

Galt Joint Union Elementary School District
Board of Education
“Building a Bright Future for All Learners”

Regular Board Meeting
Wednesday, November 18, 2015
5:45 p.m. Closed Session
7:00 p.m. Open Session

Galt City Hall Chamber
380 Civic Drive, Galt, CA 95632

AGENDA

Anyone may address the Board regarding any item that is within the Board's subject matter jurisdiction. However, the Board may not take action on any item which is not on this agenda as authorized by Government Code Section 54954.2.

Community members and employees may address items on the agenda by filling out a speaker's request form and giving it to the board meeting assistant prior to the start of that agenda item.

Comments are limited to no more than 3 minutes or less pending Board President approval.

- A. 5:45 p.m. – Closed Session: Galt City Hall Chambers Conference Room**
- B. Announce Items to be Discussed in Closed Session, Adjourn to Closed Session**
 - 1. CONFERENCE WITH REAL PROPERTY NEGOTIATORS, Government Code §54956.8
 - Property: 148-0090-016, 032, 035, 038, 055 & 059, Galt, CA
 - 2. CONFERENCE WITH LABOR NEGOTIATOR, Government Code §54957.6
Agency Negotiator: Karen Schauer, Robert Nacario, Claudia Del Toro-Anguiano, Tom Barentson
 - Employee Agency: (GEFA) Galt Elementary Faculty Association
 - Employee Agency: (CSEA) California School Employee Association
 - Non-Represented Employees
 - 3. PUBLIC EMPLOYEE DISCIPLINE/DISMISSAL/RELEASE, Government Code §54957
- C. Adjourn Closed Session, Call Meeting to Order, Flag Salute, Announce Action Taken in Closed Session**
- D. Public Comments** for topics not on the agenda
Public comment should be limited to three minutes or less pending Board President approval. Community members who cannot wait for the related agenda item may also request to speak at this time by indicating this on the speaker's request form.
- E. Reports**
 - Superintendent
 - 1. Race To The Top: Bright Future for Galt Students Initiative Update
 - 3rd Annual Galt Education Summit Update

- Career Readiness: Career Technical Incentive Grant with Galt High School District

Educational Services Director

1. Padmanaban Balamani, Entappia Application (App)
 - Parent Communication App
2. T-Mobile Pilot For Home Chromebook Access

Business Services Director

1. Facilities Master Plan Prioritization
2. Maintenance, Operations, and Transportation Office
 - Modular Building Complete
 - Shop Plans
3. Maintenance and Operations
 - Security
4. Transportation
 - Expanded Learning Opportunities
 - Transportation Committee
5. Food Services
 - Replacement of Nutri Kids with Meals Plus Food Services Online Management System
 - Meal Payment Update

F. Recommended Actions

1. Routine Matters/New Business

131.677 Consent Calendar

MOTION

a. Approval of the Agenda

At a regular meeting, the Board may take action upon an item of business not appearing on the posted agenda if, first, the Board publicly identifies the item, and second, one or more of the following occurs:

- 1) The Board, by a majority vote of the full Board, decides that an emergency (as defined in Government Code section 54956.5) exists; or
- 2) Upon a decision by a two-thirds vote of the Board, or if less than two-thirds of the Board members are present, a unanimous vote of those present, the Board decides that there is a need to take immediate action and that the need for action came to the attention of the District after the agenda was posted; or
- 3) The item was posted on the agenda of a prior meeting of the Board occurring not more than five calendar days prior to the date of this meeting, and at the prior meeting, the item was continued to this meeting.

b. Minutes: October 28, 2015

c. Payment of Warrants –

Certificated/Classified Payrolls Dated: 10/13/15, 10/22/15, 10/30/15, 11/3/15

Vendor Warrant Numbers: 16352083-16352138, 16350979-16351068, 16314733-16314826, 1631237-16314240

d. Personnel

1. Resignations/Retirement
2. Leave of Absence Requests
3. New Hires

e. LPA Professional Services Agreement for Facilities Master Plan Prioritization

131.678	Consent Calendar (Continued) – Items Removed for Later Consideration	CC Items Removed
131.679	Board Consideration of Approval to Piggyback on the Shasta Union High School District Contract with the Ray Morgan Company for Office Equipment and Related Technology and Services	MOTION
131.680	Board Consideration of Approval of The Nature Conservancy Contract, a District of Columbia Non-profit Corporation, Agreement to Support Environmental Education for GJUESD Students at the Cosumnes River Preserve	MOTION
131.681	Board Consideration of Nominations for CSBA (California School Boards Association) Delegate Assembly, Subregion 6-B	MOTION
131.682	Board Consideration to Establish December 15, 2015 at 7:00p.m. at Galt City Hall Chamber Vernon E. Greer Elementary School Bright Future Learning Center as the Annual Organizational Meeting and Regular Monthly Meeting per Education Code §35143.	MOTION
131.683	Board Consideration of Approval of Government Financial Strategies, Inc. Agreement to Provide Financial Planning and Advisory Services to GJUESD	MOTION

G. Pending Agenda Items

1. Curriculum, Instruction, Assessment, Technology Alignment
2. Electronic Board Agenda Packet
3. Special Education Services
4. School Furniture Analysis
5. Illuminate Parent Portal
6. Governance Team Continuous Improvement

H. Public Comments for topics not on the agenda

Public comment should be limited to three minutes or less pending Board President approval.

I. Adjournment

The next regular meeting of the GJUESD Board of Education: To Be Determined

Board agenda materials are available for review at the address below.

Individuals who require disability-related accommodations or modifications including auxiliary aids and services in order to participate in the Board meeting should contact the Superintendent or designee in writing:

Karen Schauer Ed.D., District Superintendent
Galt Joint Union Elementary School District
1018 C Street, Suite 210, Galt, CA 95632
(209) 744-4545



Board Meeting Agenda Item Information

Meeting Date: 11/18/15	Agenda Item: Closed Session
Presenter: Karen Schauer	Action Item: Information Item: XX

1. CONFERENCE WITH REAL PROPERTY NEGOTIATORS, Government Code §54956.8
 Property: 148-0090-016, 032, 035, 038, 055 & 059, Galt, CA

2. CONFERENCE WITH LABOR NEGOTIATOR, Government Code §54957.6
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3. PUBLIC EMPLOYEE DISCIPLINE/DISMISSAL/RELEASE, Government Code §54957



Board Meeting Agenda Item Information

Meeting Date: 11/18/15	Agenda Item: Reports
Presenter: Karen Schauer	Action Item: Information Item: XX

Superintendent

1. Race To The Top: Bright Future for Galt Students Initiative Update
 - 3rd Annual Galt Education Summit Update
 - Career Readiness: Career Technical Incentive Grant with Galt High School District

Educational Services Director

1. Padmanaban Balamani, Entappia Application (App)
 - Parent Communication App
2. T-Mobile Pilot For Home Chromebook Access

Business Services Director

1. Facilities Master Plan Prioritization
2. Maintenance, Operations, and Transportation Office
 - Modular Building Complete
 - Shop Plans
3. Maintenance and Operations
 - Security
4. Transportation
 - Expanded Learning Opportunities
 - Transportation Committee
5. Food Services
 - Replacement of Nutri Kids with Meals Plus Food Services Online Management System
 - Meal Payment Update



REPORTS SUPERINTENDENT

1. Race To The Top: Bright Future for Galt Students Initiative Update

- 3rd Annual Galt Education Summit Update
 - The Summit resulted in feedback and ideas to address youth learning and enrichment efforts. The input will be distributed to participants.
- Career Readiness: Career Technical Incentive Grant with Galt High School District
 - Claudia Del Toro-Anguiano and Robert Nacario will review this grant opportunity involving collaboration with the high school district.



GALT EDUCATION SUMMIT

NOVEMBER 5, 2015

AGENDA OVERVIEW

Session Goals

1. Celebrate and learn how the City of Galt, Galt High School District and Galt Elementary School District are making progress for Galt's youth.
2. Provide ideas and feedback that support the goal of every student graduating ready for college, career and life.
3. Progress and Future Efforts
 - City of Galt
 - Galt High School District
 - Galt Elementary District
4. Table Teamwork: Ideas and Feedback
5. Next Steps

PARK AND RECREATION DEPARTMENT CITY PARKS



- Twenty-one (21) parks within the Galt city limits.
- Three (3) parks have pavilions available for reservations.
- Walker Community Park Phase 1A was completed.
- Walker Community Park Phase 1B will go out to bid in a few months. Project costs and Park Impact Fees will determine if the project will be completed all at once or in phases.





Plan Legend

- A Lighted Soccer Field (210' x 530')
- B Small Group Picnic Area (25 person)
- C Large Group Picnic Area (50 person)
- D Parking (Approximately 410 stalls)
- E Lighted Synthetic Football/Soccer Field
- F Lighted Little League Field
- G Concession/Storage/Restroom Building
- H Lighted Pony League/Girls Softball Field
- I Lighted Tennis Courts
- J Lighted Basketball Courts
- K Community Center (30,000 sq ft)
- L Circular Drop-off
- M Restrooms
- N Accessible Creative Play Area
- O Interactive Water Feature
- P Multi Use Path with Security Lighting
- Q Corporation Yard
- R Gated Quail Hollow Drop-off
- S Gated Park Entrance
- T Park Signage
- U Turf Volleyball
- V Masonry Wall
- W Public Art/Sports Monumentation
- X Bleachers

Walker Community Park
Conceptual Master Plan
Galt, California

October 15, 2004

PHASE 1A

- Artificial Turf Football/Soccer Field
 - Bleachers
 - Field Lights
- 2 Natural Grass Soccer Fields
- Playground
- 2 Picnic Pavilions
- Restrooms
- Cameras
- Maintenance Room
- Entrance Roadway
- Parking Lot

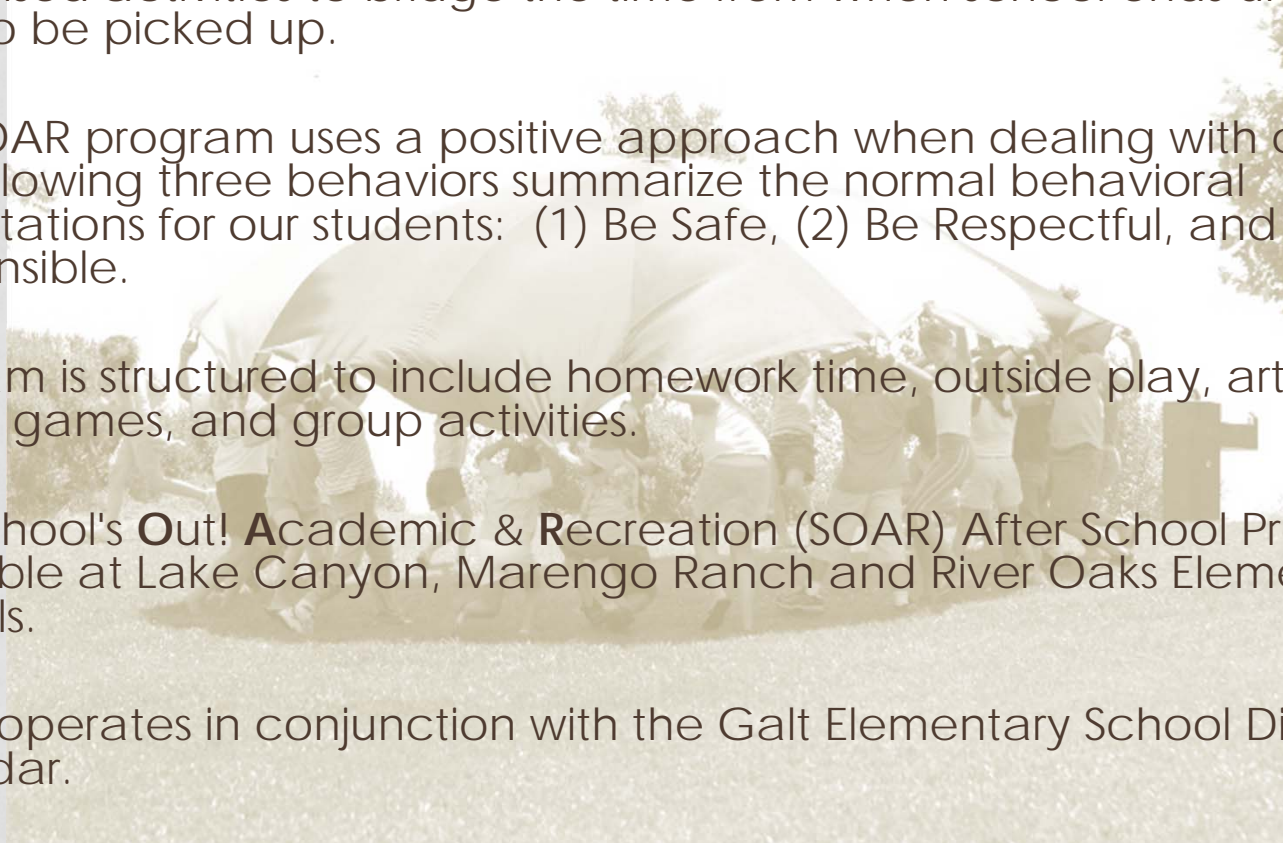
PHASE 1B

- F & H - 2 Youth Softball/Baseball Fields
 - Field Lights
- G - Restrooms
- G - Maintenance Room
- D - Parking Lot
- A - Add Lights to Natural Turf Fields
- Complete Roadway to Sargent Ave.

PARK AND RECREATION DEPARTMENT SCHOOLS OUT! ACADEMIC & RECREATION AFTER SCHOOL PROGRAM



- Purpose: The SOAR program provides students (first through sixth grades) supervised activities to bridge the time from when school ends until they are able to be picked up.
- The SOAR program uses a positive approach when dealing with children. The following three behaviors summarize the normal behavioral expectations for our students: (1) Be Safe, (2) Be Respectful, and (3) Be Responsible.
- Program is structured to include homework time, outside play, arts & crafts, indoor games, and group activities.
- The **S**chool's **O**ut! **A**cademic & **R**ecreation (SOAR) After School Program is available at Lake Canyon, Marengo Ranch and River Oaks Elementary Schools.
- SOAR operates in conjunction with the Galt Elementary School District calendar.
- Average monthly attendance is 133 students at all three schools .

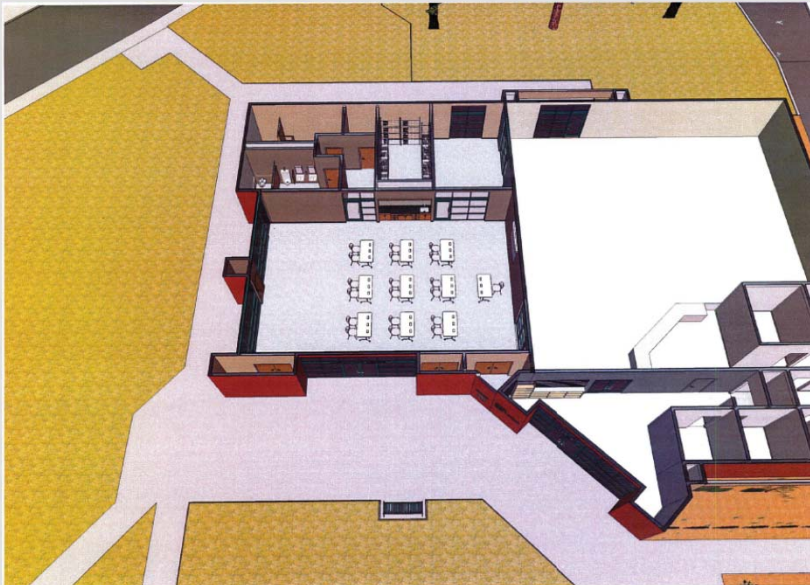


PARK AND RECREATION DEPARTMENT LIBRARY EXPANSION



Project Includes:

- 1,520 sq. ft. community/program room
- 300 sq. ft. kid's room
- Restrooms
- Storage area
- Parking lot expansion



SAN JOAQUIN DELTA COMMUNITY COLLEGE DISTRICT (SJDCCD) EDUCATION CENTER UPDATE



- Using Measure L Funds, SJDCCD purchased Liberty Road property in 2006.
- SJDCCD began feasibility study on Liberty Road property in 2014.
- Galt City And Schools Together (CAST) meeting was held in February to discuss outreach to support a center in Galt.
- SJDCCD Special Board Meeting regarding North County Center Project is scheduled for November 9th, 5:30 p.m. to consider the location of a North County Education Center.



GALT JOINT UNION HIGH SCHOOL DISTRICT

HIGH SCHOOL DIPLOMA

=

College and Career Readiness

=

Mastery of Common Core Standards

=

Lexile of 1300



COLLEGE AND CAREER READINESS

UC/CSU Admissions (A-G requirements)	Career Technical Education (11 Industry Sectors)
A-2 years of social science	<ul style="list-style-type: none"> • Fashion and Interior Design
B-4 years of English	<ul style="list-style-type: none"> • Education, Child Development and Family Services
C-3 years of mathematics	<ul style="list-style-type: none"> • Hospitality, Tourism and Recreation
D-2 years lab science	<ul style="list-style-type: none"> • Marketing, Sales, and Services
E-2 years same foreign language	<ul style="list-style-type: none"> • Energy, Environment, and Utilities
F-1 year visual and performing arts	<ul style="list-style-type: none"> • Health Science and Medical Technology
G-1 year college preparatory elective	<ul style="list-style-type: none"> • Manufacturing and Product Development
	<ul style="list-style-type: none"> • Public Services
	<ul style="list-style-type: none"> • Business and Finance
	<ul style="list-style-type: none"> • Agriculture and Natural Resources
	<ul style="list-style-type: none"> • Information and Communication Technologies
	<ul style="list-style-type: none"> • Engineering and Architecture
	<ul style="list-style-type: none"> • Building and Construction Trades
	<ul style="list-style-type: none"> • Transportation



GALT JOINT UNION HIGH SCHOOL DISTRICT

Community Engagement Opportunities

Navigating Civic Life

Navigating World of Work

Real-Life Work Experience



Galt Joint Union Elementary School District

GJUESD BRIGHT FUTURE VISION

Growing And Learning Together

Our Goal:

Inspire learners-
one plan at a
time!

Developing
Personalized Learning
Plans (PLPs) for every
learner

- THREE PLAN
COMPONENTS
1. Learner Information
 2. Goal Setting
 3. Performance Progress

**GOAL
1**

Implement Common
Core State Standards in
every classroom through
blended and flexible
learning environments

1. Variety of Blended Learning
Environments
2. Classroom, BFLC, Outdoors,
Community

**GOAL
2**

Using data, meaningful
evaluation, and self-
reflection to
continuously improve
classroom instruction

1. We are in this together: A
systems approach!
2. Engaging educator
evaluation
3. On-going data use to gauge
adjustments

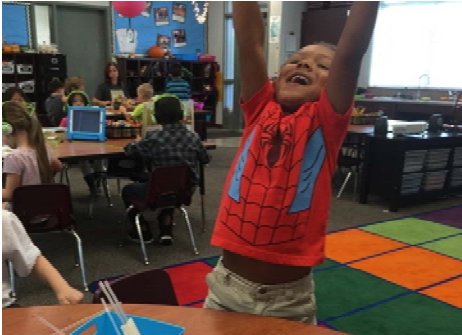
**GOAL
3**

Providing safe, clean
school facilities with the
flexibility and
infrastructure needed
for high-level instruction

Support 21st Century Learning
through safe, healthy and
flexible learning environments

**GOAL
4**

GJUESD BRIGHT FUTURE VISION





2014-15 BRIGHT FUTURE FOR GALT STUDENTS

GJUESD ACCOMPLISHMENTS OVERVIEW

❖ **GOAL 1: Develop and Implement Personalized Learning Plans (PLPs)**

- ❑ PLP's with goals for 3693 TK-Grade 8 learners.
- ❑ 2015 Growth Goal Results
 - 67% Language Arts
 - 73% Math
 - 86% Engagement Goal
 - 53% English Language Development Goals
- ❑ Strengths, interests, and needs considered when developing plans

❖ **GOAL 2: Implement CCSS and NGSS**

- ❑ On-going professional learning with greater personalization: Menu Mondays, Collaboration Days follow Staff Development Days
- ❑ Project-based service learning increased: 2225 to 2400 projects
- ❑ Bright Future Learning Center (BFLC) opportunities expanded with more college and career connections, 1144 learners in clubs, 81 summer camps offered
- ❑ Next Generation Science Standards (NGSS) early implementer district efforts: 39 Lead Teachers
- ❑ Technology access for blended learning opportunities: chromebooks increased from 2940 to 3346



2014-15 BRIGHT FUTURE FOR GALT STUDENTS

GJUESD ACCOMPLISHMENTS OVERVIEW

❖ **GOAL 3: Continuous Improvement**

- ❑ Teachers, school administrators, superintendent and Board of Trustees participate in meaningful evaluation practices
- ❑ Data systems are being aligned into one system for more efficient data management and use
- ❑ Parent Portal for TK-8 communication of learning progress

❖ **GOAL 4: Facilities and Operations**

- ❑ Facilities Master Plan (FMP) accepted by Board of Trustees: June 2015
- ❑ Strengthened recycling efforts with Cal-Waste at every school



GJUESD FUTURE EFFORTS

1. Support 100% learners meeting or exceeding Personalized Learning Plan goals.
2. Finalize priorities for Facilities Master Plan and possible consideration of a General Obligation Bond in 2016.
3. Address the Opportunity Gap: 1 to 1 mobile technology devices for digital learning at school are also accessible at home.

TABLE TEAMWORK IDEAS AND FEEDBACK

Key Question: Given information and progress you learned tonight, what ideas or feedback do you have to strengthen:

1. Educational Opportunities and Access
2. Health and Wellness
3. Enrichment and Recreation
4. Job Skills Development
5. Facilities for 21st Century Learning
6. Other Areas

NEXT STEPS

1. Ideas and feedback sent to each Summit Participant
2. Ideas and feedback considered as school districts and City of Galt further develop and implement Plans

Participating Organizations

Business and Workforce Development

BMD
California Waste
Galt Chamber of Commerce
Guttridge Realty
Spaans Cookies
SunCal
Pacific Gas and Electric

City of Galt

City Council Members
Galt Police Department
Galt Youth Committee
Galt Parks & Recreation Commission
Galt Public Library
Sacramento Public Library

Education Agencies

California Department of Education
Cosumnes River College
First 5 Sacramento
Galt Joint Union Elementary School District
Galt Joint Union High School District
Sacramento County Office of Education
San Joaquin Delta College

U.S. Congress, California's 9th District

Foundation or Research Organizations

Alliance for a Healthier Generation
Central Valley Foundation
PIVOT Learning
Sierra Health Foundation
West Ed
Youth Development Network
Cowell Foundation

Media Organization

Herburger Publications
Lodi News Sentinel

Sacramento County Supervisor

Community Organizations

Boys Scouts of America
Girls Scouts of America
Pastors on Premises
Galt Area Historical Society and McFarland Living History Ranch
Galt Community of Character Coalition
Galt horse Assisted Learning & Enrichment Program
Galt Kiwanis Club
Galt Lions Club

3rd Annual Galt Community

EDUCATION SUMMIT



November 5, 2015

Galt Youth Master Plan Vision

Our vision is that the Galt community is a place where all our children and youth are ready for college, work and life. All our families and community members are supportive. All our leaders are effective.

Our vision for Galt is one in which:

- *Youth will be healthy, well-nourished and physically fit*
- *Youth will have access to a wide range of educational, cultural and recreational activities*
- *Youth will have meaningful opportunities for involvement, membership and leadership*
- *Our school will prepare youth for adulthood by providing a rigorous and relevant education program with multiple opportunities for high-quality service learning*
- *Our community will provide safe, affordable and accessible facilities for education, recreation and entertainment*
- *Our community will provide safe and environmentally friendly options for pedestrian, bicycle and vehicle traffic*
- *Our community will respect and value ethnic and cultural diversity*



Welcome!

Session Goals

1. Present progress made for youth through our schools and city efforts.
2. Discuss and acquire ideas and feedback that will support the goal of every student graduating from high school ready for college, career and life.

Bright Future for Galt Students: Ideas to Action

- City of Galt
- Galt High School District
- Galt Elementary School District

Table Teamwork: Ideas and Feedback

Next Steps

- Ideas and feedback sent to each Summit Participant.
- Ideas and feedback considered as school districts further develop and implement state-required Local Control Accountability Plans (LCAP).



