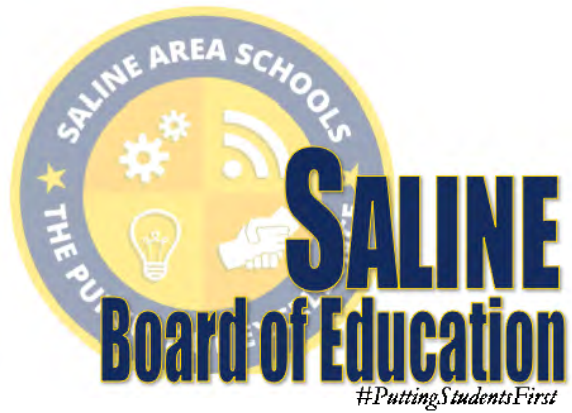


Board of Education Meeting

Liberty School Board Room
February 13, 2024, at 6:30 PM



AGENDA

Mission

We, the Saline Area Schools, will equip all students with the knowledge, technological proficiency, and personal skills necessary to succeed in an increasingly complex society. We expect that our students, staff, and the Saline Community will share in these responsibilities.

OPENING

1. **CALL TO ORDER**
2. **PLEDGE OF ALLEGIANCE**
3. **SUPERINTENDENT'S RECOGNITION**
 - *SHS Men's Soccer*
4. **PUBLIC COMMENT**

A member of the public may address the Board briefly, for up to three minutes, or request to be scheduled on the agenda of a future meeting. Please note that students will be given priority to speak on any topic. The first public participation portion of the meeting will be limited to one-half hour (30 minutes) normally and limited to agenda items. A second public participation portion will be offered at the end of the agenda to allow for any other comment.

Individuals addressing the Board should take into consideration the rules of common courtesy. The public participation portion of the meeting cannot be used to make personal attacks against a Board Member, District Employee, or Student.

STUDENTS

OTHER PUBLIC STAKEHOLDERS

EXTENDED PUBLIC COMMENT

*Harvest Points of Pride
Emily Sickler, Principal*

5. **RESPONSE TO PREVIOUS PUBLIC COMMENT**

AGENDA

6. **REVISIONS/APPROVAL OF AGENDA**

(Items may be added or deleted from the meeting agenda, and/or the order of items may be changed, at the request of an individual Board member or the Superintendent. The agendas must be approved before proceeding further.)

RECOMMENDED MOTION . . . move to approve the agenda as printed/ revised.

7. **STUDENT SHOWCASE**

Young Adult Program - Community Employment Highlights

Presenters: Kevin Musson, Lisa Rentschler

8. **ACTION ITEMS**

A. **RECOMMENDED MOTION ... move to accept the recommendation of Interim Special Education Director, Kevin Musson, to appoint Tara Hayes to fulfill the term originally held by Ann Babcock, as the Saline Area Schools representative for the WISD Parent Advisory Council.**

B. **RECOMMENDED MOTION ... move to approve to cast our 1 collective vote for the Region 7 MASB Board of Directors for Michael McVey. This is a 3-year term. The completed ballot will be cast and confirmed by the Superintendent's secretary by no later than 1 p.m. on Wednesday, March 6, 2024.**

C. **RECOMMENDED MOTION ... move to approve \$35,798 to Techno CNC System LLC, \$85,680 to Jim Lofts & Associates, and \$88,332 to Heidelberg USA for the purchase of CTE equipment as recommended by Kara Stemmer, Director of the South and West Washtenaw Consortium**

D. **RECOMMENDED MOTION ... move to accept the recommendation by Director of Technology Jay Grossman to award Turnkey Network Solutions the project to install fiber optic cables to provide network connectivity to the new Hornet Operations Center in the amount of \$70,263.00.**

- E. **RECOMMENDED MOTION ... move to accept the recommendation of Director of Technology Jay Grossman to award payment of \$1,144,870.77 to Barton Malow for the oversight and payment of the projects listed below:**
 - \$488,356.00** - Classroom A/V: Replacement/adjustment of projects, audio systems, add wireless display capabilities (Screenbeam).
 - \$135,742.72** - Replacement of cabling for display to projectors.
 - \$155,916.86** - Access Control systems for STEAM/Robotics, Weight Room, Operations Center - Install and program door access control systems for identified doors in the construction of STEAM/Robotics, Weight Room and Operations Center.
 - \$310,337.53** - A/V for STEAM/Robotics, Weight Room, Operations Center to include network cabling, sound systems, video display systems, wireless access points
 - \$54,517.55** - 5% Contingency

- F. **RECOMMENDED MOTION ... move to approve the recommendation from Clark Construction to enter into contracts with the Trade Contractors as outlined in the attached memo in the amount of \$13,427,161.00 and \$50,000 for Architect/Permit Fees to Kingscott Architects as submitted by Rex Clary, Executive Director of Operations.**

- G. **RECOMMENDED MOTION ... move to accept the recommendation of Lecole Planners to approve the Project Contingency Allocation to the Operations Center as submitted by Rex Clary, Executive Director of Operations. The contingency request is \$1,600,000.00.**

9. **SCHEDULED REPORTS**

- A. **Safety and Security Update**
Presenters: Safety and Security Team

10. **ADMINISTRATION / BOARD UPDATES**

11. **CONSENT AGENDA**

The Consent Agenda is listed in this agenda and will not be read aloud. The motion noted will allow for the authorization of all listed items, without discussion, unless a member of the Board requests that any one or all be considered individually.

RECOMMENDED MOTION . . . move to authorize the Consent Agenda as printed / amended:

- A. **Approval** of the Board of Education Meeting Minutes of January 30, 2024
- B. **Approval of Payment** of the General Fund Accounts Payable of February 13, 2024, in the amount of \$2,983,606.01

- C. **Approval of Payment** of Bond Fund Series III Accounts Payable of February 13, 2024, in the amount of \$20,960.00
- D. **Approval of Payment** of 2023 Bond Fund Series I Accounts Payable of February 13, 2024, in the amount of \$1,045,636.39
- E. **Receive and File** Human Resources Report

CLOSING

12. **ITEMS SCHEDULED ON NEXT AGENDA**

13. **PUBLIC COMMENT**

A member of the public may address the Board briefly, for up to three minutes, or request to be scheduled on the agenda of a future meeting.

STUDENTS

OTHER PUBLIC STAKEHOLDERS

14. **NEXT MEETING**

The next Board of Education Meeting will be held on February 27, 2024, at 6:30 PM.

15. **ADJOURNMENT**

RECOMMENDED MOTION ... to adjourn the Regular Board of Education Meeting of February 13, 2024, at _____ PM.

Saline Area Schools

District Office

7265 North Ann Arbor Street
Saline, MI 48176



MEMORANDUM

February 13, 2024

Dr. Steve Laastch , Superintendent
SAS Board of Education

The Special Education Department is recommending Tara Hayes as a Saline representative for the Parent Advisory Committee for Washtenaw County. Tara would be replacing Ann Babcock, as she is stepping away from the role. We believe that Tara is an outstanding fit in representing our district and inclusive beliefs. She is professional, empathetic, and respectful of thoughts she interacts with. On behalf of the Special Education Department, we hope that you consider Tara for this position.

In partnership,

Kevin Musson and Monica Ellis

Tara Hayes
7475 Bermuda Dunes
Ypsilanti, MI 48197

Date: January 24, 2024

To: Saline Board Of Education

I am the parent of three students, two of which attend Saline Area Schools (one in elementary school and one in middle school). My eldest and middle child have greatly benefited from special education services since being accepted into the district through school of choice during the fall 2023 term. I have noticed significant change especially in my oldest child who is more focused and thriving with the proper support provided by her team. I have noticed my middle child is all smiles and appears excited to attend school. Though my middle child is still learning how to best access her language, her team has found ways to best support her communication given she also has a visual impairment. I have prior background in law enforcement, paralegal, law, mental health, and social work with both adults and children. I have attended meetings for the Parent Advisory Committee for Washtenaw County since fall of 2022. I have also served as a Parent Advisory Committee representative for the preschool and also at the elementary level for the Ann Arbor School District. I am currently serving as a member of the Saline Area Schools Special Education Advisory Committee for Harvest Elementary. My main passion is to promote inclusivity, independence, and access to services for all students based on individual need. I would also like to ensure bridging the gap between staff and parents in connecting them to community resources in hopes of providing parent and child support outside of school and home. I have special interests in AAC (Augmentative and Alternative Communication), Autism, ADHD, CVI (Cortical Visual Impairment), motor, speech, and visual impairments. Thank you for your time in consideration of my interest to serve as the Saline representative of the Parent Advisory Committee for Washtenaw County.



MASB
MICHIGAN ASSOCIATION
OF SCHOOL BOARDS



BOARD *of*
DIRECTORS
ELECTIONS

2024

MASB Bylaws – Article IV – Membership

Section 2. Active Members. The board of education of any public school district in Michigan may become an active member of the Association. Active members of the Association shall be divided into eight regions. The regions shall be designated according to intermediate school district boundaries. The regions shall be as follows:

Region 1. Copper Country ISD, Delta-Schoolcraft ISD, Dickinson-Iron ISD, Eastern Upper Peninsula ISD, Gogebic-Ontonagon ISD, Marquette-Alger RESA and Menominee County ISD.

Region 2. Alpena-Montmorency-Alcona ESD, Charlevoix- Emmet ISD, Cheboygan-Otsego-Presque Isle ESD, COOR ISD, Iosco RESA, Manistee ISD, Northwest Education Services and Wexford-Missaukee ISD.

Region 3. Ionia County ISD, Kent ISD, Mecosta-Osceola ISD, Montcalm Area ISD, Muskegon Area ISD, Newaygo County RESA, Ottawa Area ISD and West Shore ESD.

Region 4. Bay-Arenac ISD, Clare-Gladwin RESD, Clinton County RESA, Gratiot-Isabella RESD, Midland County ESA, Saginaw ISD and Shiawassee RESD.

Region 5. Genesee ISD, Huron ISD, Lapeer County ISD, Sanilac ISD, St. Clair County RESA and Tuscola ISD.

Region 6. Allegan Area ESA, Barry ISD, Berrien RESA, Branch ISD, Calhoun ISD, Heritage Southwest ISD, Kalamazoo RESA, St. Joseph County ISD and Van Buren ISD.

Region 7. Eaton RESA, Hillsdale County ISD, Ingham ISD, Jackson County ISD, Lenawee ISD, Livingston ESA, Monroe County ISD and Washtenaw ISD.

Region 8. Macomb ISD, Oakland Schools and Wayne RESA.

Active members shall also be divided into the following seven groups based on pupil membership.

Group I All intermediate districts;

Group II School districts with a pupil membership of 0 - 1,400;

Group III School districts with a pupil membership of 1,401 - 2,500;

Group IV School districts with a pupil membership of 2,501 - 5,000;

Group V School districts with a pupil membership of 5,001 - 11,000;

Group VI School districts with a pupil membership of 11,001 - 40,000; and

Group VII School districts with a pupil membership more than 40,000.

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Note: Incumbents are **bolded**

Board of Directors' Elections—Candidate Information and Email Voting Procedures

This year, nine seats on the MASB Board of Directors are up for election.

The MASB Board of Directors is comprised of 24 members, including three at-large directors. Sixteen directors shall be elected from the eight regions, with two elected from each region; and one director per group shall be elected from Groups V, VI and VII. Directors are elected by active member school boards and, each year, several seats are up for election. The MASB President will nominate a member to serve as an at-large director, subject to Board approval.

Board Limitations:

Article VIII, Section 6 of the MASB Bylaws permits only one director to be elected or appointed from any one local or intermediate school district board.

According to MASB Bylaws Article VIII, Section 8, if any nomination for the Board of Directors is unopposed, the Board of Directors shall declare the unopposed candidate elected without conducting an election for the uncontested group or region.

This year, the following seats on the MASB Board are up for election (one seat each, three-year terms unless otherwise noted): Regions 1 (open seat), 2, 3 (one-year term), 4 (one-year term), 5, 6 (open seat), 7, 8 and Group V (one-year term). If you're unsure of your district's region or group, please see the list on page 2.

