



Amethod Public Schools

Special Meeting of the AMPS Board of Directors

Published on June 27, 2021 at 3:06 PM PDT

Amended on June 28, 2021 at 3:48 PM PDT

Date and Time

Tuesday June 29, 2021 at 5:00 PM PDT

Location

<https://us02web.zoom.us/j/86174674599>

This meeting will be by teleconference pursuant to Executive Orders N-25-20 and N-29-20.

The Board of Directors (Board) and employees of Amethod Public Schools shall meet via the Zoom meeting platform. Members of the public who wish to access this Board meeting may do so at:

<https://us02web.zoom.us/j/86174674599>

Participating by Telephone: 669-900-9128 Meeting ID:86174674599

Public Comment: Members of the public who wish to comment about an agenda item please send an email to lromo@amethodschools.org with your name, email address, and your zoom name (if different) and the item under which you would like to comment before the item begins. The Board Chair will call on you. Please note that comments are limited to two minutes. The Board Chair may increase or decrease the time allowed for public comment, depending upon the topic and number of persons wishing to be heard.

Access to Board Materials: A copy of the written materials which will be submitted to the School Board may be reviewed by any interested persons on the Amethod Public School's website at www.amethodschools.org along with this agenda following the posting of the agenda at least 72 hours in advance of this meeting.

Disability Access: Requests for disability-related modifications or accommodations to participate in this public meeting should be made 72 hours prior to the meeting by calling (510) 701 -2415. All efforts will be made for reasonable accommodations. The agenda and public documents can be modified upon request as required by Section 202 of the Americans with Disabilities Act.

ORDER OF BUSINESS MAY BE CHANGED WITHOUT NOTICE

Agenda

	Purpose	Presenter	Time
I. Opening Items			5:00 PM
A. Call the Meeting to Order		Peter Hanley	1 m
B. Roll Call		Luis Romo	3 m
C. Announcements		Peter Hanley	6 m
II. Closed Session (Government Code 5457.7)			5:10 PM
A. Disclosure of Items to be Discussed			
B. Public Comment on Closed Session			
C. Recess to Closed Session			
D. Student Disciplinary Action			30 m
E. Public Employee Evaluation / Discussion, Position: Chief Executive Officer (Government Code Section 54957)	Discuss		30 m
F. Reconvene from Closed Session			
III. Public/Board Comments			
IV. Consent Agenda			

	Purpose	Presenter	Time
A. Approval of Board Meeting Minutes 4/21/2021	Approve Minutes		
B. Approval of Education for Foster & Mobile Youth Policy			
The administration seeks approval of this template policy that will include each school's contact information.			
C. Approval of Visitation and Volunteer Policy	Vote		
D. Approval of Renewal Contract with Charter Safe	Vote	Andrew Wang	
E. Approval of Hybrid Classroom Audio Visual Quotes for Benito Juarez Elementary, John Henry High School and Oakland Charter Academy			

V. Business

VI. Closing Items

A. Adjourn Meeting

THE ORDER OF BUSINESS MAY BE CHANGED WITHOUT NOTICE. Notice is hereby given that the order of consideration of matters on this agenda may be changed without prior notice. **REASONABLE LIMITATIONS MAY BE PLACED ON PUBLIC TESTIMONY.** The Governing Board's presiding officer reserves the right to impose reasonable time limits on public testimony to ensure that the agenda is completed. **SPECIAL PRESENTATIONS MAY BE MADE.** Notice is hereby given that; consistent with the requirements of the Ralph Brown Open Meeting Act, special presentations not mentioned in the agenda may be made at this meeting. However, any such presentation will be for information only. **REASONABLE ACCOMMODATION WILL BE PROVIDED FOR ANY INDIVIDUAL WITH A DISABILITY.** Pursuant to the Rehabilitation Act of 1973 and the Americans with Disabilities Act of 1990, any individual with a disability who requires reasonable accommodation to attend or participate in this meeting of the Governing Board may request assistance by contacting the Amethod Public School Inc., 2101 Livingston Street Second Floor. Oakland, CA 94606; telephone, (510) 434-7017 ext.117 info@amethodschools.org. **FOR MORE INFORMATION.** For more information concerning this agenda, please contact Amethod Public Schools Main Administration, 2101 Livingston St. Second Floor. Oakland, CA 94606; telephone, (510) 436-0172 ext. 106; Email: lromo@amethodschools.org

Coversheet

Approval of Board Meeting Minutes 4/21/2021

Section: IV. Consent Agenda
Item: A. Approval of Board Meeting Minutes 4/21/2021
Purpose: Approve Minutes
Submitted by:
Related Material:
Minutes for Regular Meeting of the AMPS Board of Directors on April 21, 2021

DRAFT



Amethod Public Schools

Minutes

Regular Meeting of the AMPS Board of Directors

Date and Time

Wednesday April 21, 2021 at 6:00 PM

This meeting will be by teleconference pursuant to Executive Orders N-25-20 and N-29-20.

The Board of Directors (Board) and employees of Amethod Public Schools shall meet via the Zoom meeting platform. Members of the public who wish to access this Board meeting may do so at:

<https://us02web.zoom.us/j/81933091596>

Participating by Telephone: 669-900-9128 Meeting ID: 81933091596

Public Comment: Members of the public who wish to comment about an agenda item please send an email to lromo@amethodschools.org with your name, email address, and your zoom name (if different) and the item under which you would like to comment before the item begins. The Board Chair will call on you. Please note that comments are limited to two minutes. The Board Chair may increase or decrease the time allowed for public comment, depending upon the topic and number of persons wishing to be heard.

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ORDER OF BUSINESS MAY BE CHANGED WITHOUT NOTICE

Directors Present

E. Quiroz (remote), G. Lopez Jr. (remote), J. Azubuike (remote), M. Gonzalez (remote), P. Hanley (remote)

Directors Absent

N. Driver

Guests Present

E. Villa (remote), L. Romo (remote)

I. Opening Items

A. Call the Meeting to Order

P. Hanley called a meeting of the board of directors of Amethod Public Schools to order on Wednesday Apr 21, 2021 at 6:10 PM.

B. Roll Call

C. Announcements

Public disclosure Form 700 due by April 1st. We will pull both Item C. Attendance Policy and Item D. Approval of Student Wellness Policy from the consent agenda. They require more revisions. We will bring them back at a future meeting. The finance committee met yesterday and we will also pull item J. Approval for the Financing for the Construction Contract and we will have to schedule another meeting later this moth to approve that, it requires more time to come to a resolution.

II. Closed Session (Government Code 5457.7)

A. Disclosure of Items to be Discussed

Closed session concerning the Public Employee Appointment: CEO.

B. Public Comment on Closed Session

C.

Recess to Closed Session

- D. CONFERENCE WITH LEGAL COUNSEL--ANTICIPATED LITIGATION Significant exposure to litigation pursuant to Paragraph (2) or (3) of subdivision (d) of Section 54956.9: One case**
- E. CONFERENCE WITH LEGAL COUNSEL--ANTICIPATED LITIGATION Significant exposure to litigation pursuant to Paragraph (2) or (3) of subdivision (d) of Section 54956.9: One case**
- F. Public Employee Appointment / Discussion, Position: Chief Executive Officer (Government Code Section 54957)**

- G. Reconvene from Closed Session**

The Board took no reportable action.

III. Consent Agenda

- A. Approval of Board Meeting Minutes**

E. Quiroz made a motion to approve the consent agenda as presented.

G. Lopez Jr. seconded the motion.

Item D, Approval of Student Wellness Policy will be removed from the consent agenda.

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

- B. Approval of Amended Title IX, Harassment, Intimidation, Discrimination, and Bullying Policy**

- C. Approval of Attendance Policy**

- D. Approval of Student Wellness Policy**

- E. Approval of Parent and Family Engagement Policy**

- F. Approve Contract with Civic Innovations for assistance with Local Control and Accountability Plan (LCAP)**

- G. Approval of Charter School Facility Grant Program (SB740) Funding Application**

- H. Approve Dell Chromebook Laptop Purchase**

- I. Approve Board Resolution concerning Special Education Maintenance of Effort Allocation**

- J.**

Approve of 2021-2022 Futures Education Contract for Special Education Services and Authority of CEO to Approve Amendments for an additional \$200,000

K. Approve Contract with Measure Education

IV. Business

A. Review of Comparable Compensation Data for Charter School CEO's/Superintendents/Executive Directors

This compensation data includes an overview of CEO salaries in different markets. Information shared was compiled by EdTec.

B. Oral Report of Executive Compensation Paid to the CEO

State law requires Board Chair to indicate the CEO employment the following; base salary of \$192,500.

C. Approval of Employment Agreement for CEO

The Board and Mrs. Villa agreed on 3yr contract as the AMPS CEO.
M. Gonzalez made a motion to approve CEO Employment agreement.
E. Quiroz seconded the motion.
The board **VOTED** unanimously to approve the motion.

Roll Call

P. Hanley Aye
E. Quiroz Aye
J. Azubuike Aye
N. Driver Absent
G. Lopez Jr. Aye
M. Gonzalez Aye

D. CEO Report and School Reopening Update

This item is moved lower on the agenda to allow students and teachers to speak first.

E. Finance Update

Kelly Ellis gives her finance report.

F. Instructional Update

This month's school highlight is Oakland Charter High School. OCHS presents their art program and projects they worked on during the pandemic.

G. Approve Contract for Low Voltage Construction Work for 1450 Marina Way South Project

E. Quiroz made a motion to approve contract as presented.

G. Lopez Jr. seconded the motion.

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

V. 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 9:21 PM.

Respectfully Submitted,
P. Hanley

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Coversheet

Approval of Education for Foster & Mobile Youth Policy

Section:	IV. Consent Agenda
Item:	B. Approval of Education for Foster & Mobile Youth Policy
Purpose:	
Submitted by:	
Related Material:	Education_for_Foster_Mobile_Youth_Policy_Redline.docx 5001 Education For Foster and Mobile Youth Policy (Final).docx

EDUCATION FOR FOSTER AND MOBILE YOUTH POLICY

Board Policy Number: [INSERT]

Adopted: [INSERT]

Revised: [INSERT]

Commented [MB1]: Please update this information.

Introduction

The Governing Board of Amethod Public Schools (“AMPS” or the “Charter School”) recognizes that Foster and Mobile Youth may face significant barriers to achieving academic success due to their family circumstances, disruption to their educational program, and their emotional, social, and other health needs. To enable such students to achieve state and charter school academic standards, the Charter School shall provide them with full access to the Charter School’s educational program and implement strategies identified as required by law and necessary for the improvement of the academic achievement of foster youth in the Charter School’s local control and accountability plan (“LCAP”).

Definitions

- *“Foster youth”* means a child who has been removed from their home pursuant to California Welfare and Institutions Code section 309 and/or is the subject of a petition filed under Welfare and Institutions Code section 300 or 602. This includes children who are the subject of cases in dependency court and juvenile justice court.
- *“Former juvenile court school pupil”* means a pupil who, upon completion of the pupil’s second year of high school, transfers from a juvenile court school to the Charter School.
- *“Child of a military family”* refers to a student who resides in the household of an active duty military member.
- *“Currently Migratory Child”* refers to a child who, within the last 12-months, has moved with a parent, guardian, or other person having custody to the Charter School from another Local Educational Agency (“LEA”), either within California or from another state, so that the child or a member of the child’s immediate family might secure temporary or seasonal employment in an agricultural or fishing activity, and whose parents or guardians have been informed of the child’s eligibility for migrant education services. “Currently Migratory Child” includes a child who, without the parent/guardian, has continued to migrate annually to secure temporary or seasonal employment in an agricultural or fishing activity.
- *“Pupil participating in a newcomer program”* means a pupil who is participating in a program designed to meet the academic and transitional needs of newly arrived immigrant pupils that has as a primary objective the development of English language proficiency.
- *“Educational Rights Holder” (“ERH”)* means a parent, guardian, responsible adult appointed by a court to make educational decisions for a minor pursuant to Welfare and Institutions Code sections 319, 361 or 726, or a person holding the right to make educational decisions for the pupil pursuant to Education Code section 56055.

Commented [MB2]: ONLY for purposes of computing Local Control Funding Formula, no later than 2020-21 fiscal year, the definition of “foster youth” will include A dependent child of the court of an Indian tribe, consortium of tribes, or tribal organization who is the subject of a petition filed in the tribal court pursuant to the tribal court’s jurisdiction in accordance with the tribe’s law, provided that the child would also meet one of the descriptions in Section 300 of the Welfare and Institutions Code describing when a child may be adjudged a dependent child of the juvenile court. (Ed. Code section 42238.01(b)(4).)

- “*School of origin*” means the school that the foster youth attended when permanently housed or the school in which the foster youth was last enrolled. If the school the foster youth attended when permanently housed is different from the school in which the student was last enrolled, or if there is some other school that the foster youth attended within the immediately preceding 15 months, the Charter School liaison for foster youth, in consultation with and with the agreement of the foster youth and the ERH for the youth, shall determine, in the best interests of the foster youth, the school that shall be deemed the school of origin.
- “*Best interests*” means that, in making educational and school placement decisions for a foster youth, consideration is given to, among other factors, the opportunity to be educated in the least restrictive educational program and the foster youth’s access to academic resources, services, and extracurricular and enrichment activities that are available to all Charter School students.

Within this Policy, foster/juvenile court youth, former juvenile court school pupils, a child of a military family, a currently migratory child, and a pupil participating in the newcomer program will be referred to collectively as “Foster and Mobile Youth.”

Foster and Mobile Youth Liaison

In order to help facilitate the enrollment, placement, and transfer of Foster and Mobile Youth to the Charter School, the Governing Board shall designate a Foster and Mobile Youth liaison. The Governing Board designates the following position as the Charter School’s liaison for Foster and Mobile Youth:

[INSERT NAME/TITLE]
[INSERT CONTACT INFO]

The Foster and Mobile Youth Liaison shall be responsible for the following:

1. Ensure and facilitate the proper educational placement, enrollment in the Charter School, and checkout from the Charter School of Foster and Mobile Youth.
2. Ensure proper transfer of credits, records, and grades when Foster and Mobile Youth transfer to or from the Charter School.
3. When a foster youth is enrolling in the Charter School, the Foster and Mobile Youth Liaison shall contact the school last attended by the student within two (2) business days to obtain all academic and other records. The last school attended by the foster youth shall provide all required records to the new school regardless of any outstanding fees, fines, textbooks, or other items or moneys owed to the school last attended. When a foster youth is transferring to a new school, the Foster and Mobile Youth Liaison shall provide the student’s records to the new school within two (2) business days of receiving the new school’s request, regardless of any outstanding fees, fines, textbooks, or other items or moneys owed to the Charter School.
4. When required by law, notify the foster youth’s attorney and the appropriate representative of the county child welfare agency at least ten (10) calendar days preceding the date of the following:

Commented [MB3]: Schools are only required to assign a liaison for Foster Youth as defined above and for Homeless youth (addressed in a separate policy). However, there are many rights and procedures that need to be tracked in regards to all the youth addressed in this policy, therefore we recommend including these duties in the duties of the Foster (And highly mobile) Youth liaison, as here

Commented [MB4]: The position designated as the Foster and Mobile Youth liaison must be that of a “staff person” of the Charter School and should not be a parent or board member volunteer.

Commented [MB5]: Please insert the information for the individual that the School designates as the School Liaison for foster youth.

Commented [MB6]: Under EC 48918.1 schools *shall* notify in regards to a discretionary offense and *may* notify for a non-discretionary offense. As best practice, we recommend notifying relevant parties in for any of the following situations, whether or not the offense is discretionary.

- a. An expulsion hearing for a discretionary act under the Charter School's charter.
- b. Any meeting to extend a suspension until an expulsion decision is rendered if the decision to recommend expulsion is a discretionary act under the Charter School's charter. The foster youth's attorney and the agency representative will be invited to participate.
- c. A manifestation determination meeting prior to a change in the foster youth's placement if the change in placement is due to an act for which the recommendation for expulsion is discretionary and the student is a student with a disability under state and federal special education laws. The foster youth's attorney and the agency representative will be invited to participate.

5. As needed, make appropriate referrals to ensure that students in foster care receive necessary special education services and services under Section 504 of the federal Rehabilitation Act of 1973.

Commented [MB7]: This paragraph is not legally mandated but strongly encouraged.

6. As needed, ensure that students in foster care receive appropriate school-based services, such as counseling and health services, supplemental instruction, and after-school services.

Commented [MB8]: This paragraph is not legally mandated but strongly encouraged.

7. Develop protocols and procedures for creating awareness for Charter School staff, including but not limited to principals, deans, and attendance clerks, of the requirements for the proper enrollment, placement, and transfer of foster youth.

Commented [MB9]: Please update these titles if necessary.

8. Collaborate with the county placing agency, social services, probation officers, juvenile court officers, and other appropriate agencies to help coordinate services for the Charter School's foster youth.

Commented [MB10]: Client Note: This applies to county office of education and is thus not required of charter schools. However, we recommend such collaboration as a general best practice. EC § 42921.

9. Monitor the educational progress of foster youth and provide reports to the Chief Executive Officer or designee and the Governing Board based on indicators identified in the Charter School's local control and accountability plan.

Commented [MB11]: This should align with the School's preferred administrative designee.

Commented [MB12]: Client Note: This is not a legal requirement for charter schools but we strongly recommend it. EC §§ 42921(e)(2)(B); 52066.

This Policy does not grant the Foster and Mobile Youth Liaison authority that supersedes the authority granted under state and federal law to a parent or legal guardian retaining educational rights, a responsible person appointed by the court to represent the child pursuant to Welfare and Institutions Code sections 319, 361 or 726, a surrogate parent, or a foster parent exercising authority under Education Code section 56055. The role of the Foster and Mobile Youth Liaison is advisory with respect to placement options and determination of the school of origin.

School Stability and Enrollment

The Charter School will work with foster youth and their ERH to ensure that each foster youth is placed in the least restrictive educational programs and has access to the academic resources, services, and extracurricular and enrichment activities that are available to all students, including, but not limited to, interscholastic sports. All decisions regarding a foster youth's education and placement will be based on the best interest of the child and shall consider, among other factors, educational stability and the opportunity to be educated in the least restrictive educational setting necessary to achieve academic progress.

Foster youth, currently migratory children, and children of military families have the right to remain in their school of origin if it is their best interest. The Charter School will immediately enroll a foster youth, a currently migratory child, or child of a military family seeking reenrollment in the Charter School as their school of origin.

A foster youth, currently migratory child, or child of a military family who seeks to transfer to the Charter School will be immediately enrolled (subject to the Charter School's capacity, if the Charter School is not the student's school of origin, and pursuant to the procedures stated in the Charter School's charter and Board policy) even if the student has outstanding fees, fines, textbooks, or other items or monies due to the school last attended or is unable to meet normal enrollment documentation or school uniform requirements (e.g. producing medical records or academic records from a previous school).

At the initial detention or placement, or any subsequent change in placement, a foster youth may continue in their school of origin for the duration of the court's jurisdiction. A currently migratory child or child of a military family may continue in their school of origin as long as the student meets the definition of a currently migratory child or child of a military family as described above. Foster youth, currently migratory children, and children of military families have the right to remain in their school of origin following the termination of the court's jurisdiction or termination of the child's status as a currently migratory child or child of a military family, as follows:

1. For students in Kindergarten through eighth grade, inclusive, the student will be allowed to continue in the school of origin through the duration of the academic year in which the student's status changed.
2. For students enrolled in high school, the student will be allowed to continue in the school of origin through graduation.

If the foster youth, currently migratory child or child of a military family is transitioning between school grade levels, the youth shall be allowed to continue in the district of origin in the same attendance area to provide the youth the benefit of matriculating with their peers in accordance with the established feeder patterns of school districts. A student who is transitioning to a middle school or high school shall be allowed to enroll in the school designated for matriculation in another school district.

The Foster and Mobile Youth Liaison may, in consultation with and with the agreement of the foster youth and the ERH for the foster youth, recommend that the foster youth's right to attend the school of origin be waived and the student be enrolled in any district school that the student would otherwise be eligible to attend as a resident of the school district or in the Charter School consistent with current enrollment procedures. All decisions shall be made in accordance with the foster youth's best interests.

Prior to making any recommendation to move a foster youth from their school of origin, the Foster and Mobile Youth Liaison shall provide the foster youth and the foster youth's ERH with a written explanation of the basis for the recommendation and how the recommendation serves the foster youth's best interests.

If any dispute arises regarding a foster youth's request to remain in the Charter School as the foster youth's school of origin, the foster youth has the right to remain in the Charter School pending resolution of the dispute. The dispute shall be resolved in accordance with the existing Charter School dispute resolution process.

Commented [MB13]: Although this provision is applicable to school districts, we have left this provision in the policy because many of our charter students are transitioning between school districts and charter schools. This provision is not applicable to charter schools, but can provide guidance if a liaison has questions about whether a student has right to return to the district if that is the school of origin.

Commented [MB14]: This provision has been revised to be consistent with charter school law. Specifically, the provision applies to attendance areas for school districts, but if the charter school is not the school of origin and the student is accepted through the regular enrollment procedures, by extension this provision would likely still apply. Accordingly the following language has been added: "or in the Charter School consistent with current enrollment procedures."

Transportation

The Charter School shall not be responsible for providing transportation to allow a foster youth to attend school, unless there is an agreement with a local child welfare agency that the Charter School assumes part or all of the transportation costs in accordance with Section 6312(c)(5) of Title 20 of the United States Code, or unless required by federal law. The Charter School is not prohibited from providing transportation, at its discretion, to allow a foster youth to attend school.

In accordance with Section 6312(c)(5) of Title 20 of the United States Code, the Charter School shall collaborate with local child welfare agencies to develop and implement clear written procedures to address the transportation needs of foster youth to maintain them in their school of origin, when it is in the best interest of the youth.

For any student who has an individualized education program (“IEP”), the student’s IEP team will determine if the student requires special education transportation as a related service regardless of the student’s status.

