



# Oakland Military Institute, College Preparatory Academy

## Regular Board Meeting

Published on January 9, 2023 at 4:16 PM PST  
Amended on January 10, 2023 at 8:28 AM PST

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### Date and Time

Thursday January 12, 2023 at 4:15 PM PST

### Location

Join Zoom Meeting

<https://omiacademy.zoom.us/j/91483314366?pwd=a1pIRsS2U0xhcWUwZVZ3TUlnTldndz09>

Meeting ID: 914 8331 4366

Password: 187843

OR

Dial by your location

+1 669 900 6833 US (San Jose)

Meeting ID: 914 8331 4366

Password: 187843

Find your local number: <https://omiacademy.zoom.us/u/aJkoW67vW>

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### **MODIFIED MEETING PROCEDURES DURING COVID-19 (CORONAVIRUS)**

**PANDEMIC:** As per Executive Order N-29-20 from Governor Newsom, Oakland Military Institute's Board Meetings will move to a virtual/teleconferencing environment using Zoom. The purpose of the Governor's executive order is to control the spread of Coronavirus (COVID-19) and to reduce and minimize the risk of infection by "limiting attendance at public assemblies, conferences, or other mass events." The intent is not

to limit public participation, but rather to protect public health by following the Governor’s Stay at Home executive order and the Alameda County’s Shelter in Place order.

**Agenda**

	Purpose	Presenter	Time
<b>I. Call to Order/Open Session</b>			<b>4:15 PM</b>
A. Call to Order/ Open Session			
<b>II. Adjourn to Closed Session</b>			<b>4:15 PM</b>
A. Public Employment: Superintendent		Jerry Brown	15 m
B. Conference with Legal Counsel			15 m
<b>III. Reconvene To Open Session</b>			<b>4:45 PM</b>
A. Announcement of Actions Taken in Closed Session		Jerry Brown	5 m
<b>IV. Opening Items</b>			<b>4:50 PM</b>
A. Roll Call			1 m
B. Call the Meeting to Order			1 m
<p>CALL TO ORDER: The Chairman of the Governing Board of Directors will call the Oakland Military Institute College Preparatory Academy meeting to order at 4:15 PM, or as soon thereafter as possible.</p>			
C. Public Comment			5 m
<p>INVITATION TO ADDRESS THE BOARD: Non-agenda and Closed Session items. Summary: Due to health and safety concerns related to the COVID-19 coronavirus, this meeting will be conducted by videoconference and/or telephone call on Zoom. A quorum of the board will be participating by videoconference or telephone call in accordance with Executive Order N-29-20. To address the Board, members of the public must access the meeting via Zoom (refer to instructions above under Location). Those requesting to address the Board will have a total of two (2) minutes. If anyone has any questions or concerns please contact the Administrative Assistant Mr. Carlos Rodriguez at <a href="mailto:crodriguez@omiacademy.org">crodriguez@omiacademy.org</a></p>			
D. Ordering of the Agenda			5 m
<b>V. Student Showcase</b>			

	Purpose	Presenter	Time
Cadet Commander Vicki Cao will be presenting on the cadet experience at OMI amongst other topics.			

**VI. Approval of Consent Items****5:02 PM**

<b>A.</b> Minutes of December 15, 2022 Regular Meeting	Approve Minutes	Carlos Rodriguez	5 m
<b>B.</b> OMI Bank Account Activity (December 1, 2022 - December 31, 2022)		Vincent Salazar	10 m
<b>C.</b> Personnel Report		Kathryn Wong	5 m
<b>D.</b> New Contracts		Vincent Salazar	10 m

**VII. Superintendent's Update**

Dr. Streshly will provide the OMI Board an update on the following items:

- Student performance data and spring intervention

**VIII. Information/Discussion Items****5:32 PM**

<b>A.</b> Cashflow Update		Vincent Salazar	10 m
<b>B.</b> Recruitment Activities Progress Report		Thomas James	10 m
<b>C.</b> Teacher Credentialing Report		Kathryn Wong	10 m
<b>D.</b> E-Rate Purchase - Switches		Thomas James	10 m

**IX. Action Items****6:12 PM**

<b>A.</b> Review of and Possible Approval of Comparable Compensation Data for Charter School Superintendents		Jerry Brown	10 m
<b>B.</b> Review and Possible Approval of Fixed Term Employment Agreement for Superintendent			5 m
<b>C.</b>			5 m

	Purpose	Presenter	Time
Approve Resolution on Authorizing Use of Remote Teleconferencing Provisions (AB 361)			

**X. Board Member Comments**

**XI. Closing Items**

**6:32 PM**

**A. Adjourn Meeting**

1 m

# Coversheet

## Minutes of December 15, 2022 Regular Meeting

**Section:** VI. Approval of Consent Items  
**Item:** A. Minutes of December 15, 2022 Regular Meeting  
**Purpose:** Approve Minutes  
**Submitted by:** Carlos Rodriguez  
**Related Material:** Minutes for Regular Board Meeting on December 15, 2022

### BACKGROUND:

The Oakland Military Institute (OMI) College Preparatory Academy held a Regular Board Meeting on December 15, 2022.

### RECOMMENDATION:

The OMI Board of Directors approve the attached minutes for the Regular Board Meeting held on December 15, 2022.

APPROVED



# Oakland Military Institute, College Preparatory Academy

## Minutes

### Regular Board Meeting

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#### Date and Time

Thursday December 15, 2022 at 4:15 PM

#### Location

Join Zoom Meeting

[https://omiacademy.zoom.us/j/99250367886?](https://omiacademy.zoom.us/j/99250367886?pwd=dCtwd2JJNDNlVHpUcDY1SUJqUHZDdz09)

[pwd=dCtwd2JJNDNlVHpUcDY1SUJqUHZDdz09](https://omiacademy.zoom.us/j/99250367886?pwd=dCtwd2JJNDNlVHpUcDY1SUJqUHZDdz09)

Meeting ID: 992 5036 7886

Password: 368227

OR

Dial by your location

+1 669 900 6833 US (San Jose)

Meeting ID: 992 5036 7886

Password: 368227

Find your local number: <https://omiacademy.zoom.us/u/aJkoW67vW>

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#### MODIFIED MEETING PROCEDURES DURING COVID-19 (CORONAVIRUS)

**PANDEMIC:** As per Executive Order N-29-20 from Governor Newsom, Oakland Military Institute's Board Meetings will move to a virtual/teleconferencing environment using Zoom. The purpose of the Governor's executive order is to control the spread of Coronavirus (COVID-19) and to reduce and minimize the risk of infection by "limiting attendance at public assemblies, conferences, or other mass events." The intent is not to limit public participation, but rather to protect public health by following the Governor's Stay at Home executive order and the Alameda County's Shelter in Place order.

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#### Directors Present

A. Washington (remote), D. Clisham (remote), J. Breckenridge (remote), J. Brown (remote), J. Wire (remote)

**Directors Absent**

*None*

**Guests Present**

7 more participants joined (remote), C. Rodriguez (remote), K. Wong (remote), M. Streshly (remote), S. Lipsey (remote), T. James (remote), V. Salazar (remote)

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**I. Opening Items**

**A. Roll Call**

**B. Call the Meeting to Order**

J. Brown called a meeting of the board of directors of Oakland Military Institute, College Preparatory Academy to order on Thursday Dec 15, 2022 at 4:17 PM.

**C. Public Comment**

M. Michalowski asked if there was any time that the public could speak on agendized items. She said that she is reiterating this from the previous meeting.

**D. Ordering of the Agenda**

J. Brown made a motion to confirm the order of the agenda.  
The board **VOTED** unanimously to approve the motion.

**Roll Call**

J. Brown	Aye
J. Wire	Aye
J. Breckenridge	Aye
D. Clisham	Aye
A. Washington	Aye

**II. Adjourn to Closed Session**

**A. Public Employment: Superintendent**

The OMI Board and lawyer A. Serrao adjourned to closed session at 4:22pm.

**B. Conference with Legal Counsel**

The OMI Board and lawyer A. Serrao adjourned to closed session at 4:22pm.

**III. Reconvene To Open Session**

**A. Announcement of Actions Taken in Closed Session**

The OMI Board reconvened to open session at 4:45pm.

No action was taken.

**IV. Approval of Consent Items**

**A.**

### **Minutes of November 10, 2022 Regular Meeting**

J. Breckenridge made a motion to approve the minutes from Regular Board Meeting on 11-10-22.

D. Clisham seconded the motion.

The board **VOTED** unanimously to approve the motion.

#### **Roll Call**

D. Clisham      Aye  
J. Brown        Aye  
J. Breckenridge Aye  
J. Wire          Aye  
A. Washington Aye

### **B. OMI Bank Account Activity (November 1, 2022 - November 30, 2022)**

J. Breckenridge made a motion to approve the OMI Bank Account activity.

D. Clisham seconded the motion.

The board **VOTED** unanimously to approve the motion.

#### **Roll Call**

J. Wire            Aye  
J. Brown        Aye  
J. Breckenridge Aye  
D. Clisham      Aye  
A. Washington Aye

### **C. Personnel Report**

J. Breckenridge made a motion to approve personnel report.

D. Clisham seconded the motion.

The board **VOTED** unanimously to approve the motion.

#### **Roll Call**

D. Clisham      Aye  
J. Brown        Aye  
J. Breckenridge Aye  
J. Wire          Aye  
A. Washington Aye

### **D. New Contracts**

J. Breckenridge made a motion to approve the new contracts presented.

D. Clisham seconded the motion.

J. Breckenridge wanted someone to explain in detail some of the new contracts that were being presented to the OMI Board, specifically the Math and English curriculum.

M. Streshly explained that the teachers were able to pilot the two curriculums that were presented to them and they chose the Savvas math and English curriculum.

The material in Savvas was more updated and that would help with the end of the year testing since they are more aligned with the CAASPP exam. Savvas would provide consumables and readers that the students can take home to use.

The math curriculum is said to include a program called Successmaker, which helps students who need to regain the fundamental subjects of mathematics.



J. Brown asked what the combined total was for the entire curriculum program and it turns out to be \$268,465.50 for a six year commitment. \$300,000 was allocated to the adoption of curriculum.

M. Streshly gave positive feedback about the HOTE program and the collaboration between HOTE and OMI.

After school program will be paid through the one time monies that were provided from an ASES grant.

The board **VOTED** unanimously to approve the motion.

**Roll Call**

D. Clisham	Aye
J. Brown	Aye
J. Breckenridge	Aye
J. Wire	Aye
A. Washington	Aye

**V. Superintendent's Update**

**A. Middle School Power Up Progress Report/Math and ELA Textbook Adoption Update/Professional Development Update**

The focus of the power up was math, reading, writing, and relationships. Professional developments were aligned in order to allow teachers to get a handle of the new material.

M. Streshly mentioned that a good writing program can uplift a lot of other areas of study as well as reading.

M. Streshly mentioned vertical alignment in curriculum so when students change teachers year to year, there will be a consistency in material that is taught from year to year.

**VI. Information/Discussion Items**

**A. Cashflow Update**

For November, the disbursements dropped but were leveled out until the end of the year at about \$780,000.

More revenue was coming in because of the one time funding that OMI received.

The cashflow looked to be on track and well above the \$1,500,000 cash reserve line.

**B. Recruitment Plan Progress Report**

Pertaining to the scholarships for cadet recruiting events, OMI leaned on cadets to help with the initial redesign feedback of the website overhaul and recruiting events at other schools. T. James would like to compensate cadets that have helped and will help in an effort to get more more from cadets. T. James will be looking into the military funds allocated for recruitment in order to compensate those cadets that help.

Odua Isibor was introduced into the team and has been a great help with the process of changing the website. The redesign decision was made in order to

focus on the cadet leadership, recruitment, and the fun that OMI offers. Edlio will be providing a mock up of the newly materialized website that OMI is trying to bring out in order to capture that focus.

### C. Technology Update

Proposals were taken off of the board packet because there was an interesting proposal sent from Hermes Networks. Many of the features in the Hermes Network proposals were cloud based and so it covered telephone, camera, and firewall. T. James mentioned that he would combine the product offered by Hermes and tie it in with another company product from Honeywell.

Next Board meeting will have the necessary proposals. T. James mentioned that he received an updated e-rate proposal from Comcast for better internet. \$2500/month for a 5gb service and it includes installation. He mentioned as well that he and the facilities team are looking into proposals for fiber installation throughout the whole campus or in phased installations.

## VII. Action Items

### A. Approve First Interim Budget Report

J. Wire made a motion to approve the first interim budget report.  
J. Breckenridge seconded the motion.  
J. Eischens provided a report for the health of the budget projected for years.

She displayed the original budget and the first interim budget based on difference enrollment numbers and one time funds that will be expended. The federal one time funds will be used all in this fiscal year.

This year, the charter school funding is back to having the current year ada. The major revenue assumptions broke down the revenue that was coming from certain budgets like LCFF, ADA, Title I, II, IV, and more.

J. Eischens showed an LCFF Revenue graph based on the changing enrollment numbers. With more enrollment, the revenue increased.

J. Breckenridge asked J. Eischens about the projections for homeless and special education students. How they will be affected by the program reductions. J. Eischens explained that OMI gets additional funding for special education students.

The board **VOTED** unanimously to approve the motion.

#### Roll Call

J. Breckenridge	Aye
J. Brown	Aye
A. Washington	Aye
D. Clisham	Aye
J. Wire	Aye

### B. Second Reading- Graduation Requirement

J. Wire made a motion to approve the second reading of the graduation requirements.

J. Breckenridge seconded the motion.

This was the second reading for the graduation requirements. M. Streshly mentioned that she was consulted by T. Sun about adding another projected year.

Military science will be in conjunction with physical education and will have less quantitative weight in the last year of 4 to be in line with the JROTC/marching band standard programs that offer PE credit.

This was done to make room for remediation of classes or extending individual student use of Read180.

Ethnic studies will need to be offered by 2026 based on new legislation. The board **VOTED** unanimously to approve the motion.

**Roll Call**

J. Brown           Aye  
A. Washington   Aye  
J. Wire             Aye  
D. Clisham        Aye  
J. Breckenridge  Aye

**C. Board Secretary- Annie Washington**

J. Wire made a motion to appoint Annie Washington to be the Board Secretary. J. Breckenridge seconded the motion. The board **VOTED** unanimously to approve the motion.

**Roll Call**

J. Brown           Aye  
A. Washington   Aye  
J. Wire             Aye  
J. Breckenridge  Aye  
D. Clisham        Aye

**D. Approve Resolution on Authorizing Use of Remote Teleconferencing Provisions (AB 361)**

J. Breckenridge made a motion to approve resolution on authorizing use of remote teleconferencing provisions (AB 361). J. Wire seconded the motion. The board **VOTED** unanimously to approve the motion.

**Roll Call**

A. Washington   Aye  
D. Clisham        Aye  
J. Brown           Aye  
J. Breckenridge  Aye  
J. Wire             Aye

**VIII. Board Member Comments**

**A. Board Comment.**

J. Breckenridge asked if the January board agenda can include an update on where OMI stands on teacher credentialing. This would be added to the personnel report.

She also asked if there could be an update on teacher/staff retention in order for the Superintendent to have all the tools necessary to engage in teacher retention.

**IX. Closing Items**

**A.**

**Adjourn Meeting**

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 6:12 PM.

Respectfully Submitted,

J. Brown

J. Breckenridge made a motion to adjourn regular board meeting.

A. Washington seconded the motion.

The board **VOTED** unanimously to approve the motion.

**Roll Call**

J. Breckenridge Aye

J. Wire Aye

D. Clisham Aye

J. Brown Aye

A. Washington Aye

## Coversheet

### OMI Bank Account Activity (December 1, 2022 - December 31, 2022)

**Section:** VI. Approval of Consent Items  
**Item:** B. OMI Bank Account Activity (December 1, 2022 - December 31, 2022)  
**Purpose:**  
**Submitted by:** Vincent Salazar  
**Related Material:** OMI's Payments issued Dec 2022 BR.pdf

#### BACKGROUND:

Staff recommends ratification of payroll and vendor warrants paid between December 1, 2022 – December 31, 2022. Detailed information and supporting documentation are available for review in the Finance Department if needed.

Specific vendor payments and total payroll amounts paid during the specified time period are attached.

#### RECOMMENDATION:

Staff recommends the OMI Board of Directors approve the payroll and vendor warrants paid during the time period of December 1, 2022 – December 31, 2022.

