution	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
PK-2	102%	97%	87%	100%
3-5	103%	95%	88%	100%
6-8	102%	87%	84%	100%
9-12	100%	96%	82%	100%
Total	102%	93%	84%	100%

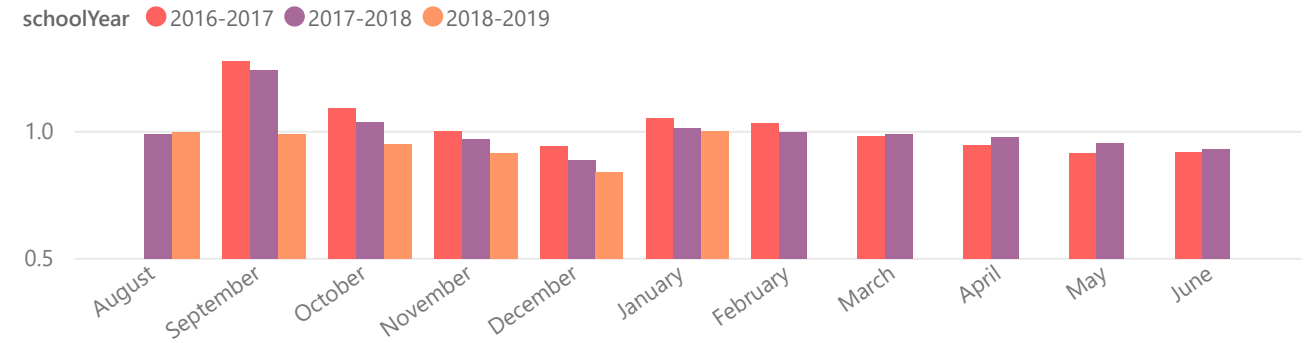
Average Performance

GradeDistribution	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
PK-2	86%	84%	79%	83%
3-5	74%	76%	72%	75%
6-8	68%	68%	65%	69%
9-12	71%	67%	65%	73%
Total	73%	72%	68%	74%

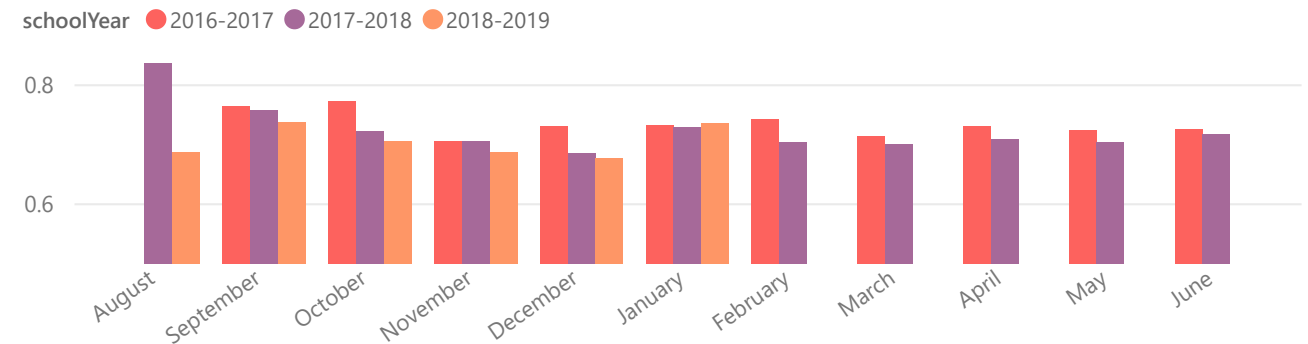
Average Attendance

GradeDistribution	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
PK-2	99%	108%	95%	104%
3-5	103%	112%	99%	107%
6-8	96%	107%	95%	101%
9-12	94%	104%	93%	98%
Total	97%	107%	94%	101%

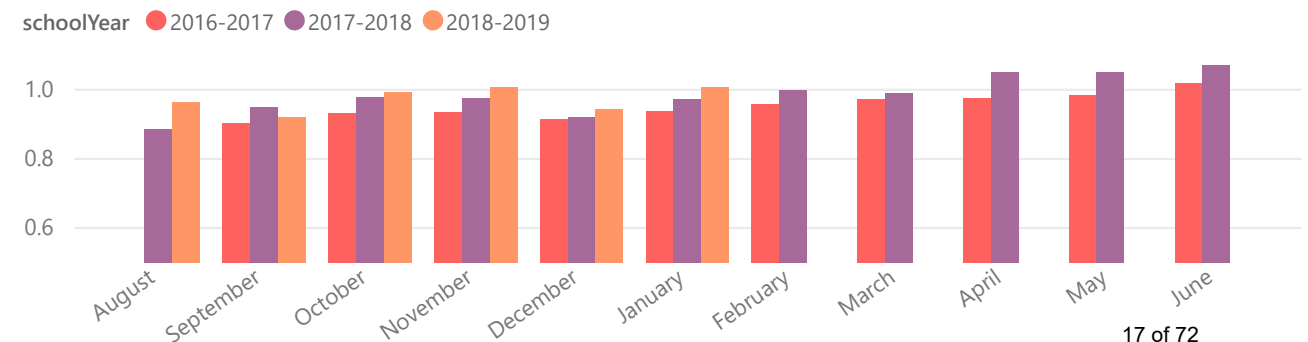
Average Total Participation



Average Total Performance



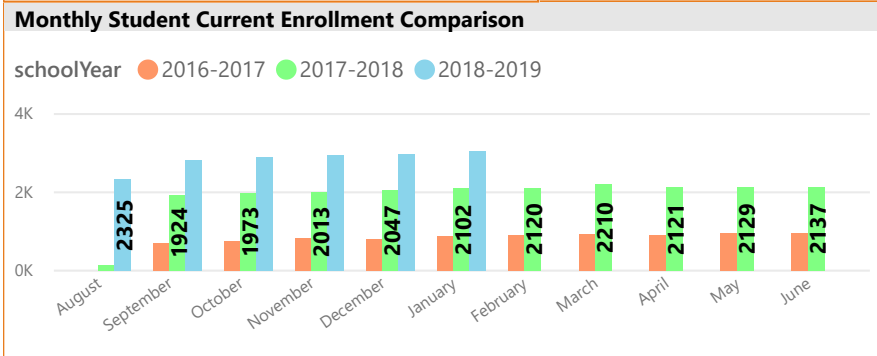
Average Total Attendance



Currently Enrolled	Total YTD Enrolled
3043	3742
Enrollment Services Complete (Stage 4)	
3915	

Reach Cyber Charter School
January 31, 2019

Current Enrollment Month-Over-Month Change
2%
Current Enrollment Year-Over-Year Change
45%



Total YTD Enrollment

ReportPeriod Withdrawal Category	SameMonthPriorYear		CurrentMonth	
	Student Count	%CT Student Count	Student Count	%CT Student Count
Enrolled, Not Grad	2118	80%	3046	81%
Prior To Engagement	72	3%	70	2%
Withdrawal During School Year	457	17%	626	17%
Total	2647	100%	3742	100%

New & Returning

ReportPeriod New or Returning	SameMonthPriorYear		CurrentMonth	
	Students	%CT Students	Students	%CT Students
New	1602	76.21%	1781	58.53%
Returning	500	23.79%	1262	41.47%

Household Data

Household Data	SameMonthPriorYear	CurrentMonth
Active	1675	2380
WD During School Year	364	505
WD Prior To Engagement	65	62

Students Per Active Household

	SameMonthPriorYear	CurrentMonth
	1.26	1.28

Grade Distribution

ReportPeriod GradeDistribution	SameMonthPriorYear		CurrentMonth	
	Students	%CT Students	Students	%CT Students
PK-2	332	16%	409	13%
KG	125	6%	127	4%
1	114	5%	130	4%
2	93	4%	152	5%
3-5	393	19%	446	15%
3	123	6%	131	4%
4	105	5%	140	5%
5	165	8%	175	6%
6-8	676	32%	815	27%
6	180	9%	245	8%
7	214	10%	258	8%
8	282	13%	312	10%
9-12	701	33%	1373	45%
9	364	17%	475	16%
10	217	10%	378	12%
11	120	6%	281	9%
12			239	8%
Total	2102	100%	3043	100%

Withdrawal Reason

Withdrawal Reason	SameMonthPriorYear	CurrentMonth
Another Reason (EOY Import; See Parent ITW)	31	16
Different/Better Schooling Option (Not related to socialization)	230	385
Getting started with the school was too difficult	3	1
Inactivity	91	123
Life change	70	56
Mismatch Academic	13	8
Mismatch Family Schedule	4	5
No Reason Given (EOY Import)	3	
Pursue GED		11
Required Documentation Incomplete	1	
Student wants more socialization	8	7
Technical Difficulties		1
Unhappy with the school (teachers, leadership)	3	11

Reach Cyber Charter School
January 31, 2019

Gender		
Gender	SameMonthPriorYear	CurrentMonth
		1
F	1190	1680
M	912	1362

Disability		
Disability	SameMonthPriorYear	CurrentMonth
Autism	33	65
Cognitive Disability	17	23
Developmentally Delayed	1	
Emotionally Impaired	46	93
Hearing Impaired		1
Multiple Disabilities	1	2
Other	20	24
Other Health Impaired	64	110
Physical Disability	1	1
Specific Learning Disability	164	236
Speech/Language Impaired	26	37
Traumatic Brain Injury		1
Visually Impaired	1	1

Gifted		
Gifted	SameMonthPriorYear	CurrentMonth
Yes	33	39

Plan 504		
Plan504	SameMonthPriorYear	CurrentMonth
504	47	78

IEP		
IEP	SameMonthPriorYear	CurrentMonth
IEP	387	552

Gifted	Plan504
1%	3%
IEP	Not in Special Population
18%	78%

Primary Language		
Home Language	SameMonthPriorYear	CurrentMonth
English	1894	1328
Spanish	15	80
Russian	2	4
Arabic	5	17
Urdu		1
Another Language	185	188
No Language Reported	1	1425

Ethnicity		
Ethnicity	SameMonthPriorYear	CurrentMonth
Hispanic or Latino	288	420
Not Hispanic or Latino	1812	2621

Distinct Race/Ethnicity		
Distinct Race/Ethnicity	SameMonthPriorYear	CurrentMonth
American Indian or Alaskan Native	13	21
Asian	14	31
Black/African American	434	575
Hispanic or Latino	288	420
Multiple Races	149	209
Native Hawaiian or Other Pacific Islander	1	2
Not Indicated	2	2
Parent refused to report race	1	
White	1200	1783

Race		
Race	SameMonthPriorYear	CurrentMonth
American Indian or Alaskan Native	78	116
Asian	34	67
Black/African American	625	848
Native Hawaiian or Other Pacific Islander	24	36
White	1532	2275

Household FARM Eligibility		
HouseholdFARMEligibility	SameMonthPriorYear	CurrentMonth
Applied-Does not qualify	58	94
Family Reported-Does not qualify	27	37
Qualifies for free	167	279
Qualifies for reduced	40	64
Refused to report	62	96

Prior Schooling		
Prior Schooling	SameMonthPriorYear	CurrentMonth
Charter School (Public)	144	223
Home School	132	195
No Prior School	229	310
Online (Virtual) Public School	136	280
Private/Parochial School	123	154
Public School	1252	1761
Prior Schooling Not Reported	86	120

Reach Cyber Charter School
January 31, 2019

Contacts Per Week

ContactsPerWeekWithoutWebMail	SameMonthPriorYear	CurrentMonth
Met	1706	2684
Not Met	396	351

Attendance Status

AttendanceStatusAutomated	SameMonthPriorYear	CurrentMonth
Alarm	190	201
Approaching Alarm	154	242
Exempt	20	48
On Track	1738	2552

Average Participation

GradeDistribution	SameMonthPriorYear	CurrentMonth
PK-2	102%	100%
3-5	103%	100%
6-8	102%	100%
9-12	100%	100%
Total	102%	100%

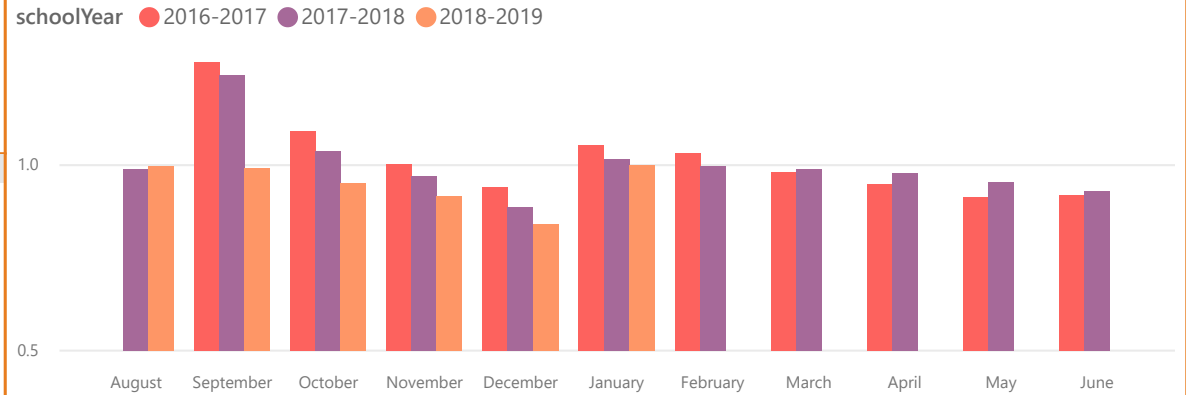
Average Performance

GradeDistribution	SameMonthPriorYear	CurrentMonth
PK-2	86%	83%
3-5	74%	75%
6-8	68%	69%
9-12	71%	73%
Total	73%	74%

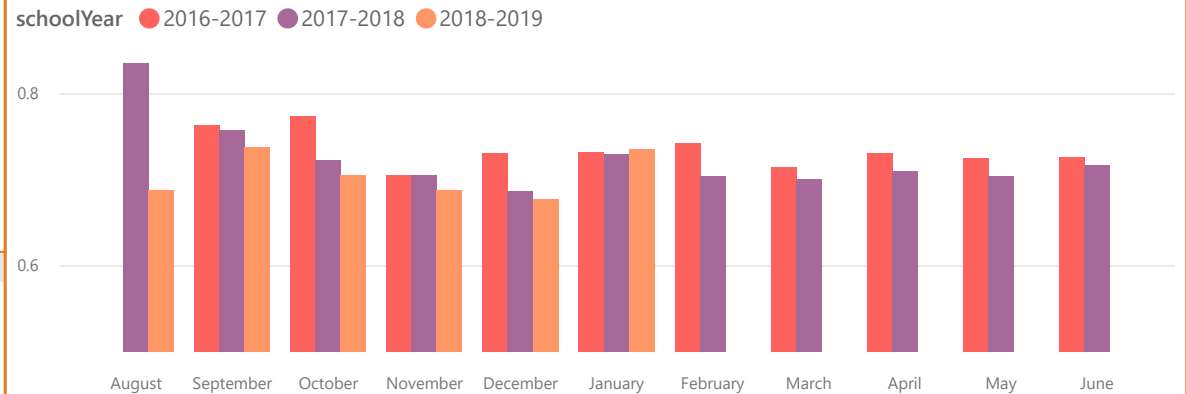
Average Attendance

GradeDistribution	SameMonthPriorYear	CurrentMonth
PK-2	99%	104%
3-5	103%	107%
6-8	96%	101%
9-12	94%	98%
Total	97%	101%