Effect of Absences on Grades

The grades of a foster youth shall not be lowered for any absence from the Charter School that is due to either of the following circumstances:

- a. A decision by a court or placement agency to change the student’s placement, in which case the student’s grades shall be calculated as of the date the student left school.
- b. A verified court appearance or related court-ordered activity.

Transfer of Coursework and Credits

The Charter School shall accept coursework satisfactorily completed by a Foster and Mobile Youth while attending another public school¹, a juvenile court school, a charter school, a school in a country other than the United States, or a nonpublic, nonsectarian school or agency even if the student did not complete the entire course and shall issue that student full or partial credit for the coursework completed.

If the Foster and Mobile Youth did not complete the entire course, the student shall be issued partial credit for the coursework completed and shall not be required to retake the portion of the course that the student completed at another school unless the Charter School, in consultation with the student’s ERH, finds that the student is reasonably able to complete the requirements in time to graduate from high school. Whenever partial credit is issued to a Foster and Mobile Youth in any particular course, the student shall be enrolled in the same or equivalent course, if applicable, so that the student may continue and complete the entire course.

In no event shall the Charter School prevent a Foster and Mobile Youth from taking or retaking a course to meet the eligibility requirements for admission to the California State University or the University of California.

¹ For purposes of coursework completed by a student who is a child of a military family, “public school” includes schools operated by the United States Department of Defense.¹

Applicability of Graduation Requirements

To obtain a high school diploma from the Charter School, a student must complete all courses required by the Charter School and fulfill any additional graduation requirements prescribed by the Board. However, Foster and Mobile Youth who transfer to the Charter School any time after the completion of their second year of high school, and pupils participating in a newcomer program who are in their third or fourth year of high school, shall be exempt from any of the Charter School's graduation requirements that are in excess of the California minimum graduation requirements specified in Education Code section 51225.3 ("additional graduation requirements") unless the Charter School makes a finding that the student is reasonably able to complete the Charter School's graduation requirements by the end of the student's fourth year of high school.

To determine whether a Foster and Mobile Youth is in their third or fourth year of high school, either the number of credits the student has earned to the date of transfer or the length of the student's school enrollment may be used, whichever will qualify the student for the exemption. For a pupil participating in a newcomer program, enrollment in grade 11 or 12 may be used to determine whether the student is in their third or fourth year of high school.

Within thirty (30) calendar days of the date that a student who may qualify for exemption under the above requirements transfers into the Charter School, the Charter School shall notify the student, the ERH, and where applicable, the student's social worker or probation officer, of the availability of the exemption and whether the student qualifies for the exemption. If the Charter School fails to provide timely notice of the availability of the exemption, the Foster and Mobile Youth shall be eligible for the exemption from the additional graduation requirements once notified, even if that notification occurs after the termination of the court's jurisdiction over the student, if the foster youth otherwise qualifies for the exemption.

If a student is exempted from the Charter School's additional graduation requirements pursuant to this Policy and completes the statewide coursework requirements specified in Educational Code section 51225.3 before the end of their fourth year of high school and that student would otherwise be entitled to remain in attendance at the Charter School, the Charter School shall not require or request that the student graduate before the end of their fourth year of high school.

The **Chief Executive Officer** or designee shall notify a Foster and Mobile Youth and their ERH if the Charter School grants an exemption from the additional graduation requirements, how any requirements that are waived will affect the student's ability to gain admission to a postsecondary educational institution, and shall provide information about transfer opportunities available through the California Community Colleges.

A Foster and Mobile Youth who would otherwise be entitled to remain in attendance at the Charter School shall not be required to accept the exemption from additional graduation requirements or be denied enrollment in, or the ability to complete, courses for which the student is otherwise eligible, including courses necessary to attend an institution of higher education, regardless of whether those courses are required for statewide graduation requirements.

If an eligible student is not exempted from additional graduation requirements or has previously declined the exemption pursuant to this Policy, the Charter School shall exempt the student at any time if an exemption is requested by the youth and the youth qualifies for the exemption. Likewise, if the youth is

exempted, the Charter School may not revoke the exemption.

If a Foster and Mobile Youth is exempted from additional graduation requirements pursuant to this section, the exemption shall continue to apply after the termination of the court's jurisdiction over the student or after the termination of circumstances which make the Student eligible while he or she is enrolled in school or if the student transfers to another school, including a charter school, or school district.

The Charter School shall not require or request a Foster and Mobile Youth to transfer schools in order to qualify for an exemption from additional graduation requirements, and no Foster and Mobile Youth or any person acting on behalf of a Foster and Mobile Youth may request a transfer solely to qualify for an exemption from the Charter School's additional graduation requirements.

Upon making a finding that a Foster and Mobile Youth is reasonably able to complete the Charter School's graduation requirements within the student's fifth year of high school, the **Chief Executive Officer** or designee shall:

1. Inform the student and the student's ERH of the student's option to remain in school for a fifth year to complete the Charter School's graduation requirements, consistent with the laws regarding continuous enrollment and satisfactory progress for Charter School students over age 19.
2. Inform the student and the student's ERH how remaining in school for a fifth year will affect the student's ability to gain admission to a postsecondary educational institution.
3. Provide information to the student about transfer opportunities available through the California Community Colleges.
4. Upon agreement with the student or, if the student is under 18 years of age, the ERH, permit the student to stay in school for a fifth year to complete the Charter School's graduation requirements.

Commented [MB15]: This is technically not required per the language of the law, but we recommend as a best practice informing educational rights holders of such information if the student is under 18 years of age.

If a juvenile court youth satisfies the requirements for high school graduation while enrolled at a juvenile court school but has elected to decline the issuance of the diploma for the purpose of taking additional coursework, the Charter School will not prevent the juvenile court youth from enrolling in the Charter School and pursuing additional coursework if requested by the youth or by the youth's ERH.

Eligibility for Extracurricular Activities

A student who is in foster care whose residence changes pursuant to a court order or decision of a child welfare worker shall be immediately deemed to meet all residency requirements for participation in interscholastic sports or other extracurricular activities.

Waiver of Fees for Afterschool Programs

The Charter School shall not charge any student who the Charter School knows is currently in foster care any family fees associated with an After-School Education and Safety ("ASES") Program operated by the Charter School.

Student Records

When the Charter School receives a transfer request and/or student records request for the educational information and records of a foster youth from a new LEA, the Charter School shall provide these student records within **two (2) business days**. The Charter School shall compile the complete educational record of the student, including but not limited to a determination of seat time, full or partial credits earned, current classes and grades, immunization and other records, and, if applicable, a copy of the student's special education records including assessments, IEPs, and/or 504 plans. All requests for student records will be shared with the Foster and Mobile Youth Liaison, who shall be aware of the specific educational record keeping needs of Foster and Mobile Youth.

Commented [MB16]: Please be aware of this timeline, as this is faster than the standard 5 business day timeline.

In accordance with the Charter School's Educational Records and Student Information Policy, under limited circumstances, the Charter School may disclose student records or personally identifiable information contained in those records to certain requesting parties including but not limited to a foster family agency and state and local authorities within a juvenile justice system, without parental consent.

Complaints of Noncompliance

Complaints of noncompliance with this Policy shall be governed by the Charter School's Uniform Complaint Procedures. A copy of the Uniform Complaint Policy and Procedures is available upon request at the main office.

Board Policy #: [5001]
 Adopted/Ratified: [June 29, 2021]
 Revision Date: [June 29, 2021]



Education For Foster and Mobile Youth Policy

Introduction

The Governing Board of Amethod Public Schools (“AMPS” or the “Charter School”) recognizes that Foster and Mobile Youth may face significant barriers to achieving academic success due to their family circumstances, disruption to their educational program, and their emotional, social, and other health needs. To enable such students to achieve state and charter school academic standards, the Charter School shall provide them with full access to the Charter School’s educational program and implement strategies identified as required by law and necessary for the improvement of the academic achievement of foster youth in the Charter School’s local control and accountability plan (“LCAP”).

Definitions

- *“Foster youth”* means a child who has been removed from their home pursuant to California Welfare and Institutions Code section 309 and/or is the subject of a petition filed under Welfare and Institutions Code section 300 or 602. This includes children who are the subject of cases in dependency court and juvenile justice court.
- *“Former juvenile court school pupil”* means a pupil who, upon completion of the pupil’s second year of high school, transfers from a juvenile court school to the Charter School.
- *“Child of a military family”* refers to a student who resides in the household of an active duty military member.
- *“Currently Migratory Child”* refers to a child who, within the last 12-months, has moved with a parent, guardian, or other person having custody to the Charter School from another Local Educational Agency (“LEA”), either within California or from another state, so that the child or a member of the child’s immediate family might secure temporary or seasonal employment in an agricultural or fishing activity, and whose parents or guardians have been informed of the child’s eligibility for migrant education services. “Currently Migratory Child” includes a child who, without the parent/guardian, has continued to migrate annually to secure temporary or seasonal employment in an agricultural or fishing activity.
- *“Pupil participating in a newcomer program”* means a pupil who is participating in a program designed to meet the academic and transitional needs of newly arrived immigrant pupils that has as a primary objective the development of English language proficiency.
- *“Educational Rights Holder” (“ERH”)* means a parent, guardian, responsible adult appointed by a court to make educational decisions for a minor pursuant to Welfare and Institutions Code sections 319, 361 or 726, or a person holding the right to make educational decisions for the pupil pursuant to Education Code section 56055.

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- *“School of origin”* means the school that the foster youth attended when permanently housed or the school in which the foster youth was last enrolled. If the school the foster youth attended when permanently housed is different from the school in which the student was last enrolled, or if there is some other school that the foster youth attended within the immediately preceding 15 months, the Charter School liaison for foster youth, in consultation with and with the agreement of the foster youth and the ERH for the youth, shall determine, in the best interests of the foster youth, the school that shall be deemed the school of origin.
- *“Best interests”* means that, in making educational and school placement decisions for a foster youth, consideration is given to, among other factors, the opportunity to be educated in the least restrictive educational program and the foster youth’s access to academic resources, services, and extracurricular and enrichment activities that are available to all Charter School students.

Within this Policy, foster/juvenile court youth, former juvenile court school pupils, a child of a military family, a currently migratory child, and a pupil participating in the newcomer program will be referred to collectively as “Foster and Mobile Youth.”

Foster and Mobile Youth Liaison

In order to help facilitate the enrollment, placement, and transfer of Foster and Mobile Youth to the Charter School, the Governing Board shall designate a Foster and Mobile Youth liaison. The Governing Board designates the Site Director from each site as the Charter School’s liaison for Foster and Mobile Youth:

The Foster and Mobile Youth Liaison shall be responsible for the following:

1. Ensure and facilitate the proper educational placement, enrollment in the Charter School, and checkout from the Charter School of Foster and Mobile Youth.
2. Ensure proper transfer of credits, records, and grades when Foster and Mobile Youth transfer to or from the Charter School.
3. When a foster youth is enrolling in the Charter School, the Foster and Mobile Youth Liaison shall contact the school last attended by the student within two (2) business days to obtain all academic and other records. The last school attended by the foster youth shall provide all required records to the new school regardless of any outstanding fees, fines, textbooks, or other items or moneys owed to the school last attended. When a foster youth is transferring to a new school, the Foster and Mobile Youth Liaison shall provide the student’s records to the new school within two (2) business days of receiving the new school’s request, regardless of any outstanding fees, fines, textbooks, or other items or moneys owed to the Charter School.
4. When required by law, notify the foster youth’s attorney and the appropriate representative of the county child welfare agency at least ten (10) calendar days preceding the date of the

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Adopted/Ratified: [June 29, 2021]
Revision Date: [June 29, 2021]



following:

- a. An expulsion hearing for a discretionary act under the Charter School's charter.
 - b. Any meeting to extend a suspension until an expulsion decision is rendered if the decision to recommend expulsion is a discretionary act under the Charter School's charter. The foster youth's attorney and the agency representative will be invited to participate.
 - c. A manifestation determination meeting prior to a change in the foster youth's placement if the change in placement is due to an act for which the recommendation for expulsion is discretionary and the student is a student with a disability under state and federal special education laws. The foster youth's attorney and the agency representative will be invited to participate.
5. As needed, make appropriate referrals to ensure that students in foster care receive necessary special education services and services under Section 504 of the federal Rehabilitation Act of 1973.
 6. As needed, ensure that students in foster care receive appropriate school-based services, such as counseling and health services, supplemental instruction, and after-school services.
 7. Develop protocols and procedures for creating awareness for Charter School staff, including but not limited to principals, deans, and attendance clerks, of the requirements for the proper enrollment, placement, and transfer of foster youth.
 8. Collaborate with the county placing agency, social services, probation officers, juvenile court officers, and other appropriate agencies to help coordinate services for the Charter School's foster youth.
 9. Monitor the educational progress of foster youth and provide reports to the Chief Executive Officer or designee and the Governing Board based on indicators identified in the Charter School's local control and accountability plan.

This Policy does not grant the Foster and Mobile Youth Liaison authority that supersedes the authority granted under state and federal law to a parent or legal guardian retaining educational rights, a responsible person appointed by the court to represent the child pursuant to Welfare and Institutions Code sections 319, 361 or 726, a surrogate parent, or a foster parent exercising authority under Education Code section 56055. The role of the Foster and Mobile Youth Liaison is advisory with respect to placement options and determination of the school of origin.

School Stability and Enrollment

Board Policy #: [5001]
 Adopted/Ratified: [June 29, 2021]
 Revision Date: [June 29, 2021]



HONOR HARD WORK

The Charter School will work with foster youth and their ERH to ensure that each foster youth is placed in the least restrictive educational programs and has access to the academic resources, services, and extracurricular and enrichment activities that are available to all students, including, but not limited to, interscholastic sports. All decisions regarding a foster youth's education and placement will be based on the best interest of the child and shall consider, among other factors, educational stability and the opportunity to be educated in the least restrictive educational setting necessary to achieve academic progress.

Foster youth, currently migratory children, and children of military families have the right to remain in their school of origin if it is their best interest. The Charter School will immediately enroll a foster youth, a currently migratory child, or child of a military family seeking reenrollment in the Charter School as their school of origin.

A foster youth, currently migratory child, or child of a military family who seeks to transfer to the Charter School will be immediately enrolled (subject to the Charter School's capacity, if the Charter School is not the student's school of origin, and pursuant to the procedures stated in the Charter School's charter and Board policy) even if the student has outstanding fees, fines, textbooks, or other items or monies due to the school last attended or is unable to meet normal enrollment documentation or school uniform requirements (e.g. producing medical records or academic records from a previous school).

At the initial detention or placement, or any subsequent change in placement, a foster youth may continue in their school of origin for the duration of the court's jurisdiction. A currently migratory child or child of a military family may continue in their school of origin as long as the student meets the definition of a currently migratory child or child of a military family as described above. Foster youth, currently migratory children, and children of military families have the right to remain in their school of origin following the termination of the court's jurisdiction or termination of the child's status as a currently migratory child or child of a military family, as follows:

1. For students in Kindergarten through eighth grade, inclusive, the student will be allowed to continue in the school of origin through the duration of the academic year in which the student's status changed.
2. For students enrolled in high school, the student will be allowed to continue in the school of origin through graduation.

If the foster youth, currently migratory child or child of a military family is transitioning between school grade levels, the youth shall be allowed to continue in the district of origin in the same attendance area to provide the youth the benefit of matriculating with their peers in accordance with the established feeder patterns of school districts. A student who is transitioning to a middle school or high school shall be allowed to enroll in the school designated for matriculation in another school district.

The Foster and Mobile Youth Liaison may, in consultation with and with the agreement of the foster youth and the ERH for the foster youth, recommend that the foster youth's right to attend the school of origin be waived and the student be enrolled in any district school that the student would otherwise be eligible to attend as a resident of the school district or in the Charter School consistent with current enrollment procedures. All decisions shall be made in accordance with the foster youth's best interests.

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 Adopted/Ratified: [June 29, 2021]
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Prior to making any recommendation to move a foster youth from their school of origin, the Foster and Mobile Youth Liaison shall provide the foster youth and the foster youth's ERH with a written explanation of the basis for the recommendation and how the recommendation serves the foster youth's best interests.

If any dispute arises regarding a foster youth's request to remain in the Charter School as the foster youth's school of origin, the foster youth has the right to remain in the Charter School pending resolution of the dispute. The dispute shall be resolved in accordance with the existing Charter School dispute resolution process.

Transportation

The Charter School shall not be responsible for providing transportation to allow a foster youth to attend school, unless there is an agreement with a local child welfare agency that the Charter School assumes part or all of the transportation costs in accordance with Section 6312(c)(5) of Title 20 of the United States Code, or unless required by federal law. The Charter School is not prohibited from providing transportation, at its discretion, to allow a foster youth to attend school.

In accordance with Section 6312(c)(5) of Title 20 of the United States Code, the Charter School shall collaborate with local child welfare agencies to develop and implement clear written procedures to address the transportation needs of foster youth to maintain them in their school of origin, when it is in the best interest of the youth.

For any student who has an individualized education program ("IEP"), the student's IEP team will determine if the student requires special education transportation as a related service regardless of the student's status.

Effect of Absences on Grades

The grades of a foster youth shall not be lowered for any absence from the Charter School that is due to either of the following circumstances:

- a. A decision by a court or placement agency to change the student's placement, in which case the student's grades shall be calculated as of the date the student left school.
- b. A verified court appearance or related court-ordered activity.

Transfer of Coursework and Credits

The Charter School shall accept coursework satisfactorily completed by a Foster and Mobile Youth while attending another public school¹, a juvenile court school, a charter school, a school in a country

¹ For purposes of coursework completed by a student who is a child of a military family, "public school" includes schools operated by the United States Department of Defense.

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 Revision Date: [June 29, 2021]



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other than the United States, or a nonpublic, nonsectarian school or agency even if the student did not complete the entire course and shall issue that student full or partial credit for the coursework completed.

If the Foster and Mobile Youth did not complete the entire course, the student shall be issued partial credit for the coursework completed and shall not be required to retake the portion of the course that the student completed at another school unless the Charter School, in consultation with the student's ERH, finds that the student is reasonably able to complete the requirements in time to graduate from high school. Whenever partial credit is issued to a Foster and Mobile Youth in any particular course, the student shall be enrolled in the same or equivalent course, if applicable, so that the student may continue and complete the entire course.

In no event shall the Charter School prevent a Foster and Mobile Youth from taking or retaking a course to meet the eligibility requirements for admission to the California State University or the University of California.

Applicability of Graduation Requirements

To obtain a high school diploma from the Charter School, a student must complete all courses required by the Charter School and fulfill any additional graduation requirements prescribed by the Board. However, Foster and Mobile Youth who transfer to the Charter School any time after the completion of their second year of high school, and pupils participating in a newcomer program who are in their third or fourth year of high school, shall be exempt from any of the Charter School's graduation requirements that are in excess of the California minimum graduation requirements specified in Education Code section 51225.3 ("additional graduation requirements") unless the Charter School makes a finding that the student is reasonably able to complete the Charter School's graduation requirements by the end of the student's fourth year of high school.

To determine whether a Foster and Mobile Youth is in their third or fourth year of high school, either the number of credits the student has earned to the date of transfer or the length of the student's school enrollment may be used, whichever will qualify the student for the exemption. For a pupil participating in a newcomer program, enrollment in grade 11 or 12 may be used to determine whether the student is in their third or fourth year of high school.

Within thirty (30) calendar days of the date that a student who may qualify for exemption under the above requirements transfers into the Charter School, the Charter School shall notify the student, the ERH, and where applicable, the student's social worker or probation officer, of the availability of the exemption and whether the student qualifies for the exemption. If the Charter School fails to provide timely notice of the availability of the exemption, the Foster and Mobile Youth shall be eligible for the exemption from the additional graduation requirements once notified, even if that notification occurs after the termination of the court's jurisdiction over the student, if the foster youth otherwise qualifies for the exemption.

If a student is exempted from the Charter School's additional graduation requirements pursuant to this Policy and completes the statewide coursework requirements specified in Educational Code section

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51225.3 before the end of their fourth year of high school and that student would otherwise be entitled to remain in attendance at the Charter School, the Charter School shall not require or request that the student graduate before the end of their fourth year of high school.

The Chief Executive Officer or designee shall notify a Foster and Mobile Youth and their ERH if the Charter School grants an exemption from the additional graduation requirements, how any requirements that are waived will affect the student's ability to gain admission to a postsecondary educational institution, and shall provide information about transfer opportunities available through the California Community Colleges.

A Foster and Mobile Youth who would otherwise be entitled to remain in attendance at the Charter School shall not be required to accept the exemption from additional graduation requirements or be denied enrollment in, or the ability to complete, courses for which the student is otherwise eligible, including courses necessary to attend an institution of higher education, regardless of whether those courses are required for statewide graduation requirements.

If an eligible student is not exempted from additional graduation requirements or has previously declined the exemption pursuant to this Policy, the Charter School shall exempt the student at any time if an exemption is requested by the youth and the youth qualifies for the exemption. Likewise, if the youth is exempted, the Charter School may not revoke the exemption.

If a Foster and Mobile Youth is exempted from additional graduation requirements pursuant to this section, the exemption shall continue to apply after the termination of the court's jurisdiction over the student or after the termination of circumstances which make the Student eligible while he or she is enrolled in school or if the student transfers to another school, including a charter school, or school district.

The Charter School shall not require or request a Foster and Mobile Youth to transfer schools in order to qualify for an exemption from additional graduation requirements, and no Foster and Mobile Youth or any person acting on behalf of a Foster and Mobile Youth may request a transfer solely to qualify for an exemption from the Charter School's additional graduation requirements.

Upon making a finding that a Foster and Mobile Youth is reasonably able to complete the Charter School's graduation requirements within the student's fifth year of high school, the Chief Executive Officer or designee shall:

1. Inform the student and the student's ERH of the student's option to remain in school for a fifth year to complete the Charter School's graduation requirements, consistent with the laws regarding continuous enrollment and satisfactory progress for Charter School students over age 19.
2. Inform the student and the student's ERH how remaining in school for a fifth year will affect the student's ability to gain admission to a postsecondary educational institution.