## ReqPay12a

## Board Report

Checks Dated 12/01/2022 through 12/31/2022			Board Meeting Date January 12, 2023		
Check Number	Check Date	Pay to the Order of	Fd-Objt	Expensed Amount	Check Amount
0002266	12/09/2022	Amazon Capital Services	62-4300	805.85	
			62-4400	3,532.35	4,338.20
0002267	12/09/2022	AT&T	62-5900		790.81
0002268	12/09/2022	Charter Smart	62-5830		3,500.00
0002269	12/09/2022	City of Oakland	62-5300		50.00
0002270	12/09/2022	Comcast Business	62-5900		2,350.00
0002271	12/09/2022	E-Waste Recycling Center	62-5530		240.00
0002272	12/09/2022	ECOLAB	62-5500		161.65
0002273	12/09/2022	El Paseo Children's Center	62-5810		14,810.00
0002274	12/09/2022	First Alarm	62-5500		9,177.69
0002275	12/09/2022	Florence Velasco Cruz Eriksson	62-4320	350.00	
			62-4700	21,357.00	21,707.00
0002276	12/09/2022	Hands-On Technology Education	62-5810		41,982.00
0002277	12/09/2022	Hands-On Technology Education	62-5810		27,929.00
0002278	12/09/2022	Ismael Robles c/o OMIA	62-4400		619.94
0002279	12/09/2022	Jard Davis	62-4300		49.83
0002280	12/09/2022	Jose Alfredo Hernandez	62-4320		85.12
0002281	12/09/2022	Kaiser Foundation Health Plan	62-9551		50,951.63
0002282	12/09/2022	Kathryn Wong	62-4320		114.47
0002283	12/09/2022	Louis Educational Concepts LLC	62-4200		6,322.54
0002284	12/09/2022	LS Services, LLC	62-5800		378.86
0002285	12/09/2022	Luan Dang	62-4300		76.00
0002286	12/09/2022	Mario Thomas Geary	62-4320		111.39
0002287	12/09/2022	MRC Smart Tech Solutions	62-5600		180.68
0002288	12/09/2022	Oakland Unified School District	62-4320		6,594.00
0002289	12/09/2022	Quadient Finance USA, INC	62-5920		600.00
0002290	12/09/2022	Quadient Leasing USA, Inc	62-5620		515.82
0002291	12/09/2022	Rajashanea Everett	62-5800		975.00
0002292	12/09/2022	Renaissance	Reissued		8,895.00 *
	Reissued on 12/13/2022				
0002293	12/09/2022	San Francisco Elevator Service s	62-5500		489.50
0002294	12/09/2022	schoolAbility, LLC	62-5800		16,000.00
0002295	12/09/2022	Scout Education	62-5810		1,596.00
0002296	12/09/2022	TeamLogic IT of Mountain View	62-5800		500.00
0002297	12/09/2022	The Advantage Group	62-5800		194.45
0002298	12/09/2022	Timothy Murray	62-4300		239.77
0002299	12/09/2022	ULINE	62-4300		923.59
0002300	12/09/2022	Valmiria Paulo Amaya	62-5200		400.00
0002301	12/09/2022	Verizon	62-5900		907.73
0002302	12/09/2022	Waste Management of Alameda County	62-5530		3,169.15
0002303	12/09/2022	Young, Minney & Corr,LLP	62-5820		586.00
0002309	12/15/2022	Adolfo Villa Aguilar	62-5800		1,620.00
0002310	12/15/2022	Amazon Capital Services	62-4300		1,690.69
0002311	12/15/2022	Cherina Medina	62-4300		705.95
0002312	12/15/2022	CLA Connect	62-5820		4,500.00

## ReqPay12a

## Board Report

Checks Dated 12/01/2022 through 12/31/2022			Board Meeting Date January 12, 2023		
Check Number	Check Date	Pay to the Order of	Fd-Objt	Expensed Amount	Check Amount
0002313	12/15/2022	College Board	62-4200		464.00
0002314	12/15/2022	CORE	62-5810		84,985.00
0002315	12/15/2022	Cristina Magpantay	62-5800		1,500.00
0002316	12/15/2022	Durham School Services	62-5850		939.08
0002317	12/15/2022	EBMUD Payment Center	62-5520		2,107.58
0002318	12/15/2022	El Paseo Children's Center	62-5810		22,062.50
0002319	12/15/2022	EMS LINQ INC	62-4300		1,642.72
0002320	12/15/2022	Home Depot Credit Services	62-4300	385.74	
			62-5500	336.95	722.69
0002321	12/15/2022	Jeremy Sykes Photography	62-5800		2,105.48
0002322	12/15/2022	Jose Alfredo Hernandez	62-4320		32.04
0002323	12/15/2022	Kevin Brian Halverson	62-4200		170.00
0002324	12/15/2022	Miyoung Kang	62-4320		206.81
0002325	12/15/2022	Mobile Modular	62-5610		12,262.42
0002326	12/15/2022	Molly Schmidt Consulting Group	62-5800		712.50
0002327	12/15/2022	Nathan Mullins	62-4320		445.93
0002328	12/15/2022	Oakland Unified School District	62-5610		30,000.00
0002329	12/15/2022	Raptor Technologies	62-4300		121.28
0002330	12/15/2022	Renaissance	62-5840		11,237.50
0002331	12/15/2022	Scoot Education	62-5810		1,197.00
0002332	12/15/2022	Tariq Alroani	62-5880		40.00
0002333	12/15/2022	Young, Minney & Corr,LLP	62-5820		90.00
0002334	12/19/2022	Adolfo Villa Aguilar	62-5800		470.00
0002335	12/19/2022	Cherina Medina	62-4300		505.95
0002336	12/19/2022	Florence Velasco Cruz Eriksson	62-4700		9,017.00
0002337	12/19/2022	HighTech Screens & Shades	62-4400		17,186.00
0002338	12/19/2022	Louis Educational Concepts LLC	62-4300		510.24
0002339	12/19/2022	Principal Life Insurance Co.	62-9556		5,420.37
0002340	12/19/2022	San Francisco Elevator Service s	62-5500		2,402.50
0002341	12/19/2022	Scoot Education	62-5810		1,995.00
0002342	12/19/2022	Zoom Janitorial Service Inc	62-5500 Reissued		11,250.00
VCH-00000025	12/21/2022	U.S. Bank			7,506.91 *
		Xerox Toner	62-4300	1,164.00	
		Panera, Costco Pizza, Little Caesars, food items for meetings & training events	62-4320	2,305.00	
		Materials & Supplies	62-4300	2,537.61	
		Waste Disposal Recycling	62-5530	909.90	
		Maintenance Supplies	62-5600	490.40	
		HR Recruiting online adv	62-5880	100.00	

Total Checks &amp; ACH Payments

**466,337.96**

**ReqPay12a**

**Board Report**

Checks Dated 12/01/2022 through 12/31/2022			Board Meeting Date January 12, 2023		
Check Number	Check Date	Pay to the Order of	Fd-Objt	Expensed Amount	Check Amount

**PAYROLL:**

Certificated Salaries	278,168.12
Classified Salaries	69,054.88
STRS	73,687.62
PERS.	27,682.02

**Total Payroll activity pmts** \$ **448,592.64**

**Other Bank Activity & ACH Pmts:**

Bank Service Charge	199.22
Adj for Voided Cks & ACH pmts	-44,342.51

**Total Other Bank Activity & ACH Pmts.** \$ **(44,541.73)**

**Total Bank Payment Activities.** \$ 870,588.09



# Coversheet

## Personnel Report

**Section:** VI. Approval of Consent Items  
**Item:** C. Personnel Report  
**Purpose:**  
**Submitted by:** Kathryn Wong  
**Related Material:** Staff Changes for January 6, 2023.pdf

### BACKGROUND:

The Oakland Military Institute (OMI) College Preparatory Academy charter requires that the Board of Directors approve all personnel transactions based on the recommendation of the Superintendent. Please find attached all personnel changes since our last board meeting on December 15, 2022.

### RECOMMENDATION:

The Superintendent recommends that the OMI Board approve the personnel report in the attached document.

<b>Oakland Military Institute (OMI) College Preparatory Academy School Staff as of January 5, 2023</b>		
<b>New Hire:</b>		
<b>Last Name</b>	<b>First Name</b>	<b>Job Title Description</b>
Kusactay	Ken	High School English Teacher
Ramirez	Jessica	Attendance Clerk
Tuason	Rayanne	Business Technician
<b>Transfers:</b>		
<b>Last Name</b>	<b>First Name</b>	<b>Job Title Description</b>
Hudson	Victoria	Substitute
<b>Promotion:</b>		
<b>Last Name</b>	<b>First Name</b>	<b>Job Title Description</b>
<b>Separations:</b>		
<b>Last Name</b>	<b>First Name</b>	<b>Job Title Description</b>
Isiodoro	Kimberly	Attendance Clerk
Osorio	Mario	Afterschool Aide
Rosas	Jorge	ELD Aide

# Coversheet

## New Contracts

**Section:** VI. Approval of Consent Items

**Item:** D. New Contracts

**Purpose:**

**Submitted by:** Vincent Salazar

**Related Material:**

Cost Proposal for Oakland Military Institute Col SCH 1292022\_Writable\_12.9.22.pdf

COREW22-003 Oakland Military Institute College Preparatory Academy - Addendum.pdf

### BACKGROUND:

In accordance with the Fiscal Policies and Procedures Manual approved at its June 23, 2020 meeting, the OMI Board of Directors must approve all contracts for services over \$10,000.00.

Attached you will find:

Contract #1: Houghton Mifflin - Writables

Contract #2: CORE Learning - Addendum

### RECOMMENDATION:

Staff recommends the OMI Board of Directors approve the attached contracts over \$10,000 during the time period of December 1, 2022 to December 31, 2022



# Houghton Mifflin Harcourt

**Proposal #008574364**

Prepared For

**Oakland Military Institute Col**

**Attention:**

**Mary Streshly**

**mstreshly@omiacademy.org**

For the Purchase of:

**Writable 5YR**

Prepared By

**Hasia Babicz**

**hasia.babicz@hnhco.com**

**Please submit this proposal with your purchase order.**

Purchase orders or duly executed service agreements for **Professional Services** purchased, must be submitted at least 30 days before the service event date.

For greater detail, the complete Terms of Purchases may be reviewed here:

<http://www.hnhco.com/common/terms-conditions>

Send **Check Payments** to:  
Houghton Mifflin Harcourt Publishing Company  
14046 Collections Center Drive  
Chicago, IL 60693

Attention:  
Mary Streshly  
mstreshly@omiacademy.org

**HMH Confidential and Proprietary**

Send **Orders** to:  
k12orders@hnhco.com  
FAX: 800-269-5232  
HMH Orders  
9400 Southpark Center Loop  
Orlando, FL 32819-8647

# Oakland Military Institute Col

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b><u>Writable Secondary - Grade 6-12</u></b>					
<b>Student Licenses</b>					
1804875	9780358528135 Writable Secondary Student License Digital 5 Year Grades 6-12 Includes: Writable Secondary Digital Student Resources 5 Year Implementation Success	\$41.00	300	\$12,300.00	
<b>Total for Student Licenses</b>				<b>\$12,300.00</b>	
<b>Teacher Licenses</b>					
1808395	9780358558040 2020 Writable Secondary Teacher License Digital 5 Year Grades 6-12 Includes: Writable Secondary Digital Teacher Resources 5 Year Access to Teacher's Corner	\$881.00			11
<b>Total for Teacher Licenses</b>				<b>\$0.00</b>	
<b>Total for Writable Secondary - Grade 6-12</b>				<b>\$12,300.00</b>	

<b><u>Professional Services- Writable Implementation Success Plan</u></b>					
1742456	9780358052852 Getting Started: Introduction to Writable 3-12 Live Online 2-Hour This session walks teachers through how to use Writable in their classroom to improve writing with flexible tools that guide students to develop purposeful drafts, incorporate personalized feedback, and produce writing that shines.  This initial session is the first step on the way to a successful first 30 days. Additional training and support will be provided via Teacher's Corner on Ed. There, teachers will access a guided learning pathway based on their HMH program(s), grade level and implementation timeline. A recommended sequence of live sessions and on-demand interactive media and videos will help teachers plan, teach and assess learning using their new HMH program.  Note: To ensure a successful training, please schedule this session after teachers are rostered on Ed, HMH teaching and learning platform.		1		
<b>Total for Professional Services- Writable</b>				<b>\$ 0.00</b>	

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 HMH Orders  
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 Orlando, FL 32819-8647

# Oakland Military Institute Col

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
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<i>Total Savings:</i>	\$9,691.00
<i>Subtotal Purchase Amount:</i>	\$12,300.00
<i>Shipping &amp; Handling:</i>	\$0.00
<i>Sales Tax:</i>	\$0.00

<b>Total Cost of Proposal (PO Amount):</b>	<b>\$12,300.00</b>
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Send **Check Payments** to:  
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 14046 Collections Center Drive  
 Chicago, IL 60693

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 FAX: 800-269-5232  
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 Orlando, FL 32819-8647

# Oakland Military Institute Col

**Total Cost of Proposal (PO Amount): \$12,300.00**

Thank you for considering HMH as your partner. We are committed to providing an excellent experience and delivering ongoing, high-quality service to our customers. To meet these goals, we want to ensure you are aware of the below Terms of Purchase. These terms help us process your order quickly, efficiently, and accurately, ensuring successful delivery and implementation of our solutions.

- Please return this cost proposal with your signed purchase order that matches product, prices and shipping charges.
- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
  - o Point of Contact for Print materials
  - o Point of Contact for Digital materials
  - o Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

<b>Ship to:</b>	<b>Sold to:</b>
Oakland Military High School	Oakland Military High School
3877 Lusk St	3877 Lusk St
Oakland, CA 94608-3822	Oakland, CA 94608-3822
- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Print subscription material quantities may be adjusted across grades for like products, to accommodate enrollment fluctuations, quantities cannot be adjusted between different programs or copyrights.
- Our shipping terms are FOB shipping point. The shipping term for your proposal is Destination.
- Any proposed shipping or tax amount provided on this proposal, is based on the Ship To account location quoted within.
- If the location of your delivery changes, please include the proper sales tax and shipping charges for that location in the applicable Purchase Order
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

Thank you in advance for supplying us with the necessary information at time of purchase. Our goal is to ensure your success throughout the duration of this agreement, which starts with a highly successful delivery of our solution.

For greater detail, the complete Terms of Purchase may be reviewed here: <http://www.hmhco.com/common/terms-conditions>

**Date of Proposal: 12/9/2022**

**Proposal Expiration Date: 1/23/2023**



## Houghton Mifflin Harcourt

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14046 Collections Center Drive  
Chicago, IL 60693

Attention:  
Mary Streshly  
mstreshly@omiacademy.org

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k12orders@hmhco.com  
FAX: 800-269-5232  
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9400 Southpark Center Loop  
Orlando, FL 32819-8647



## Addendum #1 to Agreement W22-003 between CORE and Oakland Military Institute College Preparatory Academy

This Addendum dated January 9, 2023, to the Agreement for Services between Consortium on Reaching Excellence in Education (CORE), and Oakland Military Institute College Preparatory Academy, dated August 17, 2022, modifies the original agreement.

The following changes have been made to Exhibit A Scope of Work No W22-003 of the aforementioned Agreement:

### Revised contract

- Add three two-day trips (six days) for Math site visits
- Add three two-day trips (six days) for ELA site visits

### Cost adjustment

⇒ Original Contract Cost:	\$201,470.00
⇒ Addendum #1 Cost Adjustment:	<u>\$ 45,000.00</u>
⇒ Total New Contract Cost:	<u>\$246,470.00</u>

No other terms, conditions or changes to Scope of Work are included in this Addendum #1 and all other original terms, conditions and description Scope of Work are in full force.

**CORE**

**Oakland Military Institute College  
Preparatory Academy**

<b>Signature:</b> 	<b>Signature:</b>
<b>Name:</b> Robert Sheffield	<b>Name:</b>
<b>Title:</b> President	<b>Title:</b>
<b>Date:</b> 1/9/2023	<b>Date:</b>



# Coversheet

## Cashflow Update

**Section:** VIII. Information/Discussion Items

**Item:** A. Cashflow Update

**Purpose:**

**Submitted by:** Vincent Salazar

**Related Material:**

Dec 2022 Chart Disbursement Actuals & projections FY 22-23.pdf

Dec 2022 Chart Cash Flow FY 22-23 to Sep 2023.pdf

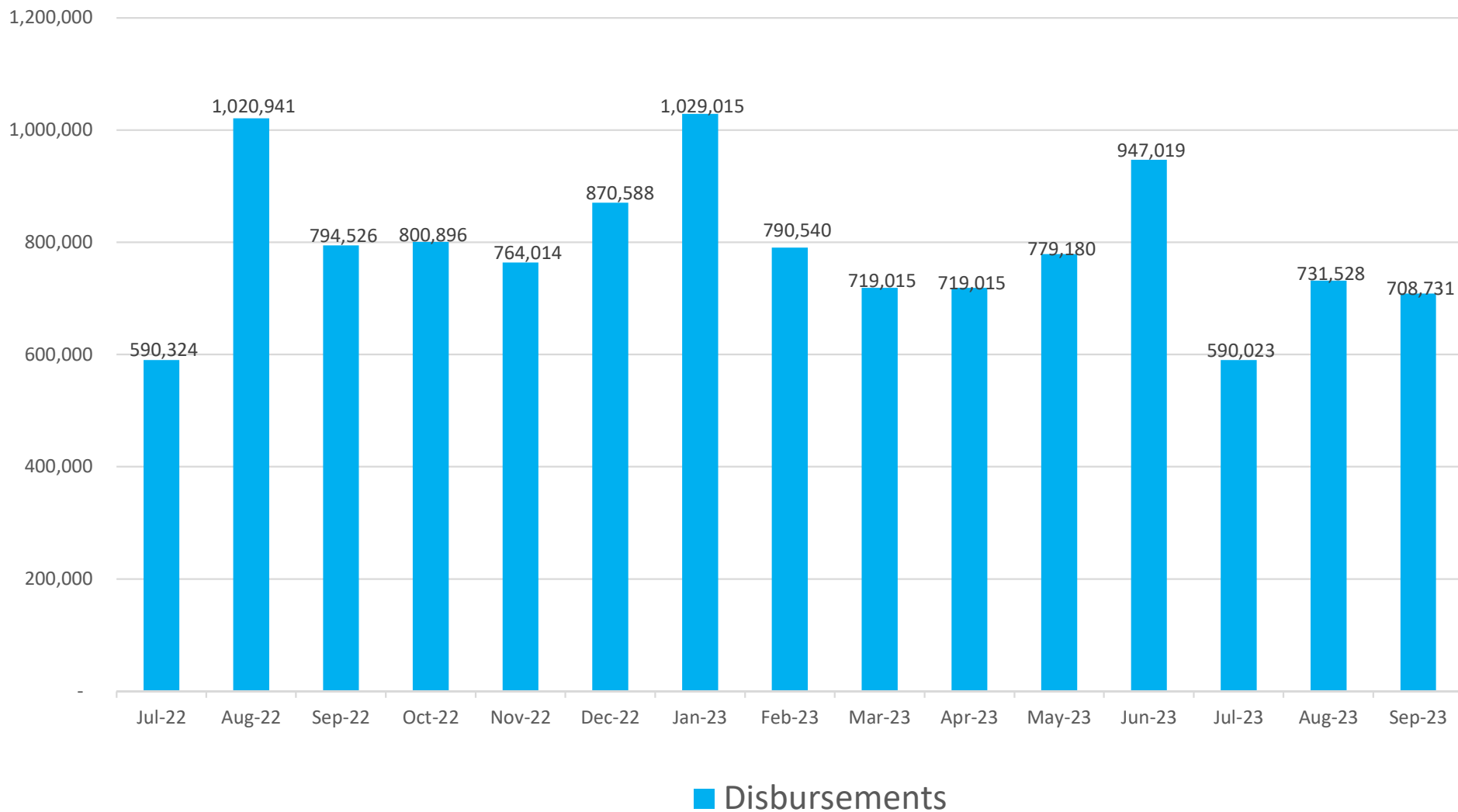
Dec 2022 Cash Flow Projection Pro FY 22-23 2 Yrs 4 pgs.pdf

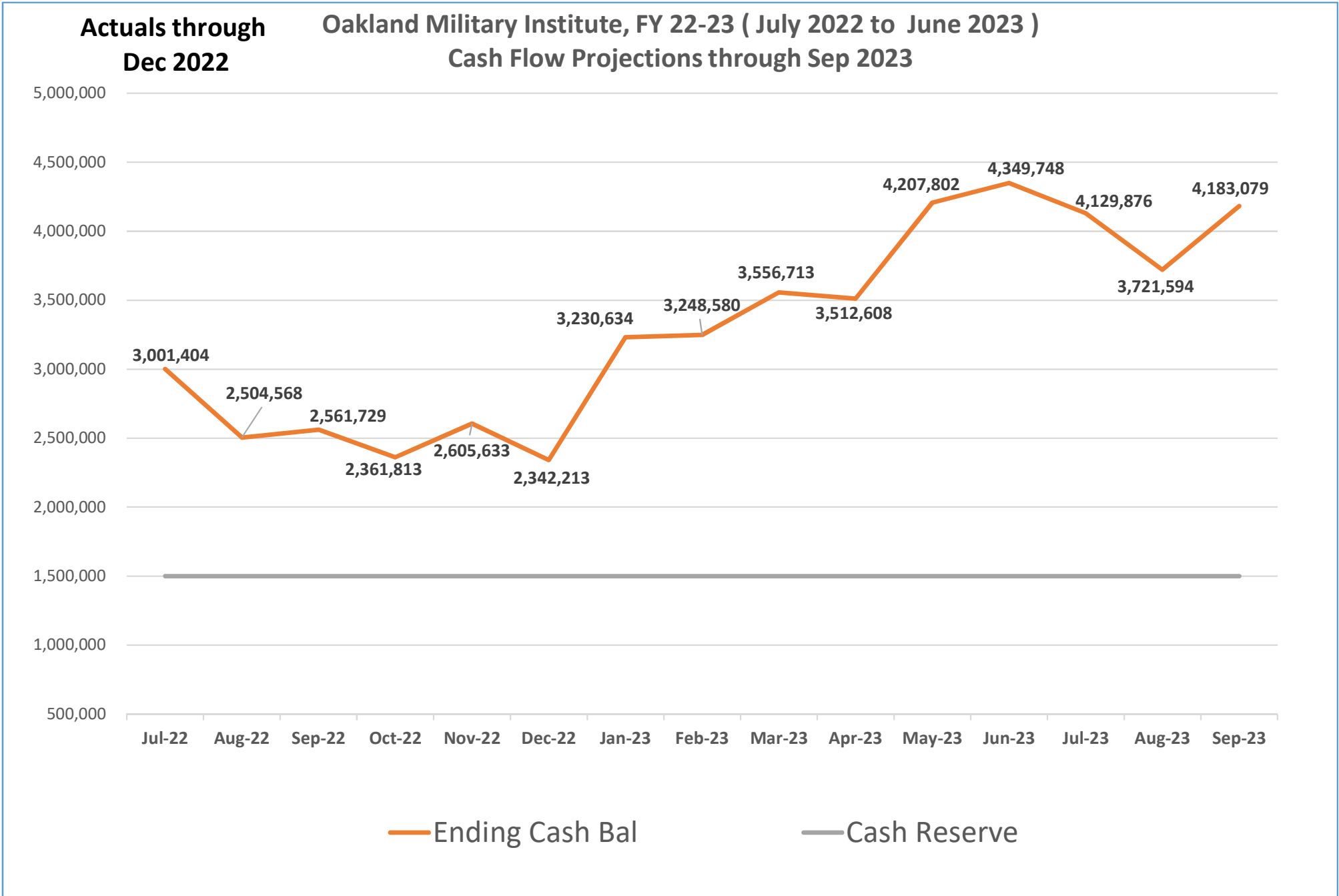
OMI Fin Statement FY 22-23 Dec 2022 Activity sA BR.pdf

**BACKGROUND:**

Attached you will find a monthly cashflow projection for the 2022-23 FY. It includes the monthly expenditures and monthly revenues.