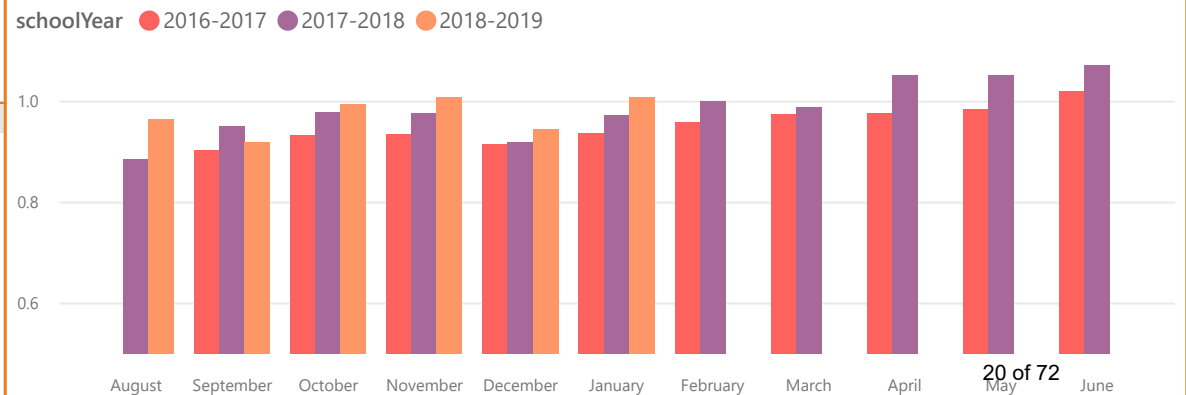
Average Total Participation



Average Total Performance



Average Total Attendance



**Reach Cyber Charter School
Revenue and Expense Statement
For the Period Ended January 31, 2019**

	January-19 Actual	YTD Actual	Annual Forecast	Annual Budget	Forecast vs Budget	Forecast vs. Budget Variance
Forecasted Enrollment						
Forecasted ADM			3,046	2,836	210	7.4%
Forecasted Total Enrollment			4,718	4,323	395	9.1%
Forecasted Funded Enrollment			3,007	2,800	207	7.4%
Revenue						
State Funding	4,569,726.27	20,760,957.72	40,293,183.26	34,969,557.63	5,323,625.63	15.2%
Federal & Other Program Funding	157,900.40	443,317.37	1,104,554.11	1,170,000.00	(65,445.89)	-5.6%
Interest Income	1,957.64	10,841.55	18,600.00	-	18,600.00	100.0%
Student Activities Income	-	5,250.00	5,250.00	-	5,250.00	100.0%
Total Revenue	4,729,584.31	21,220,366.64	41,421,587.37	36,139,557.63	5,282,029.74	14.6%
Program Expenses						
Compensation Expense						
Administration Staff	208,597.74	1,339,158.87	2,746,779.11	3,194,393.75	447,614.64	14.0%
Instructional Staff	886,389.18	4,951,983.44	11,394,986.08	10,956,136.01	(438,850.07)	-4.0%
Total Compensation Expense	1,094,986.92	6,291,142.31	14,141,765.18	14,150,529.76	8,764.58	0.1%
Fee Based Expenses						
Enrollment/Unit Based Fees	1,841,008.04	8,046,715.72	19,674,210.80	16,467,896.00	(3,206,314.80)	-19.5%
Total Fee Based Expenses	1,841,008.04	8,046,715.72	19,674,210.80	16,467,896.00	(3,206,314.80)	-19.5%
Other School Expenses						
Assessment	2,318.93	67,341.55	540,000.00	325,000.00	(215,000.00)	-66.2%
Employee Related	4,873.78	142,232.93	386,000.00	316,250.00	(69,750.00)	-22.1%
Facilities	36,508.56	239,067.57	575,165.48	627,382.00	52,216.52	8.3%
Governance	2,760.85	34,688.46	85,344.00	402,750.00	317,406.00	78.8%
Instructional	87,616.69	277,358.70	570,000.00	226,000.00	(344,000.00)	-152.2%
Professional Services	87,234.00	171,215.37	285,300.00	200,000.00	(85,300.00)	-42.7%
Student Related	152,273.45	768,085.89	1,756,000.00	1,625,000.00	(131,000.00)	-8.1%
Pending Allocation	5,216.07	22,926.10	-	-	-	0.0%
Total Other School Expenses	378,802.33	1,722,916.57	4,197,809.48	3,722,382.00	(475,427.48)	-12.8%
Total Program Expenses	3,314,797.29	16,060,774.60	38,013,785.46	34,340,807.76	(3,672,977.70)	-10.7%
Net Increase (Decrease)	1,414,787.02	5,159,592.04	3,407,801.91	1,798,749.87	1,609,052.04	89.5%
Beginning fund balance	9,068,179.28	5,323,374.26	5,323,374.26	-	-	
Ending fund balance	10,482,966.30	10,482,966.30	8,731,176.17	-	(1,609,052.04)	

Reach Cyber Charter School
Balance Sheet
January 31, 2019

ASSETS

Cash and Short Term Investments:

Cash:Checking	\$	2,708,972.62
Cash:Money market Account		8,315,656.78

Total Cash and Short Term Investments		11,024,629.40
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Other Current Assets:

Pupil Funding Receivable		1,547,595.73
PY State Receivables		225,453.19
Grant Receivables		17,586.01
Prepaid Rent		15,061.93

Total Other Current Assets		1,805,696.86
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Other Current Assets:

Security Deposit		8,916.65
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Total other Assets		8,916.65
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Fixed Assets:

Property Plant & Equipment:

Computer Hardware		48,121.10
Leasehold Improvements		104,076.35
Furniture		101,373.97
Accum Depr:Computer Hardware		(23,053.61)
Accum Depr:Leasehold Improvements		(43,273.23)
Accum Depr: Furniture		(19,845.15)

Net Fixed Assets		167,399.43
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Total Assets	\$	13,006,642.34
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LIABILITIES

Current Liabilities:

Due to (from) Connections Academy	\$	2,258,615.59
Pension Payable		83,755.68
Accounts Payable		13,435.35
Accrued Expenses		470.00

Total Current Liabilities		2,356,276.62
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Total Liabilities		2,356,276.62
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FUND BALANCE

Beginning Fund Balance		5,323,374.25
Invested in Capital		167,399.43
Change in Fund Balance		5,159,592.04

Ending Fund Balance		10,650,365.72
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Total Liabilities and Fund Balance	\$	13,006,642.34
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**Reach Cyber Charter School
Schedule of Revenue
For the Period Ended January 31, 2019**

	January-19 Actual	YTD Actual	Annual Forecast	Annual Budget	Actuals vs. Budget Variance
Revenue					
State Funding					
Regular Education Funding	2,985,006.40	14,178,780.38	26,865,057.56	23,635,006.42	3,230,051.14
State- Prior Year	(26,091.50)	(1,069,176.70)	(1,069,176.70)	-	(1,069,176.70)
Special Education Funding	1,610,811.37	7,651,354.04	14,497,302.40	11,334,551.21	3,162,751.19
Total State Funding	4,569,726.27	20,760,957.72	40,293,183.26	34,969,557.63	5,323,625.63
Federal					
Title I	126,415.41	252,830.82	632,077.00	866,000.00	(233,923.00)
Title IIA	22,499.99	36,525.80	74,122.11	102,000.00	(27,877.89)
Title III	-	-	1,284.00	-	1,284.00
IDEA	-	135,990.75	350,719.00	192,000.00	158,719.00
Title IV	8,985.00	17,970.00	44,925.00	10,000.00	34,925.00
Erate	-	-	1,427.00	-	1,427.00
Total Federal & Other Programs Funding	157,900.40	443,317.37	1,104,554.11	1,170,000.00	(65,445.89)
Other Funding					
Student Activities Income	-	5,250.00	5,250.00	-	5,250.00
Interest Income	1,957.64	10,841.55	18,600.00	-	18,600.00
Total Other Funding	1,957.64	16,091.55	23,850.00	-	23,850.00
Total Revenue	4,729,584.31	21,220,366.64	41,421,587.37	36,139,557.63	5,282,029.74

**Reach Cyber Charter School
Schedule of Fees
For the Period Ended January 31, 2019**

	January-19 Actual	YTD Actual	Annual Forecast	Annual Budget	Forecast vs Budget
SCHEDULE OF FEES:					
Enrollment/Unit Based Fees					
Curriculum and Instructional Support Services	585,961.29	2,536,191.68	6,190,500.00	5,155,704.00	(1,034,796.00)
Student Connexus License	257,880.00	964,250.00	2,253,650.00	1,786,877.00	(466,773.00)
Student Technology Assistance Services	332,836.74	1,569,417.19	3,915,485.00	3,337,336.00	(578,149.00)
Enrollment/Placement/Student Support Services	242,747.48	1,334,089.74	3,442,800.00	3,035,310.00	(407,490.00)
School Operations Support Services	239,460.00	895,375.00	2,092,675.00	1,659,243.00	(433,432.00)
School Business Support Services	48,055.20	196,161.60	515,120.00	408,429.00	(106,691.00)
Professional Development Services	25,375.00	98,625.00	233,155.00	220,833.00	(12,322.00)
School Staff Support Services/Human Resources Support	96,425.00	374,775.00	885,989.00	839,164.00	(46,825.00)
Facilities Support Services	2,083.33	14,583.31	25,000.00	25,000.00	-
Direct Course Instruction Support	10,184.00	63,247.20	119,836.80	-	(119,836.80)
Total Enrollment/Unit Based Fees	1,841,008.04	8,046,715.72	19,674,210.80	16,467,896.00	(3,206,314.80)
Total Fee Based Expenses	1,841,008.04	8,046,715.72	19,674,210.80	16,467,896.00	(3,206,314.80)

SCHEDULE OF COMPENSATION:

Administrative Compensation

Salaries - Administration	152,355.47	995,780.18	2,030,795.06	2,348,818.20	318,023.14
Benefits - Administration	33,518.20	219,071.64	446,774.91	516,740.00	69,965.09
Pension - Administration	7,607.82	46,222.43	97,973.18	117,441.91	19,468.73
Taxes - Administration	15,116.25	78,084.62	171,235.96	211,393.64	40,157.68
Total Administrative Compensation	208,597.74	1,339,158.87	2,746,779.11	3,194,393.75	447,614.64

Instructional Compensation

Salaries - Teachers	647,605.38	3,671,358.08	8,409,014.42	8,055,982.36	(353,032.06)
Benefits - Teachers	142,473.18	807,698.78	1,849,983.18	1,772,316.12	(77,667.06)
Pension - Teachers	32,339.54	173,234.68	409,907.51	402,799.12	(7,108.39)
Taxes - Teachers	63,971.08	299,691.90	726,080.97	725,038.41	(1,042.56)
Total Instructional Compensation	886,389.18	4,951,983.44	11,394,986.08	10,956,136.01	(438,850.07)

Total Compensation	1,094,986.92	6,291,142.31	14,141,765.18	14,150,529.76	8,764.58
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**Reach Cyber Charter School
Schedule of Other Expenses
For the Period Ended January 31, 2019**

	January-19 Actual	YTD Actual	Annual Forecast	Annual Budget	Forecast vs. Budget Variance
SCHEDULE OF OTHER SCHOOL EXPENSES:					
Assessment					
Student Testing & Assessment	2,318.93	67,341.55	540,000.00	325,000.00	(215,000.00)
Total Assessment	2,318.93	67,341.55	540,000.00	325,000.00	215,000.00
Employee Related					
Staff Recruiting/Background Checks	157.89	16,493.41	40,000.00	45,000.00	5,000.00
Staff Training/Prof. Dvlpmnt	2,513.55	103,713.68	200,000.00	124,250.00	(75,750.00)
Team Building	-	985.26	20,000.00	20,000.00	-
Travel- Nurse	-	-	6,000.00	7,000.00	1,000.00
Travel and Conferences	2,202.34	21,040.58	120,000.00	120,000.00	-
Total Employee Related	4,873.78	142,232.93	386,000.00	316,250.00	(69,750.00)
Facilities					
Capital Outlay	-	-	135,000.00	135,000.00	-
Copiers/ Reproduction	1,556.43	6,901.91	14,000.00	14,000.00	-
Internet	487.85	8,182.41	17,000.00	15,000.00	(2,000.00)
Maintenance & Repairs	369.33	8,664.89	25,000.00	28,000.00	3,000.00
Office Postage	147.06	7,103.67	18,000.00	18,000.00	-
Office Supplies	1,425.94	15,346.87	45,000.00	64,000.00	19,000.00
Office Rent	15,513.79	108,144.67	186,165.48	285,262.00	99,096.52
Other School Expense	-	-	9,000.00	9,000.00	-
Rent Operating Expense	-	-	-	21,120.00	21,120.00
Small Office Equipment	16,538.16	81,430.91	120,000.00	35,000.00	(85,000.00)
Telephone	470.00	3,292.24	6,000.00	3,000.00	(3,000.00)
Total Facilities	36,508.56	239,067.57	575,165.48	627,382.00	52,216.52
Governance					
Banking Fees	299.95	2,050.40	3,600.00	3,000.00	(600.00)
Board-Related Expenses	-	5,704.20	20,000.00	20,000.00	-
Charter School Initiatives (Board Designations)	-	-	-	250,000.00	250,000.00
Dues	2,460.90	23,189.86	42,000.00	9,750.00	(32,250.00)
External Audit	-	-	16,000.00	16,000.00	-
D&O Insurance	-	3,744.00	3,744.00	4,000.00	256.00
Insurance Expenses	-	-	-	100,000.00	100,000.00
Total Governance	2,760.85	34,688.46	85,344.00	402,750.00	317,406.00
Instructional					
Other Curriculum	24,475.19	46,027.53	70,000.00	-	(70,000.00)
STEM Programmatic Expenses	63,141.50	231,331.17	500,000.00	226,000.00	(274,000.00)
Total Instructional	87,616.69	277,358.70	570,000.00	226,000.00	(344,000.00)
Professional Services					
Accounting Services	80,369.65	131,264.75	225,000.00	170,000.00	(55,000.00)
Legal Services	6,848.20	39,853.72	60,000.00	30,000.00	(30,000.00)
Other Consultants	16.15	96.90	300.00	-	(300.00)
Total Professional Services	87,234.00	171,215.37	285,300.00	200,000.00	(85,300.00)
Student Related					
Community Coordinators	-	4,500.00	7,000.00	-	(7,000.00)
Contracted Pupil Health Support	-	5,000.00	10,000.00	10,000.00	-
School Discretionary Targeted Outreach	9,925.00	9,925.00	20,000.00	-	-
Extracurricular Activities	-	-	70,000.00	70,000.00	-
Graduation Expense	-	-	35,000.00	35,000.00	-
Student Technology Support Stipend	-	268,495.16	806,000.00	740,000.00	(66,000.00)
SPED Related Services	136,979.05	456,268.38	768,000.00	768,000.00	-
Student Activities	5,369.40	23,897.35	40,000.00	2,000.00	(38,000.00)
Total Student Related	152,273.45	768,085.89	1,756,000.00	1,625,000.00	(131,000.00)
Pending Allocation					
Expenses Pending Allocation	5,216.07	22,926.10	-	-	-
Total Pending Allocation	5,216.07	22,926.10	-	-	-
Total Other Expenses	378,802.33	1,722,916.57	4,197,809.48	3,722,382.00	(475,427.48)