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3. Provide information to the student about transfer opportunities available through the California Community Colleges.
4. Upon agreement with the student or, if the student is under 18 years of age, the ERH, permit the student to stay in school for a fifth year to complete the Charter School's graduation requirements.

If a juvenile court youth satisfies the requirements for high school graduation while enrolled at a juvenile court school but has elected to decline the issuance of the diploma for the purpose of taking additional coursework, the Charter School will not prevent the juvenile court youth from enrolling in the Charter School and pursuing additional coursework if requested by the youth or by the youth's ERH.

Eligibility for Extracurricular Activities

A student who is in foster care whose residence changes pursuant to a court order or decision of a child welfare worker shall be immediately deemed to meet all residency requirements for participation in interscholastic sports or other extracurricular activities.

Waiver of Fees for Afterschool Programs

The Charter School shall not charge any student who the Charter School knows is currently in foster care any family fees associated with an After-School Education and Safety ("ASES") Program operated by the Charter School.

Student Records

When the Charter School receives a transfer request and/or student records request for the educational information and records of a foster youth from a new LEA, the Charter School shall provide these student records within two (2) business days. The Charter School shall compile the complete educational record of the student, including but not limited to a determination of seat time, full or partial credits earned, current classes and grades, immunization and other records, and, if applicable, a copy of the student's special education records including assessments, IEPs, and/or 504 plans. All requests for student records will be shared with the Foster and Mobile Youth Liaison, who shall be aware of the specific educational record keeping needs of Foster and Mobile Youth.

In accordance with the Charter School's Educational Records and Student Information Policy, under limited circumstances, the Charter School may disclose student records or personally identifiable information contained in those records to certain requesting parties including but not limited to a foster family agency and state and local authorities within a juvenile justice system, without parental consent.

Complaints of Noncompliance

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Adopted/Ratified: [June 29, 2021]
Revision Date: [June 29, 2021]

AMPS

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Complaints of noncompliance with this Policy shall be governed by the Charter School's Uniform Complaint Procedures. A copy of the Uniform Complaint Policy and Procedures is available upon request at the main office.

Coversheet

Approval of Visitation and Volunteer Policy

Section:	IV. Consent Agenda
Item:	C. Approval of Visitation and Volunteer Policy
Purpose:	Vote
Submitted by:	
Related Material:	Visitation and Volunteer Policy Redline.docx 5028 Visitation and Volunteer Policy (Final).docx

VISITATION AND VOLUNTEER POLICY

Board Policy Number: [INSERT]

Adopted: [INSERT]

Revised: [INSERT DATE]

Commented [1]: Please update this information.

While Amethod Public School (“AMPS” or the “Charter School”) encourages parents/guardians and interested members of the community to visit the Charter School and view the educational program, AMPS also endeavors to create a safe environment for students and staff. Additionally, parents volunteering in the classroom can be extremely helpful to our teachers and valuable to our students. We thank all parents for their willingness to volunteer in this manner.

Nevertheless, to ensure the safety of students and staff as well as to minimize interruption of the instructional program, the AMPS Board of Directors has established the following procedures, to facilitate volunteering and visitations during regular school days:

Definitions

- A “*visitor*” is defined as any person seeking to enter the school building who is not an employee of the Charter School or a student currently enrolled in that building. All visitors who are not parents or guardians of a student must have a specific and educationally relevant purpose for their visit.
- A “*volunteer*” is defined as any person who voluntarily offers and provides a service to the Charter School with Charter School approval without receiving compensation.

Volunteering

Parents or guardians who are interested in volunteering in the classroom must adhere to the following guidelines:

1. Volunteers who will volunteer outside of the direct supervision of a credentialed employee shall be (1) fingerprinted and (2) receive background clearance prior to volunteering without the direct supervision of a credentialed employee.
2. A volunteer shall also have on file with AMPS a certificate showing that, upon initial volunteer assignment, the person submitted to a tuberculosis risk assessment and, if tuberculosis risk factors were identified, was examined and found to be free of infectious tuberculosis. If no risk factors are identified, an examination is not required. At the discretion of the AMPS Board of Directors, this paragraph shall not apply to a volunteer whose functions do not require frequent or prolonged contact with pupils.
3. Volunteering must be arranged with the classroom teacher and Chief Executive Officer or designee, at least forty-eight (48) hours in advance.
4. A volunteer may not volunteer in the classroom for more than three (3) hours per month.
5. Prior to volunteering in the classroom, the volunteer should communicate with the teacher to discuss the expectations for volunteering needs. Classroom volunteers are there to benefit the entire class and are not in class solely for the benefit of their own child. Classroom volunteers must follow the instructions provided by the classroom teacher or aide. Classroom rules also apply to volunteers to ensure minimal distraction to the teacher. If a volunteer is uncomfortable

Commented [2]: Client Note: A Megan's Law check is not legally required, but also might be considered in the clearance check.

Commented [3]: Please amend as necessary to align with the school's preferred admin designee.

following the direction of the teacher or aide the volunteer may leave their volunteer position for that day.

6. Information gained by volunteers regarding students (e.g. academic performance or behavior) is to be maintained in strict confidentiality. Volunteers must sign in agreement that they have read and understand and agree to follow the Family Educational Rights and Privacy Act ("FERPA") Policy.
7. Volunteers shall follow and be governed by all other guidelines indicated elsewhere in this Policy. This includes, but is not limited to, the process of registering and signing out of the campus at the main office as indicated below.
8. Volunteerism by parents is encouraged but not mandatory. Any volunteer hours are tracked for purposes of maintaining data on the parent participation at the School.
9. This Policy does not authorize AMPS to permit a parent/guardian to volunteer or visit the campus if doing so conflicts with a valid restraining order, protective order, or order for custody or visitation issued by a court of competent jurisdiction.

Commented [4]: Please ensure that the School maintains a FERPA policy. If it does not, we can assist in preparation of the policy.

Commented [5]: Eliminate if not done in practice.

Commented [6]: While not a mandatory provision, we included this language pursuant to Ed. Code 51101(d), knowing that many Schools have issues with custody and parents on campus. If this is not an issue or concern for your School, you can remove this provision.

Visitation

1. Visits during school hours should first be arranged with the teacher and Chief Executive Officer or designee, at least forty-eight (48) hours in advance. If a conference is desired, an appointment should be set with the teacher during non-instructional time, at least forty-eight (48) hours in advance. Parents/guardians seeking to visit a classroom during school hours must first obtain the approval of the classroom teacher and the Chief Executive Officer or designee.
2. All visitors (including volunteers) shall register in the Visitors Log Book and complete a Visitor's Permit in the main office immediately upon entering any school building or grounds when during regular school hours. When registering, the visitor is required to provide his/her name, address, age (if under 21), his/her purpose for entering school grounds, and proof of identity.
3. All visitors are asked to comply with current mandated and recommended health and safety protocols. Visitors (including volunteers) who demonstrate signs of a contagious disease (e.g. fever, coughing) may be denied registration. When recommended or requested by the Department of Public Health, visitors will be required to wear personal protective equipment, such as masks, and practice social distancing. AMPS reserves the right to implement additional measures for the protection of its school community, such as requiring forehead temperature checks before entry to the same extent being utilized for students and employees.
4. If the visitor is a government officer/official (including but not limited to local law enforcement officers, immigration enforcement officers, social workers, district attorneys, or U.S. attorneys) the officer/official will also be asked to produce any documentation that authorizes school access. AMPS shall make reasonable efforts to notify parents or guardians prior to permitting a student to be interviewed or searched, consistent with the law and/or any court order, warrant or instructions from the officer/official. A copy of the documentation provided by the officer and notes from the encounter may be maintained by AMPS, consistent with the law. The AMPS Board of Directors and Bureau of Children's Justice in the California Department of Justice, at BCJ@doj.ca.gov, will be timely informed regarding any attempt by a law-enforcement officer to access a school site or a student for immigration-enforcement purposes, as recommended by the Attorney General.

Commented [7]: In light of COVID measures, some schools have requested language about implementing protective measures in the event of the current or future health crisis. This language is optional.

Commented [8]: This has always been best practices, but it is now also recommended by AG following passage of AB 699.

Commented [9]: Recommended by AG, via email only.

5. For purposes of school safety and security, the **Chief Executive Officer** or designee may design a visible means of identification for visitors while on school premises.
6. Except for unusual circumstances, approved by the **Chief Executive Officer**, AMPS visits should not exceed approximately sixty (60) minutes in length and may not occur more than twice per semester.
7. While on campus, visitors are to enter and leave classrooms as quietly as possible, not converse with any student, teacher, or other instructional assistant unless permitted, and not interfere with any school activity. No electronic listening or recording device may be used in a classroom without the teacher's and **Chief Executive Officer**'s written permission.
8. Before leaving campus, the visitor shall return the Visitor's Permit and sign out of the Visitors Log Book in the main office.
9. The **Chief Executive Officer**, or designee, may refuse to register a visitor or volunteer if it is believed that the presence of the visitor or volunteer would cause a threat of disruption or physical injury to teachers, other employees, or students.
10. The **Chief Executive Officer** may direct a visitor without lawful business on campus to leave campus when the visitor's presence or acts interfere with the peaceful conduct of the activities of the school or disrupt the school or its pupils or school activities. Any visitor who is directed to leave by the **Chief Executive Officer** or designee will not be permitted to return to the Charter School campus for at least seven (7) days.
11. The **Chief Executive Officer** or designee may withdraw consent to be on campus for up to fourteen (14) days even if the visitor has a right to be on campus whenever there is reason to believe that the person has willfully disrupted or is likely to disrupt AMPS's orderly operation. Consent shall be reinstated whenever the **Chief Executive Officer** has reason to believe that the presence of the person will not constitute a substantial and material threat to the orderly operation of the School campus. The person from whom consent has been withdrawn may submit a written request for a hearing on the withdrawal within the two-week period. The written request shall state the address to which notice of hearing is to be sent. The **Executive Director** shall grant such a hearing not later than seven (7) days from the date of receipt of the request and shall immediately mail a written notice of the time, place, and date of such hearing to such person.
12. The **Chief Executive Officer** or designee may request that a visitor who has failed to register, or whose registration privileges have been denied or withdrawn, promptly leave school grounds. When a visitor is directed to leave, the **Chief Executive Officer** or designee shall inform the visitor that if the visitor reenters the school without following the posted requirements the visitor will be guilty of a misdemeanor.
13. At each entrance to the campus, signs shall be posted specifying the hours during which registration is required, stating where the office of the **Chief Executive Officer** or designee is located, and what route to take to that office, and setting forth the penalties for violation of this Policy.
14. The **Chief Executive Officer** or designee may seek the assistance of the police in managing or reporting any visitor in violation of this Policy.

Commented [10]: Cal Ed Code 49091.10 allows the governing board of school districts to set procedures for school visits, including limiting the duration of the visit. Some schools limit visits to as short as 20 minutes.

Commented [11]: The law provides no details as to what this hearing looks like and who it is before. The School can provide more details here and tailor the policy to your liking

Penalties

1. Pursuant to the California Penal Code, if a visitor does not leave after being asked or if the visitor returns without following the posted requirements after being directed to leave, the visitor will be guilty of a misdemeanor, which is punishable by a fine of up to \$500.00 (five hundred dollars) or imprisonment in the County jail for a period of up to six (6) months or both.
2. Under California Education Code section 44811, any parent, guardian, or other person whose conduct materially disrupts classwork or extracurricular activities or involves substantial disorder is guilty of a misdemeanor and is punishable, upon the first conviction, by a fine of no less than \$500.00 (five hundred dollars) and no more than \$1,000.00 (one thousand dollars) or by imprisonment in a County jail for no more than one (1) year, or both, the fine and imprisonment.
3. Disruptive conduct may lead to AMPS's pursuit of a restraining order against a visitor, which would prohibit him/her from coming onto school grounds or attending school activities for any purpose for a period of up to three (3) years.

Board Policy #: [5028]
 Adopted/Ratified: [June 29, 2021]
 Revision Date: [June 29, 2021]



Visitation and Volunteer Policy

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Nevertheless, to ensure the safety of students and staff as well as to minimize interruption of the instructional program, the AMPS Board of Directors has established the following procedures, to facilitate volunteering and visitations during regular school days:

Definitions

- A “*visitor*” is defined as any person seeking to enter the school building who is not an employee of the Charter School or a student currently enrolled in that building. All visitors who are not parents or guardians of a student must have a specific and educationally relevant purpose for their visit.
- A “*volunteer*” is defined as any person who voluntarily offers and provides a service to the Charter School with Charter School approval without receiving compensation.

Volunteering

Parents or guardians who are interested in volunteering in the classroom must adhere to the following guidelines:

1. Volunteers who will volunteer outside of the direct supervision of a credentialed employee shall be (1) fingerprinted and (2) receive background clearance prior to volunteering without the direct supervision of a credentialed employee.
2. A volunteer shall also have on file with AMPS a certificate showing that, upon initial volunteer assignment, the person submitted to a tuberculosis risk assessment and, if tuberculosis risk factors were identified, was examined and found to be free of infectious tuberculosis. If no risk factors are identified, an examination is not required. At the discretion of the AMPS Board of Directors, this paragraph shall not apply to a volunteer whose functions do not require frequent or prolonged contact with pupils.
3. Volunteering must be arranged with the classroom teacher and Site Director or designee, at least forty-eight (48) hours in advance.
4. A volunteer may not volunteer in the classroom for more than three (3) hours per month.

Board Policy #: [5028]
Adopted/Ratified: [June 29, 2021]
Revision Date: [June 29, 2021]

AMPS

HONOR HARD WORK

5. Prior to volunteering in the classroom, the volunteer should communicate with the teacher to discuss the expectations for volunteering needs. Classroom volunteers are there to benefit the entire class and are not in class solely for the benefit of their own child. Classroom volunteers must follow the instructions provided by the classroom teacher or aide. Classroom rules also apply to volunteers to ensure minimal distraction to the teacher. If a volunteer is uncomfortable following the direction of the teacher or aide the volunteer may leave their volunteer position for that day.
6. Information gained by volunteers regarding students (e.g. academic performance or behavior) is to be maintained in strict confidentiality. Volunteers must sign in agreement that they have read and understand and agree to follow the Family Educational Rights and Privacy Act ("FERPA") Policy.
7. Volunteers shall follow and be governed by all other guidelines indicated elsewhere in this Policy. This includes, but is not limited to, the process of registering and signing out of the campus at the main office as indicated below.
8. Volunteerism by parents is encouraged but not mandatory. Any volunteer hours are tracked for purposes of maintaining data on the parent participation at the School.
9. This Policy does not authorize AMPS to permit a parent/guardian to volunteer or visit the campus if doing so conflicts with a valid restraining order, protective order, or order for custody or visitation issued by a court of competent jurisdiction.

Visitation

1. Visits during school hours should first be arranged with the teacher and Site Director or designee, at least forty-eight (48) hours in advance. If a conference is desired, an appointment should be set with the teacher during non-instructional time, at least forty-eight (48) hours in advance. Parents/guardians seeking to visit a classroom during school hours must first obtain the approval of the classroom teacher and the Site Director or designee.
2. All visitors (including volunteers) shall register in the Visitors Log Book and complete a Visitor's Permit in the main office immediately upon entering any school building or grounds when during regular school hours. When registering, the visitor is required to provide his/her name, address, age (if under 21), his/her purpose for entering school grounds, and proof of identity.
3. All visitors are asked to comply with current mandated and recommended health and safety protocols. Visitors (including volunteers) who demonstrate signs of a contagious disease (e.g. fever, coughing) may be denied registration. When recommended or requested by the Department of Public Health, visitors will be required to wear personal protective equipment, such as masks, and practice social distancing. AMPS reserves the right to implement additional measures for the protection of its school community, such as requiring forehead temperature checks before entry to the same extent being utilized for students and employees.

Board Policy #: [5028]
 Adopted/Ratified: [June 29, 2021]
 Revision Date: [June 29, 2021]

AMPS

HONOR HARD WORK

4. If the visitor is a government officer/official (including but not limited to local law enforcement officers, immigration enforcement officers, social workers, district attorneys, or U.S. attorneys) the officer/official will also be asked to produce any documentation that authorizes school access. AMPS shall make reasonable efforts to notify parents or guardians prior to permitting a student to be interviewed or searched, consistent with the law and/or any court order, warrant or instructions from the officer/official. A copy of the documentation provided by the officer and notes from the encounter may be maintained by AMPS, consistent with the law. The AMPS Board of Directors and Bureau of Children's Justice in the California Department of Justice, at BCJ@doj.ca.gov, will be timely informed regarding any attempt by a law-enforcement officer to access a school site or a student for immigration-enforcement purposes, as recommended by the Attorney General.
5. For purposes of school safety and security, the Site Director or designee may design a visible means of identification for visitors while on school premises.
6. Except for unusual circumstances, approved by the Site Director, AMPS visits should not exceed approximately sixty (60) minutes in length and may not occur more than twice per semester.
7. While on campus, visitors are to enter and leave classrooms as quietly as possible, not converse with any student, teacher, or other instructional assistant unless permitted, and not interfere with any school activity. No electronic listening or recording device may be used in a classroom without the teacher's and Site Director's written permission.
8. Before leaving campus, the visitor shall return the Visitor's Permit and sign out of the Visitors Log Book in the main office.
9. The Site Director, or designee, may refuse to register a visitor or volunteer if it is believed that the presence of the visitor or volunteer would cause a threat of disruption or physical injury to teachers, other employees, or students.
10. The Site Director may direct a visitor without lawful business on campus to leave campus when the visitor's presence or acts interfere with the peaceful conduct of the activities of the school or disrupt the school or its pupils or school activities. Any visitor who is directed to leave by the Site Director or designee will not be permitted to return to the Charter School campus for at least seven (7) days.
11. The Site Director or designee may withdraw consent to be on campus for up to fourteen (14) days even if the visitor has a right to be on campus whenever there is reason to believe that the person has willfully disrupted or is likely to disrupt AMPS's orderly operation. Consent shall be reinstated whenever the Site Director has reason to believe that the presence of the person will not constitute a substantial and material threat to the orderly operation of the School campus. The person from whom consent has been withdrawn may submit a written request for a hearing on the withdrawal within the two-week period. The written request shall state the address to which notice of hearing is to be sent. The Executive Director shall grant such a hearing not later than seven (7) days from the date of receipt of the request and shall immediately mail a written notice of the time, place, and date of such hearing to such person.

Board Policy #: [5028]
Adopted/Ratified: [June 29, 2021]
Revision Date: [June 29, 2021]

AMPS

HONOR HARD WORK

12. The Site Director or designee may request that a visitor who has failed to register, or whose registration privileges have been denied or withdrawn, promptly leave school grounds. When a visitor is directed to leave, the Site or designee shall inform the visitor that if the visitor reenters the school without following the posted requirements the visitor will be guilty of a misdemeanor.
13. At each entrance to the campus, signs shall be posted specifying the hours during which registration is required, stating where the office of the Site Director or designee is located, and what route to take to that office, and setting forth the penalties for violation of this Policy.
14. The Site Director or designee may seek the assistance of the police in managing or reporting any visitor in violation of this Policy.

Penalties

1. Pursuant to the California Penal Code, if a visitor does not leave after being asked or if the visitor returns without following the posted requirements after being directed to leave, the visitor will be guilty of a misdemeanor, which is punishable by a fine of up to \$500.00 (five hundred dollars) or imprisonment in the County jail for a period of up to six (6) months or both.
2. Under California Education Code section 44811, any parent, guardian, or other person whose conduct materially disrupts classwork or extracurricular activities or involves substantial disorder is guilty of a misdemeanor and is punishable, upon the first conviction, by a fine of no less than \$500.00 (five hundred dollars) and no more than \$1,000.00 (one thousand dollars) or by imprisonment in a County jail for no more than one (1) year, or both, the fine and imprisonment.
3. Disruptive conduct may lead to AMPS's pursuit of a restraining order against a visitor, which would prohibit him/her from coming onto school grounds or attending school activities for any purpose for a period of up to three (3) years.

Coversheet

Approval of Renewal Contract with Charter Safe

Section:	IV. Consent Agenda
Item:	D. Approval of Renewal Contract with Charter Safe
Purpose:	Vote
Submitted by:	
Related Material:	ACH Form.pdf Amethod Public Schools.3249.CharterSAFEProposal2122.05-21-2021.pdf Summary of 2021 - 2022 Changes to MOC.pdf Amethod Public Schools.3249.CharterSAFEInvoice2122.pdf 2021 Executive Report.pdf Briefing Sheet - 2021-2022 CharterSafe Insurance Policy.docx



AUTHORIZATION AGREEMENT FOR PREAUTHORIZED PAYMENTS (ACH Debits)

I (we) hereby authorize **CharterSAFE** to instruct my financial institution to make my **(circle all that apply)**

Paid In Full Premium Invoice 25% Deposit Premium Invoice Monthly Premium Invoices

on the dates due from the account listed below. The authority remains in effect until *CharterSAFE* has received written notification from me of termination in time to allow reasonable opportunity to act on it, or until *CharterSAFE* has sent me written notice of termination of this agreement.

School Information

School:	Acct #:
Contact:	Title:
Email:	
Daytime Phone Number: ()	
Street Address:	
City:	State: Zip:
Signature:	Date:

Required Financial Institution Information

Name of Institution:
Account Type (<i>select one</i>): Checking Savings
Account Number:
Transit Routing Number:
<i>(see lower-left corner of your checks or call your Financial Institution)</i>

CharterSAFE
P.O. Box 969
Weimar, CA 95736
PH: (888) 901-0004/Fax: (530) 637-5701



2021-2022 Membership Proposal

Prepared for:

Amethod Public Schools

Coverage Effective:

July 01, 2021 at 12:01 AM - July 01, 2022 at 12:01 AM

California Charter Schools Joint Powers Authority
P.O. Box 969, Weimar, CA 95736
Phone: 888.901.0004 Fax: 888.901.0004
www.chartersafe.org

Issued: May 21, 2021 at 10:36 am

DISCLOSURE: This proposal is an outline of the coverages proposed by California Charter Schools Joint Powers Authority (CCSJPA) based on the information provided by the Named Member. It does not include all of the terms, coverages, exclusions, limitation and conditions of the actual contracts. The policies themselves must be read for those details. Policy forms for your reference will be made available upon request to CCSJPA. As set forth in this document, CCSJPA DBA CharterSAFE shall be referred to as CharterSAFE.