- **Region 1 has a vacant seat as no nominations were received**
- **Region 2 will continue to be represented by Dawn Kaiser, Iosco RESA, (unopposed, no ballots will be sent)**
- **Region 3 will continue to be represented by Rick Dernberger, Zeeland Public Schools and Ottawa Area Intermediate School District, (unopposed, no ballots will be sent)**
- **Region 4 will continue to be represented by John Tramontana, DeWitt Public Schools, (unopposed, no ballots will be sent)**
- **Group V will continue to be represented by Stephen Hyer, Clarkston Community Schools, (unopposed, no ballots will be sent)**

Voting in Regions 5, 6, 7 and 8 will take place via an online ballot. No local district/ISD funds can be used to campaign for anyone running for a seat. To help your board make an informed decision, the following pages contain background information and statements from each of the candidates.

Each district received ONE ballot, which was emailed to the superintendent secretary on record with MASB on Jan. 26, 2024. These ballots **CANNOT** be forwarded to anyone else. Once your board makes a decision on which candidate it wishes to vote for, please convey this information to your superintendent secretary.

Completed ballots must be cast and confirmed by the superintendent secretary by **1 p.m. on Wednesday, March 6, 2024.**

Unofficial election results will be available on the voicemail recording at 517.327.5915 as soon as possible, but generally after 2 p.m. on the deadline date. They will also be sent out via email that afternoon. Official results will be approved at the March 22, 2024 Board of Directors' meeting, which newly elected directors should plan to attend.

To summarize:

- Ballot deadline is **1 p.m. on Wednesday, March 6, 2024.**
- MASB would like to remind all candidates for the MASB Board of Directors that no school district funds can be used for campaigning during the election. This rule prohibits a candidate from using their school district email account to send messages to other school board members. Therefore, a personal email account must be used for campaigning purposes when running for the MASB Board of Directors. If you have any questions about what may or may not constitute an expenditure of school district funds, please contact MASB's Legal Counsel Brad Banasik, J.D. at bbanasik@masb.org or **517.327.5929.**
- An electronic file containing the physical addresses and email addresses for the voting group or region shall be made available to each candidate running for election to the board of directors. The revokable license to use the addresses shall be limited to contacting school board members to share information about the MASB Board of Directors' election.
- Have questions? Contact Cheryl Huffman at **517.327.5915** or chuffman@masb.org.

Region 7 (Three-Year Term)



Sharon Lee

Ypsilanti Community Schools, Washtenaw County

**Time served
on this board:**

9 years

Offices held:

President, Vice
President, and
Secretary

MASB Certification:

Certified Boardmember Award

Award of Merit

Award of Distinction

Master Boardmember Award

Master Diamond Award

Advocacy Specialty

Data Specialty

Election Statement:

As a candidate for the MASB Board of Directors, my commitment to education is evident through my nine years of dedicated service on the Ypsilanti Community Schools Board of Education, where I currently hold the position of Vice President. My extensive experience in educational governance has provided me with valuable insights into the challenges and opportunities facing our schools.

I am deeply involved in the Michigan Association of School Boards, participating in various board subcommittees and actively engaging with the community at district events. My volunteer work at Joyful Treats Community Development Corp., led by Ms. Khadija Wallace, underscores my commitment to serving the broader community. By distributing food to the Ypsilanti Community and surrounding areas,

I contribute to the well-being of our residents beyond the realm of education.

Student safety is a top priority for me. I am proud of our collective effort to empower teachers, administrators, and staff through training programs such as A.L.I.C.E., Threat Assessment and Mental Health First Aid. Ensuring a secure environment for our students is crucial, and I am committed to fostering a culture that prioritizes their well-being.

One of the pressing issues we face is youth homelessness. Research has highlighted the alarming rates of homelessness among young adults, a situation that demands our immediate attention. While Ypsilanti Community Schools has commendable programs addressing this concern, I believe that a collaborative, all-encompassing approach is necessary. I am determined to work towards expanding and enhancing initiatives to support homeless youth, ensuring they have the resources and opportunities they need to break free from the cycle of homelessness.

In seeking a position on the MASB Board of Directors, my goal is to leverage my experience, passion, and dedication to effect positive change in education. I believe in the power of collaboration and aim to bring diverse perspectives to the table to address the multifaceted challenges our schools face. I am committed to making informed decisions that benefit all stakeholders, with a focus on student success, safety and well-being. Your vote for me is a vote for a stronger, more inclusive education system that prepares our youth for a brighter future. Together, let's build a foundation for excellence in education and ensure that no student is left behind.

Region 7 (Three-Year Term)



Michael McVey

Saline Area Schools, Washtenaw County

Time served on this board:

7 years

Offices held:

President, Vice
President, and
Secretary

MASB Certification:

Certified Boardmember Award

Award of Merit

Award of Distinction

Master Boardmember Award

Master Diamond Award

Master Platinum Award

President's Award of Recognition

Advocacy Specialty

Election Statement:

It has been my honor to have spent over 40 years serving students, teachers, schools and educational organizations. I have gained a wealth of experience that has served me well during my service as a trustee.

I began my career in the classroom as an ELA and Special Education teacher. I also taught ESL for a year in Japan. After authoring a book for teachers and parents, "Meeting the Internet Challenge," I shifted gears to help train teachers at The University of Arizona. I earned a doctorate in Education and trained to be a school administrator.

That career path was altered when I became a professor of Teacher Education at Eastern Michigan University. In that role, I earned a reputation for my ability to explain policy issues and plan strategically. Most recently, I have been working with faculty and students as we manage both the disruption and the potential of AI in our classrooms.

Seven years ago, I sought a seat on our local school board because I wanted to be part of an engaged board focused on the needs of our students and the community. I was pleased to discover that the solid expertise of MASB was there to assist us as we worked through our district's challenges.

Since I was elected trustee for Saline Area Schools, I have served as that board's Secretary, Vice President and President. I was also the Washtenaw Association of School Boards president.

From my first day as a trustee, I embraced MASB's CBA program and was recently notified that I will receive the President's Award this spring. I am honored by that recognition.

MASB takes principled stances on current educational issues and provides much-needed guidance about legislative initiatives. I recently began serving on the Governmental Relations Committee and have enjoyed our vigorous debates in service of the districts we serve.

MASB has offered clear guidance, excellent legal support and superb trustee development. For those (and other) reasons, I am proud to run for a seat on its Board of Directors and to represent Region 7. Service on the Board of Directors would provide me an excellent opportunity to help MASB stay the course and continue providing such excellent support to newly elected and long-serving trustees.

Region 7 (Three-Year Term)



Jack Temsey

Eaton RESA, Eaton County

**Time served
on this board :**

7 years

Offices held:

President, Vice
President, Secretary
and Treasurer

**Time served on
another board :**

8 years

Potterville
Public Schools

Offices held:

Secretary and
Treasurer

MASB Certification:

Certified Boardmember Award
Award of Merit
Award of Distinction
Master Boardmember Award
Master Diamond Award
Master Platinum Award
Advocacy Specialty
Data Specialty

Election Statement:

As a Board of Education Trustee, I feel we are the voice for our children. We need to utilize this voice to ensure we can offer our children the education they deserve, regardless of the struggles we face behind the scenes. We need to direct this voice to those that create legislation we feel will adversely affect public education and remember to offer praise to those that show us favor and offer to help. I believe the voice of our boards and communities can make a difference.

I have strived to become the best board member I can be. The way I have tried to accomplish this is to become certified through the MASB's CBA program. I have gained a wealth of knowledge by attending classes, conferences and other various events as well as networking with board members from around the state.

Public education is as diverse as our country. There are no single fix-all solutions that work for every school district. I feel bringing the voice of small communities and small districts to the forefront is important. I would like to continue advocating to provide adequate and equitable funding for ALL districts. Adequate funding is sufficient funding to provide basic schooling. Equitable funding is based on fairness.

I have served the Potterville Public Schools Board of Education for eight years. During this time, I served on the Policy, Community Relations and Technology Committees, as well as Secretary and Treasurer of the board. I have been an Eaton RESA Trustee for seven years, serving on the Building and Grounds and Finance and Audit Committees as well as Secretary, Vice President and Treasurer. I am currently serving again as President.

Additionally, I have served MASB as a member of the Curriculum and Instruction Committee, Government Relations Committee plus served as its Vice Chairman. I just concluded my term on the Resolutions and Bylaws committee as its Vice Chairman and am currently serving again on the Government Relations Committee.

I would be honored to serve on the MASB Board of Directors, to represent you, our Region, and our students plus bring your voices to the table to further benefit the future for public education.

Region 7 (Three-Year Term)



Mary Vincent

Monroe Public Schools, Monroe County

**Time served
on this board:**

2 years

Offices held:

Secretary

MASB Certification:

Certified Boardmember Award

Award of Merit

Advocacy Specialty

Data Specialty

Election Statement:

BACKGROUND:

I earned my bachelor's degree in K-12 music education and my master's degree in K-12 administration and educational leadership. I was a public-school music teacher in southeast Michigan for 16 years – I have taught all grade levels, Y5 - 12, and a variety of content areas including general music, band, entrepreneurship and technology. My years of service have given me insights into the changing needs of our students, the new realities in our classrooms, and the important roles teachers, support staff and administrators play in the lives of our students and our community.

I serve on the Monroe Public Schools Board of Education and I am entering my second year as board secretary. I enjoy learning and I take every opportunity to educate myself about effective governance and how to be an effective board member. Since May 2023, I have earned an Award of Merit, Data Specialty, Advocacy Specialty and I am a member of the MASB Resolutions and Bylaws Committee.

PERSPECTIVES ON EDUCATION:

I believe our institutions are compelled to provide educational experiences and environments where all students and families are valued and supported. It is my belief that curricula and learning opportunities must provide high-quality content that reflects the people, the histories and the experiences of the communities we serve. I believe children are more than test scores and that school districts, along with community partners, need to prioritize individual student growth and well-being above summarized standardized test data.

WHY I WISH TO SERVE ON THE BOARD OF DIRECTORS:

One of my main goals as a board member is to advocate for our students and families by amplifying the voices of our school community members. I view the opportunity to serve on the MASB Board of Directors to continue this work on a larger scale. Region 7 embodies complex diversity, and my goal is to express the distinct needs represented in our districts at the MASB board table.

There is significant potential to increase MASB organizational engagement in southeastern Michigan. Increased association engagement will have a ripple effect. Increased MASB participation leads to increased board member development which leads to more effective governance which leads to positive trends in district outcomes. I believe serving on the Board of Directors will provide the needed stimulus to initiate conversations surrounding MASB opportunities while strengthening the network connecting our area school boards.

Region 7 (Three-Year Term)



Dale Wingerd INCUMBENT

Clinton Community Schools, Lenawee County

**Time served
on this board:**

17 years

Offices held:

President and
Secretary

**Time served on
another board:**

2 years
Lenawee ISD

MASB Certification:

Certified Boardmember Award

Award of Merit

Award of Distinction

Master Boardmember Award

Master Diamond Award

Master Platinum Award

President's Award of Recognition

Election Statement:

I would like to continue serving on the MASB Board of Directors for Region 7. Education is important to me. Serving as a director, I have continued to expand my knowledge as well as serving the learners of the great state of Michigan. I feel you never have enough knowledge; continued learning is important.

I have served on several committees through my two terms with MASB. If I am reelected, I will continue to provide guidance to the learners of this great state of Michigan.



The mission of the Michigan Association of School Boards is to provide high-quality educational leadership services for all Michigan boards of education, and to advocate for an equitable and exceptional public education for all students.

INFO@MASB.ORG | MASB.ORG | 517.327.5900

1001 Centennial Way, Suite 400 • Lansing, Michigan 48917-8249

To: Dr. Steven Laatsch, Superintendent
Miranda Owsley, Asst. Superintendent of Finance
Saline Area Schools Board of Education

From: Kara Stemmer, Director - SWWC

Date: February 13, 2024

Subject: Purchase – South & West Washtenaw Consortium 61c(1) Equipment Grant

I recommend that the district move forward with purchase of equipment for (3) South & West Washtenaw Consortium programs as indicated below. This equipment will be purchased through the FY24 61c(1) CTE Equipment Grant. All bids listed below were posted publicly on January 23, 2024 with a February 6, 2024 deadline.

- (1) Torchmate 4800 CNC Plasma Cutting System from Techno CNC Systems LLC for the total cost of \$35,798.00
- (6) Vertical Variable Speed Milling Machines from Jim Lofts & Associate for the total cost of \$85,680.00.
- (1) Versafire LV Digital Printing System-5 Color digital printing press (2,400 x 4,000 dpi) from Heidelberg USA for the total cost of \$88,332.00.

