



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, April 21, 2021 at 9:00 a.m.

Meeting Location:

750 East Park Drive, Suite 204
Harrisburg, PA 17111

-And via teleconference-

1(800) 747-5150; Code 703-4511#

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. School Leader's Report (MSR attached) – J. Swan
 - i. Senate Education Hearing Update (attached)
 - ii. Enrollment and Staffing Update
 - iii. State Testing Update
 - iv. CSI Update
 - b. Financial Report (attached) – K. Yeselavage
 - i. RFP Process for Large Expenditures (attached)

- V. Consent Items
 - a. Approval of Minutes from the January 27, 2021 Special Board Meeting (attached)
 - b. Approval of Minutes from the February 17, 2021 Board Meeting (attached)
 - c. Approval of Minutes from the March 24, 2021 Special Board Meeting (attached)
 - d. Approval of Staffing Report (attached)
 - e. Approval of OBL Invoice(s) for February and March (attached)
 - f. Approval of CLA Intacct Agreement for Accounting Software (attached)

- VI. Action Items
 - a. Approval of Outreach Recruitment Target for the 2021-2022 School Year – J. Swan

- VII. Information Items
 - a. Outreach Plan for the 2021-2022 School Year (attached) – S. Stuccio
 - b. State Account Relations (STAR) Update – L. Johnson
 - i. Policy Maker Outreach Project – S. Stuccio
 - c. Partner School Leadership Team (PSLT) Update – M. Brown
 - i. School Operations Metrics (attached)
 - ii. Services Spotlight: PSLT – What We Do (attached)
 - d. Board Relations Update: Board Planning for the 2021-2022 School Year
 - i. Proposed Meeting Schedule
 - ii. Board Composition
 - iii. In-Person Meetings/ Dinner/ Retreat Options

- VIII. Strategic Planning
 - a. Approval of MOUs with Local Universities – J. Swan
 - i. Lycoming College (attached)
 - ii. Temple University (attached)
 - b. Approval of Agreements for Career Partnerships – J.D. Smith
 - i. KML Carpenters Apprenticeship and Training Fund (attached)
 - c. Approval of Mobile Lab Proposal (attached) – A. Gribbin

- 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 – D. Taylor/ P. Hennessey

- X. Adjournment and Confirmation of Next Meeting – Wednesday, May 19, 2021 at 9:00 a.m.

MONTHLY SCHOOL REPORT

School & Date Selection

School

Reach Cyber Charter School

Report Date

March 31, 2021

Currently Enrolled

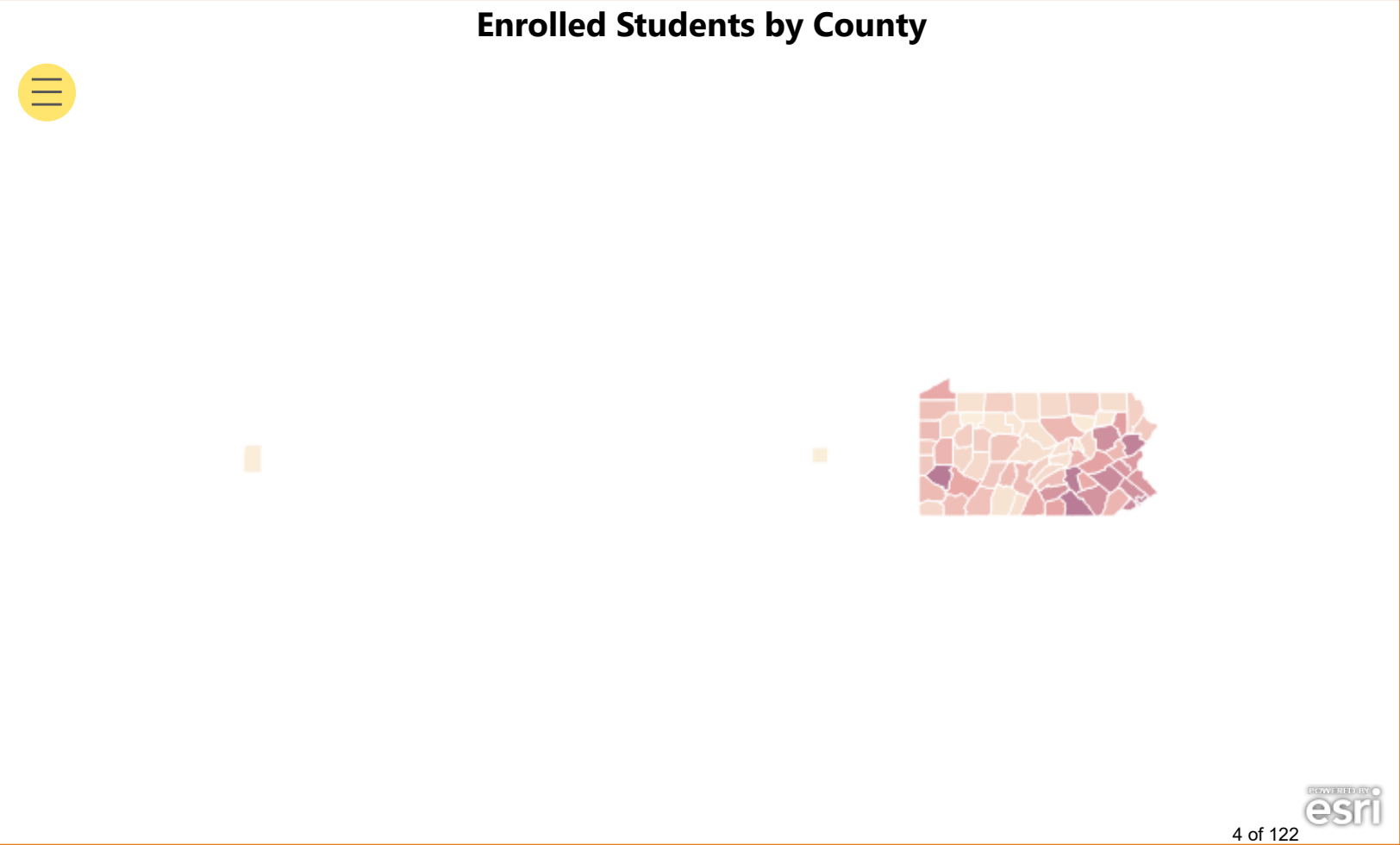
8703

Total YTD Enrolled

10710

Enrollment Services Complete (Stage 4)

10924



Reach Cyber Charter School

March 31, 2021

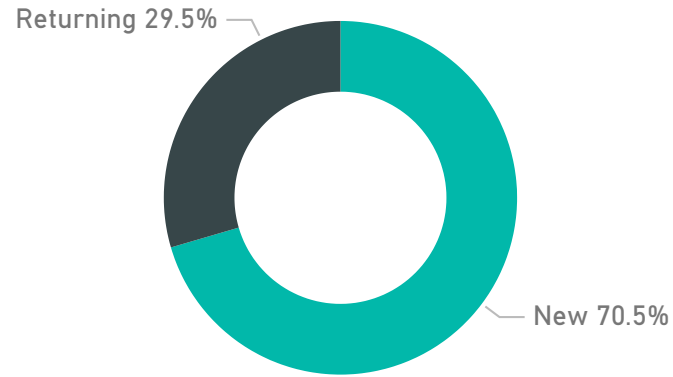
Current Enrollment Month-Over-Month Change

-1%

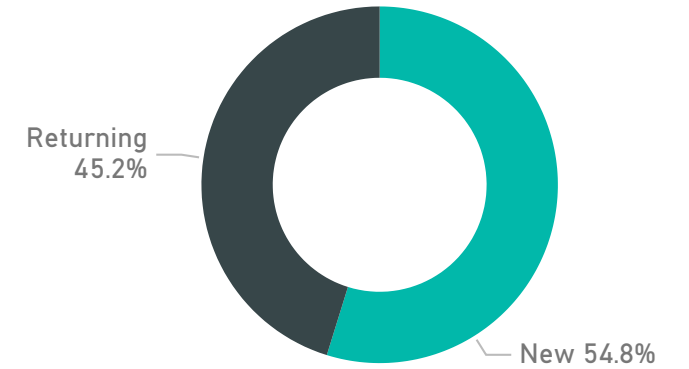
Current Enrollment Year-Over-Year Change

131%

New and Returning

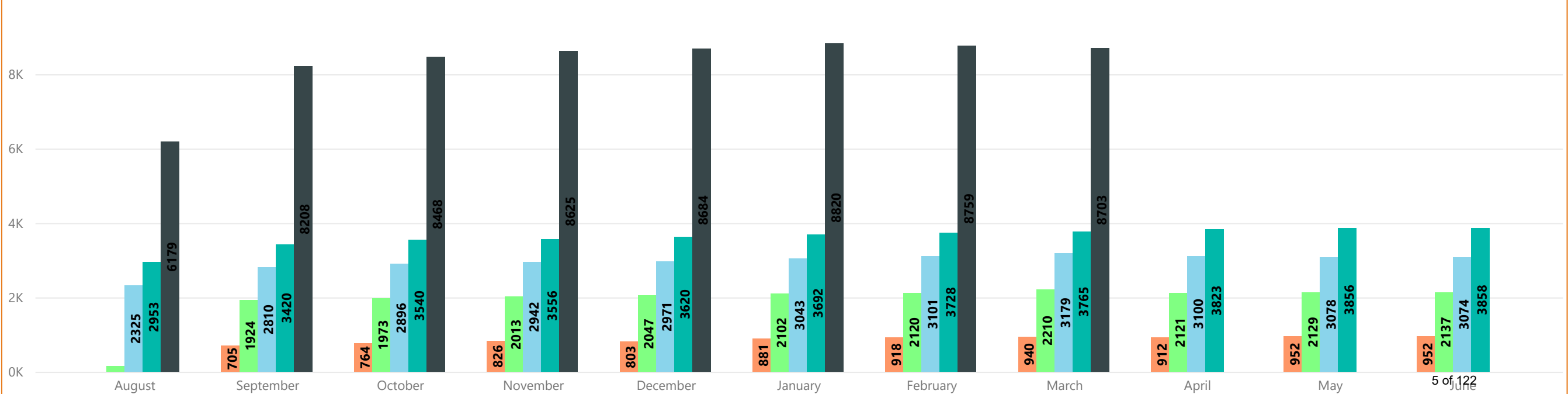


New and Returning Prior Year



Monthly Student Current Enrollment Comparison

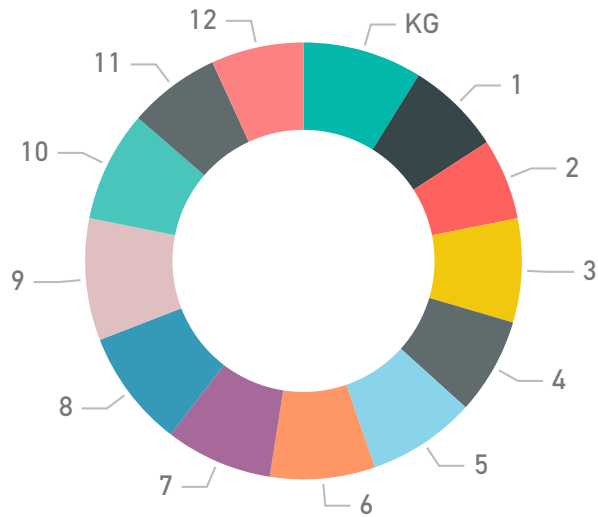
schoolYear ● 2016-2017 ● 2017-2018 ● 2018-2019 ● 2019-2020 ● 2020-2021



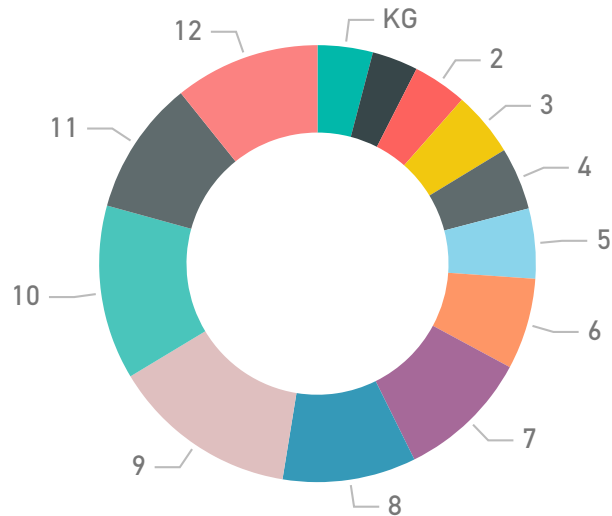
Reach Cyber Charter School

March 31, 2021

Enrolled Students by Final Grade



Enrolled Students Prior Year by Final Grade



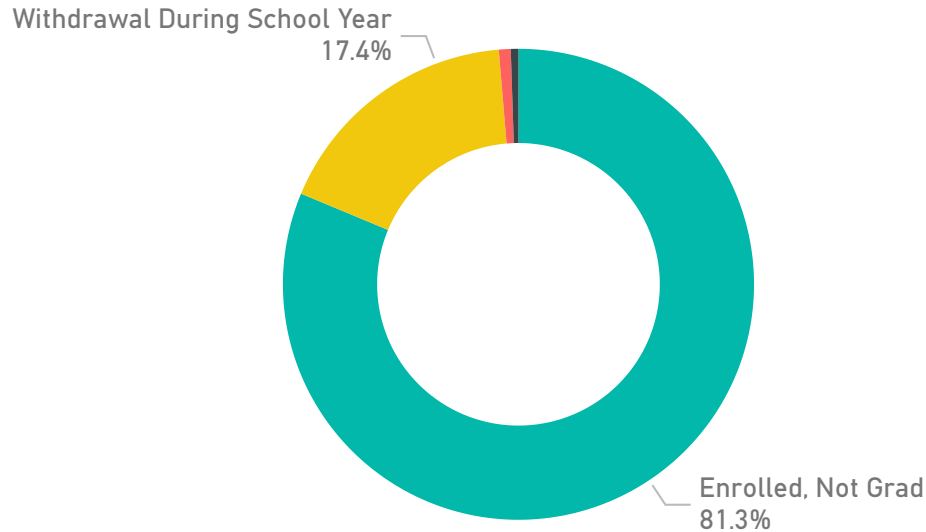
Grade Distribution

ReportPeriod GradeDistribution	SameMonthPriorYear		PriorEOY		LastMonth		CurrentMonth	
	Students	%CT Students	Students	%CT Students	Students	%CT Students	Students	%CT Students
PK-2	433	12%	459	12%	1958	22%	1903	22%
KG	154	4%	160	4%	785	9%	769	9%
1	128	3%	137	4%	639	7%	611	7%
2	151	4%	162	4%	534	6%	523	6%
3-5	550	15%	568	15%	2006	23%	1987	23%
3	181	5%	186	5%	672	8%	669	8%
4	174	5%	181	5%	628	7%	621	7%
5	195	5%	201	5%	706	8%	697	8%
6-8	996	26%	1023	27%	2124	24%	2125	24%
6	254	7%	260	7%	683	8%	677	8%
7	370	10%	379	10%	688	8%	689	8%
8	372	10%	384	10%	753	9%	759	9%
9-12	1786	47%	1808	47%	2671	30%	2688	31%
9	520	14%	516	13%	786	9%	786	9%
10	486	13%	495	13%	706	8%	713	8%
11	375	10%	383	10%	582	7%	593	7%
12	405	11%	414	11%	597	7%	596	7%
Total	3765	100%	3858	100%	8759	100%	8703	100%

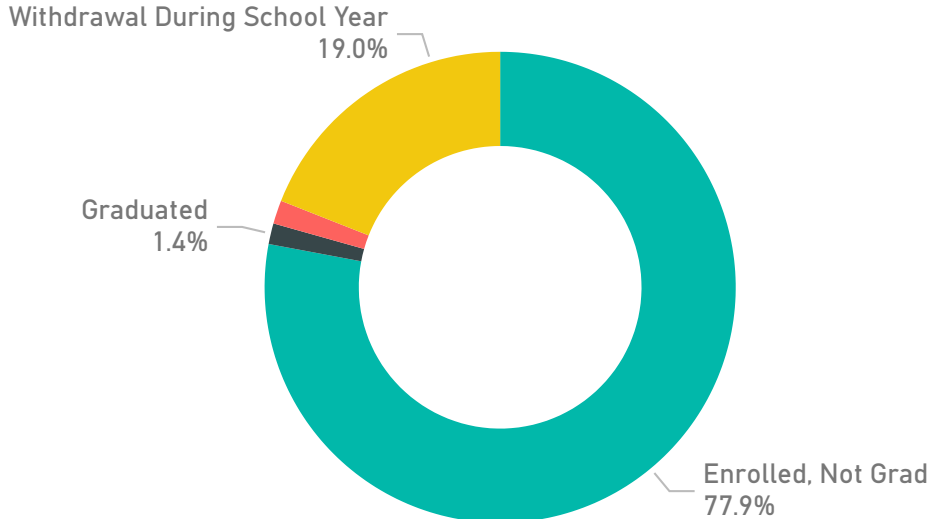
Reach Cyber Charter School

March 31, 2021

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	3767	78%	3858	78%	8762	83%	8706	81%
Graduated	69	1%	70	1%	55	1%	56	1%
Prior To Engagement	78	2%	80	2%	87	1%	87	1%
Withdrawal During School Year	920	19%	915	19%	1653	16%	1861	17%
Total	4834	100%	4923	100%	10557	100%	10710	100%

Enrollment Services Complete (Stage 4)
10924

Reach Cyber Charter School

March 31, 2021

Household Data

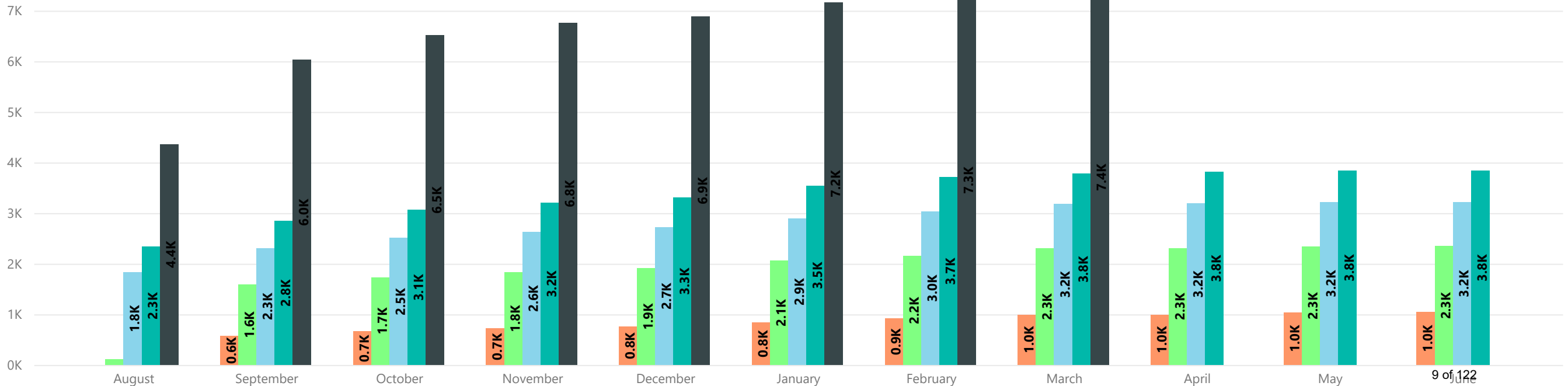
Household Data	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
Active	2987	3041	6164	6132
Graduated	68	70	54	55
WD During School Year	755	749	1182	1341
WD Prior To Engagement	73	75	75	75

Students Per Active Household

SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
1.26	1.27	1.42	1.42

Monthly Total Households

schoolYear ● 2016-2017 ● 2017-2018 ● 2018-2019 ● 2019-2020 ● 2020-2021



Reach Cyber Charter School

March 31, 2021

Ethnicity

Ethnicity	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
Hispanic or Latino	529	544	1165	1171
Not Hispanic or Latino	3234	3312	7592	7530

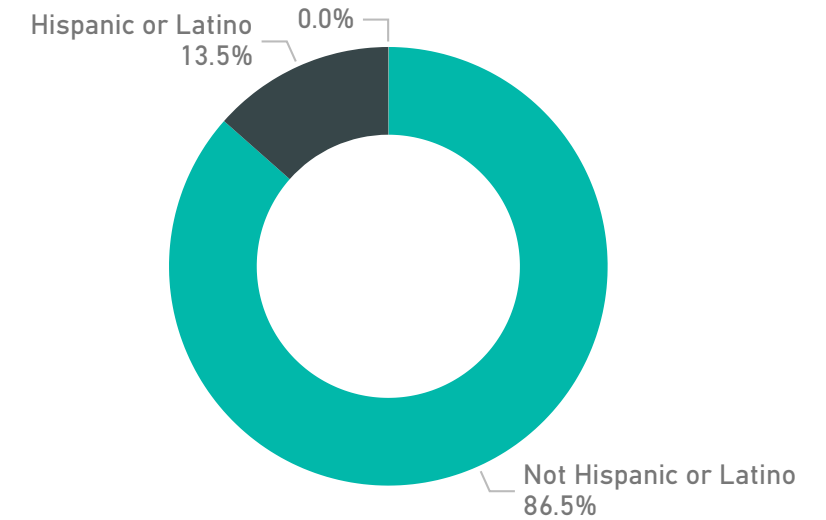
Race

Race	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
American Indian or Alaskan Native	153	155	278	281
Asian	77	82	210	210
Black/African American	1158	1196	2606	2612
Native Hawaiian or Other Pacific Islander	44	47	107	102
White	2707	2761	6496	6442

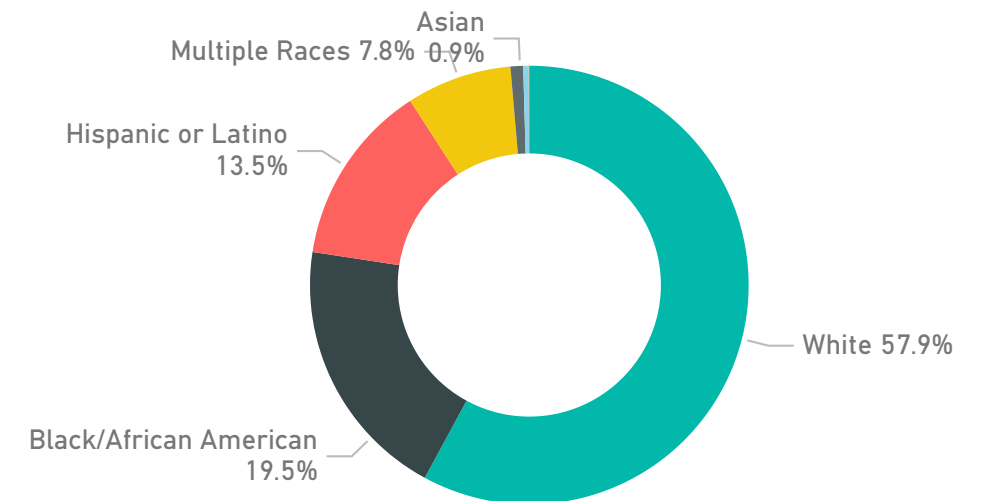
Distinct Race/Ethnicity

Distinct Race/Ethnicity	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
American Indian or Alaskan Native	23	23	36	35
Asian	35	36	81	81
Black/African American	794	827	1705	1697
Hispanic or Latino	529	544	1165	1171
Multiple Races	266	272	670	675
Native Hawaiian or Other Pacific Islander	2	2	2	2
Not Indicated	2	2	2	2
White	2114	2152	5098	5040

Enrolled Students by Ethnicity



Enrolled Students by Distinct Race/Ethnicity



Reach Cyber Charter School
March 31, 2021

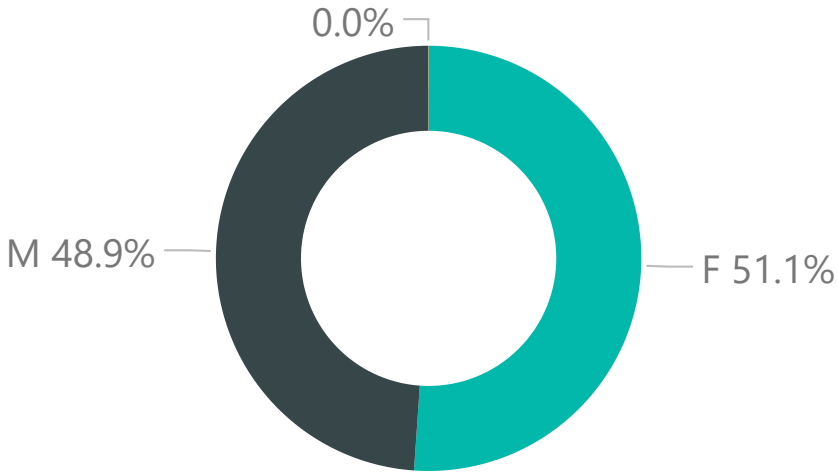
Gender

Gender	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
	1	1	1	1
F	2023	2066	4490	4447
M	1740	1790	4267	4254
X	1	1	1	1

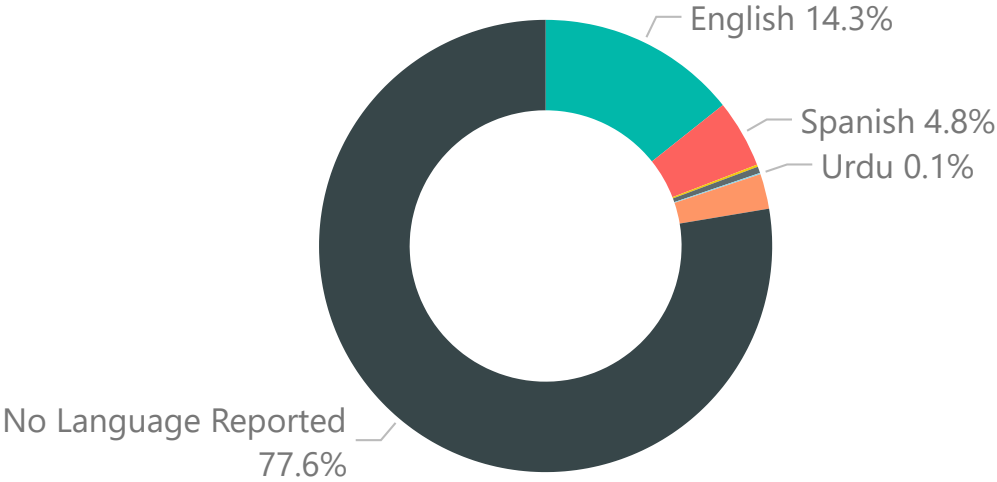
Primary Language

Home Language	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
English	1090	1105	1236	1244
Spanish	162	165	424	422
Russian	2	2	14	14
Arabic	8	9	43	40
Urdu	4	4	8	8
Another Language	88	93	218	218
No Language Reported	2411	2480	6816	6757

Enrolled Students by Gender



Enrolled Students by Language



Reach Cyber Charter School

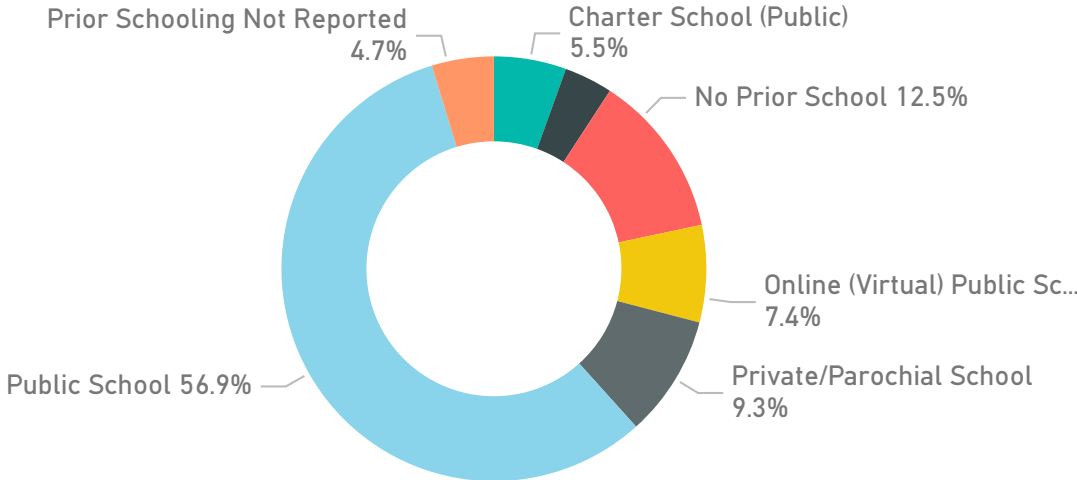
March 31, 2021

Prior Schooling

Prior Schooling	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
Charter School (Public)	301	314	478	479
Home School	189	189	316	321
No Prior School	355	359	1116	1087
Online (Virtual) Public School	351	353	630	643
Private/Parochial School	194	203	812	806
Public School	2227	2291	4991	4956
Prior Schooling Not Reported	148	149	416	411