Dear Andrew,

CharterSAFE is pleased to present your membership renewal for the 2021-2022 year. Your membership includes the following:



For a more detailed listing of our member services, please contact **Bettina Hooper**, Managing Director, Member Services and Operations, at bhooper@chartersafe.org or (916) 880-3470.

All of CharterSAFE's coverage placements are with insurance companies that have a financial rating with A.M. Best of A- (Excellent), financial size category VII (\$50M policyholder surplus minimum) or higher or are placed with an approved California scholastic joint powers authority.

REQUIRED SIGNATURES:

To bind coverage, you must login to the CharterSAFE web portal at www.chartersafe.org and complete and sign the following:

1. Cyber security questions
2. Member renewal acceptance

We look forward to working with you in the 2021-2022 year!

Thank you,

The CharterSAFE Team

CharterSAFE • Protecting Schools. Promoting Safety. Customizing Insurance.

CharterSAFE

2021-2022 CLAIMS AND INCIDENT REPORTS GUIDELINES

Member schools must notify CharterSAFE by submitting an online report, as soon as practicable, of an occurrence, accident, injury, claim, or suit or of circumstances that may reasonably result in a claim or suit. A delay in reporting could mean lapse in coverage.

For your protection, claims will not be accepted by phone, email, or fax.

CLAIMS FILING PROCESS ON THE WEB PORTAL

- Go to www.chartersafe.org and log in.
- If you need to reset your login credentials, please reach out to your CharterSAFE Representative: **Dan Berry** at dberry@chartersafe.org.
- Hover over the "Claims" tab, choose "Submit a Claim" and our website will prompt you with a series of questions to help you determine the appropriate claim form to submit.
- Complete the online questions and select the "Submit" icon at the bottom. After submission, you will receive a confirmation email with information regarding next steps.

CLAIMS RESOURCES AND FORMS

- Hover over the "Claims" tab, choose "Resources and Forms" and you will find all supporting documents you might need when filing a claim or incident report, such as:
 - Student Accident Claim Packet (English and Spanish)
 - Volunteer Accident Claim Packet (English and Spanish)
 - Statement of No Insurance
 - Workers' Compensation Claim Form (DWC-1)
 - Employee Fact Sheet
 - Kaiser on the Job Clinics
 - Employee Injury Card

For any claim reporting questions, please contact **Dennis Monahan**, Managing Director, Claims, at (619) 878-6221 or email dmonahan@chartersafe.org.

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MEMBER CONTRIBUTION SUMMARY

Amethod Public Schools

Coverage Effective: July 01, 2021 at 12:01 AM - July 01, 2022 at 12:01 AM

Your CharterSAFE Insurance Program includes the following coverages:

Liability & Property Package Member Contribution

\$311,060.00

Core Liability Program

- Directors & Officers Liability
- Employment Practices Liability
- Fiduciary Liability
- General Liability
- Employee Benefits Liability
- Educator's Legal Liability
- Childhood Sexual Assault Liability
- Law Enforcement Liability
- Automobile Liability & Physical Damage

Crime

Property

Student & Volunteer Accident

Additional Program Coverages

- Pollution Liability and First Party Remediation
- Terrorism Liability and Property
- Cyber Liability

Workers' Compensation & Employer's Liability Member Contribution

\$159,585.00

Combined Member Contribution

\$470,645.00

ONE TIME COVID-19 REBATE:

\$5,883.00

Rebate will be applied either by:

1. Payment in Full - applied to your full payment due
2. Installment Plan - applied to the deposit

Total Member Contribution

\$464,762.00

(One Time COVID Rebate Applied)

Member can choose one of two payment options when accepting the proposal online

Payment in Full - \$464,762.00

Installment Plan

- Deposit (25%) - Due Now - \$111,778.00
- 9 Monthly Installments - \$39,220.00

*Refer to the CharterSAFE Invoice for details and instructions on payment by ACH Debits

Invoices shall become delinquent thirty (30) calendar days from installment due date. CharterSAFE membership, including insurance coverage, is subject to cancellation for any invoice over sixty (60) days past due.

Proposal Acceptance: Go to www.chartersafe.org and sign on to complete

1. Cyber security questions and 2. Renewal acceptance.

By signing online, I, representing the Named Member in this proposal, acknowledge that I have read the complete proposal and agree to the terms outlined within.

DISCLOSURE: This proposal is an outline of the coverages proposed by California Charter Schools Joint Powers Authority (CCSJPA) based on the information provided by the Named Member. It does not include all of the terms, coverages, exclusions, limitation and conditions of the actual contracts. The policies themselves must be read for those details. Policy forms for your reference will be made available upon request to CCSJPA. As set forth in this document, CCSJPA DBA CharterSAFE shall be referred to as CharterSAFE.

Mailing Address

2101 Livingston Street
Oakland, CA 94606

Continuity and Retroactive Dates

Directors & Officers Liability Continuity Date: 07/01/2013

Employment Practices Liability Continuity Date: 07/01/2013

Fiduciary Liability Continuity Date: 07/01/2013

Vehicles

Vehicle Type	Make	Model	Year	VIN
Van	Ford	Transit 150 XL		1FMZK1CM7KKA96329
Van	Ford	Transit 150 XL		1FMZK1CM7KKA96332
Van	Ford	Transit 150 XL		1FMZK1CM3KKA96330
Van	Ford	Transit 150 XL		1FMZK1CM5KKA96331
Van	Ford	Transit 150 XL		1FMZK1CM9KKA96333
Van	Ford	SV	2001	1FMNE31L81HB44833
Van	Ford	SW	2001	1FMNE31L11HB44835
Van	Ford	SW	2006	1FDNE31L86DA70005

EXPOSURES & LOCATIONS

Member contributions are calculated based on the following exposures:

Students/Employees/Payroll

Location Address(es)	Students	Employees	Payroll
Amethod Public Schools 2101 Livingston St. Oakland, CA 94606	0	32	\$2,401,725.00
Benito Juarez Elementary 1450 Marina Way South Richmond, CA 94804	424	54	\$2,561,508.00
Downtown Charter Academy 2000 Dennison Street Oakland, CA 94606	305	29	\$1,475,630.00
John Henry High School 1402 Marina Way South Richmond, CA 94804	341	28	\$1,313,157.00

Oakland Charter Academy 4215 Foothill Blvd Oakland, CA 94601-2203	255	26	\$1,198,000.00
Oakland Charter High School 2430 & 2433 Coolidge Ave. Oakland, CA 94601	480	48	\$2,512,785.00
Richmond Charter Academy 777 Sonoma Street Richmond, CA 94804	0	0	\$0.00
Richmond Charter Academy 1450 Marina South Way Richmond, CA 94804	263	22	\$1,126,376.00
Total:	2,068	239	\$12,589,181.00

Property Values

Location Address(es)	Building Value	Content Value	Electronic Data Processing (EDP)	Total Insured Value (TIV)
Amethod Public Schools 2101 Livingston St. Oakland, CA 94606	\$0.00	\$100,000.00	\$64,459.00	\$164,459.00
Benito Juarez Elementary 1450 Marina Way South Richmond, CA 94804	\$2,768,405.00	\$54,000.00	\$113,403.00	\$2,935,808.00
Downtown Charter Academy 2000 Dennison Street Oakland, CA 94606	\$0.00	\$30,000.00	\$55,867.00	\$85,867.00
John Henry High School 1402 Marina Way South Richmond, CA 94804	\$5,627,062.44	\$33,000.00	\$58,466.00	\$5,718,528.44
Oakland Charter Academy 4215 Foothill Blvd Oakland, CA 94601-2203	\$2,436,851.00	\$27,000.00	\$57,121.00	\$2,520,972.00
Oakland Charter High School 2430 & 2433 Coolidge Ave. Oakland, CA 94601	\$828,726.00	\$141,250.00	\$141,250.00	\$1,111,226.00
Richmond Charter Academy 777 Sonoma Street Richmond, CA 94804	\$0.00	\$25,000.00	\$0.00	\$25,000.00
Richmond Charter Academy 1450 Marina South Way Richmond, CA 94804	\$1,773,474.00	\$26,000.00	\$99,838.00	\$1,899,312.00
Total:	\$13,434,518.44	\$436,250.00	\$590,404.00	\$14,461,172.44

CORE LIABILITY PROGRAM

Core Liability Program Coverage Limits: **\$5,000,000** Per Member Aggregate

The Core Liability Program Breaks Down As Follows:

Directors & Officers, Employment Practices, and Fiduciary Liability

Coverages	Limits	Deductibles
Directors & Officers and Company Liability	\$5,000,000 per claim and member aggregate	Varies*
Employment Practices Liability	\$5,000,000 per claim and member aggregate	Varies**
Fiduciary Liability	\$1,000,000 per claim and member aggregate	Varies*

Reporting: Claims must be reported to CharterSAFE within 60 days after policy expiration. Coverage is provided on a claims-made basis.

*Subject to Named Member's claim experience beginning five years prior to the inception of the period of coverage up to the date of loss. One or more claims on your loss history will increase the deductible.

Directors and Officers Liability & Fiduciary Liability Deductibles:

0 Prior Claims:	\$15,000.00 per occurrence
1 Prior Claim:	\$25,000.00 per occurrence
2 Prior Claims:	\$50,000.00 per occurrence
3 or more Prior Claims:	\$100,000.00 per occurrence

**Subject to Named Member's claim experience beginning five years prior to the inception of the period of coverage up to the date of loss. One or more claims on your loss history will increase the deductible.

Employment Practices Liability Deductibles:

0-1 Prior Claims:	\$15,000.00 per occurrence
2 Prior Claims:	\$25,000.00 per occurrence
3 Prior Claims:	\$50,000.00 per occurrence
4 or more Prior Claims:	\$100,000.00 per occurrence

General Liability

Coverages	Limits	Deductibles
Bodily Injury Property Damage	\$5,000,000 per occurrence and member aggregate	\$500 per occurrence for bodily injury arising out of participation in a school sponsored <i>High-Risk Activity</i> *
Premises Medical Payment	\$10,000 per person \$50,000 per occurrence	\$0
Products and Completed Operations	\$5,000,000 per occurrence and member aggregate	\$0
Armed Assailant Sublimit	\$100,000 per occurrence and aggregate	\$0
COVID-19 Defense Cost and Premises Medical Payment for bodily injury arising out of the administration and/or supervision of on-site rapid testing of COVID-19	\$100,000 per occurrence and aggregate \$2,000,000 CharterSAFE's member combined annual aggregate	Varies**
*A list of <i>High-Risk Activities</i> is available at www.chartersafe.org or you may contact Dan Berry (dberry@chartersafe.org / (916) 880-3469).		
** \$0 deductible with signed acknowledgement of consent; \$2,500 deductible without signed acknowledgement		

Employee Benefits Liability

Coverages	Limits	Deductibles
Employee Benefits Liability	\$5,000,000 per occurrence and member aggregate	\$0

Educator's Legal Liability

Coverages	Limits	Deductibles
Educator's Legal Liability	\$5,000,000 per occurrence and member aggregate	\$2,500 per occurrence
Special Education Program Legal Expense Coverage - Reimbursement Sublimit	\$50,000 per occurrence/ aggregate reimbursement sublimit \$5,000,000 CharterSAFE Members' Combined Annual Aggregate	\$7,500 per occurrence

Childhood Sexual Assault Liability

Coverages	Limits	Deductibles
Childhood Sexual Assault Liability	\$5,000,000 per claim and member aggregate	\$0 if school completes training requirement \$100,000 if school did not complete training requirement
Reporting: Claims must be reported to CharterSAFE within 60 days after policy expiration. Coverage is provided on a claims-made basis.		
Training Mandate Childhood Sexual Assault Prevention Training by CharterSAFE is available under the CharterSAFE Learning Center and is REQUIRED to be completed by 90% or more of staff within 90 days of coverage renewal. New employees are required to complete the training within 6 weeks of employment.		

Law Enforcement Activities Liability

Coverages	Limits	Deductibles
Law Enforcement Activities Liability	\$5,000,000 per occurrence and member aggregate	\$0

Automobile

Coverages	Limits	Deductibles
Auto Liability, including autos scheduled with CharterSAFE, non-owned autos, and hired autos	\$5,000,000 per occurrence and member aggregate	\$0
Auto Physical Damage*	\$1,000,000 per occurrence and member aggregate	\$500 per occurrence for Hired Auto Physical Damage
*Auto Physical Damage described herein for hired automobiles is secondary to any/all rental coverage offered by the rental company(ies). CharterSAFE strongly advises our members to purchase auto physical damage when renting vehicles.		

Excess Liability - SELF

Coverage Provided by:	Schools Excess Liability Fund (SELF)
Coverage:	Excess Liability with separate Memorandum of Coverage with separate terms, conditions, and exclusions.
Limits:	\$50,000,000 per occurrence/claim and member aggregate as outlined by the SELF Memorandum of Coverage. This coverage is excess of the \$5M limits above to total a limit of \$55M.

CharterSAFE is a single member of SELF, a nonprofit scholastic JPA in California, for excess liability coverage. Please note that SELF is a separate entity from CharterSAFE and carries a separate Memorandum of Coverage with different limits, terms, conditions and exclusions. You can access SELF JPA's information at www.selfjpa.org.

Employment Practices Liability coverage within the SELF layer includes ONLY these three types: wrongful termination, discrimination, and/or sexual harassment.

CRIME

Coverages	Limits	Deductibles
Money and Securities Forgery or Alteration Employee Dishonesty Computer and Funds Transfer Fraud	\$1,000,000 per occurrence and member aggregate	Varies*

*Subject to Named Member's claim experience beginning five years prior to the inception of the period of coverage up to the date of loss. One or more claims on your loss history will increase the deductible.

0 Prior Claims:	\$500.00 per occurrence
1 Prior Claim:	\$5,000.00 per occurrence
2 Prior Claims:	\$10,000.00 per occurrence
3 or more Prior Claims:	\$20,000.00 per occurrence

PROPERTY

Perils Include: Direct Physical Loss subject to all the terms, conditions, and exclusions established in the applicable policy(ies)

Valuation: Replacement Cost as scheduled with CharterSAFE, see "Exposures & Locations" section

Coverages	Limits	Deductibles
Property	As scheduled with CharterSAFE subject to the maximum limit of \$100,000,000 per occurrence. See "Exposures & Locations" section for scheduled limits.	\$1,000 per occurrence
Boiler & Machinery / Equipment Breakdown	As scheduled with CharterSAFE subject to the maximum limit of \$100,000,000 per occurrence. See "Exposures & Locations" section for scheduled limits.	\$1,000 per occurrence
Business Interruption	\$10,000,000 per occurrence	\$1,000 per occurrence
Extra Expense	\$10,000,000 per occurrence	\$1,000 per occurrence
Causes of Loss: 1. Water Damage 2. Wildfire	As scheduled with CharterSAFE subject to the maximum limit of \$100,000,000 per occurrence. See "Exposures & Locations" section for scheduled limits.	Varies*

*Subject to Named Member's claim experience beginning five years prior to the inception of the period of coverage up to the date of loss. One or more claims on your loss history will increase the deductible. Refer to the Memorandum of Coverage (MOC) for the detailed tiered deductibles.

0 Prior Claims: \$1,000.00 per occurrence
1 Prior Claim: \$5,000.00 per occurrence
2 Prior Claims: \$10,000.00 per occurrence
3 or more Prior Claims: \$20,000.00 per occurrence

PLEASE NOTE:

Renovation and construction projects valued over \$200,000 in hard and soft costs are not covered unless specifically endorsed onto the policy. If you have a renovation/construction project valued over \$200,000 in hard and soft costs, please contact your CharterSAFE Representative: **Dan Berry** at dberry@chartersafe.org. CharterSAFE is able to endorse builder's risk coverage for renovation projects up to \$10,000,000 onto your policy. Additional premium would apply.

If you are interested in a separate policy for flood and/or earthquake coverage, please contact **Alex Ulrich** (Alex.Ulrich@ajg.com/ 949-349-9825).

STUDENT AND VOLUNTEER ACCIDENT

Coverages	Limits	Deductibles
Student Accident	\$50,000 per injury/accident 104 Week benefit period	\$500 per injury/accident for <i>High-Risk Activities</i> *
Volunteer Accident	\$25,000 per injury/accident 104 Week benefit period	\$500 per injury/accident for <i>High-Risk Activities</i> *
*A list of <i>High-Risk Activities</i> is available at www.chartersafe.org or you may contact Dan Berry (dberry@chartersafe.org / (916) 880-3469).		

Terms & Conditions:

- Coverage is provided on an excess basis, but would become primary should the student not have health insurance.
- Claim submission deadline: 90 days after the Covered Accident.

Optional Catastrophic Student Accident Coverage:

If interested in obtaining higher limits with or without sports included, please contact:

Gallagher
18201 Von Karman Avenue, Suite #200
Irvine, CA 92612

Alex Ulrich
Client Service Manager
Alex_Ulrich@aig.com
949-349-9825

ADDITIONAL PROGRAM COVERAGES

Pollution Liability And First Party Remediation

Pollution Liability and First Party Remediation	\$1,000,000 per pollution condition or indoor environmental condition and aggregate \$5,000,000 CharterSAFE Members' Combined Annual Aggregate	\$10,000 per occurrence
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Reporting:

Claim must be reported to CharterSAFE within 60 days after policy expiration.
Coverage is provided on a claims-made basis.

Terrorism Liability

Coverages	Limits	Deductibles
Terrorism Liability	\$5,000,000 per occurrence and CharterSAFE Members' Combined Annual Aggregate	\$0

Reporting:

Claim must be reported to CharterSAFE within 60 days after policy expiration.
Coverage is provided on a claims-made basis.

Terrorism Property

Coverages	Limits	Deductibles
Terrorism Property	As scheduled with CharterSAFE subject to the maximum limit of \$20,000,000 per occurrence. See "Exposures & Locations" section for schedule limits.	\$1,000 per occurrence

Cyber Liability

Every member will have some level of coverage; if you have the below security measures in place, you will get a higher coverage limit.

1. Multi-Factor Authentication (MFA) for all remote access to your networks/systems by employees and contractors
2. Data backed up daily and is segmented/segrated from the network and only accessible via separate credentials
3. Endpoint Detection and Response (EDR) system deployed on all network endpoints

Coverages	Limits	Deductibles
Cyber Liability	\$1,000,000 per claim and aggregate \$5,000,000 CharterSAFE Members' Combined Annual Aggregate	\$10,000 per claim

Reporting:

Claim must be reported to CharterSAFE within 60 days after policy expiration.
Coverage is provided on a claims-made basis.

Requirement for Coverage to be in effect:

Completed cyber application.

WORKERS' COMPENSATION & EMPLOYER'S LIABILITY

Coverages	Limits	Deductibles
Workers' Compensation	Statutory	\$0
Employer's Liability	\$5,000,000 per Accident \$5,000,000 by Disease per Employee \$5,000,000 by Disease Policy Limit	\$0

Auditable:

The estimated payroll figure will be audited at the end of each coverage period. CharterSAFE will request copies of the 941 Federal Quarterly Reporting Forms on a quarterly basis to verify the payroll figure. If the estimated payroll figure has been overestimated, a refund will be issued. If the estimated payroll figure has been underestimated, an invoice for the additional amount due will be issued.



888.901.0004 // chartersafe.org

2021-2021 Changes to Memorandum of Coverage (MOC)

Please refer to the 2021-2022 Memorandum of Coverage for a complete description of all coverages.

MOC Section	MOC UPDATE	IMPACT
Section I - General Liability	Sublimit for COVID-19 Defense Cost and premises medical payment for bodily injury arising out of the administration and/or supervision of on-site rapid testing has been added	Additional coverage for members who may be considering on site rapid testing of students, staff, or visitors. Limits have been increased from \$50,000 to \$100,000.
Section III - Educator's Legal Liability	Amended: "Individualized Education Program Legal Expenses" has been changed to "Special Education Program Legal Expenses Coverage" -added \$5M CharterSAFE members' combined annual aggregate for special education program legal expense coverage sublimit	Change in the definition to Special Education broadens coverage. The addition of \$5M combined member aggregate is a generous limit which provides flexibility for our members for response to potential future class action lawsuits arising out of special education.
Section IV - Childhood Sexual Assault Liability	Amended: Section title change from "Sexual Abuse Liability" to "Childhood Sexual Assault Liability" Coverage changed from Occurrence to CLAIMS-MADE	In alignment with the broader definition of sexual assault under AB218, CharterSAFE changed our coverage from "sexual abuse" to "sexual assault" to better protect your school. We also changed from an occurrence to claims-made policy which allowed us to offer comprehensive coverage at a reasonable cost.
Section VI - Automobile Liability	Amended: - Vehicles leased over 6 months will be considered "scheduled autos"	Vehicles that are leased over 6 months will be considered a scheduled vehicle. Previously all leased vehicles had a \$500 deductible. This change results in a \$500 deductible savings for leased vehicles over 6 months.
Section VIII - D&O, EPL, Fiduciary	Amended Deductibles Employment Practices Liability (EPL) - EPL Categories and tiers: 1. Up to 150 employees: 0 claim / 1 claim / 2 claims/ 3+ claims 2. 150-300 employees: 0-1 claim / 2 claim / 3 claims/ 4+ claims 3. 300+ employees: 0-1 claim / 2-3 claim / 4 claims/ 5+ claims	In response to member concerns, deductibles have been modified to align with the size and number of claims of each member. For example, a member with 300 employees has more chances of getting an EPLI claim than a member with 150 employees. The tiered deductibles is more fair to all members.
Section XI - Student Accident Section I - General Liability	Amended: Sailing has been added as a high risk activity	Sailing is now considered high risk and subject to a \$500 deductible

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California Charter Schools Joint Powers Authority • A Nonprofit

CharterSAFE

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INVOICE

Invoice Date: May 21, 2021

Account Number: 3249

INSURED: **Amethod Public Schools**

CONTACT: Andrew Wang

ADDRESS: 2101 Livingston Street
Oakland, CA 94606

Member Contribution for Policy Year 2021-2022

Combined Member Contribution	\$470,645.00
One Time COVID-19 Rebate	\$5,883.00
Total Member Contribution	\$464,762.00

(Choose one option)	Amount	Use ACH	Due Date
<input type="checkbox"/> Payment in Full	\$464,762.00	<input type="checkbox"/>	Due Now

☐ **Installment Plan:**

Deposit (25%)	\$111,778.00	<input type="checkbox"/>	Due Now
Monthly Installment	\$39,220.00	<input type="checkbox"/>	August 01, 2021

9 installments due the 1st of every month

ACH PAYMENT OPTION!