Board Meeting Agenda Item Information

Meeting Date: 11/18/15	Agenda Item: 131.677 Consent Calendar
Presenter: Karen Schauer	Action Item: XX Information Item:

a. Approval of the Agenda

b. Minutes: October 28, 2015 Regular Board Meeting

c. Payment of Warrants:

Certificated/Classified Payrolls Dated: 10/13/15, 10/22/15, 10/30/15, 11/3/15

Vendor Warrant Numbers: 16352083-16352138, 16350979-16351068, 16314733-16314826, 1631237-16314240

d. Personnel

1. Resignations/Retirement

Last	First	Position	Resignation/Retirement
Hall	John	Yard Duty	11/5/15
Jara	Denise	Yard Duty	11/3/15
Quitter	Dana	Spec Ed IA	11/20/15

2. New Hires

Last	First	Position	Location
Cowey	Troy	Classified Substitute	
Dettmann	Ellen	Classified Substitute	
Devoogd	Kristen	Classified Substitute	
Henriquez	Rebecca	ASES Instructional Assistant	Greer
Hibbard	Debra	Classified Substitute	
Laporte	Vicki	Food Service Worker	McCaffrey
Maclennon	Noele	Substitute Teacher	
Martindale	Chad	Spec Ed Instructional Assistant	River Oaks
Munoz	Jose Salvador	Classified Substitute	
Okolo	Chioma	Substitute Teacher	
Rojas	Joe	Custodian	Valley Oaks
Russell	Michelle	Classified Substitute	
Valencia	Krystal	Classified Substitute	
Weeks	Ivan	Classified Substitute	

e. LPA Professional Services Agreement for Facilities Master Plan Prioritization

Galt Joint Union Elementary School District
Board of Education
“Building a Bright Future for All Learners”

Regular Board Meeting
Board of Education
Galt Joint Union Elementary School District

Wednesday, October 28, 2015
Galt City Hall Chambers
380 Civic Drive, Galt, CA 95632

Board Members Present

John Gordon
Kevin Papineau
Matthew Giblin
Wesley Cagle
Grace Malson

Administrators Present

Karen Schauer	Claudia Del Toro-Anguiano
Robert Nacario	Donna Mayo-Whitlock
Thomas Barentson	Emily Peckham
Judith Hayes	Laura Marquez
Donna Gill	James Freeman
Jamie Hughes	Julie Grandinetti

MINUTES

A. Closed Session was called to order at 6:02 p.m. by John Gordon. Wesley Cagle entered closed session at 6:05. They discussed:

1. STUDENT MATTER, Education Code §35146, §48918(c)
 - Expulsion Case Number #15/16-01
2. CONFERENCE WITH REAL PROPERTY NEGOTIATORS, Government Code §54956.8
 - Property: 148-0090-016, 032, 035, 038, 055 & 059, Galt, CA
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 - Non-Represented Employees
4. PUBLIC EMPLOYEE DISCIPLINE/DISMISSAL/RELEASE, Government Code §54957

B. Closed Session Adjourned at 7:06 p.m. The open meeting was called to order at 7:09 p.m. by John Gordon followed by the flag salute. He announced no action taken in closed session.

C. Public Comment

1. Sabrena Fry addressed the Board regarding the School Resource Officer.
2. Sabrena Fry addressed the Board to introduce Sandra Barreiro, Labor Relations Representative, Sacramento Field Office,

3. Tammy Partridge addressed the Board regarding technology.

D. Reports

Superintendent

1. Karen Schauer stated that the Bright Future for Galt Students Initiative addresses strengths, excellence and equity. She indicated she is proud to represent our district and shared district program dissemination efforts and influence efforts to move forward. District efforts include:

- Participation on the California School Boards Association (CSBA) Superintendent's Advisory Committee
- Washington D.C. Race To The Top (RTTT) and WestEd meetings with Listening Circle for continuous improvement presentation
- Next Generation Science Standards (NGSS) discussion with State Board President and Researchers
- Council of Educational Facilities Planners International (CEFPI) conference participation and presentation
- Accepting Secretary of Education's Invitation to Common Wealth Club meeting and presentation
- Planning for November 18th virtual RTTT conference to nationally disseminate GJUESD efforts to advance personalized learning through strengths identification and attention to social-emotional indicators of hope, well-being and engagement

Dr. Schauer shared the vision of Secretary of Education Arne Duncan and Dr. Bill Daggett. Secretary Duncan's vision includes preschool for all, free community college, great teachers and great principals, power of personalization that includes social-emotional considerations and attention to school climate, opportunity gap and technology, getting through college not to college, Promise Neighborhood and shared responsibility. Dr. Daggett's vision points include: fundamental world changes create the urgency for educational reform, career ready learners, culture trumps strategy, everybody teaches reading through high school, power of looping and interdisciplinary teaching, finding out what a learner likes and driving the academics in, changing report cards, shared responsibility and redefined community in an information age with social networking, reform work takes evolution not a revolution.

Karen Schauer asked RTTT Washington D.C. convening attendees to share their experience.

Claudia Del Toro-Anguiano stated that the current educational system is the same education system that we functioned under over 120 years ago. We need to evolve into something different to ensure kids are ready for the 21st century.

Kim Lizama shared her thoughts on project based learning as it relates to personalization. She indicated this is a level of personalization that the district will have

to incorporate into students personalized learning plans.

John Gordon stated that another theme was equity and how do we address it. So much of it was technology driven but that is just a fraction of it. How do we continue to evolve as we move forward? He shared the experience of another school district when they surveyed technology use in a poor community. Their findings were that all their assumptions were wrong. They have a partnership with Qualcomm Think A Bit Lab.

Kim Lizama stated that anytime we can get out of our own district to learn is beneficial. Including learning on-line.

Karen Schauer stated that Secretary Duncan talked about the opportunity gap. We are addressing this concern in our district through a possible partnership with T-mobile for home internet access. She referenced Lindsey Unified School District as a district that is 100% free/reduced. They are at a point that students are assigned a chromebook or laptop for 3 years at a time through high school.

Jamie Hughes shared information on the T-mobile pilot for chromebook use at home. She indicated the district would pay \$8 per month and she is contacting other districts that are working with T-mobile to see how it is going.

Kevin Papineau inquired about T-mobile coverage in our area.

Jamie Hughes stated that their service is strong within our school boundaries.

2. Karen Schauer shared information on Galt's 3rd Annual Education Summit. She indicated the summit will be held on November 5th at Brewsters Resturant. The goals of the summit are:
 - Present progress made for youth through our schools and city efforts.
 - Discuss and acquire ideas and feedback that will support the goal of every student graduating from high school ready for college, career and life.
3. Donna Whitlock reported on CVF Data Dialogues Network Meeting. She indicated the focus was to look at the success of Sanger Unified School District (SUSD) as they received their grant in 2011. Ms. Whitlock observed that we have many commonalties with SUSD as it relates to how we teach our English Learners. In SUSD they focus on adult learning and student learning.

John Gordon stated that he would also like to look at what we are doing in preschool to address the learning needs of our English learners.

4. Karen Schauer reported no complaints for the Williams UCP 1st quarter.

Curriculum Director

1. John Durand reported on the District's long history with the Bureau of Land Management. He introduced Gary D. Munson, Bureau of Land Management Youth Program Coordinator. Mr. Munson reported on Every Kid in a Park Initiative. He indicated the goal of the initiative is to help engage and create our next generation of park visitors, supporters and advocates, the White House, in partnership with the Federal Land Management agencies, launched the Every Kid in a Park initiative. The immediate goal is to provide an opportunity for each and every 4th grade student across the country to experience their federal public lands and waters in person throughout the 2015-2016 school year.

2. Claudia Del Toro-Anguiano reported on October Professional Development Opportunities. She shared the different trainings that were offered and indicated that teacher feedback indicates teachers would like more personalized opportunities offered in a variety of ways.

Business Services Director

1. Tom Barentson thanked the Board for the opportunity to serve the district. He addressed what the district has done so far to improve student learning as it relates to facilities. He indicated that LPA will assist with prioritization.

E. Recommended Actions

1. Routine Matters/New Business

131.672 A motion was made by Grace Malson to approve the Consent Calendar, seconded by Matthew Giblin and unanimously carried. Consent Calendar

a. Approval of the Agenda

b. Minutes: September 10, 2015 Special Board Meeting
Minutes: August 19, 2015 Regular Board Meeting

c. Payment of Warrants –
Certificated/Classified Payrolls Dated: 8/31/15, 9/10/15, 9/11/15
Vendor Warrants: #16303699- 16303737, #16304532- 16304555, #16305276- 16305316, #16306450- 16306477, #16306970-16306971, #16307334- 16307362

d. Personnel

1. Resignations/Retirement – accepted the following:

Last	First	Assignment	
Brandon-Lopez	April	Sp Ed Inst Asst	Resignation effective 10/30/15
Bruns	Marina	Food Services	Resignation effective 11/2/15
Pereira	Kristine	Yard Supervisor	Resignation effective 9/30/15
Sawyer	Carol	Sp Ed Inst Asst	Resignation effective 10/6/15
Smith	Jaimie	Yard Supervisor	Resignation effective 10/19/15

2. New Hires- approved the following:

Last	First	Assignment	Location
Bachmann	Albert	Sub Custodian /Groundskeeper	
Baldwin	Al	Yard Supervisor	Greer
Blake	Amber	Teacher	River Oaks
Cabrera	Magalhy	ASES Inst Asst	McCaffrey
Figueroa	Richard	Psychologist	District Office
Floyd	Jeanine	Yard Supervisor	River Oaks
Frantson	Eric	Math Inst Asst	McCaffrey
Freitas	Alma	Yard Supervisor	McCaffrey
Garcia	Nicole	Sub Teacher	
Hall	John	Yard Supervisor	McCaffrey
Henriquez	Evelyn	Cashier	Valley Oaks
Nelson	Catherine	Sp Ed Inst Asst	Greer
Sayre	Nathan	Custodian	Lake Canyon
Seamons	Jackie	Snack Program	McCaffrey
Smith	Jamie	Yard Supervisor	Valley Oaks
Stout	John	Bus Driver	Transportation
Velasquez-Garcia	Blanca	Yard Supervisor	River Oaks

e. Donations

Marengo Ranch

- Dorothy Schmidt donated a piano valued at \$400.00

Valley Oaks

- Galt United Methodist Church donated school materials for site use

- | | | |
|---------|---|---|
| 131.673 | Consent Calendar (continued) – Items Removed for Later Consideration: No items removed. | CC Items Removed |
| 131.674 | A motion was made by Matthew Giblin to approve the recommendation for Expulsion Case Number #15/16-01, seconded by Wesley Cagle and unanimously carried. | Student Matter |
| 131.675 | A Public Hearing regarding Resolution #6 of the Board of Trustees Approving the GJUESD School Facility Need Analysis, Adopting Residential School Facility Fees in Compliance with Government Code Sections 65995.5 and 65995.6, and Making Related Finding and Determinations

Leann McCabe, SCI consulting Group, shared information in the Needs Analysis. She indicated there was no rate increase this year.

There was no public comment. | Public Hearing |
| 131.676 | A motion was made by Wesley Cagle to approve Resolution #6 of the Board of Trustees Approving the GJUESD School Facility Need Analysis, Adopting Residential School Facility | Res 6 School Facilities Analysis |

Fees in Compliance with Government Code Sections 65995.5 and 65995.6, and Making Related Finding and Determinations, seconded by Kevin Papineau and unanimously carried.

F. Pending Agenda Items

1. Curriculum, Instruction, Assessment, Technology Alignment
2. Electronic Board Agenda Packet
3. Special Education Services
4. School Furniture Analysis
5. Illuminate Parent Portal
6. Governance Team Continuous Improvement

G. Adjournment

The meeting adjourned at 8:35 p.m.

Matthew Giblin, Clerk

Date



LPA Professional Services Agreement for FMP Prioritization
CONSENT CALENDAR

The attached agreement describes new services with LPA to complete the Facilities Master Plan prioritization process and update the FMP that was accepted by the Board in June 2015. Fees with reimbursement expenses are \$9,000.

PROFESSIONAL SERVICES AUTHORIZATION

Client: **Galt Joint Union Elementary School District**
1018 C. Street, Suite 210
Galt, CA 95632

Attn: Karen Schauer, ED.D.
 Email: kschauer@galt.k12.ca.us
 Phone: 209 744-4545 Ext. 308
 cc:

Project No.: **14273.10** Date: November 10, 2015
 Project: **Galt Joint Union Elementary School Facilities Master Plan**
 Location: Galt PSA No.: **1**
 Office: Sacramento Issued By: Stephen Newsom
 Client Contract: LPA PIC: Jon Mills
 Client Job No.: License #: C21169
 LPA Contracts: Zilka Ayala LPA PM: Stephen Newsom
 AOR: Stephen Newsom AOR Lic. #: C22153

Execution of this document will confirm your request for professional services. Please refer to the 'Terms and Conditions' of the Consultant Services Agreement between Galt Joint Union Elementary School District and LPA, Inc., dated December 10, 2014 for additional information. The 'Terms & Conditions' are a part of this Agreement. The Project is generally described as:

Galt Joint Union Elementary School Facilities Master Plan located in Galt, California.

These services are: New Services Additional Services Revised Scope of Services

LPA will provide a licensed architect pursuant to California Business & Professions Code Sect. 5536.1, however, the Architect of Record (AOR) shall not be held liable to the Client under this Agreement in his or her individual capacity. Any and all liabilities to the Client arising out of the Agreement are assumed by the Corporation, LPA.

Services shall include:

Assisting with the District's Prioritization and Finalization of the Facilities Master Plan per the letter to the District dated September 23, 2015.

1. Conduct a prioritization exercise with the School Board and other stakeholders.
2. Present scopes of work at each site, their estimated costs and graphic site plan during the Prioritization Exercise.
3. Document results of the prioritization exercise.
4. Update the Facilities Master Plan to reflect the results of the Prioritization Exercise.
5. Present findings to the Board of Education.

Services shall commence upon receipt of a signed copy of this document and a retainer in the amount of **\$0.00** and shall be completed:

Pursuant to project schedule.

LPA shall be compensated for these services as indicated below. Unless otherwise noted below, neither Consultant Costs nor Project Expenses are included in the LPA fee and shall be reimbursed to LPA per the 'Terms and Conditions of Agreement' shown on the attached Exhibit '1'. The 'Terms and Conditions' are a part of this Agreement.

Fee:	Phased Fixed Fee	\$7,500.00
Reimbursable Expenses:	Estimated	\$1,500.00

The following consultants shall provide services for this scope of services:

None.

Special Conditions:

Per the 'Terms and Conditions' of the Agreement dated December 10, 2014.

Contract Status:	Services:	Expenses:	Contract Total:
Original Contract Amount:	\$87,500.00	\$11,500.00	\$99,000.00
Total of Previous Addenda:	\$0.00	\$0.00	\$0.00
Previous Totals:	\$87,500.00	\$11,500.00	\$99,000.00
This PSA Amount:	\$7,500.00	\$1,500.00	\$9,000.00
New Fee Totals:	\$95,000.00	\$13,000.00	\$108,000.00

Client Authorized Signature	Date	LPA Authorized Signature	Date
			November 10, 2015
Authorized Signature (sign, print name, title & date)		Jon Mills, AIA, Principal	



Board Meeting Agenda Item Information

Meeting Date: 11/18/15	Agenda Item: 131.678 Consent Calendar (continued)- Items Removed For Later Consideration
Presenter: Karen Schauer	Action Item: XX Information Item:

The Board will have the opportunity to address any items that are moved from the consent calendar.



Board Meeting Agenda Item Information

Meeting Date: 11/18/15	Agenda Item: 131.679 Board Consideration of Approval to Piggyback on the Shasta Union High School District Contract with the Ray Morgan Company for Office Equipment and Related Technology and Services
Presenter: Robert Nacario and Tom Barentson	Action Item: XX Information Item:
<p>As discussed previously the staff desires to standardize printing/copier technology as much as possible. The Ray Morgan Company offers viable and affordable solutions to support our District in this effort.</p> <p>The Shasta Union High School District awarded the Ray Morgan Company a contract for similar services through the competitive bidding process. It would be advantageous for the district to piggyback on the Shasta Union High School Contract.</p> <p>After analysis of current contracts and service agreements for all schools including copiers, printers, ink, toner and other related supply/service costs the district spends approximately \$8,390/year. That does not include staff time for service or processing requisitions related to these technologies. Helpdesk tickets for printers and copiers account for 65% of tech help requests.</p> <p>The Ray Morgan Company can provide these services and allow staff to focus on other areas of technology services that need attention for less than \$8,320/year.</p> <p>Board approval is recommended.</p>	



Ray Morgan Company

DOCUMENT TECHNOLOGY SOLUTIONS

★ ★ Galt Joint Union Elementary School District ★

Business Automation Technology Long Term Proposal

Thursday, November 12, 2015

Tom Barentson, Robert Nacario & Willie Marlin
Galt Joint Union Elementary School District
1018 C Street Suite 210
Galt, CA 95632

Gentlemen,

We appreciate the opportunity to present this proposal for an upgrade of the current MFD fleet, maintenance of print devices & streamlining of document assembly. We prove our loyalty to our customers by continuously searching for ways to save them money, enhancing their business communications, improving productivity & supporting their internal customers in all ways possible to us. On behalf of the Ray Morgan Company, please accept this response as our best effort to provide Galt Joint Union Elementary School District with the most comprehensive solution.

Please note the following regarding our recommendation-

1. **Ray Morgan Company has a 59 year legacy of providing outstanding services.**
2. **Ray Morgan Company is an active local community partner.**
3. **We are utilizing a piggybackable agreement (SHUSD).**
4. **Our proposed solution provides the technology platform to allow for additional integrated technology solutions which Galt Joint Union Elementary School District maybe interested in implementing, including uniFLOW Output Manager & XMedius fax server.**
5. **We are a member of Pros Elite 100.**

There is no other local entity, public or private, better positioned to implement and support your system than Ray Morgan Company. We are a company that *specializes* in providing the best possible service and solutions that you require. We are seasoned veterans in delivering and maintaining systems to education and businesses of all sizes.

In summary, clearly RMC is well positioned to meet the requirements as outlined during our meetings & demonstrations. We strongly urge you, after review of the value added sections referenced above, to allocate time to discuss these other areas of opportunity with us in detail. This would allow further exploration of how we can leverage our additional capabilities for the financial and operational benefit of the Galt Joint Union Elementary School District.

Respectfully submitted by:

Fernando Cisneros	Account Executive
Direct Phone	916.577.1681
Company Name	Ray Morgan Company
Address	1580 Vineyard Road, Roseville, CA 95678
Email Address	fcisneros@raymorgan.com

RAY MORGAN COMPANY MISSION STATEMENT



Our mission is to ensure the ongoing trust and loyalty of our clients by providing them with uncommonly great service and value in the sales and support of document technology products and services.

I. SECTION 1: RMC CAPABILITIES

Established in 1956, the Ray Morgan Company has grown to be Canon's largest independent dealer in the western United States with our Headquarters facility in Chico and 20 branch offices throughout California and Nevada. Ray Morgan Company has been providing and servicing copiers since 1975. Last year we were #2 in growth among all Canon independent dealers nationwide. This combined with annual revenues exceeding \$70 million dollars and a 300+ employee workforce gives our organization stability, extensive experience and the financial resources to meet the needs of businesses of all sizes. However, bigger is not always better as some large "national" organizations tend to lose customer focus. On the contrary, we remain a highly responsive, customer centered organization with dealer principles very actively involved in day-to-day operations and always "one phone call away" from any customer issue. *"Big enough to matter but small enough to care."*

Vision:

To be the top document technology provider in each of the markets we serve.

Value Statements:

- We keep all our promises. We do what we say we will do.
- We strive to build long term relationships with every client at every level.
- We realize that our products and services affect the productivity of our clients and, as such, are committed to respond to their needs in a prompt manner and to operate without inefficient hierarchy and bureaucracy.
- We are committed to operational excellence; being known as a great company and a great place to work. We firmly believe in attracting, developing and retaining the best people available; those who are reflective of our values carry out the highest ethical standards and share our passion to excel. These principles are exhibited in our daily work environment.

- We promise our clients to continuously look for ways to reduce their costs and improve the productivity of their operations.
- We constantly look for ways to improve our own efficiencies and to improve our customer's experience with our company.
- We take pride in our company. Our employees strive to preserve company resources by eliminating waste and treating all company assets with care and pride.
- We are responsible to the communities and the environment in which we live and work. We partner with companies that share a Green Earth vision, such as our primary partner Canon's philosophy of **kyosei** — *living and working together for the common good*.
- We believe that our business must make a sound profit because profits are the sole guarantor of the ongoing viability of our company and its growth.

Local Support: In addition to local parts and supplies our dedicated technicians carry 5 to 10 thousand dollars in parts in their services vehicles, to help minimize return service calls. Our Roseville facility has one of our largest warehouses carrying \$1 million in parts & supplies for emergency situations that may come up.

Superior Customer Service: At RMC, we have a strong, reliable local customer support system in place to ensure that our customers have a comfortable, anxiety-free user experience. Our goal is to efficiently create business value with our products. High quality service is just a phone call away. Our highly trained dispatch team ensures you will never need to speak to a machine (no automated prompts to drill down several menus). We also have recently invested in a fresh new website with a live chat feature.

Technical Service and Support: All RMC service technicians are manufacturer certified and have the tenure & experience to help RMC's service organization achieve the highest honor in our industry – The Pros Elite 100. Within 60 minutes of a service request, a service technician will be required to call the contact at the device location and inform them that he/she has been notified and when she/he will respond to their call. We also guarantee a 4 hours response time, however, we average 2 hours.

Pros Elite 100 Certification: Over the last 4 years, RMC has continuously achieved the Pros Elite 100 Certification. We are a locally owned dealer, with local dispatch, local spare parts support, local warehousing and complete account management capabilities. This combined with our employees' service expertise and support tools, in the opinion of the Office Products Industry's Benchmark co-authors (the Pros Elite 100 Group), we are superior to manufacturer direct organizations and mega dealerships.

Pro Finance Group: In 2012, RMC developed its own local financing division in order to better serve our customers. As we have complete control over a transaction from the commencement date to the maturity date including any extensions of an agreement; we have the flexibility to quickly resolve any potential issues that our customer's may have with billing, invoicing and any other related issues.

Technology Driven Organization: Ray Morgan Company is not just a copier company. This provides us with a unique perspective and makes us better at analyzing your needs. We have 32 helpdesk technicians and the IT infrastructure to support the data that flows between the copier, printer, PC, server and business applications. Our in-house professionals carry certifications from MCTS, MCSE, CCNA, Net+, Security+, Linux+, MCITP, MCDDBA, etc. Our unique perspective gives RMC the ability to create a more comprehensive solution.

Document Output Solutions:

- Send to Myself (Email)
- Home Folder Integration (File)
- Secure (Follow-Me) Printing
- Enterprise Mobile Printing
- Extensive Output Reporting Tools
- Active Directory Integration
- Fax Server Integration
- Centralized Management
- Deployment of a Single Print Queue for all MFPs on the District's Network
- Enterprise Google Cloud Printing for Chromebooks

Document Management Solutions:

- Rules-Based Document Workflow
- Electronic Forms Integration
- Variable Data Forms Generation
- Document Lookups From LOB Apps
- Document Security Solutions
- Rules-based Print Routing
- Web-To-Print Solutions

Image Output Solutions:

- Canon Imaging Solutions
- Network Printer Provider
- Desktop To Production Imaging Hardware
- Office – Engineering – Printing Facility Solutions
- National Scope Contracts & Support
- Accounting & Bill-back Systems
- Direct Integration To EDM Software

Managed Print Services:

- All-Inclusive Enterprise Fleet Support
- Consolidated Custom Billing
- Mixed Fleet Support (MFP-SFP)
- Aggressive Service Level Agreements
- Print Optimization & Migration Strategies
- National Support Programs

IT Professional Services:

- IT Helpdesk Coverage
- Computer / Server Configuration
- Network Monitoring
- Virtual Desktop Infrastructure
- Backup Disaster Recovery
- Network Security & Maintenance
- Complete IT Management Programs

Project Management:

- Network Systems Integration
- Document Technology Assessments
- Document Workflow Studies
- Implementation Services
- Subcontractor Management
- Project Scope Analysis / Gant Chart Scheduling

Documents have a lifecycle: Creation, distribution, workflow and archive. As you can see above, the Ray Morgan Company supports the entire document lifecycle. Our knowledge for document workflow will help end users integrate the Ray Morgan technology into the departmental processes.

Scanning Customization: There are a variety of scanning solutions available on the market, but we have found that customers value ease of use and personal customization. Ray Morgan Company's solution is to provide either card or PIN code access. When end users identify themselves, using their card or PIN code, the machine is dynamically configured for that specific individual.

Secure Printing: Flexibility in printing has become extremely important in today's environment. In our solution you will find that users can print to a single print driver and have the ability to claim their print job from any MFD. Ray Morgan Company focuses on IT standards and engineers all of our solutions to be able to remove traditional IT overhead (like dealing with multiple printer drivers and printer configurations).

Mobile Device Printing: Mobile printing has quickly become a requirement in the world we live in today. Ray Morgan Company understands the balance between user feature requests and the internal IT feasibility of such requests. As such, you will find in our solution that users will be able to print securely from any mobile device, without the requirement of a native app needing to be installed, or requiring the user to be on the internal wireless network. Even though there are native apps available, we find that user adoption is closely tied to simplicity and a universal approach.