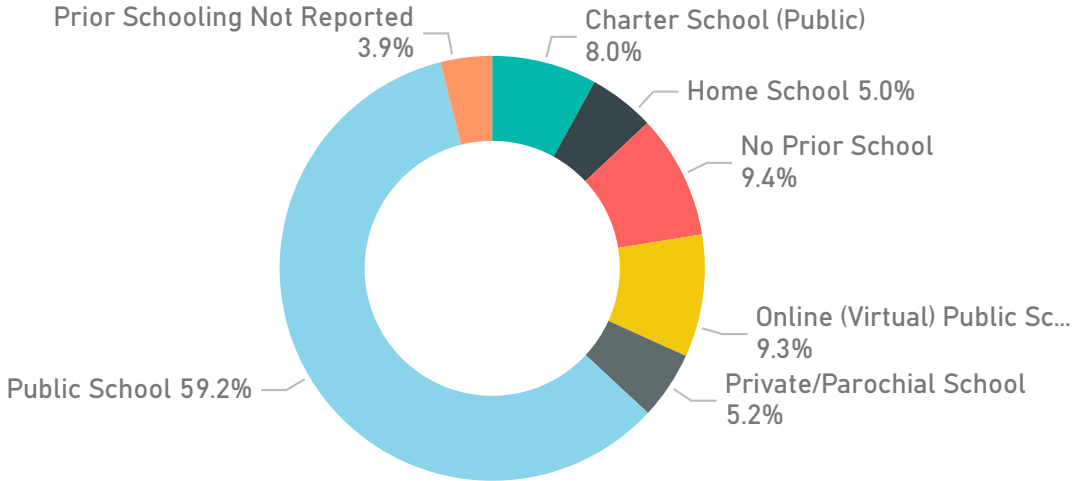
Prior Schooling

March 31, 2021



Prior Schooling

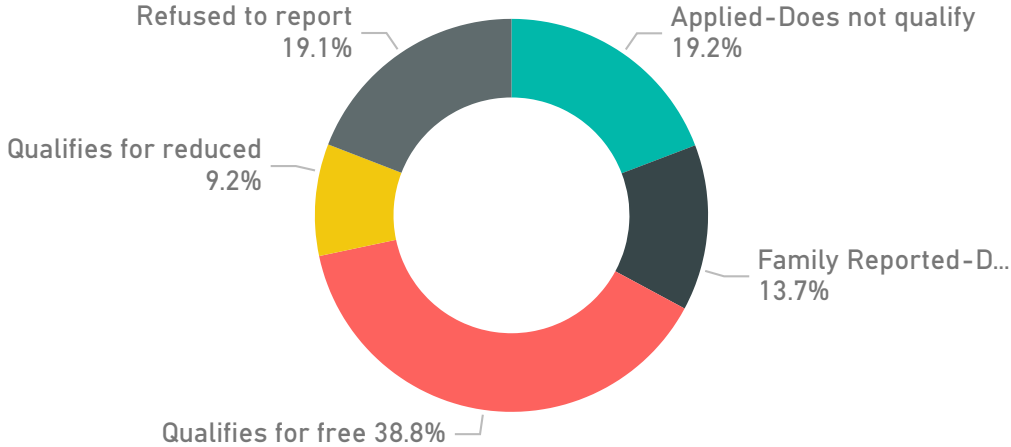
March 31, 2020



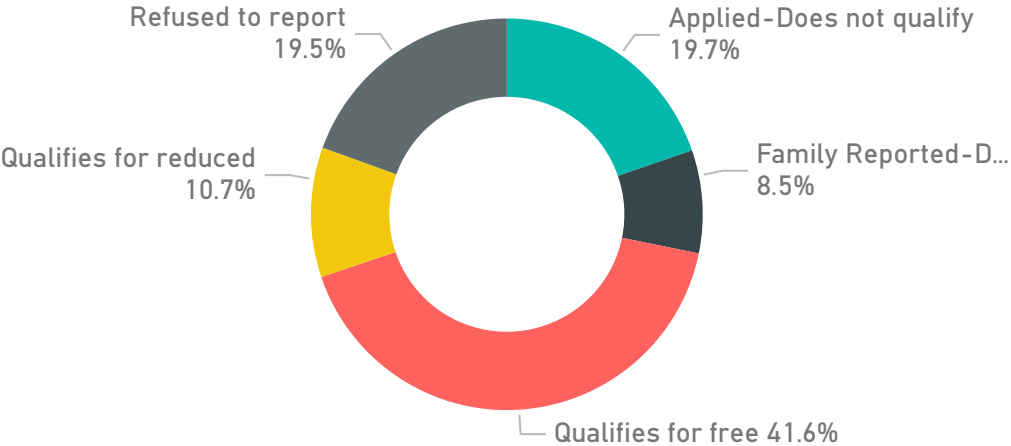
Reach Cyber Charter School

March 31, 2021

FARM Eligibility
March 31, 2021

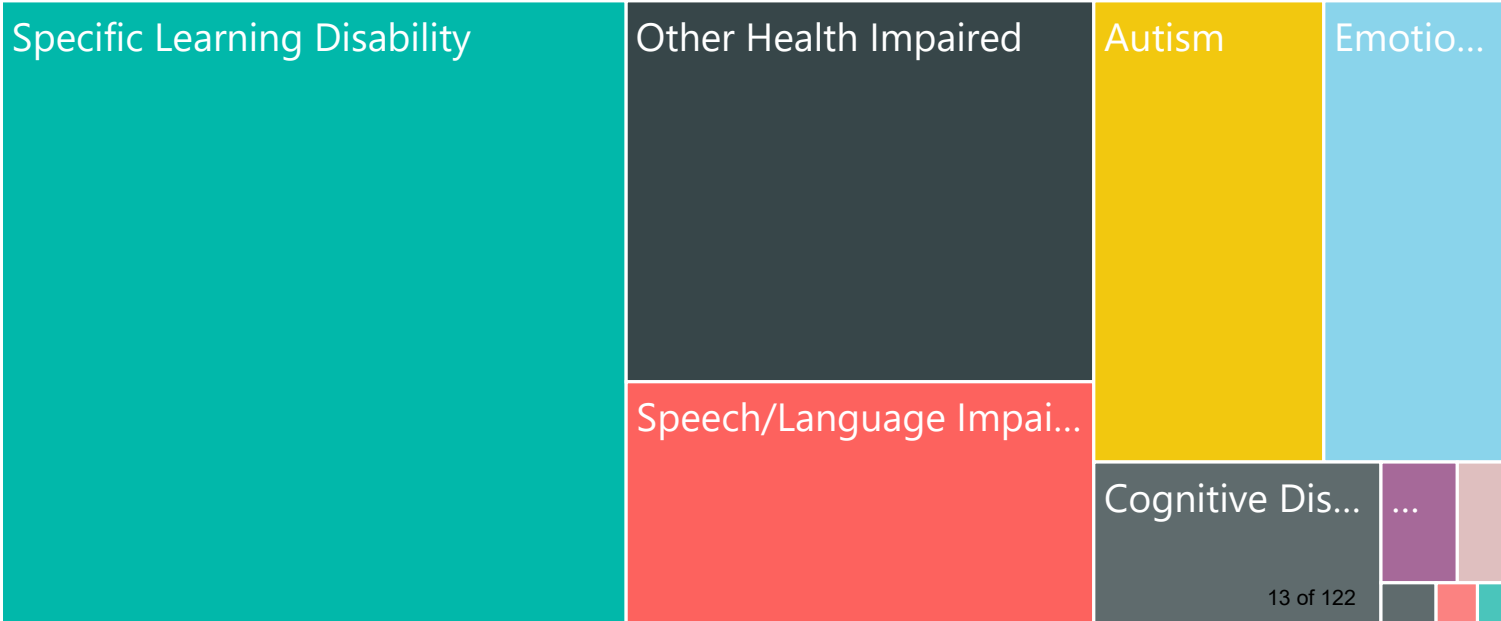


FARM Eligibility
March 31, 2020



Disability

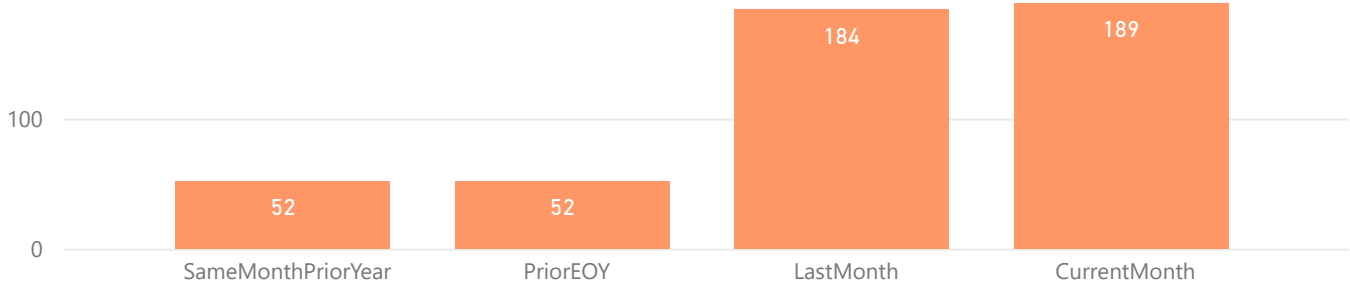
Disability	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
Autism	80	82	181	184
Cognitive Disability	42	42	78	81
Emotionally Impaired	108	120	146	145
Hearing Impaired	2	3	9	10
Multiple Disabilities	1	1	3	3
Other	3		13	16
Other Health Impaired	152	166	298	309
Physical Disability	1	1		
Specific Learning Disability	366	387	662	676
Speech/Language Impaired	51	55	197	197
Traumatic Brain Injury	2	3	2	2
Visually Impaired	2	2	4	4



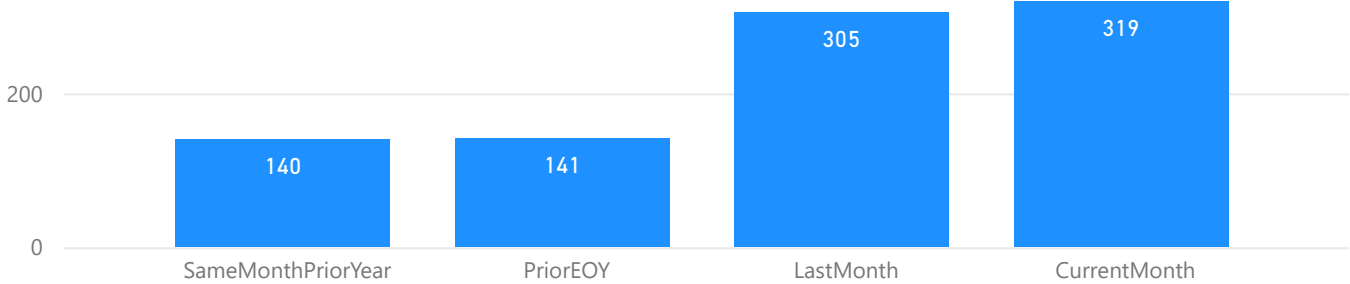
Reach Cyber Charter School

March 31, 2021

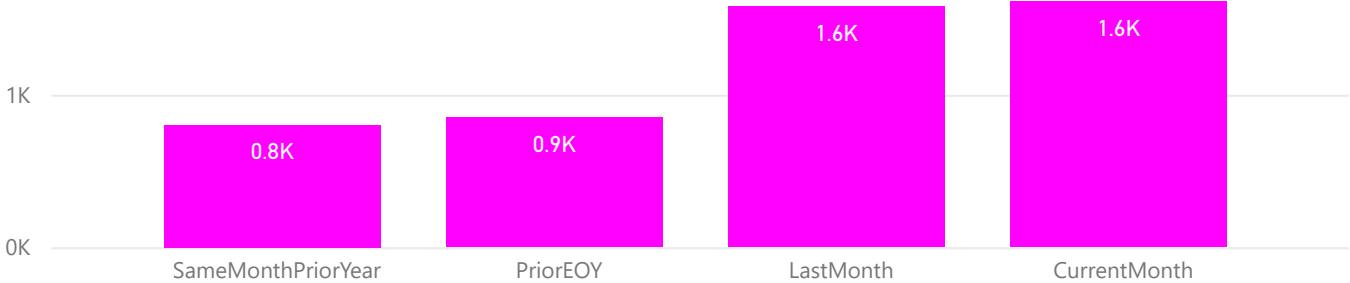
Gifted



Plan504



IEP



Currently Enrolled

8703

Gifted

2%

Plan504

4%

IEP

18%

Not in Special Population

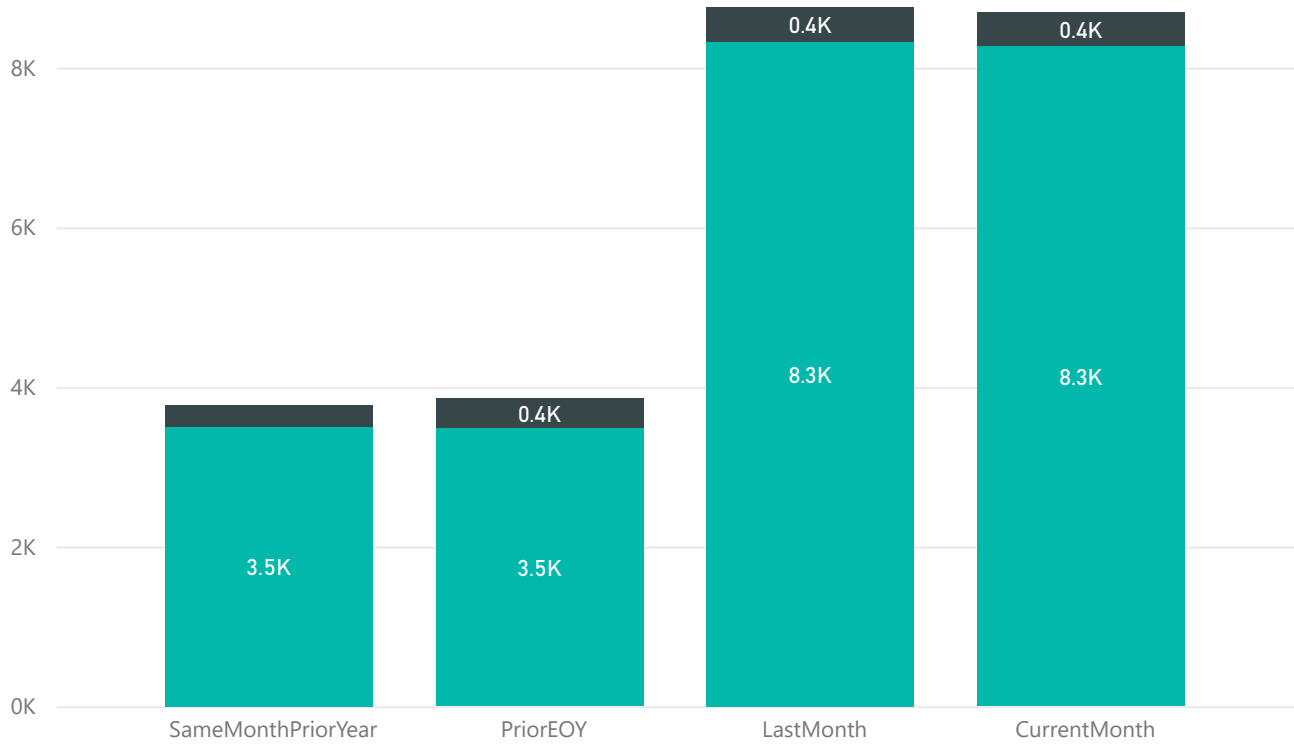
76%

Reach Cyber Charter School

March 31, 2021

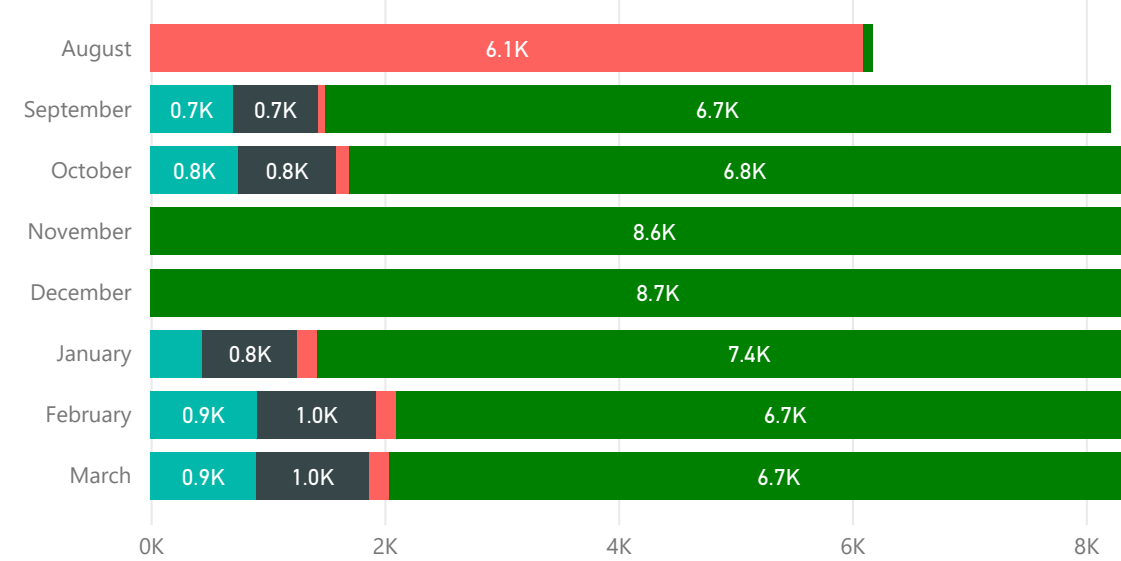
Contacts Per Week

ContactsPerWeekWithoutWebM... ● Met ● Not Met



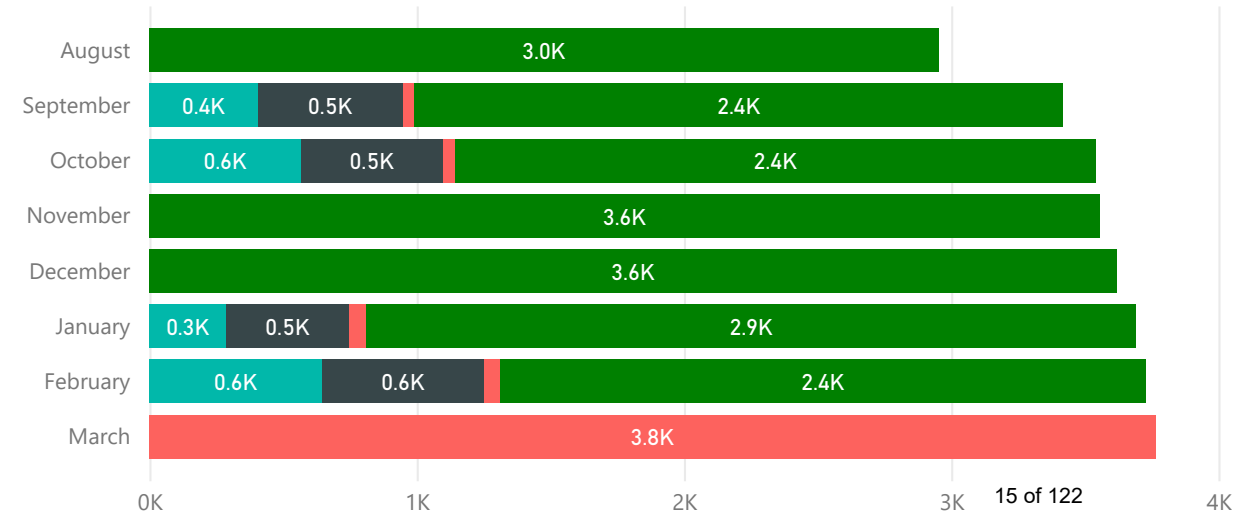
School Year: 2020-2021

AttendanceStatusAutomated ● Alarm ● Approaching Alarm ● Exempt ● On Track



School Year: 2019-2020

AttendanceStatusAutomated ● Alarm ● Approaching Alarm ● Exempt ● On Track



Currently Enrolled

8703

Reach Cyber Charter School

March 31, 2021

Average Participation

GradeDistribution	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
PK-2	71%	95%	111%	105%
3-5	68%	97%	116%	104%
6-8	64%	98%	93%	96%
9-12	61%	99%	88%	84%
Total	64%	98%	101%	96%

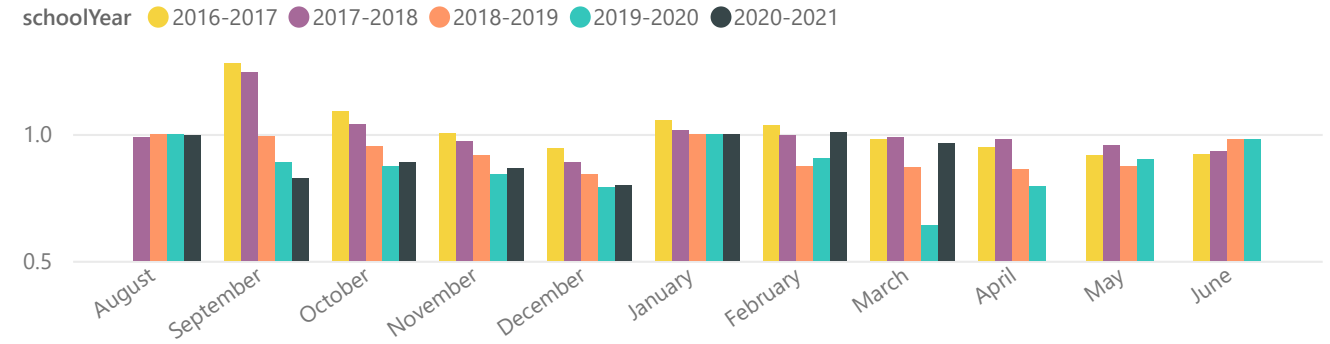
Average Performance

GradeDistribution	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
PK-2	81%	86%	85%	85%
3-5	69%	81%	79%	77%
6-8	67%	77%	74%	73%
9-12	66%	76%	74%	72%
Total	69%	78%	77%	76%

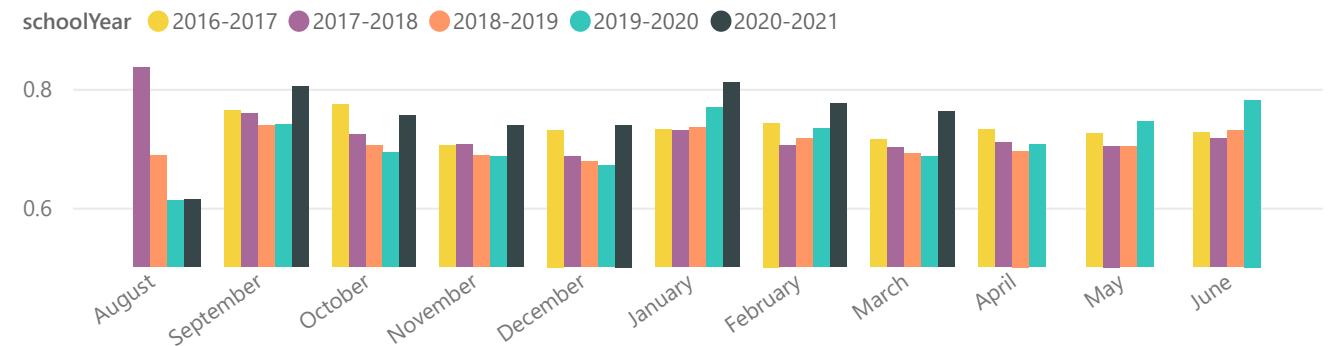
Average Attendance

GradeDistribution	SameMonthPriorYear	PriorEOY	LastMonth	CurrentMonth
PK-2	105%	86%	104%	104%
3-5	108%	89%	104%	104%
6-8	104%	84%	104%	103%
9-12	100%	82%	100%	98%
Total	103%	84%	103%	102%

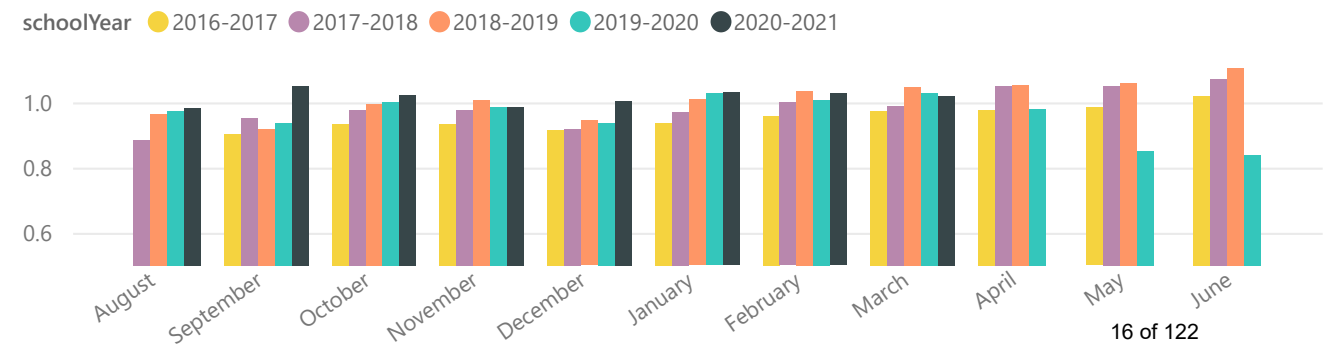
Average Total Participation



Average Total Performance



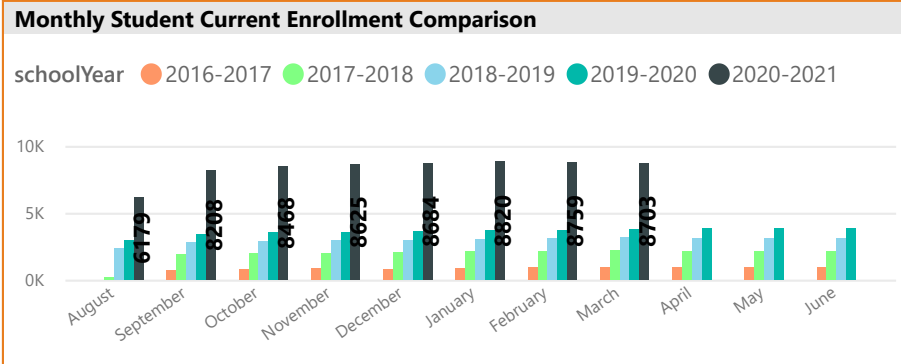
Average Total Attendance



Currently Enrolled	Total YTD Enrolled
8703	10710
Enrollment Services Complete (Stage 4)	
10924	

Reach Cyber Charter School
March 31, 2021

Current Enrollment Month-Over-Month Change
-1%
Current Enrollment Year-Over-Year Change
131%



Total YTD Enrollment

ReportPeriod Withdrawal Category	SameMonthPriorYear		CurrentMonth	
	Student Count	%CT Student Count	Student Count	%CT Student Count
Enrolled, Not Grad	3767	78%	8706	81%
Graduated	69	1%	56	1%
Prior To Engagement	78	2%	87	1%
Withdrawal During School Year	920	19%	1861	17%
Total	4834	100%	10710	100%

New & Returning

ReportPeriod New or Returning	SameMonthPriorYear		CurrentMonth	
	Students	%CT Students	Students	%CT Students
New	2063	54.79%	6133	70.47%
Returning	1702	45.21%	2570	29.53%

Household Data

Household Data	SameMonthPriorYear	CurrentMonth
	Active	2987
Graduated	68	55
WD During School Year	755	1341
WD Prior To Engagement	73	75

Students Per Active Household

SameMonthPriorYear	CurrentMonth
1.26	1.42

Grade Distribution

ReportPeriod GradeDistribution	SameMonthPriorYear		CurrentMonth	
	Students	%CT Students	Students	%CT Students
PK-2	433	12%	1903	22%
KG	154	4%	769	9%
1	128	3%	611	7%
2	151	4%	523	6%
3-5	550	15%	1987	23%
3	181	5%	669	8%
4	174	5%	621	7%
5	195	5%	697	8%
6-8	996	26%	2125	24%
6	254	7%	677	8%
7	370	10%	689	8%
8	372	10%	759	9%
9-12	1786	47%	2688	31%
9	520	14%	786	9%
10	486	13%	713	8%
11	375	10%	593	7%
12	405	11%	506	7%
Total	3765	100%	8703	100%

Withdrawal Reason

Withdrawal Reason	SameMonthPriorYear
Applying for next year	
Deceased	
Enrollment was intended to be short term and is no longer needed for my student.	
Generally dissatisfied with curriculum/course options	
Inactivity/Lack of Attendance	
My student is pursuing GED	
My student wants to return to a traditional school setting for other (non-socialization related) reasons.	
My student wants to return to a traditional school setting for socialization reasons.	
No reason provided	
Required Documentation Incomplete	
Technical Difficulties	
The curriculum is too easy.	
The curriculum is too hard.	
The program takes too much of the Learning Coach's time.	
The program takes too much of the student's time.	17 of 122

**Reach Cyber Charter School
March 31, 2021**

Gender		
Gender	SameMonthPriorYear	CurrentMonth
	1	1
F	2023	4447
M	1740	4254
X	1	1

Disability		
Disability	SameMonthPriorYear	CurrentMonth
Autism	80	184
Cognitive Disability	42	81
Emotionally Impaired	108	145
Hearing Impaired	2	10
Multiple Disabilities	1	3
Other	3	16
Other Health Impaired	152	309
Physical Disability	1	
Specific Learning Disability	366	676
Speech/Language Impaired	51	197
Traumatic Brain Injury	2	2
Visually Impaired	2	4

Gifted		
Gifted	SameMonthPriorYear	CurrentMonth
Yes	52	189

Plan 504		
Plan504	SameMonthPriorYear	CurrentMonth
504	140	319

IEP		
IEP	SameMonthPriorYear	CurrentMonth
IEP	802	1610

Gifted	Plan504
2%	4%
IEP	Not in Special Population
18%	76%

Primary Language		
Home Language	SameMonthPriorYear	CurrentMonth
English	1090	1244
Spanish	162	422
Russian	2	14
Arabic	8	40
Urdu	4	8
Another Language	88	218
No Language Reported	2411	6757

Ethnicity		
Ethnicity	SameMonthPriorYear	CurrentMonth
Hispanic or Latino	529	1171
Not Hispanic or Latino	3234	7530