See attached ACH form if you wish to take advantage of this payment option for Payment in Full, 25% Deposit, Monthly Installment or both 25% Deposit and Monthly Installment payments.

Please Remit All Payments To:

CharterSAFE
P.O. Box 969
Weimar, CA 95736

Questions/Comments:

Whitney Delano
Director of Operations and
Communications
Email: wdelano@chartersafe.org

Payment in Full or 25% Deposit are due at the time the proposal is accepted by signing and submitting Member Contribution Summary page of this proposal. CharterSAFE membership, including insurance coverage, is subject to cancellation for any invoice over sixty (60) days past due.



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EXECUTIVE REPORT

May 2021

ABOUT CHARTERSAFE

CharterSAFE's mission is to provide our charter school members with a strong understanding of school hazards and approach to risk management. As a result, we believe that a safe and secure learning environment allows member schools to focus on and dedicate its resources toward empowering students through education. We serve leaders of the charter community who are in need of a comprehensive insurance program and hands-on proactive risk and claim management services to help keep their schools safe.

We are a nonprofit Joint Powers Authority (JPA) solely dedicated to protecting independent charter schools in California by providing expertise in group insurance, safety, risk management, and human resource consulting. Owned by our members, CharterSAFE is led by a staff of experts and overseen by a board of directors made up of school leaders.

Board of Directors

William Covington III, CBO, Birmingham Community Charter High School

Kristin Dietz, Senior Vice President, EdTec

Fritz Heirich, CEO, Alliance of Schools Cooperative for Insurance Programs (ASCIP)

Parker Hudnut, CEO, Inner City Education Foundation (ICEF)

Yvette King-Berg, Executive Director, Youth Policy Institutes Charter Schools

Ted Morris, Founder, Endeavor College Preparatory Charter School

Spencer Styles, President & CEO, Charter Impact

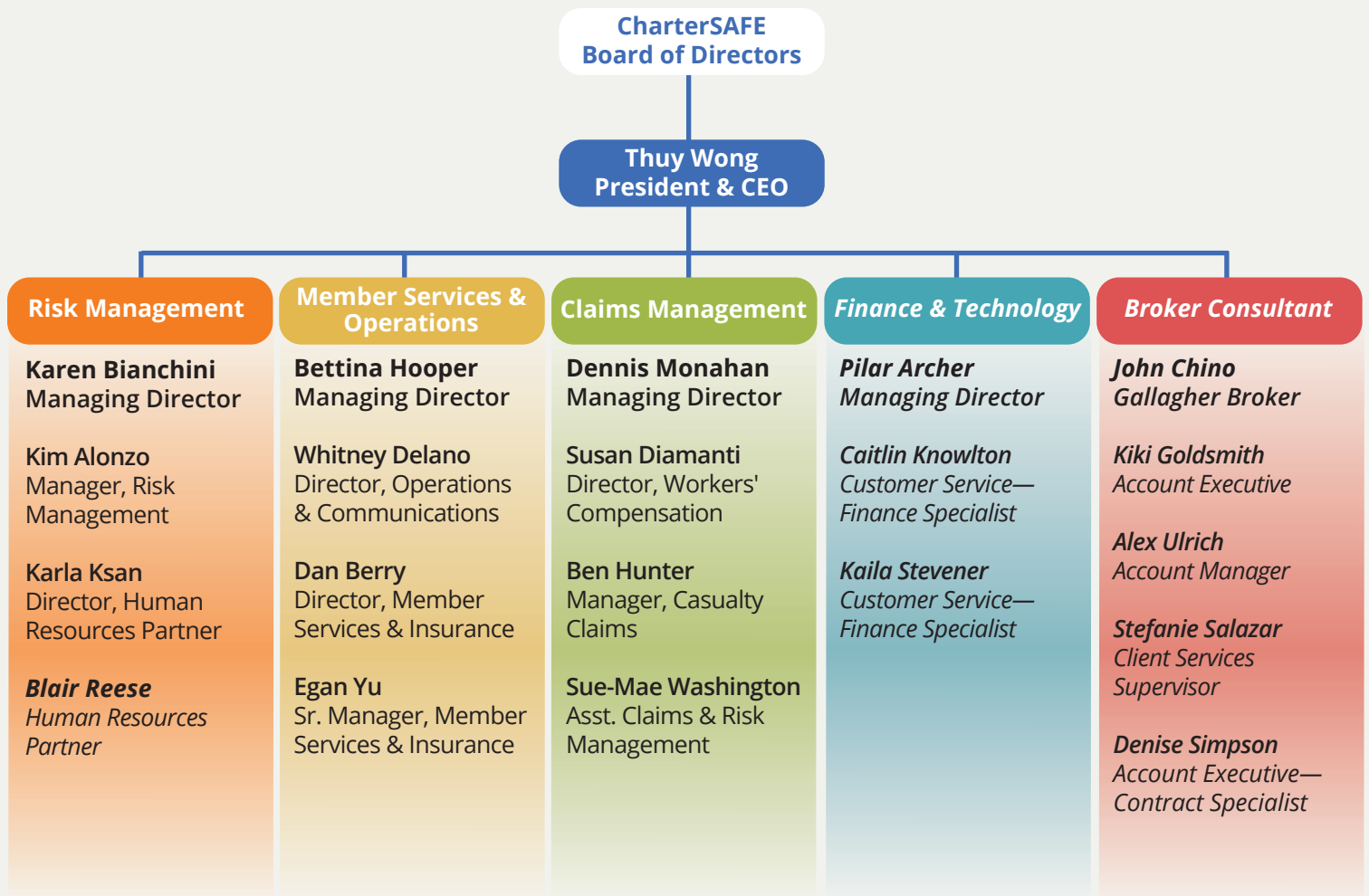
Walter Wallace, Wallace Consulting and CBO Emeritus, Granada Hills Charter High School

CharterSAFE Staff

Joined by a team of dedicated experts, CharterSAFE is a partner to more than 275 members and works to safeguard over 800 schools. Under the leadership of Thuy Wong, the CharterSAFE team brings decades of experience in charter school risk and safety. Many of our dedicated team members have worked for CharterSAFE and our members for over 10 years, some since our founding in 2004. In addition, over the past two years, CharterSAFE has strategically enhanced its team with industry experts to serve its members better. We excitedly announced the addition of Dennis Monahan, Managing Director, Claims, and Karen Bianchini, Managing Director, Risk Management just over one year ago. More recently, Bettina Hooper as Managing Director, Member Services and Operations joined our executive team.

We are well-positioned to address the challenges facing our members. For example, at the onset of the COVID-19 pandemic, CharterSAFE was there with education and recommendations to mitigate risks throughout the process helping our members to prepare for returning to the classroom.

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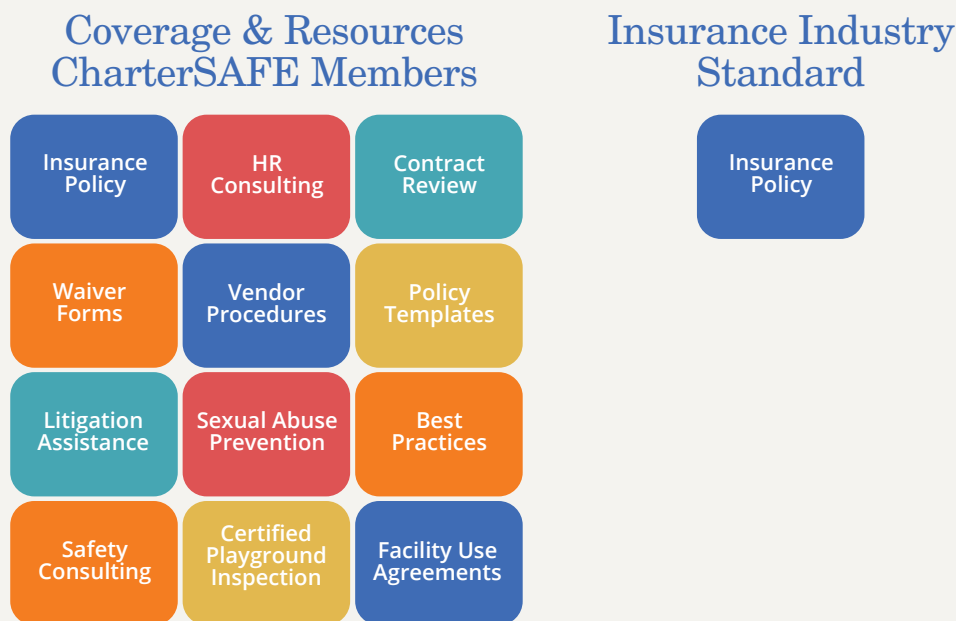


**Italicized functions are outsourced to vendor partners.*

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INSURANCE.

At the heart of what we do, CharterSAFE is a Joint Power Authority (JPA) that brings together charter schools to pool their similar risks and exposures to self-insure as a group. We are financial stewards of the JPA's joint funds used to pay for lower-cost claims, which our members own. Excess and reinsurance are procured to assure coverage in the event of high exposure claims. Considering the underlying relationship between insurance companies and customers, JPAs are not an insurance carrier and without question the most effective way to obtain traditional insurance for charter schools. Customers pay a premium to an insurance company, from which the insurance company takes a profit and uses the rest to pay for claims from customers. An insurance company will have many different types of customers, some much riskier than others. ***That means that in traditional insurance, despite the façade of a separate standalone policy, all customers share in the risk of one another in addition to paying for the profits of the insurance company. Conversely, a JPA only allows membership for similar risks (e.g., a JPA for charter schools only).***



By limiting the risk to similarly operated entities, members are protected because losses are more predictable. CharterSAFE can help our members focus on effective feasible risk management and safety techniques specific to charter schools to reduce the chance and cost of loss. Additionally, in the event you have a loss, traditional insurance companies will focus on their profitability with their own interests as a priority. Insurance companies and their adjusters will not have any relationship with your school; at CharterSAFE, you have the same claims personnel working on all claims. That means they know our members and follow CharterSAFE's values in protecting the membership in claims management. As a member of CharterSAFE, the JPA's members are the number one priority; we focus on what is best for the member.

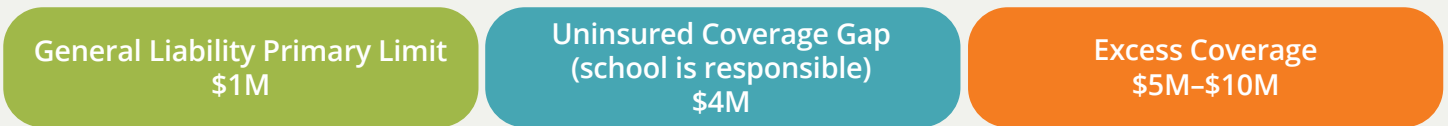
Today's Insurance Market

Today's difficult insurance market continues to harden rapidly; that means premiums are increasing and the capacity to find insurance coverages decrease. In California, numerous insurance carriers have left or are planning to exit the state. A JPA offers buying power through scale that would not be feasible independently. CharterSAFE's goal is to procure the proper coverages with limits that will protect and keep your schools safe.

A gap in coverage or too low a limit may expose a school to financial instability at best, or worst – closure. A gap of coverage occurs when you have a primary limit in coverage, then an uncovered layer before any excess insurance kicks in. These gaps can reach millions of dollars of exposure and put a school at risk. Other gaps may occur in a policy with “exclusions” limiting coverage. We have seen many insurance quotes and policies with both of these types of gaps in coverage.

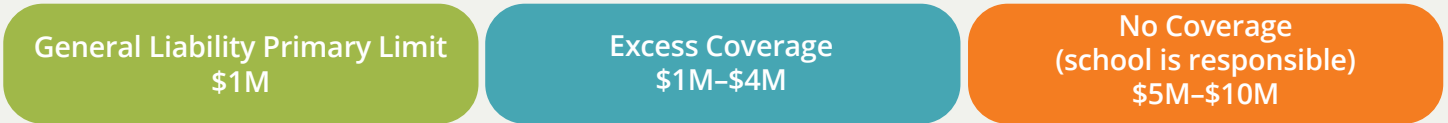
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Gap example:



Another risk is having too low of limits to protect in the event of a high exposure loss.

Low limit example:



Comparison of types of risk is critical to avoid gaps in coverage. Below is a chart of coverages which CharterSAFE provides that is often excluded or not covered through traditional insurance.

Coverage	The Competition	CharterSAFE
<ul style="list-style-type: none"> • Sexual Assault • Directors' and Officers • Employee Dishonesty • IEP • Student Accident • COVID-19 	<ul style="list-style-type: none"> • Limit Coverage by "prior knowledge" endorsement • No coverage for individual Board members if separately named in a lawsuit • Theft only—no embezzlement • No coverage for IEP • Excludes contact sports • No coverage for COVID-19 related lawsuits 	<ul style="list-style-type: none"> • Does not exclude prior knowledge • Provides defense for Board members that are named individually in a lawsuit • Provides coverage for embezzlement • Provides IEP defense coverage • Does not exclude contact sports • Provides COVID-19 defense coverage up to \$50,000

Coverages and Limits

CharterSAFE offers the following coverages to its members:

- Workers' Compensation and Employer's Liability
- Sexual Abuse Liability
- Auto and General Liability
- Directors and Officers
- Employment Practices Liability
- Property
- Terrorism Liability and Property
- Pollution/Environmental
- Cyber Liability
- Student Accident]
- Covid 19 Defense Sublimit
- Educator's Legal Liability
- Crime
- Employee Benefits Liability
- Law Enforcement Liability

CharterSAFE's insurance structure includes a retention layer of self-insurance; this means the JPA pays for smaller cost claims within this first layer of coverage. This provides the JPA with the ability to advocate for its members and resolve claims faster and more cost-effectively. Our claims team has a strong influence over the majority of claims that fall within this layer of coverage. Should claims cost go higher than this first layer of self-insurance, then excess and reinsurance are triggered. CharterSAFE negotiates the best rates possible for all members with a variety of excess carriers and reinsurance carriers. In today's litigious environment with jury verdicts and settlements at all-time highs and the risk of property losses such as we experienced with the CA wildfires, having insurance limits and proper coverage for these crises are critical.

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Competition

We heard a lot this year from various competitors; many speaking against the benefits of a JPA. As we look at the competitive landscape in the hard insurance market, membership in a JPA is more secure than ever. JPAs bring buying power through scale with excess and reinsurance carriers. Insurers are not in a capacity to offer all the variety of coverages necessary to appropriately protect your school's assets, leaving you with the burden of shopping multiple products. At CharterSAFE, we provide a complete package of insurance coverages. Also, the limits and broad coverage provided are critical to protecting your school assets in the event of a severe claim. **CharterSAFE has developed crucial questions to ask to guide our members through this competitive market:**

1. Type of Coverage: What coverage exists for my board of directors, staff, students, and financial assets? Some policies only cover the board; board members can be brought into suits as individuals and coverage should be extended to them.
2. Coverage Limits and Deductibles: are the limits at least authorizer compliant? Are they enough to cover common types of claims for schools? Each authorizer will have required minimum limits; many insurance companies may not meet these minimum requirements.
3. Terms, Conditions, and Exclusions: What isn't included, and how does that impact how your school is protected?
4. Stability and Track Record of Insurer: How long has the insurer been writing charter school-specific insurance? Do they insure other charter schools?
5. Included Services: What are the risk management, human resources, claim advocacy, or claims management and loss control services offered? What are the cost implications of any additional services offered?

More than just insurance

CharterSAFE is uniquely positioned as the only JPA dedicated exclusively to California charter schools. Your membership means access to an insurance and risk management program customized specifically to meet the ever-changing needs of California charter schools; it is not just insurance. Our team specializes in proactively identifying charter school trends – developing, communicating, and supporting members in establishing and implementing safety precautions.

Our members enjoy the accessibility to a team that are experts in human resources, risk management, claims management, loss control, and more. The CharterSAFE team develops personal relationships with members and works in partnership to address some of the member challenges. These resources go far beyond traditional insurance support that simply offers a hotline with an impersonal representative that knows nothing about charter schools. Below is a sampling of the support services CharterSAFE members enjoy.



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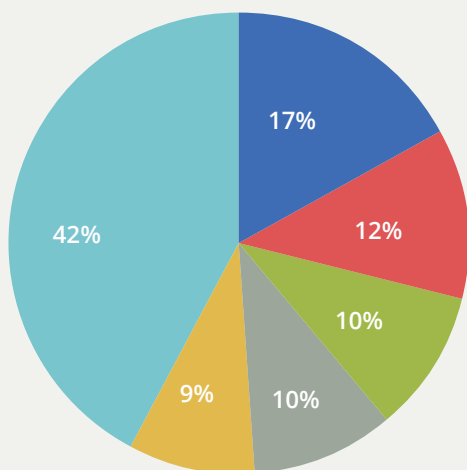
CHARTER SCHOOL RISK TRENDS AND MITIGATION.

CharterSAFE's deep understanding of the risk trends for charter schools is unsurpassed. In analyzing trends, we look at both frequency and severity.

- **Frequency** is claims that happen often and are quite common. Claims of frequency are generally less in value and resolve more quickly. By identifying these claims, CharterSAFE can recommend proactive and realistic strategies to reduce the number of claims that happen at your school.
- **Severity** is those claims that happen less frequently but can be very costly. Generally speaking, 20% of claims will cost 80% of your cost dollars. For these claims, CharterSAFE develops mitigation techniques for schools to reduce the chance of it happening. But also, these mitigation techniques will help reduce the cost of these claims.

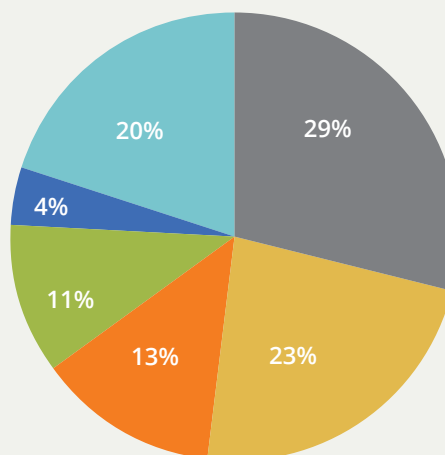
The charts below illustrate ChartersSAFE's claims frequency and severity over the past 10 years for Liability and Property and 5 years for Workers' Compensation.

Liability and Property-Frequency



■ IEP
■ Property Damage-GL
■ Employment Practices
■ Burglary/Theft
■ Bodily Injury-GL
■ All Others

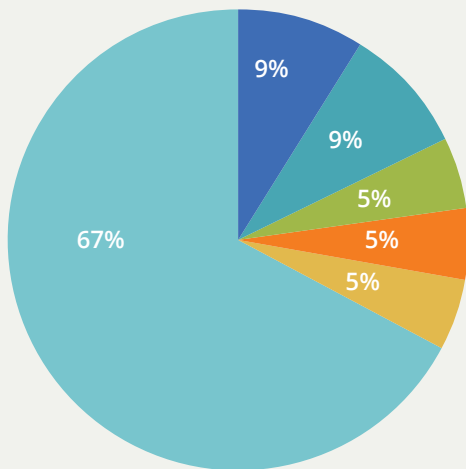
Liability and Property-Severity



■ Sexual Abuse Liability
■ Bodily Injury
■ Fire & Lightening
■ Employment Practices
■ IEP
■ All Others

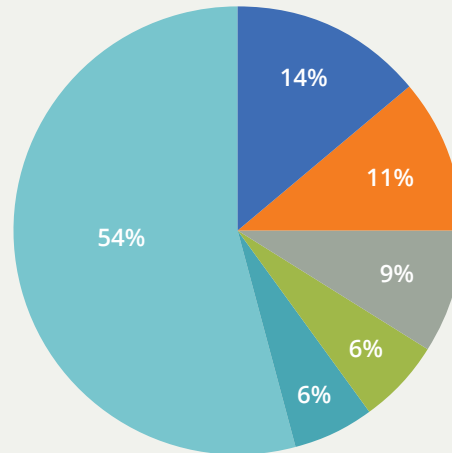
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Workers' Compensation-Frequency



- Slip, trip, or fall-same level
- Struck or injured by student
- Exertion-lifting
- Exertion-repetitive motion
- Strike against, stationary or moving object
- All others

Workers' Compensation-Severity



- Slip, trip, or fall-same level
- Exertion-repetitive motion
- Stress exposure
- Exertion-lifting
- Struck or injured by student
- All others

Risk Trends

Childhood Sexual Assault

CharterSAFE has reported sexual assault as a risk trend in the last 2 years. Rightly so! While they are infrequent, they account **for 29% of our loss dollars**. It is a fact that sexual assault is a pandemic deserving our full attention. Since 2010, CharterSAFE and its reinsurers have paid or reserved over \$26,000,000 for claims involving staff-student molestation. Not only are the cost of these claims skyrocketing, but so is the exposure. On January 1, 2020, AB 218 went into effect, extending the time for bringing forth a civil claim for sexual assault. This means more claims will be brought forward long after the alleged events took place. Claims which are presented long after the actual event are much more complicated to investigate. Finding witnesses or records to determine liability is a challenge as more time elapses. In addition to extending the time limits, AB218 also allows for more severe damages, which many insurance carriers refuse to cover.