### Oakland Military Institute, Actual Disbursements as of December 2022, Projection through Sep 2023





<b>Oakland Military Institute, College Preparatory Academy</b> 01-61259-0130617	<h2 style="margin: 0;">Cashflow Report</h2> <h3 style="margin: 0;">Adopted Budget - July 1 (OMI - June 9, 2022)</h3> <p style="font-size: small; margin: 0;">Base Year 2022-23; Actuals Through the Month of December</p>	Fund FA
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	Object Range	Budget/Beg. Balance	2022 July	August	September	October	November	December	2023 January	February
<b>A. BEGINNING CASH</b>		<b>2,880,598</b>	<b>2,880,598</b>	<b>3,001,404</b>	<b>2,504,568</b>	<b>2,561,729</b>	<b>2,361,813</b>	<b>2,605,633</b>	<b>2,342,213</b>	<b>3,230,634</b>
<b>B. RECEIPTS</b>										
LCFF Sources										
Principal Apportionment	8010-8019	5,207,160	—	187,960	555,570	300,143	338,327	338,327	780,719	436,677
Property Taxes	8020-8079	0	—	—	—	—	—	—	—	—
Miscellaneous Funds & LCFF Transfers	8080-8099	1,576,041	—	92,221	184,442	122,961	122,961	122,961	126,083	126,083
Federal Revenue	8100-8299	2,464,798	—	66	54	562,129	434,044	71,624	594,750	66,759
Other State Revenue	8300-8599	806,988	—	13,555	4,888	18,447	478,175	57,468	382,271	148,702
Other Local Revenue	8600-8799	448,527	20,247	23,218	39,124	37,279	37,179	44,750	33,612	30,264
All Other Financing Sources	8930-8999	0	—	—	—	—	—	—	—	—
<b>TOTAL RECEIPTS</b>		<b>10,503,514</b>	<b>20,247</b>	<b>317,020</b>	<b>784,078</b>	<b>1,040,958</b>	<b>1,410,686</b>	<b>635,130</b>	<b>1,917,436</b>	<b>808,486</b>
<b>C. DISBURSEMENTS</b>										
Certificated Salaries	1000-1999	3,276,449	19,803	271,339	306,640	287,709	297,226	278,168	299,339	299,339
Classified Salaries	2000-2999	962,852	39,305	79,826	85,424	82,091	65,253	69,055	83,826	83,826
Employee Benefits	3000-3999	1,578,562	15,502	123,336	143,059	136,190	133,394	130,005	136,190	136,190
Books and Supplies	4000-4999	918,479	134,063	241,925	67,102	(105)	113,805	74,046	55,325	45,325
Services	5000-5999	3,048,570	381,651	304,514	192,300	295,011	154,335	319,314	454,335	225,860
Depreciation	6000-6999	350,776	—	—	—	—	—	—	—	—
Other Outgo	7000-7499	25,323	—	—	—	—	—	—	—	—
All Other Financing Uses	7630-7699	0	—	—	—	—	—	—	—	—
<b>TOTAL DISBURSEMENTS</b>		<b>10,161,011</b>	<b>590,324</b>	<b>1,020,941</b>	<b>794,526</b>	<b>800,896</b>	<b>764,014</b>	<b>870,588</b>	<b>1,029,015</b>	<b>790,540</b>
<b>E. NET INCREASE/DECREASE (B - C + D)</b>		<b>342,503</b>	<b>120,805</b>	<b>(496,835)</b>	<b>57,161</b>	<b>(199,916)</b>	<b>243,820</b>	<b>(263,420)</b>	<b>888,421</b>	<b>17,946</b>
<b>F. ENDING CASH (A + E)</b>			<b>3,001,404</b>	<b>2,504,568</b>	<b>2,561,729</b>	<b>2,361,813</b>	<b>2,605,633</b>	<b>2,342,213</b>	<b>3,230,634</b>	<b>3,248,580</b>
<b>G. ENDING CASH, PLUS CASH ACCRUALS AND ADJUSTMENTS</b>										

<b>Oakland Military Institute, College Preparatory Academy</b> 01-61259-0130617	<h2 style="margin: 0;">Cashflow Report</h2> <h3 style="margin: 0;">Adopted Budget - July 1 (OMI - June 9, 2022)</h3> <p style="font-size: small; margin: 0;">Base Year 2022-23; Actuals Through the Month of December</p>	Fund FA
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	Object Range	Budget/Beg. Balance	2023 March	April	May	June	Accruals	Adjustments	TOTAL	Variance
<b>A. BEGINNING CASH</b>		<b>2,880,598</b>	<b>3,248,580</b>	<b>3,556,713</b>	<b>3,512,608</b>	<b>4,207,802</b>	—	—	—	—
<b>B. RECEIPTS</b>										
LCFF Sources										
Principal Apportionment	8010-8019	5,207,160	542,442	338,023	551,359	753,627	188,456	(104,470)	5,207,160	(0)
Property Taxes	8020-8079	0	—	—	—	—	—	—	—	—
Miscellaneous Funds & LCFF Transfers	8080-8099	1,576,041	225,329	112,664	112,664	112,665	115,006	—	1,576,041	—
Federal Revenue	8100-8299	2,464,798	81,370	78,378	780,086	192,410	—	(396,872)	2,464,798	—
Other State Revenue	8300-8599	806,988	147,742	115,580	—	—	(431,894)	(127,946)	806,988	—
Other Local Revenue	8600-8799	448,527	30,264	30,264	30,264	30,264	61,795	—	448,527	—
All Other Financing Sources	8930-8999	0	—	—	—	—	—	—	—	—
<b>TOTAL RECEIPTS</b>		<b>10,503,514</b>	<b>1,027,148</b>	<b>674,910</b>	<b>1,474,374</b>	<b>1,088,965</b>	<b>(66,637)</b>	<b>(629,288)</b>	<b>10,503,514</b>	<b>(0)</b>
<b>C. DISBURSEMENTS</b>										
Certificated Salaries	1000-1999	3,276,449	299,339	299,339	299,339	142,471	—	176,395	3,276,449	—
Classified Salaries	2000-2999	962,852	83,826	83,826	83,826	83,826	—	38,943	962,852	—
Employee Benefits	3000-3999	1,578,562	136,190	136,190	136,190	126,540	—	89,586	1,578,562	—
Books and Supplies	4000-4999	918,479	45,325	45,325	45,325	45,325	—	5,691	918,479	—
Services	5000-5999	3,048,570	154,335	154,335	214,500	198,081	—	—	3,048,570	—
Depreciation	6000-6999	350,776	—	—	—	350,776	—	—	350,776	—
Other Outgo	7000-7499	25,323	—	—	—	—	—	25,323	25,323	—
All Other Financing Uses	7630-7699	0	—	—	—	—	—	—	—	—
<b>TOTAL DISBURSEMENTS</b>		<b>10,161,011</b>	<b>719,015</b>	<b>719,015</b>	<b>779,180</b>	<b>947,019</b>	—	<b>335,939</b>	<b>10,161,011</b>	—
<b>E. NET INCREASE/DECREASE (B - C + D)</b>		<b>342,503</b>	<b>308,133</b>	<b>(44,105)</b>	<b>695,194</b>	<b>141,946</b>	<b>(66,637)</b>	<b>(1,060,010)</b>	<b>342,503</b>	
<b>F. ENDING CASH (A + E)</b>			<b>3,556,713</b>	<b>3,512,608</b>	<b>4,207,802</b>	<b>4,349,748</b>	—	—	—	
<b>G. ENDING CASH, PLUS CASH ACCRUALS AND ADJUSTMENTS</b>									<b>3,223,101</b>	

<b>Oakland Military Institute, College Preparatory Academy</b> 01-61259-0130617	<h2 style="margin: 0;">Cashflow Report</h2> <h3 style="margin: 0;">Adopted Budget - July 1 (OMI - June 9, 2022)</h3> <p style="margin: 0; font-size: small;">Year 2 2023-24</p>	Fund FA
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	Object Range	Budget/Beg. Balance	2023 July	August	September	October	November	December	2024 January	February
<b>A. BEGINNING CASH</b>		<b>4,349,748</b>	<b>4,349,748</b>	<b>4,129,876</b>	<b>3,721,594</b>	<b>4,183,079</b>	<b>4,012,996</b>	<b>3,915,070</b>	<b>4,126,714</b>	<b>4,429,393</b>
<b>B. RECEIPTS</b>										
LCFF Sources										
Principal Apportionment	8010-8019	5,561,509	207,894	207,894	725,115	374,210	374,210	725,115	374,210	374,210
Property Taxes	8020-8079	0	—	—	—	—	—	—	—	—
Miscellaneous Funds & LCFF Transfers	8080-8099	1,576,041	—	94,562	189,125	126,083	126,083	126,083	126,083	126,083
Federal Revenue	8100-8299	681,627	—	—	218,556	—	66,710	37,369	358,992	—
Other State Revenue	8300-8599	794,148	141,468	—	—	—	31,848	23,853	360,412	148,702
Other Local Revenue	8600-8799	490,836	20,789	20,789	37,420	37,420	37,420	37,420	37,420	37,420
All Other Financing Sources	8930-8999	0	—	—	—	—	—	—	—	—
<b>TOTAL RECEIPTS</b>		<b>9,104,161</b>	<b>370,151</b>	<b>323,246</b>	<b>1,170,216</b>	<b>537,713</b>	<b>636,271</b>	<b>949,840</b>	<b>1,257,117</b>	<b>686,415</b>
<b>C. DISBURSEMENTS</b>										
Certificated Salaries	1000-1999	3,341,978	19,803	286,762	314,157	314,157	314,157	314,157	314,157	314,157
Classified Salaries	2000-2999	977,295	39,305	60,460	60,460	60,460	80,460	80,460	80,460	80,460
Employee Benefits	3000-3999	1,596,965	15,502	144,063	124,540	124,540	94,540	94,540	213,180	194,540
Books and Supplies	4000-4999	918,973	134,063	75,743	45,074	44,139	90,540	84,540	84,540	84,540
Services	5000-5999	2,954,309	381,351	164,500	164,500	164,500	154,500	164,500	262,100	224,500
Depreciation	6000-6999	330,574	—	—	—	—	—	—	—	—
Other Outgo	7000-7499	24,214	—	—	—	—	—	—	—	—
All Other Financing Uses	7630-7699	0	—	—	—	—	—	—	—	—
<b>TOTAL DISBURSEMENTS</b>		<b>10,144,308</b>	<b>590,023</b>	<b>731,528</b>	<b>708,731</b>	<b>707,796</b>	<b>734,197</b>	<b>738,197</b>	<b>954,437</b>	<b>898,197</b>
<b>E. NET INCREASE/DECREASE (B - C + D)</b>		<b>(1,040,148)</b>	<b>(219,872)</b>	<b>(408,282)</b>	<b>461,485</b>	<b>(170,083)</b>	<b>(97,926)</b>	<b>211,643</b>	<b>302,680</b>	<b>(211,782)</b>
<b>F. ENDING CASH (A + E)</b>			<b>4,129,876</b>	<b>3,721,594</b>	<b>4,183,079</b>	<b>4,012,996</b>	<b>3,915,070</b>	<b>4,126,714</b>	<b>4,429,393</b>	<b>4,217,612</b>
<b>G. ENDING CASH, PLUS CASH ACCRUALS AND ADJUSTMENTS</b>										

<b>Oakland Military Institute, College Preparatory Academy</b> 01-61259-0130617	<h2 style="margin: 0;">Cashflow Report</h2> <h3 style="margin: 0;">Adopted Budget - July 1 (OMI - June 9, 2022)</h3> <p style="margin: 0; font-size: small;">Year 2 2023-24</p>	Fund FA
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	Object Range	Budget/Beg. Balance	2024 March	April	May	June	Accruals	Adjustments	TOTAL	Variance
<b>A. BEGINNING CASH</b>		<b>4,349,748</b>	<b>4,217,612</b>	<b>4,490,460</b>	<b>4,114,216</b>	<b>3,737,972</b>	—	—	—	—
<b>B. RECEIPTS</b>										
LCFF Sources										
Principal Apportionment	8010-8019	5,561,509	725,115	374,210	374,210	725,115	—	—	5,561,509	—
Property Taxes	8020-8079	0	—	—	—	—	—	—	—	—
Miscellaneous Funds & LCFF Transfers	8080-8099	1,576,041	220,646	110,323	110,323	110,323	110,323	—	1,576,041	—
Federal Revenue	8100-8299	681,627	—	—	—	—	—	—	681,627	—
Other State Revenue	8300-8599	794,148	87,865	—	—	—	—	—	794,148	—
Other Local Revenue	8600-8799	490,836	37,420	37,420	37,420	37,420	75,059	—	490,836	—
All Other Financing Sources	8930-8999	0	—	—	—	—	—	—	—	—
<b>TOTAL RECEIPTS</b>		<b>9,104,161</b>	<b>1,071,046</b>	<b>521,953</b>	<b>521,953</b>	<b>872,858</b>	<b>185,382</b>	—	<b>9,104,161</b>	—
<b>C. DISBURSEMENTS</b>										
Certificated Salaries	1000-1999	3,341,978	314,157	314,157	314,157	208,000	—	—	3,341,978	—
Classified Salaries	2000-2999	977,295	80,460	80,460	80,460	80,460	112,930	—	977,295	—
Employee Benefits	3000-3999	1,596,965	94,540	194,540	194,540	94,540	13,360	—	1,596,965	—
Books and Supplies	4000-4999	918,973	84,540	84,540	84,540	22,175	—	—	918,973	—
Services	5000-5999	2,954,309	224,500	224,500	224,500	224,500	—	375,859	2,954,309	—
Depreciation	6000-6999	330,574	—	—	—	330,574	—	—	330,574	—
Other Outgo	7000-7499	24,214	—	—	—	—	—	24,214	24,214	—
All Other Financing Uses	7630-7699	0	—	—	—	—	—	—	—	—
<b>TOTAL DISBURSEMENTS</b>		<b>10,144,308</b>	<b>798,197</b>	<b>898,197</b>	<b>898,197</b>	<b>960,249</b>	<b>126,290</b>	<b>400,073</b>	<b>10,144,308</b>	—
<b>E. NET INCREASE/DECREASE (B - C + D)</b>		<b>(1,040,148)</b>	<b>272,849</b>	<b>(376,244)</b>	<b>(376,244)</b>	<b>(87,391)</b>	<b>59,092</b>	<b>(400,073)</b>	<b>(1,040,148)</b>	—
<b>F. ENDING CASH (A + E)</b>			<b>4,490,460</b>	<b>4,114,216</b>	<b>3,737,972</b>	<b>3,650,581</b>	—	—	—	—
<b>G. ENDING CASH, PLUS CASH ACCRUALS AND ADJUSTMENTS</b>									<b>3,309,600</b>	—

**Fiscal13a**

**Financial Statement**

<b>Fund 62 - CHARTER SCHOOL ENTERPRISE FUND</b>			<b>Fiscal Year 2022/23 Through December 2022</b>			
<b>Object</b>	<b>Description</b>	<b>Adopted Budget</b>	<b>Revised Budget</b>	<b>Revenue</b>	<b>Balance</b>	<b>% Rcvd</b>
<b>Revenue Detail</b>						
<b>LCFF Revenue Sources</b>						
8011	LCFF STATE AID - CURRENT YEAR	3,585,109.00	3,109,282.00	1,052,574.00	2,056,708.00	33.85
8012	EDUCATION PROTECTION ACCOUNT	1,244,411.00	1,276,238.00	667,752.74	608,485.26	52.32
8019	LCFF - PRIOR YEAR ADJUSTMENTS		245,327.00		245,327.00	
8096	IN LIEU PROPERTY TAX TRANSFER	1,576,041.00	1,537,013.00	645,546.00	891,467.00	42.00
	<b>Total LCFF Revenue Sources</b>	<b>6,405,561.00</b>	<b>6,167,860.00</b>	<b>2,365,872.74</b>	<b>3,801,987.26</b>	<b>38.36</b>
<b>Federal Revenue</b>						
8181	SPECIAL ED - ENTITLEMENT	76,160.00	76,160.00		76,160.00	
8220	CHILD NUTRITION	350,000.00	350,000.00	106,576.60	243,423.40	30.45
8290	OTHER FEDERAL REVENUE	2,038,638.00	2,180,408.00	961,339.45	1,219,068.55	44.09
	<b>Total Federal Revenue</b>	<b>2,464,798.00</b>	<b>2,606,568.00</b>	<b>1,067,916.05</b>	<b>1,538,651.95</b>	<b>40.97</b>
<b>Other State Revenues</b>						
8520	CHILD NUTRITION	23,000.00	23,000.00	45,002.50	22,002.50-	195.66
8550	MANDATED COST REIMBURSEMENTS	18,985.00	19,762.00	18,985.00	777.00	96.07
8560	STATE LOTTERY REVENUE	85,956.00	102,845.00		102,845.00	
8590	ALL OTHER STATE REVENUE	679,047.00	1,755,500.00	495,099.00	1,260,401.00	28.20
8591	PY ALL OTHER STATE REVENUE		13,447.00	13,446.93	.07	100.00
	<b>Total Other State Revenues</b>	<b>806,988.00</b>	<b>1,914,554.00</b>	<b>572,533.43</b>	<b>1,342,020.57</b>	<b>29.90</b>
<b>Other Local Revenue</b>						
8699	ALL OTHER LOCAL REVENUE	5,000.00	5,000.00	5,550.67	550.67-	111.01
8792	SELPA APPORTIONMENT TRANSFERS	443,527.00	443,527.00	196,247.00	247,280.00	44.25
	<b>Total Other Local Revenue</b>	<b>448,527.00</b>	<b>448,527.00</b>	<b>201,797.67</b>	<b>246,729.33</b>	<b>44.99</b>
	<b>Total Year To Date Revenues</b>	<b>10,125,874.00</b>	<b>11,137,509.00</b>	<b>4,208,119.89</b>	<b>6,929,389.11</b>	<b>37.78</b>