Distinct Race/Ethnicity		
Distinct Race/Ethnicity	SameMonthPriorYear	CurrentMonth
American Indian or Alaskan Native	23	35
Asian	35	81
Black/African American	794	1697
Hispanic or Latino	529	1171
Multiple Races	266	675
Native Hawaiian or Other Pacific Islander	2	2
Not Indicated	2	2
White	2114	5040

Race		
Race	SameMonthPriorYear	CurrentMonth
American Indian or Alaskan Native	153	281
Asian	77	210
Black/African American	1158	2612
Native Hawaiian or Other Pacific Islander	44	102
White	2707	6442

Prior Schooling		
Prior Schooling	SameMonthPriorYear	CurrentMonth
Charter School (Public)	301	479
Home School	189	321
No Prior School	355	1087
Online (Virtual) Public School	351	643
Private/Parochial School	194	806
Public School	2227	4956
Prior Schooling Not Reported	148	411

Household FARM Eligibility		
HouseholdFARMEligibility	SameMonthPriorYear	CurrentMonth
Applied-Does not qualify	602	1412
Family Reported-Does not qualify	263	1026
Qualifies for free	1163	2614
Qualifies for reduced	325	632
Refused to report	602	1392

**Reach Cyber Charter School
March 31, 2021**

Contacts Per Week

ContactsPerWeekWithoutWebMail	SameMonthPriorYear	CurrentMonth
Met	3496	8277
Not Met	269	422

Attendance Status

AttendanceStatusAutomated	SameMonthPriorYear	CurrentMonth
Alarm		905
Approaching Alarm		967
Exempt	3765	173
On Track		6658

Average Participation

GradeDistribution	SameMonthPriorYear	CurrentMonth
PK-2	71%	105%
3-5	68%	104%
6-8	64%	96%
9-12	61%	84%
Total	64%	96%

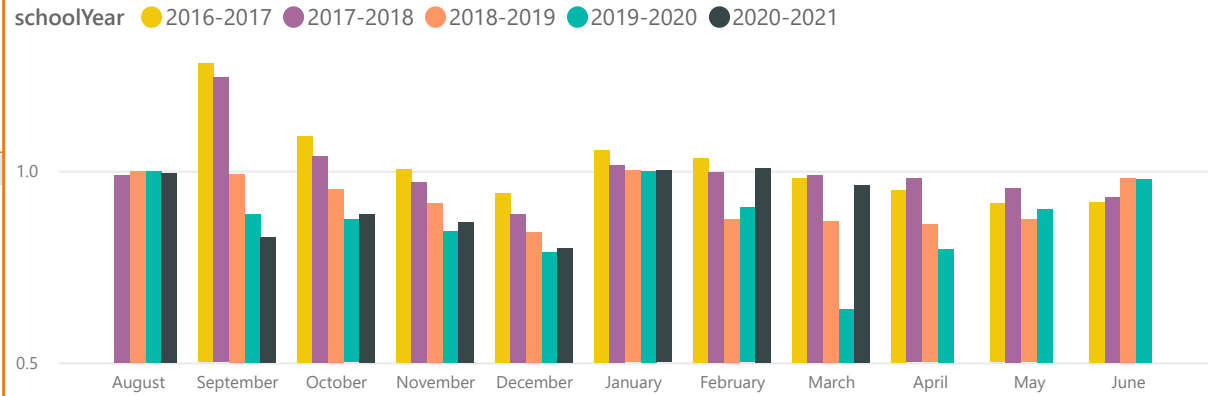
Average Performance

GradeDistribution	SameMonthPriorYear	CurrentMonth
PK-2	81%	85%
3-5	69%	77%
6-8	67%	73%
9-12	66%	72%
Total	69%	76%

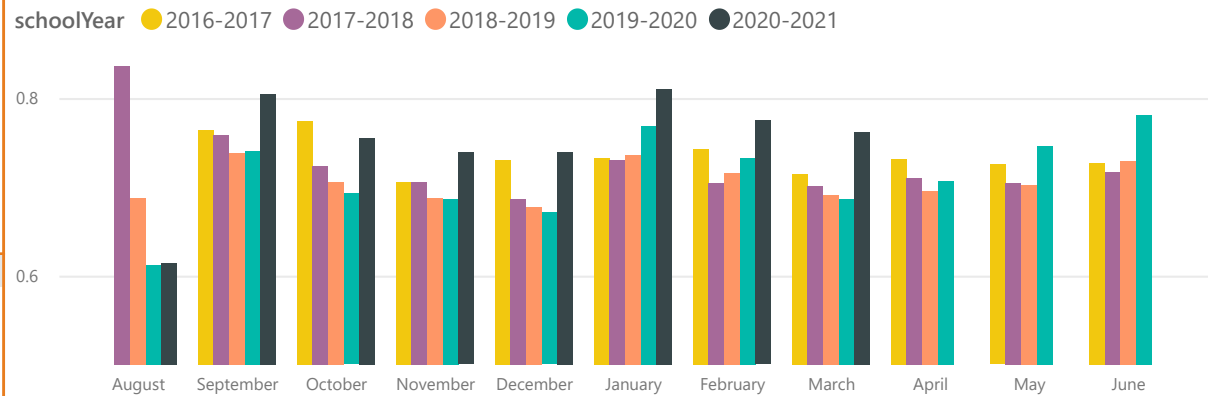
Average Attendance

GradeDistribution	SameMonthPriorYear	CurrentMonth
PK-2	105%	104%
3-5	108%	104%
6-8	104%	103%
9-12	100%	98%
Total	103%	102%

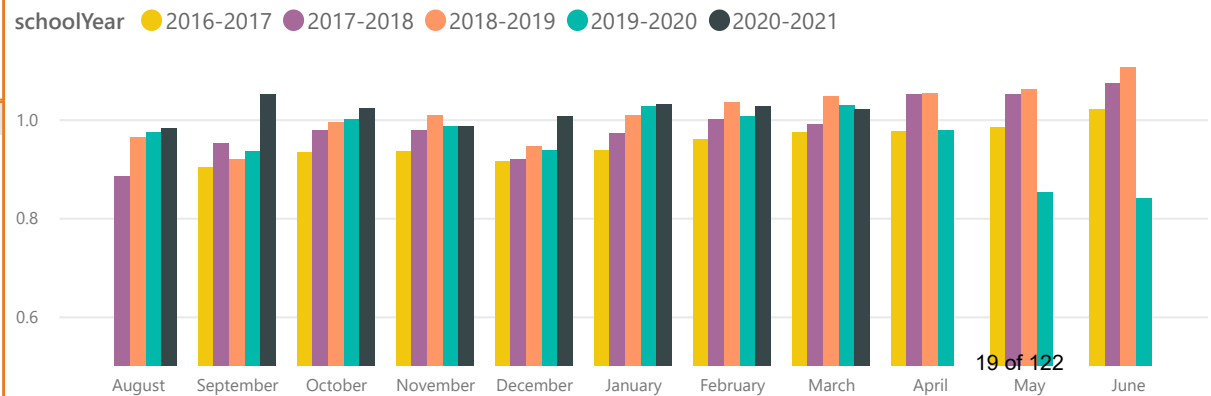
Average Total Participation



Average Total Performance



Average Total Attendance





**PA Senate Education Hearing
April 12, 2021**

**Testimony of Jane Swan, CEO
Reach Cyber Charter School**

Good morning Chairman Martin, Chairwoman Williams and Honorable Members of the Senate Education Committee. My name is Jane Swan and I am the CEO for Reach Cyber Charter School. Thank you for the opportunity to discuss the need for K-12 educational reforms with you today.

Five years ago, in August 2016, Reach opened its doors with 16 staff members and 463 students with a mission to help each student maximize his or her potential. Our goal is to meet the highest performance standards and provide each student with a uniquely individualized learning program, through flexible pacing and 21st Century learning, including STEM opportunities. In June 2020, Reach completed our fourth year with nearly 300 staff members and 3,885 students. Due to the popularity of public cyber charter schools and parent demand for robust, comprehensive virtual education during the COVID pandemic, today Reach is educating 8,747 students across the Commonwealth and has 600 staff members to serve our influx in students.

Our goal is to prepare every student for a successful future, regardless of where that future may take them. As I previously mentioned, we place a strong emphasis on STEM (science, technology, engineering and mathematics) education and I am proud of the innovative efforts of our staff to get our students interested in these subjects. This year over 2,200 students attended virtual back-to-school events with educators and students participating in grade-level STEM activities. So far this year, more than 3,000 students have participated in the 30+ STEM camps that our staff have developed. These camps include Coding, 3D Printing, Science Behind Art, Weather STEM and PennDOT Challenge, where our team **won the District 8 competition** and placed **3rd in the state last year** for developing an app to get users involved in community cleanup in a fun way!

With advances in STEM constantly evolving, it is also important to ensure our staff have opportunities for robust professional development. Currently, we have 22 staff members participating in the Reach Opportunity for Innovation program, where teachers practice implementing cutting edge technology in their classroom, including Write Away Whiteboard Math, Visualizing Geometry with 3D Printing, Globe STEM Research and Collaboration, Math STEM with Minecraft, Mindstorm Lego Robotics and Minecraft Education.

Unfortunately, our vision to inspire and nurture future success for all students is sometimes diminished when our students are not afforded the same opportunities as students in school

districts. Dual enrollment and dual credit for public charter school students is one of the K-12 educational reform issues we would like to see addressed.

Many students graduate from school districts with college credits through dual enrollment agreements made between accredited postsecondary institutions and school districts. Dual enrollment is celebrated by K-12 educators and postsecondary leaders as a way to introduce advanced coursework to students and lower tuition rates for students planning to attend college. Dual enrollment programs are strongly supported by Governor Wolf who made it a point to include growing the number of dual enrollment programs as a goal in PA's Every Student Succeeds Act (ESSA) plan.

Despite the support, PA's public charter school students are prohibited from participating in dual enrollment programs. Per the Dual Credit Program Toolkit for PA School Entities issued by the Department of Education in December 2017, "Charter schools – both brick-and-mortar and cyber charter – are not permitted to enter into dual credit agreements because the Charter School Law does not grant this authority. Charter school students may enroll independently in college coursework. However, the coursework may not be applied toward high school credit or graduation requirements and the student is responsible for covering tuition and related costs."

Currently, there is a major flaw in PA's Charter School Law that prohibits public charter schools from entering into dual enrollment agreements with postsecondary institutions. Last session, Rep. Jim Marshall's legislation to correct this flaw (HB358) passed the House with bipartisan support but stalled in the Senate. Rep. Marshall and Sen. Bartolotta have reintroduced this legislation and I hope that both chambers will act on these bills in the coming months so we can begin offering dual enrollment to our students in the upcoming school year.

Another disadvantage that public charter school students have is a lack of equitable access to PA's Career and Technical Centers (CTC). Currently, school district students are able to attend CTCs for vocational and career training, and the school district of residence must pay for this education. However, if a student attending a public cyber charter school wishes to enroll full-time or part-time in a CTC that student's district of residence is no longer responsible for making the tuition reimbursement payment for this student. Instead, the cyber charter and CTC must establish an appropriate charge for charter school students. The CTCs typically charge public charter schools a higher rate than they charge school districts, we would like to see that change. Charter school students are public school students and should have the same access to career and technical education opportunities as their peers in school districts.

Another constant hurdle that public charter schools have to overcome, both brick-and-mortar and cyber, is the fact that we only receive 75 percent of the funding that school districts receive per student. School districts keep 25 percent of the funding for charter students even though they are being educated at the public charter school. In some school districts (like Philadelphia, Harrisburg and Pittsburgh), the percentage withheld is between 36 and 40 percent.

Public cyber charter schools have our own unique costs, serving a diverse population throughout the state, which include mailing technology and equipment to every student, and providing special education services to students by entering into agreements with numerous local

providers. Additionally, we must rent space across the state to administer state PSSA, Keystone and PASA assessments. Our students are as diverse as Pennsylvania itself, which is why a flat tuition rate for cyber charter students is not equitable or fair to our students and their families who pay local property taxes. Our families deserve to see their local property taxes reflected in the amount of funding that follows their children to their public charter school.

Noting these inconsistencies in the law, we would like to propose ***no funding cuts for any public school students***, including all district and charter school students. We understand that education funding is always a controversial topic and it is not one that PA's public charter school community has shied away from in the past. We believe that any discussion about cyber charter school funding should occur as part of a holistic analysis of public education funding.

In addition, the public charter school community would like to see the charter application, approval, renewal and amendment processes standardized so that schools aren't waiting years for action by their authorizer. We would like direct pay for all public charter schools so that charters are not forced to go through a lengthy process to get their funding redirected from the PA Department of Education when school districts refuse to pay tuition reimbursements. We would like to shift the power to nominate individuals to the Charter Appeal Board (CAB) from the governor if he or she fails to act within a reasonable time. Finally, we would like to strengthen accountability and reward innovation across ALL public schools in PA. I encourage you to review the [Pennsylvania Coalition of Public Charter Schools' 2021 Legislative Agenda](#) for more information about these priorities.

Again, I would like to thank the Senate Education Committee for holding this hearing and for inviting me to participate. I am happy to answer any questions you may have and I look forward to a robust roundtable discussion.

Reach Cyber Charter School
Balance Sheet
3/31/2021

ASSETS:

Cash and Short Term Investments:

Cash:Checking	\$ 6,269,118
Cash:Money market Account	\$ 37,568,071
Total Cash and Short Term Investments	<u>\$ 43,837,189</u>

Other Current Assets:

Local District Receivables- Prior Year	\$ 651,197
Local District Receivables- Current Year	\$ 11,631,647
State Program Receivables	\$ 62,000
Allowance for Doubtful Accounts	\$ (507,378)
Grant Receivables	\$ -
Prepaid Expenses	\$ 183,567
Total Other Current Assets	<u>\$ 12,021,033</u>

Other Current Assets:

Security Deposit	\$ 8,917
Total other Assets	<u>\$ 8,917</u>

Fixed Assets:

Property Plant & Equipment:

Computer Hardware	\$ 498,827
Equipment	\$ 24,381
Leasehold Improvements	\$ 223,326
Furniture	\$ 103,706
Accum Depr:Computer Hardware	\$ (102,675)
Accum Depr:Leasehold Improvements	\$ (105,013)
Accum Depr: Furniture	\$ (51,834)
Net Fixed Assets	<u>\$ 590,718</u>

TOTAL ASSETS **\$ 56,457,857**

LIABILITIES:

Current Liabilities:

Due to (from) Connections Academy	\$ 9,948,357
Accrued payroll, taxes, pension and withholdings payable	\$ 578,954
Accounts Payable	\$ 281,825
Due to Local Districts	\$ 433,814
Total Current Liabilities	<u>\$ 11,242,950</u>

TOTAL LIABILITIES **\$ 11,242,950**

FUND BALANCE:

Invested in Capital	\$ 590,718
Reserved Fund Balance	\$ 17,593,175
Undesignated Fund Balance	\$ 27,031,014
Total Fund Balance	<u>\$ 45,214,907</u>

TOTAL LIABILITIES AND FUND BALANCE **\$ 56,457,857**

Reach Cyber Charter School
Revenue and Expense Statement
Year to date as of 3/31/2021

	Prior Board Rpt YTD	February 2021	March 2021	YTD Actual	Original 20/21 Budget	Current Annual Forecast
Forecasted Enrollment						
Forecasted ADM					4,165	8,602
Forecasted Total Enrollment					5,414	11,624
Forecasted Funded Enrollment					4,165	8,602
REVENUE:						
Local School District Funding:						
Regular Education	\$ 51,029,730	\$ 7,544,216	\$ 7,735,436	\$ 66,309,382	\$ 39,426,644	\$ 81,430,620.72
Special Education	\$ 23,781,404	\$ 3,805,889	\$ 3,912,302	\$ 31,499,595	\$ 20,846,882	\$ 43,056,532.43
Federal & Other Program Funding:						
Title I-IV	\$ 384,891	\$ 585,580	\$ 100,965	\$ 1,071,436	\$ 1,376,304	\$ 1,376,304
IDEA-B	\$ 667	\$ 377,470	\$ 334	\$ 378,471	\$ 621,613	\$ 621,613
CSI	\$ -	\$ -	\$ -	\$ -	\$ 75,000	\$ 75,000
CARES	\$ 473,463	\$ 38,346	\$ 38,346	\$ 550,155	\$ 728,580	\$ 728,580
E-Rate	\$ -	\$ -	\$ -	\$ -	\$ 1,427	\$ 1,427
Interest Income	\$ 11,357	\$ 2,026	\$ 1,929	\$ 15,312	\$ 210,000	\$ 20,000.00
Student Activities and Other Income	\$ 1,255	\$ 73	\$ -	\$ 1,328	\$ 20,000	\$ 20,000.00
TOTAL REVENUE	\$ 75,682,767	\$ 12,353,600	\$ 11,789,312	\$ 99,825,679	\$ 63,306,450	\$ 127,330,077
PROGRAM EXPENSES:						
Compensation Expense						
Administration Staff	\$ 7,100,373	\$ 1,116,253	\$ 1,079,012	\$ 9,295,638	\$ 5,731,420	\$ 13,998,395
Instructional Staff	\$ 13,635,401	\$ 2,539,510	\$ 2,498,048	\$ 18,672,959	\$ 25,804,419	\$ 28,826,811
Total Compensation Expense	\$ 20,735,774	\$ 3,655,763	\$ 3,577,060	\$ 27,968,597	\$ 31,535,839	\$ 42,825,206
Fee Based Expenses						
Curriculum and Instructional Support Services - Upfront	\$ 2,967,081	\$ 326,400	\$ 411,683	\$ 3,705,164	\$ 2,301,091	\$ 4,940,200
Curriculum and Instructional Support Services - Monthly	\$ 3,798,860	\$ 1,118,650	\$ 1,138,670	\$ 6,056,180	\$ 4,872,899	\$ 10,064,340
Student Connexus License	\$ 2,045,540	\$ 602,350	\$ 613,130	\$ 3,261,020	\$ 2,623,868	\$ 5,419,260
Student Technology Assistance Services - Upfront	\$ 2,792,537	\$ 307,200	\$ 387,467	\$ 3,487,204	\$ 2,165,733	\$ 4,649,600
Student Technology Assistance Services - Monthly	\$ 1,840,986	\$ 542,115	\$ 551,817	\$ 2,934,918	\$ 2,361,482	\$ 4,877,334
Enrollment/Placement/Student Support Services - Upfront	\$ 3,665,192	\$ 403,200	\$ 508,550	\$ 4,576,942	\$ 2,842,524	\$ 6,102,600
Enrollment/Placement/Student Support Services - Monthly	\$ 2,581,814	\$ 258,150	\$ 262,770	\$ 3,102,734	\$ 1,124,515	\$ 2,322,540
School Operations Support Services	\$ 1,899,430	\$ 559,325	\$ 569,335	\$ 3,028,090	\$ 2,436,449	\$ 5,032,170
Professional Development Services	\$ 256,000	\$ 73,375	\$ 74,625	\$ 404,000	\$ 399,375	\$ 671,625
School Staff Support Services	\$ 610,400	\$ 161,425	\$ 164,175	\$ 936,000	\$ 878,625	\$ 1,477,575
Direct Course Instruction Service	\$ 168,548	\$ 36,471	\$ 43,073	\$ 248,092	\$ 96,000	\$ 318,976
Short Term Sub Teaching Services	\$ 75,150	\$ 14,700	\$ 28,350	\$ 118,200	\$ 140,000	\$ 151,971
Facilities Support Services	\$ 14,583	\$ 2,083	\$ 2,083	\$ 18,750	\$ 25,000	\$ 25,000
Total Fee Based Expenses	\$ 22,716,121	\$ 4,405,444	\$ 4,755,729	\$ 31,877,294	\$ 22,267,561	\$ 46,053,191
Other School Expenses:						
Instructional Programs	\$ 3,470,941	\$ 196,642	\$ 459,728	\$ 4,127,311	\$ 5,938,681	\$ 5,503,081
Administration and Support	\$ 1,434,640	\$ 1,051,806	\$ 1,003,407	\$ 3,489,332	\$ 2,386,720	\$ 4,652,443
Total Other School Expenses	\$ 4,905,581	\$ 1,248,448	\$ 1,463,135	\$ 7,616,643	\$ 8,325,401	\$ 10,155,524
TOTAL PROGRAM EXPENSES	\$ 48,357,476	\$ 9,309,655	\$ 9,795,924	\$ 67,462,534	\$ 62,128,801	\$ 99,033,921
Net Increase (Decrease)	\$ 27,325,291	\$ 3,043,945	\$ 1,993,388	\$ 32,363,145	\$ 1,177,649	\$ 28,296,156
Adjustment for capitalized assets and depreciation				\$ (381,035)		
Beginning Fund Balance Not Invested in Capital				\$ 12,642,079		
Ending Fund Balance Not Invested in Capital				\$ 44,624,189		
Fund Balance Invested in Capital				\$ 590,718		
TOTAL ENDING FUND BALANCE				\$ 45,214,907		



FISCAL CONTROLS

Date of Approval: 2/5/2020

Purpose

The Board believes in implementing and following fiscal management practices to ensure that the School's funds are appropriately managed in order to support the School's mission and avoid any liability that could be attributed to the Board resulting from mismanagement.

Policy

School funds will be budgeted, accounted for, expended, and maintained in an appropriate fashion and in accordance with Federal and State requirements. The following procedures have been established to facilitate this.

Procedure

A. Budgets

Working with Connections Academy, LLC³, its educational services provider, and the School's Business Manager, the School's Treasurer will coordinate the preparation of an annual operating budget with estimated revenue and expenditures in the spring prior to May 1 for the following fiscal year, defined as the twelve-month period ending June 30, unless otherwise required by law or other contract. The Board shall plan to review and approve the budget prior to May 1 of each year. Working with Connections Academy, LLC, the Business Manager will prepare a fiscal year forecast based upon updated assumptions before the opening of the new School year. Approved annual operating budgets will be submitted to the all appropriate entities required by law in the format required by statute and/or regulation and by required deadlines.

Approved budgets will be used to monitor the financial activities of the year via the monthly financial reports. In addition, working with Connections Academy, LLC, the Business Manager, as necessary, will prepare cash flow analysis, budget projections, and budget revisions for upcoming fiscal years for review.

As part of the budget process, and/or at the time of hiring or increasing the compensation of the Chief Executive Officer (CEO) of the School, the Board will review a comparison of salaries for chief executives (principal, director, administrator, etc.) at other similar schools and make a determination, to be recorded in the minutes of the Board, that the proposed compensation is reasonable.

³ Connections Academy LLC is the current educational services provider. This function would be carried out by the new provider upon a change in the provider.

B. Controls, Budget, and Fiscal

The School will maintain the following principles in its ongoing fiscal management practices to ensure that, (1) expenditures are authorized by and in accordance with amounts specified in the board-adopted budget, (2) the School's funds are managed and held in a manner that provides a high degree of protection of the School's assets, and (3) all transactions are recorded and documented in an appropriate manner:

1. Segregation of Duties

The School will develop and maintain simple check request and purchase order forms to document the authorization of non-payroll expenditures. These expenditures will primarily be those expenditures not covered under the monthly invoice from Connections Academy, LLC. The monthly invoices from Connections Academy, LLC will be approved and/or ratified by action of the Board. Proposed expenditures that are not preapproved via Board action of a contracted amount shall be approved by the CEO or designee, who will review to determine whether it is consistent with the Board-adopted budget. An approved signer on the account, typically the Business Manager, will sign or otherwise approve purchase orders, check request forms, credit card expenses, or invoices. All check requests or purchase orders over Ten Thousand (\$10,000) Dollars must be co-signed by two appropriate designees who are either approved as a signatory on the School's checking account, or serve on the School's Senior Leadership Team. All checks over Twenty Thousand (\$20,000) Dollars must be co-signed by either the Board President or Board Treasurer. Dual approval through electronic methods is also acceptable. Payments for invoices for operational services contracted by the School, and previously approved by the Board, including those for services provided by Connections Academy, LLC, do not need to be countersigned or dually approved. Payments for invoices for operational services contracted by the School, and previously approved by the Board, to be paid via electronic funds transfer may be completed by an approved signatory on the School's checking account pursuant to the completion of the electronic funds transfer approval policy. For all funds transferred electronically, a confirmation will be performed by the signatory to validate the funds are in receipt by the vendor within 24 hours.

All transactions will be posted on an electronic general ledger by the Business Manager or Business Office staff.

2. Banking Arrangements/Reconciliation

The School will maintain its accounts at a federally insured commercial bank or credit union in the State of operation as approved by the Board in compliance with the respective state law. Funds will be deposited in non-speculative accounts including federally insured savings or checking accounts or invested in non-speculative federally backed instruments. For all funds, the Board must appoint and approve all individuals authorized to sign checks in accordance with these policies. Bank statements from private banking institutions will be sent directly to the School's bookkeeper or Treasurer if none, for reconciliation. A report of the reconciliation will be provided to the Board Treasurer on a monthly basis.

3. Purchasing Procedures

This section applies to purchases made by the School, and does not apply to purchases made by Connections Academy, LLC pursuant to the Professional Services Agreement with the School. All purchases over Ten Thousand (\$10,000) Dollars must include documentation of a good faith effort to secure the lowest possible cost for comparable goods or services. The Business Manager shall not approve purchase orders or check requests lacking such documentation and must comply with the School's Procurement Policy. Documentation shall be attached to all check and purchase order requests showing that at least two (2) vendors were contacted and such documentation shall be maintained for three (3) years. If specialty goods are not available through multiple vendors, documentation may include this information in lieu of a cost comparison.

No public funds shall be expended for the purchase of alcoholic beverages.

The CEO or designee may purchase supplies, materials, equipment, and services up to the amounts specified in the approved budget or per an approved Board action, while ensuring the above procedures

4. Electronic Funds Transfer (EFT) for Vendors

For any new vendor requesting payment by outgoing transfer from the School's checking account, the vendor and corresponding invoice must be reviewed and approved by the Principal to validate the authenticity of the vendor and related service or product invoiced to the school. Once approved by the Principal, the vendor and electronic funds transfer (EFT) instructions must be reviewed and approved by the School Board Treasurer or Board Chair to validate the accuracy and authenticity of the vendor and EFT instructions prior to the wiring of any outgoing funds. For any pre-existing vendor receiving outgoing EFTs for invoice payment and requesting a change in EFT instructions (i.e., to a new bank account or banking institution), the new EFT instructions must be verbally confirmed with the vendor by the Treasurer. Once confirmed, the details will be reviewed and approved by both the Treasurer and Board Chair to validate the accuracy and authenticity of the EFT instructions prior to the wiring of any outgoing funds.

5. Record Keeping

Transaction ledgers, invoices, receipts, canceled/duplicate checks, attendance and entitlement records, payroll records, and any other necessary fiscal documents will be maintained by a local contracted bookkeeper or by Connections Academy, LLC, in accordance with state law and as required in the professional services agreement signed by the School in a secure location for at least seven (7) years as set out in the Records Retention Policy, or as long as required by applicable law, whichever is longer. Appropriate back up copies of electronic and paper documentation, including financial and attendance accounting data, will be regularly prepared and stored in a secure off-site location, separate from the School.

6. Fixed Assets

The local contracted bookkeeper or Connections Academy, LLC shall establish and maintain and regularly update a listing of all computers, equipment and furniture purchased by the School of a value of over One Thousand (\$1,000) Dollars. This list shall include the original purchase price and date, a brief description, serial numbers, and other information appropriate for documenting the School's assets. The School shall maintain a segregated list of assets that were purchased with non-public funds, where applicable.

7. Cash Collections

All incoming checks or cash will be verified and entered into a deposit log in accordance with any internal control procedures developed by the school. All checks will be restrictively endorsed promptly. Receipts will be issued upon request. When checks are taken for deposit, the person taking the checks will sign a separate log with the date and total amount taken for deposit. The deposit log will be provided to the person reviewing the bank statements for comparison with the deposit record on the bank statements. All cash and checks will be kept locked in the School office prior to deposit. Deposits should be made as soon as possible on receipt of checks and/or cash and with a target of within twenty-four (24) hours of receipt.

8. Attendance Accounting

The Principal will establish and maintain an appropriate attendance accounting system to ensure the School receives appropriate attendance credit. The annual audit will review actual attendance accounting records and practices to ensure compliance. The attendance accounting practices will be in conformance with the applicable state regulations.

9. Annual Audit

The Board shall annually contract for the services of an independent public accountant to perform an annual fiscal audit in compliance with State law. The audit shall cover the business of the School during the full fiscal year; be a financial audit conducted in accordance with generally accepted auditing standards; and, include, but not be limited to, (1) an analysis of the School's compliance with applicable laws and regulations; (2) any recommendations for improvement by the School; (3) any other comments deemed pertinent by the auditor, including the auditor's opinion regarding the financial statements; (4) an audit of the accuracy of the School's financial statements, (5) an audit of the School's attendance accounting records, and (6) an audit of the School's internal controls practices. If the School receives over Seven Hundred Fifty Thousand (\$750,000) Dollars from federal sources, the audit shall be prepared in accordance with any relevant Office of Management and Budget audit circulars. The audit shall be completed and submitted to the Board for review at a public meeting as soon as reasonably possible following the close of the fiscal year for which the audit is conducted and as mandated by state, charter or other law. Copies of the Audit will also be forwarded to any entities or public agencies, as required by the respective state's Charter School law, the charter and state regulations.

The Audit engagement and review process may be conducted by the Board's Audit/Finance Committee on behalf of the Board.