Conversations occurred throughout the past year between SWWC staff and local and regional business leaders. The focus of the dialogue was to determine how the SWWC can continue to expand and enhance the academic and technical training in the SWWC Welding, Computer Integrated Manufacturing, and Visual Imaging Technology programs, creating a pipeline of talent – well-rounded individuals – to serve the local and regional business community. Advisory Committee members from the CTE programs' advisory committee met with me, Blake Ballou, Trent Trout, and Adam Rodriguez to determine how the SWWC may best prepare students for careers within the Welding, Manufacturing, and Graphic Design career clusters. Based on their guidance, the above-listed equipment was requested by the committee and recommended by teachers through the CTE Equipment Grant process. All of the SWWC Programs are year-long classes. The Welding and Computer Integrated Manufacturing courses are offered to students during three periods per school day, and the Visual Imaging Technology Program is offered during one period during the school day. All of the listed programs are housed at Saline High School.

The purchase of this equipment will provide students in Saline Area Schools, along with the consortium districts, an opportunity to practice skills using state-of-the-art equipment and subsequently earn industry-endorsed certifications and licenses – further preparing students for their respective post-secondary plans.

SALINE AREA SCHOOLS
7265 North Ann Arbor Rd., Saline, MI 48176

Bid Description: Torchmate 4800 CNC Plasma Cutting System as specified.

Bid Due Date: Sealed bids are to be submitted to the District Office and clearly marked "Torchmate 4800 CNC Plasma Cutting System" on the outside of the envelope. Bids must be received by 1:30 PM on Tuesday, February 6th, 2024 at Liberty School (7265 North Ann Arbor Rd, Saline, MI 48176) and will be publicly opened immediately following. Bids received after the due date/time will not be considered.

Scope: Saline Area Schools intends to purchase the following equipment to be delivered no later than June 30, 2024:

Machine: Torchmate 4800 CNC Plasma Cutting System

Table Specs

Product #: LECS-080-4800-00

This machine includes:

- Complete 4' x 8' multiple station cutting area CNC plasma table
- Ohmic initial height sense with automatic torch arc-voltage height control
- Laser pointer attachment
- Magnetic torch breakaway
- Water table fume extraction
- CNC controller
- CAD software
- DXF and DWG importer (used with most CAD programs)
- Industrial touchscreen HMI
- Consumable starter kit
- Technical phone support
- 2 year complete system warranty
- 2 year Machine and Plasma Torch Lead warranty
- 3 year Plasma Power Supply warranty
- Shipping/Freight
- Delivery
- Installation

Machine Specs

Machine Size: 74" x 114" x 63"

Water Capacity: 107 gallons (405 liters)

Traverse Speed: 500 ipm

Material Weight Capacity: at 48" x 96" holds maximum of 1,305.06 lbs (40.8 lbs per square foot)

Power Supply: Flexcut 80 Amp, 3/4" pierce

Cut Capacity: 3/4" (20 mm) **(Higher cut capacity is acceptable, lower capacity is not)**

Cut Speed: 1/4" (148 ipm), 1/2" (52 ipm), 3/4" (26 ipm)

Power Type: Constant Current (CC)

Input Power: 208/230/400/460/575 **3PH** 50/60Hz **(Need 3 phase for cut capacity)**

Rated Input/Voltage/Duty Cycle: 60A/140V /100%; 80A/140V /80%

Required Air Pressure: 87-109 PSI (6.0 - 7.5 Bar)

Software

Easy-to-Use Lincoln Electric VMD User Interface

Onboard DXF CAM Importer with Irregular Part Nesting

Onboard Popular Shape Library

Offline Torchmate CAD/CAM Software

Torchmate CAD CAM Educational Package (software package for instructors) Product #: TMS-106-0010-03

Accessories

Lincoln Electric PlateGuard Water Table Additive (5 gallons) **QTY 2**

Product #: TMS-310-0001-00

Training

Torchmate Success Package (Bronze) Product #: TMS-010-0001-14

Description: One year of Torchmate Academy online training. Should include basic operations, visual machine designer operation, maintenance and troubleshooting, an overview of the plasma cutter and consumables, Torchmate CAD operations and basic training, importing and manipulating DXF files, nesting, and layers.

Submission Requirements

1. **Bid Forms**- Bidders must submit the attached bid form, which shall constitute bidder's offer to contract. The bid form must be signed by a representative of the bidder that has the authority to bind respondent in legal contract.
2. **Additional Information** – Must include the following: a list of actual make and model for each instrument included in bid, how freight charges are assessed in event of partial bids being awarded to different vendors, any warranty or additional information on the equipment.
3. **SAS Proposal Forms**- The following proposals forms must be completed and included with all bids:
 - Family Relationship Disclosure
 - Iran Economic Sanctions Disclosure
 - Suspended or Debarred Vendor Form
4. **IRS W9**

All questions may be directed to Miranda Owsley, Assistant Superintendent of Finance
owsleym@salineschools.org (734) 401-4004

Terms & Conditions:

SALES TAX - Saline Area Schools is exempt from paying Michigan Sales Tax for purchase of equipment and sales tax should not be included in the bid.

BID ACCEPTANCE/REJECTION - The Board of Education reserves the right to accept or reject any or all bids or alternative bids, in whole or in part, with or without cause; to waive any informalities herein; or for reasons of establishing uniformity, to award the contract to other than the lowest bidder by the sole discretion of the Saline Area Schools. Selection may be based upon the quality of the item(s) to be supplied, its conformity with specification, suitable to the requirements of the school, delivery terms and past performance of vendor. Saline Area Schools reserves the right to award components of the bid to various vendors. Pursuant to Saline Area School Board of Education Policy 6320 and M.C.L 18.1268, preference may be provided to Michigan-based business.

LATE BIDS - Late bids will not be accepted. All late Bids will be rejected and destroyed after ten (10) days, unless otherwise notified to return to the bidder, at the bidder's expense. Bids postdated will constitute as late.

GOVERNING LAW - This contract has been executed in the state of Michigan and shall be governed by and construed under the laws of the state of Michigan. In the event of any legal action to enforce or interpret this contract, the sole and exclusive venue shall be a court of the competent jurisdiction in Washtenaw County, Michigan.

TERMINATION FOR CONVENIENCE - The District may terminate performance of this contract in whole, or in part if the district determines that a termination is in the district's interest, with a 30 "calendar" day written notice. The contractor, after receipt of a "notice of termination," shall stop work on the cancellation date specified in the notice.

The district will conduct an audit of the contractor's costs to determine reasonable costs expended to date of cancellation, or the district may determine the contractor's cost based on the schedule of values or exact cost of any work performed. The contractor will not be reimbursed for any anticipated profit.

TERMINATION FOR CAUSE - If either party is in default under this contract, it shall have an opportunity to cure the default within 14 business days after it is given written notice of default by the other party, specifying the nature of the default. If the default is not cured within 14 business days after notice of default has been given; the non-defaulting party shall have the right, in addition to all other remedies at law or equity, to immediately terminate this contract. Failure to complain of any action, non-action or default under this contract shall not constitute a waiver of any of the parties' rights hereunder.

The district may terminate this contract, or any part hereof, for cause in the event of any default by the contractor, or if the contractor fails to comply with any contract terms and conditions, or fails to provide the district, upon request, with adequate assurances of future performance. In the event of termination for cause, the district shall not be liable to the contractor for any amount for supplies or services not accepted, and the contractor shall be liable to the district for any and all rights and remedies provided by law. If it is determined that the district improperly terminated this contract for default, such termination shall be deemed a termination for convenience.

GUARANTEES BY THE CONTRACTOR - The contractor guarantees that all delivered material, equipment and/or service shall be as proposed. No substitutions will be accepted unless prior to delivery material/equipment has been inspected, found to be equal to the item(s) specified, and approved in writing by a Saline Area Schools representative. That all materials, products and service offered is standard, new, latest, model of regular stock product or as required by the specifications type of equipment or furniture offered; also, that no products/materials have been submitted or applied contrary to manufacturer's recommendations and standard practice.

Saline Area Schools Bid Form: Torchmate 4800 CNC Plasma Cutting System

This offer (bid) has been prepared after our examination of the complete request for bid, together with all related documents. The undersigned submits the following offer to enter into contract with Saline Area Schools and agrees to complete performance in accordance with this RFP:

Bidder Name: Techno CNC Systems LLC
 Address: 29 Trade Zone Dr Roxboro MA 01579
 Authorized Representative Name: Roy Valentine
 Phone: 431 648 7481 x100 or x103 Email: rvalentine@technocnc.com

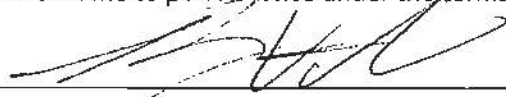
Pricing

Equipment Type (or equivalent)	Unit Price	Quantity	Total per listed quantity
Torchmate 4800 CNC Plasma Cutting System. All items as specified under table and machine specs, above. Must include warranty information as specified.	\$ 3,225 ⁰⁰	1	33,225 ⁰⁰
Software: Easy-to-Use Lincoln Electric VMD User Interface, Onboard DXF CAM Importer with Irregular Part Nesting, Onboard Popular Shape Library, Offline Torchmate CAD/CAM Software <i>ProNest</i>	0	All software as specified for classroom setting	0
Torchmate CAD CAM Educational Package (software package for instructors) Product #: TMS-106-0010-03 <i>Hypertherm ProNest</i>	0	1 software package	0
Lincoln Electric PlateGuard Water Table Additive (5 gallons) Product #: TMS-310-0001-00	\$ 275	2	\$ 550 ⁰⁰
Torchmate Success Package (Bronze) Product #: TMS 010-0001-14 Description: One year of Torchmate Academy online training. Should include basic operations, visual machine designer operation, maintenance and troubleshooting, an overview of the plasma cutter and consumables, Torchmate CAD operations and basic training, importing and manipulating DXF files, nesting, and layers	<i>ProNest</i> 0	1 package as specified	0
Freight/Shipping/Delivery	\$ 1500 ⁰⁰	All items	\$ 1500 ⁰⁰
Installation - Machine Arrives Fully Assembled	0	All items	0
<i>3 hrs online Machine Operation training</i>	\$ 500 ⁰⁰		\$ 500 ⁰⁰
GRAND TOTAL			35,798⁰⁰ <i>hw W</i>

*Attach equipment bid, freight details and warranty information.

Authorized Representative Signature:

I certify that the information contained on this form is true and accurate and that the presentation of this information to Saline Area Schools represents an offer to contract and that acceptance by SAS of this offer will bind me to performance under the terms and conditions of the request for bids.



Signature

Jan 21, 2024

Date

Roy Valentine

Printed Name

President

Title

Techno CNC Systems

29 Trade Zone Dr
Ronkonkoma, New York 11779

Roy Valentine
631-648-7481
www.technocnc.com

Date: 01-24-2024. Prices are valid for 30 days.