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CharterSAFE wants to help you prevent childhood sexual assault from happening at your school. We provide a mandatory Childhood Sexual Assault Prevention Training program for the staff of our members. This proactive risk management technique encourages a zero-tolerance culture within our schools and gives language, awareness, and confidence to speak up in suspicious situations. CharterSAFE is committed to assist our members in mitigating this exposure and recommend the following actions:

- If you haven't already done so, adopt a robust and detailed Student/Staff Interaction Policy (we have a Boundaries Policy template available), train your staff, and vigorously enforce it.
- Comply with Ed Code 44050, which requires schools to provide parents with a copy of the boundaries policy (it can be included in the parent handbook) and on your website if you have one. Parents are often the first line of defense, especially when they check their child's social media or phone activity. The boundaries policy offers them tools to identify grooming behaviors and other "red flag" indicators.
- Add the mandatory Childhoods Sexual Assault prevention training (Boundaries) module to your annual staff training (offered at no cost by CharterSAFE through SafeSchools.com or the CharterSAFE Learning Center).
- Access the voluntary Boundaries training for parents and guardians. Reach out to CharterSAFE for your specific URL and password that your charter school can provide to parents and guardians.
- Take advantage of the STOPit Anonymous Reporting System (offered at no cost by CharterSAFE).

Employee Embezzlement (and Theft by Vendors)

Embezzlement is a troubling trend felt though out many industries. These exposures may hurt a charter school not only financially but its reputation as well. Often, the fraud takes place over a period of years and involves long-time respected employees or advisors. Proper checks and balances, audit procedures, and security of equipment may help avoid these exposures. Therefore, we highly recommend that internal controls to ensure continuous accountability and reliability of all financial transactions, such as multiple signatures on checks, be established and regularly reviewed to ensure effectiveness. In addition, securing valuable equipment such as locking laptop carts and keeping them away from view will help prevent theft.

Employment-Related Claims Including Wage & Hour Violations

Most liability for a school arises out of the mishandling of an employment-related situation. Qualified human resource expertise is an absolute necessity for guidance. CharterSAFE offers no-cost advisory services through our dedicated HR consulting team to help your organization shore up its personnel management structure. Allegations of employment discrimination, wrongful termination, retaliation, and wage and hour violations continue to vex charter schools. As you can see from the charts above, claims arising from negligent employment practices account for over 11% of all payments that CharterSAFE made over the last ten (10) years, and the trend is rising.

Like several other lines of insurance, this is another area of coverage in which the insurance marketplace has dwindled and become more restrictive. These claims are exceptionally costly when they involve back wages, unpaid meal and rest breaks, or payroll processing violations. While the coverage is designed to offer defense coverage, it does not pay for fines, penalties, and back wages. Employment practice violations that go undetected for an extended period of time, can cost your school millions. The related fines, penalties, and back wages are uninsurable, and deductibles can be substantial, which can adversely affect your budget.

Cyber

Breaches to computer networks and the ramifications of unauthorized access to sensitive data are the key elements of cyber risk. Ransomware is malicious software that invades a computer system, then holds the data hostage until a large sum of money is paid; this is very common for schools and many other sectors. Unfortunately, without proper protection, victims often have no choice but to pay the ransom and try to figure out what data is compromised. The very real and growing concern has caused insurance carriers to require certain precautions be put in place before they will even consider applying coverage, including a basic requirement of the following being implemented:

- Multi-factor Authentication
- Secure off-site backup of data
- Data Breach Recovery Plan

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FINANCIAL POSITION.

CharterSAFE continues to be in a strong financial position. Member contributions in the 2020-2021 fiscal year are on track for a total \$35.6 million. We maintain operational and financial transparency and do our part to ensure as much of your funds go towards the classroom. Our operating costs average 16%; this year, it is 12% of member contributions, while the cost of insurance coverage and paying claims accounts for 88%. Below is a chart showing CharterSAFE's five-year financial summary.

Fiscal Year	16/17	17/18	18/19	19/20	20/21 Projected
Member Contributions	\$ 22,049,518	\$ 23,970,783	\$ 26,492,300	\$ 26,840,795	\$ 35,590,000
Investment/Misc. Income	\$ 45,341	\$ 69,435	\$ 645,539	\$ 827,755	\$ 85,000
Total Revenue	\$ 22,094,859	\$ 24,040,218	\$ 27,137,839	\$ 27,668,550	\$ 35,675,000
Paid Claims - Cash payments relating to claims	\$ 5,728,815	\$ 7,748,031	\$ 8,691,340	\$ 10,709,269	\$ 11,100,000
Change in Claims Reserve - Estimated amounts of future payments relating to existing claims	\$ 1,248,964	\$ 415,739	\$ 1,300,690	\$ 2,178,317	\$ 1,384,500
Change in Claims IBNR - Estimated amounts of future payments relating to claims incurred but not yet reported	\$ 728,716	\$ 1,349,633	\$ 2,360,085	\$ (484,426)	\$ 2,884,374
Change in Allocated Loss Adjustment Expenses - Estimated expenses attributed to the processing of existing claims	\$ 148,325	\$ 132,403	\$ 274,559	\$ 127,041	\$ 346,125
Total Claims Expense	\$ 7,854,820	\$ 9,645,806	\$ 12,626,674	\$ 12,530,201	\$ 15,714,999
Excess Insurance Cost	\$ 8,058,817	\$ 9,050,206	\$ 9,807,496	\$ 11,249,144	\$ 14,215,164
Total Claims and Excess Insurance Cost	\$ 15,913,637	\$ 18,696,012	\$ 22,434,170	\$ 23,779,345	\$ 29,930,163
Total Claims and Excess Insurance as a % of Member Contributions	72%	78%	85%	89%	84%
Total Operating Expense	\$ 3,729,722	\$ 4,054,633	\$ 4,274,070	\$ 4,252,731	\$ 4,409,919
Total Operating Expense as a % of Member Contributions	17%	17%	16%	16%	12%
Cash Balance	\$ 4,974,366	\$ 5,686,372	\$ 9,509,605	\$ 9,533,168	\$ 11,250,000
Investments	\$ 15,977,263	\$ 17,011,452	\$ 18,605,688	\$ 25,783,665	\$ 28,450,000
Total Liquid Assets	\$ 20,951,629	\$ 22,697,824	\$ 28,115,293	\$ 35,316,833	\$ 39,700,000
<i>Actuarial Estimated Outstanding Losses - 90% Confidence Level</i>	\$ 18,743,784	\$ 21,304,216	\$ 26,069,360	\$ 29,136,025	\$ 33,000,000
Surplus in Excess of 90% Confidence Level	\$ 6,171,217	\$ 6,798,038	\$ 7,245,499	\$ 8,366,714	\$ 8,700,000
Net Assets	\$ 5,820,260	\$ 7,109,833	\$ 7,539,432	\$ 7,175,906	\$ 8,510,824

Stronger and more stable than ever, CharterSAFE is prepared to help its members with proactive risk management services to support them daily - and when a crisis occurs.

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Member Contribution

Member contributions are determined by various factors, including but not limited to each member's size, property, owned autos, staff, exposures, loss history, and the members' ability to implement safety precautions. These factors are all considered in arriving at the members' contribution for the self-insured layer of coverages. CharterSAFE procures excess insurance coverage that provides its members with appropriate limits for charter school risks. Thuy Wong, President and CEO, and John Chino, Gallagher, our insurance broker, negotiate these rates, for the best possible rates while maintaining protective coverage. In summary, member contributions are made up of the self-insured layer rate that is actuarially determined and factor in member information, the excess rates from insurance carriers negotiated for all members, and operating cost. There is no commission, consulting fees, or profit margin.

Assessments

An assessment is a security measure triggered when a JPA or the mutual insurance company does not have sufficient reserves to pay for claims. In our 16 year history, CharterSAFE has never had an assessment! Even so, there are opportunistic insurance agents who try and use an assessment as a fair tactic to try and gain our membership. Within our JPA structure, the possibility of an assessment impacting membership is extremely remote. To minimize any likelihood of an assessment, we proactively put two important protections in place:

1. **Security for "severity" risk** – CharterSAFE has a protected excess and reinsurance structure to hedge risk through use of multiple highly-rated insurers. This layer of coverage provides the JPA with protection in the event of significant loss exposure.
2. **Security for "frequency" risk** – The JPA's funding strategy includes a well-funded loss reserve to absorb claims for each annual period, as well as on an aggregated basis over a period of years for open claims. This strategy is designed to provide protection in the event of a large number of small or medium-sized claims impacting the pooled retention.

Reserves

The recommended funding level for CharterSAFE's loss reserve is reliably calculated by AON Actuarial Services each year using CharterSAFE's comprehensive 16-year historical record. It is compiled and analyzed to ensure adequate funding for the loss experience predicted for the upcoming policy period. This is the same methodology used by insurance companies in the traditional marketplace without the addition of profit, commission, or broker fees.

Serving as a steadfast financial steward on our members' behalf, CharterSAFE uses the recommended actuarial rate at a 75% confidence level (i.e., the rate that actuary is 75% sure will be able to fund all claims that year) for our pooled retention layer. This is known as funding for the present (short-term claims) and future (claims incurred but not reported). This stewardship of funds allows us to ensure CharterSAFE members are protected against the possibility of assessments.

Finally, we calculate losses for all years beginning with the first policy period of the JPA (2004-2005) through present day, funding for past liabilities that will come due. This provides a second look whereby the open claims are revalued to a 90% confidence factor. This is just shy of 2 standard deviations, a very secure range.

Through our 16 years of operation, CharterSAFE has accrued \$8.4M in member equity after paying current claims at the 90% confidence factor funding requirement as of 6/30/2020.

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WE ARE HERE TO HELP.

Your job is to focus on student learning—not to be an insurance and risk management specialist. That's our job.


With over 16 years of experience in pooled insurance and proactive risk management services tailored explicitly for California's charter schools, CharterSAFE knows your unique needs. We're your hands-on partner, providing movement-wide insurance and risk management expertise that schools often don't have access to (or the in-house budget to obtain). It's not just an insurance policy - it's a membership with access to services that elevate your school. Contact our team today for one-to-one support as your school navigates its insurance coverage and risk management service needs for the upcoming academic year. You can find our contact information and more information about us at www.chartersafe.org. We are here to help you make an informed choice that best meets your organization's needs.

888.901.0004

chartersafe.org

info@chartersafe.org

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 <p>AMPS</p> <p>HONOR HARD WORK</p>	<p align="center">Amethod Public Schools Board Item Overview</p> <p><i>Date:</i></p>	
<p>Subject:</p>	<p>CharterSafe Insurance Policy – Policy Year 2021-2022 (Liability & Property; Workers’ Compensation & Employer’s Liability)</p>	
<p>Action: <input checked="" type="checkbox"/></p> <p>Information: <input type="checkbox"/></p> <p>Committee: <input type="checkbox"/></p>		
<p>RECOMMENDATIONS:</p>	<p>Approve CharterSafe Insurance Policy for the Policy Year 2021-2022</p>	
<p>SUMMARY OF PREVIOUS BOARD DISCUSSION AND ACTION:</p>		
<p>SUMMARY OF KEY ISSUES:</p>		
<p>FISCAL ANALYSIS:</p>	<p>Our current 2020-2021 Policy Premium is \$427,526.00. Our renewal amount is \$464,762.00. This represents a \$37,236.00 increase (ie. 8.7% increase).</p>	
<p>ATTACHMENT (S):</p>	<p>Please see attachments related to the 2021-2022 Insurance Policy</p>	

Coversheet

Approval of Hybrid Classroom Audio Visual Quotes for Benito Juarez Elementary, John Henry High School and Oakland Charter Academy

Section: IV. Consent Agenda

Item: E. Approval of Hybrid Classroom Audio Visual Quotes for Benito Juarez Elementary, John Henry High School and Oakland Charter Academy

Purpose:

Submitted by:

Related Material:

Amethod Schools - Oakland Charter Academy - Hybrid Learning Classrooms V2 - 06252021.pdf

Amethod Schools - Benito Juarez Elementary - Hybrid Learning Classrooms - 06092021.pdf

Amethod Schools - John Henry Highschool - Hybrid Learning Classrooms - 06092021.pdf

Hybrid Classroom Construction 2 Briefing Sheet.docx.pdf

Project Proposal

Amethod Schools - Oakland Charter Academy - Hybrid Learning Classrooms

Project #: P-921491

4215 Foothill Blvd
Oakland, CA 94601



OAKLAND
CHARTER ACADEMY

Presented By:

Dan Kaplan



LightWerks Profile and Scope of Work

Dual Projector Rooms: QUANTITY 11

- Install (1) Ben Q as the primary projector facing the front wall. Remove the existing Epson projector and install it facing the back wall as the secondary display. The front screen will show content being shared in room and back wall will show remote students. This layout can be changed easily in the zoom user interface.
- Install all hardware in a 2X2 in ceiling tile box.
- Install a Zoom Room system consisting of a PC and Crestron 10" touch panel.
- Install and program Crestron control processor for room controls.
- Install a 8 port Netgear switch for all control system communication and network connectivity.
- Install a Nureva HDL-300 room microphone + speaker.
- Install a Aver USB tracking camera ceiling mounted.
- Install a Logitech web cam on the front wall above the Nureva facing the in class students. A 30' active USB cable will be used and is owner provided.
- Install a USB extender kit to bring the Epson doc camera to the zoom PC.
- Install 12ft HDMI cable into existing HDMI wall plate connection.

NOTES:

- Power in the in ceiling storage box completed by others.
- Power for the projectors and camera completed by others.
- (2) data ports needed in the ceiling will go into our 8 port switch.
- Zoom room license needed and provided by Amethod.
- Zoom resource configuration will be done by Amethod in conjunction with LightWerks installation team.
- Hardware delays are expected. Upon awarded we will know the severity within two weeks.

Quote



Project No: P-921491

Rev. 1

Account Executive: Dan Kaplan - SFO
 Printed On: 6/25/2021

This Agreement is between

Amethod Schools

4215 Foothill Blvd
 Oakland, CA 94601

and

LightWerks Communication Systems Inc.

Item Details

Classroom 1

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75

1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 1 Total	\$10,327.39
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Classroom 2

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00

1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
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1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 2 Total	\$10,327.39
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Classroom 3

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00

1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
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1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 3 Total****\$10,327.39****Classroom 4**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00

1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 4 Total****\$10,327.39****Classroom 5**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18

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6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 5 Total****\$10,327.39****Classroom 6**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
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1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50

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1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
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1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 6 Total	\$10,327.39
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Classroom 7

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19

1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
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1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 7 Total	\$10,327.39
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Classroom 8

Qty	Item	Unit Price	Price
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1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
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1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 8 Total****\$10,327.39****Classroom 9**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
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1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
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1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00

1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 9 Total****\$10,327.39****Classroom 10**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18

1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 10 Total****\$10,327.39****Classroom 11**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50

1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
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1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 11 Total	\$10,327.39
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Professional Services

Qty	Item	Unit Price	Price
1	LIGHTWERKS ENGINEERING, SYSTEM DESIGN/ENGINEERING HOURS		\$3,360.00
1	LIGHTWERKS INSTALLATION, INSTALLATION SERVICES HOURS		\$40,040.00
1	LIGHTWERKS PROGRAMMING, PROGRAMMING SERVICES HOURS		\$4,800.00
1	LIGHTWERKS PROJECT COORDINATION, PROJECT COORDINATION SERVICES HOURS Scheduling, Inventory Tracking, Documentation, Etc.		\$3,000.00

1	LIGHTWERKS PROJECT MANAGEMENT, PROJECT MANAGEMENT SERVICES HOURS	\$5,200.00
1	LIGHTWERKS TESTING & COMMISSIONING, SYSTEM COMMISSIONING SERVICES	\$3,900.00
1	LIGHTWERKS TRAIN/PD-CUST, TRAINING/PD SERVICES - CUSTOM	\$1,920.00

Equipment: **\$0.00**

Labor: **\$62,220.00**

Professional Services Total **\$62,220.00**

Shipping

Qty	Item	Unit Price	Price
1	LIGHTWERKS SHIPPING, SHIPPING /HANDLING CHARGE	\$3,600.00	\$3,600.00

Equipment: **\$3,600.00**

Labor: **\$0.00**

Shipping Total **\$3,600.00**

Equipment Subtotal: **\$117,201.29**

Labor Subtotal: **\$62,220.00**

Project Subtotal: **\$179,421.29**

Pricing Summary

Equipment: \$117,201.29

Labor: \$62,220.00

Sales Tax: \$10,504.05

Grand Total: **\$189,925.34**

Assumptions and Exclusions

Unless otherwise specified, the following standard assumptions are the basis for the price and completion date of our work:

- Work is to be conducted during "normal business hours" meaning, no after-hours work or double shifts.
- There will be no delays of the start date of our installation, nor the times of day that we will be permitted to work.
- Rooms will be available for our work without them being in use for other purposes, and without our team being obstructed by other trades.
- Work that must be completed by other trades (e.g. network turn-up, final furniture installation, ceiling, dry-walling, flooring, electrical, cable pulls and testing/certification, millwork, painting, etc.) must be finished on schedule and prior to the work that we must perform as part of our scope.
- Our teams must be allowed to perform contiguous installation, meaning we expect that we will be able to complete the contracted work in large blocks of time rather than having to do piece-meal work with multiple extra visits.
- Owner-furnished equipment (OFE), if any, must be present when work commences and is assumed to be in good working order, unless testing of the OFE has been contracted to us as part of our scope of work.
- Work-site will be in a tidy state, meaning no pre-installation clean-up will be required by our teams.
- "Substantial completion" of our scope is defined as "systems have been delivered and are installed and working. Punch-list items may remain but the systems are effectively 'useable' by end-users."
- "Beneficial use" is defined as your "productive use of some or all of the installed system to conduct the primary function for which it was purchased." For example, if a teacher is able to use a new system to teach students, even if the system is not 100% complete, such use will be deemed to be "beneficial use."

This project is also subject to the following assumptions:

- Any additional person-hours required by LightWerks to complete work due to a shift in our agreed upon schedule by others, or due to room readiness issues caused by others, will be billed out at a minimum of the following T&M rates:

• Engineering (Design & Field)	\$160/hour
• Project Management	\$130/hour
• Installation Labor (Shop & Field)	\$110/hour
• Programming	\$160/hour
• Training	\$150/hour

The following multipliers affect work done outside of normal business hours:

- Monday through Friday, 5 pm to 6:30 am, 1.5x the quoted hourly rate.
- Saturday and/or Sunday, 2x the quoted hourly rate.
- Holiday, 3x the quoted hourly rate.

The following multipliers affect work done by technical personnel beyond an ordinary 8-hour work-day:

Assumptions and Exclusions

- 8 hours to 11 hours and 59 minutes, 1.5x the quoted hourly rate.
- 12+ hours, 2x the quoted hourly rate.

Unless otherwise specified, the following work is not included in our scope of work:

- ANY customer-side network troubleshooting or PC configuration.
- Cutting into or configuring/assembling furniture or cabinetry.
- All conduit, high voltage wiring, breakers, relays, boxes, receptacles, etc.
- Concrete saw cutting and / or core drilling.
- In-wall backing for support of heavy equipment on wall.
- Fire wall, ceiling, roof and floor penetration.
- Necessary sheet rock replacement and or repair.
- Necessary ceiling tile or T-bar modifications, replacement and/or repair. Any and all millwork (moldings, trim, etc.).
- Painting and patching.
- Permits (unless specifically provided for elsewhere in the contract).
- HVAC and plumbing relocation.

POTENTIAL UPCHARGES

Per the discussion above, following are issues that sometimes occur, and the up-charges the project will incur if we are not able to do our work for you at our scheduled times:

- Delays to Start of Installation: Delays caused by no fault of LightWerks (e.g. customer representative is late meeting our personnel to provide access to the job-site, etc.) will be billed at \$150 per person-hour and will be calculated in ½ hour increments.
- Installation Cancellation/Rescheduling: Cancellation or rescheduling of installations will be subject to the following charges (all cancellations/rescheduling must be submitted in WRITING):
 - Less than 72 hours notice: \$500
 - Less than 48 hours notice: \$1,000
- Room Availability: The Room(s) where the install(s) is(are) to occur MUST be made available to LightWerks for the duration of the pre-scheduled installation and testing period. This means that no other events or meetings can be scheduled in the room(s) while LightWerks is working on-site. Any deviation from this condition may result in installation completion delay and will incur T&M rate (\$150 per person-hour) billing for crew downtime.
- Construction Schedule Delays/Changes/Additions: Delays to the start or completion of a technical installation that are beyond the control of LightWerks, WILL result in delay of technical installation completion. If, however, the customer still requires LightWerks to meet the original completion date in the event of such a delay, the customer agrees to pay extra labor costs and expenses necessary for LightWerks to expedite installation. Extra billing (change orders) must be agreed to in writing in advance of expedited installation.
- Contiguous Installation: Unless otherwise negotiated, jobs are quoted with the expectation of

Assumptions and Exclusions

contiguous installation, meaning we expect that we will be able to complete the contracted work in large blocks of time rather than having to do piece-meal work with multiple extra visits. In the event that it becomes necessary for LightWerks to add additional site visits and/or additional equipment rental to accommodate for equipment delivery issues, construction schedules, or major changes in customer's installation requirements, customer will be billed \$150 per additional person-hour, to be calculated in ½ hour increments, including drive-time.