10. Fiscal Reports

Working with Connections Academy, LLC³, its educational services provider, the following reports will be prepared for the School by the Business Manager on a monthly basis, and reported to the Board and/or its Treasurer:

- Revenue and Expense Statement and supporting schedules for the current fiscal year – showing actual results for the months already past and forecasts for future months
- Balance Sheet
- Connections Academy, LLC Invoices – showing the fees for the month, drawn off of the revenue and expense statement and the accounts payable detail report

The following reports shall be made available to the Board and/or its Treasurer upon request:

- Bank Reconciliation – listing all of the deposits and withdrawals for the period under review with descriptive headings
- Accounts Payable Detail – showing the vendor name, the invoice amount, who paid the invoice, and when; in addition, the Board Treasurer will receive a copy of all invoices on this schedule
- Payroll Registers if applicable
- Enrollment & Attendance Reports – showing the demographic makeup of the students who have enrolled in the School as well as other related statistical data

11. Property and Liability Insurance

Connections Academy, LLC shall ensure that the School retains appropriate property and liability insurance coverage in accordance with the respective state law. Board Directors and Officers liability insurance shall also be obtained. Insurance will be kept in force at all times with any minimum limits as outlined in the charter, state law, and professional services agreement between the School and Connections Academy, LLC.

12. Contract Signing Authority

Unless otherwise authorized or designated by the Board, all contracts entered into by the School for a monetary amount over Five Thousand (\$5,000) Dollars shall require the signature of the CEO, or designee. All other routine contracts for the operation of the School in a monetary amount of less than Five Thousand (\$5,000) Dollars may be signed by a member of the School's Senior Leadership Team. All orders for payment of money to a member of the Board may only be drawn for travel expenses, or subsistence allowances.



Reach Cyber Charter School
MINUTES OF THE BOARD OF DIRECTORS SPECIAL MEETING
Wednesday, January 27, 2021 at 12:00 p.m.

Meeting Location:
750 East Park Drive, Suite 204
Harrisburg, PA 17111

-And via teleconference-
1(800) 747-5150; Code 703-4511#

I. Call to Order and Roll Call

Mr. Taylor called the meeting to order at 12:01 p.m. when all participants were present and able to hear each other. The meeting was open to the public in person at the school, and held via teleconference.

Board Members Present: David Taylor, Paul Donecker, Joe Harford, Gail Hawkins Bush and Dave Biondo (all via phone);

Board Members Absent: Alex Schuh;

Guests: Karen Yeselavage and Scott Stuccio (in person at the school, following COVID-19 social distancing protocols); Jane Swan, School Leader; Pat Hennessey, Board Counsel; Kristin Hovorka, Rachel Graver, LeeAnn Ritchie, Devin Meza-Rushanan, Greg McCurdy and Andy Gribbin, School Staff; Laura Johnson and Megann Arthur, Online and Blended Learning (OBL) 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, and inquired if there were any changes requested. There being no changes noted, a motion was made and seconded as follows:

RESOLVED, that the Agenda for the January 27, 2021 Special Meeting of the Reach Cyber Charter School Board of Directors, as presented, is hereby approved.

The motion passed unanimously.

[Ms. Hennessey joined the meeting at 12:03 p.m.]

IV. Financial Report

Ms. Yeselavage reviewed the school's financial statements with the Board. She reviewed the revenue and expense statements, and balance sheet with the Board and advised of updated projections. Ms. Yeselavage further discussed changes being made to the format of the financial statements to more closely align with PDE's recommended reporting and account code structure, as indicated in the form of the school's required Annual Financial Report to PDE structure.

[Mr. Meza-Rushanan joined the meeting at 12:06 p.m.]

V. Strategic Planning

a. Strategic Plan Report

Ms. Swan presented this item to the Board. She provided brief overview of recent updates to action items within the Strategic Plan, reminding the Board of discussion at their last regular meeting the week prior, as well.

b. Approval of STEM Gaming Microgrant Agreement

Ms. Swan asked Mr. Gribbin to present this item to the Board. Mr. Gribbin provided the Board with an overview of content areas to be covered, advantages to the recommended program, and student feedback on trials with the Gaming program(s). There being no further discussion, a motion was made and seconded as follows:

RESOLVED, that the STEM Gaming Microgrant Agreement, as presented, is hereby approved.

The motion passed unanimously.

c. Approval of MOU with Penn State University (PSU)

Ms. Swan asked Ms. Ritchie to present this item to the Board. Ms. Ritchie provided an overview of the agreement, as included in the Board materials. She indicated that the school had received a request from PSU to enter into a cooperative pre-service teaching agreement. Ms. Ritchie further advised that there would be a stipend provided to teachers for hosting students of the University, and that the terms of this proposed partnership are similar to other university agreements in place at Reach currently. There being no further discussion, a motion was made and seconded as follows:

RESOLVED, that the MOU with Penn State University, as presented, is hereby approved.

The motion passed unanimously.

VI. Executive Session- Mid Year School Leader Review - 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 12:14 p.m. upon a motion being made, seconded and confirmed via roll call vote of all Board members present. The Board cited the following for entering into the 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. Board members present were: David Taylor, Dave Biondo, Paul Donecker, Gail Hawkins Bush and Joe Harford. Guests present at the request of the Board were: Jane Swan, Kristin Hovorka and Pat Hennessey. All others left the meeting at this time.

The Board discussed personnel matters.

There being no further discussion and upon a motion being made, seconded and confirmed via roll call vote of all Board members present, the Board resumed Open Session at 12:32 p.m. No action was taken during Executive Session.

VII. Adjournment and Confirmation of Next Meeting – Wednesday, February 17, 2021 at 9:00 a.m.

Mr. Taylor inquired if there was any other business or discussion. There being no further business or discussion, a motion was made and seconded as follows:

RESOLVED, that the next meeting date is February 17, 2021 at 9:00 a.m., to be held at the school location and/or via teleconference, based on state recommendations regarding public health and safety, is hereby approved; and

FURTHER RESOLVED, that the Board being at the end of its agenda, the meeting was adjourned at 12:33 p.m., is hereby approved.

The motions passed unanimously.



Reach Cyber Charter School
MINUTES OF THE BOARD OF DIRECTORS MEETING
Wednesday, February 17, 2021 at 9:00 a.m.

Meeting Location:
750 East Park Drive, Suite 204
Harrisburg, PA 17111

-And via teleconference-
1(800) 747-5150; Code 703-4511#

I. Call to Order and Roll Call

Mr. Taylor called the meeting to order at 9:05 a.m. when all participants were present and able to hear each other. The meeting was open to the public in person at the school, and held via teleconference.

Board Members Present: David Taylor, Paul Donecker, Joe Harford and Gail Hawkins Bush (all via phone);

Board Members Absent: Dave Biondo and Alex Schuh;

Guests: Karen Yeselavage (in person at the school, following COVID-19 social distancing protocols); Jane Swan, School Leader; Pat Hennessey, Board Counsel; Kristin Hovorka, Rachel Graver, LeeAnn Ritchie, J.D. Smith, Kelly McConnell, Corey Groff, Stephanie Bost, Rachel Parker, Scott Stuccio, Clara Keeperts, Alicia Swope, Devin Meza-Rushanan, Michael Hinshaw, Andy Gribbin, Greg McCurdy, Kari Shaffer and Dan Latislaw, School Staff; Kevin Corcoran, Charter Choices, Financial Consultant; Jay W. Ragley, Melissa Nelson, Emily Lee and Megann Arthur, Online and Blended Learning (OBL) staff (via phone).

II. Public Comment

There were no public comments made at this time.

III. Audit Committee, Committee of the Entire Board

a. Ratification of Final Audit Report for the 2019-2020 School Year Annual Financial Audit

Ms. Yeselavage presented this item to the Board. She reviewed the audit report for the fiscal year ending June 30, 2020, as included in the Board materials, and reminded Board members of the previous approval for the Board Treasurer to work with the school on filing by the required deadlines. Ms. Yeselavage highlighted key aspects of the report, and related to the Board that the audit firm indicated no findings; she advised that the report was the best result the school can achieve. Board members discussed the audit report, and expressed their satisfaction with the school and OBL for the results. There being no additional discussion, a motion was made and seconded as follows:

RESOLVED, the Audit Report for the fiscal year ending June 30, 2020, as presented, is hereby ratified.

The motion passed unanimously.

IV. Routine Business

a. Approval of Agenda

Mr. Taylor asked the Board to review the agenda distributed prior to the meeting. The Board indicated their intent to table Consent item b) Approval of Minutes from the January 27, 2021 Special Board Meeting and Strategic Planning item a) iv) Robert Morris University as these documents were not available for review. There being no further changes noted, a motion was made and seconded as follows:

RESOLVED, that the Agenda for the February 17, 2021 Meeting of the Reach Cyber Charter School Board of Directors, as amended, is hereby approved.

The motion passed unanimously.

V. Oral Reports

a. School Leader's Report

Ms. Swan highlighted specific data points within the Monthly School Report, as included in the Board meeting materials.

i. Enrollment and Staffing Update

Ms. Swan updated the Board on the school's current enrollment, specifying enrollment numbers by grade level. Ms. Hovorka updated the Board on the school's current staffing levels as well as hiring efforts for open positions. She further updated the Board on substitute roles for upcoming employee leaves.

ii. State Testing Process during COVID-19 Precautions

Ms. Swan presented this item to the Board. Ms. Swan advised the Board that the school received a letter from the Department of Education noting that there is no further information at this time regarding state testing, but that an update is anticipated in March. Ms. Swan further updated the Board on preparations underway if state testing is to take place.

iii. Graduation Planning

Ms. Swan advised the Board of the plans for the upcoming high school graduation ceremony for Reach, planned for June 9, 2021 and encouraged Board members to attend.

iv. OBL Winter Leadership Retreat

Ms. Swan reported to the Board on the Winter Leadership Retreat that she recently attended, including professional development initiatives and networking opportunities.

[Ms. Hovorka left the meeting at 9:15 a.m.]

b. Financial Report

Ms. Yeselavage reviewed the school's financial statements with the Board.

[Ms. Hovorka rejoined the meeting at 9:16 a.m.]

She reviewed the revenue and expense statements, and balance sheet with the Board, and advised of updated projections.

VI. 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 changes noted, a motion was made and seconded as follows:

RESOLVED, the Consent Items:

- a. Approval of Minutes from the January 20, 2021 Board Meeting;
- b. Approval of Staffing Report;
- c. Approval of OBL Invoice(s) for January (# 91000007124); and
- d. Approval of School Calendar for the 2021-2022 School Year; are hereby approved.

The motion passed unanimously.

VII. Action Items

There were no action items.

VIII. Information Items

- a. State Account Relations (STAR) Update

Mr. Ragley provided the Board with an update on recent legislative activities in the state, which may impact the school.

- i. Policy Maker Outreach Project

Mr. Stuccio presented this item to the Board. Mr. Stuccio updated the Board on a successful recent policy maker virtual visit including student and family participation. He further updated the Board on the continuing letter writing campaign. Ms. Swan and the Board shared their appreciation for Mr. Stuccio's work on this project. Ms. Swan further updated the Board that she will be providing testimony to a House Committee on behalf of cyber schools. The Board discussed outreach efforts in detail.

- b. Partner School Leadership Team (PSLT) Update

Ms. Nelson advised that there was no update at this time.

IX. Strategic Planning

a. Approval of Agreements for Student Teaching Programs

i. Wilson College

Ms. Ritchie provided an overview of the proposed Agreement, as included in the Board materials. There being no further discussion, a motion was made and seconded as follows:

RESOLVED, that the Agreements for Student Teaching Programs with Wilson College, as presented, is hereby approved.

The motion passed unanimously.

ii. St. Francis University

Ms. Ritchie provided an overview of the proposed Agreement, as included in the Board materials. There being no further discussion, a motion was made and seconded as follows:

RESOLVED, that the Agreements for Student Teaching Programs with St. Francis University, as presented, is hereby approved.

The motion passed unanimously.

iii. Community College of Allegheny County (CCAC)

Ms. Ritchie provided an overview of the proposed Agreement, as included in the Board materials. There being no further discussion, a motion was made and seconded as follows:

RESOLVED, that the Agreements for Student Teaching Programs with Community College of Allegheny County (CCAC), as presented, is hereby approved.

The motion passed unanimously.

iv. Robert Morris University

This item was tabled.

Ms. Ritchie advised the Board of other partners she will be reaching out to for potential participation in this program. The Board discussed potential partners with Ms. Ritchie.

X. EXECUTIVE SESSION- Mid Year School Leader Review - 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 9:37 a.m. upon a motion being made, seconded and confirmed via roll call vote of all Board members present. The Board cited the following for entering into the 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. Board members present were: David

Taylor, Paul Donecker, Gail Hawkins Bush and Joe Harford. Guests present at the request of the Board were: Jane Swan and Pat Hennessey. All others left the meeting at this time.

The Board discussed personnel matters.

There being no further discussion and upon a motion being made, seconded and confirmed via roll call vote of all Board members present, the Board resumed Open Session at 10:00 a.m. No action was taken during Executive Session.

XI. Adjournment and Confirmation of Next Meeting – Wednesday, April 21, 2021 at 9:00 a.m.

Mr. Taylor inquired if there was any other business or discussion. There being no further business or discussion, a motion was made and seconded as follows:

RESOLVED, that the next meeting date is April 21, 2021 at 9:00 a.m., to be held at the school location and/or via teleconference, based on state recommendations regarding public health and safety, is hereby approved; and

FURTHER RESOLVED, that the Board being at the end of its agenda, the meeting was adjourned at 10:00 a.m., is hereby approved.

The motions passed unanimously.



Reach Cyber Charter School
MINUTES OF THE BOARD OF DIRECTORS SPECIAL MEETING
Wednesday, March 24, 2021 at 9:00 a.m.

Meeting Location:
750 East Park Drive, Suite 204
Harrisburg, PA 17111

-And via teleconference-
1(800) 747-5150; Code 703-4511#

I. Call to Order and Roll Call

Mr. Taylor called the meeting to order at 9:04 a.m. when all participants were present and able to hear each other. The meeting was open to the public in person at the school, and held via teleconference.

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

Board Members Joined During Meeting: Gail Hawkins Bush (via phone);

Board Members Absent: Alex Schuh;

Guests: Karen Yeselavage (in person at the school, following COVID-19 social distancing protocols); Jane Swan, School Leader; Pat Hennessey, Board Counsel; Rachel Graver, LeeAnn Ritchie, J.D. Smith, Kelly McConnell, Cory Groff, Stephanie Bost, Devin Meza-Rushanan, Greg McCurdy, Scott Stuccio, Andy Gibbin, and Dan Latislaw, School Staff; Kevin Corcoran, Charter Choices, Financial Consultant; Kristin DeGroff, Laura Johnson, and Melissa Brown, Online and Blended Learning (OBL) 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, and inquired if there were any changes requested. Ms. Swan requested the addition of Action Item (b) Approval of STEM Kit Expenditure for the 2021-2022 School Year. There being no further changes noted, a motion was made and seconded as follows:

RESOLVED, that the Agenda for the March 24, 2021 Special Meeting of the Reach Cyber Charter School Board of Directors, as amended, is hereby approved.

The motion passed unanimously.

IV. Oral Reports

a. School Leader's Report

i. Update on State Testing

Ms. Swan advised that the state testing window for the 2020-2021 school year has been extended through the month of September. She discussed a survey to be sent out to the school body regarding student availability and scheduling for all standardized exams.

[Ms. Hennessey joined the meeting at 9:06 a.m.]

ii. Update on the Use of Zoom

Ms. Swan discussed the use of Zoom rooms for classroom lessons, scheduled to begin this week. She advised of the messaging provided to families to ensure a smooth transition to the Zoom platform. Board members discussed online video platform permissibility and security measures in detail.

Ms. Swan also discussed the school's use of STEM kits in previous school years, and advised of the quote from AquaPhoenix Scientific, Inc, for STEM kits for the 2021-2022 school year. Board members discussed the potential purchase in detail, as well as the school's bidding process for large expenditures.

[Ms. Hawkins-Bush joined the meeting at 9:17 a.m.]

V. Action Items

a. Approval of Attestation Form to Allow School Staff to Return to In-Person Evaluations, State Testing and In-Person Meetings with Social Workers and Family Mentors

Ms. Swan presented this item to the Board, and reviewed the Attestation Form, as included in the Board materials. She advised of the school's intent to return to face to face evaluations for students in need of Special Education, social work, and mentorships, and ensured that all COVID-19 protocols would be in place for each visit. Board members discussed the process in detail, including the desire to include additional/backup documentation for the meetings for accurate recordkeeping. There being no further discussion, a motion was made and seconded as follows:

RESOLVED, that the Attestation Form to Allow School Staff to Return to In-Person Evaluations, State Testing and In-Person Meetings with Social Workers and Family Mentors, as presented, is hereby approved.

The motion passed unanimously.

b. Approval of STEM Kit Expenditure for the 2021-2022 School Year

Ms. Swan discussed the proposal from AquaPhoenix Scientific, Inc. for STEM kits for students at all grade levels for the 2021-2022 school year, and advised of the anticipated expenditure of \$1,400,000.00. Board members discussed the proposed expenditure, and requested a STEM kit demonstration at a future in-person meeting. There being no further discussion, a motion was made and seconded as follows:

RESOLVED, the STEM Kit expenditure for the 2021-2022 school year, as discussed, is hereby approved.

The motion passed unanimously.

VI. Adjournment and Confirmation of Next Meeting – Wednesday, April 21, 2021 at 9:00 a.m.

Mr. Taylor inquired if there was any other business or discussion. There being no further business or discussion, a motion was made and seconded as follows:

RESOLVED, that the next meeting date is April 21, 2021 at 9:00 a.m., to be held at the school location and/or via teleconference, based on state recommendations regarding public health and safety, is hereby approved; and

FURTHER RESOLVED, that the Board being at the end of its agenda, the meeting was adjourned at 9:26 a.m., is hereby approved.

The motions passed unanimously.

REACH Staffing Report April 2021

New Hires

First Name	Last Name	Area	Compensation	Bonus Potential	Start Date
Lisa	Blickley	Benefits Coordinator	\$55,000	4%	2/22/2021
Penny	Fox	Payroll Coordinator	\$60,000	4%	2/22/2021
Emily	Wood	Middle School Teacher	\$56,000	4%	3/2/2021
Brianna	Melendez	Permanent Substitute Teacher- Elementary	\$50,000	n/a	3/2/2021
Kimberlee	Dillon	High School Science Teacher	\$55,500	4%	3/2/2021
Michelle	Krzemieniecki	Middle School Teacher	\$49,000	4%	3/2/2021
Mark	Yeckley	Middle School Teacher	\$55,500	4%	3/2/2021
Taylor	Lookenbill	Middle School Teacher	\$49,000	4%	3/16/2021
Mary	Comunale	Middle School Teacher	\$55,500	4%	3/16/2021
Leah	Martin	Middle School Teacher	\$50,000	4%	3/16/2021
Kristen	Hallas	Middle School Teacher	\$55,000	4%	3/16/2021
Carrie	Cooper	School Counselor	\$55,000	4%	3/16/2021
Kaitlyn	Wilczynski	School Psychologist	\$62,000	4%	3/16/2021

Departing Employees

First Name	Last Name	Area	Last Day Worked
Rebecca	Kelley	Elementary Teacher	2/11/2021
Nancy	Wagner	Director of Family Services	2/12/2021
Daniel	Purnell	Manager of Family Services	2/12/2021
Erin	Yingst	School Counselor	2/19/2021
Kristen	Hovorka	Director of Human Resources	2/25/2021
Martin	Lebow	Middle School Teacher	2/26/2021
Stephanie	Flaherty	Elementary Teacher	3/1/2021
Brad	Mangle	Truancy Officer	3/10/2021
Krystal	Gold	Truancy Officer	3/17/2021
Jennifer	Morganheira	Special Education Teacher	3/19/2021
Christine	Pulizzi	Middle School Teacher	3/25/2021

Promotion / Position Changes

First Name	Last Name	Former Position	New Position	Compensation	Bonus Potential	Start Date
Alison	Medura	Permanent Substitute Teacher- Elementary	Elementary Teacher	\$50,000	4%	2/16/2021
Amber	Stine	Social Worker	Homelessness Coordinator (Career Ladder)	\$58,760 (\$56,500 + 4%)	no change	2/17/2021
Stefanie	Sanders	Permanent Substitute Teacher- Elementary	Elementary Teacher	\$50,000	4%	3/1/2021
Stacey	Richards	Elementary Teacher	Middle School Teacher	no change	no change	3/15/2021
Stacy	Seamon	Middle School Teacher	High School Science Teacher	no change	no change	4/1/2021



Pearson

INVOICE

Customer Bill-to:
Reach Cyber Charter School
750 East Park Drive
Suite 204
Harrisburg, PA 17111

Attention:
Accounts Payable

Customer Ship-to:
Reach Cyber Charter School
750 East Park Drive
Suite 204
Harrisburg, PA 17111

**Connections Education LLC dba
Pearson Online & Blended Learning
K-12 USA**
10960 Grantchester Way
Columbia, MD 21044
Tel: 1-800-843-0019
Email:
poblsalesops@pearson.com
Tax ID No:
68-0519943

Invoice Number : 91000007372
Date : 17-MAR-2021
Due Date :
Payment Terms :
Customer Account : 3924545
Project Number : 82043226
Currency : USD
Shipment Terms :
Certiport Customer ID :
Purchase Order Number : REACH
Number of Pages : Page 1 of 2

Total Ordered Quantity (No. Of Items) : 2	REMITTANCE INFORMATION
Net Amount : USD \$4,481,149.80	Make Checks Payable to: Pearson Online & Blended Learning 32369 Collection Center Drive Chicago, IL 60693-0323
Tax Total : USD \$0.00	Bank Wire to: Bank Name : Bank of America N A
Invoice Total : USD \$4,481,149.80	Bank Address :
Amount Due : USD \$4,481,149.80	ABA ACH No : 071000039
	ABA Wire No : 026009593
	SWIFT Code : BOFAUS3N
	A/C No : 8188290225
	Bank Account Name : Connections Education LLC dba Pearson Online & Blended Learning K-12 USA



Pearson

Invoice Number: 91000007372							Page 2 of 2
Project Number	Project Agreement Number	Description	Quantity	List Price	Net Price	Tax	Line Total
82043226	REACH	Direct Charges	7		4,407,443.84	0.00	4,407,443.84
82043226	REACH	Pass Through	13		73,705.96	0.00	73,705.96

To pay your invoice online: Visit <https://ipay2.bizsys.pearson.com/register> to register.
 Already registered? Access your online account by visiting <https://ipay2.bizsys.pearson.com>

Invoice Total	Subtotal	Total Tax	Invoice Total
	USD	USD	USD
	\$4,481,149.80	\$0.00	\$4,481,149.80



Pearson

INVOICE

Customer Bill-to:

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

Attention:

Accounts Payable

Customer Ship-to:

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

Connections Education LLC dba

**Pearson Online & Blended Learning
K-12 USA**

10960 Grantchester Way
Columbia, MD 21044
Tel: 1-800-843-0019

Email:

poblsalesops@pearson.com

Tax ID No:

68-0519943

Invoice Number : 91000007587

Date : 12-APR-2021

Due Date :

Payment Terms :

Customer Account : 3924545

Project Number : 82043226

Currency : USD

Shipment Terms :

Purchase Order Number : REACH

Number of Pages : Page 1 of 2

Total Ordered Quantity (No. Of Items) : 2	REMITTANCE INFORMATION	
Net Amount : USD \$5,467,206.98	Make Checks Payable to:	Bank Wire to:
Tax Total : USD \$0.00	Pearson Online & Blended Learning	Bank Name : Bank of America N A
Invoice Total : USD \$5,467,206.98	32369 Collection Center Drive	Bank Address :
Amount Due : USD \$5,467,206.98	Chicago, IL 60693-0323	ABA ACH No : 071000039
		ABA Wire No : 026009593
		SWIFT Code : BOFAUS3N
		A/C No : 8188290225
		Bank Account Name : Connections Education LLC dba Pearson Online & Blended Learning K-12 USA



Invoice Number: 91000007587							Page 2 of 2
Project Number	Project Agreement Number	Description	Quantity	List Price	Net Price	Tax	Line Total
82043226	REACH	Direct Charges	6		4,755,728.58	0.00	4,755,728.58
82043226	REACH	Pass Through	15		711,478.40	0.00	711,478.40

To pay your invoice online: Visit <https://ipay2.bizsys.pearson.com/register> to register.
 Already registered? Access your online account by visiting <https://ipay2.bizsys.pearson.com>

Invoice Total	Subtotal	Total Tax	Invoice Total
	USD	USD	USD
	\$5,467,206.98	\$0.00	\$5,467,206.98



CliftonLarsonAllen LLP
901 North Glebe Road, Suite 200
Arlington, VA 22203
571-227-9500
CLAconnect.com

April 12, 2021

Karen Yeselavage
Reach Cyber School
750 East Park Drive
Suite 204
Harrisburgh, PA 17111

Dear Karen:

By signing this Agreement, Reach Cyber School (“Client” or “You”) has retained CliftonLarsonAllen (CLA) to proceed with the requested services, and agrees to the terms and conditions as set forth in this agreement:

1. *Renewal.* Client agrees to renew the Sage Intacct subscription and agrees to pay the fees as noted in the Sage Intacct Order Schedule (Exhibit A). Fees are due prior to the start of each subscription period to ensure continued system and support access.

2. *Services.* Client has retained CliftonLarsonAllen to perform support, consulting, and training services for your existing Sage Intacct accounting system.

This support agreement is not intended to replace a more comprehensive or involved project. A separate Statement of Work may be requested by either party to clarify and define scope.

3. *Support and Hourly Fees.* Sage support and consulting are available at the rates described in Exhibit B herein. CLA receives a percentage of the annual subscription fees to provide Tier 1 Support (as defined in Exhibit B) for Sage Intacct Services. Any fees quoted will have added to them CLA’s technology and administrative service fee of 5%.

4. *Retainers.* Services rendered beyond the Plan allowance will be billed at the full hourly rate with payment due upon receipt. Hours are billed in 15 (fifteen) minute increments. Payments rendered are considered fully earned and nonrefundable or prorated. All CLA Client Success Plans expire at the end of the Sage Intacct subscription period.

5. *Additional Work.* Client understands additional work beyond the scope of this Agreement must be negotiated separately and will require a separate Agreement.

6. *Office Hours & Communication.* Office hours for CLA Support are Monday through Friday 9:00 AM to 5:00 PM (Eastern Time). Email is the form of communication between Client and CLA Support for all Essential Support transactions. If telephone support is requested for Clients that select Essential Support, that time is billed in 15 (fifteen) minute increments. CLA Support is available for phone calls during office hours only. Telephone meetings expected to last longer than 15-minutes should be prescheduled whenever possible. CLA invoices Client for all missed meetings or cancellations when sufficient notice is not given.

7. *Payment Terms.* Subscription fees are due prior to the start of the Sage Intacct subscription period. Our invoices for consulting fees will be rendered monthly and are payable on presentation. In accordance with our firm policies, services will be suspended if your account becomes 30 days or more overdue and services will not continue until your account becomes current.

Reach Cyber School

April 12, 2021

Page 2

Management Responsibilities

CLA will remain independent throughout the engagement. For all accounting services we may provide you, including these software implementation services, management agrees to assume all management responsibilities. Management oversees the services by designating an individual, preferably within senior management, who possesses suitable skill, knowledge, and/or experience to understand and oversee the services; evaluate the adequacy and results of the services; and accept responsibility for the results of the services.

Cash Access

Client hereby acknowledges that CLA may inherently have, through administrative system rights, access to the client's Cash Management module and configured cash accounts within various modules during the implementation phase and subsequent post-go-live support phases. CLA will not make any changes to accounts or process any cash related transactions without the client's express written request and consent. Client acknowledges oversight responsibility over all its cash accounts, and should put in place procedures that would mitigate the risk of any potential fraudulent activities. Such procedures may include approval workflows for cash related activities, timely review of bank statements, and review of Intacct's built-in audit logs.

Limitation of Remedies

Our role is strictly limited to the engagement described in this letter, and we offer no assurance as to the results or ultimate outcomes of this engagement or of any decisions that you may make. You will be solely responsible for making all decisions concerning the contents of our communications and reports, for the adoption of any plans and for implementing any plans you may develop, including any that we may discuss with you.

You agree that it is appropriate to limit the liability of CliftonLarsonAllen, its Principals, directors, officers, employees and agents ("we" or "us") and that this limitation of remedies provision is governed by the laws of the State of Minnesota without giving effect to choice of law principles.

You further agree that you will not hold us liable for any claim, cost or damage, whether based on warranty, tort, contract or other law, arising from or related to this agreement, the services provided under this agreement, the work product, or for any plans, actions or results of this engagement, except to the extent authorized by this agreement. In no event shall we be liable to you for any indirect, special, incidental, consequential, punitive or exemplary damages, or for loss of profits or loss of goodwill, costs or attorneys' fees.

The exclusive remedy available to you shall be the right to pursue claims for actual damages that are directly caused by acts or omissions that are breaches by us of our duties under this agreement, but any recovery on any such claims, including any costs and attorneys' fees incurred in pursuing them, shall not exceed the fees actually paid under this agreement by you to CliftonLarsonAllen.

Other

This agreement will remain in effect until it is terminated by either party on thirty (30) days' written notice, with or without cause. In the event of termination, the Terms of Engagement shall survive and remain in effect. Any notices under this agreement shall be sent to you at the address noted above and to us at:

CliftonLarsonAllen LLP
Attn: Abe Mathew
901 North Glebe Rd, Suite 200
Arlington, VA 22203

Reach Cyber School

April 12, 2021

Page 3

We are performing this agreement as an independent contractor and we are not your employee or agent. This agreement contains the entire agreement and understanding between us and any prior proposals, communications, agreements and negotiations between us are merged into and replaced by this agreement, which may not be modified except in a writing signed by both parties. In the event that any provision of this agreement shall be deemed invalid or unenforceable, then the remainder of this agreement shall remain in force and effect. In the event of any Dispute, this agreement shall be governed by the laws of the State of Minnesota without giving effect to any choice of law principles.

Sage Intacct terms of service

This renewal is submitted pursuant to the terms and conditions of your original contract for Sage Intacct Services inclusive of any subsequent modifications, except as expressly stated herein. All terms not otherwise defined herein shall have the meaning ascribed to them in those terms and conditions. CLA is an authorized Intacct "Partner" as identified in the Intacct Terms of Service.