Strategic Plan								
SMART Goal 1								
Goal Target Area: Improve Student Academic Outcomes								
Goal 1: Reach will increase the rate of students scoring proficient and above on Keystones and PSSAs in aggregate by 5% points each year for the next three years.								
Strategies, Indicators, and Progress Measures								
Strategy 1a: REACH will develop a strong, systemic, and scaffolded K-12 STEM program as outlined in Goal 2 below								
Strategy 1b: Develop strong external partnerships in STEM, Career programming, and with universities to improve student engagement, teacher effectiveness, and to extend student learning								
Strategy 1c: Reach will increase programming and opportunities specifically targeted and designed for identified Gifted students to ensure all students have an opportunity to grow and achieve at high rates								
1d: Reading, Math, instructino, college and career								
	Baseline Measure		Progress Measure		Progress Measure		Progress Measure	
Implementation Indicator	Measure	Description	Projected Date	Actual Results	Projected Date	Actual Results	Projected Date	Actual Results
STEM Kits (1a, 1c, 2b)	Kits created for 6,000 students for 19-20SY	Grade band boxes are created and delivered to OBL warehouse	May 2019					
STEM Camps (1a)	Identify camps and plan	STEM team will identify camps for 19-20	June 2019					
STEM Camp Materials (1a, 1c)	Camp materials determined and purchased	Camps planned with materials purchased	June 2019					
STEM Coaches (1a, 2b)	Hire 3 more full time Instructional STEM Coaches	Review job description, post internally, interview and hire candidates	August 2019					
STEM PD (1a, 2b)	Contracts for 19-20 SY PD	Use surveys to determine PD needs, identify presenters, plan activities, dates, and hold PD..	June 2019					
STEM Shell Courses for 19-20 (1a, 2b)	Identify and create STEM courses	1b;STEM team will create project based learning opportunities in a shell course for 19-20	August 2019					
STEM Courses development for 20-21 SY (1a, 2b)	New STEM courses for 20-21 SY	STEM team will work with OBL to create courses with more robust content for 20-21.	June 2020					

Director of Partnership (1b)	Partnership position will be created, position posted, candidates interviewed and hired.	Position filled	July 2019							
Partnership agreements (1b, 2C)	Number of Agreements	Agreements in place for STEM and/or career and colleges partnerships	January 2019	3	June 2019		October 2019			
Gifted STEM opportunities (1c)	Number of gifted-targeted STEM opportunities	Reach will increase programming and opportunities specifically targeted and designed for identified Gifted students to ensure all students have an opportunity to grow and achieve at high rates	October 2019							
Assistant Director of Gifted Education (1c)	position will be created, position posted, candidates interviewed and hired	Assistant Director of Gifted Education will design and support the gifted program at Reach, as well as designing and implementing supplemental Gifted opportunities.	July 2019							
Programs to supplement instruction and support Multi Tiered Systems of Support (MTSS) - Easy CBM, Nearpod, Achieve 3000, USA Test Prep (1a, 1d)	Number of Signed agreements for licensing and training in identified supplemental programs.	Identified program tools to improve reading, math and science scores on state assessments	February 2019		Update to Board in School Leader Report at board meeting June 2019		October 2019			
Outcome Indicator										
STEM Certification	Reach will obtain certification as a STEM school	STEM certification will provide external validation of Reach's STEM model	July 2020							

Growth in state assessment scores in math and science	Reach will improve scores on state assessments for FAY students by 10% per year over the next three years		August 2019							
Growth of gifted student enrollment	Reach's population of gifted students will grow as a percentage of overall enrollment each year for the next three years		July 2020							
Link to School Action Plan:										
SMART Goal 2										
Goal Target Area: Grow and Strengthen STEM Program										
Goal 2: Reach's student participation in STEM programs and activities and performance in advanced STEM courses will meet or exceed the performance metrics outlined in the school's charter.										
Strategies, Indicators, and Progress Measures										
Strategy 2a: Reach teachers will infuse STEM content and concepts across content areas in all grades K-12										
Strategy 2b: Reach will increase cocurricular and extracurricular STEM opportunities for students in all grade bands										
Strategy 2c: Develop and Strengthen Community Partnerships focused on partnerships that grow student and staff STEM learning opportunities										
Strategy 2d: Increase Public Awareness of Reach's STEM focus										
Strategy 2e: Reach will develop a strong network of Community Coordinators who will be able to articulate Reach's STEM focus throughout the commonwealth										
	Baseline Measure		Progress Measure		Progress Measure		Progress Measure			
Implementation Indicator	Measure	Description	Projected Date	Actual Results	Projected Date	Actual Results	Projected Date	Actual Results		
Apple iPad PD (2a)	Three members of Reach staff will be ready to provide training on iPad best practices by third quarter of 19-20 SY	Reach's trainers will attend Apple Teacher training to support a Train the Trainer model of development.	January 2020							
iPads for teacher instruction (2a)	iPads and peripherals for new staff will be purchased, tagged, and readied for deployment for expected 19-20 Growth	All instructional staff receive iPads as a supplemental instructional tool for use in the virtual classroom	June 2019							

Expand Community Coordinators (2e)	Add community coordinators for 19-20SY	Community coordinators provide outreach and onboarding support in communities throughout the commonwealth	September 2019						
Closed Facebook group for LCs of Gifted students (1c, 2d)	New facebook group for gifted students created		September 2019						
Gifted Targeted Outreach (1c)	Gifted-targeted outreach activities		October 2019						
Outcome Indicator									
% of Reach students participating in STEM opportunities each year for the next three years.			33% by June 2020		35% by June 2021		38% by June 2022		
% of Reach students earning a B or better on completed Advanced STEM courses			75% by June 2020		78% by June 2021		80% by June 2022		
Link to School Action Plan:									
SMART Goal 3									
Goal Target Area: Prepare for Responsible School Growth									
Goal 3: Reach will balance the school's ongoing growth by increasing student achievement and maintaining high levels of operational performance as measured by the school's quarterly operational metrics while continuing to grow year over year.									
Strategies, Indicators, and Progress Measures									
Strategy 3a: Reach will work with Pearson Online and Blendend Learning to research and develop staff compensation and incentive measures that will allow the school to attract and retain the best staff and faculty in Pennsylvania.									
Strategy 3b: Create Partnerships with PA universities for teaching/student teaching opportunities to increase student opportunites and success in getting to and through college.									
	Baseline Measure	Progress Measure	Progress Measure	Progress Measure	Progress Measure	Progress Measure	Progress Measure	Progress Measure	Progress Measure
Implementation Indicator	Measure	Description	Projected Date	Actual Results	Projected Date	Actual Results	Projected Date	Actual Results	Actual Results
COBRA for new hires (3a)	Reach managers to have supporting documentation during offer conversations	Reach will pay for COBRA coverage during period before Reach benefits start for new hires	March 2019						
Base Salary Adjustments (3a)	Existing employees will receive base salary adjustments paid retroactive to the start of the 18-19SY	Existing employees will receive base salary adjustments paid retroactive to the start of the 18-19SY	March 2019						
Increased Base Salary for New Hires (3a)	New Hire offers are calculated with new base salary	Increase base salary to attract best qualified applicants	March 2019						

Add Dir of Multi-Tiered Student Support (3a)			July 2019							
Dir of Student Data and Assessment (3a)			July 2019							
Add Assistant Principal (3a)			July 2019							
Modify Tuition Benefit (3a)	Signed partnerships	Develop partnerships with universities for direct payment for classes taken by Reach employees	August 2019							
National Board Incentive (3a)	Program in place with supporting communications to staff	Teachers would be reimbursed for earning national board certification and receive bonus+salary increase for promised years of service	May 2019							
Wellness Package (3a)	Program in place with fitness trackers purchased for current staff and expected 19-20 SY growth		June 2019							
Teacher Recruitment (3a)	Attendance at career fairs		April 2019							
Mentor Stipends (3a)	Mentor stipends paid retroactive for 19-20 SY		May 2019							
STEM Camp Stipend (3a)	Stipend for Teachers developing and supporting STEM camps		May 2019							
Local Reach HR Support (3a)	Dedicated HR person to support Reach		May 2019							
Outcome Indicator										
Reach will move toward and match or exceed large school averages on Quarterly Metrics updates			October 2019							
YoY growth on state assessments in all tested subjects moving toward and meeting state averages										
Link to School Action Plan:										
SMART Goal 4										
Goal Target Area: Improve Partnerships for Success										
Goal 4: Increase educational opportunities for staff and students though strengthened and new partnerships										

Strategies, Indicators, and Progress Measures								
Strategy 4a: Expand Family Mentor Program to engage and support families in onboarding and developing strong online learning practices.								
Strategy 4b: Build Reach for Career Program to educate and train students in career planning, training and certification								
Strategy 4c: Board Development and Succession Planning								
Strategy 4d: Build strong relationships with organizations throughout the commonwealth to extend student and staff learning and career opportunities								
Implementation Indicator	Baseline Measure		Progress Measure		Progress Measure		Progress Measure	
	Measure	Description	Projected Date	Actual Results	Projected Date	Actual Results	Projected Date	Actual Results
Family Mentors (4a)	Increase Family Mentor numbers and increase number of new enrolling students being impacted		June 2019		October 2019		January 2020	
Leadership Position for Career Education (4b)	Design and hire Career Education leadership position		July 2019					
Planning of Reach for Career Program (4b)	Planning update		October 2019		January 2020		June 2020	
Davinci Partnership (4d)	DaVinci partnership agreement signed		February 2019					
Carnegie Partnership (4d)	partnership agreement signed		February 2019					
Board Recruitment and Development	The Board will review their practice and policies around board recruitment							
Board Recruitment and Development	The board will continue to seek board candidates to compliment their composition and to fill any vacancies as they arise.							
Outcome Indicator								
Link to School Action Plan:								



Reach Cyber Charter School
MINUTES OF THE BOARD OF DIRECTORS MEETING
Wednesday, January 16, 2019 at 9:00 a.m.

Held at the following location and via teleconference
750 East Park Drive, Suite 204
Harrisburg, PA 17111

I. Call to Order and Roll Call

Mr. Taylor called the meeting to order at 9:03 a.m. when all participants were present and able to hear each other.

Board Members Present: Paul Donecker (in person), David Taylor, Joe Harford and Dave Biondo (via phone);

Board Members Joined During Meeting: Alex Schuh;

Board Members Absent: Gail Hawkins-Bush;

Guests: Jane Swan, School Leader; Karen Yeselavage, LeeAnn Richie, Rachel Graver, Heather Berger, Cody Smith, Alicia Swope, Greg McCurdy and John McMurray, School Staff; Kevin Corcoran, Charter Choices, Financial Consultant; Megann Arthur, Pearson Online and Blended Learning (POBL) staff (in person); Rachel Parker, Nancy Wagner and Michael Hinshaw, School Staff; Pat Hennessey, Board Counsel; Andrew Pasquinilli, Amanda Jay, Tanya Lee, Mindy Whisman and Megann Arthur, POBL staff (via phone).

II. Public Comment

There were no public comments made at this time.

III. Routine Business

a. Approval of Agenda

Mr. Taylor asked the Board to review the agenda distributed prior to the meeting. There being no changes noted, a motion was made and seconded as follows:

RESOLVED, that the Agenda for the January 16, 2019 regular meeting of the Reach Cyber Charter School Board of Directors, as presented, is hereby approved.

The motion passed unanimously.

IV. Oral Reports

a. Principal's Report

i. Enrollment Update

Ms. Swan advised the Board that the most recent enrollment for the school was 2,973 students. She further reviewed trends in enrollment and withdrawals, and advised as to the number of students currently in the pipeline.

ii. Comprehensive Support and Improvement (CSI) Designation Update

Ms. Swan reminded the Board of the communication sent before the holidays regarding the school's designation by PDE as a CSI school. She provided a high level overview of the documentation provided to the state so far, as well as the on-site meetings with a PDE representative working with the school.

[Mr. Hinshaw joined the meeting at 9:07 a.m.]

Having discussed the limited availability of some members of the Board, the Board members decided to consider items requiring timely approval earlier in the meeting.

Approval of Funded Enrollment Target for the 2019-2020 School Year

Ms. Swan reviewed the proposed enrollment target for the 2019-2020 school year of 3,892 students and sought Board input in regards to the number. The Board had discussion regarding growth rates of other virtual schools in the state, and asked school leadership about any concerns regarding maintaining the same high quality of education as the school grows. There was discussion regarding special education services and programs, as well as math and science instructors need as significant focus areas as the school continues to grow; school leadership team members reviewed areas where the school looks for talent. Following this discussion, Board members agreed the proposed number was a good target to set for the upcoming school year based on staffing and budget. There being no further discussion, a motion was made and seconded as follows:

RESOLVED, that the Funded Enrollment Target for the 2019-2020 school year, as discussed, is hereby approved.

The motion passed unanimously.

Consent Items

Mr. Taylor asked the Board Members whether there were any items from the Consent Items that they wanted moved to Action Items for discussion, or tabled. There being no items moved, a motion was made and seconded as follows:

RESOLVED, the Consent Items:

- a. Approval of Minutes from the October 17, 2018 Board Meeting;
- b. Approval of Minutes from the October 17, 2018 Board Retreat;
- c. Approval of Staffing Report;
- d. Approval of Connections Education Invoice(s) for October;
- e. Approval of LiveSpeech Invoice(s); and
- f. Approval of Board President as Board Designee to Work with School Leader to Finalize Necessary Hiring to Support School Growth; are hereby approved.

The motion passed unanimously.