Quote prepared for:

Saline Area Schools
7265 North Ann Arbor Rd
Saline, MI 48176

PART NUMBER	QTY	DESCRIPTION	PRICE EA
HTPLWRM48096000E	1	<p>Techno Phoenix 4896 High Speed CNC Plasma X-Axis Travel = 48.0" Y-Axis Travel = 96.0" Z-Axis Travel = 7-1/2" Gantry Clearance = 7-1/2" Distance between uprights = 57"</p> <p>Specifications: -Control System: Techno PC based industrial controller with Windows 10 operating system (computer included). System connection is Ethernet for high speed communication resulting in high speed uninterrupted processing. Key features: *Easy to learn and use control interface *Ethernet connection for robust communication in the harshest electrical environments *High-speed dedicated motion controller processes NC files in real-time for smooth motion and optimal cut quality *Graphical display of machine position and parts seamlessly links relation between physical environment and control interface *Programmable Goto Positions for easy loading and unloading of parts, machine maintenance, and more * Accepts industry standard G & M codes -Drive motors: Brushless nema34 microstepper motors and drives -Drive system: Precision Helical rack-n-pinion on X / Y, Ball screw on Z-axis. -Table: Steel Grid with down draft with stainless steel water table insert trsys. -CNC Control System Power requirements = 220V, 1-phase (See plasma torch specs for required electrical requirements.) -Position accuracy: +/- .005 inches -Max. speed: 800 in/min -Approx. weight = 2500lbs</p> <p>System Power requirements: -Machine controls require 230V, 1-ph, 15 amp circuit -Torch Power: See torch details for power requirements</p>	\$25500.00
SYNC-105	1	<p>Hypertherm Powermax SYNC 105 System includes - Techno's CNC Plasma real-time torch height control, and Torch mounting accessories. Cutting specifications: Production pierce = 3/4" Edgecut severance = 1-1/4"</p> <p>Requirements: -A clean dry non-fluctuating 90psi Compressed air or Nitrogen (required for Aluminum and Stainless steel cutting applications) source. -Input Voltage: 200-600V, 3-PH, 50/60Hz, CSA 230-400V, 3-PH, 50/60Hz, CE -Input Current: 200/208/230/240/400/480/600 V, 3-PH: 58/56/49/25/22 A -Flow rate and pressure: 7.7scfh @ 85psi -Duty Cycle: 100%, 88A, 240V, 3-ph 100%, 94A, 480/600V, 3-ph 80%, 105A, 480/600V, 3-PH 70%, 105A, 240V, 3-PH -NOTE: Techno auto CNC torch height control, (5) torch cartridges included with the purchase of the Hypertherm torch from Techno. If customer chooses to use their own Hypertherm unit add \$2000 for integration and torch height control circuitry and software capability.</p>	\$7348.00

FREIGHT3	1	Approximate Freight Cost. Customer must have a fork lift in order to remove machine from truck. If customers site is inaccessible by truck other expenses may apply. NOTE: National fuel charges to apply	\$1500.00
Training-CE	1	3 Hours online training. Machine arrives fully assembled ready for plug and play. Techno provides remote online training for the safety of students and staff. (Note: onsite training available upon request.)	\$525.00
PRONEST LT	1	Hypertherm ProNest LT unlimited for schools	\$0.00
HX3500-LASERPT	1	Techno Laser Pointer The Techno laser pointer allows the operator to quickly pickup X,Y zero position with a visual indicator.	\$375.00
HX3500-WTB	2	5-Gallon Plasmacut water table fluid	\$275.00

-----Educational Institution Terms-----

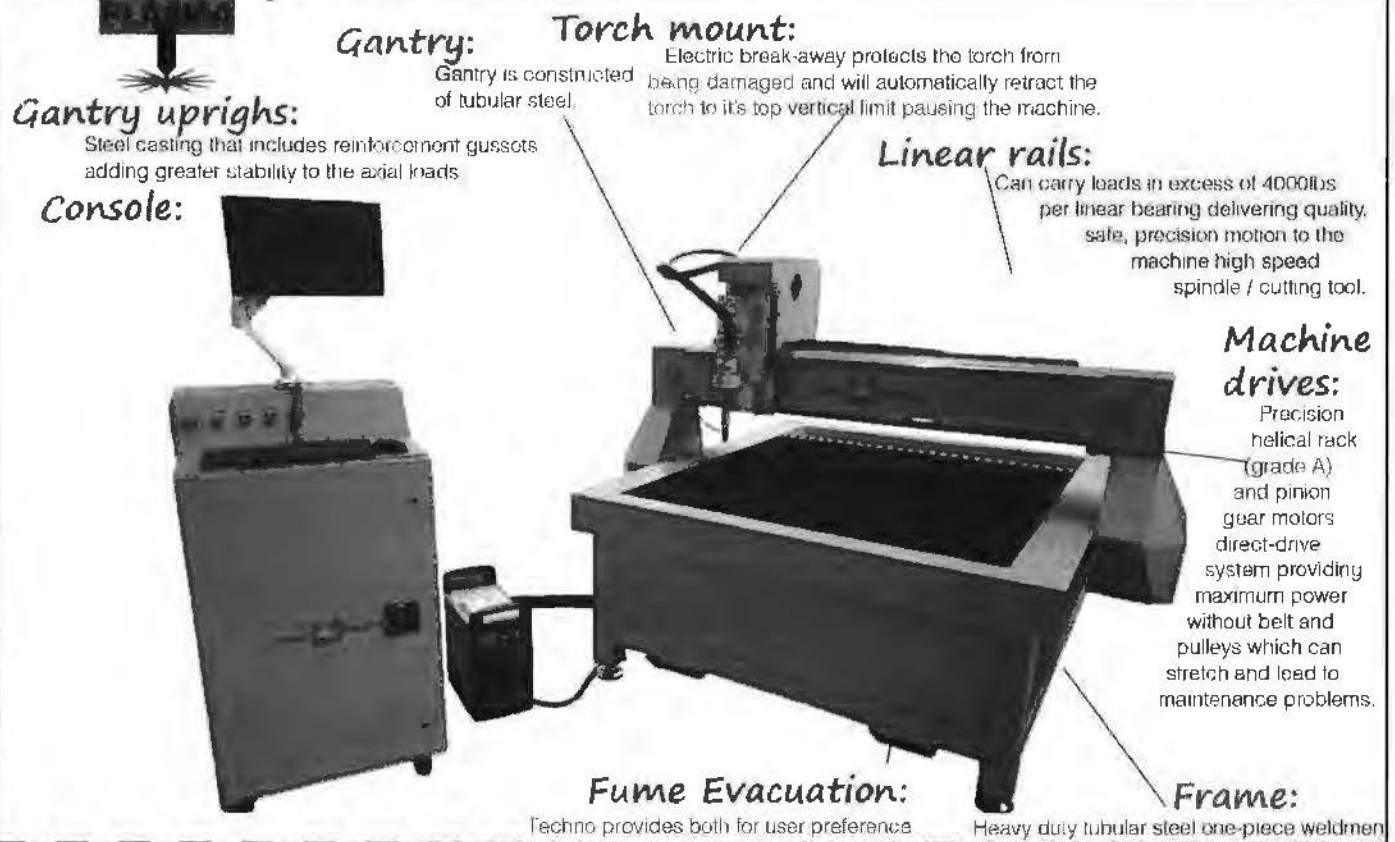
Terms: -Net 30, with valid purchase order.
 -Your licensed electrician needs to provide disconnects for all equipment quoted. See above for details.
 -Warranty 1 year (parts only). For warranty details and terms and conditions see form H572021
 -Technical support, application assistance, and remote diagnostics is FREE for the life of the machine.

Signature of acceptance: _____

TOTAL

\$35798.00

Techno CNC Systems



- Frame:** Techno HD-II Series Frame is a tubular steel weldment that is precision machined, and stress relieved so that it remains true over the life of the machine. Weight 3000lbs.
- Gantry:** Techno HD-II Series Gantry is a tubular steel that is precision machined, and stress relieved so that it remains true over the life of the machine. Weight 800lbs.
- Linear rails:** The HD-II Series uses 25mm square rails capable of carrying loads in excess of 4000lbs per linear bearing. Each axis includes (4) linear bearings. These rails mount to precision machined steel surfaces of the machines drive axis. It's this material makeup, and precision guides, that deliver quality, safe, precision motion to the machine high speed spindle / cutting tool.
- Machine drives:** The HD-II Series drives are precision helical rack (grade A) and pinion. The gear motors directly drive the pinion to the rack proving maximum power to the cut without any additional mechanics such as belt and pulleys which can stretch and lead to maintenance problems.
- Gantry uprights:** Techno HD-II Series gantry uprights are steel casting that include reinforcement gussets which add greater stability to the axial loads.
- Plasma Grid:** Techno's HD-II Plasma comes with v-shaped grid. This is a better support system that yields better out quality because it has less point contact on the material being cut.
- Torch mount:** Techno's HD-II comes with a electronic break-away torch mount. On occasion material while being cut can drop into the slot, and land standing vertically. As the torch moves around it is possible to hit this piece which can cause damage to the torch head. The magnetic break-away will protect the torch from being damaged and will automatically retract the torch to it's top vertical limit pausing the machine. The operator then can remove the piece and resume the job.
- Fume ventilation:** Techno HD-II is a down draft water table.
- Controller:** The HD-II Series comes with a PC base WinCNC Controller. This control system has a high speed torch height control, and is easy to learn and use.
- Speeds:** The HD-II can rapid traverse at 300ipm and cut at 700 ipm.
- Console:** Techno's HD-II Series comes with a standalone electrical cabinet console where all electrical components are mounted and wired. This console connects to the machine by a single 6ft flexible rigid conduit. This console also acts as a convenient work station.



4800 Torchmate Plasma Cutter

Linear rails:

Thin small linear rails

Thin Gantry:

Small light duty gantry



Water Tray

Assuming 4" deep has total volume of 1016 cubic ft or 79 gal of water @ 8.32 lbs. The total weight of the table is 657 lbs. For light frame work, this could beat the threshold of its capacity.

Controller:

Proprietary Lincoln controller. Ichno CNC uses industry standard CNC, which is an open Architectural system * Controller is under water table which makes it sustainable to water damage *

Must use Lincoln products only



Frame: Light duty bent sheet metal frame. Total weight = 1,252 lbs.
Gantry: The Torchmate Series is thin sheet metal profile. Sheet metal does not provide suitable mechanical strength for a stable platform to carry a torch, and will flex during high speed acceleration and deceleration movements.
Linear rails: The Torchmate uses thin small linear rails mounted to channel.
Machine drives: The Torchmate uses straight rack and pinion which is a grade B type of drive.
Gantry uprights: The Torchmate series use thin flat stock plates. Without support gussets this can have lateral movement within the X/Z axis motion.
Plasma Grid: The Torchmate is flat steel plate.
Controller: Proprietary controller which means buyer can only buy Lincoln products. Stepper drive motors are very small and subject to stalling.
Speeds: The Torchmate can rapid travers at 500 ipm, cut is unknown but commonly lower than rapid traverse.

FAMILIAL RELATIONSHIP

Each Bidder shall complete, execute and submit with its Bid Proposal the following Familial Relationship Sworn Statement.

SWORN STATEMENT

Date: Jan 24 2024

School District: Saline Area Schools

Project: TORmate 4800 I/O Plasma Cutting System

I/we disclose below any familial relationship that exists between the Owner or any employee of Bidder and any member of the Board of Education, Board of Directors or the Superintendent of Saline Area Schools.

Familial Relationships: None Listed Below

Bidder Employee/Position	Relationship	School District Associate/Position
_____	_____	_____
_____	_____	_____
_____	_____	_____

Techilo CNO Systems LLC
(Company Name)

Subscribed and sworn to before me

By: [Signature]
(Authorized Signer)

this 24th day of Jan, year 2024

(Print/Type Name and Title of Signer)

Lori Mileo
(Signature of Notary Public)

Aug 18 2025
My Commission Expires

State of New York
County of Suffolk
County of

Lori C Mileo
Notary Public, State of New York
No. 01MI5083658
Qualified in Suffolk County
Certified in Nassau County
Commission Expires August 18, 2025

IRAN ECONOMIC SANCTION ACT 517 OF 2012
BIDDER CERTIFICATION FORM

Beginning April 1, 2013, an Iran linked business is not eligible to submit a bid on a request for proposal with a public entity.

Beginning April 1, 2013, a public entity shall require a person that submits a bid on a request for proposal with the public entity to certify that it is not an Iran linked business.

Pursuant to Michigan law, (the Iran Economic Sanctions Act, 2012 PA 517, MCL 129.311 et seq.), before accepting any bid or proposal, or entering into any contract for goods or services with a prospective Contractor, the contractor must first certify that it is not an "IRAN LINKED BUSINESS", as defined by law.

Each contractor submitting a bid on this project shall include a letter with their bid certifying that they have full knowledge of the requirements and possible penalties under the law MCL 129.311 et seq. that the Contractor is NOT an "IRAN LINKED BUSINESS", as required by MCL 129.311 et seq., and as such that Contractor is legally eligible to submit a bid and be considered for a possible contract to supply goods and/or services to Saline Area Schools.

I certify that I am a duly authorized representative of TECHNO CNC SYSTEMS LLC and
(Name of Company)

Confirm that neither I nor the company is an "Iran Linked Business".

Company Representative Signature 

Company Representative Printed/Typed Name Roy Valentine, President

Date Jan 24 2024

Suspended or Debarred Vendor

The undersigned, the owner or authorized officer of Tekno CNC Systems LLC (the "Bidder") hereby certifies and affirms that it and its principals are not debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal department or agency from doing business with the Federal Government.

Information regarding whether or not a business is suspended or debarred is available at the Federal System for Award Management website (www.sam.gov).