<b>Object</b>	<b>Description</b>	<b>Adopted Budget</b>	<b>Revised Budget</b>	<b>Encumbrance</b>	<b>Actual</b>	<b>Balance</b>	<b>% Used</b>
<b>Expenditure Detail</b>							
<b>Certificated Salaries</b>							
1100	CERTIFICATED TEACHER BASE	2,451,543.00	2,288,447.00	1,123,841.80	1,074,427.35	90,177.85	46.95
1130	CERTIFICATED TEACHER EXTRA	23,500.00	93,270.00	7,550.00	19,432.89	66,287.11	20.84
1160	CERTIFICATED TEACHER SUBS	90,000.00	125,404.00		47,350.00	78,054.00	37.76
1200	CERTIFICATED PUPIL SUPP BASE	253,381.00	253,375.00	134,433.36	118,778.80	162.84	46.88
1230	CERTIFICATED PUPIL SUPP EXTRA		1,503.00	795.52	704.60	2.88	46.88
1300	CERTIFICATED SUPERVISOR/ADMIN	407,023.00	434,087.00	70,566.00	129,658.91	233,862.09	29.87
1330	CERTIFICATED SUP/ADMIN EXTRA	1,502.00	898.00	272.76	623.49	1.75	69.43

Selection Grouped by Account Type - Sorted by Org, Fund, Object, Filtered by (Org = 550, Starting Period = 1, Ending Account Period = 6, Stmt Option? = , Zero Amounts? = N, SACS? = N, Restricted? = Y)





**Fiscal13a**

**Financial Statement**

**Fund 62 - CHARTER SCHOOL ENTERPRISE FUND** **Fiscal Year 2022/23 Through December 2022**

Object	Description	Adopted Budget	Revised Budget	Encumbrance	Actual	Balance	% Used
<b>Expenditure Detail (continued)</b>							
<b>Certificated Salaries (continued)</b>							
1900	CERTIFICATED OTHER SALARIES	49,000.00	127,686.00	63,842.50	63,842.50	1.00	50.00
1930	CERTIFICATED OTHER EXTRA	500.00	6,136.00	448.50	6,067.18	379.68-	98.88
	<b>Total Certificated Salaries</b>	<b>3,276,449.00</b>	<b>3,330,806.00</b>	<b>1,401,750.44</b>	<b>1,460,885.72</b>	<b>468,169.84</b>	<b>43.86</b>
<b>Classified Salaries</b>							
2100	CLASSIFIED INST AIDE SALARIES	150,543.00	132,521.00	59,517.92	51,721.71	21,281.37	39.03
2130	CLASSIFIED INST AIDE EXTRA		8,000.00			8,000.00	
2200	CLASSIFIED SUPPORT SALARIES	317,208.00	319,235.00	119,555.64	142,198.36	57,481.00	44.54
2230	CLASSIFIED SUPPORT EXTRA/OT	30,000.00	37,802.00		14,031.54	23,770.46	37.12
2300	CLASSIFIED SUPERVISOR/ADMIN	165,503.00	302,907.00	123,936.24	127,436.24	51,534.52	42.07
2330	CLASSIFIED SUP/ADMIN EXTRA	3,200.00	2,000.00	999.96	999.96	.08	50.00
2400	CLASSIFIED CLER/TECH SALARIES	289,898.00	209,730.00	76,450.44	81,395.59	51,883.97	38.81
2430	CLASSIFIED CLER/TECH EXTRA/OT	500.00	1,470.00		1,670.06	200.06-	113.61
2900	OTHER CLASSIFIED SALARIES				1,500.00	1,500.00-	NO BDGT
2930	OTHER CLASSIFIED EXTRA/OT	6,000.00	6,000.00			6,000.00	
	<b>Total Classified Salaries</b>	<b>962,852.00</b>	<b>1,019,665.00</b>	<b>380,460.20</b>	<b>420,953.46</b>	<b>218,251.34</b>	<b>41.28</b>
<b>Employee Benefits</b>							
3101	STRS-CERTIFICATED	581,774.00	578,629.00	232,957.58	235,340.23	110,331.19	40.67
3201	PERS-CERTIFICATED	40,938.00	63,215.00	32,208.74	32,402.09	1,395.83-	51.26
3202	PERS-CLASSIFIED	193,413.00	224,492.00	86,128.49	91,150.14	47,213.37	40.60
3301	OASDI-CERTIFICATED	10,005.00	16,763.00	7,811.32	9,192.84	241.16-	54.84
3302	OASDI-CLASSIFIED	59,132.00	62,484.00	23,358.63	25,909.15	13,216.22	41.47
3311	MEDICARE-CERTIFICATED	47,699.00	47,276.00	20,154.21	21,071.84	6,049.95	44.57
3312	MEDICARE-CLASSIFIED	13,967.00	14,707.00	5,462.93	6,061.81	3,182.26	41.22
3401	HEALTH & WELFARE BEN-CERT	411,260.00	390,749.00	197,121.32	182,176.02	11,451.66	46.62
3402	HEALTH & WELFARE BEN-CLASS	101,620.00	95,113.00	45,922.78	51,538.83	2,348.61-	54.19
3403	HEALTH & WELFARE BEN-PAYCOM	25,644.00					NO BDGT
3501	UNEMPLOYMENT INSURANCE-CERT	30,442.00	35,161.00	14,756.01	2,729.00	17,675.99	7.76
3502	UNEMPLOYMENT INSURANCE-CLASS	15,177.00	22,294.00	6,944.00	2,838.47	12,511.53	12.73
3601	WORKERS COMP INS-CERT	36,701.00	34,516.00	15,699.71	16,361.87	2,454.42	47.40
3602	WORKERS COMP INS-CLASS	10,790.00	11,423.00	4,261.20	4,714.76	2,447.04	41.27
	<b>Total Employee Benefits</b>	<b>1,578,562.00</b>	<b>1,596,822.00</b>	<b>692,786.92</b>	<b>681,487.05</b>	<b>222,548.03</b>	<b>42.68</b>
<b>Books and Supplies</b>							
4100	APPROVED TEXTBOOKS & CORE CURR	95,000.00	336,000.00	295,983.21	49,329.16	9,312.37-	14.68
4200	BOOKS & REFERENCE MATERIALS	7,000.00	18,138.00	8,874.51	25,077.21	15,813.72-	138.26
4300	MATERIALS AND SUPPLIES	390,296.00	385,514.00	144,627.07	166,881.68	74,005.25	43.29

Selection Grouped by Account Type - Sorted by Org, Fund, Object, Filtered by (Org = 550, Starting Period = 1, Ending Account Period = 6, Stmt Option? = , Zero Amounts? = N, SACS? = N, Restricted? = Y) SCHOOLABILITY

**Fiscal13a**

**Financial Statement**

<b>Fund 62 - CHARTER SCHOOL ENTERPRISE FUND</b>		<b>Fiscal Year 2022/23 Through December 2022</b>					
<b>Object</b>	<b>Description</b>	<b>Adopted Budget</b>	<b>Revised Budget</b>	<b>Encumbrance</b>	<b>Actual</b>	<b>Balance</b>	<b>% Used</b>
<b>Expenditure Detail (continued)</b>							
<b>Books and Supplies (continued)</b>							
4320	FOOD/BEVERAGES	18,500.00	24,500.00	382.59	22,376.09	1,741.32	91.33
4330	FURNITURE/EQUIP UNDER \$500		2,815.00		2,813.62	1.38	99.95
4400	NONCAPITALIZED EQUIP (<\$5,000)	20,000.00	228,350.00	1,490.75	190,280.80	36,578.45	83.33
4401	Capital Asset - Move to 94xx		230,000.00			230,000.00	
4700	FOOD (CHILD NUTRITION PROGRAM)	387,683.00	388,680.00	410,181.00	174,079.00	195,580.00-	44.79
	<b>Total Books and Supplies</b>	<b>918,479.00</b>	<b>1,613,997.00</b>	<b>861,539.13</b>	<b>630,837.56</b>	<b>121,620.31</b>	<b>39.09</b>
<b>Services and Other Operating Expenditures</b>							
5100	SUBAGREEMENTS FOR SERVICES	70,000.00	50,000.00	25,000.00		25,000.00	
5200	TRAVEL AND CONFERENCES	18,718.00	18,718.00	3,474.00	13,045.18	2,198.82	69.69
5300	DUES AND MEMBERSHIPS	15,000.00	15,000.00	300.00	27,426.97	12,726.97-	182.85
5400	INSURANCE	120,000.00	120,000.00		136,404.61	16,404.61-	113.67
5500	OPERATIONS & HOUSEKEEPING SRVS	275,000.00	275,000.00	126,341.34	160,035.79	11,377.13-	58.19
5510	UTILITIES - ELECTRIC & GAS	100,000.00	100,000.00	4,356.19	53,643.81	42,000.00	53.64
5520	UTILITIES - WATER & SEWER	28,000.00	28,000.00	20,693.79	8,706.21	1,400.00-	31.09
5530	WASTE DISPOSAL & RECYCLING	50,000.00	50,000.00	16,991.80	27,601.70	5,406.50	55.20
5600	NONCAPITALIZED REPAIRS	125,000.00	125,000.00	4,428.92	91,195.24	29,375.84	72.96
5610	FACILITIES RENT & LEASES	284,441.00	284,441.00	111,828.12	155,662.64	16,950.24	54.73
5620	EQUIPMENT RENT & LEASES	10,000.00	10,000.00	5,168.36	381.64	4,450.00	3.82
5710	DIRECT COST TRANSFER		100,000.00-		3,283.56	103,283.56-	-3.28
5800	PROFESSIONAL/CONSULTING SRVCS	406,913.00	292,350.00	150,677.97	224,634.21	82,962.18-	76.84
5810	EDUCATION CONSULTANTS	969,066.00	632,149.00	133,508.00	454,295.67	44,345.33	71.87
5820	LEGAL & AUDIT SERVICES	105,000.00	105,000.00	24,103.00	25,897.00	55,000.00	24.66
5830	ADVERTISING	27,500.00	27,500.00	10,500.00	10,500.00	6,500.00	38.18
5840	SOFTWARE AND LICENCES	74,294.00	299,987.00		171,938.48	128,048.52	57.32
5850	TRANSPORTATION/FIELD TRIPS	81,721.00	77,709.00	492.85	8,255.35	68,960.80	10.62
5880	MISC FEES/CHARGES/DAMAGES	133,000.00	133,000.00	47,180.31	50,222.01	35,597.68	37.76
5890	AUTHORIZER OVERSIGHT FEES	77,417.00	77,417.00			77,417.00	
5900	COMMUNICATION - PHONE/INTERNET	75,000.00	75,000.00	39,939.13	21,490.00	13,570.87	28.65
5910	PRINTING SERVICES				863.00	863.00-	NO BDGT
5920	POSTAGE	2,500.00	2,500.00	3,458.62	1,641.32	2,599.94-	65.65
	<b>Total Services and Other Operating Expenditures</b>	<b>3,048,570.00</b>	<b>2,698,771.00</b>	<b>728,442.40</b>	<b>1,647,124.39</b>	<b>323,204.21</b>	<b>61.03</b>
<b>6600 - 6999</b>							
6900	DEPRECIATION	350,776.00	432,457.00			432,457.00	
	<b>Total 6600 - 6999</b>	<b>350,776.00</b>	<b>432,457.00</b>	<b>.00</b>	<b>.00</b>	<b>432,457.00</b>	
<b>Debt Service</b>							

Selection Grouped by Account Type - Sorted by Org, Fund, Object, Filtered by (Org = 550, Starting Period = 1, Ending Account Period = 6, Stmt Option? = , Zero Amounts? = N, SACS? = N, Restricted? = Y)



**Fiscal13a**

**Financial Statement**

<b>Fund 62 - CHARTER SCHOOL ENTERPRISE FUND</b>			<b>Fiscal Year 2022/23 Through December 2022</b>				
<b>Object</b>	<b>Description</b>	<b>Adopted Budget</b>	<b>Revised Budget</b>	<b>Encumbrance</b>	<b>Actual</b>	<b>Balance</b>	<b>% Used</b>
<b>Expenditure Detail (continued)</b>							
<b>Debt Service (continued)</b>							
7438	DEBT SERVICE - INTEREST	25,323.00	25,323.00			25,323.00	
	<b>Total Debt Service</b>	<b>25,323.00</b>	<b>25,323.00</b>	<b>.00</b>	<b>.00</b>	<b>25,323.00</b>	
	<b>Total Year To Date Expenditures</b>	<b>10,161,011.00</b>	<b>10,717,841.00</b>	<b>4,064,979.09</b>	<b>4,841,288.18</b>	<b>1,811,573.73</b>	<b>45.17</b>

**Fiscal13a**

**Financial Statement**

**Fund 62 - CHARTER SCHOOL ENTERPRISE FUND** **Fiscal Year 2022/23 Through December 2022**

Object	Description	Beginning Balance	Year to Date Activity	Ending Balance
<b>Fund Reconciliation</b>				
<b>Assets</b>				
9120	CASH IN BANK - BRIDGE BANK	2,880,598.21	538,385.16-	2,342,213.05
9121	CASH IN BANK - HERITAGE BANK	1,133.55		1,133.55
9122	CASH IN BANK - 2	750.00		750.00
9123	CASH IN BANK - 3	4,155.86		4,155.86
9201	ACCOUNTS RECEIVABLE PRIOR YEAR	141,363.68		141,363.68
9290	DUE FROM GRANTOR GOVERNMENTS	1,352,097.86	1,282,588.36-	69,509.50
9341	OTHER CURRENT - SECURITY DEP	2,000.00	2,000.00-	
9420	LAND IMPROVEMENTS	13,540,883.09		13,540,883.09
9425	ACC DEPREC - LAND IMPROVEMENTS	4,254,750.29-		4,254,750.29-
9440	EQUIPMENT	1,519,195.24		1,519,195.24
9445	ACC DEPREC - EQUIPMENT	1,299,165.78-		1,299,165.78-
9450	WORK IN PROGRESS	399,090.64		399,090.64
	<b>Total Assets</b>	<b>14,287,352.06</b>	<b>1,822,973.52-</b>	<b>12,464,378.54</b>
<b>Liabilities</b>				
9500	ACCOUNTS PAYABLE (CURRENT)		2,350.00-	2,350.00-
9501	ACCOUNTS PAYABLE (Prior)	104,773.39	113,418.16-	8,644.77-
9502	PAYABLE - EXCESS STRS (QB BAL)	627.70		627.70
9513	OASDI		64.70	64.70
9522	STRS (OMI)	27,062.95	46,949.09	74,012.04
9524	PERS (OMI)	14,114.24	10,075.80	24,190.04
9525	EXCESS STRS - EMPLOYEE	709.50		709.50
9534	MEDICARE		15.14	15.14
9535	STATE UNEMPLOYMENT INS	36.00-	32.35	3.65-
9536	WORKERS' COMPENSATION INS		21,076.63	21,076.63
9540	STATE DISABILITY INS		8,735.06-	8,735.06-
9551	MEDICAL - KAISER (OMI)	32,272.19	66,630.18-	34,357.99-
9553	DENTAL - PRINCIPAL (OMI)	8,254.75	15,139.77	23,394.52
9555	VISION - PRINCIPAL (OMI)	1,532.70	2,753.35	4,286.05
9556	BASIC LIFE - PRINCIPAL	626.85	30,460.44-	29,833.59-
9557	LTD - PRINCIPAL (OMI)	48.75	3,451.69	3,500.44
9558	ADD - PRINCIPAL (OMI)	133.05	229.54	362.59
9590	DUE TO GRANTOR GOVERNMENTS	385,853.00	106,780.00-	279,073.00
9650	UNEARNED REVENUE	961,219.45	961,219.45-	
9661	LOAN PAYABLE - CS FACILITIES	1,266,126.00		1,266,126.00
	<b>Total Liabilities</b>	<b>2,803,318.52</b>	<b>1,189,805.23-</b>	<b>1,613,513.29</b>
	<b>Calculated Fund Balance</b>	<b>11,484,033.54</b>	<b>633,168.29-</b>	<b>10,850,865.25</b>

**Beginning Fund Balance**

Selection Grouped by Account Type - Sorted by Org, Fund, Object, Filtered by (Org = 550, Starting Period = 1, Ending Account Period = 6, Stmt Option? = , Zero Amounts? = N, SACS? = N, Restricted? = Y)



**Fiscal13a**

**Financial Statement**

<b>Fund 62 - CHARTER SCHOOL ENTERPRISE FUND</b>		<b>Fiscal Year 2022/23 Through December 2022</b>		
<b>Object</b>	<b>Description</b>	<b>Beginning Balance</b>	<b>Year to Date Activity</b>	<b>Ending Balance</b>
<b>Beginning Fund Balance (continued)</b>				
9791	BEGINNING FUND BALANCE	11,484,033.54		11,484,033.54
	<b>Beginning Fund Balance Proof</b>	<u>.00</u>	<u>633,168.29-</u>	<u>633,168.29-</u>
<b>Change in Fund Balance - Excess Revenues ( Expenditures )</b>			<b>(633,168.29)</b>	

**Memo Only - Ending Fund Balance Accounts**

		Adopted	Revised		
<b>Reserves</b>					
9720	RESERVE FOR ENCUMBRANCES			4,064,979.09	4,064,979.09
<b>Other Designations</b>					
9790	UNRESTRICTED NET POSITION	11,364,509.00	11,904,064.00		

**Fiscal13a**

**Financial Statement**

<b>Fund 62 - CHARTER SCHOOL ENTERPRISE FUND</b>			<b>Fiscal Year 2022/23 Through December 2022</b>			
<b>Description</b>	<b>Adopted Budget</b>	<b>Revised Budget</b>	<b>Encumbrance</b>	<b>Actual</b>	<b>Budget Balance</b>	<b>% of Budget</b>
<b>Revenues, Expenditures, and Changes in Fund Balance</b>						
A. Revenues	10,125,874.00	11,137,509.00		4,208,119.89	6,929,389.11	37.78
B. Expenditures	10,161,011.00	10,717,841.00	4,064,979.09	4,841,288.18	1,811,573.73	45.17
C. Subtotal (Revenue LESS Expense)	35,137.00-	419,668.00		633,168.29-	5,117,815.38	
D. Other Financing Sources and Uses						
Sources						
LESS Uses						
E. Net Change in Fund Balance	35,137.00-	419,668.00		633,168.29-	5,117,815.38	
F. Fund Balance:						
Beginning Balance (9791)	11,399,646.00	11,484,396.00		11,484,033.54		
Audit Adjustments (9793)						
Other Restatements (9795)						
Adjusted Beginning Balance	11,399,646.00	11,484,396.00		11,484,033.54		
G. Calculated Ending Balance	11,364,509.00	11,904,064.00		10,850,865.25		
*Components of Ending Fund Balance						
Legally Restricted (9740)						
Other Designations (9780)						
Undesig/Unapprop (9790)	11,364,509.00	11,904,064.00				
Other				4,064,979.09		

# Coversheet

## Recruitment Activities Progress Report

**Section:** VIII. Information/Discussion Items  
**Item:** B. Recruitment Activities Progress Report  
**Purpose:**  
**Submitted by:** Thomas James  
**Related Material:** 20230106 Recruiting Update to the BOD.pdf

### BACKGROUND:

Chief James will update the board on the status of our 22-23 recruitment campaign.