- **Owner-Furnished Equipment (OFE):** OFE is OFTEN the cause of unexpected problems, delays, and additional charges on an installation. LightWerks does not install any wiring or equipment that does not meet State or other regulations. Any customer requiring LightWerks to work with old OFE agrees to pay for any extra labor expended due to problems or failures experienced with old wiring or equipment. This labor will be billed at T&M rates. Any equipment provided to LightWerks will not be deemed as "working" until it functions within the LightWerks-provided system. LightWerks will not be held liable for any OFE that is not, or cannot be demonstrated to be functional prior to our installation. Also, LightWerks shall not be held liable for unsafe conditions that existed prior to our work on any job-site (e.g. faulty mounting of pre-existing equipment, etc.).
- **Site Conditions and Client-Provided Information:** LightWerks will make every effort to work with your site conditions as they actually exist. However, should the site circumstances prove to be substantially different than those originally assumed, easily observed, and/or agreed upon by LightWerks (e.g. unusable conduits, lack of access to ceilings or equipment closets, etc.), there will likely be additional time and associated charges required to overcome previously undisclosed or unknown challenges.
- **Site Clean Up:** If a site is in an untidy, dirty, or dusty state, any necessary pre-installation clean-up done by LightWerks personnel will be billed at a T&M rate and may result in a delay in the completion of the installation. At a minimum, removal of existing trash from rooms upon LightWerks arrival will be billed as follows:
 - Basic Removal (one room): \$500
 - Extended Removal (multiple rooms): \$1,000

Warranties and Training

WARRANTIES

Standard Project Workmanship Warranty

LightWerks warrants the Audiovisual System furnished to be free from defects in workmanship (i.e. cables, connections, and structures) for a period of one (1) year from the date of acceptance or first beneficial use, whichever occurs first. Warranty service for such defects will be handled in a reasonable and timely manner from the time of notification to LightWerks by the Owner or their agent. Requests for service should be made through our Service portal at www.LightWerks.com/HelpDesk. If problems are found to have been caused other than by defects of workmanship, visits to correct these problems will be chargeable at a rate of \$450 - \$550 per Technician per visit, unless the client has purchased a TLC (Technology Loving Care) maintenance agreement from LightWerks.

Manufacturer's equipment warranties are of varying lengths (usually 90 days to 1 year). LightWerks will warranty this equipment for the term established by the manufacturer on a DEPOT BASIS ONLY. All equipment warranties cover only depot (carry-in) service. If a projector, flat panel, or other equipment is installed, it will need to be uninstalled and reinstalled after it's fixed. This is not covered by any manufacturer or reseller warranty. We offer a variety of TLC service plans that you should discuss with your Account Manager. Otherwise, if you're not on any sort of service plan, we will be happy to uninstall and reinstall your equipment on a time and materials basis (minimum \$450 - \$550 per Technician per visit). Or, you may deliver warranty repair equipment to LightWerks, Attention: Service Department. Please include a copy of your invoice with each piece of equipment.

Warranty does not apply to any owner-furnished equipment (OFE) or product that has been subject to misuse, neglect, accident, operational error, modification, or damage by the introduction of new components to the system described herein.

FREE 90-Day Shake-Down/Break-In Period

For a period of ninety (90) days from the date of first beneficial use, LightWerks will provide "reasonable" changes/adjustments to the installed system(s) to ensure your satisfaction. Requests for these changes should be made through our Service portal located at www.LightWerks.com/HelpDesk. The definition of what is "reasonable" will be at the sole discretion of LightWerks. For example, corrections for user errors, non-authorized changes made to the system(s), and additional parts or scope of work, will be chargeable services.

Extended Maintenance Options

LightWerks offers a variety of TLC Support options. For more information on currently available offerings, please visit <https://lightwerks.com/support-contracts/> or speak with your LightWerks Account Executive.

Warranties and Training

KNOWLEDGE-TRANSFER (aka TRAINING)

Unless otherwise specified in the Scope of Work and/or Pricing, only basic orientation training is included in the project. If requested by the Customer's designated representative, this training can be conducted by a LightWerks representative upon close-out of our work, and would include a simple explanation, and demonstration, of the functions and use of the system.

If more than 30 minutes of training are required, or if a return visit specifically related to training is requested, this training will typically be done at an additional charge.

If not already included/charged as part of your project scope, additional formal training may be available, covering system usage and/or maintenance and trouble-shooting. This training may be conducted either on-site or remotely via video conferencing. If you are interested in this service, please ask your LightWerks Account Executive about available offerings.

Payment Schedule and Proposal Acceptance*

Amethod Schools

4215 Foothill Blvd
Oakland, CA 94601

Amethod Schools - Oakland Charter Academy - Hybrid
Learning Classrooms

Project #: P-921491
Revision: 1
Modified: 6/25/2021

Presented By: Dan Kaplan - SFO

Terms/Payment Schedule

Amount

UPON CREDIT APPROVAL:	\$0.00
50% Initial Deposit - Due on Receipt of Invoice	\$94,962.67
40% On Commencement of Onsite Work - Net 15	\$75,970.14
Remaining Payment - Upon Substantial Completion/Beneficial Use of System - Net 15	\$18,992.53

Client or Authorized Representative:

The pricing and terms on this proposal are only good within 15 days of the "modified date" above.

Please note, if you choose to acquire the project described in this proposal on a "Monthly Payment" basis, you will be asked to execute a separate financing agreement to finalize this acceptance.

Upon receipt of a Purchase Order and initial deposit (or execution of the financing agreement), LightWerks agrees to furnish the equipment and materials listed and perform the work in a workmanlike, professional, and expeditious manner.

Your signature below acknowledges you have read and agree to this proposal (including all attached exhibits AND the terms and conditions found at <https://lightwerks.com/installation-terms-and-conditions/> (unless specifically specified to the contrary elsewhere).



Client: Dennis Clark

Date:

Project Proposal

Benito Juarez Elementary - Hybrid Learning Classrooms

Project #: P-921489

1450 Marina Way South
Richmond, CA 94804



BENITO JUAREZ ELEMENTARY

Presented By:

Dan Kaplan



LightWerks Profile and Scope of Work

Dual Projector Rooms: QUANTITY 27

- Install (1) Ben Q as the primary projector facing the front wall. Remove the existing Epson projector and install it facing the back wall as the secondary display. The front screen will show content being shared in room and back wall will show remote students. This layout can be changed easily in the zoom user interface.
- Install all hardware in a 2X2 in ceiling tile box.
- Install a Zoom Room system consisting of a PC and Crestron 10" touch panel.
- Install and program Crestron control processor for room controls.
- Install a 8 port Netgear switch for all control system communication and network connectivity.
- Install a Nureva HDL-300 room microphone + speaker.
- Install a Aver USB tracking camera ceiling mounted.
- Install a Logitech web cam on the front wall above the Nureva facing the in class students. A 30' active USB cable will be used and is owner provided.
- Install a USB extender kit to bring the Epson doc camera to the zoom PC.
- Install 12ft HDMI cable into existing HDMI wall plate connection.

NOTES:

- Power in the in ceiling storage box completed by others.
- Power for the projectors and camera completed by others.
- (2) data ports needed in the ceiling will go into our 8 port switch.
- Zoom room license needed and provided by Amethod.
- Zoom resource configuration will be done by Amethod in conjunction with LightWerks installation team.
- Hardware delays are expected. Upon awarded we will know the severity within two weeks.

Price Quote

Location	Installed Price
Classroom 1	\$10,327.39
Classroom 2	\$10,327.39
Classroom 3	\$10,327.39
Classroom 4	\$10,327.39
Classroom 5	\$10,327.39
Classroom 6	\$10,327.39
Classroom 7	\$10,327.39
Classroom 8	\$10,327.39
Classroom 9	\$10,327.39
Classroom 10	\$10,327.39
Classroom 11	\$10,327.39
Classroom 12	\$10,327.39
Classroom 13	\$10,327.39
Classroom 14	\$10,327.39
Classroom 15	\$10,327.39
Classroom 16	\$10,327.39
Classroom 17	\$10,327.39
Classroom 18	\$10,327.39

Location	Installed Price
Classroom 19	\$10,327.39
Classroom 20	\$10,327.39
Classroom 21	\$10,327.39
Classroom 22	\$10,327.39
Classroom 23	\$10,327.39
Classroom 24	\$10,327.39
Classroom 25	\$10,327.39
Classroom 26	\$10,327.39
Classroom 27	\$10,327.39
Professional Services	\$116,500.00
Shipping	\$8,000.00

Equipment:	\$286,839.53
Labor:	\$116,500.00
Sales Tax:	\$27,176.32

Total Purchase Price:	\$430,515.85
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* Based on 5-year, fair-market-value financing; with approved credit; other terms and conditions apply; see more information at <https://lightwerks.com/services/financing/>.

Thank you for considering LightWerks for this project! Pricing on this quote is good for 30 days after receipt, unless otherwise stated. Custom items and subscription services cannot be returned for credit. Other returned items will be subject to a re-stocking fee. Terms and conditions are subject to change without notice.

Quote



Project No: P-921489

Rev. 0

Account Executive: Dan Kaplan - SFO

Printed On: 6/9/2021

This Agreement is between

Amethood Schools1450 Marina Way South
Richmond, CA 94804

and

LightWerks Communication Systems Inc.

Item Details

Classroom 1

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75

Project No: P-921489

Rev. 0

1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
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1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 1 Total****\$10,327.39****Classroom 2**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
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1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 2 Total	\$10,327.39
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Classroom 3

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00

1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 3 Total****\$10,327.39****Classroom 4**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00

1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 4 Total****\$10,327.39****Classroom 5**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18

1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 5 Total****\$10,327.39****Classroom 6**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50

1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 6 Total	\$10,327.39
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Classroom 7

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19

1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 7 Total	\$10,327.39
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Classroom 8

Qty	Item	Unit Price	Price
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1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 8 Total****\$10,327.39****Classroom 9**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00

1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 9 Total****\$10,327.39****Classroom 10**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18

1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 10 Total****\$10,327.39****Classroom 11**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50

1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 11 Total	\$10,327.39
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Classroom 12

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19

1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 12 Total	\$10,327.39
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Classroom 13

Qty	Item	Unit Price	Price
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1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 13 Total****\$10,327.39****Classroom 14**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00

1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 14 Total****\$10,327.39****Classroom 15**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18

1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 15 Total****\$10,327.39****Classroom 16**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50

1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 16 Total	\$10,327.39
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Classroom 17

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19

1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 17 Total	\$10,327.39
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Classroom 18

Qty	Item	Unit Price	Price
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1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 18 Total****\$10,327.39****Classroom 19**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00

1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 19 Total****\$10,327.39****Classroom 20**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18

1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 20 Total****\$10,327.39****Classroom 21**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50

1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 21 Total	\$10,327.39
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Classroom 22

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19

1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 22 Total	\$10,327.39
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Classroom 23

Qty	Item	Unit Price	Price
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1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 23 Total****\$10,327.39****Classroom 24**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00

1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$10,327.39****Labor:****\$0.00****Classroom 24 Total****\$10,327.39****Classroom 25**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18

1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
Labor:	\$0.00

Classroom 25 Total	\$10,327.39
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Classroom 26

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50

1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 26 Total	\$10,327.39
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Classroom 27

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	BENQ MW732, BenQ MW732 DLP Projector - WXGA, 4000 lumens - HDTV - 16:10	\$749.00	\$749.00
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19

1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$10,327.39
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Labor:	\$0.00
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Classroom 27 Total	\$10,327.39
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Professional Services

Qty	Item	Unit Price	Price
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1	LIGHTWERKS ENGINEERING, SYSTEM DESIGN/ENGINEERING HOURS	\$4,480.00
1	LIGHTWERKS INSTALLATION, INSTALLATION SERVICES HOURS	\$84,240.00
1	LIGHTWERKS PROGRAMMING, PROGRAMMING SERVICES HOURS	\$8,640.00
1	LIGHTWERKS PROJECT COORDINATION, PROJECT COORDINATION SERVICES HOURS Scheduling, Inventory Tracking, Documentation, Etc.	\$5,000.00
1	LIGHTWERKS PROJECT MANAGEMENT, PROJECT MANAGEMENT SERVICES HOURS	\$5,200.00
1	LIGHTWERKS TESTING & COMMISSIONING, SYSTEM COMMISSIONING SERVICES	\$7,020.00
1	LIGHTWERKS TRAIN/PD-CUST, TRAINING/PD SERVICES - CUSTOM	\$1,920.00

Equipment:	\$0.00
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Labor:	\$116,500.00
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Professional Services Total	\$116,500.00
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Shipping

Qty	Item	Unit Price	Price
1	LIGHTWERKS SHIPPING, SHIPPING /HANDLING CHARGE	\$8,000.00	\$8,000.00

Equipment:	\$8,000.00
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Labor:	\$0.00
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Shipping Total	\$8,000.00
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Equipment Subtotal:	\$286,839.53
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Labor Subtotal:	\$116,500.00
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Project Subtotal:	\$403,339.53
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Pricing Summary

Equipment:	\$286,839.53
Labor:	\$116,500.00
Sales Tax:	\$27,176.32

Grand Total:	\$430,515.85
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Assumptions and Exclusions

Unless otherwise specified, the following standard assumptions are the basis for the price and completion date of our work:

- Work is to be conducted during "normal business hours" meaning, no after-hours work or double shifts.
- There will be no delays of the start date of our installation, nor the times of day that we will be permitted to work.
- Rooms will be available for our work without them being in use for other purposes, and without our team being obstructed by other trades.
- Work that must be completed by other trades (e.g. network turn-up, final furniture installation, ceiling, dry-walling, flooring, electrical, cable pulls and testing/certification, millwork, painting, etc.) must be finished on schedule and prior to the work that we must perform as part of our scope.
- Our teams must be allowed to perform contiguous installation, meaning we expect that we will be able to complete the contracted work in large blocks of time rather than having to do piece-meal work with multiple extra visits.
- Owner-furnished equipment (OFE), if any, must be present when work commences and is assumed to be in good working order, unless testing of the OFE has been contracted to us as part of our scope of work.
- Work-site will be in a tidy state, meaning no pre-installation clean-up will be required by our teams.
- "Substantial completion" of our scope is defined as "systems have been delivered and are installed and working. Punch-list items may remain but the systems are effectively 'useable' by end-users."
- "Beneficial use" is defined as your "productive use of some or all of the installed system to conduct the primary function for which it was purchased." For example, if a teacher is able to use a new system to teach students, even if the system is not 100% complete, such use will be deemed to be "beneficial use."

This project is also subject to the following assumptions:

- Any additional person-hours required by LightWerks to complete work due to a shift in our agreed upon schedule by others, or due to room readiness issues caused by others, will be billed out at a minimum of the following T&M rates:

• Engineering (Design & Field)	\$160/hour
• Project Management	\$160/hour
• Installation Labor (Shop & Field)	\$150/hour
• Programming	\$160/hour
• Training	\$150/hour

The following multipliers affect work done outside of normal business hours:

- Monday through Friday, 5 pm to 6:30 am, 1.5x the quoted hourly rate.
- Saturday and/or Sunday, 2x the quoted hourly rate.
- Holiday, 3x the quoted hourly rate.

The following multipliers affect work done by technical personnel beyond an ordinary 8-hour work-day:

Assumptions and Exclusions

- 8 hours to 11 hours and 59 minutes, 1.5x the quoted hourly rate.
- 12+ hours, 2x the quoted hourly rate.

Unless otherwise specified, the following work is not included in our scope of work:

- ANY customer-side network troubleshooting or PC configuration.
- Cutting into or configuring/assembling furniture or cabinetry.
- All conduit, high voltage wiring, breakers, relays, boxes, receptacles, etc.
- Concrete saw cutting and / or core drilling.
- In-wall backing for support of heavy equipment on wall.
- Fire wall, ceiling, roof and floor penetration.
- Necessary sheet rock replacement and or repair.
- Necessary ceiling tile or T-bar modifications, replacement and/or repair. Any and all millwork (moldings, trim, etc.).
- Painting and patching.
- Permits (unless specifically provided for elsewhere in the contract).
- HVAC and plumbing relocation.

POTENTIAL UPCHARGES

Per the discussion above, following are issues that sometimes occur, and the up-charges the project will incur if we are not able to do our work for you at our scheduled times:

- Delays to Start of Installation: Delays caused by no fault of LightWerks (e.g. customer representative is late meeting our personnel to provide access to the job-site, etc.) will be billed at \$150 per person-hour and will be calculated in ½ hour increments.
- Installation Cancellation/Rescheduling: Cancellation or rescheduling of installations will be subject to the following charges (all cancellations/rescheduling must be submitted in WRITING):
 - Less than 72 hours notice: \$500
 - Less than 48 hours notice: \$1,000
- Room Availability: The Room(s) where the install(s) is(are) to occur MUST be made available to LightWerks for the duration of the pre-scheduled installation and testing period. This means that no other events or meetings can be scheduled in the room(s) while LightWerks is working on-site. Any deviation from this condition may result in installation completion delay and will incur T&M rate (\$150 per person-hour) billing for crew downtime.
- Construction Schedule Delays/Changes/Additions: Delays to the start or completion of a technical installation that are beyond the control of LightWerks, WILL result in delay of technical installation completion. If, however, the customer still requires LightWerks to meet the original completion date in the event of such a delay, the customer agrees to pay extra labor costs and expenses necessary for LightWerks to expedite installation. Extra billing (change orders) must be agreed to in writing in advance of expedited installation.
- Contiguous Installation: Unless otherwise negotiated, jobs are quoted with the expectation of

Assumptions and Exclusions

contiguous installation, meaning we expect that we will be able to complete the contracted work in large blocks of time rather than having to do piece-meal work with multiple extra visits. In the event that it becomes necessary for LightWerks to add additional site visits and/or additional equipment rental to accommodate for equipment delivery issues, construction schedules, or major changes in customer's installation requirements, customer will be billed \$150 per additional person-hour, to be calculated in ½ hour increments, including drive-time.

- **Owner-Furnished Equipment (OFE):** OFE is OFTEN the cause of unexpected problems, delays, and additional charges on an installation. LightWerks does not install any wiring or equipment that does not meet State or other regulations. Any customer requiring LightWerks to work with old OFE agrees to pay for any extra labor expended due to problems or failures experienced with old wiring or equipment. This labor will be billed at T&M rates. Any equipment provided to LightWerks will not be deemed as "working" until it functions within the LightWerks-provided system. LightWerks will not be held liable for any OFE that is not, or cannot be demonstrated to be functional prior to our installation. Also, LightWerks shall not be held liable for unsafe conditions that existed prior to our work on any job-site (e.g. faulty mounting of pre-existing equipment, etc.).
- **Site Conditions and Client-Provided Information:** LightWerks will make every effort to work with your site conditions as they actually exist. However, should the site circumstances prove to be substantially different than those originally assumed, easily observed, and/or agreed upon by LightWerks (e.g. unusable conduits, lack of access to ceilings or equipment closets, etc.), there will likely be additional time and associated charges required to overcome previously undisclosed or unknown challenges.
- **Site Clean Up:** If a site is in an untidy, dirty, or dusty state, any necessary pre-installation clean-up done by LightWerks personnel will be billed at a T&M rate and may result in a delay in the completion of the installation. At a minimum, removal of existing trash from rooms upon LightWerks arrival will be billed as follows:
 - Basic Removal (one room): \$500
 - Extended Removal (multiple rooms): \$1,000

Warranties and Training

WARRANTIES

Standard Project Workmanship Warranty

LightWerks warrants the Audiovisual System furnished to be free from defects in workmanship (i.e. cables, connections, and structures) for a period of one (1) year from the date of acceptance or first beneficial use, whichever occurs first. Warranty service for such defects will be handled in a reasonable and timely manner from the time of notification to LightWerks by the Owner or their agent. Requests for service should be made through our Service portal at www.LightWerks.com/HelpDesk. If problems are found to have been caused other than by defects of workmanship, visits to correct these problems will be chargeable at a rate of \$450 - \$550 per Technician per visit, unless the client has purchased a TLC (Technology Loving Care) maintenance agreement from LightWerks.

Manufacturer's equipment warranties are of varying lengths (usually 90 days to 1 year). LightWerks will warranty this equipment for the term established by the manufacturer on a DEPOT BASIS ONLY. All equipment warranties cover only depot (carry-in) service. If a projector, flat panel, or other equipment is installed, it will need to be uninstalled and reinstalled after it's fixed. This is not covered by any manufacturer or reseller warranty. We offer a variety of TLC service plans that you should discuss with your Account Manager. Otherwise, if you're not on any sort of service plan, we will be happy to uninstall and reinstall your equipment on a time and materials basis (minimum \$450 - \$550 per Technician per visit). Or, you may deliver warranty repair equipment to LightWerks, Attention: Service Department. Please include a copy of your invoice with each piece of equipment.

Warranty does not apply to any owner-furnished equipment (OFE) or product that has been subject to misuse, neglect, accident, operational error, modification, or damage by the introduction of new components to the system described herein.

FREE 90-Day Shake-Down/Break-In Period

For a period of ninety (90) days from the date of first beneficial use, LightWerks will provide "reasonable" changes/adjustments to the installed system(s) to ensure your satisfaction. Requests for these changes should be made through our Service portal located at www.LightWerks.com/HelpDesk. The definition of what is "reasonable" will be at the sole discretion of LightWerks. For example, corrections for user errors, non-authorized changes made to the system(s), and additional parts or scope of work, will be chargeable services.

Extended Maintenance Options

LightWerks offers a variety of TLC Support options. For more information on currently available offerings, please visit <https://lightwerks.com/support-contracts/> or speak with your LightWerks Account Executive.

Warranties and Training

KNOWLEDGE-TRANSFER (aka TRAINING)

Unless otherwise specified in the Scope of Work and/or Pricing, only basic orientation training is included in the project. If requested by the Customer's designated representative, this training can be conducted by a LightWerks representative upon close-out of our work, and would include a simple explanation, and demonstration, of the functions and use of the system.

If more than 30 minutes of training are required, or if a return visit specifically related to training is requested, this training will typically be done at an additional charge.