Financial Report

Ms. Lee reviewed the school's financial statements with the Board. She reviewed the revenue and expense statements, advising on changes since the previous months' statements. Ms. Lee further noted that all financial documents had been reviewed with the school's financial consultants prior to the meeting.

Mr. Corcoran provided an update on the school's annual financial audit progress, as well as the school's current forecast, including the anticipated fund balance.

Audit Update

This update was provided earlier in the report.

V. Strategic Plan

a. Review and Consideration of Proposal for Investments to Improve Efficacy

Ms. Swan and Mr. Pasquinilli reviewed the proposal for potential investments to improve efficacy. Ms. Swan reviewed the options line by line and provided detailed background of each proposal and the intended outcome for both student outcomes and staff success. She reviewed the potential benefits to students for each instructional program proposed, as well as the recommended initiatives that would benefit staff, both short-term and long.

[Dr. Schuh joined the meeting at 9:30 a.m.]

Mr. Pasquinilli reviewed with the Board the many proposed initiatives that focus on S.T.E.M., including day camps and other programs. Board members expressed their appreciation and support of the direction of the proposals, and indicated they would be eagerly awaiting specific initiatives and associated budgets for their approval at upcoming board meetings.

VI. Consent Items

These items were considered earlier in the meeting.

VII. Action Items

a. Approval of Funded Enrollment Target for the 2019-2020 School Year

This item was considered earlier in the meeting.

VIII. Information Items

a. State and Strategic Client Relations Update

Ms. Jay provided the Board with a brief update on recent legislative activities in the state, which may impact the school. She further advised that she would communicate planned legislative visits prior to the next meeting.

b. Budget Development Process Update

Ms. Jay reviewed the 2019-2020 budget development process with the Board. She advised the Board that the process starts with the funded enrollment target approved earlier in the meeting, and includes input from the Board and school leader. Ms. Lee further reviewed the anticipated budget development schedule, including the final budget consideration likely to be in May.

c. Partner School Leadership Team (PSLT) Update

Mr. Pasquinilli presented to the Board on behalf of Pearson Online & Blended Learning's (POBL) School Leadership Team.

i. School Operations Metrics

Mr. Pasquinilli presented to the Board on behalf of Pearson Online & Blended Learning's (POBL) School Leadership Team. He reviewed the Operations Metrics data included in the Board materials, highlighting the school's performance as compared with other POBL partnering schools of similar size and years in operation. Board members discussed metrics data with Mr. Pasquinilli.

[Ms. Jay left the meeting at 9:45 a.m.]

d. Board Training Requirements Under Act 55 Update

Ms. Arthur reminded the Board of discussion at the last meeting regarding training requirements under Act 55 for all Board members. She further reviewed the webinar and in person training consultant options, as well as the Board's earlier discussed preference to hold a retreat for the purpose of completing the online webinar together and share ideas and training opportunities. There was discussion on potential timing for the training retreat, and Ms. Arthur agreed to continue scheduling discussions at the next meeting.

Mr. Corcoran further advised that the Pennsylvania Coalition of Public Charter Schools (PCPCS) was also advertising an in-person training option for Act 55 compliance for any who require another training option.

IX. EXECUTIVE SESSION – Pursuant to 65 Pa. C.S. §§ 708(a)(1) – to discuss any matter involving the employment, appointment, termination of employment, terms and conditions of employment, evaluation of performance, promotion or disciplining of any specific prospective public officer or employee or current public officer or employee

The Board entered into an Executive Session at 9:54 a.m. The Board cited the following for entering into the Executive Session: To discuss any matter involving the employment, appointment, termination of employment, terms and conditions of employment, evaluation of performance, promotion or disciplining of any specific prospective public officer or employee or current public officer or employee, pursuant to 65 Pa. C.S. §§ 708(a)(1). Board members entered into the Executive Session via a roll call vote. Board members present were: David Taylor, Dave Biondo, Joe Harford, Alex Schuh and Paul Donecker. Guests present at the request of the Board were: Andrew Pasquinilli and Megann Arthur. All others left the meeting at this time.

Open Session resumed at 10:10 a.m. via a roll call vote. No action was taken during Executive Session.

X. **Adjournment and Confirmation of Next Meeting – Wednesday, February 20, 2019 at 9:00 a.m.**

Mr. Taylor inquired if there was any other business or discussion. There being no further business or discussion, he noted that the next meeting date is Wednesday, February 20, 2019 at 9:00 a.m. The Board being at the end of its agenda, the meeting was adjourned at 10:11 a.m.

Staffing Reports

New Hires

Name	Area	Compensation	Bonus Potential	Start Date
Gazica, Elizabeth R.	Family Relationship Coord	\$43,000.00	0.04	02/05/2019
Hawke, Casey L.	Teacher - Secondary	\$40,000.00	0.04	02/12/2019
McMurray, Megan K.	Family Relationship Coord	\$39,000.00	0.04	02/05/2019
Sands, Jean A.	Family Relationship Coord	\$44,500.00	0.04	02/05/2019
Turner, Jacob D.	Family Relationship Coord	\$44,000.00	0.04	02/05/2019
Zweig, Benjamin J.	Family Relationship Coord	\$43,000.00	0.08	02/05/2019

Departing Employees

Name	Area	Last Day Worked	Reason
Hill, Bianca	Teacher - Special Edu	01/25/2019	No Maintain Req Credntls
Repka, Royce P.	Teacher - Secondary	01/30/2019	Violated Company Policy

Promotions/Transfers

Name	Previous Position	New Position	Compensation	Bonus	Effective Date
Aberts, Sandra A.	Teacher - Special Edu	Related Services Coordina	\$52,000.00	0.05	08/23/2018
Thompson, Kimberly R.	Teacher - Special Edu	Reading Specialist	\$50,470.00	0.05	12/20/2018

Beth Gazica
135 Gass Road Pittsburgh, PA 15229
412-377-1470 (cell) | ggazica@yahoo.com

Education

Geneva College, Beaver Falls 6/1994

Major: Human Resource Management

Employment Experience

Gazica Landscaping 2011-Present

Owner

- Manage project commitments to customers and schedule completion of yards in a timely manner.
- Create the weekly schedule of employees and hire any additional contract employees needed for large projects such as painting porches, building walls, cleaning gutters, wood working, and electrical work.
- Maintain customers' lawns, hedges, and trees by cutting, weeding, and mulching to ensure overall appearance
- Communicate with customers about potential projects, estimate labor and materials, submit proposal to customer, and do quality inspections to ensure customer satisfaction.

Career Coaching/Volunteer Urban Impact Foundation 8/2016-Present

Volunteer Career Coach

- Partner with UIF organization to work one-on-one with at-risk youth on Pittsburgh's northside who are involved in UIF programming. Establish a strong collaborative working relationship with students and provide continuing support, encouragement, and active engagement, while seeking to inspire vision.
- Meet weekly to do career assessments, goal setting, college visits, listen to inspirational speakers from different career avenues, evaluate progress, search potential colleges, technical programs, or military. Assist with college applications and admission paperwork, SAT prep and scheduling. Pinpoint barriers to forward movement and implement strategic plan to continue toward growth goals.

Home School Educator 9/2000-6/2015

Salt Speech Instructor

- Primary educator for my 4 children from K-5th grade. Selected curriculum for multi-level students yearly as well as cultivated an environment for independent, self-motivated learning.
- Provided mandatory state reporting documents, evaluated yearly, and submitted portfolio to North Hills School District each year end. Submitted yearly objectives for each child per Pennsylvania state standards.
- Participated in several homeschool co-op groups. Instructed co-op students weekly in the many aspects of competitive speech. My children and students participated in local and regional competitive speech competitions.
- Established weekly schedule for each child. Instructed, evaluated, established goals, and benchmarks for their education. Provided supplemental material to enhance learning and meet varied learning styles. Scheduled field trips, group projects, sports and music activities.

ACAC Student Ministries 4/94-Present

Ministry Volunteer

- Mentor a group of diverse middle and high school students in a ministry capacity. Participate in weekly programming teaching, modeling, and instructing students in spiritual development. Established a leadership team for high school students to work alongside middle schoolers in this same capacity. Prepare weekly lessons and facilitate small group discussions to further explore spiritual concepts. Participate in youth retreats, work projects and yearly mission trips. Engage with families to support and cultivate understanding and increased spiritual development as well as roadblocks.

AT&T 5/88-4/2002

Human Resource Manager

Human Resource Admin Employee

- Responsible for new employee orientation and new hire documentation. Partnered with trainer, payroll, scheduling to ensure a smooth and seamless transition to company.
- Direct point of contact for current employees regarding employee benefits, programs, specialty assignments, transfers, leaves, employee resource room, and union grievances.
- Handled all monthly and weekly reporting as to attrition, productivity, grievances, transfers. Etc.
- Microsoft Word, Excel, PowerPoint, and Outlook.

Casey Hawke
2605 Riddle Run Road
Tarentum, PA 15084
412-638-9767
hawkecasey@gmail.com

Objective

To obtain a position that allows me to bring my enthusiasm for problem solving and creativity to work for the advancement of the company and my own career.

Education

Duquesne University Graduation: May 2016
Bachelor of Science in Education, Mathematics Cumulative QPA 3.79

Honors

Magna Cum Laude May 2016
Dean's List All semesters

Professional Experience

Secondary Math Teacher January 2017 - Current
PA Distance Learning Charter School
Utilized technology skills to improve task efficiency
Performed analysis of student data to create actionable information
Provided students with prompt feedback and constructive suggestions
Collaborated with peers to create a new course

Substitute Special Education Paraprofessional November 2016 – December 2016

Precision HR at Springdale Jr./Sr. High School
Analyzed student data
Utilize data to make critical decisions to optimize student outcomes
written communication to parents

Substitute Teacher August 2016 – November 2016

Precision HR at Springdale Jr./Sr. High School
Facilitate effective communication with students and faculty members
Manage student productivity
Worked in a fast paced environment

Related Skills

Curriculum Mapping and Design
Build Your Own Curriculum Software
Typesetting Programs
Proficient in LaTeX/MiKTeX
Business Software
Microsoft Office
Google Suite

MEGAN K.
MCMURRAY

150 Tannenbaum Way Palmyra, PA 17078
(484) 225-1364
megmcmurray61@gmail.com

CAREER OBJECTIVE

Seeking a research position in the field of psychology that will further my experience, offer challenges and allow me to contribute to the continued growth and success of the organization.

EXPERIENCE

VICTIM/WITNESS ASSISTANCE PROGRAM INTERN |
Victim/Witness Assistance Program
MAY 2017 – AUGUST 2017 / COLLEGE INTERNSHIP

Gathered research alongside the Domestic Assault Review Team (DART)
Analyzed and reviewed data through SPSS pertaining to individuals visited during DART visits and provided support to clients before, during, and after court appearances

DATA ENTRY/MAILROOM ANALYST | MAXIMUS, Inc.
PA INDEPENDENT ENROLLMENT BROKER
JUNE 2016-AUGUST 2016 / SUMMER POSITION

Trained on multiple tasks to complete large, incoming workloads
Gathered multiple client files to complete final steps of consumer eligibility
Completed all final mailings by the end of each day

DATA ENTRY/PERSONNEL | MAGELLAN HEALTH CARE
JUNE 2015-AUGUST 2015 / SUMMER POSITION

Exceeded performance metrics and impacted department-wide change regarding increased individual goals
Completed 200+ demographic information updates daily, individual goal was to complete 150 updates daily
Handled outbound calls to clients collecting missing application information

SKILLS

- Gather and analyze research
- Proficient in Microsoft Office
- Work well in team as well as independently
- Knowledge of SPSS software
- Organized with excellent written and oral communication skills
- Crisis Prevention and Intervention Training Certification

EDUCATION

B.A IN PSYCHOLOGY & B.S. IN CRIMINAL JUSTICE|
West Chester University of Pennsylvania
DEGREE OBTAINED MAY 2018
Honors: Summa Cum Laude (3.78 GPA), Member of Psi Chi Psychology Honor Society

Jean Anne Sands
236 E Logan Ave
DuBois, PA 15801
Cell: 814-590-2877

Work History

6-18 - Present On-Call Chaplain (Nights and weekends)
Penn Highlands – DuBois

Provide spiritual and emotional support to patients, families, and staff in all departments of the healthcare facility. Assist patients, families, and staff in exploring options for community services or social service agencies for their particular area of concern or need. Collaborate with nurses, doctors, and other staff, as well as, patients and families regarding patients who are being transitioned to palliative/comfort care, hospice care, and/or to skilled nursing facility or nursing home. Collaborate with social workers and case management staff regarding next step in care for patients and family support. When ethical questions arise, participate in discussions with director of pastoral care and others. Respond to hospital code calls to assist as staff and family as needed.

1-17 – 6-18 Mobile Therapist (MT)

Behavioral Advancements

Collected and analyzed data for Functional Behavioral Analysis (FBA). Connected family with community resources as needed. Collaborated and consulted with psychologist on a regular basis regarding welfare of clients and progression of treatment. Developed individualized treatment plan for child according to his/her diagnosis. Collaborated with school personnel (principals, teachers, guidance counselors, etc.), psychologists, counselors, and caretakers. Attended psychiatric, medical, and/or medication management appointments with family. Observed and/or directed interaction with client implementing interventions outlined in treatment plan. Updated/changed treatment plan as needed. Organized and facilitated ISPT meetings. Transcribed notes from treatment sessions and all meetings into formal progress notes. Compiled and completed paperwork necessary for initiating/maintaining/discharging client.

8/16 – 12-16 Therapeutic Support Specialist (TSS)

Behavioral Advancements

Modeled treatment interventions established by the MT or BSC as documented in the treatment plan. Provide specific interventions in the home, school, or community settings as outlined in the treatment plan. Support Wrap Around team, school personnel, and family's efforts to stabilize the child or adolescent. Transcribed progress notes describing each client contact and how that contact relates to treatment goals. Collaborate with other members of the treatment team and other professionals working in the home or in other community settings, and participation in inter-agency/team meetings when necessary.

4/15 – 2/16 Enrollment Administrator

Agora Cyber Charter School

Enrolled new students. Walked families through enrollment requirements, collected and conducted quality assurance checks on compliance documents, and registered families for information sessions. Worked closely with leadership in streamlining the enrollment process for families and enrollment department.

3/11 – 4/15 Family Coach / PSSA/Keystone Site Coordinator

Agora Cyber Charter School

First-point-of-contact for families and students. Conducted home visits, monitored caseload attendance and grades, and conducted mandatory state achievement testing. Coordinated site setup, staffing and student assignments, test security, and administrative requirements according to state and school regulations.

2/07 – 3/11 Owner

ProScript Services

Founded ProScript Services, a document conversion business specializing in converting files into an electronic format to help businesses save time, money, and space. Responsible for management of operations, advertising and marketing, research and development, accounting and record keeping, and supervision of two employees.