### RECOMMENDATION:

Staff recommends the Board listen and provide feedback to Chief James and the team.



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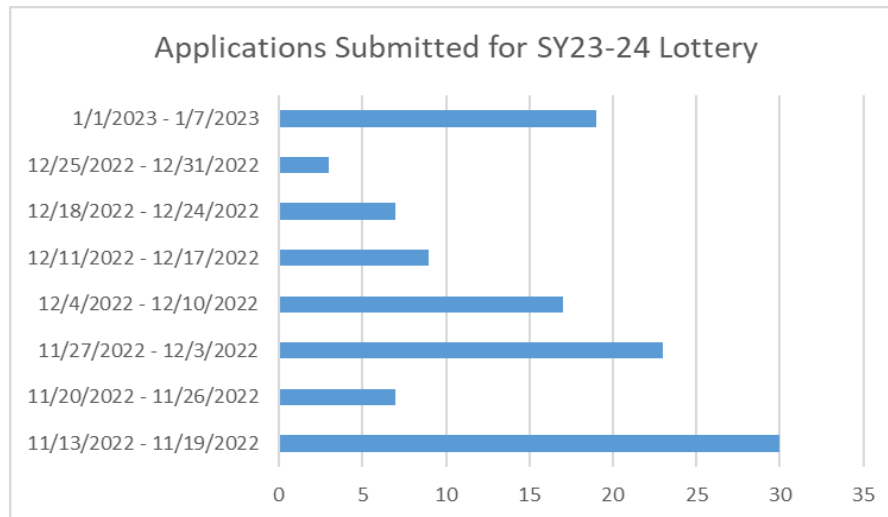
NGCA-YCP-OMI

6 January 2023

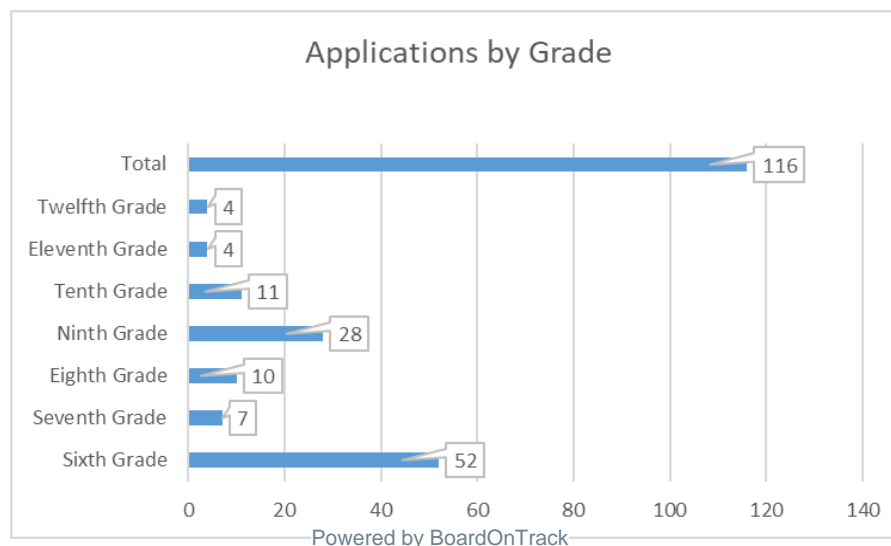
**MEMORANDUM FOR THE BOARD OF DIRECTORS, OAKLAND MILITARY INSTITUTE  
COLLEGE PREPARTORY ACADEMY**

**SUBJECT: School Year (SY) 2023-24 Recruitment Update**

1. Since the opening of the SY 2023-24 lottery on November 14th 2022, 116 enrollment applications have been received. The average of applications received per week is 13. This includes the anticipated low performance during Thanksgiving and Winter Break, between Christmas and New Year Weekend. Current trend expectations are for 17 or more applications per week for remaining weeks of January. There are four weeks before the February 3, 2023 lottery which falls on a Friday. I assess a minimum of 180-185 applications will be available during the lottery draw. All applicants have been contacted by OMI representatives.



2. The application trends by grade reflect interest leading with 6th (52), 9th grade (28), 10th grade (11) and Eighth Grade (10). Assessing last recruiting cycles conversion challenges which were





**SUBJECT: School Year (SY) 2023-24 Recruitment Update**

highlighted by better than 20% loss of applicants, continued emphasis primarily on 6th and 7th grade recruiting will continue followed by 8th grade candidates.

**Current Enrollment and Recruitment Projections as of Jan 6, 2023**

Grade	SY 22-23 Enrollment	% Returned SY22-23	Lottery Enrolled SY23-24	550 Enrolled Target	Gains Needed/550	600 Enrolled Target	Gains Needed/600
6	51	0.0%	52	80	38	90	50
7	53	77.4%	7	80	35	90	47
8	69	79.5%	10	80	23	90	36
9	69	94.4%	28	80	0	90	5
10	84	103.4%	11	80	0	90	5
11	70	93.9%	4	86	0	86	0
12	61	103.3%	4	65	0	65	0
<b>Totals</b>	457	82.2%	116	551	96	601	143

3. SPC Casias has been a very solid addition to Team OMI. She has conducted 31 campus tours over the last 30 days. Accompanied by OMI Operations staff, community recruiting at Lake Merritt, Sprouts Market on Broadway and Emeryville's Public Market have helped generate interest since Winter Break. Lesson learned thus far include recruiting working parents with school age children preferably during afternoon and early evening hours. This considering will be observed during a minimum of one community recruiting event per week going forward. The next campus recruiting/candidate event will be on January 19th during our first "Welcome to OMI Game Night." The augmentation and skill of Mr. Isibor has been tremendously impactful as strategic communication and outreach continue in concert with OMI staff efforts.

4. Any questions can be directed to the undersigned at [tjames@omiacademy.org](mailto:tjames@omiacademy.org).



Thomas L. James, CMSgt (CA), CSG  
Acting Commandant, OMI

# Coversheet

## Teacher Credentialing Report

**Section:** VIII. Information/Discussion Items  
**Item:** C. Teacher Credentialing Report  
**Purpose:**  
**Submitted by:** Kathryn Wong  
**Related Material:** Credentials 22-23 SY.pdf

**BACKGROUND:**

Here is a list of all of our certificated teaching staff and their credentials.

Teacher	Document Title	Subject Description	Term	Term Key	
Teacher 1	Single Subject Teaching Credential	Spanish	Preliminary	Clear	No extra work needed
Teacher 2	Single Subject Teaching Credential	ELA/ English	Clear	Waiver	Needs to take a test and complete Teacher Induction
Teacher 2*	Reading and literacy Specialist		Clear	Preliminary	Needs Complete Teacher Induction or other items
Teacher 3	30 Day Sub Permit		Valid	Valid	Still working on credential
Teacher 4	Single Subject Teaching Credential	Math/ Business/ Psychology	Clear		
Teacher 5	Single Subject Teaching Credential	Math	Preliminary		
Teacher 6	Single Subject Teaching Credential	ELAS/ PEX	Preliminary		
Teacher 7	Education Specialist Instruction Credential	SPED	Waiver		
Teacher 8	Education Specialist Instruction Credential	SPED	Intern		
Teacher 9	Single Subject Teaching Credential	Social Science	Clear		
Teacher 10	Multiple Subject	General Subjects	Clear		
Teacher 11	Single Subject Teaching Credential	English	Intern		
Teacher 12	CTE	Arts, Media and Entertainment	Clear		
Teacher 13	Single Subject Teaching Credential	English	Preliminary		
Teacher 14	Single Subject Teaching Credential	Biology	Preliminary		
Teacher 15	Single Subject Teaching Credential	Social Science	Clear		
Teacher 16	Single Subject Teaching Credential	Math	Clear		
Teacher 17	Single Subject Teaching Credential	English	Clear		
Teacher 18	Single Subject Teaching Credential	English	Preliminary		
Teacher 19	District Intern Credential	English	Valid		
Teacher 20	Single Subject Teaching Credential	PEX (physical education)	Intern		
Teacher 21	Single Subject Teaching Credential	Social Science	Clear		
Teacher 22	Single Subject Teaching Credential	Chemistry	Preliminary		
Teacher 23	Single Subject Teaching Credential	math	Preliminary		
Teacher 24	Single Subject Teaching Credential	Social Science	Clear		
Teacher 25	Single Subject Teaching Credential	Social Science	Clear		
Teacher 26	Single Subject Teaching Credential	English	Clear		
Teacher 26*	Education Specialist Instruction		Intern		
Teacher 27	Multiple Subject		Clear		
Teacher 28	Single Subject Teaching Credential	Math	Clear		
Teacher 29	Education Specialist Instruction Credential	SPED	Clear		
Teacher 29*	Designated Subjects Special Subjects Teaching Credential	Basic Military Drill	Preliminary		
Teacher 30	Single Subject Teaching Credential	English	Clear		
Teacher 30*		Crosscultural, Language and Academic Development Certificate	Clear		
Teacher 31	Designated Subjects Special Subjects Teaching Credential	Basic Military Drill	Preliminary		
Teacher 32	Designated Subjects Special Subjects Teaching Credential	Basic Military Drill	Preliminary		
Teacher 33	Designated Subjects Special Subjects Teaching Credential	Basic Military Drill	Preliminary		
Teacher 34	Career Technical Education Teaching Credential	Public Service	Preliminary		
Teacher 35	Designated Subjects Special Subjects Teaching Credential	Basic Military Drill	Preliminary		
Teacher 36	Designated Subjects Special Subjects Teaching Credential	Basic Military Drill	Preliminary		
Teacher 37	Designated Subjects Special Subjects Teaching Credential	Basic Military Drill	Preliminary		
Teacher 38	Single Subject Teaching Credential	Computer Concepts and Applications/ Mathematics	Clear		
Admin 1	Single Subject Teaching Credential	English	Clear		
Admin 1*	Administrative Services Credential		Clear		
Admin 2	Single Subject Teaching Credential	Biological Sciences	Clear		
Admin 2*	Administrative Services Credential		Preliminary		
Counselor 1	Single Subject Teaching Credential	Social Science	Clear		
Counselor 1*	Pupil Personnel Services Credential		Clear		
Counselor 2	Pupil Personnel Services Credential		Clear		

# Coversheet

## E-Rate Purchase - Switches

**Section:** VIII. Information/Discussion Items  
**Item:** D. E-Rate Purchase - Switches  
**Purpose:**  
**Submitted by:** Thomas James  
**Related Material:** 20230106 IT Update to BOD.pdf

### BACKGROUND:

OMI Staff is seeking early ratification of Cisco Switch purchase in advance of E-Rate discounted project value. A sole bid from AMS is in hand at under \$78,000.00. Final discounted project value estimated at under \$16,000.00. Motivation for ratification stems from installation scheduling before finals in May.



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NGCA-YCP-OMI

6 December 2023

MEMORANDUM FOR THE BOARD OF DIRECTORS, OAKLAND MILITARY INSTITUTE  
COLLEGE PREPARTORY ACADEMY

SUBJECT: Information Technology Update for School Year 2022-23

1. Staff seek Board of Directors ratification for purchase of 10 network switches.

A) Universal Services Administration E-RATE Program

- 1) AMS bid for installation of 10 Cisco Catalyst Switches
- 2) Project value \$77,881.79 (Enclosure 1)
- 3) Compatibility with existing IT equipment assured
- 4) Anticipated project discount rate for area is 80%
- 5) **\$15,600.00 is the estimated final discounted project value**

2. On January 6th, staff completed discount rate application with E-Rate administration. Completion of this purchase with applied discount is expected to occur with the next 30 days. Ratification in advance of E-Rate response is intended to aid with equipment installation in advance of semester finals in May. This will be the sole E-Rate purchase for the 2022-23 school year.

3. Please direct any questions to the undersigned at [tjames@omiacademy.org](mailto:tjames@omiacademy.org).

A handwritten signature in black ink, consisting of several loops and a long horizontal stroke.

Thomas L. James, CMSgt (CA), CSG  
Acting Commandant, OMI

Encl



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**PROPOSAL FOR:**

**Oakland Military Institute 98406  
Funding Year 2023  
FCC Form 470 Number 230002903  
23OMI-470\_C1 & C2**

**Original**

**PREPARED BY:** Dave Zieker, Senior Account Manager, AMS.NET



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## Table of Contents

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# Section 1

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## EXECUTIVE SUMMARY

# Oakland Military Institute E-Rate 26 - 470 Number 230002903 Cisco Switches

Dear Tod,

AMS.NET is an established Cisco Gold Partner specializing in K12 in California, and has been dedicated to providing flexible, scalable and cost-effective solutions for our K-12 Education partners for over Three (3) decades. We take pride in the holistic approach that we bring to an implementation, and our focus is to offer solutions that solve key business objectives and foster ROI, which varies for each partner. Our goal is to become an extension of the District IT department and to be the one to call in a time of need. AMS has been fortunate to work with education partners all throughout California, each presenting their own unique set of challenges from an infrastructure and budgetary standpoint. Our goal is to deliver the same level of success to each partner, in every deployment, regardless of the challenges.

Our Base bid costs can be found on AMS Quote Q-00066170 totaling \$ 77,881.79.

AMS.NET has read, understands, and will comply with all the terms set forth in the RFP as well as the rules and regulations set forth by USAC and the FCC. AMS.NET holds an FCC Green Light status and our response is submitted to address all aspects of the abovementioned RFP.

The relevant staff for this project will be:

**Dave Zieker**  
Sr. Account Manager  
[dzieker@ams.net](mailto:dzieker@ams.net)

**Tom Vasconi**  
VP of Sales  
[tvasconi@ams.net](mailto:tvasconi@ams.net)

**Ray Valine**  
Operations Manager  
[rvaline@ams.net](mailto:rvaline@ams.net)

We trust Oakland Military Institute will find our response clear, concise and that we meet all the requirements set forth in the RFP. We welcome any questions or concerns and greatly look forward to the opportunity to provide Oakland Military Institute with the products and services to enable a more efficient and effective 21<sup>st</sup> Century learning environment.

Sincerely,

**Dave Zieker**  
Sr. Account Manager  
E-Rate SPIN #143005880  
[dzieker@ams.net](mailto:dzieker@ams.net)  
(925) 245-6160  
C7 License #763508 (Exp. 4/30/2023)



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# Section 2

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## Project Cost Summary - Oakland Military Institute

### Project Information

Oakland Military Institute - E-Rate 26 - 470 Number 230002903 Cisco Switches - 98406  
 Project # 98406  
 November 28, 2022

### Account Manager

Dave Zieker  
 dzieker@ams.net  
 (925) 245-6160

AMS Quote #	Description	Subtotal	Est. Taxes	Total
Q-00066170	E-Rate 26 Cisco 9200 Catalyst Switches	\$71,798.75	\$6,083.04	\$77,881.79
<b>Totals</b>		\$71,798.75	\$6,083.04	\$77,881.79

Vendor: AMS.NET  
 Address: 502 Commerce Way, Livermore, CA 94551  
 Phone: 925-245-6100  
 SPIN: 143005880



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## Customer Price Quote

### Customer

Oakland Military Institute  
 2405 West 14th Street  
 Oakland CA, 94607 US  
 ATTN: Tod Weiss

### Ship To

Oakland Military Institute  
 2405 West 14th Street  
 Oakland, CA 94607  
 ATTN: Tod Weiss

### Quote Description

E-Rate 26 Cisco 9200 Catalyst Switches

<b>Quote #</b>	<b>#Q-00066170</b>
<b>Project #</b>	98406
<b>Modified</b>	11/14/2022
<b>Account Mgr.</b>	Dave Zieker
<b>AM Phone</b>	(925) 245-6160
<b>AM Email</b>	dzieker@ams.net
<b>Inside Account Mgr.</b>	Chris Gosset
<b>IAM Phone</b>	(925) 245-6159
<b>IAM Email</b>	cgosset@ams.net
<b>Quote Exp.</b>	12/9/2022

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
<b>Cisco Catalyst 9200 48-port PoE+ Switch</b>					
1	<b>C9200-48P-EDU</b> Catalyst 9200 48-port PoE+ only, K12	Cisco Systems Inc.	10.00	\$4,304.65	\$43,046.50
2	<b>PWR-C5-BLANK</b> Config 5 Power Supply Blank	Cisco Systems Inc.	10.00	\$0.00	\$0.00
3	<b>C9200-NW-E-48</b> C9200 Network Essentials, 48-port license	Cisco Systems Inc.	10.00	\$0.00	\$0.00
4	<b>C9200-NM-NONE</b> No Network Module Selected	Cisco Systems Inc.	10.00	\$0.00	\$0.00
5	<b>CAB-TA-NA</b> North America AC Type A Power Cable	Cisco Systems Inc.	10.00	\$0.00	\$0.00
6	<b>C9200-DNA-E-48</b> C9200 Cisco DNA Essentials, 48-Port Term Licenses	Cisco Systems Inc.	10.00	\$0.00	\$0.00
7	<b>C9200-DNA-E-48-3Y</b> C9200 Cisco DNA Essentials, 48-port - 3 Year Term License	Cisco Systems Inc.	10.00	\$745.22	\$7,452.20
8	<b>NETWORK-PNP-LIC</b> Network Plug-n-Play License for zero-touch device deployment	Cisco Systems Inc.	10.00	\$0.00	\$0.00

### Cisco Catalyst 9200 4 x 10G Network Module



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9	<b>C9200-NM-4X=</b> Catalyst 9200 4 x 10G Network Module	Cisco Systems Inc.	7.00	\$1,330.75	\$9,315.25
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**Cisco Catalyst 9200 and 9200L Stack Module**

10	<b>C9200-STACK-KIT=</b> Cisco Catalyst 9200 and 9200L Stack Module	Cisco Systems Inc.	8.00	\$873.10	\$6,984.80
11	<b>C9200-STACK</b> Catalyst 9200 Stack Module	Cisco Systems Inc.	16.00	\$0.00	\$0.00
12	<b>STACK-T4-50CM</b> 50CM Type 4 Stacking Cable	Cisco Systems Inc.	8.00	\$0.00	\$0.00

**Labor**

13	<b>AMS-NI-LAN-CISCO-EDGE-STACKABLE</b> Labor: Cisco Edge Switch Installation - Stackable	AMS.NET	10.00	\$500.00	\$5,000.00
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**Shipping**

14	<b>AMS-FREIGHT</b> Freight and Handling	None	1.00	\$0.00	\$0.00
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**Order Summary**

Subtotal	\$71,798.75
Adjustment	\$0.00
Estimated Taxes	\$6,083.04
<b>Total</b>	<b>\$77,881.79</b>

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## Terms and Conditions

1. AMS.NET will require a Purchase Order referencing this Quote # or if a Purchase order is not provided, an authorized representative must sign this quote.