If the above terms are acceptable to you and the services outlined are in accordance with your understanding, please sign the copy of this letter in the space provided and return it to us.

Sincerely,

CliftonLarsonAllen LLP

Abraham Mathew
Principal, CliftonLarsonAllen
703-825-2176
Abraham.Mathew@claconnect.com

This letter correctly sets forth the understanding of Reach Cyber School:

Signature: _____

Print: Karen YeseLavage

Title: _____

Date: _____

Renewal Order Schedule**EXHIBIT A****Date:** 12-Apr-2021**Offer Expires:** 08-May-2021**Quote #:** Q-202104**Prepared For:****Name:** Karen Yeselavage**Company:** Reach Cyber Charter School**Address:** 750 East Park Drive

Suite 204

Harrisburgh, PA 17111

Phone: (717) 704-8437**Email:** kyeselavage@reach.connectionsacademy.org**Terms****Term Length:** 12 (months)**Subscription Period:** 20-May-2021 through 19-May-2022**Invoicing Frequency:** Annual subscription fees begin on the start date of your paid subscription period, with such fees invoiced annually at the beginning of each paid subscription period.**Payment Terms:** Net 30 from date of invoice.**Products****Sage Intacct Services**

Product Name	Description	Quantity	Term List Price	Unit Disc.	Total Price
Intacct Basic Project Tracking	With Intacct Basic Project Tracking, you get the Project object and dimension, which allow you to create project records with descriptive elements and tag select financial transactions (AP bills, purchasing transactions, AR invoices, order entry transactions, and journal entries) with a valid project ID for later analysis and financial reporting. Also, actuals get accumulated in a summary object that can also be used for reporting.	1.00	3,000.00	900.00	2,100.00
Intacct Employee User 10 Pack	Ten (10) additional employee user pack with limited access rights which include: Read only access to the Dashboard; Ability to enter/approve expense reports, timesheets and/or purchase requisitions. Also includes read only access to any additional applications built on the Intacct Platform.	1.00	1,380.00	414.00	966.00
Intacct Financial Management (for a Single Business Entity)	Intacct Financial Management includes the following - General Ledger, Cash Management, Purchase Order, Accounts Payable, Order Entry, Accounts Receivable, Standard Reports, Dashboard, Customization Services.	1.00	5,220.00	1,566.00	3,654.00

Product Name	Description	Quantity	Term List Price	Unit Disc.	Total Price
Essential Support	Essential Support is included at no additional charge to all customers of Intacct reseller Partners. Your Intacct Partner will respond to your initial request for support. Your Partner has direct access to all of Intacct's support resources including Intacct's comprehensive knowledgebase and Intacct's support personnel. Should your Partner be unable to resolve your support case, they will escalate to Intacct Support on your behalf. Intacct will work with your Partner, or directly with you, as needed, to resolve the case. Essential Support gives your company direct access to the Intacct Community - a path to submit cases, check the status of cases and search Intacct's comprehensive knowledgebase for answers to commonly asked questions. This is also where your organization can recommend product enhancements directly to Intacct as well as vote on product enhancement requests submitted by others.	1.00	0.00	0.00	0.00
Intacct Application Hosting, Infrastructure and Security Services	Hosting of Intacct Applications at a secure top tier data center, and disaster recovery services at a separate secure data center in a different geographic locale, described in detail in the Buy With Confidence program. Additionally, data is backed up to tape and stored off-site.	1.00	0.00	0.00	0.00
Intacct Buy With Confidence Guarantee	Our "Buy With Confidence" program applies to the Sage Intacct Services and includes guaranteed system uptime and disaster recovery protection. Details of the Buy With Confidence program are available at https://www.sageintacct.com/customer-terms .	1.00	0.00	0.00	0.00
User License - Business User	Users with unlimited access rights to all applications. Can be restricted based on permissions assigned by an Administrator.	6.00	2,640.00	792.00	11,088.00
Intacct Nonprofit Spend Management	Intacct Nonprofit Spend Management enables organizations to prevent expenditures beyond committed resources. Configure warning or prevention of spending. Provide insight and controls to deliver on their mission and commitment.	1.00	2,100.00	630.00	1,470.00
Intacct Platform Services - Standard	Intacct Platform - Standard includes the ability to deploy up to 2 applications on the Intacct Platform with up to 10 custom objects and 10,000 custom records. A minimum of Standard is required for the deployment of any Platform application, including Intacct Ready Partner or other 3rd party applications.	1.00	0.00	0.00	0.00
Intacct Web Services - Standard	Includes up to 900 transactions per month from applications using published Intacct Web Services. Required for the deployment of any application using Intacct Web Services, including Intacct Ready Partner or other 3rd party applications.	1.00	0.00	0.00	0.00
Sage Intacct Services Total:					USD 19,278.00

Sage Intacct Budgeting and Planning Services

Product Name	Description	Quantity	Term List Price	Unit Disc.	Total Price
Sage Intacct Budgeting and Planning - Contributor	Includes the ability to enter and view budgets with security based on permissions set by the creator user.	1.00	600.00	300.00	300.00
Sage Intacct Budgeting and Planning - Creator	Includes the ability to create, edit, and delete budgets, including versions and what-if scenarios. Creator user can manage permissions and security for all other user types and has full rights to create and manage centralized calculations.	2.00	1,080.00	540.00	1,080.00
Sage Intacct Budgeting and Planning - License	Includes the ability to create and manage budgets, manage what-if scenarios, create versions, and collaborate across user types.	1.00	7,080.00	3,540.00	3,540.00
Sage Intacct Budgeting and Planning Integration	Includes the ability to integrate Budgeting and Planning data with Sage Intacct.	1.00	0.00	0.00	0.00
Sage Intacct Budgeting and Planning Services Total:					USD 4,920.00

Grand Total: USD 24,198.00

TERMS:

This Order Schedule is subject to the Agreement for subscription to the Services with effective date 21-Apr-2020, inclusive of any subsequent modifications. All terms not otherwise defined herein shall have the meaning ascribed to them in the Agreement. Prices shown above do not include any taxes that may apply.

IN WITNESS WHEREOF, the parties hereto have caused this agreement to be executed by their duly authorized officers or representatives, either by signature below or by electronic signature through DocuSign.

Reach Cyber Charter School

CliftonLarsonAllen LLP - VAR

(Authorized Signature)

Karen YeseIavage

(Authorized Signature)

Abraham Mathew

(Printed Name and Title)

(Printed Name and Title)

(Signature Date)

(Signature Date)

In Process

Exhibit A

Additional Terms and Conditions

The following terms are added to, and in the event of a conflict prevail over, the Terms:

- Intacct Financial management includes up to two hundred (200) bank account connections through bank feeds. Bank feeds provide electronic access to thousands of financial institutions for bank reconciliations and matching payments to invoices.
- *The Buy With Confidence Program and any agreement between the parties concerning the EU General Data Protection Regulation (GDPR) or the Health Insurance Portability and Accountability Act (HIPAA), if any, shall not apply to the Sage Intacct Budgeting and Planning Services.*

In Process

Reach Cyber School

April 12, 2021

Page 4

EXHIBIT B

(1) Client Support

As a valued CLA client, Client Support is part of your current CLA Renewal Agreement, and includes the following services:

- Access to Sage Intacct Customer Portal - Search Sage Intacct's comprehensive knowledgebase for answers to commonly asked questions, and use available online tools. Through the portal, your organization can recommend product enhancements directly to Sage Intacct as well as vote on product enhancement requests submitted by others.
- Access to the CLA Support Desk:
 - Email support to intacct@claconnect.com (preferred) or phone support via 703-825-2197;
 - Telephone support that is available 8:00am-5:00pm CST;
 - Client Support hourly rate is **\$225**, billed in 15 minute increments;
 - Tier 1 Support (bug support) for Sage Intacct Services. When delivering Tier 1 Support, CLA will interface with Client to perform various responsibilities, including but not limited to (i) collection of relevant information; (ii) problem identification and analysis; (iii) fault isolation and diagnosis; and, (iv) troubleshooting and problem resolution. CLA will work with Client to determine if the issue falls in one of these categories:
 - System malfunction ("Bug") – If CLA is unable to diagnose and/or resolve a Client issue through Tier 1 support, then CLA shall escalate the issue to the Sage Intacct support center and initiate a Tier 2 support case. Client and CLA will, prior to contacting the Sage Intacct support center, obtain all information necessary to recreate the reported nonconformance, including, but not limited to the following: (i) a complete description and scope of the nonconformance; (ii) time that the nonconformance began; (iii) the Software revision level and any known workarounds (if applicable); (iv) document any attempted resolution. Client will not be billed for services time required to resolve the issue.
 - User error – CLA shall work with client to resolve the error. Services are billed based on Client Support hourly rate.
 - User training, re-training or report writing – Services are billed based on Client Support hourly rate.

(2) Client Success Plan

- In addition to what CLA offers under Client Support, the **Client Success Plan** includes Client Support at a lower rate:
 - CLA Success Plan discounted to rate **\$175 /hour** (replaces Client Support Hourly Rate)

(3) Unlimited Support Plan

- In addition to what CLA offers under Client Support, the **Unlimited Support Plan** includes unlimited support for up to two contacts (please note below). Support requests received from other contacts will be billed at the discounted rate of **\$150 /hour**.
- Unlimited support is designed to help address how to questions that arise from time to time and also to help with any support escalations with Intacct.
- Unlimited support is not designed to replace a separate consulting agreement that is used for training, report writing or other configuration consulting assistance.
- **Contact 1 name & email address:**
- **Contact 2 name & email address:**

Applies to all plans

- Additional services included at no-charge:
 - Periodic or annual renewal check-in:
 - Confirm module subscriptions
 - Confirm user and entity counts
 - Invitations to CLA Sage Intacct Client events including client user conference events, meet-ups and webinars.

- Additional Service Requests – Our Support and Client Success teams will help route your additional service requests to the appropriate party so they may personalize an engagement for you:
 - Customized training programs for new or transitioning staff
 - Report writing services
 - System customizations
 - Sage Intacct Business Review (SIBR)
 - System integrations
 - Add-on modules

Select Level of Support:

_____ Check here to select ~~(1) Client Support Plan~~ (included if no other plan is selected)

_____ Check here to select **(2) Client Success Plan** at the fixed annual price of ~~\$0~~ **\$2,400/year**
(discount reflects CLA's appreciation for your business!)

_____ Check here to select **(3) Unlimited Support Plan** at the fixed annual price of **\$12,000/year**
(please contact your Client Success team to discuss)

Certificate Of Completion

Envelope Id: A7CBE2AA8F6746C3A71920C3BE21E5A3	Status: Sent
Subject: Please Docusign: Reach Cyber School CLA Sage Intacct Renewal	
Client Name: Reach Cyber School	
Client Number: 097-104450	
Source Envelope:	
Document Pages: 10	Signatures: 0
Certificate Pages: 4	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelopeld Stamping: Enabled	Alex Avalos
Time Zone: (UTC-06:00) Central Time (US & Canada)	220 South 6th Street
	Suite 300
	Minneapolis, MN 55402
	alex.avalos@CLAconnect.com
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Abraham Mathew
 Abe.mathew@claconnect.com
 Security Level: Email, Account Authentication (None)

Electronic Record and Signature Disclosure:
 Accepted: 4/13/2021 8:32:05 PM
 ID: de2fb757-7cf1-480f-b418-fc4852f35c2a

In Person Signer Events	Signature	Timestamp
Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	4/12/2021 5:48:28 PM
Payment Events	Status	Timestamps
Electronic Record and Signature Disclosure		

ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

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Withdrawing your consent

If you decide to receive notices and disclosures from us electronically, you may at any time change your mind and tell us that thereafter you want to receive required notices and disclosures only in paper format. How you must inform us of your decision to receive future notices and disclosure in paper format and withdraw your consent to receive notices and disclosures electronically is described below.

Consequences of changing your mind

If you elect to receive required notices and disclosures only in paper format, it will slow the speed at which we can complete certain steps in transactions with you and delivering services to you because we will need first to send the required notices or disclosures to you in paper format, and then wait until we receive back from you your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from us or to sign electronically documents from us.

All notices and disclosures will be sent to you electronically

Unless you tell us otherwise in accordance with the procedures described herein, we will provide electronically to you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you during the course of our relationship with you. To reduce the chance of you inadvertently not receiving any notice or disclosure, we prefer to provide all of the required notices and disclosures to you by the same method and to the same address that you have given us. Thus, you can receive all the disclosures and notices electronically or in paper format through the paper mail delivery system. If you do not agree with this process, please let us know as described below. Please also see the paragraph immediately above that describes the consequences of your electing not to receive delivery of the notices and disclosures electronically from us.

How to contact CliftonLarsonAllen LLP:

You may contact us to let us know of your changes as to how we may contact you electronically, to request paper copies of certain information from us, and to withdraw your prior consent to receive notices and disclosures electronically as follows:

To contact us by email send messages to: BusinessTechnology@CLAconnect.com

To advise CliftonLarsonAllen LLP of your new email address

To let us know of a change in your email address where we should send notices and disclosures electronically to you, you must send an email message to us at BusinessTechnology@CLAconnect.com and in the body of such request you must state: your previous email address, your new email address. We do not require any other information from you to change your email address.

If you created a DocuSign account, you may update it with your new email address through your account preferences.

To request paper copies from CliftonLarsonAllen LLP

To request delivery from us of paper copies of the notices and disclosures previously provided by us to you electronically, you must send us an email to BusinessTechnology@CLAconnect.com and in the body of such request you must state your email address, full name, mailing address, and telephone number. We will bill you for any fees at that time, if any.

To withdraw your consent with CliftonLarsonAllen LLP

To inform us that you no longer wish to receive future notices and disclosures in electronic format you may:

i. decline to sign a document from within your signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may;

ii. send us an email to BusinessTechnology@CLAconnect.com and in the body of such request you must state your email, full name, mailing address, and telephone number. We do not need any other information from you to withdraw consent.. The consequences of your withdrawing consent for online documents will be that transactions may take a longer time to process..

Required hardware and software

The minimum system requirements for using the DocuSign system may change over time. The current system requirements are found here: <https://support.docusign.com/guides/signer-guide-signing-system-requirements>.

Acknowledging your access and consent to receive and sign documents electronically

To confirm to us that you can access this information electronically, which will be similar to other electronic notices and disclosures that we will provide to you, please confirm that you have read this ERSD, and (i) that you are able to print on paper or electronically save this ERSD for your future reference and access; or (ii) that you are able to email this ERSD to an email address where you will be able to print on paper or save it for your future reference and access. Further, if you consent to receiving notices and disclosures exclusively in electronic format as described herein, then select the check-box next to 'I agree to use electronic records and signatures' before clicking 'CONTINUE' within the DocuSign system.

By selecting the check-box next to 'I agree to use electronic records and signatures', you confirm that:

- You can access and read this Electronic Record and Signature Disclosure; and
- You can print on paper this Electronic Record and Signature Disclosure, or save or send this Electronic Record and Disclosure to a location where you can print it, for future reference and access; and
- Until or unless you notify CliftonLarsonAllen LLP as described above, you consent to receive exclusively through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by CliftonLarsonAllen LLP during the course of your relationship with CliftonLarsonAllen LLP.



**REACH CYBER
CHARTER
SCHOOL**

Reach Cyber Charter School
**Outreach Summary
and Enrollment Metrics**



Contents

- **Summary of SY20/21 Outreach Services**
- **COVID-19 Impact**
- **Achievements**
- **SY21/22 Enrollment**
- **Overview of SY21/22 Marketing Initiatives**



**REACH CYBER
CHARTER
SCHOOL**

Outreach



Summary of Outreach Services

Pearson Online and Blended Learning provides marketing expertise and services to Reach Cyber Charter School.



regularly gather **school leader and marketing representative** feedback



review **prior-year metrics** for all outreach campaigns



evaluate the local **legislative, media, and competitive** landscape



consider new **opportunities and trends** in the educational space

Summary of Outreach Services continued

- **marketing program management** to develop strategy, oversee tactical execution, and facilitate communication
- **integrated multichannel communications**, such as webinars, email, direct mail, media, print, digital, and outbound telemarketing
- **public relations**, including national and local media, reputation management, crisis communications, and support for community outreach



- primary and secondary **market research**
- **data collection**, management, and analysis

- **branding and advertising** campaigns, digital guide, and promotional literature

- comprehensive **digital strategy**, including school website and robust online advertising campaigns
- **social media strategy** and management



**REACH CYBER
CHARTER
SCHOOL**

COVID-19 Impact

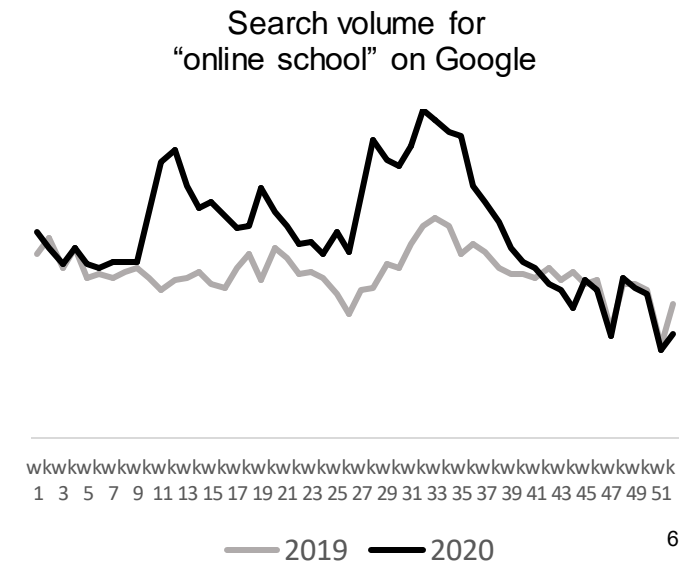
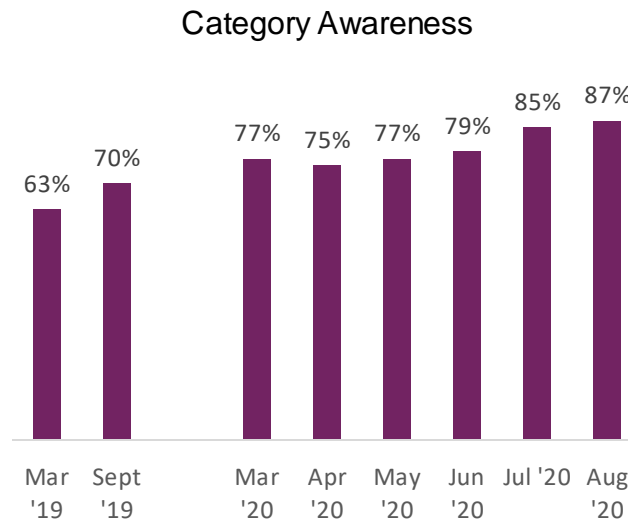
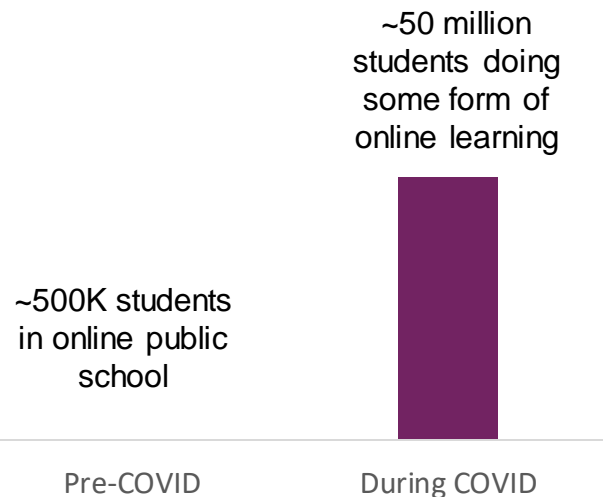


Whether schools and parents were ready for it or not, online education had a moment

Online K–12 went from ~500K students in online public school to ~50 million students doing some form of online learning in 2020.

As parents were thrust into online learning, they became aware of the category—and as the time came to decide for SY20/21, awareness of the category grew.

Google, the go-to source for gathering information, had record search levels for “online school,” up 80 percent year over year (YOY) in March and 100 percent in July during the summer COVID-19 peak and as schools were making decisions on whether to open.



Impact of COVID-19 was wide ranging for Connections Academy

From higher retention of current families to having unprecedented growth in K–5:

- ◆ **K–5 students made up 45 percent of our new student population this year**, versus 24 percent historically. Given our 61 percent growth in new students, this meant that our **K–5 population had an over 200 percent increase!**



- ◆ Our SY19/20 students opted for another year with Connections Academy in record numbers going into SY20/21.

We experienced a 20 percent increase in returning students.



COVID-19 will continue to create uncertainty

50%

When asked what it would take for parents to send their children back to in-person learning, **50 percent said they won't send them back until a COVID-19 vaccine is available to the public.**

12%

vs.

5%

Twelve percent of parents are likely to consider online public school (other than what online offerings their district may provide) if COVID-19 is still a concern for SY21/22. **If COVID-19 subsides, that number shrinks to 5 percent** (but that is still high, given less than 1.5 percent of students attend online public school).

2x

Families who indicated that COVID-19 was the main reason they enrolled at Connections Academy are **twice as likely to remain at Connections Academy if COVID-19 is still a concern for SY21/22 than if it is not a concern.**



**REACH CYBER
CHARTER
SCHOOL**

Achievements



Summary of 2020 Outreach Achievements

1. Ran national cable, connected TV, local spot TV, and digital advertising, which covered every major market in Pennsylvania, generating more than

85.9 million

combined impressions among women ages 25–49.



2. **15,453**

families learned about Reach Cyber via paid online ads on search engines, Facebook, and Instagram.



3. 83 positive/neutral secured news stories highlighted tips for families new to online learning, graduation, the difference between full-time online school and emergency school benefits, etc., reaching approximately

5.2 million

in circulation and viewership from January to December 2020.



4. Increased direct mail lead-to-app rate by **16 percent.**



Summary of 2020 Outreach Achievements cont'd

5. Attracted **258,265** visitors to the Reach Cyber website, engaging with **7,296** and converting **3,199** to applicants.



6. Increased Facebook page followers by **18 percent**.



7. Implemented website improvements, such as a **new mobile/desktop user experience, Chat Bot, Resource Hub, and RFI pop-up form.**



8. Increased Club ORANGE membership by **61 percent** and added **41 social media advocates** to the Club ORANGE Facebook group.



9. Conducted **100 percent virtual events**, which resulted in positive YOY results: **219 percent increase** in RSVPs, **296 percent increase** in attendance, and **574 percent increase** in enrollments.



2020 News Highlights

- Coverage of Reach Cyber’s STEM education, hands-on online learning, and open enrollment – WHTM Good Day PA
- Reach Cyber’s all-female team placed third in championship for the state Department of Transportation’s Innovations Challenge – *The Progress*, *Gant Daily*, and more
- Tips for heading back to school online, featuring Reach Cyber CEO Jane Swan – *Gant Daily*





**REACH CYBER
CHARTER
SCHOOL**

SY21/22 Enrollment

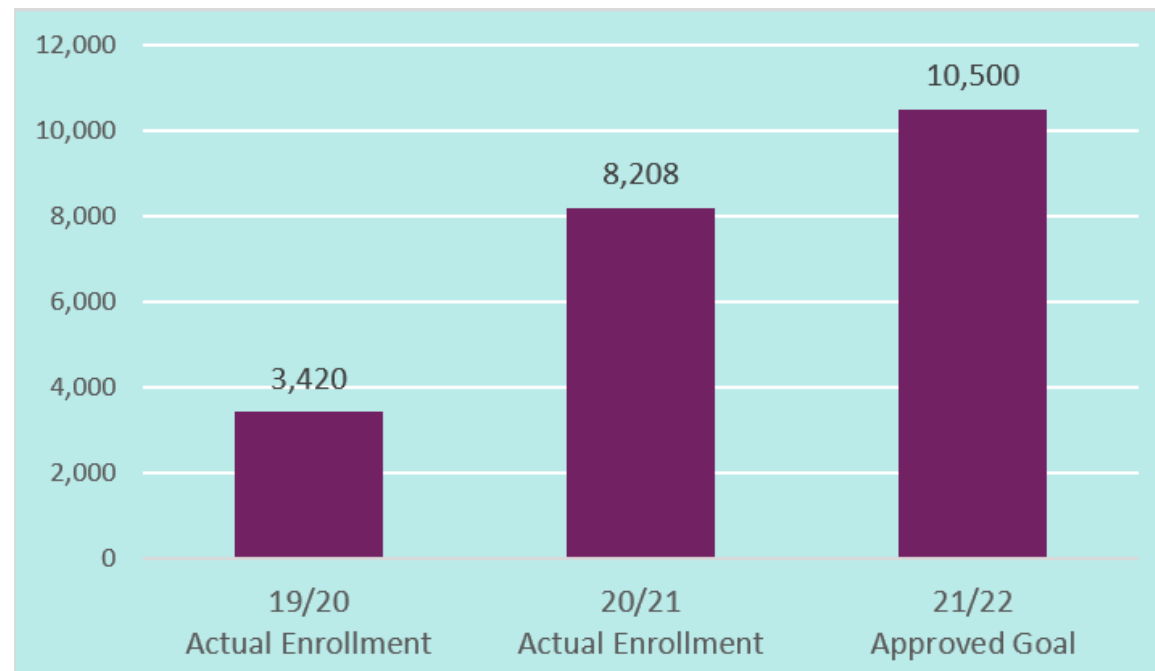


2020 School Enrollment Highlights

Enrollment **increased by 140 percent** over last year.

The main factor that contributed to surpassing the goal was the **273 percent increase** in the number of new enrollments year over year.

For 2021–2022, the 9/30 marketing enrollment benchmark goal of 10,500 has been approved by the school leader and the board.





**REACH CYBER
CHARTER
SCHOOL**

Overview of SY21/22



Summary of Key Marketing Initiatives to Drive Growth for SY21/22

- **Connections Academy brand refresh:** The refresh modernized the brand and strengthened our positioning, relevancy, and differentiation. Visual changes includes color, photography, and fonts.
- **New advertising campaign:** New TV ads and videos were produced and launched mid-March.
- **Increase digital media:** More and more consumers are using digital media channels, so our placement will follow this trend. Increased spend in OTT and OLV. National cable will continue. Exploring some high-impact placements for 2021.
- **New school websites:** The sites align with the brand refresh, new navigation, and more school-level personalization.
- **Enhance marketing:** Incorporating school-specific claims and differentiators into marketing vehicles.
- **Continue to promote and support:** Use paid search, paid social, events (live webinars), direct mail, public relations opportunities, and social media.

New Brand Refresh

REACH CYBER CHARTER SCHOOL

Overview Academics Experience Resources

Search Login Request Info Enroll

NOW ENROLLING

A Pennsylvania Online Public School That's **MADE FOR YOU**

SEE WHY OUR LEARNING EXPERIENCE WORKS
1 min video

A young girl in a yellow sweater is lying on a couch, smiling and writing in a notebook with a pencil.

CREATING OPPORTUNITY

A Tuition-Free Online Public School in Pennsylvania

Reach Cyber Charter School is a tuition-free online public K-12 school in Pennsylvania, connecting students with certified teachers and a high-quality curriculum. Authorized by the Pennsylvania Department of Education, Reach Cyber Charter School - Pennsylvania Connections Academy is state certified and open to students throughout Pennsylvania.

Reach Cyber Charter School is authorized by the Pennsylvania Department of Education and supported by the Connections Academy family of public cyber schools. Reach Cyber utilizes the



Understanding the **ENROLLMENT PROCESS**

Waitlist Release Update: **PLEASE CONFIRM ENROLLMENT**

Two photos are shown side-by-side. The left photo shows a young girl with curly hair wearing large headphones, smiling. The right photo shows a man with a beard and a child, both smiling and looking at a tablet together.

Sign in to Your Account

Enter Username

Enter Password

Remember My Username
Don't select this option if you're using a public computer.

Sign In

Forgot password? • Forgot username?

A woman and a young girl are sitting at a desk with a laptop. The woman is looking at the laptop screen while the girl is typing. They are both smiling.

95% Parents agree that the curriculum is high-quality.

94% Parents agree that the teachers improve the learning experience.

95% Parents are satisfied with Connections Academy.

THANK YOU!

3RD QUARTER OPERATIONS METRICS

Pearson Online and Blended Learning (POBL) works with leadership teams, teachers, and other staff members of the schools it supports to continuously improve student achievement. The Partner School Leadership (PSLT) and Partner School Success (PSS) Teams work to support schools through School Improvement Planning, Advisory Committees, Professional Learning Communities (PLCs) and weekly communication with each school's leadership to support all stakeholders working through the daily challenges of successful school operations.

Common operational threads in these school-based efforts are monitored across all schools with priorities placed on metrics summarized below. These metrics are timely and align with both the school year cycle and Core Standards for Facilitating Student Learning, a guide of best practices for a Connections Academy school. The Core Standards group teacher and school operational tasks into the more broadly defined categories as follows:

- **Professional Responsibilities:** first semester (final) and second semester (current) core course passing rates (course completion), cohort summary information, and SPED document compliance (IEP required reviews).
- **Instructional Expertise:** information about POBL-offered professional learning sessions.
- **Student Engagement:** on time and completed welcome calls, start-up tasks, Learning Coach contacts, preliminary retention contacts complete, and during school year withdrawals.
- **Data Driven Instruction:** RTI tier status, curriculum-based assessment (CBA) completion.
- **School Operations:** metrics generally focus on teacher hiring, retention and student enrollment (late vs. on-time, new vs. returning). Due to the timing of quarter three, metrics will not be reported in this category.