Bidder Name: Tekno CNC Systems LLC

Bidder EIN #: 463704533

By: Roy Valentine

Authorized Representative Name: Roy Valentine

Its: President

Date: Jan 24 2024

Tekno CNC Systems LLC
(Company Name)

Subscribed and sworn to before me

By: [Signature]
(Authorized Signer)

this 24 day of Jan, year 2024

Roy Valentine, President
(Print/Type Name and Title of Signer)

[Signature]
(Signature of Notary Public)

Lori C Mileo
Notary Public, State of New York
No. 01MI5083658
Qualified in Suffolk County
Certified in Nassau County
Commission Expires August 18, 2025

Aug 18 2025
My Commission Expires
State of New York
County of Suffolk
County of

Request for Taxpayer Identification Number and Certification

**Give Form to the
requester. Do not
send to the IRS.**

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type. See Specific Instructions on page 3.	1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Techno CNC Systems LLC		
	2 Business name/disregarded entity name, if different from above		
	3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.		4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <small>(Applies to accounts maintained outside the U.S.)</small>
	<input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate		
	<input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ S		
	Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.		
	<input type="checkbox"/> Other (see instructions) ▶		
5 Address (number, street, and apt. or suite no.) See instructions. 29 Trade Zone Drive		Requester's name and address (optional)	
6 City, state, and ZIP code Ronkonkoma, NY 11779			
7 List account number(s) here (optional)			

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number	
[] [] [] - [] [] - [] [] [] []	
OR	
Employer identification number	
4 6 - 3 7 0 4 5 3 3	

Part II Certification

- Under penalties of perjury, I certify that:
- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
 - I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
 - I am a U.S. citizen or other U.S. person (defined below); and
 - The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ▶	Date ▶ <u>Jan 24 2024</u>
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
 - Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
 - Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
 - Form 1099-S (proceeds from real estate transactions)
 - Form 1099-K (merchant card and third party network transactions)
 - Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
 - Form 1099-C (canceled debt)
 - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.
- If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.*

SALINE AREA SCHOOLS
7265 North Ann Arbor Rd., Saline, MI 48176

Bid Description: Vertical Variable Speed Milling Machine (6 Total Mills) as specified.

Bid Due Date: Sealed bids are to be submitted to the District Office and clearly marked "Vertical Variable Speed Milling Machine" on the outside of the envelope. Bids must be received by 1:30 PM on Tuesday, February 6th, 2024 at Liberty School (7265 North Ann Arbor Rd, Saline, MI 48176) and will be publicly opened immediately following. Bids received after the due date/time will not be considered.

Scope: Saline Area Schools intends to purchase the following equipment to be delivered no later than June 30, 2024:

- Vertical Variable Speed Milling Machine (6 Total Mills)
- Minimum of 3HP Spindle with R8 Taper
- DRO with Z Axis on the Knee
- Powered Table Feed in the X axis
- Include Shipping/Freight, Delivery and Installation of Machines
- Include warranty information as available

Submission Requirements

1. **Bid Forms**- Bidders must submit the attached bid form, which shall constitute bidder's offer to contract. The bid form must be signed by a representative of the bidder that has the authority to bind respondent in legal contract.
2. **Additional Information** – Must include the following: a list of actual make and model for each instrument included in bid, how freight charges are assessed in event of partial bids being awarded to different vendors, any warranty or additional information on the equipment.
3. **SAS Proposal Forms**- The following proposals forms must be completed and included with all bids:
 - Family Relationship Disclosure
 - Iran Economic Sanctions Disclosure
 - Suspended or Debarred Vendor Form
4. **IRS W9**

All questions may be directed to Miranda Owsley, Assistant Superintendent of Finance
owsley@m@salineschools.org (734) 401-4004

Terms & Conditions:

SALES TAX - Saline Area Schools is exempt from paying Michigan Sales Tax for purchase of equipment and sales tax should not be included in the bid.

BID ACCEPTANCE/REJECTION - The Board of Education reserves the right to accept or reject any or all bids or alternative bids, in whole or in part, with or without cause; to waive any informalities herein; or for reasons of establishing uniformity, to award the contract to other than the lowest bidder by the sole

discretion of the Saline Area Schools. Selection may be based upon the quality of the item(s) to be supplied, its conformity with specification, suitable to the requirements of the school, delivery terms and past performance of vendor. Saline Area Schools reserves the right to award components of the bid to various vendors. Pursuant to Saline Area School Board of Education Policy 6320 and M.C.L 18.1268, preference may be provided to Michigan-based business.

LATE BIDS - Late bids will not be accepted. All late Bids will be rejected and destroyed after ten (10) days, unless otherwise notified to return to the bidder, at the bidder's expense. Bids postdated will constitute as late.

GOVERNING LAW - This contract has been executed in the state of Michigan and shall be governed by and construed under the laws of the state of Michigan. In the event of any legal action to enforce or interpret this contract, the sole and exclusive venue shall be a court of the competent jurisdiction in Washtenaw County, Michigan.

TERMINATION FOR CONVENIENCE - The District may terminate performance of this contract in whole, or in part if the district determines that a termination is in the district's interest, with a 30 "calendar" day written notice. The contractor, after receipt of a "notice of termination," shall stop work on the cancellation date specified in the notice.

The district will conduct an audit of the contractor's costs to determine reasonable costs expended to date of cancellation, or the district may determine the contractor's cost based on the schedule of values or exact cost of any work performed. The contractor will not be reimbursed for any anticipated profit.

TERMINATION FOR CAUSE - If either party is in default under this contract, it shall have an opportunity to cure the default within 14 business days after it is given written notice of default by the other party, specifying the nature of the default. If the default is not cured within 14 business days after notice of default has been given; the non-defaulting party shall have the right, in addition to all other remedies at law or equity, to immediately terminate this contract. Failure to complain of any action, non-action or default under this contract shall not constitute a waiver of any of the parties' rights hereunder.

The district may terminate this contract, or any part hereof, for cause in the event of any default by the contractor, or if the contractor fails to comply with any contract terms and conditions, or fails to provide the district, upon request, with adequate assurances of future performance. In the event of termination for cause, the district shall not be liable to the contractor for any amount for supplies or services not accepted, and the contractor shall be liable to the district for any and all rights and remedies provided by law. If it is determined that the district improperly terminated this contract for default, such termination shall be deemed a termination for convenience.

GUARANTEES BY THE CONTRACTOR - The contractor guarantees that all delivered material, equipment and/or service shall be as proposed. No substitutions will be accepted unless prior to delivery material/equipment has been inspected, found to be equal to the item(s) specified, and approved in writing by a Saline Area Schools representative. That all materials, products and service offered is standard, new, latest, model of regular stock product or as required by the specifications type of equipment or furniture offered; also, that no products/materials have been submitted or applied contrary to manufacturer's recommendations and standard practice.

Suspended or Debarred Vendor

The undersigned, the owner or authorized officer of Jim LOFTS + ASSOCIATE (the "Bidder") hereby certifies and affirms that it and its principals are not debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal department or agency from doing business with the Federal Government.

Information regarding whether or not a business is suspended or debarred is available at the Federal System for Award Management website (www.sam.gov).

Bidder Name: Jim LOFTS

Bidder EIN #: _____

By: _____

Authorized Representative Name: Jim Loft

Its: _____

Date: 2/1/2024

Jim LOFTS Associate

(Company Name)

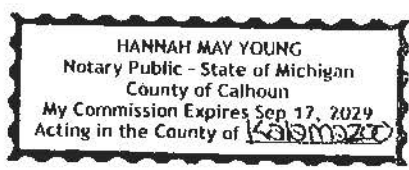
Subscribed and sworn to before me

By: Jim Loft
(Authorized Signer)

this 1st day of February year 24

Jim LOFTS
(Print/Type Name and Title of Signer)

Hannah May Young
(Signature of Notary Public)



September 17, 2029
My Commission Expires

Calhoun
County of

FAMILIAL RELATIONSHIP

Each Bidder shall complete, execute and submit with its Bid Proposal the following Familial Relationship Sworn Statement.

SWORN STATEMENT

Date: 2/1/24

School District: Saline Area Schools

Project: _____

I/we disclose below any familial relationship that exists between the Owner or any employee of Bidder and any member of the Board of Education, Board of Directors or the Superintendent of Saline Area Schools.

Familial Relationships: None Listed Below

Bidder Employee/Position	Relationship	School District Associate/Position
_____	_____	_____
_____	_____	_____
_____	_____	_____

Jim LOFTS & ASSOCIATE

(Company Name)

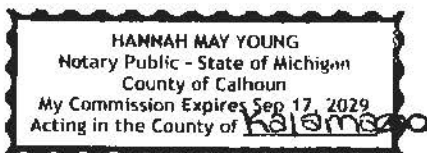
Subscribed and sworn to before me

By: [Signature]
(Authorized Signer)

this 1st day of February year 24

Jim LOFTS
(Print/Type Name and Title of Signer)

[Signature]
(Signature of Notary Public)



September 17, 2029

My Commission Expires

Calhoun

County of

Saline Area Schools Bid Form: Vertical Variable Speed Milling Machine (6 Total Mills)
as specified.

This offer (bid) has been prepared after our examination of the complete request for bid, together with all related documents. The undersigned submits the following offer to enter into contract with Saline Area Schools and agrees to complete performance in accordance with this RFP:

Bidder Name: Jim Lofts

Address: 3428 E. B. Ave Plainwell, MI 49080

Authorized Representative Name: Jim Lofts

Phone: 269 207 0715 **Email:** JLofts@Clausing-industrial.com

Pricing

Equipment Type (or equivalent)	Unit Price	Quantity	Total per listed quantity
Vertical Variable Speed Milling Machine	9,650.00	6	57,900
Minimum of 3HP Spindle with R8 Taper	NC	As specified	19,290
DRO with Z Axis on the Knee	3,215.00	As specified	.
Powered Table Feed in the X axis	1,415.00	As specified	8,490
Shipping/Freight	NC	On all items	
Setup/Installation	NC	On all items	
Warranty Information as available	1 yr	On all items	
GRAND TOTAL	14,280	As listed above	85,680.00

*Attach equipment bid, freight details and warranty information.

Authorized Representative Signature:

I certify that the information contained on this form is true and accurate and that the presentation of this information to Saline Area Schools represents an offer to contract and that acceptance by SAS of this offer will bind me to performance under the terms and conditions of the request for bids.



 Signature

2/1/24

 Date

Jim Lofts

 Printed Name

owner

 Title

Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

Go to www.irs.gov/FormW9 for instructions and the latest information.

1 Name (as shown on your income tax return) Name is required on this line; do not leave this line blank.
JIM LOFTS & ASSOCIATE

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

Individual/sole proprietor or single-member LLC

C Corporation

S Corporation

Partnership

Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ▶ _____

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
3428 EAST B AVENUE

6 City, state, and ZIP code
PLAINWELL, MI 49080

7 List account number(s) here (optional)

8 Requester's name and address (optional)

Print or type. See Specific Instructions on page 3.

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			-				
--	--	--	---	--	--	--	--

OR

Employer identification number

4	7	-	3	7	2	7	0	2	0
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Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶ *Jim Loft* Date **1/25/2024**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third-party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What Is backup withholding*, later.

IRAN ECONOMIC SANCTION ACT 517 OF 2012

On December 28, 2012, Governor Snyder signed Public Act 517 of 2012, commonly known as the "Iran Economic Sanctions Act" (the "Act"). The Act provides that beginning April 1, 2013 an "Iran Linked Business" is not eligible to submit a bid on a request for proposal with a "public entity". Under the Act, a "public entity" includes school districts and intermediate school districts. The Act also requires that a person that submits a bid in response to a public entity's request for proposal must certify to the public entity that it is not an Iran Linked Business. This requirement applies to all requests for proposals issued by a public entity, and not just to construction projects.

The Act defines an Iran Linked Business as: 1) a person engaging in investment activities in the energy sector of Iran, including a person that provides oil or liquefied natural gas tankers or products used to construct or maintain pipelines used to transport oil or liquefied natural gas for the energy sector of Iran; or 2) a financial institution that extends credit to another person if that person will use the credit to engage in investment activities in the energy sector of Iran.

If the public entity determines, using credible information available to the public, that a person or entity has submitted a false certification, the public entity must provide written notice of the person or entity of its determination and of its intent not to enter into or renew the contract. The notice must include information on how to contest the determination. The notice must also specify that the individual or entity may become eligible for future contracts with the public entity if the activities that caused it to be an Iran Linked Business are ceased.

The Attorney General may bring a civil action against any individual or entity reported to have submitted a false certification. If the civil action results in a finding that certification was false, the person or entity will be responsible for a civil penalty of not more than \$250,000.00 or two times the amount of the contract for which the false certification was made, whichever is greater. In addition to the fine the individual or entity will be responsible for the cost and reasonable attorney fees incurred by the public entity. An individual or entity who has submitted a false certification will be ineligible to bid on a request for proposal for 3 years from the date the certification was determined to be false.