Accounting: RMC has extensive experience with accounting solutions and we understand the goals of Galt Joint Union Elementary School District in this area. Years of working with institutions have shown clients are looking for accounting software that is simple, yet effective, in managing and reporting costs. We expand on our accounting capabilities and how we have helped institutions control and reduce costs.

Laserfiche Integration: Many organizations own multifunction peripherals like MFDs. Ray Morgan Company are experts at setting up a solution that can automatically bring files into your document repository, either through the day or at specified time intervals. We can show your team how to leverage a distributed capture model.

Seamless Fax Server Integration with MFD's: We strongly recommend using a fax server to handle faxing. This approach will allow all of the MFDs to have fax functionality, if needed. Thanks to our experience and expertise, we have been able to solve the common obstacles preventing entities from implementing fax servers. Users commonly have to go through tedious additional steps to send a fax, but Ray Morgan Company has overcome these hurdles. The end user will now only need to identify themselves, enter a fax #, and press send (exactly as if the system had a fax board installed). The user experience is also enhanced by receiving transmission confirmation via email, along with incoming fax receptions. Galt Joint Union Elementary School District will benefit greatly with efficiency and cost savings from our solution.

Here is a quick ROI calculator for a fax server solution. Results may vary based on the number of actual fax lines Galt Joint Union Elementary School District is currently using and how much each line is per month for the service. (10 lines @ \$15/Mo)

Estimated Analog Fax Line Scenario	
# of Fax Lines	10
Monthly Cost for Each Line	\$ 15.00
Monthly Costs for Fax Lines	\$ 150.00
Estimated Proposed Fax Server Solution	
# of Sip Trunks	2
Monthly Cost for Each Sip Trunk	\$ 8.00
# of Fax Numbers	10
Monthly Costs for Each Fax Number	\$ 2.00
Total Cost for Fax Server Monthly Service Expenses	\$ 36.00
Monthly Return on Investment of Fax Server	\$ 114.00

Experience: We have touched on some of the key technical solutions that our clients have benefited from. We are confident that our 59 years of experience implementing technology solutions best prepares us for supporting the Galt Joint Union Elementary School District.



Community: Community involvement is of a very high value to our company.

II. SECTION 2: GALT JOINT UNION ELEMENTARY SCHOOL DISTRICT BENEFITS

1. VALUE

We have been known for the value that we bring from a technology standpoint. All of our customers enjoy the dedication that we demonstrate on a daily basis, from local, live dispatching, local supply warehousing for speedy toner fulfillment, local technicians that live in the communities they serve, flawless invoicing, I.T. expertise from our fully staffed helpdesk to the personal touch we give on all levels of support.

2. TECHNOLOGY

We have been a Canon dealership for well over 30 years & have an excellent business relationship with them & all of our other partners. Canon has achieved #1 market share in the U.S. for years. This is due to innovation, ease of use, reliability & expertise in their field. Document streamlining has become a major focus as saving time = saving money, Canon has been well ahead of this curve since the 90s.

3. EXPERTISE

Although our footprint is limited to Northern & Central California & Western Nevada, we have been globally recognized for our expertise in the deployment & support of technology. In fact, international companies like Tesla Motors & Juniper Networks have looked to us to fix problems caused by their previous vendors, replace hardware & software & utilize us moving forward as a trust technology advisor & partner.

4. SPECIFICALLY TAILORED FOR THE GALT JOINT UNION ELEMENTARY SCHOOL DISTRICT


Here are a few key benefits that Horizon Charter School will enjoy:

- a. Local warehousing
- b. Single invoice for all systems
- c. Streamlining board packet assembly
- d. Simple Screen Automation
- e. Check Status (Monitor)
- f. Quarterly business reviews
- g. Two RMC location to service & support the district (Roseville & Stockton)

III. SECTION 3: TRAINING

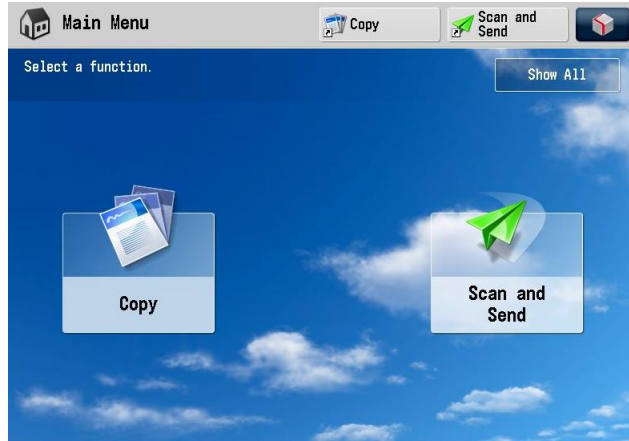
Training: When the devices are installed, our Sales Operations Manager, Jason Milan, will direct his staff to provide instruction to ensure that all users know how to access the systems special features. There are standard capabilities that will help the staff to save time and become more productive throughout the day by knowing how to leverage features. A comprehensive training plan will be created during the implementation planning stage.

All training (initial and for the term of the agreement) is included in price.

Training for the Deployment Phase & Ongoing Training for Subsequent years	
<p>User Formal Training:</p> <p>Basic Usage Intermediate Usage</p>	<p>Copy, print, scan, retrieve and troubleshoot. Additionally, it will cover the removal of mis-feeds, adding supplies and toner, placing service and supply requests and will have all contact information for both routine and emergency situations.</p> <p>Basic training will take 15 minutes per session.</p> <p>Intermediate training will take an additional 15 minutes per session.</p>
<p>Technical Formal Training:</p> <p>Establishing and maintaining centralized data repository</p>	<p>Print driver, print server, reporting and data repository.</p>
<p>RMC Welcome Brochure:</p> <p>Each site will receive a copy of our welcome brochure which will have all contact information that will be needed for any requests that they may need. These requests can be made via phone call, email and our website.</p>	<p>SERVICE AND SUPPLIES</p> <p>RMC has over 100 factory-trained technicians servicing Northern and Central California, and Reno Nevada. Our Network System Support Department and RMC ProIT division offers Certified System Engineers available at an affordable rate for service and support for all computer/server/network related needs, truly making us a full service dealer.</p> <p>We offer on-site service with service calls dispatched locally. You can expect a call from one of our technicians in about an hour and on-site arrival within an average of 4 hours. Our service department is open from 7am to 5pm, Monday through Friday. Ask about our 24/7 service that is also available for an added fee.</p> <p>▶ How do I place a service/supply request?</p> <div style="display: flex; align-items: center;">  <ul style="list-style-type: none"> ▶ service@raymorgan.com ▶ supplies@raymorgan.com </div> <div style="border: 1px solid black; padding: 5px; margin-top: 10px; text-align: center;"> <p>SAVE TIME By registering online at www.raymorgan.com</p> </div> <p>All calls are handled by a LIVE operator during business hours.</p> <p>▶ Simply call our toll free phone number: (866) 754-7677</p> <p>▶ RMC BAY AREA customers call: (888) 737-6066</p> <p>Additionally, you can email us or go online at www.raymorgan.com. Please have the following information ready:</p> <ul style="list-style-type: none"> <li style="width: 50%;">• Business Name <li style="width: 50%;">• Location of machine <li style="width: 50%;">• Contact Phone Number <li style="width: 50%;">• Description of problem <li style="width: 50%;">• Machine ID or Serial #

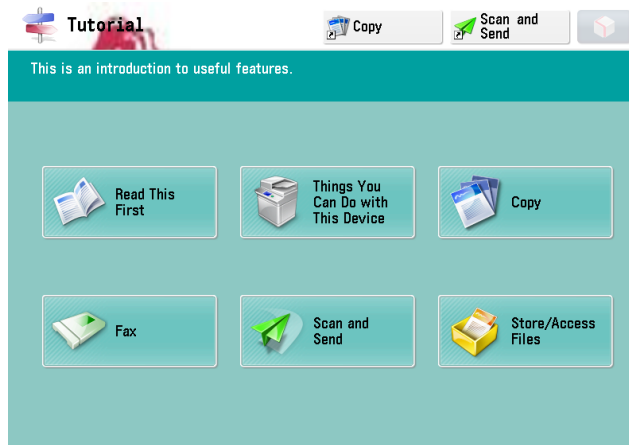
User Interface:

All devices will have the same user interface. Once the user has learned how to use 1 device, they have learned all devices district wide.



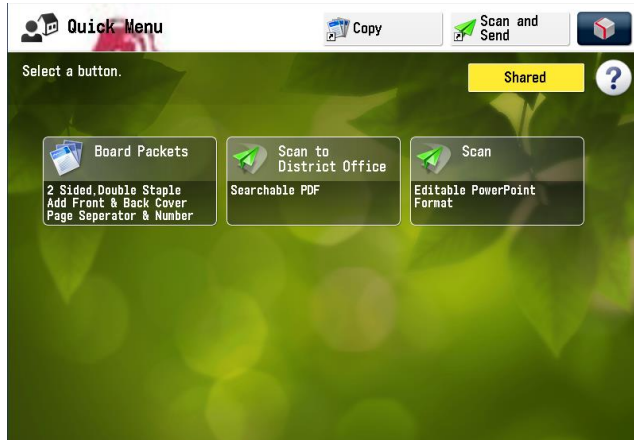
User Interface:

A tutorial option located on the interface the users could access in the case they forgot how to program a particular job.



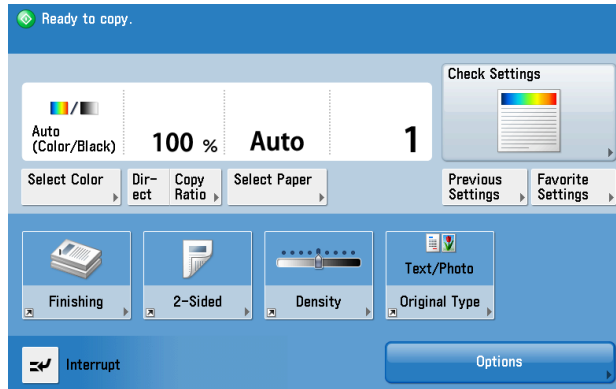
User Interface:

The Quick Menu allows users to program & name buttons to recall settings of frequently used job. The devices will be configured based on the particular workflows of each site. These can be created on one device and imported into others.



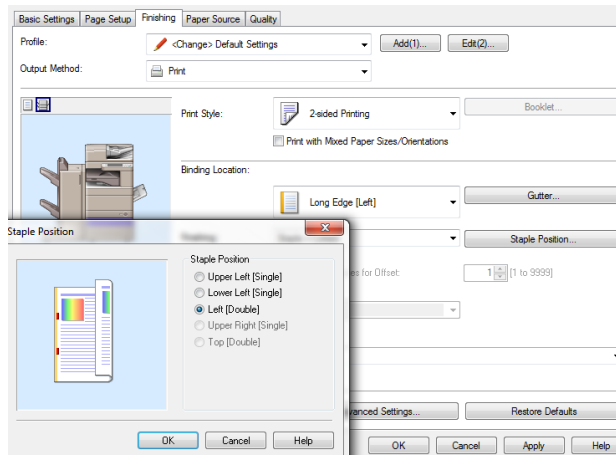
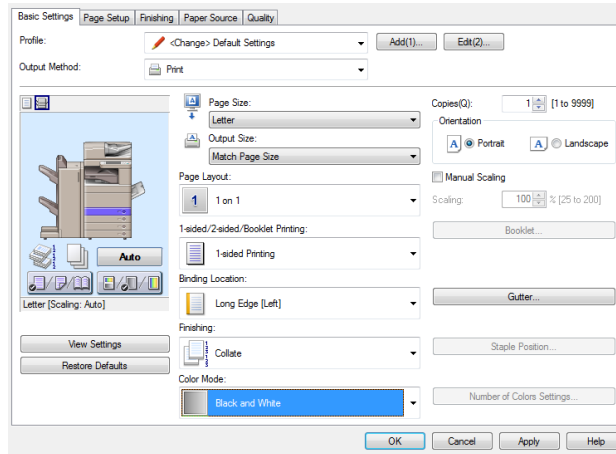
User Interface:

All of the functions are very intuitive & easy to use.



Print Driver:

Users will be able to simply print using the standard settings. However, users will also have access to all of the options that the devices have available (i.e.: 2 sided, staple, collate, etc.)



Quick Guides:

RMC will provide a 2 sided, laminated “cheat sheet” to place next to each of the devices to cover the basic use of the device.

RMC Canon Advance Quick Guide 



MAIN MENU SCREEN

This is the default screen (which can be changed to any other function (eg. copy/scan & send etc.) of the new machine. It can be customized in the following ways:

Change background to several options, change the number & size of buttons, rearrange buttons & add 2 function (copy/scan & send etc.) shortcuts across the top of the screen.



QUICK MENU SCREEN

The “Quick Menu” screen enables you to customize different workflows. You are able to store commonly used copy & send (scan) settings & features, save & name them.



COPY SCREEN

You will notice many of the features in the same areas of the previous Canon model. If you have a C5240 model, we will default your copying to BW. Popular options are:

Select Color (Auto/BW), Copy Ratio (Reduce/Enlarge), Collate, Staple, Duplexing (1>2, 2>2, 2>1, Book>2), Different Size Originals, Add Cover, Sheet Insertion, Page Numbering, Superimpose Image (Store Letterhead image in HDD & overlay on another copy).

E-Manuals:

RMC will provide links to the intuitive online manual for each device.

[E-Manual](#)



IV. SECTION 4: IMPLEMENTATION

Pre-implementation meeting: A meeting with the appropriate personnel from RMC and Galt Joint Union Elementary School District will take place to discuss all details regarding removal of old equipment and installation of new equipment including but not limited to sign off on equipment configurations, scope of needs for IT support, delivery and training schedules. Prior to this project meeting, RMC will have prepared a large section of the “Master MFP Install List” spreadsheet that we use to ensure that all parties from Logistics, Willie Marlin (or his team), RMC Helpdesk & the rest of the Implementation team are all on the same page throughout the entire project. RMC installation process will include initial operating supplies (except paper).

Here is a sample of what the implementation spreadsheet looks like:

Order	Customer Name	GALT JOINT UNION ELEMENTARY SCHOOL DISTRICT	Contact			New MAC		Print	Queue
#	Location	Address	Name	Install Date	IP Address	Address	DNS Name	Server	Name
1	Front Desk	1018 C te Suite 210	Jane	12/1/2015	192.168.1.1	2C9EFC1BCAD4	DO-SP-WKRM	TBD	TBD
2	Finance	1018 C te Suite 210	John	12/1/2015	192.168.1.2	001E8FD2FAE0	DO-SP-OFF	TBD	TBD
3	Special Ed.	1018 C te Suite 210	Jane	12/1/2015	192.168.1.3	2C9EFC18C3AU	DO-SP-FRONT	TBD	TBD
4	Admin. Services	1018 C te Suite 210	John	12/1/2015	192.168.1.4	001E8FD3657U	KB-FO-DESK	TBD	TBD
5	Dev. Services	1018 C te Suite 210	Jane	12/1/2015	192.168.1.5	001E8FD2E733	KB-TL-LOUN	TBD	TBD
6	Payroll	1018 C te Suite 210	John	12/1/2015	192.168.1.6	2C9EFC1B8889	BM-FO-DESK	TBD	TBD
7	Copy Room	1018 C te Suite 210	Jane	12/1/2015	192.168.1.6	001E8FD36161	BM-TL-LOUN	TBD	TBD

Security: All proposed models have built-in data erase kits that perform a DoD 5220.22 M HDD overwrite after each job the MFP processes.

Machine Performance/Service Responsibility Guarantee: Ray Morgan Company will submit detailed information outlining both machine performance guarantees and technical service response guarantees (please see below)

All calls are handled by a LIVE operator during business hours. Placing a service/supply call is quick and easy since all phone operators are cross-trained, thus eliminating the need for your call to be transferred.



There are FOUR WAYS TO PLACE A SERVICE/SUPPLY CALL:

- By Phone: Toll Free 866-754-7677
- By Email: service@raymorgan.com or supplies@raymorgan.com
- By Fax: 530-343-5021
- By Internet: www.raymorgan.com

Once a service call has been entered by a live operator, the service call info is paged to the technician’s cell phone. The technician is required to contact the customer within one hour of receiving the page with an acknowledgement of the service call and ETA. In addition, all technicians carry laptops with Cellular communication devices. Technicians access a Service Website that they use to manage their service calls

remotely. Error Codes and problem descriptions are transmitted to the technicians via text page and are displayed on the Service Website.

After the technician has contacted the customer with an ETA, the technician arrives and communicates with the Key Operator or individual that placed the service call to confirm the problem. The technician then services the equipment, resolving the problem(s) and performing all preventative maintenance.

At the Ray Morgan Company we measure our success by one standard: **TOTAL CUSTOMER SATISFACTION**. Every one of our employees is committed to ensuring that this is not just a marketing slogan but part of our everyday company culture.

As part of the above commitment we are pleased to extend to all of our customers who purchase a new or reconditioned product from us the following Performance Guarantee:

If at any time and for a period of up to 5 years from the date of purchase of any copier equipment from RMC, and as long as the unit is continually covered under an RMC Maintenance Agreement, we will, at your request and for cause, replace the machine in question with another one of same or similar model, age or newer and meter at absolutely no cost to you.

All we ask is that you will provide us with a written description of what your equipment complaint is and give us 30 days to resolve the problem to your satisfaction. Should we fail with a remedy within the stated timeframe we will then promptly exchange the machine in question.

Service Calls and Maintenance History: The Ray Morgan Company will provide service from 7:30am to 5:00pm, five (5) day, toll-free access to support technicians, we will also provide a toll-free number for on-site service support during regular business hours (Monday-Friday, 7:30am-5pm PT).

Once a service call/request is received, a RMC technician will call the Galt Joint Union Elementary School District location within 60 minutes of the request to give the caller an ETA.

The RMC guarantees a 4-hour or less response time for all service calls/requests made on equipment.

As part of the service contract, the Ray Morgan Company will provide all labor, parts, and supplies (except paper), and will keep a maintenance schedule for each machine.

RMC schedules school sites, routine and preventative maintenance to coincide with days school is not in session.



V. SECTION 5: PRICING & RECOMMENDATIONS

School Site: Fairsite Preschool

Canon IRA-C5235A

35/30-ppm BW/Color

150-sheet Document Feeder

Scan up to 120ipm single pass duplex

Copy/Print/Scan/Fax/Store

2,300-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, Word, PP

DoD HDD Erase

Configuration:

C5235A Main Frame

Cass Feeding Unit AD2

Inner Finisher E1

Super G3 FAX Board AE2

Postscript Print Kit AR1

512MB Memory Type D

Setup Toner

Surge Protector (20-amp plug)



Samsung SL-C2670MFP

27-ppm BW & Color

300-sheet paper capacity



School Site: Fairsite Preschool

(2) Canon IRA-400iF

42-ppm BW

100-sheet Document Feeder

Scan up to 52ipm simplex

Copy/Print/Scan/Fax/Store

2,300-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration (both devices):

400iF Main Frame

(3) Cass Module AA1

Cabinet Type H

Staple Finisher R1

Setup Toner

Surge Protector (15-amp plug)

(5) Samsung SL-M3820DW

40-ppm BW & Color

300-sheet paper capacity



School Site: Greer Elementary

Canon IRA-4251

51-ppm BW

100-sheet Document Feeder

Scan up to 51ipm simplex

Copy/Print/Scan/Store

4,980-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration:

4251 Main Frame

Cass Feeding Unit AF1

Paper Deck Unit B2

Staple Finisher G1

2/3 External Hole Puncher A1

Postscript Print Kit AY1

Setup Toner

Surge Protector (15-amp plug)



School Site: Greer Elementary

Canon IRA-4225

25-ppm BW

100-sheet Document Feeder

Scan up to 51ipm simplex

Copy/Print/Scan/Store

1,180-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration:

4225 Main Frame

DADF AG1

Cabinet Type B1

Postscript Print Kit AY1

Setup Toner

Surge Protector (15-amp plug)



School Site: Greer Elementary

(3) Canon IRA-500iF

52-ppm BW

100-sheet Document Feeder

Scan up to 52ipm simplex

Copy/Print/Scan/Fax/Store

2,300-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration (all 3 devices):

500iF Main Frame

(3) Cass Module AA1

Cabinet Type H

Staple Finisher R1

Setup Toner

Surge Protector (15-amp plug)



(3) Samsung SL-M3820DW

40-ppm BW & Color

300-sheet paper capacity



School Site: Lake Canyon

(2) Canon IRA-4251

51-ppm BW

100-sheet Document Feeder

Scan up to 51ipm simplex

Copy/Print/Scan/Store

2,280-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration (both devices):

4251 Main Frame

Cass Feeding Unit AF1

Staple Finisher G1

Postscript Print Kit AY1

Setup Toner

Surge Protector (15-amp plug)



School Site: Lake Canyon

(2) Canon IRA-500iF

52-ppm BW

100-sheet Document Feeder

Scan up to 52ipm simplex

Copy/Print/Scan/Fax/Store

2,300-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration (both devices):

500iF Main Frame

(3) Cass Module AA1

Cabinet Type H

Staple Finisher R1

Setup Toner

Surge Protector (15-amp plug)

(8) Samsung SL-M3820DW

40-ppm BW & Color

300-sheet paper capacity

(Keep 6 Dell B2350dn @ \$0.03/Print)



School Site: Marengo Elementary

Canon IRA-C5250

50/45-ppm BW/Color

150-sheet Document Feeder

Scan up to 120ipm single pass duplex

Copy/Print/Scan/Fax/Store

5,000-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, Word, PP

DoD HDD Erase



Width = 137.68"

Configuration:

C5250 Main Frame

Cass Feeding Unit AD2

Paper Deck B2

Staple Finisher J1

External 2/3 Hole Puncher B2

Super G3 FAX Board AE2

Postscript Print Kit AR1

512MB Memory Type D

Setup Toner

Surge Protector (20-amp plug)

School Site: Marengo Elementary

Canon IRA-4251

51-ppm BW

100-sheet Document Feeder

Scan up to 51ipm simplex

Copy/Print/Scan/Store

4,980-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration:

4251 Main Frame

Cass Feeding Unit AF1

Paper Deck Unit B2

Staple Finisher G1

2/3 External Hole Puncher A1

Postscript Print Kit AY1

Setup Toner

Surge Protector (15-amp plug)



(4) Samsung ML-5515

55-ppm BW

520-sheet paper capacity



School Site: Marengo Elementary

Canon IRA-500iF

52-ppm BW

100-sheet Document Feeder

Scan up to 52ipm simplex

Copy/Print/Scan/Fax/Store

2,300-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration:

500iF Main Frame

(3) Cass Module AA1

Cabinet Type H

Staple Finisher R1

Setup Toner

Surge Protector (15-amp plug)



(44) Samsung SL-M3820DW

40-ppm BW & Color

300-sheet paper capacity



School Site: McCaffery Middle

Canon IRA-8295

95-ppm BW/Color

300-sheet Document Feeder

Scan up to 200ipm single pass duplex

Copy/Print/Scan/Store

4,200-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration:

8295 Main Frame

Staple Finisher N1

Puncher unit BF1

Postscript Print Kit AU1

Setup Toner

Surge Protector (20-amp)



(6) Samsung ML-5515

55-ppm BW

520-sheet paper capacity



School Site: McCaffery Middle

Canon IRA-500iF

52-ppm BW

100-sheet Document Feeder

Scan up to 52ipm simplex

Copy/Print/Scan/Fax/Store

2,300-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration:

500iF Main Frame

(3) Cass Module AA1

Cabinet Type H

Staple Finisher R1

Setup Toner

Surge Protector (15-amp plug)



(11) Samsung SL-M3820DW

40-ppm BW & Color

300-sheet paper capacity



School Site: River Oaks

Canon IRA-6255

55-ppm BW/Color

300-sheet Document Feeder

Scan up to 200ipm single pass duplex

Copy/Print/Scan/Store

4,200-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration:

6255 Main Frame

Staple Finisher P1

External 2/3 Hole Puncher A1

Postscript Print Kit AV1

Setup Toner

Surge Protector (20-amp)

(4) Samsung ML-5515

55-ppm BW

520-sheet paper capacity



School Site: River Oaks

(2) Canon IRA-500iF

52-ppm BW

100-sheet Document Feeder

Scan up to 52ipm simplex

Copy/Print/Scan/Fax/Store

2,300-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration (both devices):

500iF Main Frame

(3) Cass Module AA1

Cabinet Type H

Staple Finisher R1

Setup Toner

Surge Protector (15-amp plug)



(2) Samsung SL-M3820DW

40-ppm BW & Color

300-sheet paper capacity

(Keep HP M604 @ \$0.03/Print)



School Site: Valley Oaks

Canon IRA-4251

51-ppm BW

100-sheet Document Feeder

Scan up to 51ipm simplex

Copy/Print/Scan/Store

1,180-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration:

4251 Main Frame

Cabinet Type B1

Inner Finisher D1

Postscript Print Kit AY1

Setup Toner

Surge Protector (15-amp plug)



School Site: Valley Oaks

(3) Canon IRA-500iF

52-ppm BW

100-sheet Document Feeder

Scan up to 52ipm simplex

Copy/Print/Scan/Fax/Store

2,300-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration (all 3 devices):

500iF Main Frame

(3) Cass Module AA1

Cabinet Type H

Staple Finisher R1

Setup Toner

Surge Protector (15-amp plug)



(8) Samsung SL-M3820DW

40-ppm BW & Color

300-sheet paper capacity



School Site: Transportation

Canon IRA-C5240

40/35-ppm BW/Color

100-sheet Document Feeder

Scan up to 70ipm simplex

Copy/Print/Scan/Store

2,300-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, Word, PP

DoD HDD Erase

Configuration:

C5240 Main Frame

Cass Feeding Unit AD2

Inner Finisher E1

Postscript Print Kit AR1

512MB Memory Type D

Setup Toner

Surge Protector (15-amp plug)



Samsung ML-5515 (or like model for time cards)

55-ppm BW

520-sheet paper capacity



School Site: District Office

Canon IRA-C5250

50/45-ppm BW/Color

150-sheet Document Feeder

Scan up to 120ipm single pass duplex

Copy/Print/Scan/Fax/Store

5,000-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, Word, PP

DoD HDD Erase



Configuration:

C5250 Main Frame

Cass Feeding Unit AD2

Paper Deck B2

Staple Finisher J1

External 2/3 Hole Puncher B2

Super G3 FAX Board AE2

Postscript Print Kit AR1

512MB Memory Type D

Setup Toner

Surge Protector (20-amp plug)

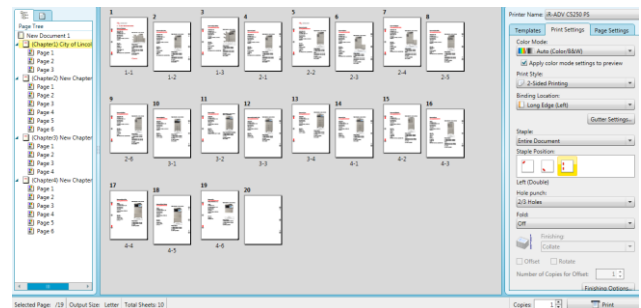
1-License Advance Desktop

Canon imageRUNNER ADVANCE Desktop

Main Objective: Streamline Board Packet Assembly

ADVANCE Desktop gives users the ability to combine documents from multiple file formats, preview and set the print settings, and make edits. With imageRUNNER ADVANCE Desktop, end users have the tools necessary to better manage documents and interact with imageRUNNER ADVANCE systems.