2. Payment terms are Net 30. An interest charge of 1.5% per month will be applied to all accounts past due, plus all costs of collection and reasonable attorneys fees. AMS.NET accepts all major credit cards. A convenience fee of 3.5% will be assessed. Customer agrees to accept multiple invoices for projects that cover multiple sales. In the event that a site's readiness is delayed by the customer, customer agrees to accept and pay invoices that reflect equipment and services already received.

3. Items sold by AMS.NET, Inc. and shipped to destinations in California are subject to sales tax. If an item is subject to sales tax in the state to which the order is shipped, tax is generally calculated on the total selling price of each individual item. In accordance with state tax laws, the total selling price of an order will generally include shipping and handling charges and item-level discounts. The amount of tax charged on your order will depend upon many factors including, but not limited to, the type of item(s) purchased, and the source and destination of the shipment. Factors can change between the time you place an order and the time an invoice is sent, which could affect the calculation of sales taxes. The amount appearing on your proposal as 'Estimated Sales Tax' may differ from the sales taxes ultimately charged. Shipping charges and sales tax will be added to this order when invoiced and the customer agrees to pay these charges.

4. All companies with tax exemption must present a valid Tax Exempt form. If Customer is tax exempt or if tax exempt form is not provided then customer agrees to pay all applicable taxes.

5. All shipments are FOB Origin or Pre-paid and shipped to Dock. Any Special shipping requirements must be clearly stated on all PO's (i.e. inside delivery). If inside Delivery or Lift-gate is required it must be specified and additional fees will incur. Shipping charges that appear on this quote are an estimate, AMS.NET will invoice and the customer will pay the actual shipping charge when identified.

6. Upon delivery of equipment, customer agrees to open all shipments and visually inspect equipment for physical damages. All damages must be reported to AMS.NET within 24 hours of delivery.

7. Returns will be accepted at AMS.NET discretion and are subject to manufacturer returns policies as well. For returns to be approved all merchandise must be in an unopened box and the customer agrees to pay a restocking fee of 15% of the purchase price. Returns must be made within 15 Days of receipt. All shipments must have a valid RMA number from AMS.NET before returning. For RMA requests please contact our Customer Service Department at (800) 893-3660 Ext. 6111. Email RMA requests should be directed to [service@ams.net](mailto:service@ams.net) A copy of AMS.NET's full RMA policy is available for review online at [www.ams.net/services/procurement-and-financing/](http://www.ams.net/services/procurement-and-financing/)

8. The laws of the State of California will apply to this sale.

9. The term "installation date" means the first business day on which installation of the system is complete. Minor omissions or variances in performance of the System that do not materially or adversely affect the operation of the system, shall not be deemed to have postponed the Installation Date. Seller shall use its best efforts to make timely delivery and installation. However, all stated delivery and installation dates are approximate and except as expressly provided in this agreement, Seller shall, under no circumstance, be deemed to be in default hereunder or be liable for consequential, incidental or special damages or commercial loss resulting from delays in delivery or installation.

10. Warranties. AMS warrants to Customer that it has good title to the equipment being sold to Customer under this Agreement, and the right to sell such equipment to Customer free of liens or encumbrances. AMS further warrants to Customer that the equipment being sold to Customer hereunder shall be free from defects in workmanship for a warranty period of thirty (30) days commencing on the later date the equipment is delivered to Customer or the date upon which AMS completes performance of the services to be performed under this agreement (this warranty being hereinafter referred to as an "Installation Warranty"). Except as expressly set forth in this paragraph, AMS does not make, and hereby disclaims, any and all representations or warranties, express or implied, with respect to the equipment or services being provided under this agreement, including but not limited to any implied warranties of merchantability, fitness for a particular purpose, satisfactory quality, against infringement, or arising from a course of dealing, usage or trade practice. AMS shall reasonably cooperate and assist Customer in enforcing any manufacturer warranties with respect to the equipment being sold to Customer under this Agreement. AMS hereby advises Customer, and Customer acknowledges that in the event Customer desires to procure from AMS any warranty protection beyond the warranty of title and the Installation Warranty provided under this Paragraph, Customer may do so by entering into a separate Service Agreement with AMS.

Manufacturer's warranty that is guaranteed is whatever is published by the manufacturer at the time of purchase.

11. Cisco Cloud services purchased from AMS.NET requires customer to accept Cisco's Universal Cloud agreement located on Cisco Systems' Website. This Universal Cloud Agreement describes the rights and responsibilities related to the Cloud Service(s) you purchase from Cisco or an Approved Source and is between you and Cisco. The Universal Cloud Agreement includes the applicable Offer Description(s) located at [www.cisco.com/go/cloudterms](http://www.cisco.com/go/cloudterms) (collectively "Agreement"). By clicking 'accept,' or using the Cloud Service, you agree to the terms of this Agreement. If you do not have authority to enter into this Agreement, or if you do not agree with its terms, do not click 'accept' and do not use the Cloud Service. If you determine that you cannot comply with the terms of this Agreement after you have paid for the Cloud Service, you may terminate your



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access to the Cloud Service for a full refund provided you do so within thirty (30) days of your purchase.

AMS.NET Tax ID: 94-3291626

C7 License: 763508

12. The final price of all labor in this quote is contingent upon the customer providing AMS.NET full site access, with keys or a dedicated escort, for a period of at least nine consecutive hours per working day. Any existing pathway being pulled through is assumed to be easily discoverable, and meeting BICSI standards, such as the fill ratio, lack of non-cabling material in the conduit, and appropriate number of LBs. Additionally, any interior wall penetrations are assumed to be drywall or a like material unless otherwise noted in the labor scope for this project. Any deviation from these assumptions may result in additional costs to the customer based on the time added to the project.

Please fax signed Quotation or Purchase Order to your AMS.NET account manager or to 925.245.6150. Full terms and conditions can be viewed on our website at [www.ams.net/services/procurement-and-financing/](http://www.ams.net/services/procurement-and-financing/)

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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



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# Section 3

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## PROJECT REFERENCES

### Project Summaries

**Name of Organization: Los Gatos Union School District**

Address: 17010 Roberts Rd., Los Gatos, CA 95032

Contact Person: Matt Mullikin

Email/Phone: mmullikin@lgusd.org, (408) 335-2378

Network & Fiber Upgrade Project

Original contract amount: \$771,000.00

Contract start date: November 2020

Final completion date: June 2021

Los Gatos Union School District leveraged the 1st round of Cares Act funding during the 2020 pandemic and partnered with AMS.NET to complete an ongoing phased network upgrade that was going to wait until the next E-Rate funding cycle. The district had decided to bring all of the students and staff back in February of 2021 but the network environment was not ready to handle to influx of additional devices and bandwidth requirements needed to properly run the business of educating student in the new world we were living in. The most important part of this project was also the most time consuming as the entire fiber optic network needed to be upgraded at all 5 of their school sites to single mode.

AMS.NET worked intimately with the district to define a project plan to get this portion of the project completed with enough time to get key components of the network in place to support 10GB a crossed the network. Once this was completed, we were able to deploy the rest of the project in a normal manner. The project consisted of IDF cabinet upgrades to support the new networking and UPS equipment along with additional Category 6 structured cabling runs to support their new wireless access point locations. Each sites network was fully upgraded with Meraki using MS355's for the access switching and both MR56 / 74's for the wireless infrastructure. The district purchased a 5-year Meraki subscription for management of the environment and for peace of mind since there would be no recurring costs until year 6.

**Name of Organization: Pleasanton Unified School District**

Address: 4750 First Street, Pleasanton, CA 94566

Contact Person: Robert Torres

Email/Phone: rtorres@pleasantonusd.net, (925) 596-9660

Network Refresh

Original contract amount: \$8,600,000.00

Contract start date: April 2020

Final completion date: March 2022

E-Rate Site Billed Entity Number (BEN)- 144214

Project was partially funded with E-Rate and the remaining covered by bond funds.

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# AMS.NET

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## PROJECT REFERENCES

### Project Summaries *(Continued)*

#### Pleasanton Unified School District *(Continued)*

##### Project Description:

- Project included district wide Cisco VOIP deployment with InformaCast paging integration. The District is currently using Cisco collaboration to connect their sites and staff. InformaCast is currently being used through IP speakers and IP phones for mass notification, emergency notification, bell schedules and 911 call tracking.
- Pleasanton Unified School District had not refreshed the switching network in over 10 years and were running a 1G backbone at all school sites. Through use of a local Bond and E-Rate year 22 funding, PUSD was able to completely update the wired network to establish a 40G LAN at each school utilizing a Brocade/Ruckus architecture. To enable the new architecture, a completely new fiber infrastructure needed to be installed to replace the existing multi-mode fiber plant. PUSD worked with AMS.NET to architect a 40G solution that had multi-rate ports in the ToR switches and PoE+ to all ports. This met the Districts 7-10 year architecture goals.
- Prior to E-Rate 23, PUSD asked AMS.NET to provide POC trials with a number of different wireless manufacturers. AMS.NET provided POC hardware and setup assistance for Ruckus and Meraki solutions. In the end, a Meraki solution was chosen by the District. AMS.NET performed extensive site walks at all of the District sites, and along with District staff determined what deployment strategy best served the District's needs. AMS.NET proposed 802.11 AX wireless access points in indoor and outdoor models, providing wireless service to all locations across every campus in the District. AMS.NET proposed to place one access point in every classroom and learning area of each site. Outdoor wireless access points were placed in locations that cover blacktops and play areas and were installed in vandal proof enclosures in order to protect the Districts investment in hardware.

#### **Name of Organization: San Rafael City Schools**

Address: 310 Nova Albion Way, San Rafael, CA 94903

Contact Person: Noel Matthias

Email/Phone: nmatthias@srcs.org, (415) 485-2321

Cisco Wired & Wireless Networking

Original contract amount: \$2,500,000.00

Contract start date: June 2018

Final completion date: Ongoing

San Rafael City Schools serve a diverse community of over 8,000 students and 700 staff users over 3 high schools, 2 middle schools, 7 elementary schools, 3 non-instructional sites. AMS.NET worked with SRCS through budget challenges to incrementally upgrade their wired and wireless network through multiple E-Rate cycles and bond funding. SRCS utilized the SPURR contract for E-Rate and the FOCUS contract for all other purchases as part of this project.

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## PROJECT REFERENCES

### Project Summaries *(Continued)*

#### San Rafael City Schools *(Continued)*

The scope of the project includes:

- Cisco C6800 core switches at both high school data centers for a fully-redundant network and data center core
- Cisco C9300 for LAN cores at each school site
- Cisco Meraki MS425 for LAN fiber aggregation
- Cisco Meraki MS390 and MS250 to provide full PoE and mGig access
- Cisco Meraki WiFi 6 indoor and outdoor APs to support 1:1 wireless

#### **Name of Organization: Tracy Unified School District**

Address: 1975 W Lowell Ave., Tracy, CA 95376

Contact Person: Tom Quiambao

Email/Phone: tquiambao@tusd.net, (209) 830-3282 ext. 1940

Networking Switching Upgrade Project

Original contract amount: \$800,000.00

Contract start date: June 2020

Final completion date: December 2020

E-Rate Site Billed Entity Number (BEN)- 144421

Tracy Unified School District was in the process of annually replacing portions of their end-of-life (EOL) switching hardware, and E-Rate 22 was the last batch of switches that needed to be replaced before the EOL date had been reached. TUSD and AMS.NET worked together to define a concise list of the remaining hardware and provided the switches and interconnect to complete the switch refresh. AMS.NET provided template configurations for each switch and assisted Tracy USD in the configuration and deployment of all hardware.

The last item that needed to be address for TUSD was the core and data center switching infrastructure. The existing core was coming to its EOL date and the District needed assistance planning for a core upgrade. One of the biggest issues faced was the cabling plant for the data center switching terminated at the core switch, and a 7 slot core switch was overloaded with connections making daily maintenance and administration very difficult.

AMS.NET proposed ToR switches in the data center with 100G uplinks to the new core switch, reducing the amount of physical connections into the new core switch by half. The core switch was replaced utilizing a smaller chassis and fewer blades to accomplish the same goal. This implementation also offered TUSD an opportunity to deploy Cisco DNA in their environment. AMS.NET worked with Cisco and TUSD to provide a base installation of Cisco DNA that will continue to grow into the future.



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## PROJECT REFERENCES

### Project Summaries *(Continued)*

#### Tracy Unified School District *(Continued)*

The scope of the project included:

- DNA Center – In keeping with the established technology roadmap, Tracy USD along with AMS.NET have begun to implement Cisco DNA Center to enable Assurance across the wired and wireless infrastructure. This is the first stage in establishing a zero-trust environment which is a primary focus and business driver within the District.
- PAN Cortex and DNS – Broadened the security fabric to include Palo Alto Networks Cortex and DNS security applications to provide best in class endpoint security and intelligence.
- Wireless - AMS.NET performed extensive site walks at District identified sites, and along with District staff determined what deployment strategy best served the District's needs. AMS.NET proposed 802.11 AX wireless access points in indoor and outdoor models, providing wireless service to all locations across every campus in the District. AMS.NET proposed to place one access point in every classroom and learning area of each site. Outdoor wireless access points were placed in locations that cover blacktops and play areas and were installed in vandal proof enclosures in order to protect the Districts investment in hardware.



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# Section 4

Celebrating More Than **25** Years

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800-893-3660



**AMS.NET**  
Technology Solution Provider

## ABOUT US

### About Us

AMS.NET is an innovative technology solution provider delivering business outcomes to organizations for more than 30 years. The company was established more than two decades ago to provide technical support to local school districts in California. Today, AMS.NET provides education, local government and businesses a comprehensive technology solution including design, implementation and support services.

With a consultative approach, consideration is taken to understanding technology requirements, existing equipment, industry, growth plan and budget. Leveraging proven and emerging technologies through leading manufacturers, AMS.NET's certified engineers' architect a solution that supports your initiatives and allows for future growth.

Prior to implementation, we can provide complete structured wiring services and post deployment, a host of managed services and maintenance plans to ensure your network and equipment are running at optimum performance.

Many financing options are available. With experience in the public sector around procurement vehicles, E-rate expertise and leasing options, we can make recommendations specific to your industry and technology solution.

Our extensive reference list is a tribute to our ability to successfully design, manage and implement technology solutions that support your initiatives. With more than 30 years of successfully providing technology solutions, you can be assured that we have the capability, experience and stability to be your trusted partner. And we'll be here for future needs!



Celebrating More Than **30** Years

Celebrating More Than **30** Years

www.ams.net  
800-893-3660



# AMS.NET

Technology Solution Provider

## AMS.NET versus the Competition

- Established proven partner in your vertical
- 120+ employees throughout the state of California
- Multi-vendor network support
- Complete architecture solutions
- Elite manufacturer partnerships– Cisco Gold Partner since 2007
- Skilled and Certified Engineers- CCIE's in networking, security, voice
- Advanced manufacturer technology specializations
- Structured cabling- C-7 Contractor and RCCD Certified
- Certified project management – PMP Certification
- Executive management accessibility regardless of the customer size





**AMS.NET**  
Technology Solution Provider

## COMPANY FACTS

### General Info

Legal Name: AMS.NET Inc.  
 Type: Delaware Corporation  
 Tax ID: 94-3291626  
 Principal Owner: Robert Tocci  
 Years in Business: 34 Years  
 Number of Employees: 150  
 Website: www.ams.net  
 Email: sales@ams.net  
 Phone: 800-893-3660/925-245-6100  
 Fax: 925-245-6150

#### Locations:

Headquarters: 502 Commerce Way, Livermore, CA 94551-7812  
 Sacramento Regional Office: 5008 Donovan Drive  
 Carmichael, CA 95608 Phone 800-893-3660  
 Central Valley Regional Office: 1155 East North Avenue, Suite 106  
 Fresno, CA 93725, Phone 559-733-1641  
 Southern California Regional Offices: 12405 East Slauson Ave, Unit K,  
 Whittier, CA 90606, Phone 800-893-3660

### License and Procurement

**DIR#:** 1000001046 Expires 6/30/25

**FCC RN:** 0012300554

**Contractor License C-7:**

763508 Expires 4/30/24

**DUNS#:** 556116234

**Microsoft MCSE's:** 1673446, 2056976

**Procurement:** E-Rate: SPIN 143005880

Merced County FOCUS Contract: #2021092

SPURR Master Contract/ PEPPM Contract

SLP Agreement- Zoom, Rubrik

**NASPO Contracts-** Cisco, HPE, Ruckus,  
 Pure Storage, Palo Alto Networks

**Cisco GSA Contract:** GS-35F-0349S, Expires 4/4/26

<b>CMAS Contracts-</b>	EMC	VMware
APC	Extron	Berk-Tek
Arecont Vision	Fortinet	Chatsworth
Aruba/HPE	HP	Corning
Avigilon	Nimble Storage	General Cable
Bosch	Palo Alto Networks	Hitachi
Samsung	Rubrik	Leviton
Hanwha Techwin	Ruckus Wireless	Ortronics
Cisco	TrippLite	Panduit
Cohesity	Veeam	Superior Essex
Eaton	Verkada	Labor

### Certifications and Specializations

Cisco Gold Certified Partner/

Cisco Meraki Partner

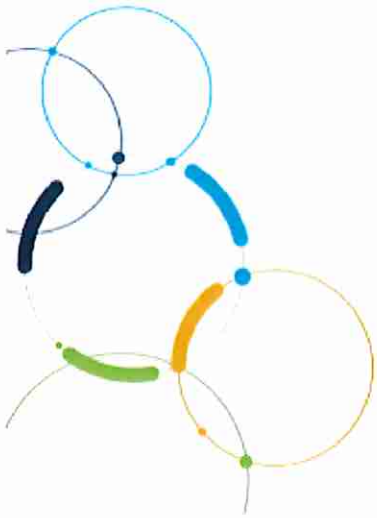
#### Cisco Specializations:

- Advanced Data Center Architecture
- Advanced Collaboration Architecture
- Advanced Security Architecture
- Advanced Enterprise Network Architecture
- Collaboration SaaS Authorization
- Customer Satisfaction Excellence
- Customer Experience Specialized

#### Partial Manufacturer List:

Aruba HPE Platinum Partner, HPE Partner, Ruckus Elite Partner, Baicells, Palo Alto Networks, Fortinet, Barracuda, Arctic Wolf, Sentinel One, Pure Storage, Wasabi, Iland, IBM, Arista Networks Cohesity, Rubrik, Veeam Silver Pro Partner, VMware Partner, Singlewire, FrontRow, Class Connection, AtlasLED, Extron, Advanced Network Devices, Avigilon, Verkada, Qognify, Ava, Openpath, SALTO Systems, Zoom, Poly, Tripp Lite, N1 Critical Technologies, APC, Panduit, General Cable, Leviton, Berk-Tek, Ortronics, Hoffman, Chatsworth, Superior Essex



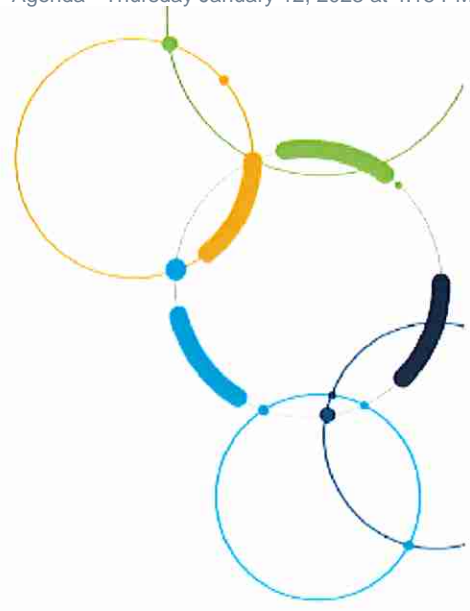


## Gold Integrator

Awarded to: **AMS.NET**

Country: **USA**

Valid Until: **January 24, 2023**



Validate this certificate by searching company name and location at  
[cisco.com/go/partnerlocator](https://cisco.com/go/partnerlocator).