6/05 – 8/06 Radiology Transcriptionist

DuBois Regional Medical Center

Transcribed dictation by several on-site hospital radiologists for the following modalities: Plain-film radiology, ultrasound, nuclear med, MRI, fluoroscopy, CAT scan, PET scan and mammography. Work directly with techs and radiologists to assure quality control on a daily basis. Conducted quality assurance checks on transcription of radiology reports every month.

9/03 – 6/04 Executive Assistant

International Students, Inc.

Managed and interfaced multiple executive schedules, planned domestic and foreign travel for President and CEO, planned all meetings and logistics for Board of Trustees, Regional Directors' conferences, Executive Committee of the Board as well as real-time transcription and digital transcription of these meetings.

12/99 – 9/03 Administrative Assistant

Mark Twain Elementary School

Began as a Staff Assistant, performing general office duties, including keeping student records, assisting parent/guardian in enrolling and/or unenrolling students, and assisting staff of 50+ teachers. Kept attendance records for the school, and contacted parent/guardian when necessary due to excessive absences. Promoted to Administrative Assistant to the Principal and Assistant Principal. In this capacity, I supported executive level and district level functions. Additionally, served as the accountant for the school, controlling budgets, checkbooks, and all purchases.

Jacob D. Turner
 314 Jerome Avenue
 Williamsport, PA 17701
 (570) 772-6852

EDUCATION

Lock Haven University
 B.S., General Studies, December 2007
 Education Concentration
 Psychology Minor
 GPA 3.18
 Honors: Dean's List
 US NAVY

Active Duty 1995-2001 E5, Petty Officer 2nd class, Squad Leader with 9 subordinates
 NMCB-3 US Navy Seabee

- Naval Mobile Construction Battalion
- Crew leader with supervisory experience and responsibilities
- Supervised a team of soldiers on various operations
- All operations and logistical fashions of construction and demolition
- International Construction and Demolition
- Earned Honorable Discharge and Humanitarian Awards

EMPLOYMENT

Maintenance & Grounds keeping—Little League International and Williamsport High School
 November 2012-May 2017 & May 2017-Present

- Apply pesticides and chemicals including PA Pesticide Certification Type 24
- Clean grounds and related areas—gutters, drains, filters/screens, snow removal
- Maintain landscaping including lawns, fields, shrubs, mulch, fences
- Maintain tools and equipment including vehicles, small engine repair
- Maintenance and repair of equipment including oil changes, tire repair, spark plugs, etc.
- Prepare roadways, parking lots, grounds, fields using snow plows, snow blowers, shovels, salting, mowing
- Operate all vehicles, including heavy equipment, trucks, small equipment
- Work to ensure maintenance of grounds and facilities

Community Services Group—Clubhouse Rehabilitation Associate/Therapeutic Support Staff
 August 2010—November 2011

- Organized appointments and meetings to benefit clients.
- Helped to prepare and present monthly and quarterly reports,
- Reported fiscally responsible insurance billing of hours and services
- Provided one-on-one intervention to a child/adolescent in home, school and community settings
- Implemented therapeutic activities to improve the physical, cognitive, emotional, and social functioning of children and adolescents.
- Taught skills needed to enhance functional independence for community living.
- Collaborated with other members of the treatment team and other professionals working with the family and child to ensure 24 hours of continuity of care.
- Documented activities, made recommendations, use good listening skills.

Bureau of Juvenile Justice (NCSTU)—North Central Secure Treatment Unit
 November 2009—September 2010

- Counseled, mentored, and built positive relationships within a fourteen-bed substance abuse wing of a State facility.
- Demographic comprised of court-mandated residents from urban, multi-cultural backgrounds with various offenses ranging in severity.
- Employed strong communication skills needed to build relationships among colleagues, counselors, administration, family and youth.
- Diffused volatile situations using conflict resolution and anger management techniques.
- Worked as a team to provide drug and alcohol treatment programs for residents.

PA Treatment and Healing—Counselor
 2008-2009

- Provided counseling services for a diverse population of youth
- Prepared weekly, monthly and quarterly reports
- Implemented therapeutic supports

Spencer's House Inc.
 2003-2008

- Organized appointments and meetings to benefit client.
- Helped to prepare and present monthly and quarterly reports
- Provided one-on-one intervention to a child/adolescent in home, school and community settings
- Implemented therapeutic activities to improve the physical, cognitive, emotional, and social functioning of children and adolescents.
- Taught skills needed to enhance functional independence for community living.
- Collaborated with other members of the treatment team and other professionals working with the family and child to ensure 24 hours of continuity of care.
- Documented activities, made recommendations, use good listening skills.
- Medication distribution and monitoring

Benjamin Zweig

9629 West Window Way Columbia, MD 21046 (443) 852-7777 ben.zweig22@gmail.com

SUMMARY OF QUALIFICATIONS

- Fully acclimated to the daily operations of the Family Connections Coordinator department
- Extensive experience with Connexus and Salesforce
- Team leadership and live training experience in a fast paced environment
- Proficient with Microsoft Office programs

EDUCATION

Five Towns College, Dix Hills, NY

B.S., Professional Studies, 2011

Major: Business Management

Concentration: Audio Recording Technology

GPA 3.5

Related Courses: Business Solutions, Accounting, Marketing and Sales, Public Speaking and Relations, Advanced Recording Techniques, Computer Skills Training , Advanced Mixing, MIDI Applications

Howard Community College, Columbia, MD

A.A., General Studies, 2008

WORK EXPERIENCE

Connections Education September 2013-- Present

Family Connections Coordinator Team Lead - Operations

Columbia, Maryland

- Provide assistance to Family Coordinators with expert level guidance regarding enrollment and department procedures
- Generate and analyze metric data to ensure that the team is meeting department expectations and company goals
- Assist customers/parents with registration, enrollment, and post-enrollment tasks
- Handle escalated/irate callers as a first level response for Family Coordinators
- Provide mentorship upon supervisor request to Family Coordinators who require specific and specialized training for employee development
- Provide general customer service for accounts within FCC Schools
- Maintain a professional rapport with our partner schools through collaborative problem solving with complex enrollment and post-enrollment tasks
- Acting as an ambassador for Connections Academy by providing program information to potential caretakers
- Delegate tasks within the department on a daily/weekly basis
- Complete sectioning for all new students
- Respond to Emails/Voicemails in a fast paced environment
- Data entry in a fast paced environment
- Develop and present team building activities within the department

Beyerdynamic Inc. North America January 2011 – March 2012

Sales Support Specialist

Farmingdale, New York

- Warehouse management, shipping and receiving, inventory management
- Generated financial reports for internal company use
- Provided customer service for all parts and warranty inquiries
- Managed order processing for top revenue producing accounts
- Refurbished headphones by hand for resale
- Responsible for general office duties: filing, data entry, order processing
- Liaison for customer service staff in Germany
- Provided conference technology demo testing and setup of products
- Represented company as a sales associate at EAA Airventure Convention

Hank Lane Productions January 2010 – December 2011

Live Sound Engineer Intern

Hicksville, New York

- Set up complete sound systems from scratch
- Mixed wide ranges of instruments and music in a fast paced environment
- Usage of microphone techniques to utilize room acoustics
- Customer service experience with weddings and Bar Mitzvahs

Resident Assistant

Five Towns College, Dix Hills, NY August 2009 – May 2010

- Maintained order in the Residence Halls
- Community building on campus
- Participated in and created resident hall association activities

Senior Sales Representative

Portables Wireless, Lorton, VA January 2007 – May 2008

- Responsible for sales of AT&T phones and calling plans to meet team and personal goals
- Provided high level customer service
- Trained new hires

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Connections Education LLC

10960 Grantchester Way
 Columbia, MD 21044
 Phone: (443)-873-1779

Invoice

Reach Cyber Charter School
 Dave Biondo, Treasurer
 750 East Park Drive
 Suite 204
 Harrisburg PA 17111



Purchase Order No.	Customer ID	Payment Terms
2557190	0001124	NET30

QTY	Item	Description	Unit Price	Ext. Price
1.00	BENEFITS	January Service	\$175,991.38	\$175,991.38
1.00	ENROLLMENT BASED	January Service	\$1,841,008.04	\$1,841,008.04
1.00	OTHER CA CREDIT	January Service	(\$30,223.30)	(\$30,223.30)

Discount	\$0.00
Total	\$1,986,776.12

Please note invoice number 150745 on remittance. Thank you.

**Make all checks payable to Connections Education and send to:
 32369 Collection Center Dr
 Chicago, IL 60693-0323**

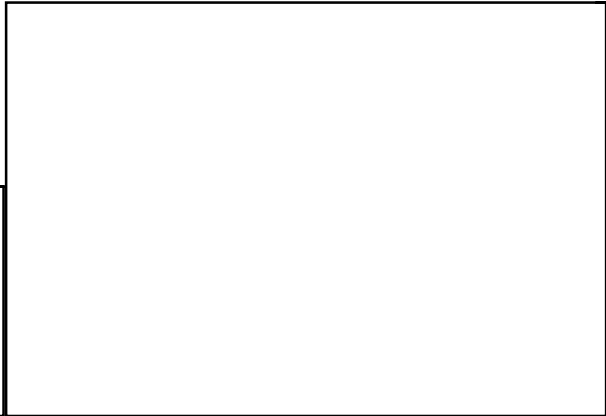
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Connections Education LLC

10960 Grantchester Way
 Columbia, MD 21044
 Phone: (443)-873-1779

Invoice

Reach Cyber Charter School-REIMB
 Dave Biondo, Treasurer
 750 East Park Drive
 Suite 204
 Harrisburg PA 17111



Purchase Order No.	Customer ID	Payment Terms
2557190	0001124R	NET30

QTY	Item	Description	Unit Price	Ext. Price
1.00	PASS THROUGH	January Service	\$185,381.81	\$185,381.81
1.00	WITHHOLDINGS	January Service	\$55,597.66	\$55,597.66

Discount	\$0.00
Total	\$240,979.47

Please note invoice number 150746 on remittance. Thank you.

**Make all checks payable to Connections Education and send to:
 32369 Collection Center Dr
 Chicago, IL 60693-0323**



CONNECTIONS EDUCATION®

Charges for the Following Period:

January 2019

Compensation Expenses

Benefits - Administration	33,518.20
Benefits - Instructional	142,473.18
	<hr/>
	175,991.38

Enrollment/Unit Based Charges

Student Technology Assistance Services	100,744.74
Student Technology Assistance Services Monthly Fee	232,092.00
Student Connexus License	257,880.00
Curriculum and Instructional Support Services	107,041.29
Curriculum and Instructional Support Services Monthly	478,920.00
Enrollment/Placement/Student Support Services	132,227.48
Enrollment/Placement/Student Support Services Monthly	110,520.00
School Operations Support Services	239,460.00
Direct Course Instruction Support	10,184.00
Professional Development Services	25,375.00
School Staff Support Services	96,425.00
School Business Support Services 1	48,055.20
Facilities Support Services	2,083.33
	<hr/>
	1,841,008.04

Pass Through Expenses 185,381.81

Withholdings 55,597.66

Credit for Non-Billable Earnings Paid By the Schools (30,223.30)

Total Amount Due \$ 2,227,755.59

Invoice	150381
Date	1/18/2019
Page	1

Connections Education LLC

10960 Grantchester Way
 Columbia, MD 21044
 Phone: (443)-873-1779

Invoice

Reach Cyber Charter School
 Dave Biondo, Treasurer
 750 East Park Drive
 Suite 204
 Harrisburg PA 17111



Purchase Order No.	Customer ID	Payment Terms
2590072	0001124	NET30

QTY	Item	Description	Unit Price	Ext. Price
89.00	REACH LIVESPEECH	Group Therapy - December	\$240.00	\$21,360.00
17.00	REACH LIVESPEECH	Individual Therapy - December	\$290.00	\$4,930.00
6.00	REACH LIVESPEECH	Initial Assessment - December	\$350.00	\$2,100.00
12.00	REACH LIVESPEECH	Initial Set-Up - December	\$60.00	\$720.00
5.00	REACH LIVESPEECH	ReEvaluation - December	\$350.00	\$1,750.00

Discount	\$0.00
Total	\$30,860.00

Please note invoice number 150381 on remittance. Thank you.

Make all checks payable to Connections Education and send to:
 32369 Collection Center Dr
 Chicago, IL 60693-0323



SUICIDE AWARENESS & PREVENTION - ACT 71

Students in Distress: Recognizing and Responding, the training course assigned to all school employees instructs individuals to report any suicide threat or concern to the School Leader and School Counselor and distinguishes between imminent (911) and non-imminent threat.

Suicide Prevention for Educators, an 8 part course consisting of 30 minute modules is part of each new staff member's onboarding tasks and training is repeated every 5 years.

Suicide Prevention Presentation with Students, an age-appropriate 2 hour mental health awareness and suicide prevention LiveLesson session presented annually in partnership with the executive director of "Please Live" to students in two groups: (1) High School and (2) Grades 7 & 8, communicated in advance along with resources to families.

Student Assistance Program (SAP), comprised of trained school personnel to help referred students overcome substance abuse, mental and/or behavioral barriers so that they may experience school and life success.

Child Welfare Issue Aware, a system used for ongoing monitoring of at-risk students to ensure safety and support.

If any act of suicide is imminent, the staff member should contact emergency services (911) in that city/county, and then contact the Director of Counseling. Contact should be maintained with the student while awaiting the authorities to arrive and a school counselor will inform the parent and/or guardian immediately that 911 has been called. The School Leader and Director of Counseling should always make one another aware of the situation and consult with the Director of Special Education, as needed.

In the event that a potential or completed suicide is reported concerning any individual connected to Reach Cyber Charter School, the protocols below should be implemented.

In the case of a suicide THREAT by a Reach Cyber Charter school student:

1. The Director of Counseling will work with the assigned school counselor or social worker to immediately contact the family and discuss the concern, providing contact information for resources identified, including the National Suicide Prevention text, call, and chat 24/7 numbers. Ensure that a safety plan is in place and outline next steps, including a follow-up date (within 24 to 48 hours).
2. The school counselor or social worker will add to the existing Child Welfare IA on this topic for the family or create a new one:



- a. Name: Reach Cyber Charter School - Student Initials, Connexus ID, Suicide Concern
 - b. System: Schools
 - c. Location: School Name
 - d. Component: Child Welfare
 - e. Type: Reach
 - f. Private: Yes
 - g. Affectee - add student
 - h. Use the due date field as a reminder for the contact, in most cases, follow-up should be within 24 to 48 hours.
3. During the follow up call, the school counselor will request permission from the family to share the information with the student's team of teachers, ensuring that confidentiality will be honored by all teachers. If the family agrees to share, teachers and relevant staff may be added to the IA, which will be used to document progress of the situation throughout the remainder of the school year and if appropriate, subsequent school years.
 4. Where hospitalization, residential care, or partial programs are utilized, staff will follow the re-entry protocol.