(Includes 5 years maintenance)



School Site: District Office

Canon IRA-6255

55-ppm BW/Color

300-sheet Document Feeder

Scan up to 200ipm single pass duplex

Copy/Print/Scan/Store

4,200-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration:

6255 Main Frame

Staple Finisher P1

External 2/3 Hole Puncher A1

Postscript Print Kit AV1

Setup Toner

Surge Protector (20-amp)



School Site: District Office

Canon IRA-500iF

52-ppm BW

100-sheet Document Feeder

Scan up to 52ipm simplex

Copy/Print/Scan/Fax/Store

2,300-sheet paper capacity

1,200x1,200 dpi

Scan to Email, Folder, FTP, USB, Searchable PDF, PP

DoD HDD Erase

Configuration:

500iF Main Frame

(3) Cass Module AA1

Cabinet Type H

Staple Finisher R1

Setup Toner

Surge Protector (15-amp plug)



(25) Samsung SL-M3820DW

40-ppm BW & Color

300-sheet paper capacity



VI. SECTION 6: PRICING SUMMARY

Site Summary - Current						
Site	Lease	MFD Usage	MFD Cost	MPS Usage	MPS Cost	Total
Fairsite	\$0.00	21,657	\$226.15	720	\$46.32	\$272.47
Greer	\$320.00	112,301	\$934.89	720	\$48.24	\$1,303.13
Lake Canyon	\$195.00	88,811	\$679.35	3,120	\$283.92	\$1,158.27
Marengo	\$0.00	51,821	\$437.77	11,760	\$1,098.19	\$1,535.96
McCaffery	\$491.34	43,998	\$356.23	4,080	\$502.61	\$1,350.17
River Oaks	\$0.00	81,277	\$679.08	1,440	\$94.56	\$773.64
Valley Oaks	\$0.00	119,520	\$1,010.27	1,920	\$124.56	\$1,134.83
Transportation	\$0.00	-	\$0.00	-	\$0.00	\$0.00
District Office	\$0.00	47,059	\$412.14	6,000	\$450.65	\$862.79
Total	\$1,006.34	566,446	\$4,735.88	29,760	\$2,649.05	\$8,391.27

Site Summary - Proposed						
Site	Lease	MFD Usage	MFD Cost	MPS Usage	MPS Cost	Total
Fairsite	\$368.26	22,377	\$111.89	-	\$0.00	\$480.15
Greer	\$540.60	112,301	\$561.51	720	\$13.68	\$1,115.79
Lake Canyon	\$550.45	88,811	\$444.06	3,360	\$75.12	\$1,069.62
Marengo	\$896.05	51,821	\$259.11	11,760	\$223.44	\$1,378.59
McCaffery	\$626.53	43,998	\$219.99	4,080	\$77.52	\$924.04
River Oaks	\$482.90	81,277	\$406.38	1,440	\$30.00	\$919.28
Valley Oaks	\$431.71	119,520	\$597.60	1,920	\$36.48	\$1,065.80
Transportation	\$251.80	-	\$0.00	-	\$0.00	\$251.80
District Office	\$763.36	47,299	\$236.50	5,760	\$109.44	\$1,109.30
Total	\$4,911.66	567,406	\$2,837.03	29,040	\$565.68	\$8,314.37

Benefits

Complete technology refresh to all brand new devices. 27 MFDs & 122 printers (149 total).

RMC to service & support every printing device in the district.

All 27 MFDs can print & scan.

Technology standardization - only a few different toners.

All devices coverage under AI agreement. No need to pay for toner a-la-carte.

Board packet assembly will be simplified.

Single invoice for all devices - itemized by site & location.

Additional Information

60 Month FMV term.

Includes payoff & ship back of currently leased devices.
--

Pricing above does not include short term lease.
--

Applicable taxes not included.

Print strategy example

The illustrations below show examples of expensive single-function printer consolidation to more cost effective A4 (up to legal size paper) multi-functional devices. The red lines indicate the print traffic of the end users.

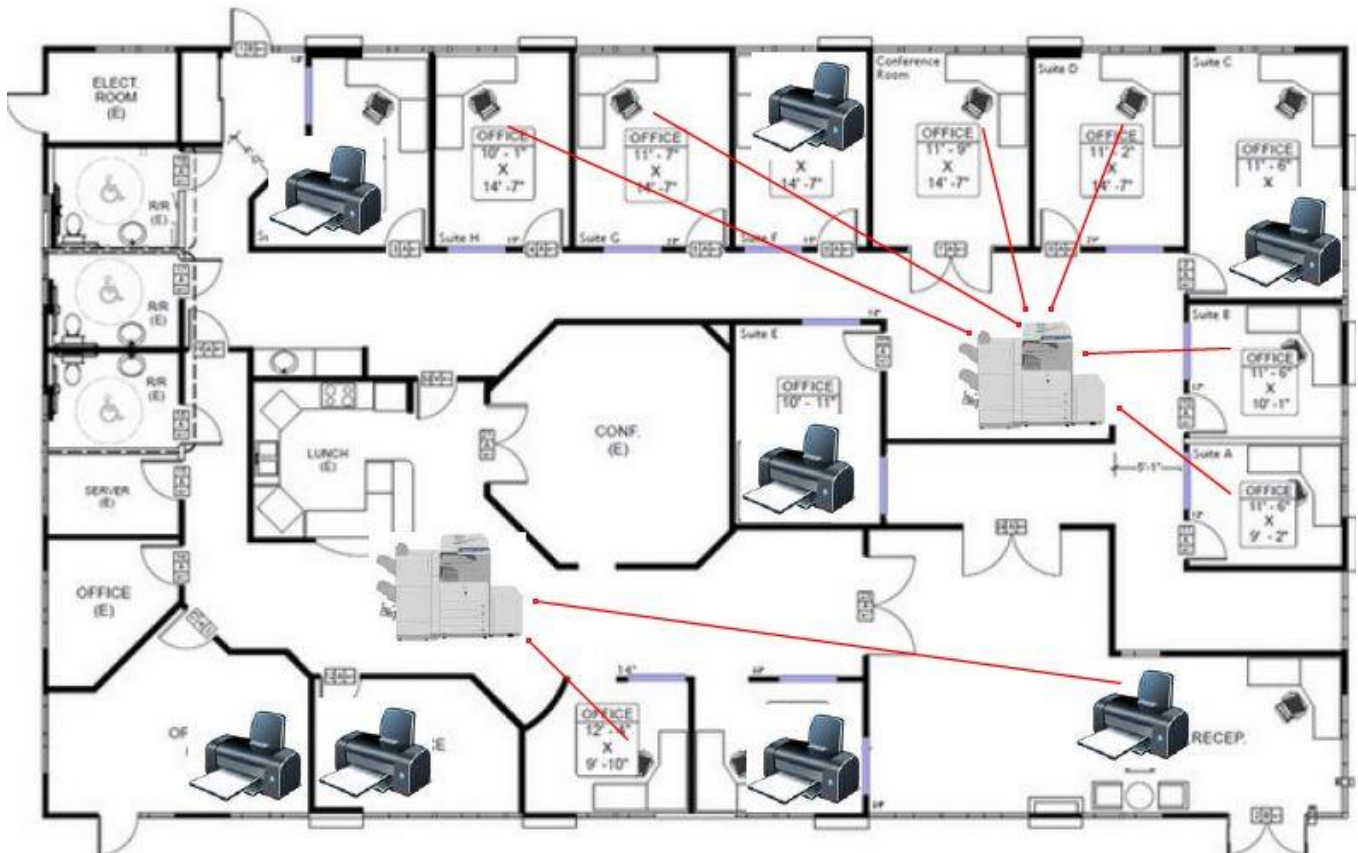


Floor plan with current print device scenario:

(2) A3 (11x17) MFDs & (8) single function printers

BW volume = 20K per month & CLR volume = 4K per month

Total cost of operation = \$1,200 per month



VII. SECTION 7: REFERENCES

Organization Name	Site Contact	Title	Phone Number	Equipment & Service	Time under contract
Rocklin USD	Diane Noonan	Admin. Assistant	916-630-2234	46 Canon MFDs	12 Years
Loomis USD	Jay Stewart	Assistant Superintendent of Business	916-652-1811	15 Canon MFDs, MPS, Laserfiche	3 Years
Wheatland SD	Cathy Bradshaw	I.T. Director	530-633-3140	12 Canon & Samsung MFDs	8 Years
Sacramento City USD	Dan Sanchez	Purchasing Manager	916-277-6662	194 Canon MFDs	11 Years
Placer COE	Peter Skibitzki	Director of Admin Operations	530-889-5991	25 Canon MFDs, uniFLOW & Laserfiche	11 Years
Sierra College	Judy Ahlquist	Business Services Analyst	916-660-7602	47 Canon MFDs, 3 Coin op machines	8 Years



VIII. SECTION 8: VALUE ADDED OFFERINGS

VALUE ADDED OFFERINGS FROM RAY MORGAN COMPANY

DOCUMENT OUTPUT MANAGEMENT (Included in Pricing)

RMC has had a tremendous amount of success helping government entities reduce and control costs with the implementation of uniFLOW Output Management.

We would like to demonstrate to you how customers such as City of Folsom, City of Folsom & the City of Roseville. With additional discussions and information we can formulate a cost justification and quote.

uniFLOW Output Manager

uniFLOW is the only print and scan management system in the market with completely integrated mobile print capabilities. Galt Joint Union Elementary School District can now allow their staff to print directly from their mobile devices and also control the release of their jobs by using a mobile device. All of this is enabled as part of a company's managed print infrastructure, retaining full cost control, print and network security.

uniFLOW is designed to save you time and money by providing effective controls over your entire fleet from wired to wireless device management. IT is able to identify and control the cost of printing, copying, scanning, and faxing. IT can also identify users' printing behaviors and address their needs to improve the overall efficiency of printing and security, but this just where it begins.



"Organizations that fail to rein in their office printing risk seeing costs spiral higher as users print more image-rich and color-intensive documents."

(Gartner, May 2009)

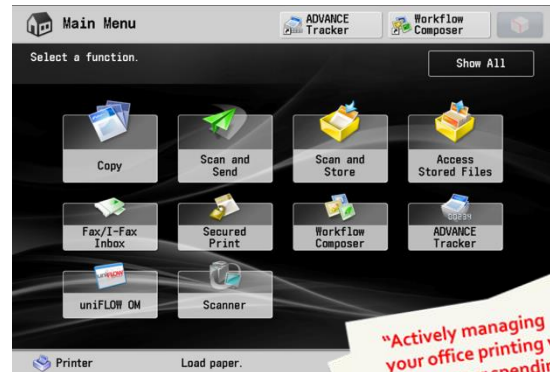
What information does uniFLOW provide?

1. Who printed the job?
2. Which department?
3. Which cost center or grant to charge the work to?
4. Where was the job printed?
5. Was it printed single or double sided?
6. Was the job B/W or color?
7. Which paper tray was used?
8. How many pages?
9. How many copies?
10. Highest used printer
11. Highest printer usage by an employee
12. Highest color usage by an employee

And many more...

BESIDES THE POWER OF COST ANALYSIS INFORMATION WHAT ADDITIONAL THINGS DOES UNIFLOW PROVIDE?

1. Ability to control and offer wireless printing on wireless device like Chromebooks, Smart Phones etc.
2. Secure Print – Follow me printing
3. Universal Print Driver
4. Uniform User Experience on all machines making each machine display panel a replica of the other.
5. The power to enforce “Green Initiatives” like saving paper.
6. The ability to route documents through workflows like: expenses, scan to yourself, scan to email, process invoices, etc.
7. Routing of large jobs to less expensive devices

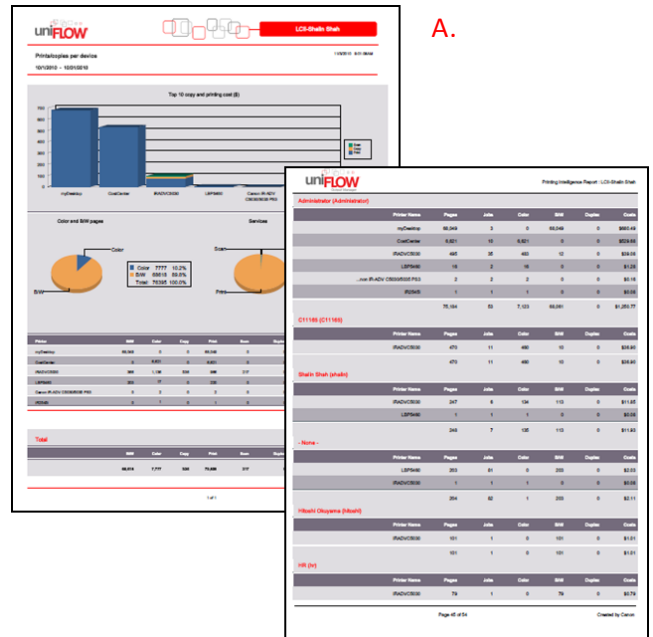
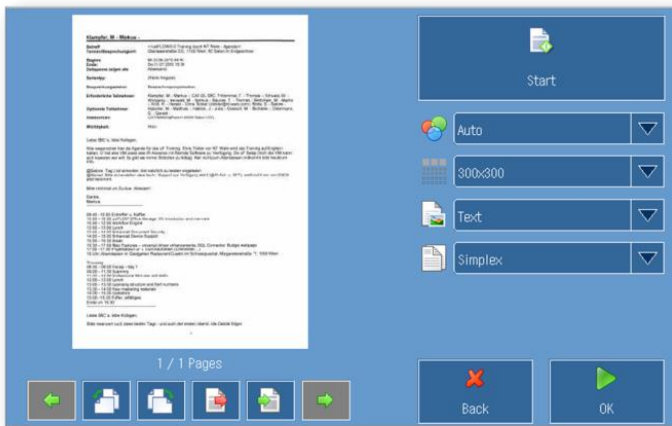


“Actively managing your office printing will reduce your spending by 10% to 30%.”
(Gartner, May 2009)



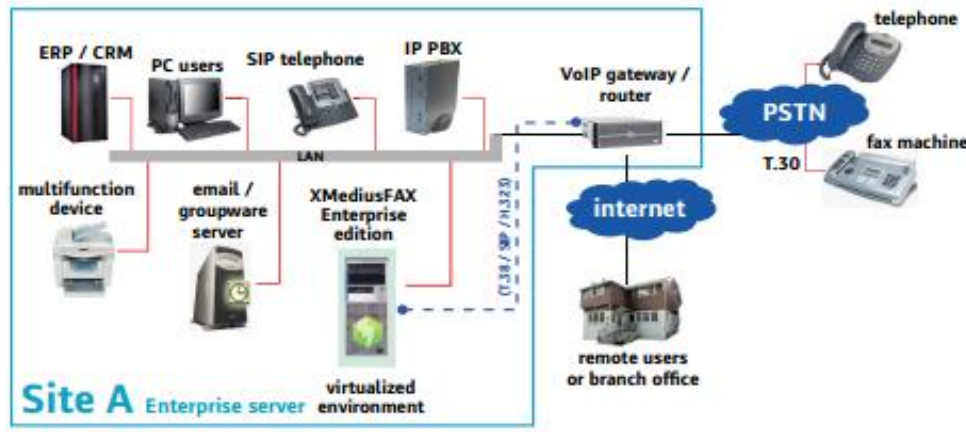
The list goes on and on of how uniFLOW can help the Galt Joint Union Elementary School District. Our focus with this product has been to:

- Provide wireless printing solution
- Gain control
- Increase security
- Increase end user experience and productivity
- Leverage the MFP investment



FAX SERVER (Included in Pricing)

XMedius is RMC's fax server solution supporting the robust and standardized T.38 Fax over IP (FoIP) protocol. Redefining the market when it was first introduced in 2002, it is the global leading software-only IP fax server solution.



XMedius Fax Over IP Server is a very robust reporting software solution that can provide Galt Joint Union Elementary School District with the following features and benefits...

Immediate Cost-Savings: Reduced monthly cost for dial tone for each fax machine by reducing the number of lines needed to support fax needs. A fax server allows for the centralization of fax transmission. Fax lines are idle most of the day waiting for a fax. Through centralization, the AVE Hardware does not need to un-necessarily pay for fax lines that they are not using.

Increased Functionality: XMedius allows for increased fax capabilities that a typical fax machine doesn't provide. A fax server allows for faxes to be sent through the MFP, through email, through a print server, through web submission and through a client. Each of these methods is secure and provides an audit trail of who sent the fax and when/where it was sent. Users will also be able to fax from mobile devices as well.

Confirmation Pages: Galt Joint Union Elementary School District can choose how they want to handle confirmation pages. To support sustainability, all above methods of fax submittal can have fax confirmation notification delivered by email to prevent them from being printed out. The confirmation email contains a copy of the entire fax not just the first page.

Cover Pages: Cover pages can be eliminated by using a fax server. Users will not need to fill out cover sheets based upon county rules because the cover pages will be dynamically generated based upon the user. Each department can have their own cover pages with different logos and disclosures.

Individual Fax Numbers: Galt Joint Union Elementary School District employees can have their own fax numbers with the ability to route incoming faxes directly to their email addresses. This can be beneficial when receiving confidential information. To assign a fax number to a user, through Active Directory administrators enter the fax number they want to assign into the fax number field in the telephone tab of the user. This also updates the Global Address Book so all users can lookup fax numbers through a central address book.

Ease of Administration: Since all fax lines will be centrally managed, administrators can handle adds/moves/changes from a central management console.

Archival: XMedius can be configured to archive all faxes to a central repository (i.e. Laserfiche) so all faxes in the entire organization can be easily searched.

Security: Being that all faxes are running through a centralized server, user authentication prevents unauthorized transmission of Galt Joint Union Elementary School District information offsite via fax and administrators can monitor all faxes in and out of the entire organization. Administrators will be able to view the entire fax that was received/sent not just the cover page.



DOCUMENT MANAGEMENT (Not Included in Pricing)

Are you driving your business with technology developed in 1898? Ray Morgan Company can help leverage your MFP invests and truly drive down the high costs of inefficient processes all while increase customer and employee satisfaction.



A complete metamorphosis in concepts of filing and about filing cabinets occurred with the introduction of the lateral file which was first invented by Edwin G. Seibels in 1898. His creation revolutionized record-keeping in all venues of society. Until then, businesses had folded papers in envelopes and placed them in pigeon-hole or drawer file drawers. The genius of Seibel was in recognizing that finding and opening envelopes was wasteful and that folding wasn't even necessary if the papers could be kept in large envelopes standing on end vertically in each filing cabinet drawer.

With increasing demands for instant information and the storage and retrieval burden of complying with regulations like HIPAA, administrators are striving to do more with less.

With Laserfiche, administrative assistants scan records into single or multiple Laserfiche repositories. Electronic documents, including Microsoft Word® documents and Excel® spreadsheets, Adobe® PDF documents and digital photos, audio or video files, can be imported and stored in their native file formats. And best of all, by eliminating the time spent searching for information, misfiled documents and copies required for any request, you protect your bottom line.

Ray Morgan Company can help Galt Joint Union Elementary School District bridge the information gap. By using the MFPs to increase cost savings and productivity Ray Morgan Company's Laserfiche-connected solution will enable IT to enjoy a lower cost of ownership.

Office Document Statistics (from Cooper's and Lybrand study) outlining your costs of a manual paper process

- Compromise greater than 80% of corporate memory (contracts, memos, judgments, etc.)
- 90% of all documents that are handled in an office are merely passed along or shuffled through.
- Nearly 75% of time spent working with paper-based information is waster in searching and filing
- The average document gets copied 19 times in its life Cost
 - \$20 to file a document
 - \$120 to find a misplaced document
 - \$220 to replace a lost document
- Percentages
 - 7.5% of all documents get lost
 - A sample office that generates 200 documents a week will lose 15 of them, costing the company \$3300.
 - 3% get misfiled
 - A sample office generating 200 document a week will misfile 6 of them, costing the company \$720
 - 50% of a professional's time is spent looking for information. Only 5-15% is used in reading the information
 - There are over 4,000,000,000,000 (4 trillion) paper document in the U.S. alone. They are going at a rate of 22% a year or roughly 880 billion a year.



Do you have any of these challenges? If so, we can help.

Backfile conversion is also a service that we provide.

MANAGED PRINT SERVICES (Included in Pricing)

A Managed Print Services (MPS) Program is recommended to help control costs associated with the laser printer environment. By providing consumable supplies, service and routine maintenance at a price per page, they realize the **following benefits...**

- Cost Control by knowing exactly the cost of printing for each device.
- Information Technology department has more time to focus on IT related initiatives instead of printer problems.
- Increased uptime through preventative maintenance program
- Extended life of printers through periodic maintenance
- One Itemized Billing resulting in less invoices to process
- Less time spent creating purchase orders
- No inventory costs for parts & consumable supplies or obsolescence issues.
- Free loaners for down printers
- Quarterly Account Reviews to proactively review and drive down future costs of printing

By taking advantage of the benefits of our Managed Print Services Program we help you to help reduce costs, increase uptime and efficiency within the department and utilize this program to help **manage and control OVERALL department costs** as it relates to Total Cost of Ownership.



WHY DOES MANAGED PRINT SERVICES MAKE SENSE?

Below are just a few key items to consider in how managed print can assist you to reduce your overall costs.

- According to recent studies conducted by Gartner, IDC, and CAP Research, businesses that actively manage their printing infrastructures stand to reduce their overall costs of printing by **up to 30%**.
- It is estimated that printing expenses equal over **\$800** per year per employee, and are **increasing** at a rate of **10%** each year. Printing now accounts for **90%** of document output.
- Anywhere from **40-50%** of IT help desk calls are printer related.
- Estimates are that companies are spending as much as 1-3% percent of their revenue on document output. Their savings can be enormous.
- Reduce expenses in processing invoices - **\$50.00 per purchase order** (national purchasing association.)
- Paper consumption is **up 21%**
- Reduce the number of vendors
- No supplies to store and manage (average supply closet has \$4,000.00 in supplies)

Do your supply closets look like this?