Quarter 3 encompasses the time period between January 1, 2021 and March 31, 2021. The metrics shown here are compared with a group of other Connections Academy schools – aggregated to give some context without sharing every school's data. There are no truly “comparable schools” but we have grouped them by student start date noted in the tables by “Group”, and by size (small 0-1499, medium 1500-3999, large 4000+ students). Additionally, year over year comparison data is provided where available to highlight specific trends. Many other factors contribute to and should be considered when evaluating successful school operations (age of the school, its rate of growth, its funding per pupil, enrollment caps and/or other rules affecting student demographics, etc.); that information is not provided in this report.



Professional Responsibilities

First Semester “Final” Core Course Completion

	ELA Course Pass Rates			Math Course Pass Rates		
	K-5	6-8	9-12	K-5	6-8	9-12
Reach 20/21	92%	82%	80%	91%	81%	77%
Reach 19/20	88%	82%	81%	87%	75%	77%
Large Avg.	95%	90%	86%	95%	90%	83%
Group 3 Avg.	95%	89%	84%	94%	88%	85%
Connections Avg.	94%	89%	85%	94%	87%	84%
	Science Course Pass Rates			Social Studies Course Pass Rates		
	K-5	6-8	9-12	K-5	6-8	9-12
Reach 20/21	90%	81%	87%	91%	77%	82%
Reach 19/20	85%	84%	85%	83%	79%	80%
Large Avg.	95%	90%	89%	95%	90%	89%
Group 3 Avg.	95%	90%	89%	94%	90%	88%
Connections Avg.	94%	88%	88%	94%	87%	88%

Second Semester “Current” Core Course Completion

	ELA Course Pass Rates			Math Course Pass Rates		
	K-5	6-8	9-12	K-5	6-8	9-12
Reach 20/21	88%	78%	65%	79%	68%	56%
Reach 19/20	77%	59%	58%	72%	59%	49%
Large Avg.	90%	78%	72%	85%	76%	68%
Group 3 Avg.	92%	79%	69%	87%	79%	65%
Connections Avg.	91%	81%	72%	86%	75%	67%
	Science Course Pass Rates			Social Studies Course Pass Rates		
	K-5	6-8	9-12	K-5	6-8	9-12
Reach 20/21	83%	67%	72%	90%	72%	65%
Reach 19/20	75%	62%	65%	75%	65%	57%
Large Avg.	89%	79%	80%	89%	80%	78%
Group 3 Avg.	92%	80%	77%	90%	81%	70%
Connections Avg.	92%	81%	78%	90%	81%	77%

- **First semester “final” core course completion and second semester “current” core courses on track for successful completion** – This shows the percent of first semester core courses marked as successfully completed (with a passing score) and the status of the second semester core courses in progress (with a passing score) who are still working towards completion. The “final” grades reported for semester one reflects increases over the “in progress” course completion rates reported in quarter 2.

	4 HS Cohorts % On Track	2021	2022	2023	2024
Reach 20/21	41.9%	57.9%	56.9%	47.2%	5.7%
Reach 19/20	30.4%	40.5%	24.7%	9.0%	NA
Connections Avg.	70.0%	62.9%	65.9%	73.2%	78.0%

- **Cohort Summary Report – HS Cohorts % On Track** – Average “on track for graduation” rates of 4 cohorts active during the 20/21 school year (Classes of 2021, 2022, 2023, 2024). Rate for each cohort year is calculated as (# EOY Grad Status = Early or On Time) / (All Students Ever Enrolled in the Cohort and not Validated by State as Excluded from Denominator). Efforts to improve this metric for each school continue by focusing on withdrawn students (ensuring we remove, where applicable, students from graduation calculation denominator) and enrolled student support to ensure supportive efforts are occurring to both keep students on track and help them in credit recovery efforts where needed.

	Compliant IEP Review
Reach 20/21	97%
Reach 19/20	98%
Large Avg.	96%
Group 3 Avg.	94%
Connections Avg.	96%

- **Special education students with a compliant IEP review** – Special education students are required to have an annual review of their Individual Education Plan (IEP) at or before their current IEP due date. Additionally, at least every three years, special education students are required to have a re-evaluation meeting that is at or before their current re-evaluation due date. This metric reports on the average of both compliant reviews and re-evaluations across schools and, due to the legal nature of this metric, is expected to stay consistently above 90%.



Instructional Expertise

Professional Learning available to teachers – Connections has offered an extensive professional learning program for the last several years. This year’s overview shared with Boards demonstrated a commitment to flexibility and meeting the unique needs of individual teachers. Continuing with last year’s trend, instead of assigned course levels and a specified learning path, the Professional Learning course features a calendar for teachers to choose sessions most relevant to their needs. Sessions started October 2020, and due to this flexibility, will not be easily tracked across all schools. Quarters 2-4 will focus on highlighting available choices rather than reporting on specific participation.

Sessions that were offered January – March 2021 include: Creating a Classroom Community, Developing Beneficial Time Management Routines, Developing Empathy in a Virtual World, Discourse Strategies, Distracted Students in a High Tech World, Finding Data After the Polls, Fostering Ownership to Promote Academic Integrity, Intro to Gifted, Learning Differences in the Classroom, LiveLesson® Layouts, Math, We’ve Got This! Elementary I & II and Secondary, Modifications for Students with IEPs and Section 504 Plans, Practice and Reteaching, SISP Spotlight, Supporting LGBTQ+ Youth, Quality Feedback for Student Engagement, Using Breakout Rooms with Confidence, Using Questioning Strategies to Check for Understanding, and Vocabulary Beyond Memorization.

Student Engagement

	On Time Welcome Calls	Welcome Calls Complete	Start Up Tasks Complete	Student Contacts Met	LC Contacts Met	Prelim. Retention Contacts Complete	During SY WD
Reach 20/21	81%	99%	79%	95%	87%	95%	17%
Reach 19/20	89%	99%	82%	93%	81%	N/A	19%
Large Avg.	89%	100%	90%	93%	78%	81%	18%
Group 3 Avg.	77%	98%	83%	95%	71%	78%	16%
Connections Avg.	91%	99%	94%	93%	76%	94%	18%

- Students receiving a “Welcome Call” on time, and total Welcome Calls complete** – Welcome Calls to students by teachers (or designated school staff members) have been shown to correlate strongly with prolonged student enrollment and parent satisfaction; a Welcome Call is “on time” if completed within 7 calendar days of enrollment. The target for this metric is set to 95% because some students who enroll will never engage but cannot be immediately withdrawn due to truancy and other non-compliance processes. On time Welcome Call completion remains roughly on par with prior years at just under the 95% goal across all schools.



- **% of students enrolled 21 or more days who have completed Start-Up Tasks** – Students are monitored and encouraged to complete a set of “start-up tasks within the first 21 days of enrollment. Across all Connections schools, 94% of students enrolled 21+ days had completed their start-up tasks. This is a significant increase from 87% completion at the end of quarter 1.
- **Student & Learning Coach Contacts Met** – Although frequent contact happens in many other ways (webmail, LiveLesson recording, etc.), Connections recommends a phone (or individual synchronous) contact between teachers and students every 14 days. Additionally, an expectation of at least 3 annual contacts with the Learning Coach is considered a Core Standard. The metrics here are reporting the percentage of students with an individual synchronous contact within the last 14 days for the student and at least 3 (cumulative) synchronous contacts with the Learning Coach during the school year.
- **Preliminary Retention Notification** – As part of the continuous monitoring and communication process at each school, teachers are asked to complete a “preliminary” promotion/retention recommendation for all K-7th grade students in the early spring. The resulting call and written follow-up for those students who are indicated as “in danger of being retained” allows for a critical (and documented) communication with each impacted family. Warning of possible retention status is a required contact when a student is marked “retain” or “unsure” and this resulting metric is the percent of students across all school marked as “retain” or “unsure” who have had a successfully logged retention contact.
- **During School Year Withdrawals** – This shows percent of students who enrolled, completed at least 20 lessons, and subsequently withdrew this school year. Withdrawal rates are typically higher than in traditional brick and mortar schools and do vary among Connections Academy schools. This metric does not differentiate between parent-initiated withdrawals and school-initiated withdrawals (where possible and for things such as truancy). Much work across several departments is done to better understand reasons for parent-initiated withdrawal and to reduce or eliminate wherever possible to increase enrollment longevity of student enrollment.



Data Driven Instruction

	Rtl Tier I	Rtl Tier II	Rtl Tier III	CBA "Met" K-8	CBA "Met" 9-12
Reach 20/21	72%	13%	4.5%	91%	82%
Reach 19/20	81%	3%	3.4%	93%	87%
Large Avg.	85%	7%	1.0%	90%	88%
Group 3 Avg.	87%	6%	1.3%	88%	80%
Connections Avg.	87%	5%	1.3%	89%	86%

- Students identified for Response to Intervention (RTI) tiers** – Rtl is a systematic way of connecting instructional components that are already in place in a class. It integrates assessment data and resources efficiently to provide more support options for every type of learner. Based on the Rtl framework, a percentage of students will be identified at each tier level to receive increasingly structured and frequent interventions. Reporting on this metric helps to identify schools where the identification and documentation process is working to move students between the tiers as needed. The Three-Tiered Pyramid of Interventions estimates the percent of students at each tier should be: Tier I – 80-90%, Tier II – 5-10%, and Tier III – 1-5%. Tier III here does not include students with an active IEP in ELA or Math.
- Students with CBAs Met** – Connections-supported schools use a minimum number of “curriculum-based assessments” (CBAs) as one way to ensure student learning is authentic). CBAs are usually 1:1 contact during which a teacher probes the student’s understanding of a specific part of the curriculum. This metric is the percent of students meeting this criterion by the end of the third quarter.



Partner School Leadership Team (PSLT) Board Spotlight

The Partner School Leadership Team is made up of Directors of Schools, Director of State Accountability Frameworks, Senior Manager of Partner School Leadership, Senior Project Manager (Accreditation), and the State Testing team.

The PSLT provides Connections Academy school leadership with the reassurance that they will have the support they need across a spectrum of academic and leadership issues. Connections Academy schools are complex to operate and require effort to establish and manage. For newer school leaders, the Director of Schools serves as an expert in virtual school academics and operations, while assisting the new leader in developing the expertise needed to run a school. Experienced school leaders benefit from the partnership by utilizing their Director of Schools as a sounding board for new ideas and assistance with process improvement. The Directors of Schools provide support to the school leader with key leadership functions and serve as the main point of contact, in consultation with the other PSLT team members, for leadership, school improvement, and academic issues.

Key Services of the PSLT:

1. Support school administrators with school improvement planning.
2. Provide support to the school's leadership team to develop strong organizational, communication and professional learning structures and processes.
3. Analyze school academic performance and other key data metrics (student and family engagement, enrollment, grading, graduation rate, student promotion and retention, etc.) Problem solving support.
5. Professional development (winter and summer CA leadership conferences, Solution Tree sessions for math improvement, training on development of SIP plan, new school leader meeting, School Leadership Academy, etc.). These trainings allow school administrators to network with their colleagues across the country.
6. Performance improvement planning for school leaders who are struggling.
7. Support for schools going through external accreditation.
8. Support for external audits, authorizer site visits, presentations to external audiences, charter renewals, new school launch, etc.
9. Review school policies and school handbooks.
10. Coordinate and lead school leadership advisory groups around topics like curriculum, social emotional learning, etc.
11. Conduct "roadshows" made up of professional development on curriculum alignment and a deep dive into each school's academic results and state framework.



LYCOMING
COLLEGE

Student Teaching School District Agreement

This agreement is made this 22nd day of February, in the year of 2021,
(Month) (Year)

by and between (LYCOMING COLLEGE (herein after referred to as “College”) and the
Connections Academy (herein after referred to as “School District”).
(Name of School District)

The parties intend to be bound by the following terms:

I. DUTIES AND RESPONSIBILITIES OF THE COLLEGE

- a. *Selection of Students.* The College shall be responsible for the selection of qualified students to participate in the field study, internship, practicum or student teaching experience. Selected students must have the appropriate educational experience offered by the School District.
- b. *Education of Students.* The College shall assume full responsibility for the classroom education of its students. The College shall be responsible for the administration of the program, the curriculum content, and the requirements of matriculation, grading and graduation.
- c. *Submission of Candidates.* The College will submit the names of the students to the School District or designated representative at least two (2) weeks prior to the non-student teaching field study and at least four (4) weeks prior to the internship, practicum or student teaching experience.
- d. *Advising Students of Rights and Responsibilities.* The College will be responsible for advising the student of their own responsibilities under this Agreement. The student will be advised of their obligations to abide by the policies and procedures of the School District and should any student fail to abide by any policy and/or procedure, they may be expelled from the program.
- e. *Professional Liability Insurance.* Student teachers are responsible for procuring professional liability insurance through Pennsylvania State Education Association (PSEA) at their own expense. The limits of the policy will be a minimum of \$1,000,000 per occurrence. This policy must remain in full force and effect for the duration of the student teaching experience.
- f. *Health & Security Clearances.* The College will require its students who are participating in the field study, internship, practicum or student teaching experience to comply with the health status and security clearance requirements of the School District and /or state regulatory agencies, including but not limited to completion of Act 34 Pennsylvania state criminal history report, current Act 151 child abuse report, and Act 114 FBI federal criminal history background check. Proof of compliance must be presented to the College with appropriate authorization to release information to the School District prior to participating in the experience.

One College Place
Williamsport, PA 17701
www.lycoming.edu

**THINK DEEPLY.
ACT BOLDLY.**



II. DUTIES AND RESPONSIBILITIES OF THE SCHOOL DISTRICT

- a. *Establishment of Field Study, Internship, Practicum or Student Teaching.* The School District authorizes the use of its facilities as may be agreed upon by the School District and the College as a field study, internship, practicum or student teaching center. This field study, internship, practicum or student teaching experience is for students enrolled in the College's Teacher Certification Program. This field study, internship, practicum or student teaching experience is required and authorized by law.
- b. *Policies of School District.* The College will review with each student, prior to the assignment any and all applicable policies, codes, or confidentiality issues related to the experience. The School District will provide the College all the applicable information at least two weeks in advance of the student's participation.
- c. *Administration.* The School District will have sole authority and control over all aspects of student services. The School District will be responsible for and retain control over the organization, and operating of its programs.
- d. *Removal of Noncompliant Student.* The School District shall have the authority to immediately remove a student who fails to comply with School District policies and procedures. If such a removal occurs, the School District will immediately contact the responsible College Faculty Supervisor.
- e. *Designation of Representative.* The School District will designate a person to serve as a liaison between the parties who will meet periodically with representatives of the College in order to discuss, plan, and evaluate the experience of the student(s).
- f. *Supervision of Students.* The School District will provide an employee of the School District to act as the Cooperating Teacher. The Cooperating Teacher will serve as a supervisor of student activities during the field study, internship, practicum or student teaching experience.
- g. *Reporting of Student Progress.* The School District will provide all reasonable information requested by the College on a student's work performance. If there are any student evaluations, they will be completed and returned according to any reasonable schedule agreed to by the College and the School District.
- h. *Student Records.* The School District will protect the confidentiality of student records as dictated by the Family Educational Rights and Privacy Act (FERPA) and shall release no information absent the written consent of the student unless required to do so by law or as dictated by the terms of the Agreement.



III. MUTUAL TERMS AND CONDITIONS

- a. *Number of Participating Students.* The parties will mutually agree upon the number of college students assigned to the School District for the field study, internship, practicum or student teaching experience.
- b. *Term of Agreement.* The term of this Agreement shall be five (5) years from the date of execution. This Agreement may not exceed a period of five (5) years.
- c. *Termination of Agreement.* The College or the School District may terminate this Agreement for any reason with ninety (90) days notice. Either party may terminate this Agreement in the event of substantial breach. However, should the School District terminate this Agreement prior to the completion of an academic semester, all students enrolled at that time may continue their educational experience until it would have been concluded absent the termination.
- d. *Nondiscrimination.* The parties agree to continue their respective policies of nondiscrimination based on Title VII of the Civil Rights Act of 1964 in regard to race, color, religion, sex, age, sexual orientation, or national origin. Title IX of the Education Amendments of 1972 and other applicable laws, as well as the provisions of the Americans with Disabilities Act.
- e. *Interpretation of the Agreement.* The laws of the Commonwealth of Pennsylvania shall govern this Agreement.
- f. *Modification of Agreement.* This Agreement shall only be modified in writing with the same formality as the original Agreement.
- g. *Relationship of Parties.* The relationship between the parties to this Agreement to each other is that of independent contractors. The relationship of the parties to this Agreement to each other shall not be construed to constitute a partnership, joint venture or any other relationship, other than that of independent contractors.
- h. *Liability.* Neither of the parties shall assume any liabilities to each other, except as specifically stated in this Agreement. As to liability for damage, injuries or death to persons, or damages to property, the parties do not waive any defense as a result of entering into this Agreement unless such a waiver is expressly and clearly written into a part of this Agreement.
- i. *Entire Agreement.* This Agreement represents the entire understanding between the parties. No other prior or contemporaneous oral or written understandings or promises exist in regards to this relationship.



IN WITNESS WHEREOF, the authorized representatives of the parties have executed this agreement as of the date previously indicated.

Lycoming College Authorized Signatures:

Jeff Bennett 2/22/2021
Signature of Vice President of Finance & Administration Date

Phil Springer 2/23/2021
Signature of Provost of College Date

Rachel Huff 2/22/2021
Signature of Director of Teacher Education Program Date

Signature of Chairperson of Education Department Date

School District Authorized Signatures:

Signature of Authorized School District Administrator Date

Printed Name and Title of Authorized School District Administrator

**STUDENT AFFILIATION AGREEMENT
FOR TEMPLE UNIVERSITY STUDENTS AT NON-TU ENTITIES**

This Student Affiliation Agreement (“Agreement”) is entered into as of this # day of Month, 20 (the “Effective Date”) by and between **TEMPLE UNIVERSITY – OF THE COMMONWEALTH SYSTEM OF HIGHER EDUCATION (“UNIVERSITY”)** on behalf of its College of Public Health and **INSERT NAME OF AFFILIATE** (“AFFILIATE”).

WITNESSETH

WHEREAS, AFFILIATE and UNIVERSITY have an interest in supporting educational programs and in working cooperatively with other institutions dedicated to public service and educational endeavors; and

WHEREAS, it is in the interest of AFFILIATE to participate in the training and education of students at AFFILIATE (the “Program”) to help meet the needs of our Commonwealth.

NOW, THEREFORE, in consideration of the mutual covenants contained herein, good and valuable consideration, the receipt of which is hereby acknowledged, and intending to be legally bound hereby, UNIVERSITY and AFFILIATE agree as follows:

1. **Term**. This Agreement shall continue from the Effective Date above unless either party gives written notice of termination to the other party at least ninety (90) days prior to the desired termination date.
2. **Rules and Regulations**. UNIVERSITY shall require each of its students to be aware of, and abide by AFFILIATE’s practices, rules, policies, and procedures, as well as AFFILIATE’s accreditation standards including, in part, The Joint Commission, if applicable.
3. **Discipline**. UNIVERSITY shall have full responsibility for conducting any student disciplinary proceedings in accordance with its own rules and regulations. Notwithstanding the above, UNIVERSITY agrees to terminate the participation of any student at AFFILIATE’s facilities, upon request of AFFILIATE, if AFFILIATE has determined that the student fails to abide by the practices, rules, policies, or procedures of AFFILIATE or in any way threatens to impair the delivery of services to AFFILIATE’s constituents.
4. **Educational Records**. UNIVERSITY shall maintain all educational records and reports relating to the participation by individual students at AFFILIATE for six (6) years from the date of graduation, and AFFILIATE shall have no responsibility to maintain any records. In the event of pending litigation involving such records, those records shall be maintained until a resolution of the legal action is reached. AFFILIATE will refer all requests for information respecting such records to UNIVERSITY.
5. **Health Status**. UNIVERSITY shall require that all students placed at AFFILIATE have received, if applicable to the Program and required by the AFFILIATE, relevant immunizations, a recent tuberculosis skin test, proof of immunity to childhood communicable diseases, screening for PPD, current physical, have qualifying health status to work directly with constituents where applicable, and any other information reasonably requested by AFFILIATE from time to time.
6. **Student Background Information**. UNIVERSITY shall require that all students placed at the AFFILIATE have retrieved relevant background information as may be applicable to the Program and required by the AFFILIATE including criminal and child abuse history, FBI fingerprinting, and any other information reasonably requested by the AFFILIATE. This information shall be made available by the student upon request for review by the AFFILIATE.
7. **Students Assigned**. UNIVERSITY shall assign only those students who have satisfactorily completed the required course of study for the current rotation and who meet AFFILIATE’s and UNIVERSITY’s standards

of health and ability. UNIVERSITY and AFFILIATE shall annually agree upon the number and schedule for such students.

8. **Student Awareness of Confidentiality.** UNIVERSITY shall ensure that all its students placed at AFFILIATE have been educated as to the concepts of privilege and confidentiality in a hospital or community-based practice as well as have executed and complied with the terms and conditions contained in Attachment “A”. Attachment “A” will be maintained by UNIVERSITY.

9. **Independent Contractor.** UNIVERSITY shall notify each student that: (a) he/she shall not be deemed to be an employee of AFFILIATE for purposes of compensation, fringe benefits, workers’ compensation, unemployment compensation, minimum wage laws, income tax withholding, social security or any program because of participation in this educational experience; (b) each student is placed with AFFILIATE as a part of an academic curriculum and those duties performed by the student are not performed as an employee, but in fulfillment of these academic requirements; and (c) the student shall not, at any time, replace or substitute for any employee of AFFILIATE.

10. **Insurance.** Each party shall provide and maintain Commercial General Liability and Professional Liability Insurance for itself, its agents, its employees, and its students participating in this Program at levels sufficient to support the indemnification obligations assumed herein. In no event shall the professional liability insurance coverage be in an amount less than required by The Commonwealth of Pennsylvania or One Million Dollar (\$1,000,000) per claim and Three Million Dollars (\$3,000,000) in the aggregate, whichever is greater. In the event that a party maintains professional liability insurance on a claims made basis, such party shall secure and maintain tail coverage insurance. Upon request of a party, the other party shall supply certificates of insurance evidencing such coverage. Both parties are prohibited from accepting service of legal papers on behalf of the other party, its agents or any of its insured. AFFILIATE’s insurance shall be primary and non-contributory to any of UNIVERSITY’s insurance policies. This section shall survive the expiration or termination of this Agreement.

11. **Indemnification.** Each party shall indemnify, defend, and hold the other party, its affiliates and their respective trustees, governors, directors, officers, employees, independent contractors, contractors, subcontractors, and agents (collectively, the “Indemnified Parties”) harmless from and against any and all liabilities, suits, actions, claims, demands, damages, losses, expenses, and costs of every kind and character (including, without limitation, reasonable attorney fees court costs, and expert witness fees) suffered or incurred by, or asserted or imposed against the party seeking indemnification (or its Indemnified Parties) to the extent resulting from, connected with, or arising out of any negligent or wrongful act or omission by the indemnifying party (or its Indemnified Parties).

12. **Emergency Medical Treatment.** If any of UNIVERSITY’s students participating in the program covered by this Agreement should require emergency medical treatment while at AFFILIATE, AFFILIATE will arrange for the required treatment in the same manner that it would for its own employees or will provide the required treatment at a fee no greater than customarily charged to the general public. Such expenses shall be the sole responsibility of the student.

13. **Training.** AFFILIATE shall provide a training rotation for UNIVERSITY’s students which meets the mutually agreed upon objectives designed for the educational experience of such students.

14. **Supervision.** AFFILIATE shall provide supervision of all of its services and activities and shall have full responsibility and authority over AFFILIATE’s administration.

15. **Name and Logo.** No party shall use the other’s name or logo in any descriptive or promotional literature or communication of any kind without the other’s prior written approval.

16. **Publications.** Students must obtain prior written approval of AFFILIATE and UNIVERSITY before

publishing any material relating to the program experience.

17. **Exclusivity.** This Agreement is not intended to conflict with or affect any existing or future affiliation between the parties and institutions not a party to this Agreement. This Agreement is not exclusive.

18. **Applicable Law.** This Agreement shall be deemed to have been made and shall be construed in accordance with the laws of the Commonwealth of Pennsylvania, without regard to its choice of law doctrine.

19. **Entire Agreement.** This Agreement constitutes the entire agreement between the parties with respect to the subject matter hereof and all prior discussions, agreements or understandings, whether verbal or in writing, are hereby merged into this Agreement.

20. **Amendment.** No amendment or modification to this Agreement shall be effective unless the same is in writing, signed by the parties to be charged.

21. **Non-Discrimination.** Neither AFFILIATE nor UNIVERSITY shall discriminate in the performance of this Agreement because of race, color, sex, sexual orientation, age, religion, handicap, marital status, or national origin in violation of any applicable federal, state or local law or regulation.

22. **Assignment.** Neither party shall assign any of its rights or obligations under this Agreement without the prior written consent of the other party. Any such assignment is expressly prohibited and shall be deemed null and void. Notwithstanding the foregoing, UNIVERSITY shall be permitted to assign its rights and obligations under this Agreement to any other person, entity, or organization affiliated with Temple University Health System, Inc. or UNIVERSITY without the consent of AFFILIATE.

23. **Severability.** If any provision of this Agreement shall be declared by a court of competent jurisdiction to be invalid, or the parties determine any provision to be in conflict with any applicable federal, state or local law or regulation, then the remaining provisions of this Agreement shall be unaffected thereby and shall remain in full force and effect.

24. **Authority.** Each party represents that it has the authority to enter into and be bound by this Agreement.

25. **Waiver.** The waiver of a breach of any of the terms hereof shall not be deemed a waiver of any subsequent breach or default whether of the same or similar nature and shall not in any way affect the other terms hereof. No waiver shall be valid or binding unless in writing and signed by the parties.

26. **Facilities.** UNIVERSITY's students may not have access to AFFILIATE's facilities for any reason other than field education instruction unless permission has been obtained from appropriate AFFILIATE personnel in advance.

27. **Notices.** Any notice required to be provided under the terms and provisions of this Agreement shall be in writing, and shall be deemed to be delivered when deposited in the United States mail or national delivery service such as UPS or Federal Express, postage prepaid, certified mail, return receipt requested, and addressed to the respective party at the address set forth below, or any such address as may specify by written notice given to the other party in the manner specified herein:

AFFILIATE:

AFFILIATE NAME
CONTACT NAME
ADDRESS
CITY, STATE, ZIP

UNIVERSITY:

Temple University - Of The
Commonwealth System of Higher Education

College of Public Health
Office of Clinical Practice and Field Education
1101 W. Montgomery Ave, 3rd floor
Philadelphia, PA 19122

With Copy to:

Temple University
Office of University Counsel
Attn: University Counsel
1330 Polett Walk, Suite 300
Philadelphia, PA 19122

Notwithstanding the above either party may also provide notice by personal delivery.

28. **Confidentiality.** UNIVERSITY agrees that any information and documents including, without limitation, data, educational materials, medical records, materials relating to business, protocols, guidelines, pricing, strategies, compensation levels, financial information, trade secrets, and technology (collectively, the “Confidential Information”) concerning AFFILIATE, its constituents, affiliates, employees, agents, or representatives that are submitted under this Agreement or which UNIVERSITY becomes aware of during the course of its performance hereunder are confidential and proprietary to AFFILIATE. UNIVERSITY shall hold all Confidential Information in the strictest confidence and shall protect all Confidential Information with a substantially similar degree of care to that which it exercises with respect to its own proprietary information and in accordance with any and all applicable laws and regulations. UNIVERSITY shall obtain no proprietary rights (directly or indirectly) in or to any such materials. UNIVERSITY shall not disclose the Confidential Information to any third party without the prior written consent of AFFILIATE unless required by law in which event, the UNIVERSITY will, to the extent legally permitted, promptly notify AFFILIATE of such request. Upon AFFILIATE’s written request, UNIVERSITY shall promptly turn over and return to AFFILIATE all Confidential Information (in whatever form or media) or upon the written direction of AFFILIATE, destroy the Confidential Information; provided, however, that UNIVERSITY may retain one (1) copy of any Confidential Information for the sole purpose of determining its ongoing obligations herein, or for any other reason approved by AFFILIATE.

29. **Sanctioned Persons.** AFFILIATE represents and warrants to UNIVERSITY that it and any of its agents, employees, officers, and representatives providing services under this Agreement: (a) are not “*sanctioned persons*” under any federal or state program or law; (b) have not been listed in the current Cumulative Sanction List of the Office of Inspector General for the United States Department of Health and Human Services for currently sanctioned or excluded individuals or entities; (c) have not been listed on the System for Awards Management as excluded from Federal Programs; (d) have not been convicted of a criminal offense related to health care; (e) have not been listed on the Commonwealth of Pennsylvania list of Precluded Providers; and (f) are not a debarred or suspended contractor of the Commonwealth of Pennsylvania. AFFILIATE shall immediately notify UNIVERSITY in the event that AFFILIATE is no longer able to make such representations and warranties. Without limitation to any other rights and remedies under this Agreement, afforded by law, or in equity, UNIVERSITY may terminate this Agreement, without penalty, with five (5) days written notice, in the event that UNIVERSITY has determined that AFFILIATE is in breach of this provision.

30. **Records.** Prior to the end of a student’s rotation at AFFILIATE, UNIVERSITY shall require each student to complete the records and documentation as required by the AFFILIATE as part of the training. Failure to complete such records in a timely manner and in accordance with AFFILIATE’s records policy may preclude student from: (i) receiving a written evaluation; and (ii) participating in any other rotation at AFFILIATE.

31. **Jointly Drafted.** This Agreement shall be deemed to be jointly drafted by both parties and, in the event of a dispute, shall not be construed against or in favor of either party on account of its participation in the drafting hereof.

32. **Counterparts.** Provided that all parties hereto execute a copy of this Agreement, this Agreement may be executed in counterparts, each of which shall be deemed an original and all of which together shall constitute one and the same instrument. Executed copies of this Agreement may be delivered by facsimile transmission or other comparable means.