IRAN ECONOMIC SANCTION ACT 517 OF 2012
BIDDER CERTIFICATION FORM

Beginning April 1, 2013, an Iran linked business is not eligible to submit a bid on a request for proposal with a public entity.


Beginning April 1, 2013, a public entity shall require a person that submits a bid on a request for proposal with the public entity to certify that it is not an Iran linked business.

Pursuant to Michigan law, (the Iran Economic Sanctions Act, 2012 PA 517, MCL 129.311 et seq.), before accepting any bid or proposal, or entering into any contract for goods or services with a prospective Contractor, the contractor must first certify that it is not an "IRAN LINKED BUSINESS", as defined by law.

Each contractor submitting a bid on this project shall include a letter with their bid certifying that they have full knowledge of the requirements and possible penalties under the law MCL 129.311 et seq. that the Contractor is NOT an "IRAN LINKED BUSINESS", as required by MCL 129.311 et seq., and as such that Contractor is legally eligible to submit a bid and be considered for a possible contract to supply goods and/or services to Saline Area Schools.

I certify that I am a duly authorized representative of Jim Lofts + Associate and
(Name of Company)

Confirm that neither I nor the company is an "Iran Linked Business".

Company Representative Signature 

Company Representative Printed/Typed Name Jim Lofts

Date 2/1/24

SALINE AREA SCHOOLS
7265 North Ann Arbor Rd., Saline, MI 48176

Bid Description: Versafire LV Digital Printing System-5 Color digital printing press (2,400 × 4,800 dpi) as specified.

Bid Due Date: Sealed bids are to be submitted to the District Office and clearly marked “Versafire LV Digital Printing System-5 Color digital printing press” on the outside of the envelope. Bids must be received by 1:30 PM on Tuesday, February 6th, 2024 at Liberty School (7265 North Ann Arbor Rd, Saline, MI 48176) and will be publicly opened immediately following. Bids received after the due date/time will not be considered.

Scope: Saline Area Schools intends to purchase the following equipment to be delivered no later than June 30, 2024:

Versafire LV Digital Printing System-5 Color digital printing press (2,400 × 4,800 dpi) with optional colors, White Varnish, Neon Yellow, Neon Pink, Invisible Red, Gold, Silver.

- Prinect Digital Frontend
- The press must include Automatic inline register & calibration
- Vacuum suction feeder
- Media Identification Unit- including scanner
- Advanced Toner Transfer System (AC/DV)
- 21.5" touch screen
- Media Format min. width x length 100 × 140 mm (3.94 × 5.51 in), duplex
- Media Format max. width x length 330 × 1260 mm (12.99 × 49.61 in), simplex with multi bypass tray
- Media Format max. width x length 330 × 1260 mm (12.99 × 49.61 in), simplex with multi bypass tray
- Print Speed- 2,850 11 × 17 in. sheets/hour or 95 Letter pages/minute (simplex)
 - 2,550 11 × 17 in. sheets/hour or 85 Letter pages/minute (simplex)
- Printing Material- Plain paper, coated paper (gloss and matte), recycled paper, pre-printed offset, letterhead, pre-punched, tab stock, OHP (transparency), translucent

paper, envelope, textured paper, metallized, synthetic, water-resistant, magnetic or label (adhesive) substrates, NCR (carbon copy)

- 40 – 470 gsm (duplex)

Licenses Model/Accessory

- Version 21.0 Prinect Digital Frontend for Versafire LV press Software license for the Prinect Digital Frontend (DFE) for Versafire LV digital press.
- The Versafire DFE includes professional functionality for pre-flighting, imposing, printing and inline finishing for the Versafire. The package includes three (3) cockpit licenses and three (3) portal users. Installation costs may apply and are listed separately if applicable.
- Prinect PDF Toolbox
- The Prinect PDF Toolbox base license provides access to separate product licenses for checking, correcting and preparing PDF documents for printing for Windows PCs and Mac. Version 21.0
 - 3 days training for Versafire/Prinect Digital Frontend
 - Total cost must include, installation, removal of old equipment, warranty, shipping/freight, etc.

Submission Requirements

1. **Bid Forms**- Bidders must submit the attached bid form, which shall constitute bidder's offer to contract. The bid form must be signed by a representative of the bidder that has the authority to bind respondent in legal contract.
2. **Additional Information** – Must include the following: a list of actual make and model for each instrument included in bid, how freight charges are assessed in event of partial bids being awarded to different vendors, any warranty or additional information on the equipment.
3. **SAS Proposal Forms**- The following proposals forms must be completed and included with all bids:
 - Family Relationship Disclosure
 - Iran Economic Sanctions Disclosure
 - Suspended or Debarred Vendor Form
4. **IRS W9**

All questions may be directed to Miranda Owsley, Assistant Superintendent of Finance
owsleym@salineschools.org (734) 401-4004

Terms & Conditions:

SALES TAX - Saline Area Schools is exempt from paying Michigan Sales Tax for purchase of equipment and sales tax should not be included in the bid.

BID ACCEPTANCE/REJECTION - The Board of Education reserves the right to accept or reject any or all bids or alternative bids, in whole or in part, with or without cause; to waive any informalities herein; or for reasons of establishing uniformity, to award the contract to other than the lowest bidder by the sole discretion of the Saline Area Schools. Selection may be based upon the quality of the item(s) to be supplied, its conformity with specification, suitable to the requirements of the school, delivery terms and past performance of vendor. Saline Area Schools reserves the right to award components of the bid to various vendors. Pursuant to Saline Area School Board of Education Policy 6320 and M.C.L 18.1268, preference may be provided to Michigan-based business.

LATE BIDS - Late bids will not be accepted. All late Bids will be rejected and destroyed after ten (10) days, unless otherwise notified to return to the bidder, at the bidder's expense. Bids postdated will constitute as late.

GOVERNING LAW - This contract has been executed in the state of Michigan and shall be governed by and construed under the laws of the state of Michigan. In the event of any legal action to enforce or interpret this contract, the sole and exclusive venue shall be a court of the competent jurisdiction in Washtenaw County, Michigan.

TERMINATION FOR CONVENIENCE - The District may terminate performance of this contract in whole, or in part if the district determines that a termination is in the district's interest, with a 30 "calendar" day written notice. The contractor, after receipt of a "notice of termination," shall stop work on the cancellation date specified in the notice.

The district will conduct an audit of the contractor's costs to determine reasonable costs expended to date of cancellation, or the district may determine the contractors cost based the schedule of values or exact cost of any work performed. The contractor will not be reimbursed for any anticipated profit.

TERMINATION FOR CAUSE - If either party is in default under this contract, it shall have an opportunity to cure the default within 14 business days after it is given written notice of default by the other party, specifying the nature of the default. If the default is not cured within 14 business days after notice of default has been given; the non-defaulting party shall have the right, in addition to all other remedies at law or equity, to immediately terminate this contract. Failure to complain of any action, non-action or default under this contract shall not constitute a waiver of any of the parties' rights hereunder.

The district may terminate this contract, or any part hereof, for cause in the event of any default by the contractor, or if the contractor fails to comply with any contract terms and conditions, or fails to provide the district, upon request, with adequate assurances of future performance. In the event of termination for cause, the district shall not be liable to the contractor for any amount for supplies or services not accepted, and the contractor shall be liable to the district for any and all rights and remedies provided by law. If it is determined that the district improperly terminated this contract for default, such termination shall be deemed a termination for convenience.

GUARANTEES BY THE CONTRACTOR - The contractor guarantees that all delivered material, equipment and/or service shall be as proposed. No substitutions will be accepted unless prior to delivery material/equipment has been inspected, found to be equal to the item(s) specified, and approved in

writing by a Saline Area Schools representative. That all materials, products and service offered is standard, new, latest, model of regular stock product or as required by the specifications type of equipment or furniture offered; also, that no products/materials have been submitted or applied contrary to manufacturer's recommendations and standard practice.

Saline Area Schools Bid Form: Versafire LV Digital Printing System-5 Color digital printing press (2,400 x 4,800 dpi) As specified.

This offer (bid) has been prepared after our examination of the complete request for bid, together with all related documents. The undersigned submits the following offer to enter into contract with Saline Area Schools and agrees to complete performance in accordance with this RFP:

Bidder Name: Heidelberg USA
 Address: 1000 Gutenberg dr
 Authorized Representative Name: Kip Jarrett
 Phone: 248.797.5445 Email: Kip.jarrett@heidelberg.com

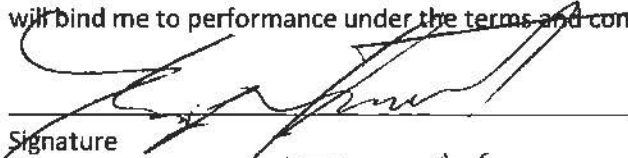
Pricing

Equipment Type (or equivalent)	Unit Price	Quantity	Total per listed quantity
Versafire LV Digital Printing System-5 Color digital printing press (2,400 x 4,800 dpi) with optional colors, White Varnish, Neon Yellow, Neon Pink, Invisible Red, Gold, Silver. Must include all specifications as listed above.	88,332-	1	88,332 USD 88,332
Licenses Model/Accessories • Version 21.0 Prinect Digital Frontend for Versafire LV press Software license for the Prinect Digital Frontend (DFE) for Versafire LV digital press. • The Versafire DFE includes professional functionality for pre-flighting, imposing, printing and inline finishing for the Versafire. The package includes three (3) cockpit licenses and three (3) portal users. Installation costs may apply and are listed separately if applicable. • Prinect PDF Toolbox • The Prinect PDF Toolbox base license provides access to separate product licenses for checking, correcting and preparing PDF documents for printing for Windows PCs and Mac. Version 21.0	Included ↓	As specified	Included ↓
3 days training for Versafire/Prinect Digital Frontend	Included	As specified	" "
Removal of old equipment	Included	As specified	" "
Shipping/Freight/Delivery	Included	All items	" "
Installation	Included	All items	" "
GRAND TOTAL	88,332-		88,332 USD

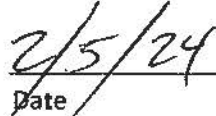
*Attach equipment bid, freight details and warranty information.

Authorized Representative Signature:

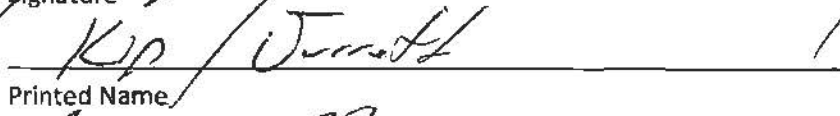
I certify that the information contained on this form is true and accurate and that the presentation of this information to Saline Area Schools represents an offer to contract and that acceptance by SAS of this offer will bind me to performance under the terms and conditions of the request for bids.



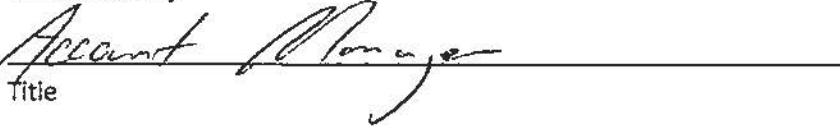
Signature



Date



Printed Name



Title

FAMILIAL RELATIONSHIP

Each Bidder shall complete, execute and submit with its Bid Proposal the following Familial Relationship Sworn Statement.

SWORN STATEMENT

Date: 2/5/24

School District: Saline Area Schools

Project: Digital Bus Bid

I/we disclose below any familial relationship that exists between the Owner or any employee of Bidder and any member of the Board of Education, Board of Directors or the Superintendent of Saline Area Schools.

Familial Relationships: None Listed Below

Bidder Employee/Position	Relationship	School District Associate/Position
_____	_____	_____
_____	_____	_____
_____	_____	_____

Heidelberg
(Company Name)

Subscribed and sworn to before me

By: [Signature]
(Authorized Signer)

this 6 day of February year 2024

Kep J. ...
(Print/Type Name and Title of Signer)

Betty Jahns
(Signature of Notary Public)

7-10-2027
My Commission Expires

Washtenaw
County of

IRAN ECONOMIC SANCTION ACT 517 OF 2012

On December 28, 2012, Governor Snyder signed Public Act 517 of 2012, commonly known as the "Iran Economic Sanctions Act" (the "Act"). The Act provides that beginning April 1, 2013 an "Iran Linked Business" is not eligible to submit a bid on a request for proposal with a "public entity". Under the Act, a "public entity" includes school districts and intermediate school districts. The Act also requires that a person that submits a bid in response to a public entity's request for proposal must certify to the public entity that it is not an Iran Linked Business. This requirement applies to all requests for proposals issued by a public entity, and not just to construction projects.