IX. SECTION 9: ADDITIONAL DOCUMENTATION & PRODUCT BROCHURES



Board Meeting Agenda Item Information

Meeting Date: 11/18/15	Agenda Item: 131.680 Board Consideration of Approval of The Nature Conservancy Contract, a District of Columbia Non-profit Corporation, Agreement to Support Environmental Education for GJUESD Students at the Cosumnes River Preserve
Presenter: John Durand	Action Item: XX Information Item:
<p>The contract with The Nature Conservancy will provide funds for students to participate in high quality service learning. Students are learning about floodplain ecology. They are seeing first hand how science and engineering practices are being used to restore river habitat. They are collecting seeds and planting native grasses, shrubs, and trees alongside field crews and scientists. Students will also help monitor the planting sites looking at survival and growth rates in different treatment areas. Grant funds will pay for salary and transportation.</p>	



Contract Number:	10022015-3293
Accounting Information:	
Project Name:	GJUESD Environmental Education at Oneto-Denier Floodplain Restoration Project
Project-Award-Activity Number:	P102316-A101040-0
Source of funds:	U.S. Government <input checked="" type="checkbox"/> State Government <input type="checkbox"/> Private <input type="checkbox"/>

This Contract is dated to be effective as of the date last signed below (the “**Effective Date**”) and is entered into by and between **The Nature Conservancy**, a District of Columbia non-profit corporation (“**TNC**” or the “**Conservancy**”), acting through its:

TNC Office/Department:	Sacramento Office
Address:	555 Capitol Mall, Suite 1290
City, State, Zip:	Sacramento, CA 95814
Name and Title of Contact:	Judah Grossman, Project Director
Telephone Number:	(916) 642-8053
Email:	jgrossman@tnc.org

and the following person(s) and/or entities (“**Contractor**”):

Name of Contractor:	Galt Joint Union Elementary School District
Address:	1018 C Street, Suite 210
City, State, Zip:	Galt, CA 95632
Name and Title of Contact:	John Durand, Service Learning Coordinator
Telephone Number:	(916) 801-3741
Email:	jdurand@galt.k12.ca.us

TNC and Contractor agree as follows:

- Contractor’s Duties.** Contractor, who represents that Contractor is qualified and willing to perform the services described herein as an independent contractor, shall conduct environmental education for Galt Joint Union Elementary School District students at the Cosumnes River Preserve, as more particularly described in **Exhibit A** which is attached to this Contract. If any of the services are to be performed on land that is owned by neither Contractor nor TNC, then Contractor shall be responsible for obtaining the landowner’s prior permission before entering upon such land.
- Payments.** For all of the services and/or deliverables to be performed and/or delivered by Contractor pursuant to this Contract, TNC shall pay Contractor a fixed price total of \$18,500, and there shall be no reimbursement of any expenses which may be incurred by Contractor. Except to the extent (if any) otherwise explicitly stated in this Contract, TNC shall pay Contractor within thirty (30) days after: (i) all of the services called for in this Contract have been performed (ii) all of the deliverables required of Contractor under the Contract have been received by TNC; (iii) TNC has received an invoice from Contractor; and (iv) TNC has determined that the services were performed and/or the deliverables were delivered (as applicable) as required under this Contract. Payment will be made by check. Invoices for interim payments may be submitted no more frequently than monthly.
- Term of Contract.** This Contract shall begin on the Effective Date and shall expire on **September 1, 2016** (the “**Expiration Date**”). Any extension beyond the Expiration Date must be in writing and signed by TNC.
- Performance of Work.** Contractor shall perform the services required of it under this Contract in accordance with the highest standards of Contractor’s profession or craft and to the satisfaction of TNC. Contractor shall not be paid for any work found by TNC to be unsatisfactory. If two or more persons or entities are identified as the Contractor on the first page hereof, their obligations under this Contract shall be joint and several.

5. **Liability/Insurance.** The work to be performed under this Contract shall be performed entirely at Contractor's risk. Contractor agrees to indemnify, defend and hold TNC harmless from and against any and all liabilities, claims, demands, damages, losses, expenses and/or costs which TNC may incur or suffer or to which TNC may be subjected (including, but not limited to, attorneys' fees and expenses and court costs, whether incurred at the trial, appellate, or administrative level, or incurred in connection with any mediation or arbitration), arising to any extent out of the performance of this Contract. Contractor shall carry appropriate workers' compensation, hazard and liability insurance coverage written on an occurrence basis during the term of this Contract. Contractor shall have TNC named as an additional insured on Contractor's policy and provide TNC with evidence that the appropriate insurance coverage is in effect.

6. **Termination and Remedies.** TNC may cancel this Contract at any time upon two weeks written notice. Should this occur, payment for work satisfactorily completed shall be adjusted accordingly. In addition, if Contractor defaults in performance of Contractor's duties under this Contract, whether for circumstances within or beyond the control of Contractor, TNC may immediately terminate this Contract by written notice to Contractor. Should termination occur as a result of Contractor's default, TNC shall be entitled to damages from Contractor resulting from Contractor's default and shall be entitled to offset any amounts payable to Contractor for work satisfactorily completed against such damages. The balance of amounts payable to Contractor for work satisfactorily completed, if any, shall be paid to Contractor.

7. **Independent Contractor.** The parties to this Contract intend that an independent contractor-client relationship shall be created by this Contract. The conduct and control of the work to be done under this Contract shall lie solely within the purview of Contractor. Contractor is not to be considered an agent or employee of TNC for any purpose, and no joint venture or principal-agent relationship exists. Neither Contractor nor any employee(s) of Contractor shall be entitled to any of the benefits that TNC provides for its employees. Neither TNC nor Contractor shall have any right, power, or authority to create any obligation, expressed or implied, on behalf of the other.

8. **Assignment/Subcontract.** Contractor may not assign or transfer this Contract or subcontract for the work to be performed without the prior written consent of TNC.

9. **Ownership of Documents and Data.** All rights, title, and interest in or to (including, but not limited to, the rights of copyright therein) any reports, studies, photographs (and negatives), biological and other samples, computer programs, software, data, drawings, writings or other works or documents, along with all drafts and versions thereof, and all material created in connection therewith which are produced under this Contract (collectively the "**Works**") are intended to be "works made for hire" in accordance with the definition of that term under the copyright laws of the United States, and TNC is intended to and shall have the sole and exclusive right, title and interest in and to the Works. To the extent (if any) that any of the Works may be determined not to be works made for hire, Contractor hereby unconditionally assigns to TNC, and at any time in the future upon request shall assign to TNC, all rights and interests of any sort, including without limitation, all copyrights and other intellectual property rights, in and to the Works. Contractor further assigns to TNC all rights in any supporting data and material used in creating the Works, to the extent assignable and not protected by a copyright held by a third party. Upon request from TNC, Contractor shall deliver to TNC: (i) all tangible copies (including digital copies) of any Works and/or supporting data or material not otherwise delivered to TNC pursuant to this Contract, and (ii) any further documentation of TNC's ownership thereof as provided herein. Contractor may use the Works only with the prior written approval of TNC; and any use of the Works shall include an acknowledgment that the Works are the property of TNC. Contractor warrants to TNC that Contractor shall not infringe on the intellectual property rights of others in the performance of this Contract and agrees to indemnify, defend and hold TNC harmless from and against any and all liabilities, claims, demands, damages, losses, expenses and/or costs which TNC may incur or suffer or to which TNC may be subjected (including, but not limited to, attorneys' fees and expenses and court costs, whether incurred at the trial, appellate, or administrative level, or incurred in connection with any mediation or arbitration), arising out of or resulting to any extent from any action by a third party against TNC relating to the Works.

10. **Use of TNC Name/Logo.** Contractor may not use TNC's name, logo or other intellectual property in any manner, whether in conjunction with the services or products called for in this Contract or otherwise, except: (i) to the extent reasonably necessary in order to prepare any deliverable(s) which is/are to be produced by Contractor for TNC under this Contract; (ii) in order to deliver invoices to TNC; and/or (iii) to the extent (if any) otherwise explicitly stated herein.

11. **Confidential Information.** During the course of the performance of this Contract, Contractor may have access to materials, data, strategies, systems, or other information relating to TNC and its programs, which are intended for internal use only. No such information acquired by Contractor shall be used, published, or divulged by Contractor to any person, firm, or corporation or in any advertising or promotion regarding Contractor or Contractor's services, or in any other manner or connection whatsoever without first having obtained the written permission of TNC, which permission TNC may withhold in its sole discretion.

12. **Taxes.** Contractor agrees to be responsible for any and all filing and payment of taxes and for compliance with any and all provisions and requirements arising under any applicable federal, state, or local tax laws, including (but not limited to) those for any jurisdiction(s) in which Contractor is organized or authorized to do business. No federal, state, or local income tax, nor any payroll tax of any kind, shall be withheld or paid by TNC on behalf of Contractor, or employees of Contractor. If appropriate, TNC shall report all fees paid to Contractor to the IRS on Form 1099.

13. **Compliance with Laws.** Contractor represents, warrants, and agrees that, in connection with the transactions contemplated by this Contract: (a) Contractor can lawfully work in the United States; (b) Contractor shall obtain, at its own expense (except to the extent otherwise explicitly stated in this Contract) any permits or licenses required for Contractor's services under this Contract; and (c) Contractor shall comply with all statutes, laws, ordinances, rules, regulations, court orders, and other governmental requirements of the United States, the State of California, and any other jurisdiction(s) in which Contractor is organized or authorized to do business, including (but not limited to) any applicable anti-bribery statutes, which are applicable to the work to be done by Contractor under this Contract (in each case, an "**Applicable Law**"). Contractor shall not take any actions that might cause TNC to be in violation of any of such Applicable Laws.

14. **Effect, Interpretation, and Choice of Law and Forum.** This Contract shall become binding when signed by all of the parties hereto. This Contract supersedes all prior or contemporaneous communications and negotiations, both oral and written, concerning the subject matter of this Contract, and constitutes the entire agreement between TNC and Contractor with respect to such matters. No amendment to this Contract shall be effective, unless it is in writing and is signed by all of the parties hereto. This Contract shall be interpreted and construed under, and shall be and governed by, the internal laws of the State of California. In the event of any litigation over the interpretation or application of any of the terms or provisions of this Contract, TNC and Contractor agree that litigation shall be conducted in San Francisco, California, and such parties further agree that venue in San Francisco shall be proper, and that they are subject to, or shall make themselves subject to, personal jurisdiction in the courts of that venue. Any and all exhibits, schedules, and addenda attached to and referred to in this Contract are hereby incorporated into this Contract as fully as if set out in their entirety herein, but in the event of any conflict between the terms of this main body of the Contract and the terms of any exhibits, addenda, or other attachments to this Contract, the terms of this main body of the Contract shall control. The provisions of this Contract shall survive the termination of this Contract to the extent of any rights accrued or obligations incurred during such term. If any provision of this Contract is held to be invalid or unenforceable, the other provisions shall not be affected thereby. This Contract may be executed in several counterparts, and all counterparts so executed shall constitute one contract which shall be binding on all of the parties, notwithstanding that all of the parties are not signatory to the same counterpart. Electronic signatures, digital signatures, fax signatures, and scanned signatures are acceptable for this Contract in compliance with the Uniform Electronic Transactions Act (UETA).

15. **Notices.** Except for such day-to-day oral communications or instructions as may be called for or reasonably anticipated in the description of the work to be done under this Contract (none of which may, however, alter the terms of this Contract), any notice, demand, request, consent, or approval of any kind that any party to this Contract desires or is required to give to or make on another party under or in connection with this Contract (a "**Notice**") shall be in writing and shall be served upon the party being addressed, at the most recent address which the addressed party has provided for such purposes under this Contract.

Each Notice shall be given by at least one of the following means: (1) delivery in person, (2) certified U.S. mail, return receipt requested, postage prepaid, (3) Federal Express or other reputable "overnight" delivery service, provided that next-business-day delivery is requested by the sender, (4) electronic mail ("email"), or (5) telecopier or facsimile transmission ("fax"). Notices delivered in person will be deemed effective immediately upon delivery (or refusal of delivery or receipt). Notices sent by certified mail will be deemed given on the earlier to occur of: (1) the date of first attempted delivery; or (2) the third day after being deposited in the mail. Notices sent by Federal Express or other reputable "overnight" delivery service will be deemed given on the next-business-day after being deposited with the delivery service. Notices sent by email or facsimile will be deemed given on the date of successful transmission, unless the transmission is completed on a non-business day, or after 5:00 p.m. on a business day, in the recipient's time zone, in either of which cases it shall be effective on the next following business day. A copy of any notice sent by email or fax shall also be sent by regular U.S. mail. Either party may, from time to time, by written notice to the other, designate a different address, which will be substituted for the most current address previously provided for such purposes under this Contract.

16. **Compliance with Anti-terrorism Laws.** Contractor agrees that it will use any funds received under this Contract in compliance with all applicable antiterrorist financing and asset control laws, regulations, rules and executive orders, including but not limited to the USA Patriot Act of 2001 and Executive Order 13224.

17. **Certification for Conflict of Interest Determination.** Contractor certifies that the information it has provided on the "Disclosure Form" which is being provided to Contractor by TNC with respect to this Contract (the "**Disclosure Form**") is true and correct to the best of Contractor's knowledge. In the event that any material misrepresentation by Contractor in such Disclosure Form is discovered during the term of this Contract, TNC may elect to declare this Contract null and void and immediately terminate it. In the case of an intentional material misrepresentation, TNC may, at its option, recover damages resulting from the termination and shall be entitled to offset any amounts payable to Contractor for work satisfactorily completed against such damages. The balance of amounts payable to Contractor for work satisfactorily completed, if any, shall be paid to Contractor.

18. **U.S. Government Laws and Regulations.** Contractor understands that this Contract will be funded by U.S. Government funding and that Contractor shall be responsible for ensuring that all work/travel is carried out in compliance with any pertinent regulations and laws including but not limited to those listed in **Exhibit B**, entitled "U.S. Government Laws and Regulations," attached hereto and incorporated herein by reference.

In witness whereof, Contractor and TNC have executed this Contract to be effective as of the last date written below.

The Nature Conservancy,
a District of Columbia non-profit corporation

Galt Joint Union Elementary School District

By: _____
(signature)
Print Name: _____
Title: _____
Date: _____

By: _____
(signature)
Print Name: _____
Title: _____
Date: _____

Exhibit A – Scope of Work

Contractor shall conduct an Environmental Education and Restoration Program at the Oneto-Denier Floodplain Restoration Project (Project) that is consistent with the goals and objectives of the Cosumnes River Preserve's (Preserve) 2008 Management Plan. Students shall participate in various phases of the Oneto-Denier Floodplain Restoration Project (e.g., mark planting areas, install planting material, monitor planting success). Contractor shall follow the budget described below to conduct environmental education and restoration activities, including at least six field days with students. Contractor shall coordinate field days directly with TNC and schedule field days at least two weeks in advance, understanding that weather conditions (e.g., storms, muddy roads) may prevent site access.

Fixed Costs

Program Coordination

- Coordinator as full-time employee \$ 8,000.00
Planning: 200 hours

Program Preparation

- Staff Travel \$ 300.00
To and from teacher visits, classroom visits, and project site visits.
- Field Day Materials \$ 250.00
Field notebooks for students, boots, gloves and other tools.
- Teacher, Mentor and Partner Workshops – supplies \$ 200.00
Food and materials at all meetings and workshops.
- Teacher Resources - Curriculum \$ 300.00
Resources for teachers: books, curriculum and materials
- Stewardship Celebration \$ 150.00
End-of-Year appreciation and awards ceremony

Total Fixed Costs \$9,200.00

Field Day Costs

Budget Category Per Field Day Explanation

- Program Coordination \$ 600.00
- Substitute Teachers \$ 150.00
Allows teachers to accompany their students on field days.
- Project Supplies \$ 200.00
Includes snacks and water for students, assorted tools, and supplies.
- Transportation – buses \$500.00
To and from field days for students and teachers.
- Travel - Staff \$70.00
To and from field days, class visits and planning trips for coordinators.
- Sanitation (porta-potty) \$30.00
Provided at field days

Total per Field Day \$1,550.00

Program Cost = fixed costs + (per field day cost x number of field days)

- Fixed Costs \$ 9,200.00
- Six field days x \$1,550 per day \$ 9,300.00

Total cost for Program \$18,500.00

Exhibit B – U.S. GOVERNMENT LAWS AND REGULATIONS
(revised August 2015)

U.S. GOVERNMENT LAWS AND REGULATIONS. The Contractor understands that this Contract will be funded by U.S. Government funding and that the Contractor shall be responsible for ensuring that all work/travel is carried out in compliance with any pertinent regulations and laws including but not limited to those listed below.

A. RECORD RETENTION. Financial records, supporting documents, statistical records, and all other records pertinent to this Contract shall be retained by the Contractor for a period of three years from the date of submission of the final expenditure report. If any litigation, claim, or audit is started before the expiration of the three-year period, the records shall be retained until all litigation, claims, or audit findings involving the records have been resolved.

B. ACCESS TO RECORDS. The Conservancy, the U.S. Federal entity providing the funding from which this Contract will be paid, the Comptroller General of the United States, or any of their duly authorized representatives, shall have the right of timely and unrestricted access to any books, documents, papers, and other records of the Contractor that are pertinent to the Contract for the purpose of making audits, examinations, excerpts, copies, and transcriptions. The rights of access in this paragraph are not limited to the required retention period, but shall last as long as records are retained.

C. DEBARMENT CERTIFICATION. The Contractor certifies, by signature on this Contract, that the Contractor is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any U.S. Federal department or agency. Where the Contractor is unable to certify to this statement, the Contractor shall attach an explanation to this Contract, and, at the Conservancy's option, this Contract shall become null and void.

D. CONTRACTOR LIABILITY. The Contractor assumes sole responsibility for reimbursement to the Conservancy or the U.S. Federal Government, whichever is appropriate, of a sum of money equivalent to the amount of any expenditures disallowed should the funding agency or any authorized agency rule, through audit exception or some other appropriate means, that expenditures from funds allocated to the Contractor were not made in compliance with applicable cost principles and regulations of the funding agency, or the provisions of this Contract.

E. ENERGY EFFICIENCY. The Contractor must comply with mandatory standards and policies relating to energy efficiency which are contained in the relevant state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S. 6201).

F. EQUAL EMPLOYMENT OPPORTUNITY. The Contractor must comply with E.O. 11246, "Equal Employment Opportunity," as amended by E.O. 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity" and as supplemented by regulations at 41 C.F.R. Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

G. PROHIBITION AGAINST DISCRIMINATION. The contractor and all covered subcontractors shall abide by the requirements of 41 CFR §§ 60-1.4(a), 29 CFR Part 741, Appendix A to Subpart A, 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, or national origin. Moreover, these regulations require that covered subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, national origin, protected veteran status or disability.

Cosumnes River Preserve

Restoring the Floodplain

BOARD OF EDUCATION
NOVEMBER 12, 2015





1996



2000





COSUMNES RIVER PRESERVE MANAGEMENT PLAN

FINAL

MARCH 2008



PREPARED FOR:

COSUMNES RIVER PRESERVE
13501 FRANKLIN BOULEVARD
GALT, CA 95632
PHONE: 916.683.1700
FAX: 916.683.1702

PREPARED BY:

KLEINSCHMIDT ASSOCIATES
251 SOUTH AUBURN STREET, SUITE C
GRASS VALLEY, CA 95945
PHONE: 530.852.4837
FAX: 530.852.4841



FUNDING MADE AVAILABLE BY A GRANT FROM THE CALFED WATERSHED PROGRAM
AND ADMINISTERED BY THE STATE WATER RESOURCES CONTROL BOARD

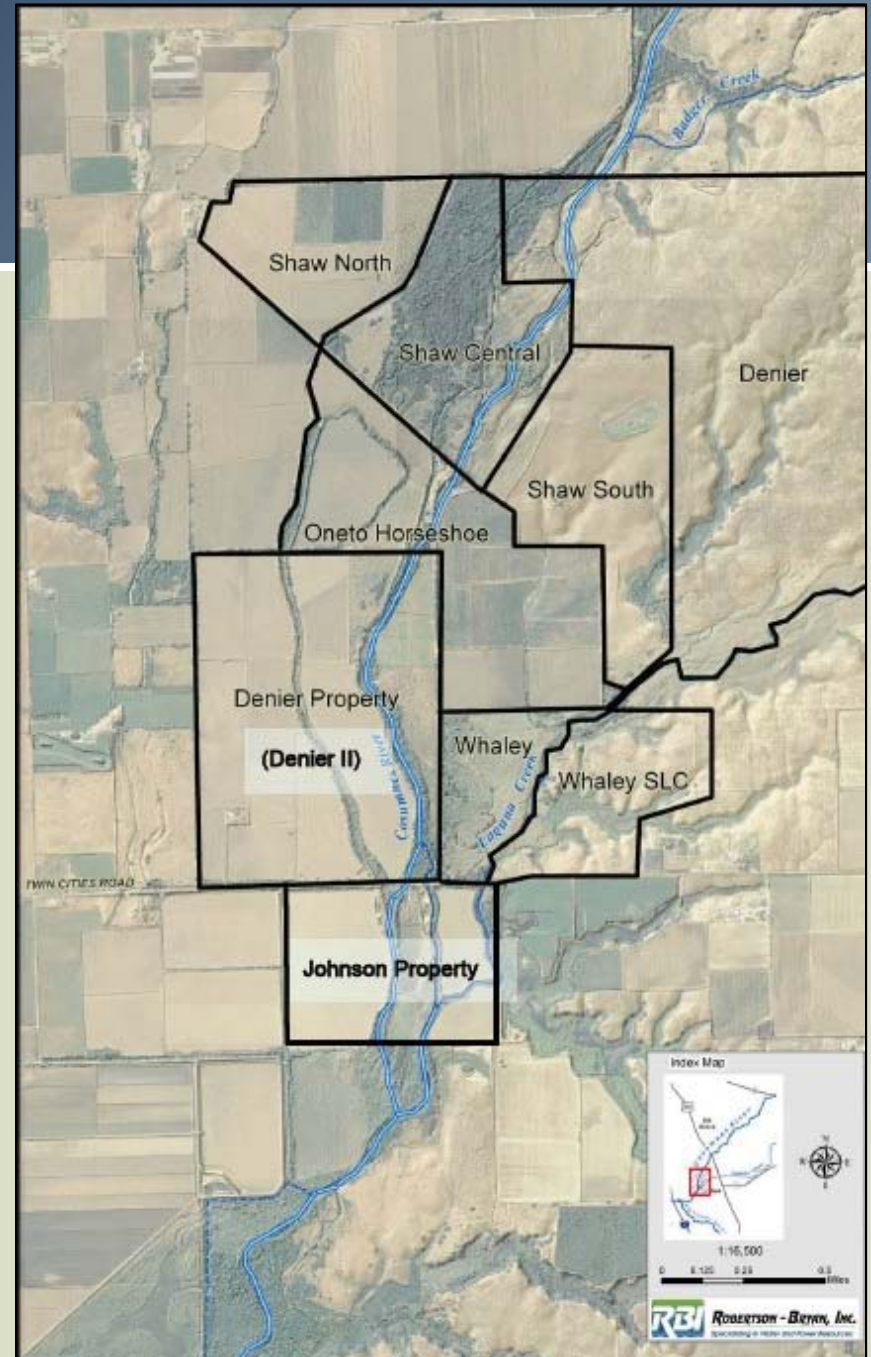
Natural Resource Stewardship Goal

Action 2.4.1 (pg. 8-12)

Restore ~500 acres of seasonally flooded riparian habitat on the Preserve's Denier II property by completing and implementing plans to restore a natural flooding regime and to plant native riparian vegetation. Incorporate experimental design to test approaches that could be applied to restoration of other upstream sites.