Students Returning to School after a Suicide Attempt (Re-Entry Protocol):

1. Obtain the authorization to release/exchange information form to talk directly to the student's hospital and outpatient treatment team (Special Education AA).
2. Meet with the student and family before the return to school, plan together what information they want shared and with whom (School Counselor).
3. Work through the safety plan as outlined in the discharge report and identify school supports and determine if social worker involvement is beneficial.
4. Create a schedule for check-ins, should be no longer than 1 week apart to start and provide ongoing monitoring.
5. Ensure that the discharge report is shared with the Special Education team, as per ChildFind guidelines.

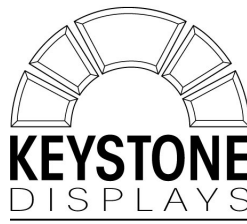
In the case of a COMPLETED suicide by a Reach Cyber Charter School student:

1. The School Leader and/or Director of Counseling should contact the family to express sympathy and offer any assistance the school can provide.
2. Director of Counseling conducts a log review and adds to the existing Child Welfare IA or creates a new one.
3. The Director of Counseling, in partnership with the School Leader, assembles all teachers/staff members connected to the student to inform of the loss with appropriate care taken in providing this notification.



- a. Be familiar with the services available through the Employee Assistance Program
4. Based upon the age of the student, the amount of time the student has been enrolled, the student's level of participation in LiveLesson sessions, field trips, and club activities, the Director of Counseling may reach out to the student's classmates and their families to share the loss and invite to open office hours for grief counseling with the team of school counselors and social workers.
5. The FCC should create a CA Withdrawal & Returns IA ticket and include Chevonne Glover and Ashley Gilbert to ensure that the Family Material Support Team does not contact the family prematurely to retrieve equipment and materials.
6. The School Leader will determine whether additional follow-up contact with the family is advised, and if so, assign the IA to ensure this contact occurs.

Quote For:
 Scott Stuccio
 Reach Cyber Charter School
 750 East Park Drive
 Suite 204
 Harrisburg, PA 17111



Quoted By:
 Thomas Hill
 Account Executive
 Date: 2/11/2019
 Quote Number: 004853
 Revision: One

Signage Needs
 (Exterior Backlit Letters and Logo)

1	Aluminum Constructed, LED Internally Illuminated 14" Letters and 48" Logo Note: Acrylic Faces - "REACH CYBER CHARTER SCHOOL" & Starboy Logo	@	\$18,550.00 ea.=	\$18,550.00
1	Labor to Remove Existing Box Sign from Building Note: Labor to Install New Individually Mounted Channel Letters	@	\$2,270.00 ea.=	\$2,270.00
1	JLG Arial Lift Rental - Includes ONE DAY with Delivery and Pickup Note: If additional time is needed, additional charges will apply	@	\$2,815.00 ea.=	\$2,815.00
1	Signage Permits and Engineered Stamp for New Signage	@	\$1,100.00 ea.=	\$1,100.00
0.75	Hour of Creative Graphic Design (Estimated) Includes 0.25/hr Already Used for Determining Letter Height	@	\$100.00 ea.=	\$75.00

Shipping, Handling and Tax are additional. (if applicable)

Total: \$24,810.00
Deposit Required: \$12,410.00

OUR TERMS: We require a 50% deposit with this signed estimate. Shipping plus applicable state and sales tax are additional. All costs are F.O.B. manufacturer. This estimate is good for 30 days from date issued. Due to the custom nature of our business, any cancelation may require a restocking fee and some items are nonreturnable. Any deviation from the above estimate will be billed accordingly. Balance, including applicable shipping and taxes, is due upon project completion and/or receipt of invoice.

ACCEPTED BY:

 ON BEHALF OF: Reach Cyber Charter School

 DATE

 PO NUMBER

AMENDMENT NO. 2 TO AGREEMENT OF LEASE

This Amendment No. 2 to Agreement of Lease is made as of the _____ day of _____, 2018 by and between BOYD & MAHONEY, a limited partnership organized and existing under the laws of Pennsylvania (herein called "Landlord"),

AND

CONNECTIONS EDUCATION LLC, a limited liability company organized and existing under the laws of the State of Delaware (herein called "Tenant").

OCCUPANCY OF TEMPORARY PREMISES

WHEREAS, Landlord and Tenant have entered into a certain Agreement of Lease dated as of July 13, 2016 and Amendment No. 1 To Agreement of Lease dated as of August 2, 2017 regarding Premises in 750 East Park Drive, Suite 201, Lower Paxton Township, Dauphin County, Harrisburg, Pennsylvania, being administration offices for its cyber charter schools and having a total 9,614± s.f. of the building.

WHEREAS, Landlord and Tenant desire to modify the Lease.

NOW, THEREFORE, the parties hereto hereby agree as follows:

Tenant shall have the right to occupy the 1,404 s.f. premises, located on the 1st floor of 750 East Park Drive as shown outlined in red on Exhibit A2 (the "Temporary Premises") on a temporary basis and on the following terms and conditions:

1. The Temporary Premises shall be taken and accepted in its present "as is" condition, and Landlord shall not be obligated to do any remodeling, renovation, or repair work with respect thereto.
2. The term of the Amendment will be month to month beginning on February 1, 2019 (the "Occupancy Date") upon all of the terms, covenants and conditions of the Lease except as otherwise provided in this Amendment.
3. Tenant shall pay rent of \$2,265.12 per month plus \$1/s.f. per month for janitorial without notice or demand, and without setoff, for subsequent monthly installments in advance on the first day of each calendar month for the Temporary Premises. Tenant has the option of canceling janitorial at its discretion. Rent shall be increased annually upward of three percent (3%) as per attached Exhibit B2 effective September 1, 2019 being conterminous with the Agreement of Lease.
4. At the time of signing this Amendment Tenant shall deposit with Landlord the sum of \$2,265.12 to be retained by Landlord as cash security for the faithful performance and observance by Tenant of the covenants, agreements and conditions of this Amendment.
5. Landlord shall have the right to enter the Temporary Premises at any time to show the same to prospective tenants.
6. Landlord and Tenant shall have the right to terminate this Amendment with thirty (30) days written notice. Tenant shall vacate the Temporary Premises and surrender the same to Landlord in the condition specified in this Amendment.
7. Tenant shall, at Tenant's sole cost and expense, relocate any trade fixtures, equipment and other personal property of Tenant from the Temporary Premises. Upon such surrender of the Temporary Premises, the Temporary Premises shall not be included as a portion of the Premises demised pursuant to this Amendment.

IN WITNESS WHEREOF, the parties hereto, intending to be legally bound hereby, have executed this Amendment No. 2 To Agreement of Lease.

Attest:

Landlord:
BOYD & MAHONEY, by its general partner
4153 MANAGEMENT INC.

By: Susan A. M. Hatfield, its President Date

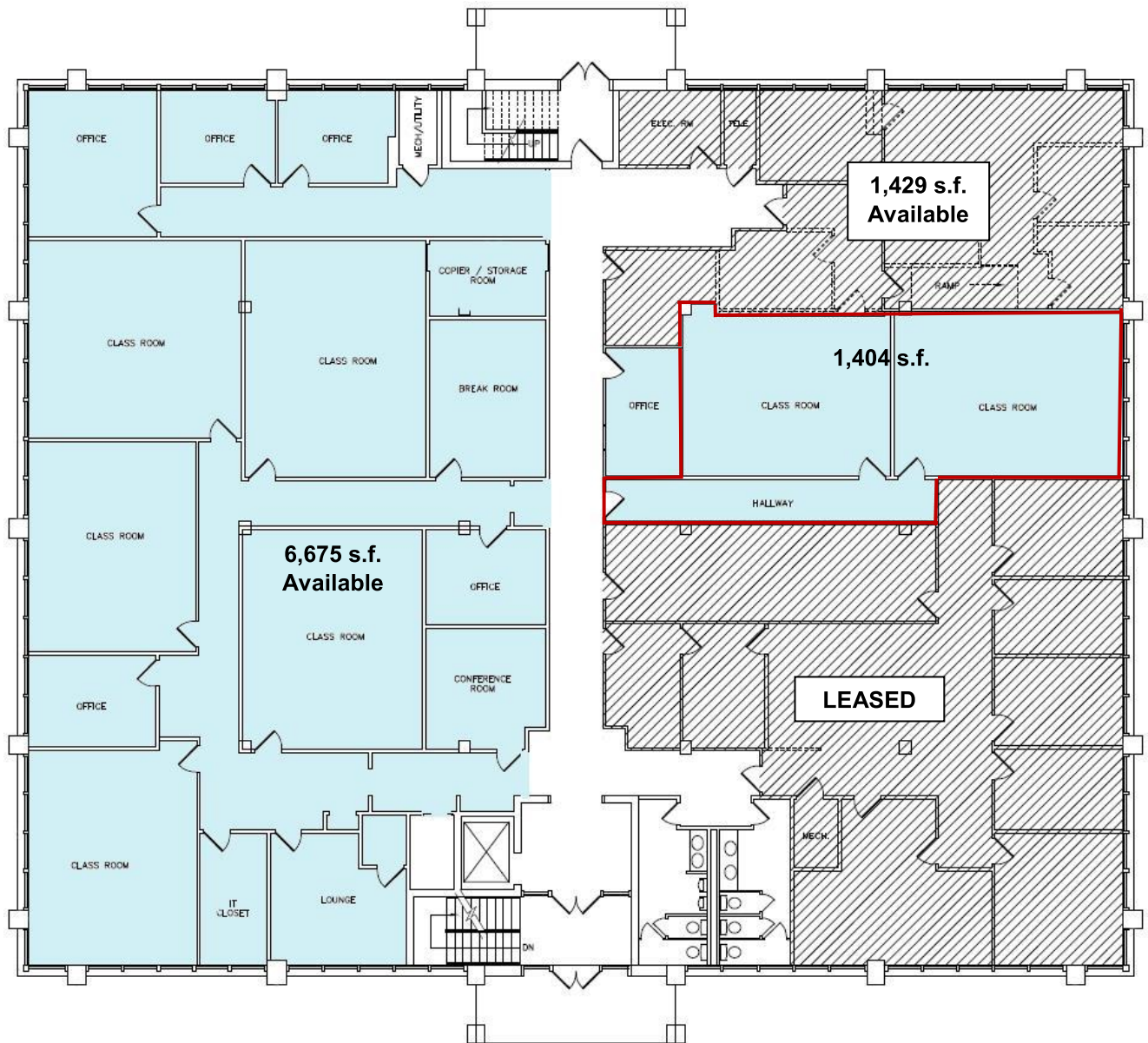
Attest:

Tenant:
CONNECTIONS EDUCATION LLC

By: _____ Date

750 East Park Drive
Harrisburg, PA 17111
1st Floor

EXHIBIT "A2"
Connections Education LLC
Amendment No. 2 To Agreement of Lease



**EXHIBIT B2
Gross Rental Schedule
Temporary Premises**

**BOYD & MAHONEY, by its general partner
4153 MANAGEMENT INC., GP**

and

CONNECTIONS EDUCATION LLC

for

**EAST PARK OFFICE CENTER
1ST FLOOR
750 EAST PARK DRIVE**

Lease Year	GROSS RENT	
	Annually	Monthly
02/01/19 - 08/31/19		\$ 2,265.12
09/01/19 - 08/31/20	\$27,996.88	\$ 2,333.07
09/01/20 - 08/31/21	\$28,836.79	\$ 2,403.07
09/01/21 - 08/31/22	\$29,701.89	\$ 2,475.16

Lease Year	JANITORIAL @ \$1.00/s.f.	
	Annually	Monthly
02/01/19 - 08/31/22	\$1,404.00	\$ 117.00

Square Feet	1,404
Rate	\$19.36
Escalation:	3.0% per annum

LANDLORD
BOYD & MAHONEY, by its general partner
4153 MANAGEMENT INC., GP

TENANT
CONNECTIONS EDUCATION LLC

BY _____
Initial

BY _____
Initial

DATE _____

DATE _____

tbc 12/18



Reach Cyber Charter School

Outreach Summary and Enrollment Metrics

February 2019

INTRODUCTION

The Family Marketing team is pleased to share the 2018–2019 Marketing Outreach Summary for Reach Cyber Charter School (Reach Cyber). The outreach plan was developed holistically in conjunction with Reach Cyber staff, the Family Marketing team, and industry experts from companies such as Google. The objective of the outreach plan is to meet the target enrollment goal approved by the Reach Cyber board by attracting and retaining Pennsylvania families. To do so, we:

- regularly gather school leader and marketing and social outreach coordinator feedback
- evaluate the local legislative, media, and competitive landscape
- review prior-year metrics for all outreach campaigns
- consider new opportunities and trends in the educational space

Informed by the results from the 2018–2019 school year, we’ve developed the 2019–2020 enrollment metrics, which have been approved by the Reach Cyber board and are included in this report.

I invite you to connect with Khoa Nguyen, Marketing Program Manager, if you have any questions or suggestions. We look forward to receiving your feedback.

Sincerely,

Vickie Vermeire
Director, Partner Marketing
Pearson Online and Blended Learning (OBL)

SUMMARY OF OUTREACH SERVICES

Pearson OBL provides marketing expertise and services to Reach Cyber Charter School.

- primary and secondary market research
- branding and advertising campaigns, digital guide, and promotional literature
- integrated multichannel communications, such as events, email, direct mail, media, print, digital, and outbound telemarketing
- comprehensive digital strategy, including school website and robust online advertising campaigns
- public relations, including national and local media, reputation management, and crisis communications
- social media strategy and management
- logistics expertise and support for community outreach
- data collection, management, and analysis
- ongoing evaluation of metrics to gauge the effectiveness of efforts
- marketing program management to develop strategy, oversee tactical execution, and facilitate communication
- campaigns to support family engagement and retention

SUMMARY OF 2018 OUTREACH ACHIEVEMENTS

1. Ran national cable television advertising, which covered every major market in Pennsylvania, generating more than 23 million impressions among women ages 25–54 at the local level.
2. Aired local cable television in key zip codes, driving an additional 2.6 million impressions within key demographic.
3. Supplemented television with awareness-building YouTube TrueView ads, reaching more than 1.4 million women ages 25–54 statewide.
4. Launched new creative campaign, Bring School to Life, in July.
5. 3,598 families learned about Reach Cyber via paid ads on search engines.
6. 115 positive/neutral news placements highlighted online school benefits, online school families, school’s partnership with Harrisburg University, etc., reaching 100 million in circulation and viewership.
7. 1,359 families learned about Reach Cyber via advertisements on Facebook and Instagram.
8. Sent 136,318 direct mail pieces.
9. Attracted more than 45,000 visitors to the Reach Cyber website [an 80 percent year-over-year (YOY) increase], converting 3,668 interested families (a 20 percent YOY increase).
10. Launched new STEM page on Reach Cyber website in September to promote the school’s STEM program. The page has attracted more than 650 visits since launching.
11. Tested a new home page design for the website in the fall to improve families’ experience across multiple devices, as well as to drive a better first impression and stronger conversions. Test produced a 12 percent lift in site conversion, resulting in a permanent update to the website in November.
12. Increased followers on Reach Cyber’s Facebook page by 31 percent.
13. Increased Club ORANGE members by 31 percent.
14. Reach Cyber earned \$7,750 (310 enrollments) through parent referrals.
15. Conducted 96 community outreach activities, in-person info sessions, social events, and online info sessions, which resulted in 254 enrollments, a 69 percent increase YOY.
16. Virtual events, Online Information Session, Online Parent Panels, and the Sneak Peek performed strongly, with a 65 percent increase in attends YOY, and resulted in 349 enrollments.