The Act defines an Iran Linked Business as: 1) a person engaging in investment activities in the energy sector of Iran, including a person that provides oil or liquefied natural gas tankers or products used to construct or maintain pipelines used to transport oil or liquefied natural gas for the energy sector of Iran; or 2) a financial institution that extends credit to another person if that person will use the credit to engage in investment activities in the energy sector of Iran.

If the public entity determines, using credible information available to the public, that a person or entity has submitted a false certification, the public entity must provide written notice of the person or entity of its determination and of its intent not to enter into or renew the contract. The notice must include information on how to contest the determination. The notice must also specify that the individual or entity may become eligible for future contracts with the public entity if the activities that caused it to be an Iran Linked Business are ceased.

The Attorney General may bring a civil action against any individual or entity reported to have submitted a false certification. If the civil action results in a finding that certification was false, the person or entity will be responsible for a civil penalty of not more than \$250,000.00 or two times the amount of the contract for which the false certification was made, whichever is greater. In addition to the fine the individual or entity will be responsible for the cost and reasonable attorney fees incurred by the public entity. An individual or entity who has submitted a false certification will be ineligible to bid on a request for proposal for 3 years from the date the certification was determined to be false.

IRAN ECONOMIC SANCTION ACT 517 OF 2012
BIDDER CERTIFICATION FORM

Beginning April 1, 2013, an Iran linked business is not eligible to submit a bid on a request for proposal with a public entity.

Beginning April 1, 2013, a public entity shall require a person that submits a bid on a request for proposal with the public entity to certify that it is not an Iran linked business.

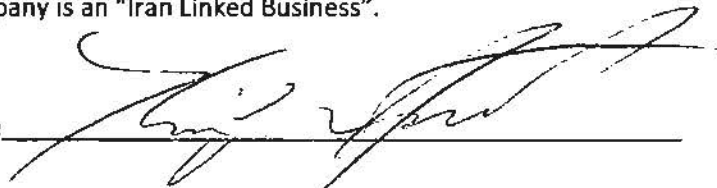
Pursuant to Michigan law, (the Iran Economic Sanctions Act, 2012 PA 517, MCL 129.311 et seq.), before accepting any bid or proposal, or entering into any contract for goods or services with a prospective Contractor, the contractor must first certify that it is not an "IRAN LINKED BUSINESS", as defined by law.

Each contractor submitting a bid on this project shall include a letter with their bid certifying that they have full knowledge of the requirements and possible penalties under the law MCL 129.311 et seq. that the Contractor is NOT an "IRAN LINKED BUSINESS", as required by MCL 129.311 et seq., and as such that Contractor is legally eligible to submit a bid and be considered for a possible contract to supply goods and/or services to Saline Area Schools.

I certify that I am a duly authorized representative of Herdeberg and
(Name of Company)

Confirm that neither I nor the company is an "Iran Linked Business".

Company Representative Signature



Company Representative Printed/Typed Name

Kip Turrett

Date

2/5/24

Suspended or Debarred Vendor

The undersigned, the owner or authorized officer of Heidelberg (the "Bidder") hereby certifies and affirms that it and its principals are not debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal department or agency from doing business with the Federal Government.

Information regarding whether or not a business is suspended or debarred is available at the Federal System for Award Management website (www.sam.gov).

Bidder Name: Heidelberg

Bidder EIN #: 11-3136705

By: Kip Jarrett

Authorized Representative Name: Kip Jarrett

Its: Operations

Date: 2/5/24

Heidelberg
(Company Name)

Subscribed and sworn to before me

By: Kip Jarrett
(Authorized Signer)

this 6 day of February year 2024

Kip Jarrett Account Manager
(Print/Type Name and Title of Signer)

Betty Jahnke
(Signature of Notary Public)

7-10-2027
My Commission Expires

Washtenaw
County of

Request for Taxpayer Identification Number and Certification

Give Form to the
 requester. Do not
 send to the IRS.

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type. See Specific Instructions on page 3.	1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Heldelberg USA, Inc	
	2 Business name/disregarded entity name, if different from above	
	3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____ Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) ▶ _____	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) <u>5</u> Exemption from FATCA reporting code (if any) _____ (Applies to accounts maintained outside the U.S.)
	5 Address (number, street, and apt. or suite no.) See instructions. 1000 Gutenberg Drive	Requester's name and address (optional)
	6 City, state, and ZIP code Kennesaw GA 30144	
	7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number													
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OR													
Employer identification number													
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6	7	0	5										

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ▶	Date ▶ <u>1/5/2024</u>
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

HEIDELBERG

Heidelberg USA, Inc.
1000 Gutenberg Drive
Kennesaw, GA 30144

Phone (770) 419-6500
Fax (770) 419-6912

January 10, 2024

Saline High School
1300 Campus Parkway
Saline, Michigan 48176

Re: Only Factory Authorized Provider of Prinect Digital Frontend software

To Whom It May Concern:

Heidelberg USA, Inc. is the only factory authorized provider in the United States of new Heidelberg Prinect Digital Frontend software. Prinect helps automate workflow from prepress to postpress. Heidelberg USA, Inc. is the only authorized provider of service and support for this software. This software drives a Versafire press.

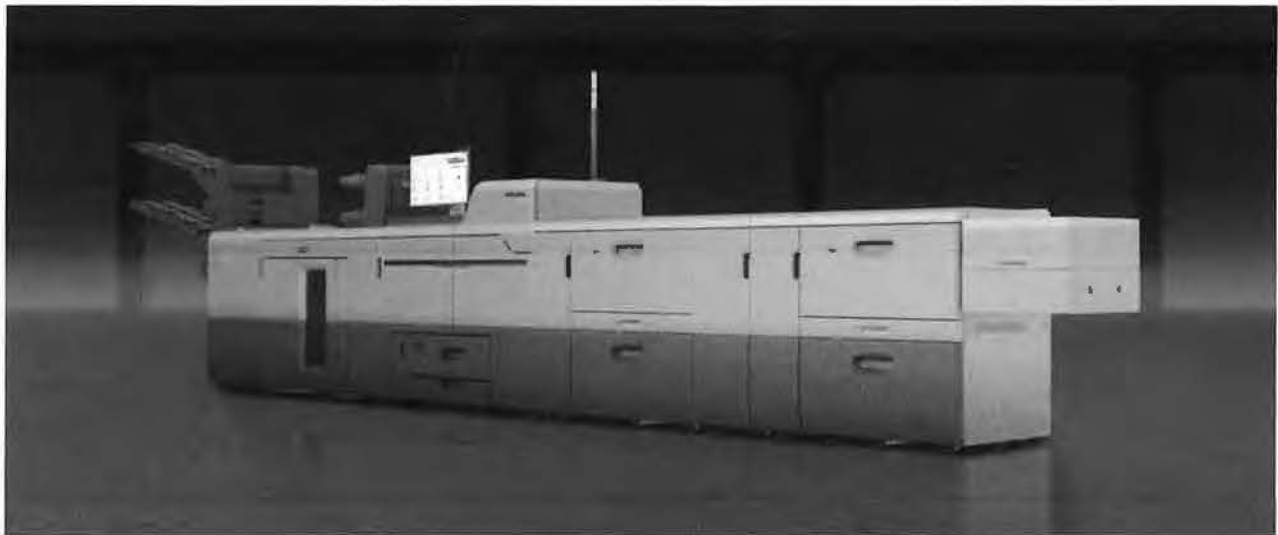
Thank you for allowing Heidelberg USA, Inc. the opportunity to be of service to your organization.

Sincerely,

William Murphy

William Murphy
Vice President, Operations and Remarketed Equipment
(770) 419-6613
bill.murphy@heidelberg.com

Application variety and embellishment. **Versafire LV.**

**Key features at a glance**

- High throughput of up to 2,850 11 × 17 in. sheets/hour or 95 letter sheets/minute (simplex)
- New applications with white, clear varnish, neon yellow, neon pink, invisible red, gold, or silver toner.
- Automatic inline registration and calibration
- Swappable fifth color to print white, gold, or silver first
- Fine detail reproduction with 2,400 × 4,800 dpi with low-temperature/high-gamut toner
- Wide media flexibility up to 470 gsm
- Consistent production speed even with thick or textured media
- Large-format duplex banner printing up to 330 × 960 mm (12.99 × 37.8 in)
- High availability due to tray capacity of max. 14,700 sheets
- Printing-on-demand with optional inline finishing solutions

Output security

Deciding whether to print a job on a digital device or with offset is not always easy. The Prinect® Digital Frontend (DFE) controller ensures both full flexibility and consistency. The same PDF interpreter and color engines are used for output to the computer-to-plate system (e.g. Suprasetter® from HEIDELBERG®) and the Versafire® when using the Prinect workflow system.

For more information visit:

➔ heidelberg.com/versafire

Or contact your HEIDELBERG Digital Specialist at:

➔ info@heidelberg.com

Technical data.

Versafire LV.

Features	Versafire LV
Engine	2,400 × 4,800 dpi CMYK + optional white, clear varnish, neon yellow, neon pink, invisible red, gold, silver Matte wax-based PxF™ toner Automatic inline registration and calibration Vacuum suction feeder (optional) Media identification unit Enhanced toner transfer system (AC/DC) 21.5-inch touchscreen Capacity of up to 14,700 sheets
Controller	Prinect Digital Frontend or EFI Fiery N-50/70
Media format min. width × length	100 × 140 mm (3.94 × 5.51 in), duplex
Media format max. width × length	330 × 960 mm (12.99 × 37.8 in), duplex 330 × 1260 mm (12.99 × 49.61 in), simplex with multi bypass tray
Printing speed (independent of material thickness)	2,850 11 × 17 in. sheets/hour or 95 Letter pages/minute (simplex) 2,550 11 × 17 in. sheets/hour or 85 Letter pages/minute (simplex)
Print material*	Plain paper, coated paper (gloss and matte), recycled paper, pre-printed offset, letterhead, pre-punched, tab stock, OHP (transparency), translucent paper, envelope, textured paper, metallized, synthetic, water-resistant, magnetic or label (adhesive) substrates, NCR (carbon copy)
Grammage	40 – 470 gsm (duplex)
Average monthly print volume	Up to 120,000 11 × 17 in. sheets/month (simplex)
Weight	Max. 600 kg (engine)
Dimensions (W × D × H)	1,320 × 910 × 1,218 mm (51.97 × 35.83 × 47.95 in)
Power consumption	< 5,000 watts
Options	Up to 3 large-capacity trays, cover interposer, multi-folding unit, perfect binder, ring binder, booklet finisher and trimmer, high-capacity stacker

Please note: Not all media approved – please refer to the latest media qualification list.

Heidelberg USA, Inc.
1000 Gutenberg Drive
Kennesaw, Georgia 30144
Phone +1 (800) 437-7388
info@heidelberg.com
Further details at:
heidelberg.com/us

**Heidelberg Canada Graphic
Equipment Limited.**
5900 Keaton Crescent
Mississauga, Ontario L5R 3K2
Phone +1 (800) 363-4800
ca.customerservice@heidelberg.com
Further details at:
heidelberg.com/ca

Trademarks
HEIDELBERG, the HEIDELBERG logotype,
Prinect, Suprasetter, and Versafire are registered
trademarks of Heidelberger Druckmaschinen AG in
the U.S. and other countries. All other trademarks
are property of their respective owners.

Version Oct 2023

Saline High School
SWWC
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Saline MI 48176

Heidelberg USA, Inc.

1000 Gutenberg Drive
Kennesaw, Georgia 30144
Phone 770-419-6500
Toll Free 800-437-7388
www.us.heidelberg.com

Kip Jarrett
248-797-5445

01/16/2024

Quotation No. 1153212512

(This quotation is valid until February 29, 2024)

We thank you for your inquiry and have pleasure in submitting our official quotation for the supply of:

**Versafire LV85 w/ 5th color and the Heidelberg Prinect DFE
Digital Printing System**

Contents

- General Descriptions
- Additional Information
- Additional Conditions
- Order Form
- Terms and Conditions

The corresponding documentation is attached for your information. We look forward to discussing this proposal in detail.