Certificate generated on January 19, 2022



**AMS.NET**  
Technology Solution Provider

## CONTRACTORS C-7 INFORMATION

### C-7 Contractors Bond - *Continued*

#### Business Information

AMS.NET INC  
502 COMMERCE WAY  
LIVERMORE, CA 94550  
Business Phone Number:(925) 245-6100

**Entity** Corporation  
**Issue Date** 05/24/1999  
**Reissue Date** 04/12/2000  
**Expire Date** **04/30/2024**

#### License Status

This license is current and active.

All information below should be reviewed.

#### Classifications

[C-7 - LOW VOLTAGE SYSTEMS](#)

#### Bonding Information

##### Contractor's Bond

This license filed a Contractor's Bond with [HANOVER INSURANCE COMPANY](#).

**Bond Number:** 1031231

**Bond Amount:** \$15,000

**Effective Date:** 01/01/2016

[Contractor's Bond History](#)

##### Bond of Qualifying Individual

The qualifying individual ROBERT MICHAEL TOCCI certified that he/she owns 10 percent or more of the voting stock/membership interest of this company; therefore, the Bond of Qualifying Individual is not required.

**Effective Date:** 04/12/2000

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## CONTRACTORS C-7 INFORMATION

### C-7 Contractors License

STATE OF CALIFORNIA  
**dca**  
 DEPARTMENT OF CONSUMER AFFAIRS

CONTRACTORS  
 STATE LICENSE BOARD  
 ACTIVE LICENSE



License Number **763508**      Entity **CORP**

Business Name **AMS.NET INC**

Classification(s) **C-7**

Expiration Date **04/30/2024**      [www.cslb.ca.gov](http://www.cslb.ca.gov)



### C-7 Responsible Managing Officer

#### BOND OF QUALIFYING INDIVIDUAL

1. The Responsible Managing Officer (RMO) TOCCI ROBERT MICHAEL certified that he/she owns 10 percent or more of the voting stock/equity of the corporation. A bond of qualifying individual is **not** required.

Effective Date: 04/12/2000



**AMS.NET**  
Technology Solution Provider

## FCC RED LIGHT DISPLAY SYSTEM

### AMS.NET's FCC Red Light Display System Status

The Red Light Rule was adopted as part of the Federal Communication Commission's ongoing effort to implement the Debt Collection Improvement Act, which provides that the Commission checks to determine whether entities or individuals seeking licenses or other benefits from the FCC are delinquent in debt owed to the Commission. The Red Light Display System displays the current Green status of AMS.NET (FRN #0012300554).

#### Red Light Display System View

[FCC](#) | [Fees](#) | Red Light Display System

< [FCC Site Map](#)

Logged in as FRN: AMS.NET, Inc. (0012300554) [[Log Out](#)]

[Back](#) | [Print](#) | [Help](#)

1/10/2022 11:06 AM

#### Current Status of FRN 0012300554

**STATUS: Green**


**You have no delinquent bills which would restrict you from doing business with the FCC.**

**The Red Light Display System checks all FRNs associated with the same Taxpayer Identification Number (TIN). A green light means that there are no outstanding delinquent non-tax debts restricting business with the Commission by any FRN associated with requestor's TIN. The Red Light Display System was last updated on 01/10/2022 at 6:32 AM; it is updated once each business day at about 7 a.m., ET.**



**AMS.NET**  
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**EVIDENCE OF COVERAGE**

Client#: 443449		AMSNEINC		DATE (MM/DD/YYYY) 8/24/2022		
<b>ACORD CERTIFICATE OF LIABILITY INSURANCE</b>						
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.						
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).						
<b>PRODUCER</b> Marsh & McLennan Agency LLC Marsh & McLennan Ins Agency LLC 1340 Treat Blvd #250 Walnut Creek, CA 94597		<b>CONTACT NAME:</b> Felicia McArroy <b>PHONE (A/C No. Ext):</b> 925 482-9337 <b>FAX (A/C No.):</b> 925 482-9390 <b>E-MAIL ADDRESS:</b> Felicia.McArroy@MarshMMA.com				
<b>INSURED</b> AMS.NET, INC 502 Commerce Way Livermore, CA 94551-7812		<b>INSURER(S) AFFORDING COVERAGE</b> INSURER A: Atlantic Specialty Insurance Company      NAIC # 27154 INSURER B: Republic Indemnity Company of America      22179 INSURER C: INSURER D: INSURER E:				
<b>COVERAGES</b>		<b>CERTIFICATE NUMBER:</b>		<b>REVISION NUMBER:</b>		
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.						
INSTR LTR	TYPE OF INSURANCE	ADDL SUBR NBR	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		7110086830017	08/24/2022	08/24/2023	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Per occurrence) \$1,000,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COM/OP AGG \$2,000,000 \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED <input type="checkbox"/> AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> CompliColl: \$1,000 Ded.		7110086830017	08/24/2022	08/24/2023	COMBINED SINGLE LIMIT (Per accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED:      RETENTION \$		7110086830017	08/24/2022	08/24/2023	EACH OCCURRENCE \$15,000,000 AGGREGATE \$15,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y/N (Mandatory in N/A) If yes, describe under DESCRIPTION OF OPERATIONS below		16039219	02/01/2022	02/01/2023	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
A	Property of Others		7110086830017	08/24/2022	08/24/2023	\$100,000 Limit
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) RE: Evidence of Insurance.						
<b>CERTIFICATE HOLDER</b>			<b>CANCELLATION</b>			
Evidence of Coverage			SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.			
			AUTHORIZED REPRESENTATIVE 			
© 1988-2015 ACORD CORPORATION. All rights reserved.						
ACORD 25 (2016/03) 1 of 1		The ACORD name and logo are registered marks of ACORD		WBFZM		
#S11665038/M11664733						



**AMS.NET**  
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DEPARTMENT OF INDUSTRIAL RELATIONS

**AMS.NET’s Department of Industrial Relations**

SB 854, a budget trailer bill that was signed into law on June 20, 2014, and became effective immediately, made several significant changes to laws pertaining to the administration and enforcement of prevailing wage requirements by the Department of Industrial Relations (DIR). Among other things, SB 854 established a new public works contractor registration program to replace prior Compliance Monitoring Unit (CMU) and Labor Compliance Program (LCP) requirements for bond-funded and other specified public works projects. AMS.NET is a DIR registered contractor (DIR #1000001046).

**Department of Industrial Relations System View**



**Contractor Information**

**Legal Entity Name**  
AMS.NET, INC.  
**Legal Entity Type**  
Corporation  
**Status**  
Active  
**Registration Number**  
1000001046  
**Registration effective date**  
07/01/22  
**Registration expiration date**  
06/30/25  
**Mailing Address**  
502 COMMERCE WAY LIVERMORE 94551 CA United States of America  
**Physical Address**  
502 COMMERCE WAY LIVERMORE 94551 CA United States of America  
**Email Address**  
dmonaghan@ams.net  
**Trade Name/DBA**  
**License Number (s)**  
CSLB:763508

**Legal Entity Information**

<b>Corporation Entity Number:</b>	097642448
<b>Federal Employment Identification Number:</b>	943291626
<b>President Name:</b>	Robert Tocci
<b>Vice President Name:</b>	John Stott
<b>Treasurer Name:</b>	Diana Monaghan
<b>Secretary Name:</b>	Diana Monaghan
<b>CEO Name:</b>	
<b>Agency for Service:</b>	
<b>Agent of Service Name:</b>	Diana Monaghan
<b>Agent of Service Mailing Address:</b>	502 Commerce Way Livermore 94551 CA United States of America



**AMS.NET**  
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## SPAC FILING

### Service Provider Annual Certification (SPAC)

A service provider must submit a Service Provider Annual Certification (SPAC) (Form 473) to USAC each funding year to certify that it will comply with program rules. Below is proof captured from the SLD website.

**Purpose of Form:** Form 473 is used by the service provider each funding year to certify that it will comply with FCC rules concerning invoicing and documentation. The certifications apply to the entire funding year and are required before USAC will pay invoices. A service provider may submit one Form 473 for all Service Provider Identification Numbers (SPINs) assigned to it.

### SLD SPAC Filing Proof

SPIN	Service Provider Name	Doing Business As	Contact Name	Contact Address	Contact Phone	Form 499 Filer	SPAC Filed
143005880	AMS.NET, Inc.	AMS.NET, Inc.	Robert Tocci	502 Commerce Way, Livermore, CA 94551	925245-6100		1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022



**AMS.NET**  
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## AMS.NET E-RATE BILLING PROCESS

AMS.NET, Inc. (also to be referenced as the Service Provider) has developed processes to bill E-Rate projects that best suits their customer needs. We are set up to accommodate both SPI and BEAR billings.

SPI billings will occur on a regular basis and AMS.NET, Inc. will invoice the SLD their portion of committed amount and the customer their portion.

AMS.NET, Inc. agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from the USAC via the Form 474 Service Provider (SPI). The customer will only be responsible for paying its non-discounted share of the costs and does not intend to use the BEAR process (Form 472). The maximum percentage the customer will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a funding commitment decision letter from the SLD and submission and certification of Form 486, the customer shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the company decide that it is in the best interests of the company to file a Form 472, the customer will inform AMS.NET, Inc. of its intent.

All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the customer will only be responsible for paying its non-discounted share.

AMS.NET, Inc. will bill your company directly for a BEAR billing. Companies will pay the full amount of the invoice until all steps of the discount process below have taken place:

- A. **You must have received your FCDL (Funding Commitment Decision Letter) from the SLD / E-Rate people.**
- B. **You must file your Form 486.** [The form 486 lets the E-Rate people know that the services have begun and that they may begin paying the invoices. The SLD cannot process a payment related to a Funding Request Number (FRN) unless a properly completed Form 486 has been submitted by the Library and approved by the SLD for that FRN]
- C. **The form 486 must be approved by the SLD before AMS.NET, Inc. can apply the discount and credit your bill.** When AMS.NET, Inc. is notified by the SLD that your form 486 has been approved, AMS.NET, Inc. will credit your bill with your approved funding. It takes two billing periods for the discount to appear on your bill. Depending on timing of your 486 approval, it could be the next month or two months later that you see your discount on your AMS.NET, Inc. bill.

AMS.NET, Inc. bills the total monthly charges and the E-Rate discount which does net to the discounted amount, but we do not bill just the discounted amount. It takes two billing periods for the discounts to appear so depending on timing, it could be the next month or two months later.

**A Note regarding BEAR Forms:** Companies who prefer to pay their invoices and file BEAR forms for reimbursement – can continue to do so; however, a company cannot both file a BEAR form and request a billing discount on the same FRN in the same funding year. That is, you will either file BEAR forms for reimbursement – or – request a billing discount; but not both.





# AMS.NET

Technology Solution Provider

**800-893-3660 · [www.ams.net](http://www.ams.net)**

Corporate Headquarters - 502 Commerce Way, Livermore, CA 94551

Central Valley Regional Office- 1155 East North Ave., Suite 106, Fresno CA 93725

Sacramento Regional Office- 5008 Donovan Drive, Carmichael, CA 95608

Southern California Regional Office- 12405 East Slauson Avenue, Unit K, Whittier, CA 90606

# Coversheet

## Review of and Possible Approval of Comparable Compensation Data for Charter School Superintendents

**Section:** IX. Action Items

**Item:** A. Review of and Possible Approval of Comparable Compensation Data for Charter School Superintendents

**Purpose:**

**Submitted by:** C. Rodriguez

**Related Material:**

OMI Executive Compensation Comparability Study December 2022 - Superintendent.pdf

OMI Board Report re Executive Compensation Comparability Study.pdf

### BACKGROUND:

There are several applicable state/federal legal requirements governing the hiring of certain executive positions at charter schools. As an initial matter, the School's Board has a legal obligation to perform a comparability study regarding the compensation amounts for its executives per fairly recent IRS requirements.

### RECOMMENDATION:

To comply with these requirements, staff recommends the Board review and approve the attached comparability study regarding the Superintendent's compensation to demonstrate that the Board has determined the compensation is reasonable, prior to approving the Superintendent's contract at its meeting.

## **Governing Board of Oakland Military Institute Summary of Compensation and Benefits Survey Data for Superintendent**

**December 2022**

Prior to Board action to approve any decisions regarding executive compensation (including approval of base salary increases, incentive compensation, bonuses, etc.), the Board must first exercise due diligence (review of comparable compensation practices) to ensure compliance with IRS restrictions on excess compensation for nonprofit executives, including a charter school Superintendent. The Board's review and approval of the executive compensation must occur: initially upon hiring the executive; whenever the term of employment, if any, is renewed or extended; and whenever the officer's compensation is modified.

In reviewing the reasonableness of compensation for nonprofit executives, the IRS considers "compensation" broadly and will look at the value of salary, as well as non-fixed compensation (incentive compensation/bonuses), and benefits. If the IRS determines compensation is not reasonable, severe consequences may result.

The following is a summary of findings following review and comparison of a sampling of total compensation levels received by educational leaders in Southern California. Compensation figures are from the State Controller's Office or from the Internal Revenue Service (Form 990) for the 2020 calendar year (the most recent available). Student enrollment figures are from the California School Dashboard for the 2022 calendar year. The Superintendent of Oakland Military Institute oversees one (1) charter school in Alameda County with a total population of approximately 544 students. Based on these facts, this study compared salary packages of similarly situated public school leaders. The three (3) charter schools, one (1) public district school, and three (3) school districts surveyed in this summary have an average population of approximately 1,132 students.

Of the educational leaders sampled, the average total compensation package (base salary plus other compensation) is approximately \$289,338. The average base salary is approximately \$236,870. The range of base salary is \$183,453 to \$313,992. Salaries can range based on many factors such as experience, tenure at the school, student populations, staff size, and location of the charter school.

<b>Leadership Public Schools (Alameda and Contra Costa Counties)</b>	<b>1,609 Students</b>
Superintendent	
<b>Total Compensation Package</b>	<b>\$231,904</b>
Base Salary	\$184,065
Other Compensation (Benefits and Retirement)	\$47,839
<b>Sunol Glen Unified School District (Alameda County)</b>	<b>262 Students</b>
Superintendent/Principal	
<b>Total Compensation Package</b>	<b>\$265,898</b>
Base Salary	\$229,578
Other Compensation (Benefits and Retirement)	\$36,320
<b>Making Waves Academy (Contra Costa County)</b>	<b>1,124 Students</b>
CEO	
<b>Total Compensation Package</b>	<b>\$379,315</b>
Base Salary	\$313,992
Other Compensation (Benefits and Retirement)	\$65,323
<b>Crittenden Middle School (Santa Clara County)</b>	<b>532 Students</b>
Principal	
<b>Total Compensation Package</b>	<b>\$251,871</b>
Base Salary	\$183,453
Other Compensation (Benefits and Retirement)	\$68,418
<b>Voices College Bound (Santa Clara, Contra Costa, and San Joaquin Counties)</b>	<b>1,444 Students</b>
President/CEO	
<b>Total Compensation Package</b>	<b>\$304,961</b>
Base Salary	\$252,500
Other Compensation (Benefits and Retirement)	\$52,461
<b>Saratoga Union Elementary (Santa Clara County)</b>	<b>1,596 Students</b>
Superintendent	
<b>Total Compensation Package</b>	<b>\$295,386</b>
Base Salary	\$250,336
Other Compensation (Benefits and Retirement)	\$45,050
<b>Larkspur-Corte Madera School District (Marin County)</b>	<b>1,354 Students</b>
Superintendent	
<b>Total Compensation Package</b>	<b>\$296,029</b>
Base Salary	\$244,163
Other Compensation (Benefits and Retirement)	\$51,866

## **BOARD REPORT**

### **OAKLAND MILITARY INSTITUTE**

#### **OPEN SESSION**

#### **DECEMBER 2022**

#### **TOPIC/AGENDA ITEM:**

Executive Compensation Comparability Study

#### **ISSUES INVOLVED/FISCAL IMPLICATIONS (IF ANY):**

The California Nonprofit Integrity Act of 2004 mandates that the Board of Directors (“Board”) review comparable executive compensation packages for educational executives upon any of the following events: (1) initially upon hiring the educational executive; or (2) whenever the executive’s term of employment is renewed or extended; or (3) whenever the executive’s compensation is modified, unless the modification extends to substantially all employees in the organization (see Government Code §12586(g)).

In connection with the Board’s review of Oakland Military Institute (“OMI”) Superintendent’s employment agreement, the Board must meet this due diligence requirement by reviewing and adopting a comparability study.

This review is essential in order to protect OMI (as a corporation) and the Board from IRS sanctions for “excess benefit transactions” and to establish a rebuttable presumption that the educational executive’s compensation is reasonable. Thus, the Board must meet the criteria set out by the IRS for conducting this review prior to any of the above changes in employment occurring. This review must occur without the participation of any individuals who possesses a conflict of interest. Under the IRS regulations, any employees under the supervision of the Superintendent are automatically conflicted and must recuse themselves from any participation whatsoever in any aspect of this process.

Accordingly, staff has produced a compensation comparability study (attached) for the Board’s review.

#### **BOARD CHAIR’S RECOMMENDATION:**

Based upon the above requirements, it is my recommendation that the Board review and accept the staff report reflecting comparable compensation.

## Coversheet

### Review and Possible Approval of Fixed Term Employment Agreement for Superintendent

**Section:** IX. Action Items  
**Item:** B. Review and Possible Approval of Fixed Term Employment Agreement for Superintendent  
**Purpose:**  
**Submitted by:** Hon E.G. Brown  
**Related Material:** Draft Fixed Term Administrator Employment Agreement.pdf

#### BACKGROUND:

The new superintendent's contract with developed collaboratively between the Board Chairman and Dr. Mary E. Streshly, the current acting/advising superintendent.