Property Interests

Denier purchased 2001
Oneto purchased 2007
NRCS easement 2010



Concept to Reality

- Site selection
- Land acquisition
- Planning
- Permitting
- Implementation



Existing conditions (2005)
looking west



Documents, Permits, and Agreements

Environmental Documentation

Sacramento County	California Environmental Quality Act (CEQA), IS/MND
US Army Corps of Engineers	National Environmental Policy Act (NEPA)

Permits

Central Valley Flood Protection Board	Encroachment Permit
CA Department of Fish and Wildlife	Streambed Alteration Agreement (1602)
CA Department of Fish and Wildlife	California Endangered Species Act correspondence
Sacramento County	Grading Permit
US Army Corps of Engineers	Clean Water Act, Section 404 Permit
US Fish and Wildlife Service	Endangered Species Act Biological Opinion
National Marine Fisheries Service	Endangered Species Act Biological Assessment
State Historic Preservation Officer	National Historic Preservation Act, Section 106 consult
Regional Water Quality Control Board	Clean Water Act, Section 401 Water Quality Certification
Regional Water Quality Control Board	Clean Water Act, Section 402 NPDES Permit

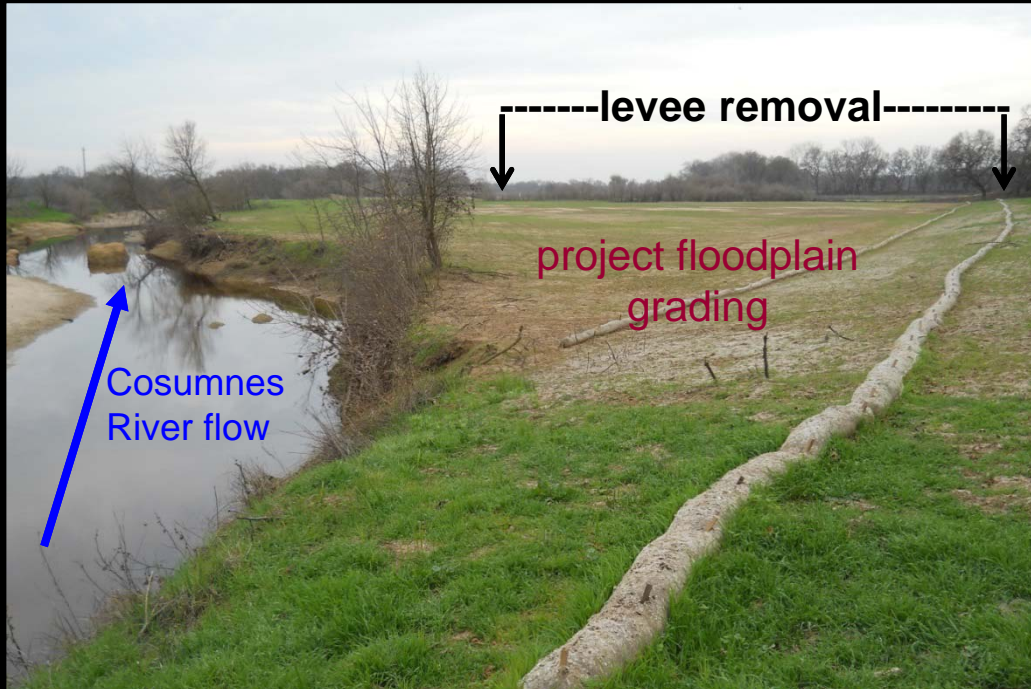
Other Agreements

CA Department of Fish and Wildlife	Right of Entry Agreement
Natural Resources Conservation Service	Compatible Use Authorization (CUA)

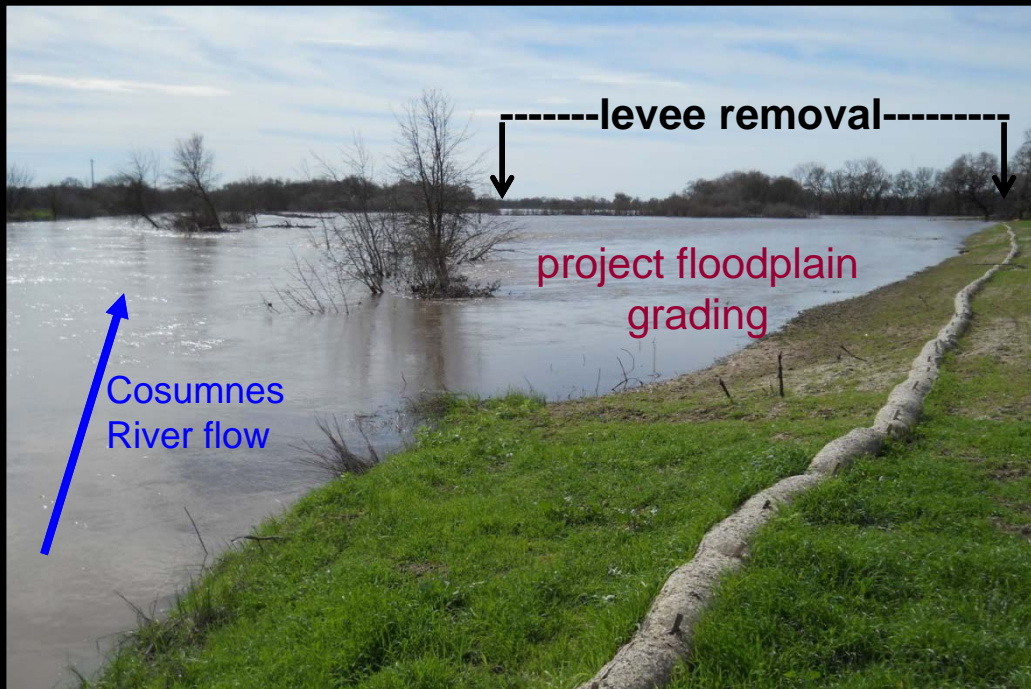


Aug-Oct 2014
~ 80,000 cubic yards
~ 2,000 linear feet





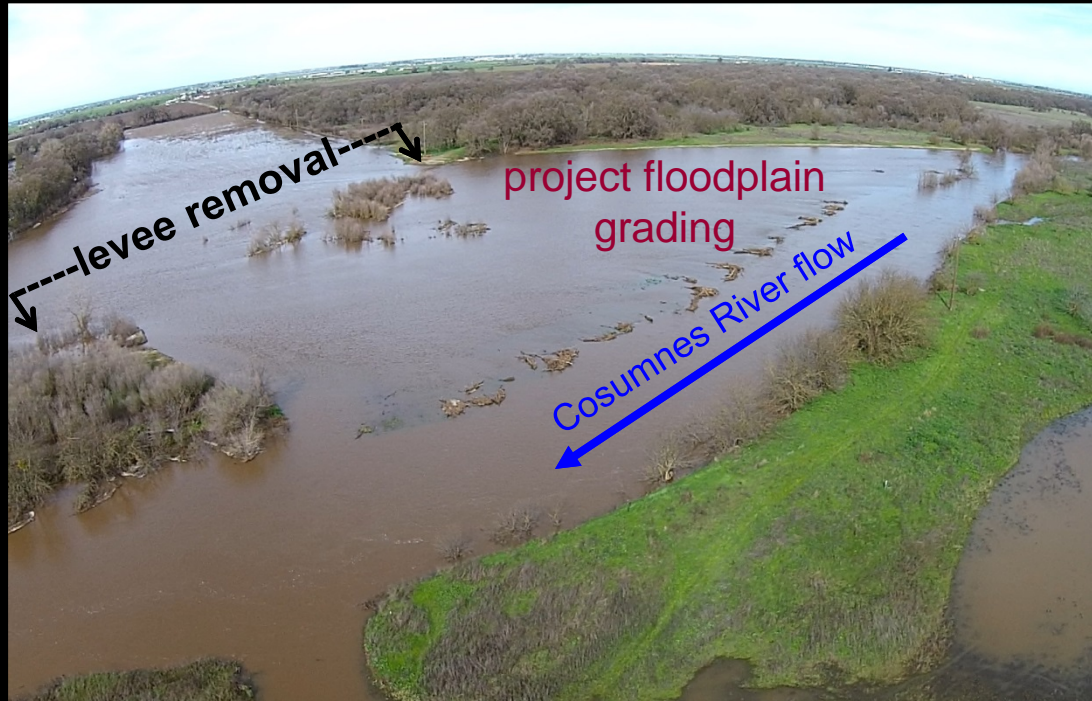
2/5/15



2/10/15



11/05/14

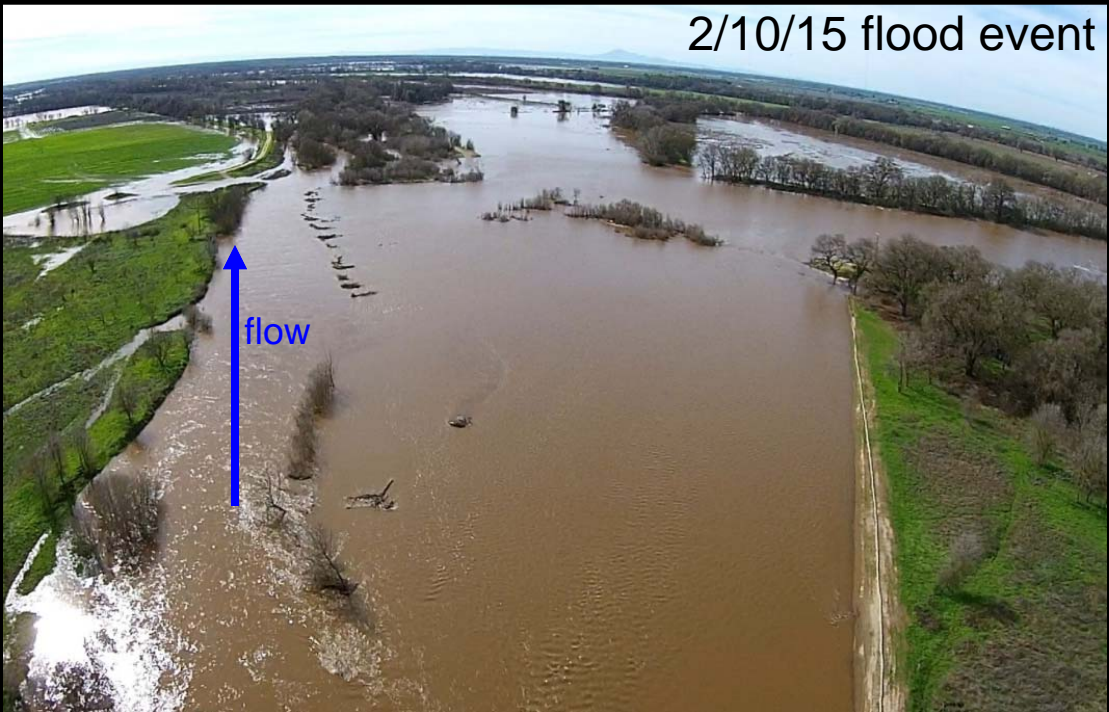


2/10/15

11/5/14 after earthwork



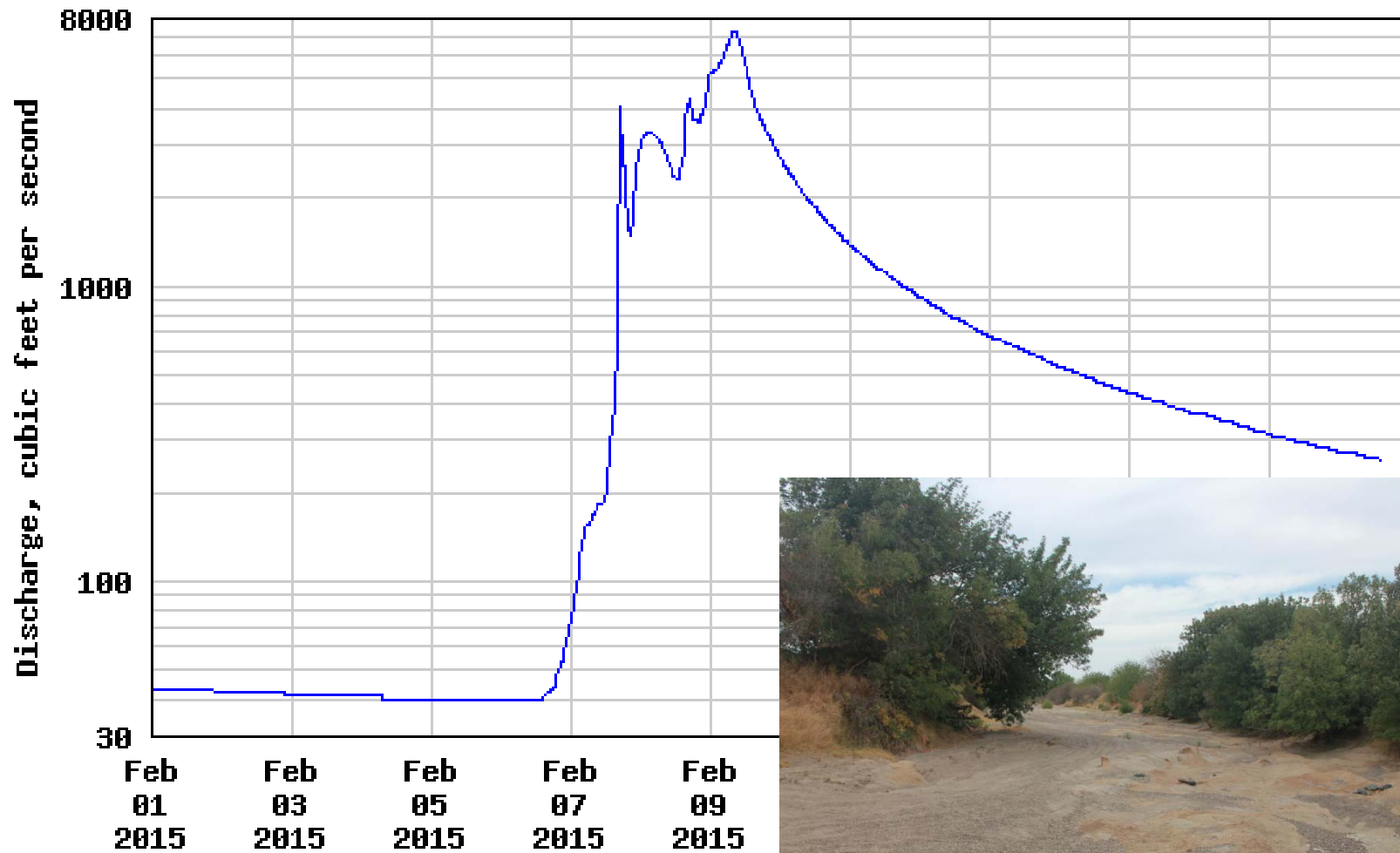
2/10/15 flood event



Cosumnes River – unimpaired hydrograph, seasonal river



USGS 11335000 COSUMNES R A MICHIGAN BAR CA



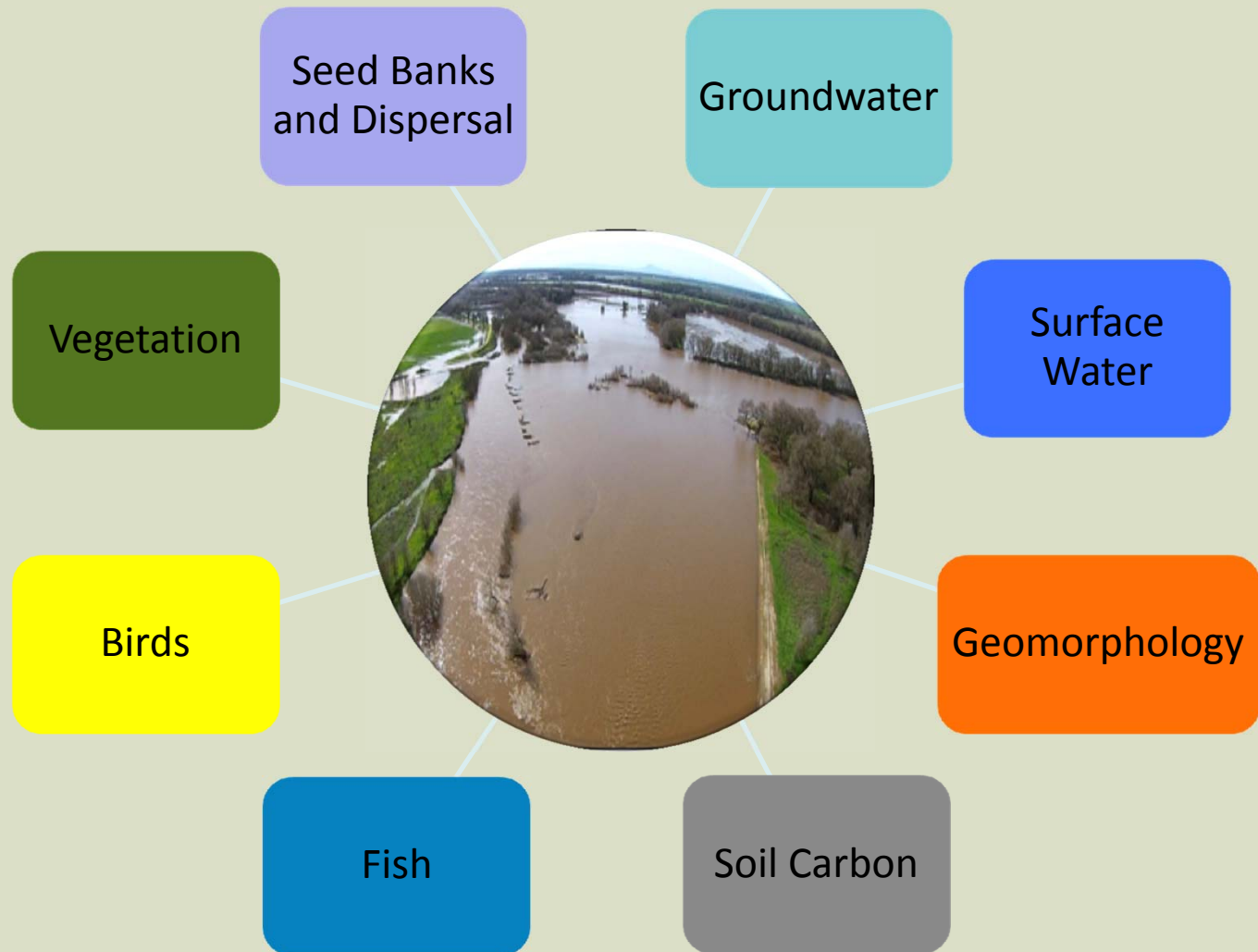


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Research and monitoring at the Oneto-Denier floodplain restoration



Research and monitoring at the Oneto-Denier floodplain restoration

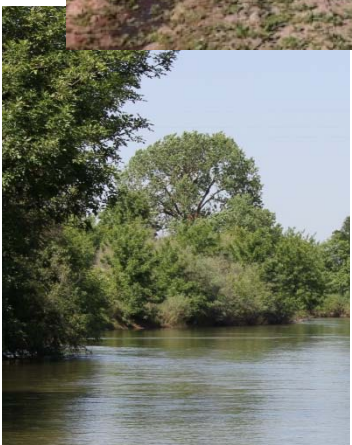
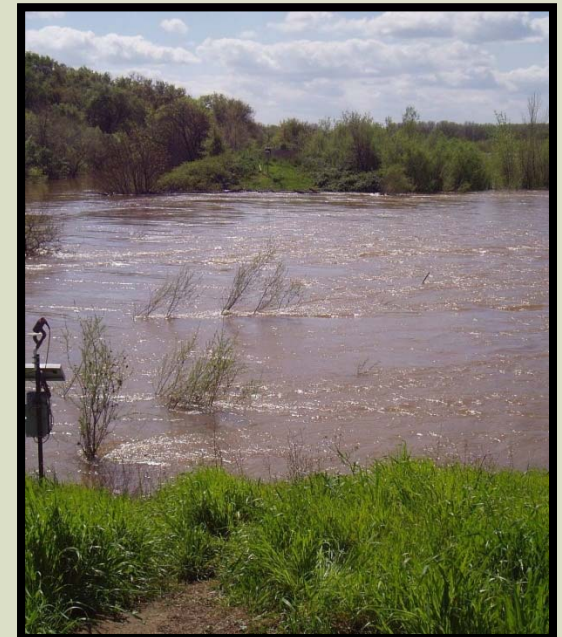


Vegetation: planting vs. process



VS

+





Thank you!

- Cosumnes River Preserve Partners
- Natural Resources Conservation Service
- California Department of Fish and Game
- Wildlife Conservation Board
- CALFED
- Elk Hills Power, LLC
- US Fish and Wildlife Service
- University of California, Davis
- Galt Joint Union Elementary School District
- Point Blue Conservation Science
- University of Idaho
- Ecosystem Restoration Program (grant no. E1120001)
- RBI
- AECOM
- West Yost
- Western Engineering
- RiverSmith
- Dittes and Guardino
- KLM Farms



United States Department of Agriculture
Natural Resources Conservation Service

helping people help the land

Oneto-Denier Floodplain Easement

“By 2020, our goal is that this property will be a thriving floodplain - providing habitat for wildlife, groundwater recharge, and educational benefits.”

Judah Grossman
TNC Land Manager

Floodplains play an important role on the landscape. After heavy rainfall, a natural or restored floodplain can quickly become inundated resembling a large lake



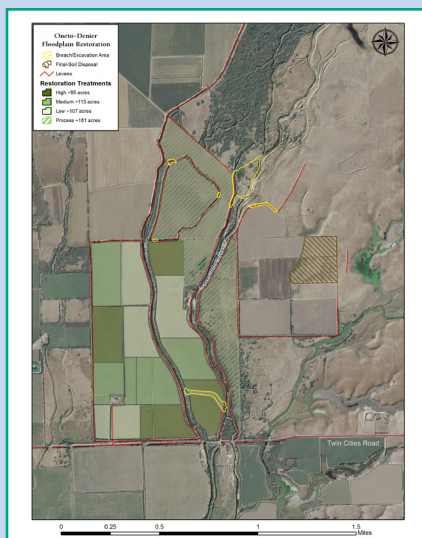
A drone-captured aerial photograph of the Oneto-Denier floodplain easement, after a February 2015 rain event flooded the property.

to the casual observer. Hidden below water, this hydrologic event transfers seeds and sediment, critical for riparian forest regeneration, and provides valuable habitat for sensitive fish and plant species.

Case in point, the Oneto-Denier floodplain easement, managed by The Nature Conservancy (TNC) and funded by the Natural Resources Conservation Service (NRCS) through the American Recovery and Reinvestment Act of 2009 (ARRA), provides riparian habitat, groundwater recharge, and water quality benefits on California's Cosumnes River. The Cosumnes is the last undammed river in California, providing drinking and irrigation water for the state.

The 620-acre property was first identified in the mid 1990s for its vast potential as a floodplain easement. It was formerly farmed for annual crops but the past owner regularly battled ongoing flood events. TNC purchased the flood-prone parcels in 2001 and 2007 using public funds and worked with NRCS to convert the property to a floodplain easement, through NRCS's Emergency Watershed Protection Program (with ARRA funds), in February 2010. Through this easement, NRCS purchased the rights to the property in order to permanently protect and restore it back to a natural floodplain, and have it managed for its maximum hydrologic benefits.

The NRCS easement proceeds of \$2.2 million gave TNC the resources to remove large sections of levees to allow floodwaters to fill strategic sections of the property. As opposed to traditionally removing small sections of 50 to 100 feet, TNC removed 750-foot



Project Benefits:

- Provides wildlife habitat for a mix of sensitive fish, wildlife and plant species.
- Creates groundwater recharge - critical during drought conditions.
- Returns the property to historical hydrologic function - both above water and below.

sections to allow more water movement. Furthermore, TNC established different sections of the property to mix varying land treatments to see which would be more successful.

“By 2020, our goal is that this property will be a thriving floodplain - providing habitat for wildlife, groundwater recharge, and educational benefits,” said Judah Grossman, TNC land manager for the Oneto-Denier easement.

Restoration activities range from planting native grass, trees, and shrubs with installed irrigation, to removing harmful plant species. (Varying these restoration activities provides TNC with key information to determine the most cost-effective technique to achieve restoration objectives).

This easement is located in a strategic area near Galt, Calif., and on an eastern corridor of the Cosumnes. The area provides habitat for the Swainson’s Hawk and the river provides habitat for Steelhead Trout and fall-run Chinook Salmon.

“TNC has done a lot of work in their planning and development of the property and it has been really exciting to watch its transformation,” said Richard Rivas, biologist for NRCS in California.

A number of new partners have come onboard to help in the success of this easement, including

The University of California at Davis, California Department of Fish and Wildlife, Point Blue Conservation Science, and the University of Idaho. The U.S. Fish and Wildlife Service also provided a grant for educational outreach with the local Galt School District so students can plant acorns, monitor survivorship, and help restore the forest.

“NRCS has been an ideal partner, providing helpful technical assistance and oversight,” added Grossman. “NRCS helped make this project a reality.”

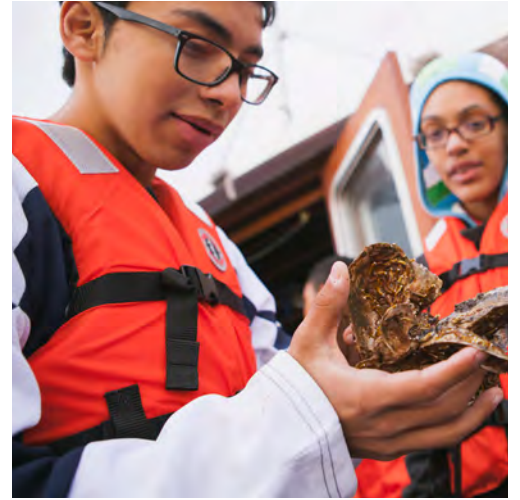


Above: TNC used a number of different landscaping techniques to test which would be most effective on the property. In this section, the land was graded to allow proper hydrologic flow. Straw wattles (the straw tubes running along the ground) are used for erosion control during flooding.

Above: Judah Grossman (left), TNC land manager, and NRCS biologist Richard Rivas discuss recent activity on the Oneto-Denier floodplain easement.

Below: Grossman inspects the digital camera used for capturing images of and monitoring activity during flood events.

Time lapse video of stormwater flooding and receding on the Oneto-Denier floodplain easement can be found at <https://www.youtube.com/watch?v=xqqiFJo3hIs&feature=youtu.be>



Empowering the Next Generation

The Nature Conservancy's Youth Programs

There are 2.4 billion youth between the ages of 4 and 24 worldwide—almost half of the total global population. By 2030, 60 percent of urban residents, who make up the majority of the world's population, are predicted to be under 18.