33. **Cooperation Regarding Claims.** The parties agree to fully cooperate in assisting each other and their duly authorized employees, agents, representatives and attorneys, in investigating, defending or prosecuting incidents involving potential claims or lawsuits arising out of or in connection with the services rendered pursuant to this Agreement. This paragraph shall be without prejudice to the prosecution of any claims which any of the parties may have against each other and shall not require cooperation in the event of such claims.

IN WITNESS WHEREOF, this Agreement has been executed by each party's duly authorized representative in multiple originals.

AFFILIATE

UNIVERSITY

By: _____
(Signature)

Name:

Title:

By: _____
(Signature)

Name: Jaison G. Kurichi

Title: Associate Vice President for
Budget

Attachment “A”

THIS FORM IS MAINTAINED ON SITE BY TEMPLE UNIVERSITY. A COPY OF THIS FORM SIGNED BY STUDENT MAY BE PROVIDED TO AFFILIATE UPON REQUEST.

Statement of Confidentiality, HIPAA Minimum Necessary Consent and Responsibility, and Acknowledgement of Status

In connection with my academic program at **Temple University – Of The Commonwealth System of Higher Education** (“University”) College of Public Health, I understand that I may be eligible to receive field training and experience in my academic discipline (a “Field Training Program”) at a third party affiliate of University (“Affiliate”).

As consideration for allowing me to participate in a Field Training Program at an Affiliate, I understand that my role as a participant in the Field Training Program is contingent upon compliance with all policies and rules of Affiliate. In addition, I understand that I am required to keep confidential patient protected health information and other personal information of Affiliate’s clients. I recognize and acknowledge that during the course of my participation in the Program, I may become aware of such private and confidential information and that I have access to such information as part of the Program and for educational and training purposes only. I agree to keep this information confidential forever and not to use or disclose it to others, including all members of Affiliate’s workforce, and its entities, patients and family members, unless there is a need to know and I am otherwise authorized by: (a) Affiliate; (b) Affiliate’s policies and procedures; (c) the patient/client (for that patient’s/client’s specific information); or (d) where appropriate, as required by law. I understand that I must comply with Affiliate’s policies and procedures, including but not limited to those regarding protected health information under HIPAA laws and regulations, and I acknowledge that I have been trained in the appropriate uses and disclosures of protected health and personal information as they relate to my specific role as a participant in the Field Training Program.

I further understand and agree that, during my role as a participant in the Field Training Program: (a) I will not be deemed to be an employee of an AFFILIATE for purposes of compensation, fringe benefits, workers’ compensation, unemployment compensation, minimum wage laws, income tax withholding, social security or any program because of participation in this educational experience; (b) my placement with an AFFILIATE is part of an academic curriculum and those duties performed by me are not performed as an employee, but in fulfillment of these academic requirements; and (c) I will not, at any time, replace or substitute for any employee of AFFILIATE.

The undersigned, intending to be legally bound, has reviewed this Statement of Confidentiality, HIPAA Minimum Necessary Consent and Responsibility, and agrees to abide by same.

Student Name: _____

Student Signature: _____

Date: _____



ARTICULATION AGREEMENT

Between

THE KML CARPENTERS APPRENTICESHIP AND TRAINING FUND

&

Reach Cyber Charter School

750 East Park Drive, Suite 204 Harrisburg, PA 17111

1-844-227-0920

CARPENTRY CAREER CONNECTIONS

This articulation agreement between Reach Cyber Charter School and The KML Carpenters Apprenticeship and Training Fund, one of the Eastern Atlantic States Regional Council of Carpenters' Training Funds, enables high school students enrolled with Reach Cyber Charter School to receive credit for the competencies listed herein upon evidence of mastery as outlined in the attached competency list. There are no fees required to obtain these credits.

The credits may apply with the following diplomas and certificates:

DIPLOMAS: High School/GED CETIFICATES: Career Connection Books I,II,III.

CERTIFICATES: Career Connections Certificates towards apprenticeship with The KML Carpenters Apprenticeship and Training Fund or any other Eastern Atlantic States Regional Council of Carpenters' Training Fund located in another geographic area of the Eastern Atlantic States Regional Council of Carpenters.

Neither Reach Cyber Charter School nor the KML Carpenters Apprenticeship and Training Fund (KML Fund), will discriminate against students on the basis of age, race, color, sex, sexual orientation, gender identity, religion, national origin, marital status, or disability, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any education program or activity, as required by law. It is the express intent of the School Board and the KML Fund that every policy, practice, and procedure shall conform to all applicable requirements of federal and state law.

This agreement is exclusive to Reach Cyber Charter School and The KML Fund. No assurance is given that courses awarded credit through this agreement will transfer to any other post-secondary institution.

The parties agree to the following articles:

1. The student must meet apprenticeship eligibility criteria and be accepted into the program before any review of skills and award of advanced standing will take place. Apprenticeship eligibility criteria and the procedures for selecting applicants into the KML Fund apprenticeship program are set forth in the registered Apprenticeship Standards. As of the date of this Agreement, individuals interested in applying for the KML Fund apprenticeship program must:

- a. Visit our web site at www.kmltf.org
- b. Register and attend an information session.
- c. Interview and test at one of our training centers
- d. Receive a favorable recommendation from our apprentice committee.
- e. Pass our drug screening and physical requirements.

2. Students enrolled under this agreement at Reach Cyber Charter School may be eligible for advanced placement with the apprenticeship programs named above for all competencies successfully mastered. "Successful mastery" means the student scored 70 or higher on the written test and passed a required performance evaluation. Performance evaluations are graded Pass or Fail.

3. All students desiring to earn articulated credit for previous related training shall demonstrate achievement of the trade-specific competencies prescribed in course material (a) as follows:

- a. Career Connections Certificates of Completion
 - i) One Trade Many Careers and Project Book 1
 - ii) One Trade Many Careers, Project Book 1 and 2
 - iii) One Trade Many Careers Project Books 1, 2 and 3
(project book 3 residential, project book 3 commercial or both)

All three Career Connection Certificates will serve as proof of competency.

4. Validation of the attained competencies must be provided by a certificate of completion from the Career Connection Program.

5. The student earning Career Connections Certificates and accepted into one of the apprenticeship programs participating in this agreement may obtain up to 1-year credit with 3 Career Connection Certificates. All advance credit for placement will be determined by KML Fund.

6. Apprentice applicants, including applicants with a Career Connections Certificate, with previous knowledge and skill acquisition in the construction trade can ask for and have such knowledge and skill evaluated by the KML Fund, prior to signing an Apprenticeship Agreement. If the Evaluation determines that the Apprentice is going to be credited training hours, he/she will be eligible to skip the course for Basic Skills 1, and possibly for Basic Skills 2, depending on his/her skill level. The Apprentice will be required to attend a 30-minute Orientation at the Training Center with the Training Director, to become familiar with the rules and regulations of the Training Center, and to learn what is expected of them as an Apprentice in the Carpenters Union. Council Representatives are welcome to be present for the Orientation. Thereafter, the Apprentice will be assigned to a training class and receive their schedule for the duration of the training year. Any Apprentice foregoing a Basic course will be required to register online for night/weekend OSHA 30 training via our website at www.kmltf.org.

In the event the candidate is evaluated as a First Year Apprentice, they will be required to attend both Basic Skills 1 & 2, which occurs as two (2) consecutive weeks of training. They will not be required to attend the 30-minute Orientation as the information will be covered during the Basic Skills classes. They will receive their OSHA 30 training during these first two (2) weeks; therefore, consecutive attendance for the full 80 hours is mandatory. Apprentices are typically notified via email when they are scheduled for this initial training. Upon successful completion of Basic Skills 1 & 2, they will be assigned to a training class and receive their schedule for the duration of the training year.

7. This Articulation Agreement is subject to annual review by all parties. All changes will be made and reflected in a new agreement. If no changes are indicated by the annual review, continuance of this agreement as outlined within will remain in effect. Any party to the agreement can terminate it with thirty days' notice to the other parties, provided that any student from Reach Cyber Charter School who is then currently enrolled and taking coursework toward earning competencies for an apprenticeship program when notice of termination is given will still be eligible for advanced placement with the apprenticeship program upon his/her completion of such coursework pursuant to this Agreement. This Agreement shall be terminated immediately if either party's certification of license to operate is repealed or suspended by any governmental licensing authority or certifying agency or either party's accreditation is repealed or suspended by any accrediting organization.

8. Competencies outlined in this Articulation Agreement will comply with any requirements of the Reach Cyber Charter School curriculum.

9. As a component of this agreement, high school instructors will schedule at least one visit per school year (preferably October or later) to the apprenticeship training site. High school instructors will also schedule at least one classroom visit per year (at each grade level) by a representative of the apprenticeship program.

10. Each training facility may have an “Area Coordinator” who may be working alongside the education programs to assist with the coordination of the following:

- (a) Assist with the arrangement of guest speakers in certain areas of the trades.
- (b) Facilitate tours of UBC training centers annually.
- (c) Provide instructors who can assist classroom instructor with hands on instruction/demonstrations/skills.
- (d) Assist with possible internship opportunities.
- (e) Provide enrollment assistance with information session and application process.

11. This Agreement shall be governed by the laws of the State in which it has been signed. Any action arising out of this Agreement shall be filed in either the county court or the United States District Court.

12. The parties agree to comply with all federal, state, and local statutes and regulations applicable to the operation of this Agreement, including without limitation, laws relating to the confidentiality of student records, including the Family Educational Rights and Privacy Act of 1974 (FERPA) and the Health Insurance Portability and Accountability Act of 1996 (HIPAA).

13. Nothing herein shall in any way be construed or intended to create a partnership or joint venture. Rather, each party shall be considered to be an independent party and shall not be construed to be an agent or representative of the other party. Neither party, nor any of its employees, agents, or subcontractors, shall be deemed to be employees or agents of the other party. Therefore, neither party nor any of its employees, agents, or subcontractors, shall be entitled to workers' compensation or employee benefits of the other party by virtue of this Agreement.

14. Neither party shall be responsible for personal injury or property damage or other loss except that resulting from its own negligence or the negligence of its employees or others for whom the party is legally responsible, and nothing in this Agreement shall serve as a waiver of the sovereign immunity enjoyed by either party in their respective State.

15. No waiver, alteration, or modification of the provisions in this Agreement will be binding unless in writing and mutually agreed upon. This Agreement, together with any attachments hereto and any amendment or modification that may hereafter be agreed to by each party in writing, constitutes the entire understanding and agreements, oral or written, relating hereto. The parties will incur no obligations pertaining to this Agreement as a result of any promise, representation, or statement by anyone without the actual authority to do so. The provisions of this Agreement shall inure to the benefit of and shall be binding upon the successors of the parties hereto. Neither this Agreement nor any of the rights or obligations hereunder may be transferred or assigned without prior written consent of the other party.

16. Notices under this Agreement shall be mailed or delivered to the parties as follows: [Complete for each party and provide contact information for each party's designated contact for Notices (i.e., for termination or request for modification)].

Area Coordinator and School Contact Person

The KML Carpenters Apprenticeship and Training Fund

Contact: Rich Foley

Address: 1718 Hellmandale Rd Lebanon, PA 17046

Phone/Fax: p (570) 233-1013/ f _____

Email: rfoley@eascarpenters.org

Reach Cyber Charter School:

Contact: J D Smith

Address: 750 East Park Drive, Suite 204 Harrisburg, PA 17111

Phone/Fax: p. 1-844-227-0920 / f _____

Email: josmith@reach.connectionsacademy.org

This Articulation Agreement is hereby approved and agreed upon by the signatures below:

**JD Smith Director of Career Pathways
Reach Cyber Charter School**

Date: _____

**Rachell Daczka
Reach Cyber Charter School**

Date: _____

**William R. Waterkotte
Co-Treasurer, The KML Carpenters Apprenticeship and Training Fund**

Date: _____



**Thomas J. Sommers
Director of Outreach and Development
Eastern Atlantic States Regional Council of Carpenters Training Funds**

Date: 03-22-2021



STEM Mobile Lab

4.10.21

Overview

The STEM Mobile lab will be a tool that offers STEM and Career Experiences for students and families across the state of Pennsylvania.

Goals

1. Offer STEM activities and instruction for students across the state of Pennsylvania
2. Grow students capacity for STEM-related content
3. Offer STEM-related career connections

Specifications

The STEM Mobile lab has multiple iterations that could be used to get the tools and resources to the students and families. The picture at the beginning of the document shows one such possibility. Looking through the different options that exist. At this time I would like to promote a couple of different solutions and options that would serve the school and stakeholders of Reach.

- In order to be useful to the school and students throughout the year, we would need the capacity to work inside and outside. A large bus, which would require a

CDL to drive, would fill this option and cost between \$800,000 and \$1,000,000 for the vehicle. Pictures of this option are below.

- There is a smaller bus that would not require a CDL and would cost approximately \$470,000 and could be coupled with another vehicle at \$170,000 that could hold a small classroom and also move equipment that could be used in the vehicles.
- There are also options of purchasing gooseneck trailers that would require the purchase of a dually type pickup truck to move the trailer. These gooseneck options range in price from \$300-500,000 for the trailer, and the truck ranging in price from \$50-90,000.

These vehicles have a lead time of 6-12 months depending on how it is equipped and the availability of parts that are going to be used for the finishing and accessibility of the vehicle.

Pictured Options

CDL Required Bus





38' Bus and Classroom







Gooseneck and Truck





Activities

1. STEM Camps
 - a. 3D Printing
 - b. Drones
 - c. Stream Studies
 - d. Lego Robotics
 - e. Knot Tying
 - f. Mechatronix
2. Career Opportunities
 - a. Virtual Welding
 - b. Carpentry
 - c. Electronics
 - d. Engineering
 - e. Animation
3. Science Labs
 - a. Microscopes
 - b. Lab Equipment
 - c. Vernier Lab
 - d. Solar Panels
4. Math Labs
5. Computer Science
 - a. Raspberry Pi
 - b. Arduino Robots
 - c. Sam Labs
6. Meetings

Proposals and pricing

Farber - Pricing includes computers and monitors as well as furniture and wheelchair accessibility.

1. 45' Custom Coach \$882,894
2. 38' Coach Style Bus \$465,802
3. Ford 550 Body 18 \$272,894
4. Gooseneck Trailer \$483,485

MO Great Dane -

1. CN Training – 221841 – Small, entry level, basic classroom sent to the Cherokee Nation in Oklahoma – approx. \$65,000
2. NTCC Classroom – 219209 – Upgraded bumper pull classroom featuring two small slide outs & versatile space – approx. \$125,000
3. NTCC – 220773 – MML (mechatronics lab) trailer for same college as previous. Upgraded gooseneck design, versatile enough for multiple applications in the education/classroom design. About \$225,000
4. Classroom – 216556-C – Well-optioned 46' trailer with ADA lift, 4 season HVAC package, commercial generator, glass door, entry steps, dual slide outs, custom media cabinet, teachers station & custom chairs/desks. Approx. \$400,000 as shown.

Tesla

CyberTruck TriMotor AWD with a 14,000 pound towing capacity and 500 mile range
\$69,000

Ford

The listed base prices do not include other features that would be needed including the 5th wheel towing package and that will vary depending on the type of vehicle we purchase. The salesman said at minimum plan for \$20,000 more to add more room to the cab and the towing equipment necessary.

F-350XL Base price is \$46,350

F-450XL Base price is \$50,410



7052 Americana Parkway
Columbus, OH 43068
Toll Free: (800) 331-3188
Fax: (614) 759-2098

REV-000

QUOTATION

OMNIA
PARTNERS

Name: Reach Connections Academy
Contact: Andy Gribbin, Director
Address: _____
City, ST, Zip: Pennsylvania
Telephone: 814-528-2134
Email: agribbin@reach.connectionsacademy.org

Total
\$ **882,893.89**

CONTACT	DELIVERY	SHIPPED VIA	TERMS	CONTRACT NUMBER
Rick Armstrong	270-325 Days	Farber	Net 30	128867

QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
VEHICLES - FOB Continental US			
1	FSV Custom Coach Style 45 - (rear engine)	\$ 435,974.00	\$ 435,974.00
Model Upgrade Pricing			
<i>Includes Custom Floorplan Design</i>			
45	Custom STEM Lab (per foot)	\$ 366.00	\$ 16,470.00
1	Central AC water collection and plumbing	\$ 7,332.00	\$ 7,332.00
1	FSV Multiplex System	\$ 9,913.00	\$ 9,913.00
1	FSV Multiplex System Ipad module	\$ 3,459.00	\$ 3,459.00
6	FSV Multiplex additional node	\$ 1,203.00	\$ 7,218.00
2	FSV Multiplex additional screen	\$ 1,757.00	\$ 3,514.00
6	FSV Multiplex additional input	\$ 1,579.00	\$ 9,474.00
INTERIOR OPTIONS			
1	Side sliding windows w/ aluminum mini blind	\$ 540.00	\$ 540.00
1	Emergency Exit Window	\$ 629.00	\$ 629.00
1	Sound deadening, color coordinated wall carpet	\$ 1,880.00	\$ 1,880.00
1	Wheelchair lift, Cassette, automatic, ADA approved, w/door	\$ 13,705.00	\$ 13,705.00
45	Level 1 Interior finish upgrade (solid surface counters,upgraded flooring) per foot	\$ 157.00	\$ 7,065.00
45	Level 2 Interior finish upgrade (includes level 1 , and upgraded lamintae walls and cabinets	\$ 250.00	\$ 11,250.00
1	Custom flooring w/inlay	\$ 14,000.00	\$ 14,000.00
FINISHES & UPGRADES			
45	Full exterior wrap with paint on front and back included (per foot)	\$ 617.00	\$ 27,765.00
EXTERIOR OPTIONS			
2	Lateral arm box awning, Sunbrella color selection , up to 22'	\$ 5,029.00	\$ 10,058.00
1	Fairing kit, Girard XL2 driver side and front air foil	\$ 8,369.00	\$ 8,369.00
1	Hydraulic leveling and stabilizing jacks - heavy duty	\$ 8,455.00	\$ 8,455.00
1	Roof rail for mounting radio antennas w/ weatherproof access hatch to interior	\$ 1,128.00	\$ 1,128.00
1	Roof rail, additional, for mounting antennas, eight foot section	\$ 432.00	\$ 432.00
1	Second right side entrance door	\$ 4,225.00	\$ 4,225.00
1	Exterior shelf, aluminum, powder coated white, with fold down sides and detachable white bo	\$ 846.00	\$ 846.00
1	Trailer hitch and wiring, light duty	\$ 1,410.00	\$ 1,410.00
2	Braun electric / hydraulic power step	\$ 4,474.00	\$ 8,948.00
2	Exterior Storage Compartment up to 6 ft.	\$ 2,519.00	\$ 5,038.00
2	Exterior steps custom aluminum, adjustable, three step	\$ 1,786.00	\$ 3,572.00
SLIDE-OUT ROOMS			
3	Custom Raised Floor slide out room up to 16'	\$ 23,970.00	\$ 71,910.00
AUDIO/VIDEO OPTIONS			
1	QM85N Samsung rear TV, 85"	\$ 11,790.00	\$ 11,790.00
1	TV antenna, roof mounted w/ booster	\$ 141.00	\$ 141.00
6	HDMI Cable with extender	\$ 789.00	\$ 4,734.00
1	DVR Time lapse w/ time/date generator	\$ 681.00	\$ 681.00
1	GPS with AM/FM/CD, back up camera, built in dash, motorized	\$ 2,961.00	\$ 2,961.00
1	Extron video matrix switch 16 x 16 w/touch pads and wiring installed	\$ 16,920.00	\$ 16,920.00
1	Peavey audio amplifier system w/ mixer and front and rear wall mounted speakers	\$ 1,363.00	\$ 1,363.00
1	Rear speakers from cab AM/FM/CD, one pair	\$ 352.00	\$ 352.00
1	UHF wireless microphone system, w/12 hour battery life, 100 meter range	\$ 639.00	\$ 639.00
11	Commercial LCD monitor w/ TV tuner up to 22" with mount	\$ 545.00	\$ 5,995.00
COMPUTER			
11	Dell computer w/ 17" Dell flat screen, counter or wall mounted, service contract, each	\$ 1,781.00	\$ 19,591.00
CONNECTIVITY PACKAGE			
1	Connectivity Package Level II SILVER - router,bonding 2-4 carriers, 4 roof mounted antennz	\$ 9,852.00	\$ 9,852.00
75	Install customer supplied equipment and additional wiring per hour	\$ 117.00	\$ 8,775.00
ELECTRONICS			
1	24-port switch & CAT 6 patch panel	\$ 611.00	\$ 611.00

2 CAT 6 network with printer/fax/scanner	\$ 6,110.00	\$ 12,220.00
11 Monitor mount, swivel base	\$ 173.00	\$ 1,903.00
1 Equipment rack with, casters, Lexan door, power fan, approx. 19 x 64	\$ 1,128.00	\$ 1,128.00
1 Microwave oven, cabinet mounted	\$ 376.00	\$ 376.00
1 Refrigerator, AC/DC, compressor operated	\$ 893.00	\$ 893.00
H.V.A.C.		
1 Powered reversible roof vent w/ max air cover	\$ 611.00	\$ 611.00
Roof mounted air conditioner (Five Standard)	\$ 916.00	\$ -
1 Central AC with ducted ceiling	\$ 11,092.00	\$ 11,092.00
GENERATORS & POWER SUPPLIES		
25 KW Diesel Generator with compartment (Standard)	\$ 21,789.00	\$ -
LOW VOLTAGE OPTIONS		
1 Accelle security alarm system, w/ motion sensors	\$ 611.00	\$ 611.00
2 Entrance door lock, electro-magnetic w/ exterior keypad	\$ 968.00	\$ 1,936.00
INTERIOR LIGHTING		
1 Indirect 12 volt flourescent valance lighting	\$ 1,974.00	\$ 1,974.00
1 LED ceiling light package	\$ 3,440.00	\$ 3,440.00
2 LED ceiling light with dimmer control, each	\$ 117.00	\$ 234.00
1 Discrete lighting package	\$ 2,049.00	\$ 2,049.00
EXTERIOR LIGHTING		
3 Scene lights, LED , each	\$ 432.00	\$ 1,296.00
1 Delivery and Training	\$ 3,500.00	\$ 3,500.00
	TOTAL PRICE	\$ 822,247.00
ADDITIONAL OPTIONS		
11 Commercial LCD monitor w/ TV tuner up to 22" with mount	\$ 545.00	\$ 5,995.00
11 Dell computer w/ 17" Dell flat screen, counter or wall mounted, service contract, each	\$ 1,781.00	\$ 19,591.00
1 60" LCD monitor, exterior view w/ weather-proof door	\$ 10,335.00	\$ 10,335.00
1 Pepwave Quote update difference from quote above allowance for (\$9852)	\$ 6,668.00	\$ 6,668.00
2 Sinks	\$ 2,500.00	\$ 5,000.00
1 Fume Hood. (Included)	\$ -	\$ -
1 Laser Engraver/Printer (Glowforge Plus)	\$ 3,995.00	\$ 3,995.00
11 Edifier H650 Headphones	\$ 19.99	\$ 219.89
2 Camera, Seon SA-21D series, day/night exterior	\$ 812.00	\$ 1,624.00
2 Camera, Seon SD-12N series, lexan dome, interior	\$ 886.00	\$ 1,772.00
1 Commercial LCD monitor w/ TV tuner up to 55" with mount	\$ 3,647.00	\$ 3,647.00
1 Fold down bracket, electric for the front 55" TV	\$ 1,800.00	\$ 1,800.00
TOTAL DIFFERENCE		\$ 882,893.89

	7052 Americana Parkway Columbus, OH 43068 Toll Free: (800) 331-3188 Fax: (614) 759-2098
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QUOTATION

REV-000

Name: Reach Connections Academy
 Contact: Andy Gribbin, Director
 Address: _____
 City, ST, Zip: Pennsylvania
 Telephone: 814-528-2134
 Email: agribbin@reach.connectionsacademy.org



TOTAL
\$ 465,802.00

CONTACT	DELIVERY	SHIPPED VIA	TERMS	CONTRACT NUMBER
Rick Armstrong	240 Days	Farber	1 UNIT Net 30	128867

QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	FSV Coach Style 38	\$ 233,521.00	\$ 233,521.00
0	FSV Custom Coach 38 or 33 to gasoline V-10	\$ (24,064.00)	\$ -
VEHICLES - FOB Continental US			
<i>Includes Custom Floorplan Design</i>			
0	FSV Multiplex System	\$ 9,913.00	\$ -
0	FSV Multiplex System Ipad module	\$ 3,459.00	\$ -
0	FSV Multiplex additional node	\$ 1,203.00	\$ -
0	FSV Multiplex additional screen	\$ 1,757.00	\$ -
0	FSV Multiplex additional input	\$ 1,579.00	\$ -
INTERIOR OPTIONS			
1	Side sliding windows w/ aluminum mini blind	\$ 540.00	\$ 540.00
1	Emergency Exit Window	\$ 629.00	\$ 629.00
1	Sound deadening, color coordinated wall carpet	\$ 1,880.00	\$ 1,880.00
38	Level 1 Interior finish upgrade (solid surface counters,upgraded flooring) per foot	\$ 157.00	\$ 5,966.00
38	Level 2 Interior finish upgrade (includes level 1 , and upgraded lamintae walls and cabinets	\$ 250.00	\$ 9,500.00
FINISHES & UPGRADES			
38	Full exterior wrap with paint on front and back included (per foot)	\$ 617.00	\$ 23,446.00
EXTERIOR OPTIONS			
1	Lateral arm box awning, Sunbrella color selection , up to 22'	\$ 5,029.00	\$ 5,029.00
1	Hydraulic leveling and stabilizing jacks - medium duty	\$ 6,575.00	\$ 6,575.00
1	Roof rail for mounting radio antennas w/ weatherproof access hatch to interior	\$ 1,128.00	\$ 1,128.00
1	Exterior shelf, aluminum, powder coated white, with fold down sides and detachable white bo	\$ 846.00	\$ 846.00
1	Trailer hitch and wiring, light duty	\$ 1,410.00	\$ 1,410.00
0	Braun electric / hydraulic power step	\$ 4,474.00	\$ -
	Exterior Storage Compartment up to 6 ft. (Standard)	\$ 2,519.00	\$ -
SLIDE-OUT ROOMS			
2	Custom Flat Floor slide out room up to 16'	\$ 24,910.00	\$ 49,820.00
AUDIO/VIDEO OPTIONS			
1	60" LCD monitor, exterior view w/ weather-proof door	\$ 10,335.00	\$ 10,335.00
1	SMART board 40" LCD monitor	\$ 9,089.00	\$ 9,089.00
1	TV antenna, roof mounted w/ booster	\$ 141.00	\$ 141.00
3	HDMI Cable with extender	\$ 789.00	\$ 2,367.00
1	GPS with AM/FM/CD, back up camera, built in dash	\$ 2,086.00	\$ 2,086.00
1	Extron video matrix switch 16 x 16 w/touch pads and wiring installed	\$ 16,920.00	\$ 16,920.00
1	Peavey audio amplifier system w/ mixer and front and rear wall mounted speakers	\$ 1,363.00	\$ 1,363.00
1	Rear speakers from cab AM/FM/CD, one pair	\$ 352.00	\$ 352.00
1	UHF wireless microphone system, w/12 hour battery life, 100 meter range	\$ 639.00	\$ 639.00
9	Commercial LCD monitor w/ TV tuner up to 22" with mount	\$ 545.00	\$ 4,905.00
COMPUTER			
9	Dell computer w/ 17" Dell flat screen, counter or wall mounted, service contract, each	\$ 1,781.00	\$ 16,029.00
1	Connectivity Package Level I BRONZE - router, bonding 2 carriers, 2 roof mounted antennas	\$ 8,095.00	\$ 8,095.00
ELECTRONICS			
1	24-port switch & CAT 6 patch panel	\$ 611.00	\$ 611.00
1	CAT 6 network with printer/fax/scanner	\$ 6,110.00	\$ 6,110.00
0	Monitor mount, swivel base	\$ 173.00	\$ -
1	Equipment rack with, casters, Lexan door, power fan, approx. 19 x 64	\$ 1,128.00	\$ 1,128.00
1	Microwave oven, cabinet mounted	\$ 376.00	\$ 376.00
1	Refrigerator, AC/DC, compressor operated	\$ 893.00	\$ 893.00
H.V.A.C.			
1	Powered reversible roof vent w/ max air cover	\$ 611.00	\$ 611.00
	Central AC with ducted ceiling (Three Roof Airs Standard)	\$ 11,092.00	\$ -
GENERATORS & POWER SUPPLIES			

15KW water cooled gasoline generator	\$ 12,370.00	\$ -
15 KW Diesel Generator with compartment (One Standard)	\$ 18,029.00	\$ -
LOW VOLTAGE OPTIONS		
1 Accelle security alarm system, w/ motion sensors	\$ 611.00	\$ 611.00
2 Entrance door lock, electro-magnetic w/ exterior keypad	\$ 968.00	\$ 1,936.00
INTERIOR LIGHTING		
1 Indirect 12 volt flourescent valance lighting	\$ 1,974.00	\$ 1,974.00
1 LED ceiling light package	\$ 3,440.00	\$ 3,440.00
EXTERIOR LIGHTING		
5 Scene lights, LED , each	\$ 432.00	\$ 2,160.00
1 Delivery and Training	\$ 3,500.00	\$ 3,500.00
	TOTAL PRICE	\$ 435,961.00
1 Wheelchair lift, Cassette, automatic, ADA approved, w/door	\$ 13,705.00	\$ 13,705.00
1 Exterior steps custom aluminum, adjustable, five step with handrail	\$ 4,136.00	\$ 4,136.00
	SUB TOTAL	\$ 453,802.00

	7052 Americana Parkway Columbus, OH 43068 Toll Free: (800) 331-3188 Fax: (614) 759-2098
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QUOTATION

REV-000

Name: _____
 Contact: _____
 Address: _____
 City, ST, Zip: _____
 Telephone: _____
 Email: _____