2018 NEWS HIGHLIGHTS

- press release coverage of Harrisburg University partnership—*PR Web*
- feature coverage of student Cam Anthony—*PhillyVoice*, *FOX 29 Good Day Philadelphia*
- on-site interview with STEM Coach Kaelin Anderson—*PA Live*

Harrisburg University of Science and Technology and Reach Cyber Charter School Announce Partnership for Pennsylvania Students

Unique partnership enables students to expand STEM knowledge, explore additional course offerings

HARRISBURG, PA. (PRWEB) APRIL 13, 2018

Today, Harrisburg University of Science and Technology and Reach Cyber Charter School, a statewide STEM focused online public school, announced a partnership to provide STEM related university activities, programs and course offerings to Reach Cyber students in grades K-12. It is through this partnership that students from both institutions will have the opportunity to interact with fellow peers, expand their STEM knowledge, and explore additional course



Local teen Cam Anthony to perform on FOX's 'Showtime at the Apollo'

Finalists compete for a headlining show at NYC's Apollo Theater

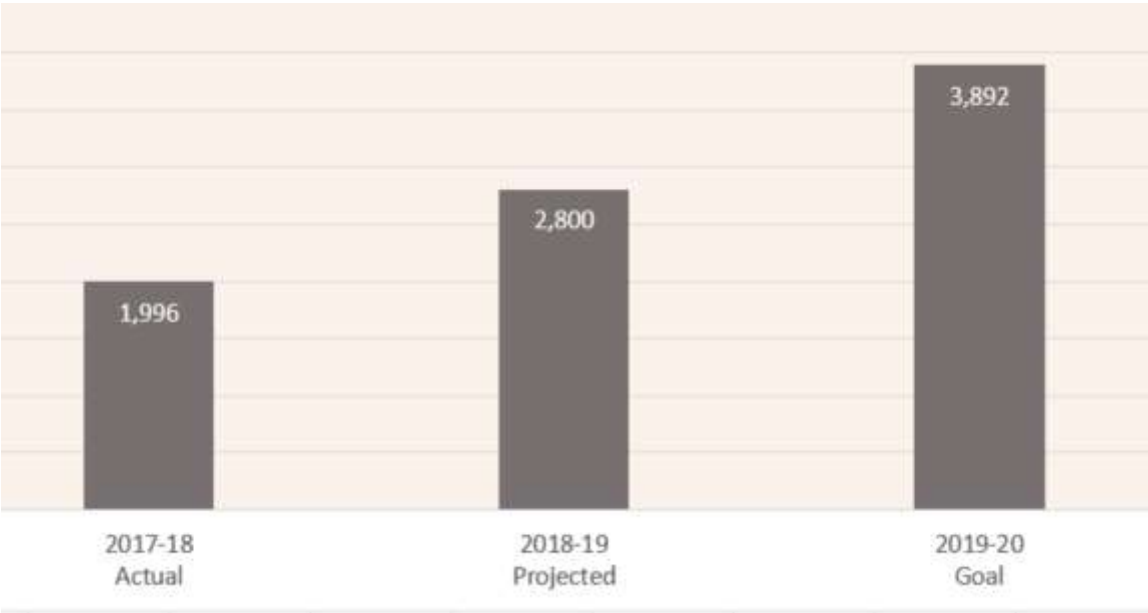
BY ASHLEY WILLIAMS
PhillyVoice Contributor



2018 SCHOOL ENROLLMENT HIGHLIGHTS

Enrollment in Reach Cyber Charter School increased by 46 percent over last year by the September 30 benchmark date. The factors that contributed to this growth were the number of returning students that grew 141 percent from last year as well as the increase of 9 percent in new applications from last year.

2019–2020 Reach Cyber Charter School Funded Enrollment (FE)



Enrollment in 2018–2019 grew by 804 FE (40 percent) from the previous year. For 2019–2020, a target enrollment of 3,892 FE has been approved by the board—growing by 1,092 full time enrollments.

2019–2020 ENROLLMENT METRICS

To achieve the targeted enrollment goal of 4,001 students by September 30, 2019, Pearson OBL will develop and execute a comprehensive marketing plan. Plan performance will be gauged against these enrollment funnel goals:

- families engaged in marketing activities: 9,310
- applications: 5,905
- conversion rate from applicant to enrolled: 36 percent
- retention rate: 73 percent

Reach Cyber 2019-2020 School Year STEM Kit Proposal

The STEM Kit costs for the 2019-2020 school year are summarized below and details for each kit are included in the following pages. This does not include the cost of shipping from Aquaphoenix to the POBL warehouse. Reach is planning to purchase enough kits to meet the enrollment expected for the entire 2019-2020 school year. We are requesting that the board approve the school to spend not more than \$1,5000,000 on STEM kits for the 2019-2020 year.

Approval at this meeting will allow Aquaphoenix to begin the build of the kits now for delivery to the POBL warehouse by the middle of May and available for delivery for the year-round sessions in July.

Grade Band	Cost Per Kit	Quantity Kits for 19-20SY	Total Cost
K-2	\$190.76	1000	\$190,760.00
3-5	\$168.76	1100	\$185,636.00
6-8	\$193.93	1750	\$339,377.50
9-12	\$160.19	2600	\$416,494.00
Grand Total			\$1,132,267.50

STEM Kits Grades K-2				
Item	Part #	Qty Per Kit	Price	Extended Price
Pipe cleaners, 100pk	PC-5010-100PK	1	\$ 1.27	\$ 1.27
Construction paper, 50pk	CP-5006-50PK	1	\$ 1.52	\$ 1.52
Marbles, glass, 5/8"	MB-5058-G	10	\$ 0.11	\$ 1.07
Pipe insulation	IN-5100-6FT	1	\$ 1.76	\$ 1.76
Bamboo skewers, 100pk	SK-5211-100PK	1	\$ 2.39	\$ 2.39
Craft sticks, 1000pk	CS-5631-1000PK	1	\$ 10.40	\$ 10.40
Yarn, skein, any color	YN5119	1	\$ 2.60	\$ 2.60
Ruler, plastic 12"	RI-5000-P	1	\$ 0.29	\$ 0.29
Rubber bands, assorted, 1/4lb bag	RB-5054-1/4LB	1	\$ 0.76	\$ 0.76
Cups, 16oz plastic, 50pk (other sizes available)	CC-5016-50PK	1	\$ 3.20	\$ 3.20
Measuring cups, set	MC-5106-SET	2	\$ 1.35	\$ 2.69
Measuring spoons, set	SP-5400-SET	2	\$ 1.03	\$ 2.05
Tape, clear	TP-5029-C	1	\$ 0.60	\$ 0.60
Tape, masking	TP-5025-M	1	\$ 0.88	\$ 0.88
Duct tape	DT-5030-C	1	\$ 0.80	\$ 0.80
Cardboard tubes, 2"x12"L	MT-5082-T	1	\$ 0.72	\$ 0.72
Paperclips, 100/bx	PC-5000-S	1	\$ 0.36	\$ 0.36
Cotton balls, 100pk	CB-5001-100PK	1	\$ 1.33	\$ 1.33
Coffee filters, 200pk	CF-5881-P	1	\$ 2.00	\$ 2.00
Foam sheets, 9x12", 6pk	FM-5005-6PK	1	\$ 1.47	\$ 1.47
Styrofoam balls, 2" dia (other sizes available)	BS-5302-S	4	\$ 0.23	\$ 0.91
Index cards, 100pk	IN-5440-100PK	1	\$ 0.53	\$ 0.53
HOT Glue Gun (mini)	GL-5050-W	1	\$ 4.13	\$ 4.13
mini glue sticks for glue gun	GL-5051-15PK	1	\$ 1.47	\$ 1.47
Base Ten Starter Set (100 unit cubes, 30 rods, 10 flats)	CG-5016-SET	1	\$ 13.17	\$ 13.17
Ping Pong Balls	BP5000	6	\$ 0.09	\$ 0.56
Golf Balls	BG-5000-G	1	\$ 0.80	\$ 0.80
Tennis Balls	TB5144	1	\$ 1.04	\$ 1.04
Wikki Stix, 24pk, assorted 8"	WK-5001-P	1	\$ 3.33	\$ 3.33
Q-tips (100)	CS-5050-100PK	1	\$ 1.33	\$ 1.33
Clothes pin, wooden	CL5500	10	\$ 0.03	\$ 0.27

STEM Kits Grades 3-5

Item	Part #	Qty Per Kit	Price	Extended Price
Pipe cleaners, 100pk	PC-5010-100PK	1	\$ 1.27	\$ 1.27
Construction paper, 50pk	CP-5006-50PK	1	\$ 1.52	\$ 1.52
Marbles, glass, 5/8"	MB-5058-G	10	\$ 0.11	\$ 1.07
Pipe insulation	IN-5100-6FT	1	\$ 1.76	\$ 1.76
Craft sticks, 1000pk	CS-5631-1000PK	1	\$ 10.40	\$ 10.40
Batteries, AA, 8pk	BA-5800-8PK	1	\$ 2.56	\$ 2.56
Battery holders, for AA	BH-5016-P	1	\$ 0.97	\$ 0.97
Alligator clip leads, 12", 2pk	AC-5002-2PK	1	\$ 0.63	\$ 0.63
Dowel rods, 12"L, 10pk	DR5014-10PK	1	\$ 1.59	\$ 1.59
Yarn, skein, any color	YN5119	1	\$ 2.60	\$ 2.60
Ruler, plastic 12"	RI-5000-P	1	\$ 0.29	\$ 0.29
Rubber bands, assorted, 1/4lb bag	RB-5054-1/4LB	1	\$ 0.76	\$ 0.76
Cups, 16oz plastic, 50pk (other sizes available)	CC-5016-50PK	1	\$ 3.20	\$ 3.20
Measuring cups, set	MC-5106-SET	1	\$ 1.35	\$ 1.35
Measuring spoons, set	SP-5400-SET	1	\$ 1.03	\$ 1.03
Tape, clear	TP-5029-C	1	\$ 0.60	\$ 0.60
Tape, masking	TP-5025-M	1	\$ 0.88	\$ 0.88
Duct tape	DT-5030-C	1	\$ 0.80	\$ 0.80
Cardboard tubes, 2"x12"L	MT-5082-T	1	\$ 0.72	\$ 0.72
Paperclips, 100/bx	PC-5000-S	1	\$ 0.36	\$ 0.36
Binder clips	BC5103	12	\$ 0.05	\$ 0.64
Cotton balls, 100pk	CB-5001-100PK	1	\$ 1.33	\$ 1.33
Coffee filters, 200pk	CF-5881-P	1	\$ 2.00	\$ 2.00
Foam sheets, 9x12", 6pk	FM-5005-6PK	1	\$ 1.47	\$ 1.47
Styrofoam balls, 2" dia (other sizes available)	BS-5302-S	4	\$ 0.23	\$ 0.91
Index cards, 100pk	IN-5440-100PK	1	\$ 0.53	\$ 0.53
HOT Glue Gun (mini)	GL-5050-W	1	\$ 4.13	\$ 4.13
mini glue sticks for glue gun	GL-5051-15PK	1	\$ 1.47	\$ 1.47
Ping Pong Balls	BP5000	6	\$ 0.09	\$ 0.56
Q-tips (100)	CS-5050-100PK	1	\$ 1.33	\$ 1.33
Clothes pin, wooden	CL5500	10	\$ 0.03	\$ 0.27

100 plastic straws	ST5032-100PK	1	\$ 1.20	\$ 1.20
Aluminum foil (25 feet) small roll	AL-5408-R	1	\$ 1.67	\$ 1.67
25 ziploc plastic bag (sandwich)	ZB-5066-50PK	1	\$ 1.68	\$ 1.68
small kitchen sponge (4pack)	DS5932-4PK	1	\$ 2.56	\$ 2.56
toothpicks (100)	TI-5020-P	1	\$ 1.32	\$ 1.32
fabric tape measure (metric included)	RM-5000-T	1	\$ 0.27	\$ 0.27
plastic funnel	FN-5110-P	1	\$ 0.85	\$ 0.85
sandpaper square (200 grit +)	SP-5080-EF	1	\$ 0.60	\$ 0.60
protractor	PT-5180-P	1	\$ 0.21	\$ 0.21
plastic beaker or liquid measuring cup (500ml)	BK-5500-P	1	\$ 1.95	\$ 1.95
Graph paper, 50 sheet pack	GP-5663-50PK	1	\$ 1.56	\$ 1.56
Aluminum pie plates, 9" Dia	AL-5209-P	3	\$ 0.12	\$ 0.36
Seeds, beans, 4 oz	SE-5026-4OZ	1	\$ 2.60	\$ 2.60
Seeds, ryegrass, 1 oz	SE-5042-1OZ	1	\$ 0.86	\$ 0.86
Seeds, radish, packet	RS-5000-P	1	\$ 1.41	\$ 1.41
Peat soil pellets		10	\$ 0.11	\$ 1.14
Cardboard Box		1	\$ 4.00	\$ 4.00
Labor/Kitting fees		1	\$ 24.33	\$ 24.33
Labels		2	\$ 0.75	\$ 1.50

Kit Total \$ 99.06

Book Total \$ 69.70

Total Kit cost per student 3-5 \$ 168.76

Books	ISBN	Price
The Math Curse	978-0670861941	\$10.30
Who Was Ben Franklin	978-0448424958	\$3.43
Superstats: Mega Structures	978-1499802412	\$6.87
How They Came to Be	978-0385320436	\$6.52
<i>Day</i>	978-1419725586	\$10.28
<i>The Brilliant Deep</i>	978-1452133508	\$10.50
<i>Spring after Spring</i>	978-1626728196	\$10.48
<i>What Do You Do with a Problem</i>	978-1943200009	\$11.32