Today's youth are growing up more urban, more ethnically and culturally diverse, and more disconnected from nature than any previous generation. If youth are not exposed early to nature, they will be less likely to see themselves as stewards of the planet as they reach voting age and make decisions about the future of our natural resources. Not only does the world need natural places, it needs the next generation to connect to them, to belong to them, and ultimately to work and advocate for them.

The Nature Conservancy's youth programs focus on three key areas of engagement:

learning, action and leadership.

We are expanding digital learning platforms for teachers to bring nature to life for millions of youth where they live, learn, and play. We are growing volunteer and service learning opportunities for thousands of youth to become conservation change agents in their communities. And we are creating pathways to careers to empower hundreds of global conservation leaders.



LEARNING RESOURCES



In a world that is increasingly focused on the digital environment, providing high-quality content for teachers and caregivers is the next frontier of public awareness and education.

Our learning resources for teachers use digital technology to deliver videos, lesson plans and other content online and for free. The number of K-12 students who take online courses has increased from 45,000 in 2000, to more than 6.7 million in 2012—representing a tremendous evolution in the delivery of educational materials. Nature Works Everywhere’s (natureworkseverywhere.org) lesson plans, videos, and activity guides are aligned with Next Generation Science Standards and Common Core Standards and designed to help students learn the science behind how nature works and how to take action to protect it.

Nature Works Everywhere demonstrates nature’s benefits to students and connects them to global challenges to protect the natural systems that produce our food, water, clean air, and energy. Nearly two million students have been reached to date, and we will work with distribution partners to reach over six million students by 2020.

MEETING A GROWING NEED

The number of K-12 students who take online courses has increased from 45,000 in 2000, to more than 6.7 million in 2012



SERVICE LEARNING



The growth of youth volunteerism is currently outpacing the growth of adult volunteerism, but similar to charitable giving, only two percent of youth volunteer for environmentally related causes.

Our goal is to change that trend by reaching over 50,000 youth through meaningful service learning opportunities in conservation over the next three years.

Volunteer service begins at home—in our own backyards, city streets and parks. Youth who spend hands-on time in service to nature, in the company of others, are more likely to develop the aesthetic, emotional and social values that lead to deep personal commitments to conservation.

The Conservancy will offer conservation stewardship opportunities that will greatly expand the impact youth can have on challenges such as climate change, air and water pollution, environmental degradation, human health and quality of life. This will benefit families, communities, and the planet by empowering people to care for their local environment—whether it's planting and stewarding trees, creating backyard wildlife habitat, cleaning polluted waterways, or growing gardens.

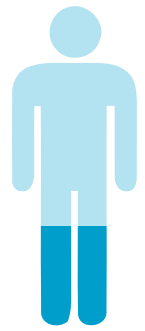
Working with partners, we will support volunteer change agents and equip these youth with the training and opportunities they need to activate their social and community networks to engage more people in taking action for the natural world through stewardship, recreation, consumer behavior and advocacy.

BY THE NUMBERS



55%

Percentage of youth participating in volunteer activities



29%

Percentage of adults participating in volunteer activities

LEADERSHIP DEVELOPMENT



The demand for environmental specialists is expected to grow 15 percent between 2012 and 2022, outpacing the national employment average.

Yet, only 11 percent of underrepresented students pursue natural resource management degrees in college. Broadening participation in conservation career fields is critically important for our future success. Our goal is provide over 2,000 internships and fellowships to empower youth with the skills, opportunities, and professional networks to enter the conservation workforce by creating the Conservancy's first ever Conservation Career Pathway.

Based on the Conservancy's 20-year track record with the Leaders in Environmental Action for the Future or LEAF (nature.org/leaf) Program at the high school level, we know that if we make high-impact, long-term investments in youth, they are nearly six times more likely to pursue green careers than the national average. LEAF currently supports a network of green high schools across the nation and provides paid summer student internships in the conservation field. For many, the program provides first-time opportunities to live, work, and play in the natural world. Multi-year studies confirm the tremendous impact we are having on students' lives—opening their eyes to career possibilities, building self-confidence, independence, work skills, conservation literacy and a love of the outdoors.

At the college level, we will work with top colleges and universities to provide scholarships for high potential students to pursue conservation related majors and expand college opportunities that supplement students' area of study with real world, paid internships. We will develop two year fellowship opportunities for recent graduates to provide essential on-the-job work experience, networking, and mentorship opportunities for emerging leaders to be competitive in the workforce. Taken together, the Conservation Career Pathway will have a transformative effect on students' lives, their communities and the future of the conservation workforce.

If we make high impact, long term investments in youth they are nearly

6x

more likely to pursue green careers than the national average.



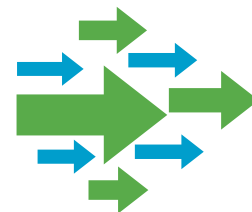
One in three LEAF alumni go on to obtain degrees in environmental studies.

COMMUNITY OF PRACTICE

To support our strategies in youth learning, action, and leadership, the Conservancy will establish a community of practice for youth practitioners to achieve collective impact, foster knowledge-sharing and promote innovation in existing and emerging youth engagement programs within the Conservancy and with partner organizations.

No single organization has the ability to solve major social problems at scale by itself. The Community of Practice will enable internal and external collaboration to achieve greater results through developing a collective agenda, shared measurement tools, ongoing communication, and infrastructure support for new and existing youth programs within the Conservancy and beyond.

The Nature Conservancy is uniquely poised to empower the next generation of conservation leaders based on our existing assets—over 3,500 practicing conservationists in over 30 countries, over 119 million acres of protected landscapes to serve as living laboratories to learn and train in, and a proven track record of developing youth ambassadors for conservation through innovative, established programs. Together with partners, we will empower the next generation to protect the lands and waters upon which all life depends.



Visit [nature.org/youth](https://www.nature.org/youth)
to learn more.





Board Meeting Agenda Item Information

Meeting Date: 11/18/15	Agenda Item: 131.681 Board Consideration of Nominations for CSBA (California School Boards Association) Delegate Assembly, Subregion 6-B
Presenter: Karen Schauer	Action Item: XX Information Item:

CSBA's Delegate Assembly is a vital link in the association's governance structure. Working with local districts, county offices, the Board of Directors and Executive Committee, Delegates ensure that the association reflects the interests of school districts and county offices of education throughout the state. It sets CSBA's general policy direction and fulfills a critical governance role within the Association. The Delegate Assembly is comprised of Delegates who are elected by local board members in 21 geographic regions throughout the state. The Delegate Assembly meets twice each year. Nomination and candidate biographical sketch forms for CSBA's Delegate Assembly are now being accepted until Thursday, January 7, 2016.

Any CSBA member board is eligible to nominate board members within their geographical region or subregion. Each board may nominate as any individuals as it chooses, however, it is the responsibility of the nominating board to obtain permission from the nominee prior to submitting his or her name. Delegates serve a two-year term beginning April 1, 2016 through March 31, 2018.

Frequently Asked Questions regarding Delegate Assembly Nominations and Elections

Who is eligible to serve on Delegate Assembly? To be eligible to serve on CSBA's Delegate Assembly, a board member must:

- Be a trustee of a district or county office of education that is a current member of CSBA; and
- Be a trustee of a district or county office of education within the geographic region or subregion which the Delegate will represent.

What is the term of office to serve on Delegate Assembly? The term of office for each Delegate is two years beginning April 1, 2016 through March 31, 2018. Within each region, approximately half of the Delegates are elected in even-numbered years and half in odd-numbered years.

How is a board member nominated to serve on the Delegate Assembly? A board member must be formally nominated by a board in the region or subregion and may be nominated by his or her own district or county office. The nomination is an action that is taken in a public board meeting and requires a majority vote. A board may nominate as many individuals as it wishes, however, it is the responsibility of the nominating board to obtain permission from the nominee prior to submitting his or her name.

What does a nomination consist of? A nomination consists of a completed signed nomination and a one-page candidate biographical sketch form. In addition, an optional, one-page, single-sided, résumé may be submitted, (résumé cannot be substituted for the candidate biographical sketch form). The biographical sketch will be copied exactly as submitted and included with the ballots.

When are the nomination and biographical sketch forms due? The nomination and candidate biographical sketch forms must be delivered to the CSBA office either by fax (916) 371-3407, email nominations@csba.org, or mail, postmarked by the U.S.P.S., on or before **Thursday, January 7, 2016**. *It is the nominee's responsibility to confirm that all nomination materials have been received by the CSBA Leadership Services department.*

How are nominees elected to serve on Delegate Assembly? Ballots are mailed by Monday, February 1 to each district or county board within the region or subregion. Ballots must be delivered to CSBA via U.S.P.S. postmarked by Tuesday, March 15, in order to be accepted. Ballots may not be faxed or emailed.

Voting for Delegates is an action of the entire board rather than individual board members; therefore, it is done at a public meeting and requires a majority vote. Each board may vote for as many persons as there are positions to be filled within the region or subregion. All districts and candidates are notified of the results no later than March 31. If there is a tie vote, a run-off election will be held.

What are the required Delegate Assembly meeting dates? There are two required Delegate Assembly meetings each year. In 2016, the first meeting will be May 14-15 in Sacramento and the second one will be November 30 – December 1 in San Francisco preceding CSBA's Annual Education Conference and Trade show.

Does CSBA cover expenses for Delegates to attend the Delegate Assembly meetings? No, CSBA is not able to cover expenses.

For additional information, please contact the Leadership Services department at (800) 266-3382.

2015 CSBA DELEGATE ASSEMBLY ROSTER

DELEGATES (Year = term expiration; ◇ = appointed by district)

(As of October 16, 2015)

REGION 1 – 4 Delegates (4 elected)

Subregion 1-A (Del Norte, Humboldt)

Annelia Hillman (Klamath Trinity Joint USD), 2017

Susan Johnson (Eureka City SD), 2016

Subregion 1-B (Lake, Mendocino)

Taja Odom (Kelseyville USD), 2016

County: Frances Costello (Del Norte County & USD), 2017

REGION 2 – 4 Delegates (4 elected)

Subregion 2-A (Modoc, Siskiyou, Trinity)

Gregg Gunkel (Siskiyou Union HSD), 2017

Subregion 2-B (Shasta)

James Schwerdt (Shasta Union HSD), 2017

Subregion 2-C (Lassen, Plumas)

Christopher Russell (Plumas County & USD), 2016

County: Brenda Duchi (Siskiyou COE), 2016

REGION 3 – 8 Delegates (8 elected)

Subregion 3-A (Sonoma)

Dianna MacDonald (Cloverdale USD), 2017

Vacant, 2016

Subregion 3-B (Napa)

Indira Lopez (Calistoga Joint USD), 2017

Subregion 3-C (Solano)

Raymond V. Mommsen (Vallejo City USD), 2017

Patricia Shamansky (Fairfield-Suisun USD), 2016

Vacant, 2017

Subregion 3-D (Marin)

Linda M. Jackson (San Rafael City Schools), 2016

County: Herman Hernandez (Sonoma COE), 2017

REGION 4 – 8 Delegates (8 elected)

Subregion 4-A (Glenn, Tehama)

Rod Thompson (Red Bluff Jt. Union HSD), 2016

Subregion 4-B (Butte)

Judith Peters (Paradise USD), 2017

Subregion 4-C (Colusa, Sutter, Yuba)

Jim Flurry (Marysville Joint USD), 2016

Sharman Kobayashi (Yuba City USD), 2017

Subregion 4-D (Nevada, Placer, Sierra)

Trish Gerving (Nevada City SD), 2017

Renee Nash (Eureka Union SD), 2016

James Brian Vlahos (Roseville City SD), 2017

County: Suzanne Jones (Placer COE), 2016

REGION 5 – 10 Delegates (7 elected/3 appointed◇)

Subregion 5-A (San Francisco)

Matt Haney (San Francisco County & USD)◇, 2016

Emily Murase (San Francisco County & USD)◇, 2017

Rachel Norton (San Francisco County & USD)◇, 2017

Subregion 5-B (San Mateo)

Davina Drabkin (Burlingame ESD), 2017

Carrie Du Bois (Sequoia Union HSD), 2017

Marc Friedman (San Mateo Union HSD), 2016

Alisa MacAvoy (Redwood City ESD), 2016

Kevin Martinez (San Bruno Park ESD), 2017

Kalimah Salahuddin (Jefferson Union HSD), 2016

County: Beverly Gerard (San Mateo COE), 2017

REGION 6 – 19 Delegates (12 elected/7 appointed◇)

Subregion 6-A (Yolo)

Susan Lovenburg (Davis Joint USD), 2016

Subregion 6-B (Sacramento)

Michael A. Baker (Twin Rivers USD)◇, 2017

Ellen Cochrane (Sacramento City USD)◇, 2016

Pam Costa (San Juan USD)◇, 2017

Craig DeLuz (Robla ESD), 2016

John Gordon (Galt Joint Union ESD), 2017

Jay Hansen (Sacramento City USD)◇, 2017

Susan Heredia (Natomas USD), 2017

Lisa Kaplan (Natomas USD), 2017

Lucinda Luttggen (San Juan USD)◇, 2016

Crystal Martinez-Alire (Elk Grove USD)◇, 2017

Michael McKibbin (San Juan USD), 2017

Edward Short (Folsom-Cordova USD), 2017

Bobbie Singh-Allen (Elk Grove USD)◇, 2016

Teresa Stanley (Folsom-Cordova USD), 2016

Vacant, 2016

Subregion 6-C (Alpine, El Dorado, Mono)

Misty DiVittorio (Placer Union ESD), 2016

Suzanna George (Rescue Union ESD), 2017

County: Bill Owens (Yolo COE), 2016

2015 CSBA DELEGATE ASSEMBLY ROSTER

REGION 7 – 19 Delegates (15 elected/4 appointed)◆

Subregion 7-A (Contra Costa)

Laura Canciamilla (Pittsburg USD), 2016
Christine Deane (Contra Costa COE), 2017
Madeline Kroneberg (West Contra Costa USD), 2017
Linda K. Mayo (Mt. Diablo USD)◆, 2017
Kathi McLaughlin (Martinez USD), 2016
Yolanda C. Pena Mendrek (Liberty Union HSD), 2017
Raymond Valverde (Liberty Union HSD), 2016

Subregion 7-B (Alameda)

Valerie Arkin (Pleasanton USD), 2016
Ann Crosbie (Fremont USD)◆, 2017
Jamie Hintzke (Pleasanton USD), 2016
Beatriz Leyva-Cutler (Berkeley USD), 2017
Jody London (Oakland USD)◆, 2017
William McGee (Hayward USD), 2017
Amy Miller (Dublin USD), 2016
Diana J. Prola (San Leandro USD), 2017
Joaquin J. Rivera (Alameda COE), 2017
Nancy Thomas (Newark USD), 2016
Rosie Torres (Oakland USD)◆, 2016
County: Aisha Knowles (Alameda COE), 2017

REGION 8 – 14 Delegates (12 elected/2 appointed)◆

Subregion 8-A (San Joaquin)

Gloria J. Allen (Stockton USD)◆, 2016
Sam Fant (Manteca USD), 2016
Kathleen Garcia (Stockton USD)◆, 2017
Ron Heberle (Lodi USD), 2017
George Neely (Lodi USD), 2017
Van-Ha To-Cowell (Lincoln USD), 2016
Ralph M. Womack (Lodi USD), 2016

Subregion 8-B (Amador, Calaveras, Tuolumne)

Zerrall McDaniel (Calaveras USD), 2017

Subregion 8-C (Stanislaus)

Eileen Hamilton (Turlock USD), 2017
Faye Lane (Ceres USD), 2016
Cynthia Lindsey (Sylvan Union ESD), 2017

Subregion 8-D (Merced)

Adam Cox (Merced City ESD), 2017
Kelly Thomas (Winton SD), 2016
County: Vacant, 2016

REGION 9 – 8 Delegates (8 elected)

Subregion 9-A (San Benito, Santa Cruz)

Phil Rodriguez (Soquel Union ESD), 2016
Deborah Tracy-Proulx (Santa Cruz City Schools), 2016
George Wylie (San Lorenzo Valley USD), 2017

Subregion 9-B (Monterey)

Lila Cann (Salinas Union HSD), 2017
Bettye L. Lusk (Monterey Peninsula USD), 2016

Subregion 9-C (San Luis Obispo)

Mark Buchman (San Luis Coastal USD), 2016
Vicki Meagher (Lucia Mar USD), 2017

County: John McPherson (Monterey COE), 2017

REGION 10 – 13 Delegates (10 elected/3 appointed)◆

Subregion 10-A (Madera, Mariposa)

Barbara Bigelow (Chawanakee USD), 2017

Subregion 10-B (Fresno)

Daniel Babshoff (Kerman USD), 2017
Gilbert F. Coelho (Firebaugh-Las Deltas USD), 2016
Valerie F. Davis (Fresno USD)◆, 2017
Brian D. Heryford (Clovis USD)◆, 2017
James Karle (Sanger USD), 2017

Marcia (Marcy) Masumoto (Sanger USD), 2017

Carol Mills (Fresno USD)◆, 2016

Betsy J. Sandoval (Clovis USD), 2016

Norman Saude (Sierra USD), 2016

Kathy Spate (Caruthers USD), 2017

Subregion 10-C (Kings)

Karen Frey (Corcoran Joint USD), 2016

County: Barbara Thomas (Fresno COE), 2016

REGION 11 – 9 Delegates (9 elected)

Subregion 11-A (Santa Barbara)

Jack C. Garvin (Santa Maria Joint Union HSD), 2016
S. Monique Limon (Santa Barbara USD), 2017

Subregion 11-B (Ventura County and Las Virgenes USD)

Greg Barker (Moorpark USD), 2016
Rob Collins (Simi Valley USD), 2016
Vianey Lopez (Hueneme ESD), 2016
Christina Urias (Santa Paul USD), 2017
John Walker (Ventura USD), 2017

Vacant, 2016

County: Mark Lisagor (Ventura COE), 2017

2015 CSBA DELEGATE ASSEMBLY ROSTER

REGION 12 – 13 Delegates (11 elected/2 appointed) ♦

Subregion 12-A (Tulare)

Peter Lara, Jr. (Porterville USD), 2016
 Donna S. Martin (Visalia USD), 2016
 Cathy Mederos (Tulare Joint Union HSD), 2017
 Dean Sutton (Exeter USD), 2017

Subregion 12-B (Kern)

Pam Baugher (Bakersfield City SD), 2017
 Linda Brenner (Panama-Buena Vista Union SD), 2017
 Jeff Flores (Kern Union HSD) ♦, 2017
 Tim Johnson (Sierra Sands USD), 2017
 Elizabeth Naty Santana-Garibaldo (Lamont ESD), 2017
 Scott Starkey (Southern Kern USD), 2016
 Mike Williams (Kern Union HSD) ♦, 2016
 Vacant, 2016

County: Donald P. Cowan (Kern COE), 2016

REGION 15 – 26 Delegates (18 elected/8 appointed) ♦

County: Orange

Ginny Aitkens (Saddleback Valley USD) ♦, 2017
 Dana Black (Newport-Mesa USD), 2016
 Lauren Brooks (Irvine USD), 2016
 Bonnie Castrey (Huntington Beach Union HSD), 2017
 Gina Clayton-Tarvin (Ocean View SD), 2017
 Jeff Cole (Anaheim City SD), 2017
 Ian Collins (Fountain Valley ESD), 2017
 Debbie Cotton (Ocean View SD), 2017
 Meg Cutuli (Los Alamitos USD), 2016
 Judy Franco (Newport-Mesa USD), 2016
 Karin Freeman (Placentia-Yorba Linda USD), 2017
 Bob Harden (Garden Grove USD) ♦, 2017
 Cecilia Iglesias (Santa Ana USD) ♦, 2016
 Martha McNicholas (Capistrano USD) ♦, 2016
 Lan Q. Nguyen (Garden Grove USD) ♦, 2016
 Annemarie Randle-Trejo (Anaheim Union HSD) ♦, 2016
 Rob Richardson (Santa Ana USD) ♦, 2017
 Rosemary Saylor (Huntington Beach City ESD), 2016
 Francine Scinto (Tustin USD), 2016
 Michael Simons (Huntington Beach Union HSD), 2016
 Robert A. Singer (Fullerton Joint Union HSD), 2017
 Suzie R. Swartz (Saddleback Valley USD), 2017
 Sharon Wallin (Irvine USD), 2016
 Dolores Winchell (Saddleback Valley ESD), 2017
 Vacant ♦, 2017

County: John W. Bedell (Orange COE), 2017

REGION 16 – 20 Delegate (15 elected/5 appointed) ♦

Subregion 16-A (Inyo)

Susan Patton (Lone Pine USD), 2017

Subregion 16-B (San Bernardino)

Christina Cameron-Otero (Needles USD), 2017
 Lorena Corona (Fontana USD) ♦, 2017
 Tom Courtney (Lucerne Valley USD), 2017
 Barbara J. Dew (Victor Valley Union HSD), 2016
 Cathline Fort (Etiwanda ESD), 2016
 Karen Gray (Silver Valley USD), 2017
 Margaret Hill (San Bernardino City USD) ♦, 2017
 Karen S. Morgan (Victor ESD), 2016
 Sylvia Orozco (Chino Valley USD) ♦, 2017
 Caryn Payzant (Alta Loma ESD), 2016
 Mary Sandoval (Fontana USD) ♦, 2016
 Lynda Savage (San Bernardino City USD) ♦, 2016
 Barbara Schneider (Helendale SD), 2016
 Jane D. Smith (Yucaipa-Calimesa Joint USD), 2016
 Eric Swanson (Hesperia USD), 2017
 Kathy A. Thompson (Central ESD), 2017
 Charles Uhalley (Chaffey Joint Union HSD), 2017
 Donna West (Redlands USD), 2016

County: Mark A. Sumpter (San Bernardino COE), 2016

REGION 17 – 23 Delegates (17 elected/6 appointed) ♦

County: San Diego

Elvia Aguilar (South Bay Union SD), 2016
 Barbara Avalos (National SD), 2016
 Kevin Beiser (San Diego USD) ♦, 2017
 Marissa A. Bejarano (Chula Vista ESD), 2016
 Katie Dexter (Lemon Grove SD), 2016
 Marne Foster (San Diego USD) ♦, 2017
 Twila Godley (Lakeside Union SD), 2017
 Adrienne Hakes (Oceanside USD), 2016
 Beth Hergesheimer (San Dieguito Union HSD), 2017
 Elizabeth Jaka (Vista USD), 2016
 Claudine Jones (Carlsbad USD), 2016
 Michael McQuary (San Diego USD) ♦, 2016
 Janet W. Mulder (Jamul-Dulzura Union ESD), 2017
 Tamara Otero (Cajon Valley Union SD), 2017
 Dawn Perfect (Ramona USD), 2017
 Jay Petrek (San Marcos USD), 2016
 Barbara Ryan (Santee SD), 2017
 Priscilla Schreiber (Grossmont Union HSD), 2017
 Nicholas Segura (Sweetwater Union HSD) ♦, 2016
 Charles Sellers (Poway USD) ♦, 2016
 Arturo Solis (Sweetwater Union HSD) ♦, 2017
 Julie Union (Solana Beach ESD), 2016

County: Mark C. Anderson (San Diego COE), 2017

2015 CSBA DELEGATE ASSEMBLY ROSTER

REGION 18 – 21 Delegates (16 elected/5 appointed) ♦

Subregion 18-A (Riverside)

Gayle A. Cloud (Riverside USD) ♦, 2017
 Stanley Crippen (Lake Elsinore USD), 2016
 Bruce N. Dennis (Riverside COE), 2017
 Kenneth Dickson (Murrieta Valley USD), 2017
 Tom Elliott (Perris ESD), 2016
 Tom Hunt (Riverside USD) ♦, 2016
 Ben Johnson, II (Alvord USD), 2016
 Cleveland Johnson (Moreno Valley USD) ♦, 2017
 Marla Kirkland (Val Verde USD), 2016
 Memo Mendez (Jurupa USD), 2017
 Bill Newberry (Corona-Norco USD) ♦, 2017
 John I. Norman (San Jacinto USD), 2017
 David Allen Pulsipher (Temecula Valley USD), 2017
 Elizabeth Romero (Riverside COE), 2016
 Cathy L. Sciortino (Corona-Norco USD) ♦, 2016
 Susan Scott (Lake Elsinore USD), 2016
 Sandra Tusan (Romoland ESD), 2017

Subregion 18-B (Imperial)

Ralph Fernandez (Brawley Union HSD), 2017
 Diahna Garcia-Ruiz (Heber ESD), 2017
 Frances A. Terrazas (El Centro ESD), 2016
County: Jay Hoffman (Riverside COE), 2016