If not already included/charged as part of your project scope, additional formal training may be available, covering system usage and/or maintenance and trouble-shooting. This training may be conducted either on-site or remotely via video conferencing. If you are interested in this service, please ask your LightWerks Account Executive about available offerings.

Payment Schedule and Proposal Acceptance*

Amethod Schools

1450 Marina Way South
Richmond, CA 94804

Project #: P-921489
Revision: 0
Modified: 6/9/2021

Presented By: Becky East

Terms/Payment Schedule

Amount

UPON CREDIT APPROVAL:	\$0.00
50% Initial Deposit - Due on Receipt of Invoice	\$215,257.93
40% On Commencement of Onsite Work - Net 15	\$172,206.34
Remaining Payment - Upon Substantial Completion/Beneficial Use of System - Net 15	\$43,051.58

Client or Authorized Representative:

The pricing and terms on this proposal are only good within 15 days of the "modified date" above.

Please note, if you choose to acquire the project described in this proposal on a "Monthly Payment" basis, you will be asked to execute a separate financing agreement to finalize this acceptance.

Upon receipt of a Purchase Order and initial deposit (or execution of the financing agreement), LightWerks agrees to furnish the equipment and materials listed and perform the work in a workmanlike, professional, and expeditious manner.

Your signature below acknowledges you have read and agree to this proposal (including all attached exhibits AND the terms and conditions found at <https://lightwerks.com/installation-terms-and-conditions/> (unless specifically specified to the contrary elsewhere).



Client: Dennis Clark

Date:

Project Proposal

John Henry Highschool - Hybrid Learning Classrooms

Project #: P-921479

1402 Marina Way S
Richmond, CA 94804



JOHN HENRY HIGH SCHOOL

Presented By:

Dan Kaplan



LightWerks Profile and Scope of Work

Dual Projector Rooms: QUANTITY 14

- Install (1) owner provided Epson 118 as the primary projector facing the front wall. Remove the existing Epson projector and install it facing the back wall as the secondary display. The front screen will show content being shared in room and back wall will show remote students. This layout can be changed easily in the zoom user interface.
- Install all hardware in a 2X2 in ceiling tile box.
- Install a Zoom Room system consisting of a PC and Crestron 10" touch panel.
- Install and program Crestron control processor for room controls.
- Install a 8 port Netgear switch for all control system communication and network connectivity.
- Install a Nureva HDL-300 room microphone + speaker.
- Install a Aver USB tracking camera ceiling mounted.
- Install a Logitech web cam on the front wall above the Nureva facing the in class students. A 30' active USB cable will be used and is owner provided.
- Install a USB extender kit to bring the Epson doc camera to the zoom PC.
- Install 12ft HDMI cable into existing HDMI wall plate connection.

NOTES:

- Power in the in ceiling storage box completed by others.
- Power for the projectors and camera completed by others.
- (2) data ports needed in the ceiling will go into our 8 port switch.
- Zoom room license needed and provided by Amethod.
- Zoom resource configuration will be done by Amethod in conjunction with LightWerks installation team.
- Hardware delays are expected. Upon awarded we will know the severity within two weeks.

Price Quote

Location	Installed Price
Classroom 1	\$9,578.39
Classroom 2	\$9,578.39
Classroom 3	\$9,578.39
Classroom 4	\$9,578.39
Classroom 5	\$9,578.39
Classroom 6	\$9,578.39
Classroom 7	\$9,578.39
Classroom 8	\$9,578.39
Classroom 9	\$9,578.39
Classroom 10	\$9,578.39
Classroom 11	\$9,578.39
Classroom 12	\$9,578.39
Classroom 13	\$9,578.39
Classroom 14	\$9,578.39
Professional Services	\$64,280.00
Shipping	\$4,000.00

Equipment:	\$138,097.46
Labor:	\$64,280.00
Sales Tax:	\$13,069.04

Total Purchase Price:	\$215,446.50
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* Based on 5-year, fair-market-value financing; with approved credit; other terms and conditions apply; see more information at <https://lightwerks.com/services/financing/>.

Thank you for considering LightWerks for this project! Pricing on this quote is good for 30 days after receipt, unless otherwise stated. Custom items and subscription services cannot be returned for credit. Other returned items will be subject to a re-stocking fee. Terms and conditions are subject to change without notice.

Quote

Project No: P-921479

Rev. 0



Account Executive: Dan Kaplan - SFO

Printed On: 6/9/2021

This Agreement is between

Amethod Schools1402 Marina Way S
Richmond, CA 94804

and

LightWerks Communication Systems Inc.

Item Details

Classroom 1

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00

Project No: P-921479

Rev. 0

1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$9,578.39****Labor:****\$0.00****Classroom 1 Total****\$9,578.39****Classroom 2**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50

1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$9,578.39
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Labor:	\$0.00
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Classroom 2 Total	\$9,578.39
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Classroom 3

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19

1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$9,578.39
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Labor:	\$0.00
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Classroom 3 Total	\$9,578.39
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Classroom 4

Qty	Item	Unit Price	Price
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1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$9,578.39****Labor:****\$0.00****Classroom 4 Total****\$9,578.39****Classroom 5**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00

1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$9,578.39****Labor:****\$0.00****Classroom 5 Total****\$9,578.39****Classroom 6**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00

1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$9,578.39
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Labor:	\$0.00
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Classroom 6 Total	\$9,578.39
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Classroom 7

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00

1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$9,578.39****Labor:****\$0.00****Classroom 7 Total****\$9,578.39****Classroom 8**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50

1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$9,578.39
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Labor:	\$0.00
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Classroom 8 Total	\$9,578.39
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Classroom 9

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19

1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$9,578.39
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Labor:	\$0.00
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Classroom 9 Total	\$9,578.39
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Classroom 10

Qty	Item	Unit Price	Price
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1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$9,578.39****Labor:****\$0.00****Classroom 10 Total****\$9,578.39****Classroom 11**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00

1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$9,578.39****Labor:****\$0.00****Classroom 11 Total****\$9,578.39****Classroom 12**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00

1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$9,578.39
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Labor:	\$0.00
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Classroom 12 Total	\$9,578.39
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Classroom 13

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50
1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00

1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:**\$9,578.39****Labor:****\$0.00****Classroom 13 Total****\$9,578.39****Classroom 14**

Qty	Item	Unit Price	Price
1	ANKER 7 PORT USB HUB, Aluminum 7-Port USB 3.0 Hub	\$50.00	\$50.00
1	AVER DL30, Distance Learning Auto Tracking PTZ Camera	\$937.50	\$937.50
1	AVER PTMLTCM02, Mount for DL30 Camera	\$89.99	\$89.99
1	CHIEF SYSAUW, SYSTEM SUSP CEILING PROJ 0-12" WHITE	\$324.19	\$324.19
1	CRESTRON RMC4, 4-Series™ Control System	\$700.00	\$700.00
1	CRESTRON UC-C100-Z-WM, Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Zoom Rooms Software	\$2,600.00	\$2,600.00
1	CRESTRON USB-EXT-2-LOCAL, USB over Category Cable Extender, Local	\$337.50	\$337.50

1	CRESTRON USB-EXT-2-REMOTE-1G-W, USB over Category Cable Extender Wall Plate, Remote, White	\$337.50	\$337.50
1	EXTRON 26-663-12, 4K Premium High Speed HDMI Ultra-Flexible Cable - 12' (3.6 m)	\$58.75	\$58.75
1	LIGHTWERKS E-WASTE - 4-15 Inches, CALIFORNIA E-WASTE CHARGE For items including displays that are 4" to 15" diagonal	\$4.00	\$4.00
1	LIGHTWERKS INSTALLMATS, INSTALLMATS	\$185.01	\$185.01
100	LIGHTWERKS P-CAT6, PLENUM-RATED CATEGORY 6 CABLE	\$0.43	\$43.18
1	LOGITECH 960-000971, Designed for business, a 1080p webcam with wide field of view and digital zoom	\$120.00	\$120.00
1	MIDDLE ATLANTIC ECB2S, Ceiling box base model	\$542.00	\$542.00
1	MIDDLE ATLANTIC ECB-FAN, 120mm x 120mm 120 VAC, 49 CFM/28 dBA fan for use when additional air flow is required. Includes fan guard.	\$57.00	\$57.00
6	MONOPRICE 3992, Cable Select Series High Speed HDMI Cable - 4K@60Hz HDR 18Gbps YCbCr 4:4:4 28AWG 6ft_ Black	\$12.00	\$72.00
1	NETGEAR GS108PEv3, 8-Port Gigabit Ethernet	\$80.00	\$80.00
1	NUREVA HDL300-W, AUDIO CONFERENCING SYSTEM Soundbar in White	\$2,975.00	\$2,975.00
1	OFE DOCUMENT CAMERA, EPSON DOCUMENT CAMERA	\$0.00	\$0.00
1	OFE PROJECTOR, Epson powerlite 118 + mount	\$0.00	\$0.00
1	WIREMOLD ECB-SHELF, CEILING BOX SHELF	\$64.77	\$64.77

Equipment:	\$9,578.39
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Labor:	\$0.00
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Classroom 14 Total	\$9,578.39
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Professional Services

Qty	Item	Unit Price	Price
1	LIGHTWERKS ENGINEERING, SYSTEM DESIGN/ENGINEERING HOURS		\$3,360.00
1	LIGHTWERKS INSTALLATION, INSTALLATION SERVICES HOURS		\$43,680.00
1	LIGHTWERKS PROGRAMMING, PROGRAMMING SERVICES HOURS		\$4,480.00

1	LIGHTWERKS PROJECT COORDINATION, PROJECT COORDINATION SERVICES HOURS Scheduling, Inventory Tracking, Documentation, Etc.	\$2,000.00
1	LIGHTWERKS PROJECT MANAGEMENT, PROJECT MANAGEMENT SERVICES HOURS	\$5,200.00
1	LIGHTWERKS TESTING & COMMISSIONING, SYSTEM COMMISSIONING SERVICES	\$3,640.00
1	LIGHTWERKS TRAIN/PD-CUST, TRAINING/PD SERVICES - CUSTOM	\$1,920.00

Equipment:	\$0.00
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Labor:	\$64,280.00
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Professional Services Total	\$64,280.00
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Shipping

Qty	Item	Unit Price	Price
1	LIGHTWERKS SHIPPING, SHIPPING /HANDLING CHARGE	\$4,000.00	\$4,000.00

Equipment:	\$4,000.00
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Labor:	\$0.00
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Shipping Total	\$4,000.00
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Equipment Subtotal:	\$138,097.46
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Labor Subtotal:	\$64,280.00
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Project Subtotal:	\$202,377.46
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Pricing Summary

Equipment:	\$138,097.46
Labor:	\$64,280.00
Sales Tax:	\$13,069.04

Grand Total:	\$215,446.50
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Assumptions and Exclusions

Unless otherwise specified, the following standard assumptions are the basis for the price and completion date of our work:

- Work is to be conducted during "normal business hours" meaning, no after-hours work or double shifts.
- There will be no delays of the start date of our installation, nor the times of day that we will be permitted to work.
- Rooms will be available for our work without them being in use for other purposes, and without our team being obstructed by other trades.
- Work that must be completed by other trades (e.g. network turn-up, final furniture installation, ceiling, dry-walling, flooring, electrical, cable pulls and testing/certification, millwork, painting, etc.) must be finished on schedule and prior to the work that we must perform as part of our scope.
- Our teams must be allowed to perform contiguous installation, meaning we expect that we will be able to complete the contracted work in large blocks of time rather than having to do piece-meal work with multiple extra visits.
- Owner-furnished equipment (OFE), if any, must be present when work commences and is assumed to be in good working order, unless testing of the OFE has been contracted to us as part of our scope of work.
- Work-site will be in a tidy state, meaning no pre-installation clean-up will be required by our teams.
- "Substantial completion" of our scope is defined as "systems have been delivered and are installed and working. Punch-list items may remain but the systems are effectively 'useable' by end-users."
- "Beneficial use" is defined as your "productive use of some or all of the installed system to conduct the primary function for which it was purchased." For example, if a teacher is able to use a new system to teach students, even if the system is not 100% complete, such use will be deemed to be "beneficial use."

This project is also subject to the following assumptions:

- Any additional person-hours required by LightWerks to complete work due to a shift in our agreed upon schedule by others, or due to room readiness issues caused by others, will be billed out at a minimum of the following T&M rates:

• Engineering (Design & Field)	\$160/hour
• Project Management	\$160/hour
• Installation Labor (Shop & Field)	\$150/hour
• Programming	\$160/hour
• Training	\$150/hour

The following multipliers affect work done outside of normal business hours:

- Monday through Friday, 5 pm to 6:30 am, 1.5x the quoted hourly rate.
- Saturday and/or Sunday, 2x the quoted hourly rate.
- Holiday, 3x the quoted hourly rate.

The following multipliers affect work done by technical personnel beyond an ordinary 8-hour work-day:

Assumptions and Exclusions

- 8 hours to 11 hours and 59 minutes, 1.5x the quoted hourly rate.
- 12+ hours, 2x the quoted hourly rate.

Unless otherwise specified, the following work is not included in our scope of work:

- ANY customer-side network troubleshooting or PC configuration.
- Cutting into or configuring/assembling furniture or cabinetry.
- All conduit, high voltage wiring, breakers, relays, boxes, receptacles, etc.
- Concrete saw cutting and / or core drilling.
- In-wall backing for support of heavy equipment on wall.
- Fire wall, ceiling, roof and floor penetration.
- Necessary sheet rock replacement and or repair.
- Necessary ceiling tile or T-bar modifications, replacement and/or repair. Any and all millwork (moldings, trim, etc.).
- Painting and patching.
- Permits (unless specifically provided for elsewhere in the contract).
- HVAC and plumbing relocation.

POTENTIAL UPCHARGES

Per the discussion above, following are issues that sometimes occur, and the up-charges the project will incur if we are not able to do our work for you at our scheduled times:

- Delays to Start of Installation: Delays caused by no fault of LightWerks (e.g. customer representative is late meeting our personnel to provide access to the job-site, etc.) will be billed at \$150 per person-hour and will be calculated in ½ hour increments.
- Installation Cancellation/Rescheduling: Cancellation or rescheduling of installations will be subject to the following charges (all cancellations/rescheduling must be submitted in WRITING):
 - Less than 72 hours notice: \$500
 - Less than 48 hours notice: \$1,000
- Room Availability: The Room(s) where the install(s) is(are) to occur MUST be made available to LightWerks for the duration of the pre-scheduled installation and testing period. This means that no other events or meetings can be scheduled in the room(s) while LightWerks is working on-site. Any deviation from this condition may result in installation completion delay and will incur T&M rate (\$150 per person-hour) billing for crew downtime.
- Construction Schedule Delays/Changes/Additions: Delays to the start or completion of a technical installation that are beyond the control of LightWerks, WILL result in delay of technical installation completion. If, however, the customer still requires LightWerks to meet the original completion date in the event of such a delay, the customer agrees to pay extra labor costs and expenses necessary for LightWerks to expedite installation. Extra billing (change orders) must be agreed to in writing in advance of expedited installation.
- Contiguous Installation: Unless otherwise negotiated, jobs are quoted with the expectation of

Assumptions and Exclusions

contiguous installation, meaning we expect that we will be able to complete the contracted work in large blocks of time rather than having to do piece-meal work with multiple extra visits. In the event that it becomes necessary for LightWerks to add additional site visits and/or additional equipment rental to accommodate for equipment delivery issues, construction schedules, or major changes in customer's installation requirements, customer will be billed \$150 per additional person-hour, to be calculated in ½ hour increments, including drive-time.

- **Owner-Furnished Equipment (OFE):** OFE is OFTEN the cause of unexpected problems, delays, and additional charges on an installation. LightWerks does not install any wiring or equipment that does not meet State or other regulations. Any customer requiring LightWerks to work with old OFE agrees to pay for any extra labor expended due to problems or failures experienced with old wiring or equipment. This labor will be billed at T&M rates. Any equipment provided to LightWerks will not be deemed as "working" until it functions within the LightWerks-provided system. LightWerks will not be held liable for any OFE that is not, or cannot be demonstrated to be functional prior to our installation. Also, LightWerks shall not be held liable for unsafe conditions that existed prior to our work on any job-site (e.g. faulty mounting of pre-existing equipment, etc.).
- **Site Conditions and Client-Provided Information:** LightWerks will make every effort to work with your site conditions as they actually exist. However, should the site circumstances prove to be substantially different than those originally assumed, easily observed, and/or agreed upon by LightWerks (e.g. unusable conduits, lack of access to ceilings or equipment closets, etc.), there will likely be additional time and associated charges required to overcome previously undisclosed or unknown challenges.
- **Site Clean Up:** If a site is in an untidy, dirty, or dusty state, any necessary pre-installation clean-up done by LightWerks personnel will be billed at a T&M rate and may result in a delay in the completion of the installation. At a minimum, removal of existing trash from rooms upon LightWerks arrival will be billed as follows:
 - Basic Removal (one room): \$500
 - Extended Removal (multiple rooms): \$1,000

Warranties and Training

WARRANTIES

Standard Project Workmanship Warranty

LightWerks warrants the Audiovisual System furnished to be free from defects in workmanship (i.e. cables, connections, and structures) for a period of one (1) year from the date of acceptance or first beneficial use, whichever occurs first. Warranty service for such defects will be handled in a reasonable and timely manner from the time of notification to LightWerks by the Owner or their agent. Requests for service should be made through our Service portal at www.LightWerks.com/HelpDesk. If problems are found to have been caused other than by defects of workmanship, visits to correct these problems will be chargeable at a rate of \$450 - \$550 per Technician per visit, unless the client has purchased a TLC (Technology Loving Care) maintenance agreement from LightWerks.

Manufacturer's equipment warranties are of varying lengths (usually 90 days to 1 year). LightWerks will warranty this equipment for the term established by the manufacturer on a DEPOT BASIS ONLY. All equipment warranties cover only depot (carry-in) service. If a projector, flat panel, or other equipment is installed, it will need to be uninstalled and reinstalled after it's fixed. This is not covered by any manufacturer or reseller warranty. We offer a variety of TLC service plans that you should discuss with your Account Manager. Otherwise, if you're not on any sort of service plan, we will be happy to uninstall and reinstall your equipment on a time and materials basis (minimum \$450 - \$550 per Technician per visit). Or, you may deliver warranty repair equipment to LightWerks, Attention: Service Department. Please include a copy of your invoice with each piece of equipment.

Warranty does not apply to any owner-furnished equipment (OFE) or product that has been subject to misuse, neglect, accident, operational error, modification, or damage by the introduction of new components to the system described herein.

FREE 90-Day Shake-Down/Break-In Period

For a period of ninety (90) days from the date of first beneficial use, LightWerks will provide "reasonable" changes/adjustments to the installed system(s) to ensure your satisfaction. Requests for these changes should be made through our Service portal located at www.LightWerks.com/HelpDesk. The definition of what is "reasonable" will be at the sole discretion of LightWerks. For example, corrections for user errors, non-authorized changes made to the system(s), and additional parts or scope of work, will be chargeable services.

Extended Maintenance Options

LightWerks offers a variety of TLC Support options. For more information on currently available offerings, please visit <https://lightwerks.com/support-contracts/> or speak with your LightWerks Account Executive.

Warranties and Training

KNOWLEDGE-TRANSFER (aka TRAINING)

Unless otherwise specified in the Scope of Work and/or Pricing, only basic orientation training is included in the project. If requested by the Customer's designated representative, this training can be conducted by a LightWerks representative upon close-out of our work, and would include a simple explanation, and demonstration, of the functions and use of the system.

If more than 30 minutes of training are required, or if a return visit specifically related to training is requested, this training will typically be done at an additional charge.

If not already included/charged as part of your project scope, additional formal training may be available, covering system usage and/or maintenance and trouble-shooting. This training may be conducted either on-site or remotely via video conferencing. If you are interested in this service, please ask your LightWerks Account Executive about available offerings.

Payment Schedule and Proposal Acceptance*

Amethod Schools

1402 Marina Way S
Richmond, CA 94804

Project #: P-921479
Revision: 0
Modified: 6/9/2021

Presented By: Becky East

Terms/Payment Schedule

Amount

UPON CREDIT APPROVAL:	\$0.00
50% Initial Deposit - Due on Receipt of Invoice	\$107,723.25
40% On Commencement of Onsite Work - Net 15	\$86,178.60
Remaining Payment - Upon Substantial Completion/Beneficial Use of System - Net 15	\$21,544.65

Client or Authorized Representative:

The pricing and terms on this proposal are only good within 15 days of the "modified date" above.

Please note, if you choose to acquire the project described in this proposal on a "Monthly Payment" basis, you will be asked to execute a separate financing agreement to finalize this acceptance.

Upon receipt of a Purchase Order and initial deposit (or execution of the financing agreement), LightWerks agrees to furnish the equipment and materials listed and perform the work in a workmanlike, professional, and expeditious manner.

Your signature below acknowledges you have read and agree to this proposal (including all attached exhibits AND the terms and conditions found at <https://lightwerks.com/installation-terms-and-conditions/> (unless specifically specified to the contrary elsewhere).



Client: Dennis Clark

Date:



HONOR HARD WORK

Amethod Public Schools Board Item Overview

Date: 05/19/2021

Subject:

Hybrid Classroom Construction Update

Action:



Information:



Committee:



Approve contracts for hybrid classroom setup at BJE, JHHS, OCA schools. The project is contingent upon availability of ESSER funding and compliance with CDE distance learning guidelines.

RECOMMENDATIONS:

Recommend Approval

SUMMARY OF PREVIOUS
BOARD DISCUSSION AND
ACTION:

In May, use of ESSER funding was approved for hybrid classroom setup.

SUMMARY OF KEYS ISSUES:

Hybrid classrooms that accommodate distance learning modalities are needed through at least December 2021.

FISCAL ANALYSIS:

Contingent upon available ESSER funding

ATTACHMENT (s):

Hybrid Classroom Project Construction Contracts (Lightwerks)