\$69.70 Book Total

STEM Kits Grades 6-8					
Item	Part #	Qty Per Kit	Price	Extended Price	
Glue sticks	GL-5074-W	3	\$ 0.41	\$	1.24
Marbles, glass, 5/8"	MB-5058-G	10	\$ 0.11	\$	1.07
Pipe insulation	IN-5100-6FT	1	\$ 1.76	\$	1.76
Craft sticks, 1000pk	CS-5631-1000PK	1	\$ 10.40	\$	10.40
Batteries, AA, 8pk	BA-5800-8PK	1	\$ 2.56	\$	2.56
Battery holders, for AA	BH-5016-P	1	\$ 0.97	\$	0.97
Alligator clip leads, 12", 2pk	AC-5002-2PK	1	\$ 0.63	\$	0.63
Knife switch	EC-5000-S	1	\$ 1.73	\$	1.73
Light bulbs, mini, 10pk	LP-5004-10PK	1	\$ 1.60	\$	1.60
Bulb holders, mini	EC-5002-P	2	\$ 0.41	\$	0.83
Motor, mini, DC	MM-5336-M	1	\$ 0.99	\$	0.99
Propellers	PR-5000-S	1	\$ 2.07	\$	2.07
Dowel rods, 12"L, 10pk	DR5014-10PK	1	\$ 1.59	\$	1.59
Ruler, plastic 12"	RI-5000-P	1	\$ 0.29	\$	0.29
Rubber bands, assorted, 1/4lb bag	RB-5054-1/4LB	1	\$ 0.76	\$	0.76
Cups, 16oz plastic, 50pk (other sizes available)	CC-5016-50PK	1	\$ 3.20	\$	3.20
Tape, clear	TP-5029-C	1	\$ 0.60	\$	0.60
Tape, masking	TP-5025-M	1	\$ 0.88	\$	0.88
Duct tape	DT-5030-C	1	\$ 0.80	\$	0.80
Cardboard tubes, 2"x12"L	MT-5082-T	1	\$ 0.72	\$	0.72
Paperclips, 100/bx	PC-5000-S	1	\$ 0.36	\$	0.36
Binder clips	BC5103	12	\$ 0.05	\$	0.64
Coffee filters, 200pk	CF-5881-P	1	\$ 2.00	\$	2.00
Styrofoam balls, 2" dia (other sizes available)	BS-5302-S	4	\$ 0.23	\$	0.91
Cotton twine, ball	KS-5230-C	1	\$ 1.39	\$	1.39
HOT Glue Gun (mini)	GL-5050-W	1	\$ 4.13	\$	4.13
mini glue sticks for glue gun	GL-5051-15PK	1	\$ 1.47	\$	1.47
Ping Pong Balls	BP5000	6	\$ 0.09	\$	0.56
Golf Balls	BG-5000-G	1	\$ 0.80	\$	0.80
Tennis Balls	TB5144	1	\$ 1.04	\$	1.04
Clothes pin, wooden	CL5500	10	\$ 0.03	\$	0.27

100 plastic straws	ST5032-100PK	1	\$	1.20	\$	1.20
1 roll plastic wrap (saran)	PW-5201-R	1	\$	2.39	\$	2.39
Aluminum foil (25 feet) small roll	AL-5408-R	1	\$	1.67	\$	1.67
25 ziploc plastic bag (sandwich)	ZB-5066-50PK	1	\$	1.68	\$	1.68
small kitchen sponge (4pack)	DS5932-4PK	1	\$	2.56	\$	2.56
toothpicks (100)	TI-5020-P	1	\$	1.32	\$	1.32
food coloring (4pack)	FC-5937-P	1	\$	2.41	\$	2.41
Balloons, 25/bag	BL-5200-25PK	1	\$	1.33	\$	1.33
fabric tape measure (metric included)	RM-5000-T	1	\$	0.27	\$	0.27
flash light	FL-4780-M	1	\$	3.80	\$	3.80
Die Cast cars	CA-5889-H	1	\$	1.47	\$	1.47
Metal washers, 100pk,	HW-5012-100PK	1	\$	2.67	\$	2.67
small pebbles smooth(1lb.)	AG-5101-1LB	1	\$	2.13	\$	2.13
sandpaper square (200 grit +)	SP-5080-EF	1	\$	0.60	\$	0.60
protractor	PT-5180-P	1	\$	0.21	\$	0.21
drawing compass	DC-5001-C	1	\$	0.55	\$	0.55
Plastic test tubes with screw on lids	TT-5031-EA	3	\$	0.08	\$	0.24
Metal tweezers	FC-5000-M	1	\$	0.80	\$	0.80
Magnet, Bar, Ceramic, 1.5"L	MG-50120-B	2	\$	0.45	\$	0.91
Push pins, 100pk	PP-5836-100PK	1	\$	0.88	\$	0.88
Aluminum pie plates, 9" Dia	AL-5209-P	3	\$	0.12	\$	0.36
circular magnets - 3/4-inch	MG-5011-D	10	\$	0.19	\$	1.86
TI-30X IIS scientific calculator		1	\$	15.29	\$	15.29
pulley - 2 pack	PL-5000-2PK	1	\$	1.69	\$	1.69
index cards (pack of 100)	IN-5440-100PK	1	\$	0.76	\$	0.76
dominos (wood, regular size) - set of 28	DM-5028-S	1	\$	1.89	\$	1.89
digital scale, 600 G X 0.1 G	SC-5002-D	1	\$	7.07	\$	7.07
AAA batteries for digital scale (pack of 8)	BA5803	1	\$	0.50	\$	0.50
Cardboard Box		1	\$	4.00	\$	4.00
Labor/Kitting fees		1	\$	24.33	\$	24.33
Labels		2	\$	0.75	\$	1.50
				Kit Total	\$	136.55
				Book Total		\$57.38

Total Kit cost per student 6-8 \$ 193.93

Books	ISBN	Price
<i>When You Reach Me by Rebecca Stead</i>	978-0375850868	\$4.57
<i>Astronaut-Aquanaut (fits with 7th grade LA curric)</i>	978-1426328671	\$5.14
<i>Calling All Minds by Temple Grandin</i>	978-1524738204	\$10.84
<i>John O'Brien</i>	978-0385320436	\$6.52
<i>How We Got to Now by Steven Johnson</i>	978-0425287781	\$11.42
<i>Janice VanCleave's Engineering for Every Kid</i>	978-0471471820	\$8.61
<i>Rube Goldberg's Simple Normal Humdrum School Day</i>	978-1419725586	\$10.28

\$57.38

STEM Kits Grades 9-12

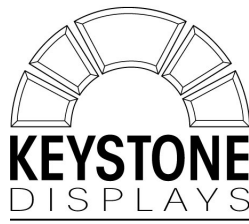
Item	Part #	Qty Per Kit	Price	Extended Price
Marbles, glass, 5/8"	MB-5058-G	10	\$ 0.11	\$ 1.07
Pipe insulation	IN-5100-6FT	1	\$ 1.76	\$ 1.76
Craft sticks, 100pk	CS-5631-P	1	\$ 1.83	\$ 1.83
Batteries, AA, 8pk	BA-5800-8PK	1	\$ 2.56	\$ 2.56
Battery holders, for AA	BH-5016-P	1	\$ 0.97	\$ 0.97
Alligator clip leads, 12", 2pk	AC-5002-2PK	1	\$ 0.63	\$ 0.63
Knife switch	EC-5000-S	1	\$ 1.73	\$ 1.73
Light bulbs, mini, 10pk	LP-5004-10PK	1	\$ 1.60	\$ 1.60
Bulb holders, mini	EC-5002-P	2	\$ 0.41	\$ 0.83
Motor, mini, DC	MM-5336-M	1	\$ 0.99	\$ 0.99
Propellers	PR-5000-S	1	\$ 2.07	\$ 2.07
Dowel rods, 12"L, 10pk	DR5014-10PK	1	\$ 1.59	\$ 1.59
Ruler, plastic 12"	RI-5000-P	1	\$ 0.29	\$ 0.29
Rubber bands, assorted, 1/4lb bag	RB-5054-1/4LB	1	\$ 0.76	\$ 0.76
Cups, 16oz plastic, 10pk	CC-5016-10PK	1	\$ 1.32	\$ 1.32
Measuring cups, set	MC-5106-SET	1	\$ 1.35	\$ 1.35
Measuring spoons, set	SP-5400-SET	1	\$ 1.03	\$ 1.03
Tape, clear	TP-5029-C	1	\$ 0.60	\$ 0.60
Tape, masking	TP-5025-M	1	\$ 0.88	\$ 0.88
Duct tape	DT-5030-C	1	\$ 0.80	\$ 0.80
Paperclips, 100/bx	PC-5000-S	1	\$ 0.36	\$ 0.36
Binder clips	BC5103	12	\$ 0.05	\$ 0.64
Cotton balls, 100pk	CB-5001-100PK	1	\$ 1.33	\$ 1.33
Coffee filters, 200pk	CF-5881-P	1	\$ 2.00	\$ 2.00
Airline tubing, 25ft	AT-5000-25FT	1	\$ 5.05	\$ 5.05
Syringes, 30cc, no needle	SY-2030-S	1	\$ 0.85	\$ 0.85
Styrofoam balls, 2" dia (other sizes available)	BS-5302-S	4	\$ 0.23	\$ 0.91
Cotton twine, ball	KS-5230-C	1	\$ 1.39	\$ 1.39
HOT Glue Gun (mini)	GL-5050-W	1	\$ 4.13	\$ 4.13
mini glue sticks for glue gun	GL-5051-15PK	1	\$ 1.47	\$ 1.47
Ping Pong Balls	BP5000	6	\$ 0.09	\$ 0.56

Golf Balls	BG-5000-G	1	\$	0.80	\$	0.80
Tennis Balls	TB5144	1	\$	1.04	\$	1.04
Clothes pin, wooden	CL5500	10	\$	0.03	\$	0.27
100 plastic straws	ST5032-100PK	1	\$	1.20	\$	1.20
Aluminum foil (25 feet) small roll	AL-5408-R	1	\$	1.67	\$	1.67
Ziploc plastic bag (quart), 24/bx	ZB-5067-BX	1	\$	3.84	\$	3.84
small kitchen sponge (4pack)	DS5932-4PK	1	\$	2.56	\$	2.56
toothpicks (100)	TI-5020-P	1	\$	1.32	\$	1.32
food coloring (4pack)	FC-5937-P	1	\$	2.41	\$	2.41
Balloons, 25/bag	BL-5200-25PK	1	\$	1.33	\$	1.33
fabric tape measure (metric included)	RM-5000-T	1	\$	0.27	\$	0.27
nitrile gloves (5 pairs)	SG-5001-10PK	1	\$	2.20	\$	2.20
Die Cast cars	CA-5889-H	1	\$	1.47	\$	1.47
Metal washers, 50pk,	HW-5012-50PK	1	\$	2.00	\$	2.00
small pebbles smooth(1lb.)	AG-5101-1LB	1	\$	2.13	\$	2.13
sandpaper square (200 grit +)	SP-5080-EF	1	\$	0.60	\$	0.60
spring scale (250 gram)	SC-5025-S	1	\$	1.35	\$	1.35
mesh metal strainer with handle (cup size)	WS-5001-M	1	\$	2.83	\$	2.83
protractor	PT-5180-P	1	\$	0.21	\$	0.21
drawing compass	DC-5001-C	1	\$	0.55	\$	0.55
Plastic test tubes with screw on lids	TT-5031-EA	3	\$	0.08	\$	0.24
Graph paper, 50 sheet pack	GP-5663-50PK	1	\$	1.56	\$	1.56
Metal tweezers	FC-5000-M	1	\$	0.80	\$	0.80
Modeling clay, 4 color pack	CM-5004-P	1	\$	1.13	\$	1.13
graduated cylinder (100ml)	CY-5100-P	1	\$	1.13	\$	1.13
plastic petri dish (not sterile)	PD-5000-P	5	\$	0.25	\$	1.27
Thermometer	TH-5014-E	3	\$	0.71	\$	2.12
safety glasses (adult)	SG-5108-P	1	\$	0.83	\$	0.83
Disposable diaper, 5pk	DD-5001-5PK	1	\$	1.33	\$	1.33
Magnet, Bar, Ceramic, 1.5"L	MG-50120-B	2	\$	0.45	\$	0.91
Push pins, 100pk	PP-5836-100PK	1	\$	0.88	\$	0.88
Black plastic vial, snap cap, 19 Dram	VL-5019-B	1	\$	0.21	\$	0.21
pH paper	PH-5052-P	1	\$	1.33	\$	1.33

Aluminum pie plates, 9" Dia	AL-5209-P	3	\$	0.12	\$	0.36
STEM Journal	LN-5102-W	1	\$	1.34	\$	1.34
Cardboard Box		1	\$	4.00	\$	4.00
Labor/Kitting fees		1	\$	30.87	\$	30.87
Labels		2	\$	0.75	\$	1.50
				Kit Total	\$	125.20
				Book Total		\$34.99
				Total Kit cost per student 9-12	\$	160.19

Books:	ISBN	Price
<i>Lord of the Flies</i>	978-0399501487	\$5.68
<i>The Martian</i>	978-0553418026	\$8.56
<i>Day</i>	978-1419725586	\$10.28
<i>The Disappearing Spoon (Young Readers Edition)</i>	978-0316388283	\$10.47
		\$34.99

Quote For:
 Scott Stuccio
 Reach Cyber Charter School
 750 East Park Drive
 Suite 204
 Harrisburg, PA 17111



Quoted By:
 Thomas Hill
 Account Executive
 Date: 2/13/2019
 Quote Number: 004853
 Revision: Two

Signage Needs

(Exterior Backlit Letters and Logo)

1	Aluminum Constructed, LED Internally Illuminated 14" Letters and 48" Logo Note: Acrylic Faces - "REACH CYBER CHARTER SCHOOL" & Starboy Logo	@ \$18,550.00 ea.=	\$18,550.00
1	Labor to Install New Individually Mounted Channel Letters	@ \$2,270.00 ea.=	\$2,270.00
1	JLG Arial Lift Rental - Includes ONE DAY with Delivery and Pickup Note: If additional time is needed, additional charges will apply	@ \$2,815.00 ea.=	\$2,815.00
1	Signage Permits and Engineered Stamp for New Signage	@ \$1,100.00 ea.=	\$1,100.00
0.75	Hour of Creative Graphic Design (Estimated) Includes 0.25/hr Already Used for Determining Letter Height	@ \$100.00 ea.=	\$75.00

**Shipping, Handling and Tax
 are additional. (if applicable)**

**Total: \$24,810.00
 Deposit Required: \$12,410.00**

OUR TERMS: We require a 50% deposit with this signed estimate. Shipping plus applicable state and sales tax are additional. All costs are F.O.B. manufacturer. This estimate is good for 30 days from date issued. Due to the custom nature of our business, any cancelation may require a restocking fee and some items are nonreturnable. Any deviation from the above estimate will be billed accordingly. Balance, including applicable shipping and taxes, is due upon project completion and/or receipt of invoice.

ACCEPTED BY:

 ON BEHALF OF: Reach Cyber Charter School

 DATE

 PO NUMBER