REGION 20 – 12 Delegates (11 elected/1 appointed) ♦

County: Santa Clara

Robert Benevento (Morgan Hill USD), 2016
 Frank Biehl (East Side Union HSD), 2016
 Cynthia Chang (Los Gatos-Saratoga Jt. Union HSD), 2016
 Danielle Cohen (Campbell Union SD), 2017
 Pamela Foley (San Jose USD) ♦, 2017
 Anjali Kausar (Cupertino Union SD), 2017
 Bonnie Mace (Evergreen ESD), 2017
 Joe Mitchner (Mountain View-Los Altos Union HSD), 2016
 Reid Myers (Sunnyvale SD), 2017
 Andres Quintero (Alum Rock Union ESD), 2017
 George Sanchez (Franklin-McKinley ESD), 2017
County: Darcie Green (Santa Clara COE), 2016

REGION 21 – 7 Delegates (7 appointed) ♦

County: Los Angeles

Monica Garcia (Los Angeles USD) ♦, 2017
 Monica Ratliff (Los Angeles USD) ♦, 2017
 Ref Rodriguez (Los Angeles USD) ♦, 2020
 Scott Schmerelson (Los Angeles USD) ♦, 2020
 Richard Vladovic (Los Angeles USD) ♦, 2020
 Steven Zimmer (Los Angeles USD) ♦, 2017
County: Douglas Boyd (Los Angeles COE) ♦, 2016

REGION 22 – 6 Delegates (6 elected)

Los Angeles County: North Los Angeles

John K. Curiel (Westside Union ESD), 2017
 R. Michael Dutton (Keppel Union ESD), 2017
 Gwendolyn Farrell (Westside Union ESD), 2016
 Christy Smith (Newhall SD), 2016
 Steven M. Sturgeon (William S. Hart Union HSD), 2017
 Donita J. Winn (Antelope Valley Union HSD), 2016

REGION 23 – 16 Delegates (13 elected/3 appointed) ♦

Los Angeles County: San Gabriel Valley & East Los Angeles

Subregion 23-A

Adele Andrade-Stadler (Alhambra USD), 2017
 Kenneth Bell (Duarte USD), 2017
 Bob Bruesch (Garvey ESD), 2016
 Gary Scott (San Gabriel USD), 2016
 Alexandra Zucco (Monrovia USD), 2016

Subregion 23-B

Benjamin Cardenas (Montebello USD) ♦, 2016
 Anthony Duarte (Hacienda La Puente USD), 2016
 Heidi L. Gallegos (Rowland USD), 2017
 Helen Hall (Walnut Valley USD), 2017
 David Vela (Montebello USD) ♦, 2017

Subregion 23-C

Xilonin Cruz-Gonzalez (Azusa USD), 2016
 Christina Lucero (Baldwin Park USD), 2017
 Eileen Miranda Jimenez (West Covina USD), 2017
 Roberta Perlman (Pomona USD) ♦, 2017
 Camie Poulos (West Covina USD), 2016
 Paul Solano (Bassett USD), 2016

REGION 24 – 16 Delegates (14 elected/2 appointed) ♦

Los Angeles County: Southwest Crescent

Micah Ali (Compton USD), 2017
 Leighton Anderson (Whittier Union HSD), 2016
 Jan Baird (South Whittier ESD), 2017
 Lisa Claypoole (Hermosa Beach City SD), 2017
 Paul Gardiner (East Whittier City ESD), 2016
 Margie Garrett (Compton USD), 2016
 Eugene M. Krank (Hawthorne SD), 2016
 Jose Lara (El Rancho USD), 2017
 Sylvia V. Macias (South Whittier ESD), 2016
 John McGinnis (Long Beach USD) ♦, 2016
 Karen Morrison (Norwalk-La Mirada USD), 2016
 Ann M. Phillips (Lawndale ESD), 2016
 Margarita Rios (Norwalk-La Mirada USD), 2016
 Sharon Stys (South Whittier ESD), 2017
 Ana Valencia (Norwalk-La Mirada USD), 2017
 Felton Williams (Long Beach USD) ♦, 2017

2015 CSBA DELEGATE ASSEMBLY ROSTER

DELEGATES-AT-LARGE – PAST PRESIDENTS

President Marilyn Buchi (Fullerton Joint Union HSD)
President Paula S. Campbell (Nevada City SD)
President Del Cederquist (Fresno COE)
President Paul Chatman (Ocean View SD)
President Kerry Clegg (Sulphur Springs Union SD)
President Martha Fluor (Newport-Mesa USD)
President Cindy Marks (Modesto City Schools)
Past President (CCBE) Heidi Weiland (El Dorado COE)

BOARD OF DIRECTORS

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President-elect: Chris Ungar (San Luis Coastal USD)
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Region 4 Paige K. Stauss (Roseville Joint Union HSD)
Region 5 Jill Wynns (San Francisco County & USD)
Region 6 Darrel Woo (Sacramento City USD)
Region 7 Anne White (Livermore Valley Joint USD)
Region 8 Matthew Balzarini (Lammersville Joint USD)
Region 9 Tami Gunther (Atascadero USD)
Region 10 Susan Markarian (Pacific Union ESD)
Region 11 Suzanne Kitchens (Pleasant Valley SD)
Region 12 Bill Farris (Sierra Sands USD)
Region 15 Susan Henry (Huntington Beach Union HSD)
Region 16 Wilson F. So (Apple Valley USD)
Region 17 Carol Skiljan (Encinitas Union ESD)
Region 18 Jerry Bowman (Menifee Union ESD)
Region 20 Albert Gonzalez (Santa Clara USD)
Region 21 George McKenna (Los Angeles USD)
Region 22 Victor Torres (Castaic Union SD)
Region 23 Bob Cruz (Charter Oak USD)
Region 24 Donald E. LaPlante (Downey USD)
Director-at-Large African American Darryl Adams (Norwalk-La Mirada USD)
Director-at-Large American Indian Shelly Yarbrough (Val Verde USD)
Director-at-Large Asian Pacific Islander Bob Gin (Alhambra USD)
Director-at-Large County Mike Walsh (Butte COE)
Director-at-Large Hispanic Kathryn Ramirez, (Salinas Union HSD)
NSBA Director Lillian Tafoya (Bakersfield City School District)
NSBA Director Frank C. Pugh, (Santa Rosa City Schools)
CCBE President Juliana Feriani (Tuolumne COE)



Board Meeting Agenda Item Information

Meeting Date: 11/18/15	Agenda Item: 131.682 Board Consideration to Establish December 15, 2015 at 7:00p.m. at Galt City Hall Chamber as the Annual Organizational Meeting and Regular Monthly Meeting per Education Code §35143
Presenter: Karen Schauer	Action Item: XX Information Item:

Under provisions of Education Code section 35143, the governing board is required to set an annual organizational meeting “within a 15-day period that commences with the date upon which a governing board member elected at that election takes office. Organizational meetings in years in which no such regular election for governing board members is conducted shall be held during the same 15-day period on the calendar.”

The 15-day period for 2015 is December 4 -18.

The day and time of the annual meeting are to be selected by the governing board at its regular meeting held (in November) immediately prior to the first day of such 15-day period, and the board shall notify the County Superintendent of Schools of the day and time selected.

Board approval is recommended for December 15, 2015.



Board Meeting Agenda Item Information

Meeting Date: 11/18/15	Agenda Item: 131.683 Board Consideration of Approval of Government Financial Strategies, Inc. Agreement to Provide Financial Planning and Advisory Services to GJUESD
Presenter: Tom Barentson	Action Item: XX Information Item:

At the October regular board meeting, the Board directed the superintendent and staff to consider additional Financial Advisory Firms to provide financial advisory services as the district continues facilities planning and possible general obligation bond efforts.

Tom Barentson, Interim Director of Business Services developed a Request For Proposal (RFP) and received responses from five firms. An interview panel consisting of five members from various school districts selected the top firm by unanimous vote.

The interview panel recommends Governmental Financial Strategies (GFS) for Board approval for the following reasons:

- Strong local and statewide references
- Familiarity with GJUESD and Sacramento County
- Understanding of services needed to provide necessary information to our district and its stakeholders before a bond election, preparation for selling bonds and continued service after bond sales
- Professional approach with an emphasis on integrity, transparency and accuracy
- Financial advising approach with emphasis on risk management, best practices, and Certified
- GFS has successfully worked with school districts who have utilized LPA for their Facilities Master Plan

Pages 21 & 22 outline the fee structure. The final services we require will determine the total costs. The two primary expenditures attributed to the financial advisor are bond measure planning and bond issuance.



GOVERNMENT FINANCIAL STRATEGIES FINANCIAL ADVISORY SERVICES AGREEMENT

THIS AGREEMENT ("Agreement") is made this November 12, 2015, between Government Financial Strategies inc., a financial advisory firm ("Government Financial Strategies") and Galt Joint Union Elementary School District ("Client") who agree as follows:

1. Scope of Work. Government Financial Strategies shall perform the services described in the scope(s) of work attached hereto as Exhibit A (the "Work"). Modifications, deletions and additions to the Work described in Exhibit A may be made, from time to time, upon the subsequent written agreement by both parties.

2. Payment.

a. In consideration for the Work to be provided by Government Financial Strategies under this Agreement, Client agrees to pay fees and expenses as set forth in Exhibit A.

b. For Work performed on a time and materials basis, Government Financial Strategies shall submit invoices to the Client on a monthly basis. For Work performed for a fixed fee, Government Financial Strategies shall submit invoices to the Client upon the completion of the Work or as otherwise identified in Exhibit A.

c. Government Financial Strategies is required to provide written disclosure to all financial advisory clients about the actual or potential conflicts of interest presented by the form of compensation contemplated under this Agreement. Exhibit B sets forth the potential conflicts of interest associated with various forms of compensation. Client acknowledges receipt of Exhibit B, and Client has been given the opportunity to discuss such matters with Government Financial Strategies.

3. Term.

a. This Agreement shall terminate upon the later of the completion of the Work or June 30, 2020, unless earlier terminated as provided in subsection (b).

b. This Agreement may be terminated by either party upon thirty (30) days advance written notice to the other party.

c. Upon termination of this Agreement by either party, Client shall compensate Government Financial Strategies for all Work performed prior to termination. If the compensation identified in Exhibit A was on a time and materials basis, such compensation shall be based on time and materials incurred prior to termination. If the compensation identified in Exhibit A was on a fixed fee basis, such compensation shall be the greater of: 1) the percentage of services completed through the termination date multiplied by the fixed fee, or 2) the amount based on a time and materials basis, not to exceed the fixed fee. "Payment," "Ownership of Documents," "Indemnification," "Severability," "Governing Law and Venue," and "Entire Agreement" shall survive the termination of this Agreement.

4. Professional Ability and Loyalty. Government Financial Strategies represents that it possesses the skill to competently perform the Work, that it shall perform that Work in a manner equal to or

exceeding generally accepted professional practices and standards for firms performing similar work, and that it will act in a manner it believes to be in the best interest of the Client rather than any third party.

5. Ownership of Documents. Every report, study, memo, letter, spreadsheet, worksheet, plan, graph, diagram, map, photograph, computer model, computer disk, computer software and other document or item prepared by Government Financial Strategies under this Agreement and provided to and paid for by the Client (the "Work Product") shall be the property of Client, and Client shall have the right to use, reuse, reproduce, publish, display, broadcast and distribute the Work Product and to prepare derivative and additional documents or works based on the Work Product without further compensation to Government Financial Strategies. Government Financial Strategies may retain a copy of any Work Product and use, reproduce, publish, display, broadcast and distribute any Work Product and prepare derivative and additional documents or works based on any Work Product; provided, however, that Government Financial Strategies shall not provide any Work Product not previously made available to the public to any third party without Client's prior approval, unless compelled to do so by legal process. If Client reuses or modifies any Work Product for a use or purpose other than that intended by the Work under this Agreement, then Client shall hold Government Financial Strategies harmless against all claims, damages, losses and expenses arising from such reuse or modification.

6. Indemnification. Both parties shall indemnify, defend, protect, and hold harmless the other party, its officers, employees, volunteers and agents from and against any and all liability, losses, claims, damages, expenses, demands, and costs (including, but not limited to, attorney's fees) directly arising from any negligent act or omission, willful misconduct or violation of law of the other party.

7. Insurance.

a. Government Financial Strategies, at its sole cost and expense, shall procure and maintain for the duration of this Agreement workers compensation insurance in the amount required by statute, comprehensive general liability insurance with coverage of at least one million dollars (\$1,000,000) per occurrence and aggregate, automobile liability insurance with coverage of at least one million dollars (\$1,000,000) per accident, and professional errors and omissions insurance with coverage of at least one million dollars (\$1,000,000) per occurrence and aggregate.

b. Upon request, Government Financial Strategies shall provide to Client the evidence of such insurance.

8. Municipal Advisor Registration. Government Financial Strategies is a municipal advisor registered with the Securities and Exchange Commission (registration number 867-00775) and the Municipal Securities Rulemaking Board (registration number KO127).

9. Conflicts of Interest.

a. Except as expressly described in Section 2(c) above and Section 9(b) below, Government Financial Strategies has no material conflicts of interest that might impair its fiduciary duty to the Client. Client acknowledges that Government Financial Strategies may have other governmental clients with overlapping jurisdictions with Client.

b. Reserved

10. Independent Contractor. Government Financial Strategies shall be an independent contractor in performing the Work and shall not act as an agent or employee of Client. The employees of Government Financial Strategies and its subcontractors are not employees of Client within the meaning or application of any federal or state unemployment insurance laws, social security law or any worker's compensation, industrial accident law or other industrial or labor law.

11. Non-Discrimination. Government Financial Strategies will not discriminate in any way against any person on the basis of race, color, religious creed, national origin, ancestry, sex, sexual orientation, age, physical handicap, medical condition or marital status in connection with, or related to, the performance of this Agreement.

12. Successors and Assigns. This Agreement shall bind and inure to the benefit of the successors and assigns of the parties; however, Government Financial Strategies shall not assign its rights and obligations under this Agreement without the prior written consent of Client, which consent shall not be unreasonably withheld. Notwithstanding the foregoing, Government Financial Strategies may subcontract a portion of the Work to its wholly-owned subsidiary, GFS Australia Pty. Ltd, and its sole employee, Jonathan Edwards.

13. No Waiver of Rights. Any waiver at any time by either party of its rights as to a breach or default of this Agreement shall not be deemed to be a waiver as to any other breach or default.

14. Severability. If any provision of this Agreement is held to be illegal, invalid or unenforceable, the legality, validity, and enforceability of the remaining provisions of this Agreement shall not in any way be affected or impaired.

15. Governing Law and Venue. This Agreement will be governed by and construed in accordance with the laws of the State of California. The county and federal district court where the Client's main office is located shall be venue for any state and federal court litigation concerning the enforcement or construction of this Agreement.

16. Notice. All notices that are required or permitted to be given under this Agreement shall be in writing and sent by either personal delivery, nationally recognized overnight courier service or prepaid, first class United States postal mail. Notices shall be sent to the addresses listed below, or to such other address as either party may specify in writing:

Government Financial Strategies:

Galt Joint Union Elementary School District:

Government Financial Strategies
Attn: Lori Raineri, President
1228 N Street, Suite 13
Sacramento, CA 95814-5609

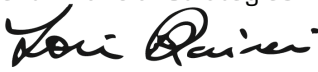
Galt Joint Union Elementary School District
Attn: Karen Schauer, Ed.D., Superintendent
1018 C Street, Suite 210
Galt, CA 95632

17. Entire Agreement. This Agreement represents the sole, final, complete, exclusive and integrated expression and statement of the terms between the parties concerning the Work, and supersedes all prior oral and/or written negotiations, representations or contracts. This Agreement may be amended only by written agreement by both parties.

IN WITNESS HEREOF, the parties have caused this Agreement to be signed by their duly authorized representatives.

Government Financial Strategies inc.

Galt Joint Union Elementary School District

By: 

By: _____

Lori Raineri
President

Karen Schauer, Ed.D.
Superintendent

EXHIBIT A

SCOPE(S) OF WORK

Government Financial Strategies will provide general financial planning and advisory services to Galt Joint Union Elementary School District which include but are not limited to the following: a review of facilities needs and costs, a review of short term and long term cash flow schedules, identification and classification of existing and potential revenue sources, assistance with the production of a comprehensive financial plan, financial advisory services in connection with any debt issues, participation in real estate negotiations, general background information on real estate acquisition and lease agreements, allocation of revenues to expenditures, development of financial strategies, reviews of documents, and presentations to the governing board. Such services will be provided as requested by Galt Joint Union Elementary School District.

In consideration of the services provided, Galt Joint Union Elementary School District will pay Government Financial Strategies hourly fees of \$225 for services, plus out-of-pocket expenses (such as mileage, meals, etc.). For travel time, Galt Joint Union Elementary School District will pay Government Financial Strategies hourly fees of \$112.50.

All fees will be consistent with the fee schedule included in the Proposal to Provide Financial Advisory Services dated October 27, 2015 and attached hereto.

SECTION C. FEES

Provide your firm's fees for the issuance of General Obligation Bonds, Certificates of Participation, Tax and Revenue Anticipation Notes, Refunding Issuances and Bond Anticipation Notes. Further, identify consultant fees, if any, for the services the District might require for municipal financing not directly related to the issuance of a bond/note. If there are to be charges for reimbursable expenses, please list all charges to be considered reimbursable and provide a not-to-exceed amount for said expenses. The District may consider an hourly rate rather than a contingency fee. Please provide the hourly rates for your team.

The GFOA's recommended best practice for *Selecting and Managing the Engagement of Municipal Advisors* states that:

"[g]enerally, municipal advisory fees should not be paid on a contingent basis to remove the potential incentive for the municipal advisor to provide advice that might unnecessarily lead to the issuance of bonds".

Therefore, Government Financial Strategies works on either an hourly or fixed fee basis, and each assignment begins with an approved scope of work so that expectations are clear from the outset.

Our fee structure is consistent with the GFOA's recommendation and designed on the principle that Government Financial Strategies is an independent financial advisor. Our fee structure preserves this principle, promotes best practices, and benefits the District for the following reasons:

1. The structure does not encourage recommendations of particular strategies or financings of any particular size. There is an inherent conflict of interest in basing a financial advisory fee on the fact of debt being issued and/or the amount of debt issued. This is because in such a fee structure there is an incentive to encourage the public agency to borrow more rather than less. As in the case of individuals being offered numerous credit card lines of credit, just because a public agency *can* borrow an amount of money does not mean that it is fiscally prudent to do so. Because our compensation is not dependent on our clients' borrowing money, and our costs are the same regardless of the size of the issue (i.e. our fee is not a percentage of the amount financed), we have no conflict of interest when advising a client regarding a debt issuance - either whether to do so, when to do so, or for how much.
2. The structure preserves our credibility with the Board and the community. This is of crucial importance so that the confidence of the Board, staff and the community is not eroded by suspicions about the veracity of financial projections or the ability of our clients to meet the proposed payment schedule.
3. Because our compensation is independent of the issuance of debt, we are able to provide very high quality up-front work (e.g. formulating the financial plan, working with our clients' staff, presenting the plan to the Board and the community etc.). In comparison, when a financial advisory fee is dependent on the issuance of debt, there is little incentive to put forth the due diligence required to craft a financing plan particular to the needs of the client and respond to questions or concerns in a timely manner.

All aspects of our client service are guided by our knowledge and use of Best Practices (as documented by the GFOA and demonstrated by academic research) as a basis for our recommendations, which leads to a better and more cost effective result for our clients over time.

Bond Measure Planning Services

Because it is not possible to know exactly how much time this work would take, and consistent with our role as an independent financial advisor, we would work on an hourly basis. Our hourly rate is \$225 (\$112.50 for travel time) plus out-of-pocket expenses.

Based on our experience working on over a hundred general obligation bond measure planning projects, we estimate that the time required would be in the range of 75 to 125 hours (\$16,875 - \$28,125). The range of time is broad because there are many unknowns (e.g. number of meetings, number of alternate bond financial plan scenarios needed, etc.). Therefore, the budget would be 125 hours (\$28,125) plus \$300 for out-of-pocket expenses (e.g. mileage). We will strive to work as efficiently as possible and if less time is needed, then the District will benefit. If we are approaching this budget, we will consult with the District to discuss the appropriateness of adjusting the scope of work and/or budget. At all times, the District's satisfaction will be absolutely paramount. Also, the cost of our services would be reimbursable to the District from bond proceeds.

Bond Issuance Services

For services related to the issuance of a financing, we work on a fixed fee basis. Different types of financings have different levels of complexity, which is reflected in our published fee schedule below. We utilize this fee schedule for all transactions, and as a matter of integrity, do not vary the fees from client to client or based on the amount issued.

Specifically with regard to new money general obligation bonds, our standard fee for a publicly issued bond is \$47,250 plus \$1,000 for expenses. A publicly issued bond will also require the preparation of an official statement. Although most financial advisors do not provide this service, we do. Our fee to prepare the official statement is \$9,000 plus \$2,500 for expenses. This is significantly less than the \$15,000 - \$20,000 potential cost of having the official statement produced by legal counsel.

<u>Issuance Type</u>	<u>Standard Financial Advisory Services</u>				<u>Official Statement Preparation Services</u>	
	<u>New Money Issues</u>		<u>Refunding Issues</u>		<u>Fee</u>	<u>Expenses</u>
	<u>Fee</u>	<u>Expenses</u>	<u>Fee</u>	<u>Expenses</u>		
General Obligation Bond - Public Issue	\$47,250	\$1,000	\$51,750	\$1,000	\$9,000	\$2,500
General Obligation Bond - Private Placement	\$24,750	\$1,000	\$29,250	\$1,000	n/a	n/a
Certificates of Participation	\$51,750	\$1,000	\$56,250	\$1,000	\$9,000	\$2,500
Lease-Purchase - Real-Property	\$18,000	\$1,000	\$22,500	\$1,000	n/a	n/a
Lease-Purchase - Equipment	\$6,750	\$200	\$9,000	\$200	n/a	n/a
Tax & Revenue Anticipation Note	\$18,000	\$500	n/a	n/a	\$4,500	\$1,000
Tax & Revenue Anticipation Note - Private Placement	\$13,500	\$500	n/a	n/a	n/a	n/a
Tax & Revenue Anticipation Note - Add'l Pool Member	\$4,500	n/a	n/a	n/a	n/a	n/a
Mello-Roos Bonds - Public Issue	\$51,750	\$1,000	\$56,250	\$1,000	\$9,000	\$2,500
Mello-Roos Bonds - Private Placement	\$29,250	\$1,000	\$33,750	\$1,000	n/a	n/a
Additional Fees - Tax Credit and Direct Subsidy (e.g. QZABs)	\$9,000	n/a	\$9,000	n/a	n/a	n/a

Other Services

For other services (e.g. continuing disclosure) we would work on an hourly or fixed fee basis (plus out-of-pocket expenses) depending on the type of service/project and consultation with the District. For any service requested, a proposed scope of work and budget would be submitted to the District.

We believe in providing value to our clients. Our work is **“100% satisfaction guaranteed, 100% of the time”** and this commitment is printed on every invoice. We are very pleased that our clients feel that the investment made in fees paid to Government Financial Strategies returns many times through savings on borrowing costs and innovative financing strategies.

EXHIBIT B

DISCLOSURE OF CONFLICTS OF INTEREST WITH VARIOUS FORMS OF COMPENSATION

Government Financial Strategies is required to provide written disclosure to all financial advisory clients about the actual or potential conflicts of interest presented by the form of compensation contemplated under this Agreement. Set forth below are the potential conflicts of interest as provided by the Municipal Securities Rulemaking Board (MSRB) associated with various forms of compensation which are anticipated to be used under this Agreement. There are other forms of compensation that Government Financial Strategies believes create conflicts of interest that can not be overcome and are therefore not contemplated under this Agreement. For more information, please refer to www.msrb.org.

Forms of compensation; potential conflicts. The forms of compensation for municipal advisors vary according to the nature of the engagement and requirements of the client, among other factors. Various forms of compensation present actual or potential conflicts of interest because they may create an incentive for an advisor to recommend one course of action over another if it is more beneficial to the advisor to do so. This document discusses various forms of compensation and the timing of payments to the advisor.

Fixed fee. Under a fixed fee form of compensation, the municipal advisor is paid a fixed amount established at the outset of the transaction. The amount is usually based upon an analysis by the client and the advisor of, among other things, the expected duration and complexity of the transaction and the agreed-upon scope of work that the advisor will perform. This form of compensation presents a potential conflict of interest because, if the transaction requires more work than originally contemplated, the advisor may suffer a loss. Thus, the advisor may recommend less time-consuming alternatives, or fail to do a thorough analysis of alternatives. There may be additional conflicts of interest if the municipal advisor's fee is contingent upon the successful completion of a financing.

Hourly fee. Under an hourly fee form of compensation, the municipal advisor is paid an amount equal to the number of hours worked by the advisor times an agreed-upon hourly billing rate. This form of compensation presents a potential conflict of interest if the client and the advisor do not agree on a reasonable maximum amount at the outset of the engagement, because the advisor does not have a financial incentive to recommend alternatives that would result in fewer hours worked. In some cases, an hourly fee may be applied against a retainer (*e.g.*, a retainer payable monthly), in which case it is payable whether or not a financing closes. Alternatively, it may be contingent upon the successful completion of a financing, in which case there may be additional conflicts of interest.