#### RECOMMENDATION:

It is the recommendation of the Board Chairman, Hon. Edmund G. Brown, that the Board approve the contract to appoint Dr. Mary E. Streshly as Superintendent of Oakland Military Institute College Preparatory Institute.

**FIXED TERM EMPLOYMENT AGREEMENT**  
**Between**  
**OAKLAND MILITARY INSTITUTE & MARY STRESHLY**

This Employment Agreement (“Agreement”) is entered into by and between the above-named employee (“Employee”) and the Governing Board (“Board”) of Oakland Military Institute (“OMI”), a California public charter school approved by the Oakland Unified School District (“District”). The Board desires to hire employees who will assist the Board in achieving the goals and meeting the requirements of OMI’ charter, and in implementing OMI’ policies and procedures. The parties recognized that the provisions of the California Education Code do not govern OMI, except as expressly set forth in the Charter Schools Act of 1992 and its successors.

**RECITALS**

WHEREAS, OMI is a charter school, organized and operating pursuant to the provisions of the Charter document (“Charter”) and applicable law; and

WHEREAS, OMI is authorized pursuant to the terms of the charter to appoint and hire the Employee to assist the Board and to carry out the duties and functions as outlined in the job description attached and incorporated to this Agreement as **Attachment A**; and

WHEREAS, OMI desires to retain the services of the Employee of OMI by way of this Agreement and the Employee is qualified to perform such duties; and

WHEREAS, the Employee and OMI desire to formalize the employment relationship by way of this Agreement;

NOW, THEREFORE, in consideration of the foregoing recitals and the mutual terms and conditions contained herein, the parties hereto do agree as follows:

**AGREEMENT**

1. **TERM AND WORK SCHEDULE**

Subject to Section 12, “Termination of Contract” herein, OMI hereby employs the Employee to serve as the Superintendent for a term of three and a half (3 ½) years commencing on January 1, 2023 and ending June 30, 2026.

The Board shall meet on or before June 30, 2025 to determine whether, based on the Employee’s performance to date, the Employee’s contract shall be extended or renewed.

The Superintendent position is a full-time position exempt from overtime law. As this position is exempt from overtime, additional duties of the Employee may need to be performed outside of the work schedule on weekends, as well as before and after the regular work year or hours of the work day.

The Employee will not render services in person or by electronic means, paid or otherwise, for any other person or entity during contracted work hours with OMI.

2. **COMPENSATION**. The Employee will receive a gross base salary of \$225,000 per year, to be paid monthly, subject to all regular withholdings. The Employee’s compensation may be prorated depending on whether the Employee remains employed, or in active work status, for all

scheduled work days of the position. The Employee shall also be eligible for an annual salary increase, which shall be equal to the cost of living increase provided to OMI's certificated faculty, up to a cap of 5% of the Employee's total annual salary. As noted above, the Employee is exempt from overtime law and shall not be entitled to additional compensation for performing duties outside of the scheduled work year/day.

3. **BENEFITS.**

- a. **Health/Retirement Benefits.** At OMI's expense, the Employee shall be afforded such health and other benefits of employment as shall be granted to OMI' employees, including entitlement to participation in PERS or STRS as applicable, subject to program and eligibility requirements.
- b. **Sick Leave.** The Employee shall receive paid sick leave in the same amount that is received by OMI's certificated employees. The Employee like other certificated may carry over paid sick leave year to year for purposes of transfer or conversion to service credit at retirement and use accumulated sick leave in the event of a serious illness.
- c. **Holidays.** The Employee may take holiday days according to the calendar of holidays observed by the School annually.
- d. **Professional Development.** OMI shall pay for the Employee's membership dues in the Association of California School Administrators ("ACSA"). With approval from the Board President, OMI shall also pay for the Employee's membership in other relevant professional organizations and for the Employee's attendance at professional training sessions and conferences that enhance the Employee's performance.

4. **DUTIES.** The Employee shall perform the duties as outlined herein, directed by the Board, Board Policy or procedures, prescribed by the charters, and specified in the attached job description which is incorporated by reference as **Attachment A** to this Agreement. This description and the job duties for the Employee may be altered from time to time by the Board.

5. **WORK YEAR.** In accordance with the terms of this Agreement, the Employee shall be required to work a minimum of 220 days throughout each year. The Employee shall provide the Board a monthly calendar of school days actually worked.

6. **EVALUATION.** The Board shall evaluate the performance of the Employee at least once annually. This evaluation shall be based on the job description for the position. If applicable, the evaluation shall include recommendations as to areas of improvement in all instances where the Board deems such to be necessary or appropriate. A copy of the written evaluation shall be delivered to the Employee and she shall have the right to make an oral or written response to the evaluation. Within thirty (30) days of the delivery of the written evaluation to the Employee, the Board shall meet with the Employee to discuss the evaluation. Failure to evaluate the Employee shall not impair the Board's right to terminate this Agreement pursuant to Section 12.

7. **EXPENSE REIMBURSEMENT.** OMI shall reimburse the Employee for all documented actual and necessary expenses personally incurred within the scope of employment in accordance with applicable OMI policy and authorization.

8. **FINGERPRINTING/TB CLEARANCE.** Fingerprint clearance for the Employee will be acquired through submitting the Employee's fingerprints to the California Department of Justice. The Employee will be required to assume the cost of all fees related to the fingerprinting process and



will be required to submit evidence from a licensed physician that the Employee was found to be free from tuberculosis risk factors, or active tuberculosis if risk factors were identified. Both clearances must be in place prior to the first day of service.

9. **CHILD ABUSE AND NEGLECT REPORTING.** California Penal Code section 11166 requires any child care custodian who has knowledge of, or observes, a child in her or her professional capacity or within the scope of her or her employment whom he or she knows or reasonably suspects has been the victim of child abuse to report the known or suspected instance of child abuse to a child protective agency immediately, or as soon as practically possible, by telephone and to prepare and send a written report thereof within thirty-six (36) hours of receiving the information concerning the incident. By executing this Agreement, the Employee acknowledges he or she is a child care custodian and is certifying that he or she has knowledge of California Penal Code section 11166 and will comply with its provisions.
10. **CONFLICTS OF INTEREST.** The Employee understands that, while employed at the School, he or she will have access to confidential and proprietary information. The Employee therefore shall not maintain employment or contracts for employment, or engage in any consultant or independent contractor relationship, with any other agency or school that will in any way conflict with the Employee's employment with OMI.
11. **OUTSIDE PROFESSIONAL ACTIVITIES.** Upon obtaining prior written approval of the Board, the Employee may undertake for consideration outside professional activities, including consulting, speaking, and writing. The outside activities shall not occur during regular work hours. OMI shall in no way be responsible for any expenses attendant to the performance of such outside activities.
12. **TERMINATION OF CONTRACT**

This Agreement may be terminated by any of the following:

- a. **Termination For Cause:** The Employee may be terminated by the Board at any time for cause. In addition, Employee may be disciplined (e.g. reprimand, suspension without pay) for cause during the term of this Agreement. "Cause" shall include, but is not limited to, breach of this Agreement; misconduct or dishonest behavior; conviction of a crime involving dishonesty, breach of trust, or physical or emotional harm to any person; or the Employee's failure to satisfactorily perform her duties as set forth in this Agreement, as defined by law, or as specified in the above-mentioned and incorporated by reference job description.

The Board shall not terminate this Agreement pursuant to this paragraph until a written statement of the grounds of termination has first been served upon the Employee. The Employee shall have the right to a representative of her choice at a conference with the Board. The conference with the Board shall be the Employee's exclusive right to any hearing otherwise required by law.

- b. **Early Termination Without Cause:** The Board may unilaterally and without cause or advance notice terminate this Agreement. In consideration of the Board's right to terminate this Agreement without cause, the Board shall pay to the Employee the remainder of her salary (based upon any remaining calendared work days) for the term of this Agreement or for a period of six (6) months following the effective date of termination, whichever is less.

- c. **Death or Incapacitation of the Employee:** The death of the Employee shall terminate this Agreement and all rights entitled under this Agreement. In the event that the Employee becomes incapacitated to the extent that, in the judgment of the Board, the Employee may no longer perform the essential functions of her job with or without reasonable accommodation, as set forth in job specifications, the Board may terminate this Agreement.
  - d. **Revocation/Nonrenewal:** In the event that the OMI charters are either revoked or nonrenewed, this Agreement may be terminated by the Board upon the revocation/nonrenewal of the charter and without the need for the process outlined in Sections a or b above. However, it is the intent of the Board that the Employee shall assist with appeals and challenges to any revocation/nonrenewal or other adverse modification of charter.
13. **NON-RENEWAL/EXPIRATION OF TERM.** The Board may elect not to offer future employment agreements to the Employee at its sole discretion, without cause, and this Agreement will lapse by its own terms.
  14. **REQUIRED CONTRACT PROVISIONS.** The following provisions are required to be included in this Agreement by the California Government Code:
    - a. **Limitations on Cash Settlement.** In no case upon termination of this Agreement shall the maximum cash settlement exceed an amount equal to the monthly salary of the Employee multiplied by twelve (12).
    - b. **Required Reimbursements.** The Employee shall be required to reimburse OMI for any salary or fees received from OMI in relation to the Employee's placement on paid administrative leave pending criminal charges if the Employee is convicted of a crime involving the abuse of office/position. Regardless of the terms of this Agreement, if the Agreement is terminated, the Employee must reimburse OMI for any cash settlement received in relation to the Employee's termination if the Employee is convicted of a crime involving the abuse of office/position.
  15. **ENTIRE AGREEMENT.** This Agreement supersedes any and all other Agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereof, and no other Agreement, statement or promise related to the subject matter of this Agreement which is not contained in this Agreement shall be valid or binding.
  16. **WAIVER.** Either party to this Agreement may specifically and expressly waive, in writing, compliance by the other party thereto with any term, condition or requirements set forth in this Agreement. Either party to this Agreement may specifically and expressly waive, in writing, any breach of any term, condition or requirement of this Agreement by the other party hereto. However, in the event that either party makes or gives such a waiver, such action shall not constitute a further or continuing waiver of any preceding or succeeding breach, or requirement of compliance with, the same or any other provision or contractual requirement, unless a specific statement to the contrary is contained with such waiver. No waiver or consent shall be implied from the silence or from the failure of any party to act, except as otherwise specified in this Agreement.
  17. **JURISDICTION.** The parties hereby understand and agree that this Agreement, and the attachments hereto, have been negotiated and executed in the State of California and shall be governed by, and construed under, the laws of the State of California.

18. **AMENDMENTS.** No addition to, or modification of, any provision contained in this Agreement shall be effective unless fully set forth in writing *and* signed by the authorized representative of both of the parties hereto.
19. **INTERPRETATION AND OPPORTUNITY TO COUNSEL.** The parties hereto acknowledge and agree that each has been given an opportunity to independently review this Agreement with legal counsel. In the event of a controversy or dispute between the parties concerning the provisions herein, this document shall be interpreted according to the provisions herein and no presumption shall arise concerning the draftsman of such provision.
20. **SEVERABILITY.** If any term, provision, condition or covenant of the Agreement shall, to any extent, be held invalid or unenforceable, the remainder of the Agreement shall not be affected thereby, and each term and provision of this Agreement shall be valid and enforceable to the fullest extent provided by law.
21. **EXECUTION OF COUNTERPARTS.** This Agreement may be executed in any number of counterparts, each of which shall be deemed a duplicate original when all counterparts are executed, but all of which constitute a single instrument.
22. **SIGNATURES.** In witness therein, we affix our signatures to this Agreement with the full and complete understanding of the relationship between the parties hereto.

The Governing Board of and on Behalf of OMI

DATED: \_\_\_\_\_

By: \_\_\_\_\_  
Honorable Edmund Gerald Brown, Jr., Board Chair

DATED: \_\_\_\_\_

By: \_\_\_\_\_  
Mary Streshly, Superintendent

***This Employment Agreement is subject to ratification and approval by the Governing Board of OMI.***

## **Attachment A – Superintendent Job Description**

The Superintendent is the Chief Executive Officer of OMI. The Superintendent reports to the Board and is responsible for providing overall leadership and direction to the organization in the fulfillment of the Board policies and priorities. The Superintendent promotes the vision of the Board and is the Board’s chief advisor, overseeing the strategic and operational plans of OMI.

The title of “Superintendent” may change from time to time by action of the OMI Board. In the event this occurs, the change will be made in name alone. No changes shall be made to the duties, job description, or employee qualifications. Changing the title in this matter shall not constitute a material revision of the charter.

The Superintendent has overall day-to-day management responsibilities of the Charter School, determined by the Board as outlined in the bylaws, job specification, and job specific employment contract. The Superintendent ensures the Charter School operates in fulfillment of the mission as spelled out in the charter and in compliance with charter school law, OMI bylaws and applicable education law. The Superintendent operates with the Board and its committees to ensure the Charter School makes sound strategic decisions based on the effective use of student, program, and fiscal data. The Superintendent ensures that the Charter School maintains a focus on student achievement. The Superintendent serves as a spokesperson for OMI to further the Charter School’s prominence within the local, state, and national education and charter school communities.

Specifically, the responsibilities of the Superintendent, or his or her designee, include, but are not limited to, the following:

- Oversee the strategic and operational plans of OMI.
- Oversee the day-to-day management of OMI.
- Develop Board meeting agendas in conjunction with the Board President in compliance with the Brown Act.
- Supervise and evaluate the administrative team and oversees the certificated and classified personnel evaluation process.
- Propose policies for adoption by the Board.
- Provide comments and recommendations regarding policies presented by others to the Board.
- Communicate with legal counsel and any outside consultants.
- Stay abreast of education laws and regulations.
- Oversee all purchasing, pay warrants, requisitions, and other expenditures.
- Participate in the dispute resolution procedure and the complaint procedure when necessary.
- Establish and execute enrollment procedures.
- Oversee all necessary financial reports as required for proper ADA reporting.
- Develop and administer the budget in accordance with generally accepted accounting principles.
- Present financial reports to the Board.
- Supervise student disciplinary matters when necessary.
- Attend all Board meetings.
- Establish procedures designed to carry out Board policies.
- Oversee all responsibilities, obligations, and duties not assigned to the Board.

The Board and the Superintendent will work together to set annual goals. The Board evaluates the

Superintendent's performance at least annually.

## Coversheet

### Approve Resolution on Authorizing Use of Remote Teleconferencing Provisions (AB 361)

**Section:** IX. Action Items  
**Item:** C. Approve Resolution on Authorizing Use of Remote Teleconferencing Provisions (AB 361)  
**Purpose:**  
**Submitted by:** Carlos Rodriguez  
**Related Material:** January\_OMI\_-\_AB\_361\_Findings\_Resolution.pdf

#### BACKGROUND:

Consistent with Government code section 54953, on February 10, 2022 OMI found that meeting in person would present imminent risks to the health or safety of attendees.

At the January 12, 2023 meeting, OMI adopted Resolution 072022, to make a finding after reconsidering the state of emergency, that the current circumstances meet the requirements of AB 361 and Government Code section 54953 for the OMI Board of Directors to continue conducting meetings remotely.

#### RECOMMENDATION:

Staff recommends the Board of Directors adopt the attached resolution to continue conducting meetings remotely.



**OAKLAND MILITARY INSTITUTE  
COLLEGE PREPARATORY ACADEMY**

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**RESOLUTION OF THE  
OAKLAND MILITARY INSTITUTE COLLEGE PREPARATORY ACADEMY  
BOARD OF DIRECTORS**  
(A California Non-Profit Public Benefit Corporation)

Board Resolution No. 012023

**A Resolution Making Certain Findings Necessary to Permit Virtual Board Meetings  
Pursuant to AB 361 and Government Code Section 54953(e)**

WHEREAS, Oakland Military Institute College Preparatory Academy, a California nonprofit public benefit corporation, operates Oakland Military Institute College Preparatory Academy (collectively the “Charter School”);

WHEREAS, Assembly Bill No. 361 (“AB 361”) was signed into law on September 16, 2021, and is intended to “improve and enhance public access to . . . local agency meetings during the COVID-19 pandemic and future applicable emergencies, by allowing broader access through teleconferencing options . . .”;

WHEREAS, AB 361 permits local legislative bodies subject to the Brown Act to hold virtual meetings without needing to publish the physical locations of Board members or make those locations open to the public if there is a proclaimed state of emergency (pursuant to Section 8625 of the California Emergency Services Act) and either: (i) state or local officials have imposed or recommended measures to promote social distancing, or (ii) there is a finding that, as a result of the emergency, meeting in person “would present imminent risks to the health or safety of attendees . . .”;

WHEREAS, prior to the COVID-19 pandemic, the Charter School’s Board of Directors typically met in-person in Room C102 located at the Charter School’s campus at 3877 Lusk Street, Oakland, California 94608. Due to the pandemic Room C102 is not designed to accommodate a large number of attendees in close proximity. The maximum capacity for the room is 15-20 people.

WHEREAS, at this time, there is not available another proximate location to serve as an alternative meeting space that would present a sufficiently safe option for in-person meetings due to the ongoing COVID-19 pandemic.

NOW, THEREFORE, BE IT RESOLVED, the Charter School’s Board of Directors hereby makes the following findings:

- ❖ On March 4, 2020, the Governor of the State of California, pursuant to the California Emergency Services Act, and, in particular, Government Code Section 8625, issued a Proclamation of a State of Emergency due to conditions caused by COVID-19, and, as of the date of this resolution, the Proclamation has not been rescinded by the Governor or the Legislature. (See, COVID-19 Proclamation of State of Emergency declared March 4, 2020.)



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- ❖ As of the date of this resolution, the Alameda County Public Health Department recommends some social distancing measures under certain circumstances.
- ❖ Any in-person meeting of the Board of Directors, whether at the Charter School or other location(s) of the Board Members, could result in violations of state, local, or District health and safety protocols or other unsafe behavior by one or more attendees at an in-person Board meeting and “would present imminent risks to the health or safety of attendees” in light of COVID-19.

BE IT FURTHER RESOLVED, the intent of these findings is to (i) permit the Board to hold virtual public meetings pursuant to the Brown Act without publishing the physical locations from where the members would be joining the virtual meeting (as such meetings would otherwise be held in unsafe locations in light of COVID-19);

BE IT FURTHER RESOLVED, this Resolution is effective for thirty (30) days from the date of this Resolution.

\* \* \*

IN WITNESS THEREOF, the Charter School Board of Directors has adopted the above resolution by the following vote at a regular Board of Directors meeting this 12 day of January 2023.

AYES: \_\_\_\_\_

NOS: \_\_\_\_\_

ABSTENTIONS: \_\_\_\_\_

I, Anne Campbell Washington, am the Board Secretary of Oakland Military Institute College Preparatory Academy and I hereby certify that the foregoing is a true copy of a resolution duly and legally adopted by the Board of Directors on January 12, 2023.

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

\_\_\_\_\_  
Anne Campbell Washington, Board Secretary  
Oakland Military Institute College Preparatory Academy  
Board of Directors