TOTAL
\$ 272,894.00

CONTACT	DELIVERY	SHIPPED VIA	TERMS	CONTRACT NUMBER
Rick Armstrong	240 Days	Farber	Net 30	128867

QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
VEHICLES - FOB Continental US			
1	FSV Body 18	\$ 169,053.00	\$ 169,053.00
Model Upgrade Pricing			
<i>Includes Custom Floorplan Design</i>			
18	Custom Classroom (per foot)	\$ 300.00	\$ 5,400.00
1	Folding ramp, stowed inside	\$ 4,136.00	\$ 4,136.00
1	Inner tire valve extenders (2)	\$ 150.00	\$ 150.00
INTERIOR OPTIONS			
1	Side sliding windows w/ aluminum mini blind	\$ 540.00	\$ 540.00
1	Emergency Exit Window	\$ 629.00	\$ 629.00
1	Sound deadening, color coordinated wall carpet	\$ 1,880.00	\$ 1,880.00
1	Wheelchair lift, automatic, ADA approved, w/door	\$ 6,194.00	\$ 6,194.00
0	Level 1 Interior finish upgrade (solid surface counters,upgraded flooring) per foot	\$ 157.00	\$ -
0	Level 2 Interior finish upgrade (includes level 1 , and upgraded lamintae walls and cabinets	\$ 250.00	\$ -
FINISHES & UPGRADES			
0	Exterior graphics package (One to four units required)	\$ 4,681.00	\$ -
25	Full exterior wrap with paint on front and back included (per foot)	\$ 617.00	\$ 15,425.00
EXTERIOR OPTIONS			
0	Electric roll up exterior awning, Sunbrella color selection, up to 18'	\$ 2,721.00	\$ -
1	Lateral arm box awning, Sunbrella color selection, up to 18'	\$ 4,841.00	\$ 4,841.00
1	Hydraulic leveling and stabilizing jacks - medium duty	\$ 6,575.00	\$ 6,575.00
0	Full Body Paint (per foot)	\$ 392.00	\$ -
0	Docking lights; left, right, rear	\$ 517.00	\$ -
0	Exterior steps custom aluminum, adjustable, three step	\$ 1,786.00	\$ -
AUDIO/VIDEO OPTIONS			
1	40" LCD monitor, exterior view w/ weather-proof door	\$ 5,541.00	\$ 5,541.00
0	SMART board 40" LCD monitor	\$ 9,089.00	\$ -
1	SMART board 60" LCD monitor	\$ 10,982.00	\$ 10,982.00
1	TV antenna, roof mounted w/ booster	\$ 141.00	\$ 141.00
0	GPS with AM/FM/CD, back up camera, built in dash	\$ 2,086.00	\$ -
1	Back-up camera system, 7" LCD color monitor	\$ 1,175.00	\$ 1,175.00
0	Camera, Seon SA-21D series, day/night exterior	\$ 812.00	\$ -
0	Camera, Seon SD-12N series, lexan dome, interior	\$ 886.00	\$ -
0	8 x 8 matrix switch w/wiring installed	\$ 6,110.00	\$ -
1	4 X 4 matrix switch w/wiring installed	\$ 1,692.00	\$ 1,692.00
1	Peavey audio amplifier system w/ mixer and front and rear wall mounted speakers	\$ 1,363.00	\$ 1,363.00
1	Rear speakers from cab AM/FM/CD, one pair	\$ 352.00	\$ 352.00
1	UHF wireless microphone system, w/12 hour battery life, 100 meter range	\$ 639.00	\$ 639.00
0	Commercial LCD monitor w/ TV tuner up to 22" with mount	\$ 545.00	\$ -
0	Commercial LCD monitor w/ TV tuner up to 34" with mount	\$ 733.00	\$ -
0	Commercial LCD monitor w/ TV tuner up to 40" with mount	\$ 2,180.00	\$ -
0	Commercial LCD monitor w/ TV tuner up to 55" with mount	\$ 3,647.00	\$ -
COMPUTER			
0	Dell computer w/ 17" Dell flat screen, counter or wall mounted, service contract, each	\$ 1,781.00	\$ -
SATELLITE & CONNECTIVITY			
0	Install customer supplied radios and equipment per hour	\$ 117.00	\$ -
SATELLITE SERVICES - NETWORK ACCESS & SYSTEM MAINTENANCE			
ELECTRONICS			
1	24-port switch & CAT 6 patch panel	\$ 611.00	\$ 611.00
1	CAT 6 network with printer/fax/scanner	\$ 6,110.00	\$ 6,110.00
1	Monitor mount, swivel base	\$ 173.00	\$ 173.00
1	Equipment rack with, casters, Lexan door, power fan, approx. 19 x 64	\$ 1,128.00	\$ 1,128.00

1 Microwave oven, cabinet mounted	\$ 376.00	\$ 376.00
1 Refrigerator, AC/DC, compressor operated	\$ 893.00	\$ 893.00
1 Coffee maker	\$ 98.00	\$ 98.00
H.V.A.C.		
1 Powered reversible roof vent w/ max air cover	\$ 611.00	\$ 611.00
1 Roof mounted air conditioner (One Standard)	\$ 916.00	\$ 916.00
GENERATORS & POWER SUPPLIES		
0 7 KW air cooled gasoline generator, quiet, compartment installed, remote start.stop	\$ 6,063.00	\$ -
0 UPS , 4000 watts	\$ 6,016.00	\$ -
0 UPS, 2000 watts, 3000VA, dual output distribution switches w/bypass	\$ 4,230.00	\$ -
1 8 KW Diesel Generator with compartment	\$ 11,449.00	\$ 11,449.00
LOW VOLTAGE OPTIONS		
1 Accelle security alarm system, w/ motion sensors	\$ 611.00	\$ 611.00
0 Entrance door lock, electro-magnetic w/ exterior keypad	\$ 968.00	\$ -
INTERIOR LIGHTING		
1 Indirect 12 volt flourescent valance lighting	\$ 1,974.00	\$ 1,974.00
1 LED ceiling light package	\$ 3,440.00	\$ 3,440.00
EXTERIOR LIGHTING		
3 Scene lights, LED , each	\$ 432.00	\$ 1,296.00
EMERGENCY LIGHTING		
0 Discrete lighting package	\$ 2,049.00	\$ -
1 Delivery and Training	\$ 6,500.00	\$ 6,500.00
TOTAL PRICE	\$	\$ 272,894.00

FARBER SPECIALTY VEHICLES	7052 Americana Parkway Columbus, OH 43068 Toll Free: (800) 331-3188 Fax: (614) 759-2098
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QUOTATION

REV-000

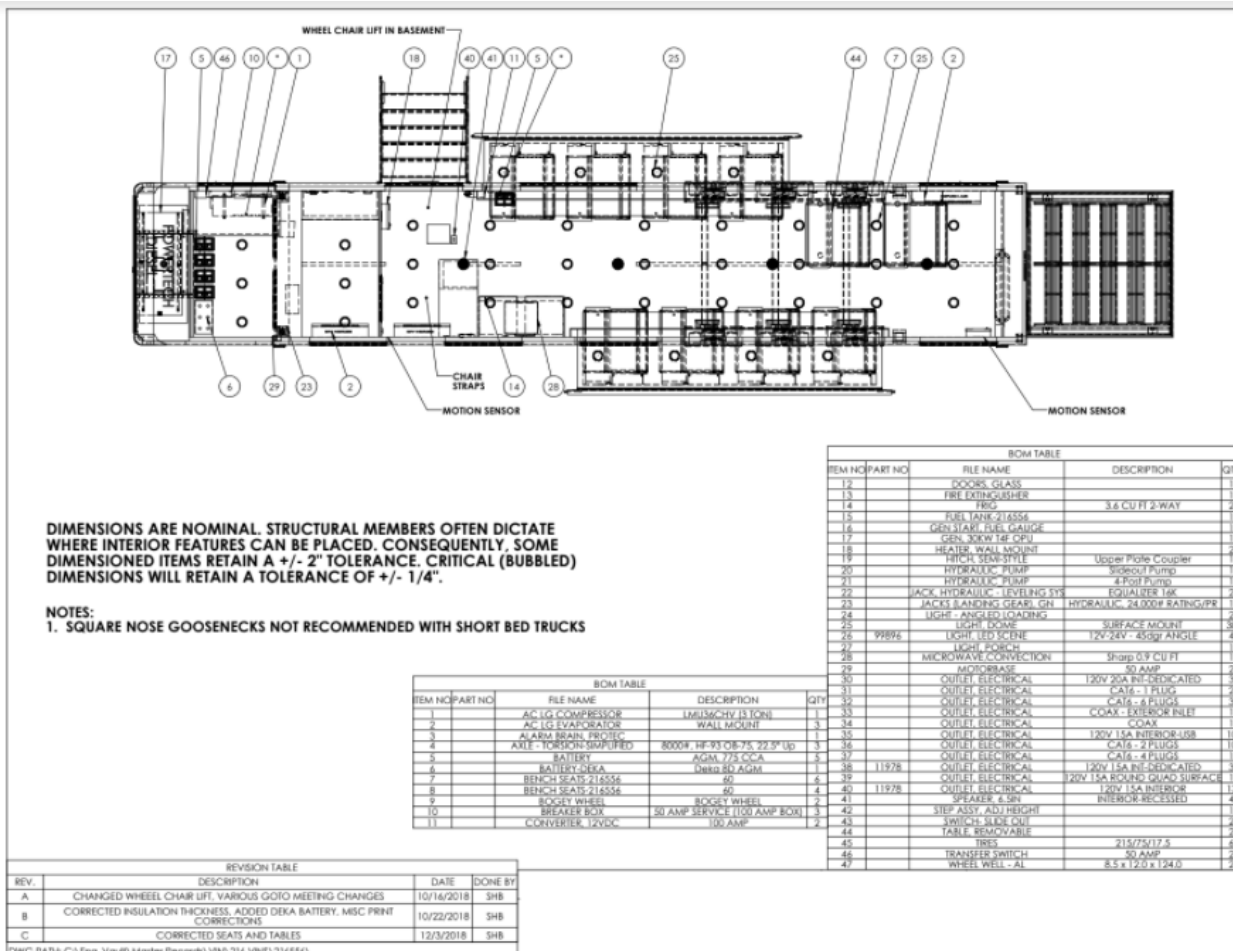
Name: Reach Connections Academy
 Contact: Andy Gribbin, Director
 Address: _____
 City, ST, Zip: Pennsylvania
 Telephone: 814-528-2134
 Email: agribbin@reach.connectionsacademy.org



TOTAL
\$ 483,485.00

CONTACT	DELIVERY	SHIPPED VIA	TERMS	CONTRACT NUMBER
Rick Armstrong	240 Days	Farber	Net 30	128867

QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
VEHICLES - FOB Continental US			
1	FSV Trailer	\$ 311,719.00	\$ 311,719.00
Model Upgrade Pricing			
<i>Includes Custom Floorplan Design</i>			
42	Custom Classroom (per foot)	\$ 300.00	\$ 12,600.00
1	Ducted AC	\$ 6,439.00	\$ 6,439.00
INTERIOR OPTIONS			
5	Side sliding windows w/ aluminum mini blind	\$ 540.00	\$ 2,700.00
1	Emergency Exit Window	\$ 629.00	\$ 629.00
1	Sound deadening, color coordinated wall carpet	\$ 1,880.00	\$ 1,880.00
1	Wheelchair lift, automatic, ADA approved, w/door	\$ 6,194.00	\$ 6,194.00
FINISHES & UPGRADES			
32	Full exterior wrap with paint on front and back included (per foot)	\$ 617.00	\$ 19,744.00
EXTERIOR OPTIONS			
1	Lateral arm box awning, Sunbrella color selection , up to 22'	\$ 5,029.00	\$ 5,029.00
1	Second right side entrance door	\$ 4,225.00	\$ 4,225.00
SLIDE-OUT ROOMS			
2	Custom Raised Floor slide out room up to 16'	\$ 23,970.00	\$ 47,940.00
AUDIO/VIDEO OPTIONS			
1	60" LCD monitor, exterior view w/ weather-proof door	\$ 10,995.00	\$ 10,995.00
1	SMART board 40" LCD monitor	\$ 9,089.00	\$ 9,089.00
1	TV antenna, roof mounted w/ booster	\$ 141.00	\$ 141.00
1	Peavey audio amplifier system w/ mixer and front and rear wall mounted speakers	\$ 1,450.00	\$ 1,450.00
1	Rear speakers from cab AM/FM/CD, one pair	\$ 375.00	\$ 375.00
1	UHF wireless microphone system, w/12 hour battery life, 100 meter range	\$ 680.00	\$ 680.00
0	Camera, Seon SA-21D series, day/night exterior	\$ 864.00	\$ -
0	Camera, Seon SD-12N series, lexan dome, interior	\$ 943.00	\$ -
0	16 x 16 matrix switch w/wiring installed	\$ 8,930.00	\$ -
COMPUTER			
0	Dell computer w/ 17" Dell flat screen, counter or wall mounted, service contract, each	\$ 1,781.00	\$ -
1	Connectivity Wi Fi Package: Cradlepoint system	\$ 2,350.00	\$ 2,350.00
0	MR - 120 Mobile Responder Antenna, WIFI , Package	\$ 33,039.00	\$ -
SATELLITE SERVICES - NETWORK ACCESS & SYSTEM MAINTENANCE			
0	Shared satellite service; 12 months, 1Mb download speed, 1Mb upload speed	\$ 480.00	\$ -
ELECTRONICS			
1	24-port switch & CAT 6 patch panel	\$ 611.00	\$ 611.00
1	CAT 6 network with printer/fax/scanner	\$ 6,110.00	\$ 6,110.00
12	Monitor mount, swivel base	\$ 173.00	\$ 2,076.00
1	Equipment rack with, casters, Lexan door, power fan, approx. 19 x 64	\$ 1,128.00	\$ 1,128.00
1	Microwave oven, cabinet mounted	\$ 376.00	\$ 376.00
1	Refrigerator, AC/DC, compressor operated	\$ 893.00	\$ 893.00
0	Coffee maker	\$ 98.00	\$ -
H.V.A.C.			
1	Powered reversible roof vent w/ max air cover	\$ 611.00	\$ 611.00
0	Roof mounted air conditioner (Three Standard)	\$ 916.00	\$ -
GENERATORS & POWER SUPPLIES			
0	15 KW Diesel Generator with compartment (One Standard)	\$ 18,029.00	\$ -
LOW VOLTAGE OPTIONS			
1	Accelle security alarm system, w/ motion sensors	\$ 611.00	\$ 611.00
INTERIOR LIGHTING			
1	Indirect 12 volt flourescent valance lighting	\$ 1,974.00	\$ 1,974.00
1	LED ceiling light package	\$ 3,440.00	\$ 3,440.00
1	LED ceiling light with dimmer control, each	\$ 117.00	\$ 117.00
1	Discrete lighting package	\$ 2,180.00	\$ 2,180.00
EXTERIOR LIGHTING			
4	Scene lights, LED , each	\$ 432.00	\$ 1,728.00
TRAILER			
1	Gooseneck addition	\$ 13,951.00	\$ 13,951.00
1	Delivery and Training	\$ 3,500.00	\$ 3,500.00

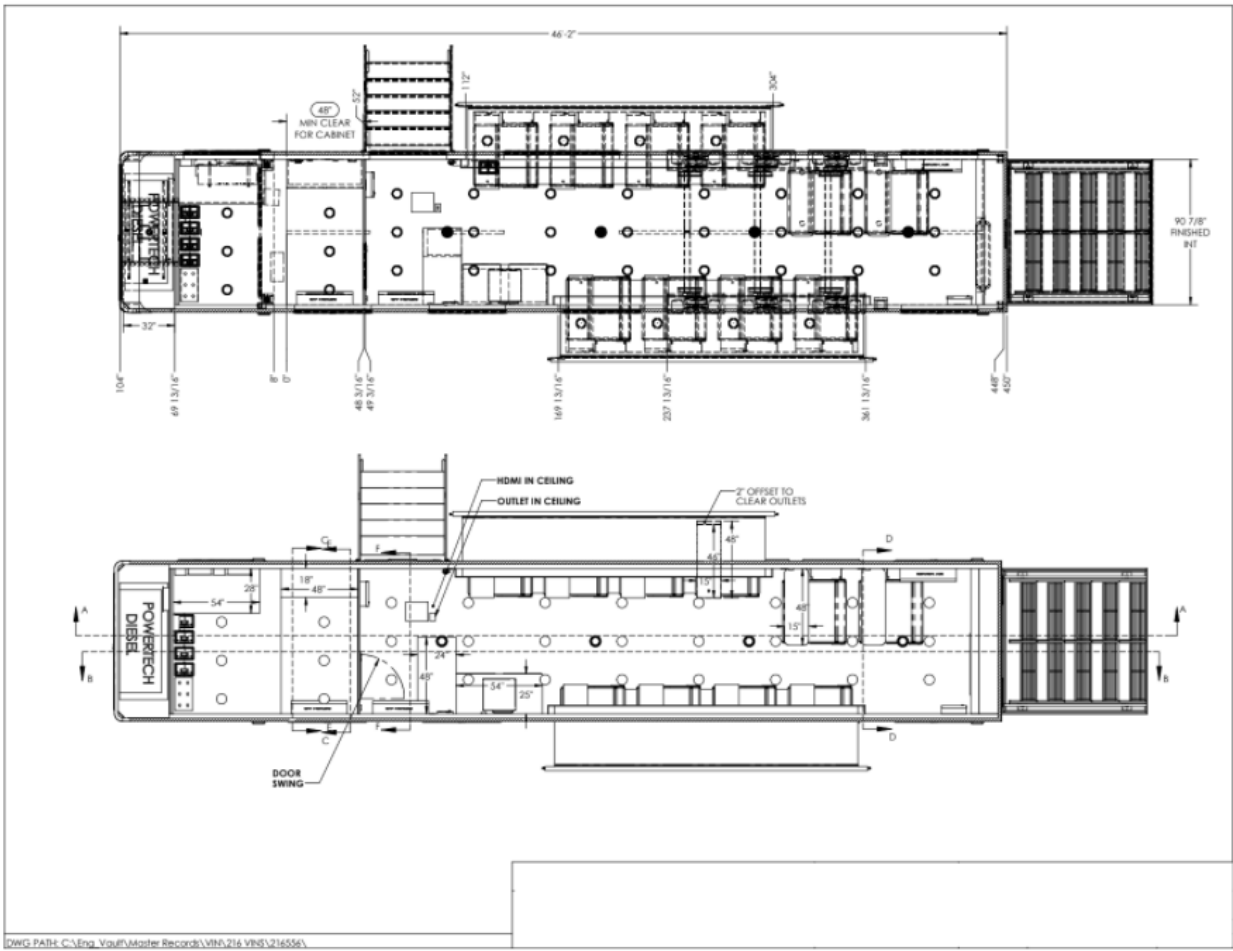


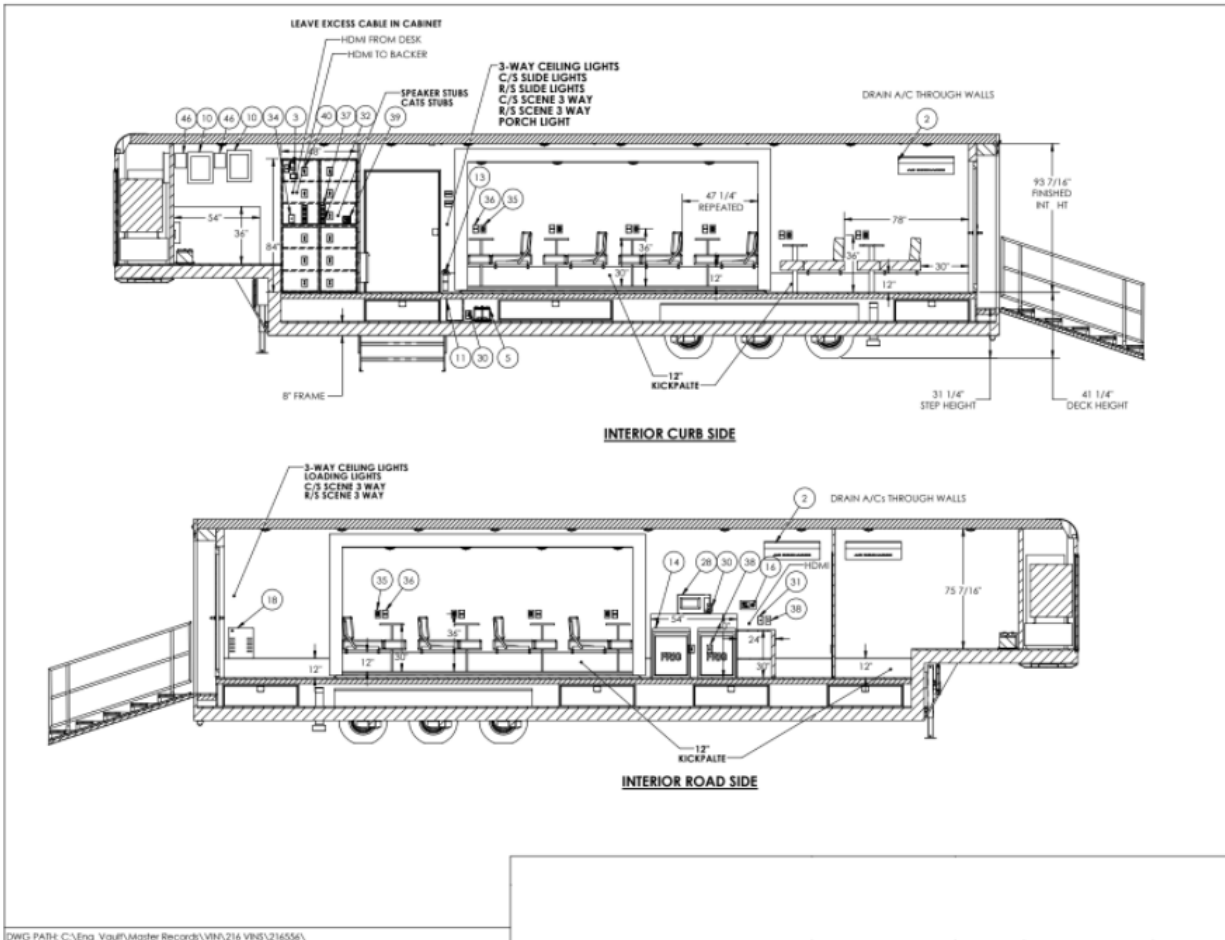
DIMENSIONS ARE NOMINAL. STRUCTURAL MEMBERS OFTEN DICTATE WHERE INTERIOR FEATURES CAN BE PLACED. CONSEQUENTLY, SOME DIMENSIONED ITEMS RETAIN A +/- 2" TOLERANCE. CRITICAL (BUBBLED) DIMENSIONS WILL RETAIN A TOLERANCE OF +/- 1/4".

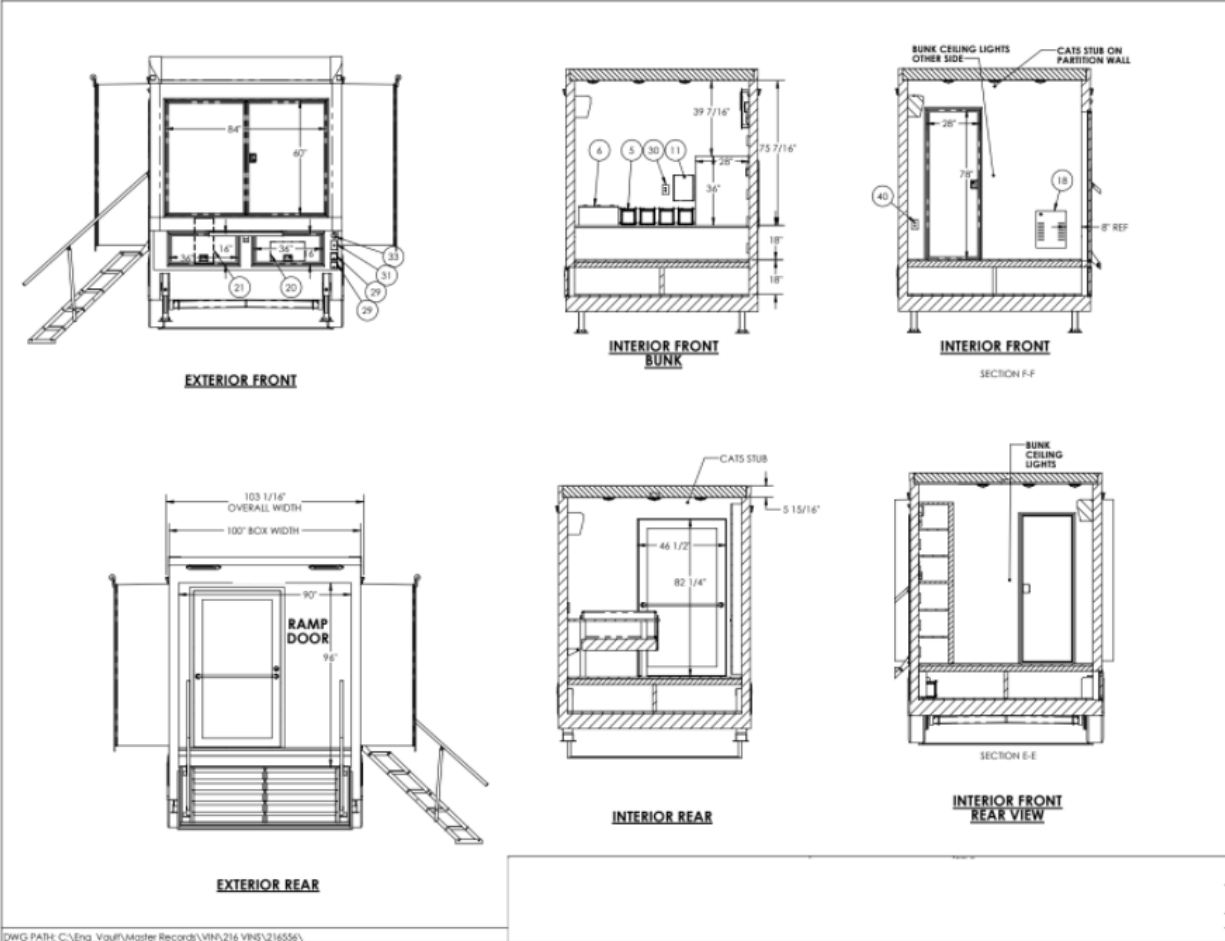
NOTES:
1. SQUARE NOSE GOOSENECKS NOT RECOMMENDED WITH SHORT BED TRUCKS

REM NO	PART NO	FILE NAME	DESCRIPTION	QTY
1		AC LG COMPRESSOR	180US36CHV (3 TON)	1
2		AC LG EVAPORATOR	WALL MOUNT	1
3		ALARM BELL, PROTECT		1
4		AXLE - TORSON BAR MOUNTED	8000# HF-93 OB-75, 22.3" Up	3
5		BATTERY	AGM, 775 CCA	3
6		BATTERY DEKA	D880 50 AGM	1
7		BENCH SEATS 214556	60	6
8		BENCH SEATS 214556	60	4
9		BUCKET WHEEL	BUCKET WHEEL	2
10		BREAKER BOX	50 AMP SERVICE (100 AMP BOX)	3
11		CONVERTER 12VDC	100 AMP	2

REM NO	PART NO	FILE NAME	DESCRIPTION	QTY
12		DOORS GLASS		1
13		FIRE EXTINGUISHER	3.6 CU FT 2-WAY	2
14		FIBR		1
15		FUEL TANK 214556		1
16		GEN START, ELEC GRABGE		1
17		GEN, 30KW 146 CPU		1
18		HEATER, WALL MOUNT		1
19		TRUCK TIRE-175R	Upper Pole Coupler	1
20		HYDRAULIC PUMP	Stroke Pump	1
21		HYDRAULIC PUMP	4-Port Pump	1
22		JACK, HYDRAULIC - LIFTING SYS	EQUALIZER IAC	2
23		JACKS BANDING GEAR, GN	HYDRAULIC, 24,000# RATING/PR	1
24		LIGHT, ANGLED LOADING	SURFACE MOUNT	2
25		LIGHT, POLE		28
26	Y8896	LIGHT, LED SCENE	12V-24V, 4550# ANGLE	4
27		LIGHT, PORTCH		1
28		MICROWAVE CONNECTION	Shard 0.7 CU FT	1
29		MOTORBASE	50 AMP	2
30		OUTLET, ELEC-IRK-AL	120V 20A INF-DEDICATED	3
31		OUTLET, ELEC-IRK-AL	CAT6 - 1 PLUG	2
32		OUTLET, ELEC-IRK-AL	CAT6 - 4 PLUGS	3
33		OUTLET, ELEC-IRK-AL	COAX - EXTERIOR INLET	1
34		OUTLET, ELEC-IRK-AL	COAX	1
35		OUTLET, ELEC-IRK-AL	120V 15A INTERIOR USB	10
36		OUTLET, ELEC-IRK-AL	CAT6 - 2 PLUGS	10
37		OUTLET, ELEC-IRK-AL	CAT6 - 4 PLUGS	1
38	11978	OUTLET, ELEC-IRK-AL	120V 15A INF-DEDICATED	3
39		OUTLET, ELEC-IRK-AL	120V 15A ROUND QUAD SURFACE	1
40	11978	OUTLET, ELEC-IRK-AL	120V 15A INTERIOR	13
41		SPEAKER, 4.5W	INTERIOR RECESSED	4
42		STEP ASSY, ADJ HEIGHT		1
43		SWITCH, 3LINE OUTJ		2
44		TABLE, REACHABLE		2
45		TIRE5	215/75R17.5	6
46		TRANSFER SWITCH	50 AMP	2
47		WHEEL WELL - AL	8.5 x 12.0 x 124.0	2







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