Should you have further questions, please do not hesitate to call me at 248-797-5445.

Yours sincerely,

Kip Jarrett
Account Manager
Heidelberg USA, Inc.

General Descriptions

1. Versafire LV

	Model/Accessory
1	Versafire LV

1.1 Versafire LV

	Model/Accessory
	Versafire LV 85/min, 5C – field upgradable to LV 95/min
	Versafire LV 85 LTR/min or 3000 11 x 17 sheets/hr simplex, 5th color enabled
	Versafire LV upgrade from 4 colors to 5 colors
	5th color exchange kit required from the 2nd special color for each additional color (should always be ordered together with 1 TCRU/ORU Set-C per color)
	Interchange Kit for Black with special color possibility to interchange position of Black with 5th color in order to print 5th color first, then CMYK
	Permanent Activation Plan activation to enable 5th color capability - permanent
	Service to activate/deactivate 5th color

1.2 Controller

	Model/Accessory
	Prinect Digital Frontend LV PC Hardware for Prinect Digital Frontend for Versafire LV; incl. interface card and cables (5 m crossover CAT6); I7 CPU, 512 SSD, 1 TB HDD, 64 GB RAM (monitor min. 1920 x 1080 px, video cable and 1 x Cat6 LAN cable required)
	Special Color Kit for Prinect DFE and Fiery controller to rip 5th color

1.3 Feeder

	Model/Accessory
	Vacuum Feeder Banner Extension 700 mm up to 800 sheets, 52 up to 470 gsm (> 487,8 mm max, 300 gsm)
	Vacuum Feeder RT5150 A3 large Capacity Tray with Vacuum Feeder; two trays, capacity up to 4,400 sheets (80 gsm)

1.4 Finishing

	Model/Accessory
	Output Tray for Banner Sheet Type mechanical support for long sheets (banner)
	Standard Finisher SR5110 up to 3,000 sheets capacity (80 gsm). Stapling up to 100 sheets with automatic shortening of staples. Optional punch system

1.5 Miscellaneous

Model/Accessory	
	TCRU/ORU (Set A) Trained Customer Replaceable Unit spare parts to increase uptime includes infeed-, transfer- and paper-separation-rollers, charging unit, drum cleaning unit, photoconductor drum (OPC); transfer belt cleaning unit and paper transport unit (PTR). TCRU/ORU training required and provided!
	TCRU/ORU (Set B) Trained Customer Replaceable Unit, one entire fusing unit
	TCRU/ORU (Set C) Trained Customer Replaceable Unit, photoconductor drum for 5th color model; incl. charging and drum cleaning unit
	TCRU/ORU (Set D) Trained Customer Replaceable Unit, fuser cleaning web and fuser belt smoothing roller
	Power Filter with Inrush, Surge and Noise Protection 120V/15A
2	Innovolt Power Filter with Premium Inrush, Surge, and Noise Protection 208/240V/20A
2	Waste toner bottle
	Versafire Brand Plaque
	Versafire Developer White
	Versafire Developer Clear

1.6 Other products and benefits

Model/Accessory	
1	Dell 24" Monitor 3000157B04491
1	Belkin 10ft High Speed HDMI
1	Dell Wired Mouse MS3220 & Keyboard KB216
1	Versafire EV/LV Toner White
1	Versafire EV/LV Toner Clear

2. Prinect Versafire DFE

Model/Accessory	
1	Prinect Versafire DFE 3 months warranty: Parts and Labor (server)

2.1 Licenses

Model/Accessory	
	Version 21.0 Prinect Digital Frontend for Versafire LV press Software license for the Prinect Digital Frontend (DFE) for Versafire LV digital press. The Versafire DFE includes professional functionality for preflighting, imposing, printing and inline finishing for the Versafire. The package includes three (3) cockpit licenses and three (3) portal user.

2.2

Model/Accessory

Fifth Color Pack

Extends an existing Digital Frontend with a fifth Color Pack by enabling all workflow features needed to print the fifth color

Digital Print Cockpit

Production control and tracking for the production on the Versafire Digital Print System, from prepress to print and inline finishing.

3. Prinect PDF Toolbox

Model/Accessory

1 Prinect PDF Toolbox

3.1 Licenses

Model/Accessory

Prinect PDF Toolbox

The Prinect PDF Toolbox base license provides access to separate product licenses for checking, correcting and preparing PDF documents for printing for Windows PCs and Mac.

Version 21.0

3.2

Model/Accessory

PDF Assistant PLUS

contains the PDF Toolbox components

- PDF Assistant - Group of separate powerful tools to check and correct PDF documents for an error-free print production process (preflight, page geometry, montage, register, PDF Compare)
 - Object Editor - Display and change objects in PDF documents
 - Barcode & VDP Editor - Generation and correction of multiple identification and production bar codes directly in a PDF document and Generation of simple PDF/VT documents out of a static PDF template combined with a CSV file as data source.
 - Coating Editor - Interactive generation of varnish forms on PDF documents
-

Delivered, to your premises for the sum of:

Includes rigging, delivery, installation, training along with removal of Heidelberg Versafire CV Trade Machine S#X448L301646

Gross sales price	98,332.00 USD
Less Trade-In (Heidelberg Versafire CV Machine S#X448L301646)	- 10,000.00 USD
Total sales price	88,332.00 USD

Prices do not include local and state sales tax.

Please find the current software and hardware requirements for the above mentioned Prinect configuration under <http://www.heidelberg.com/prinectsystemrequirements>

Additional Provisions/Notes

- Service Click Rate includes: service, travel, parts, labor and CMYK Toner
- Fixed Click Rate for 60 months, details on Digital Service Contract 1153212512
- Includes toner and all TCRU's including developer material, Waste toner bottles, matte fuser belt and staple cartridge supplies purchased separately. Sheet sizes larger than 13"x19.2" and up to 13x27.5" will be counted as 2 clicks.
- On Versafire EV – White, Clear, Neon Yellow, Neon Pink, Silver, Gold will incur no additional clicks, but toner is sold separately through Heidelberg Consumables (List Price \$500-\$ 870/bottle)

Additional Information

Versafire LV

Versafire LV

Heidelberg Versafire LV is a true champion when it comes to flexibility and application range.

The optional 5th color station, automatic inline calibration as well as long format printing up to 1260 mm length make it a perfect match for print professionals. A high resolution combined with the accurate and automatic inline register round up the excellent quality printing results.

The Versafire LV will reach its full potential when connected to a Heidelberg Prinect Digital Frontend.

The operation is as flexible and intuitive as the machine, providing top performance when it comes to process speed. The Prinect Digital Frontend can be easily integrated into an existing Prinect Production Manager Workflow to unleash greatest flexibility.

Key features at a glance:

- 4 or optionally 5 colors (upgradeable)
- 21,5" Touch-Screen
- 2,940 A3 sheets/hour or 85 A4 pages/minute simplex (upgradeable)
- Optional 3,180 A3 sheets/hour or 95 A4 pages/minute simplex
- Special Applications with toner: white, varnish, neon yellow or pink and invisible red toner, gold, silver
- Optional color change tool to print white before CMYK
- Automatic inline calibration
- 2 CCD Contact Image Sensors for an automatic & precise front to back register
- 2,400 × 4,800 dpi resolution
- Duplex banner printing (330 x 960 mm); simplex up to 1260 mm length
- Prinect Workflow Integration with the Prinect Digital Frontend
- Wide media flexibility from 40 up to 470 g/m²
- Print-On-Demand with optional inline finishing solutions
- Large production volume thanks to a loading capacity of max. 16,200 sheets

Functions	Versafire LV
Engine	2,400 × 4,800 dpi CMYK + optional white, varnish, neon yellow, neon pink, invisible red, gold, silver Wax-based PXP toner Automatic inline register & calibration Vacuum suction feeder Media Identification Unit Advanced Toner Transfer System (AC/DV) 21,5" touch screen up to 14,700 sheets capacity
Controller	Prinect Digital Frontend or Fiery N-50A or N-70A
Media Format min. width × length Media Format max. width × length	100 × 140 mm (3.94 × 5.51 in), duplex 330 × 1030 mm (12.99 × 27.55 in), duplex 330 × 1260 mm (12.99 × 49.61 in), simplex
Print Speed (independent material thickness)	3,180 A3 sheets/hour or 95 A4 pages/minute (simplex) optional 2,940 A3 sheets/hour or 85 A4 pages/minute (simplex)
Print Material*	Plain paper, coated paper (gloss & matt) recycled paper, pre-printed offset, letterhead, pre-punched, Tab Stock, OHP (Transparency), translucent paper, envelope, textured paper, metallic, synthetic, water-resistant, magnetic or label (adhesive) substrates, NCR (carbon copy)
Grammage	40 – 470 g/m ²
Average Monthly Print Volume	up to 120,000 A3 sheets/month (simplex)
Weight	max. 600 kg (engine)
Dimension (W × D × H)	1,320 × 910 × 1,218 mm (52 × 36 × 48 in)
Power Demand	< 5.000 Watt
Options	up to 3 large capacity trays, cover interposer, multi folding unit, perfect binder, ring binder, booklet finisher & trimmer, high capacity stacker

* Not all media approved – please refer to the latest media qualification list.
Subject to technical modifications and other changes.

Prinect Versafire DFE

Prinect Digital Frontend

Prinect PDF Toolbox

Prinect PDF Toolbox

Test and correction software for preparing PDF documents for output

Additional Conditions

Digital

1. Conditions

This quotation is valid for thirty (30) days. This quotation/proposal is subject to the Terms and Conditions of Sale of Heidelberg USA, Inc., which are attached, and are a part of this proposal. The Terms and Conditions of Sale will control if there is any discrepancy between any part or parts of this quotation/proposal and the Terms and Conditions of Sale.

2. Prices

All published prices are FOB Shipping Point and subject to change without notice. State and/or local taxes are additional, where applicable. Heidelberg USA will carry insurance on equipment until delivered to customer floor and through installation.

The price of the equipment ordered herein includes services of a supervising installer and instructor, all standard equipment, standard motor equipment and standard training following the completion of installation. Consecutive days of training commence immediately at the completion of the machine installation, for day shift Monday – Friday. Additional instruction, weekend and additional shifts will be billed at the then current service rates.

Any destination charges, electrical hook-up and all non-assembly expenses are at the cost of the buyer. It is the buyer's responsibility to provide access to installation site, a suitable foundation and adequate electric power supply.

3. Payment Terms for Cash

40% down payment Due with order
40% Due upon Notification of Shipment from Factory
20% Due 30 days from the date of delivery

Note: Financing options are presented for budgetary purposes. Final lease pricing and terms are subject to receipt of a HUS Credit Application and approval by the lender and lease rates at equipment acceptance.

4. Installation Commissioning / Training:

An instructor will assist your qualified Operator in the operation and maintenance of the machine. Training sold in conjunction with equipment must be completed within twelve (12) months or it will expire. Additional training, chargeable at our normal daily/hourly rates, may be arranged with our Sales Department.

Service and Parts

Qualified factory trained Service Representatives and Parts Service are available nationwide. Our toll free number is 1-800-437-7388. After Hours Technical Assistance Hotline call (770) 419-6675.

THIS QUOTATION IS SUBJECT TO CHANGE WITHOUT NOTICE

Order Form

Customer / Account

Saline High School SWWC
Company

1300 Campus Parkway Saline MI 48176
Street Address City County State Zip Code

Please supply equipment and specified accessories as set out in quotation No. 1153212512 dated 01/08/2024

New Versafire LV.

Cash price * \$98,332.00 Less T/I Allowance of \$10,000.00 Plus Payoff (if any) \$ N/A Net Sell Price: \$88,332.00

*Price Clause: See our Standard Terms and Conditions. Taxes will be calculated and itemized separately and are not included in the cash price.

Initial Payment of \$ 35,332.80 covering the deposit is attached ___ or to be forwarded within ___ 5 ___ days

Payment of \$ 35,332.80 due upon Notification of Shipment from Factory

Payment of \$ 17,666.40 due 30 days from the date of delivery

Trade-in Make: Heidelberg Versafire Model: CV Serial #: X448L301646

Trade Removal (if applicable): Before ___ During X After ___ Installation of new equipment.

Installation Address (If different from above) _____

Contact Adam Rodriguez Telephone Number 734.649.8981

Requested Installation Date _____

Special Instructions: _____

Debtor is a (check one):

- Corporation or Limited Liability Company or
- Limited Partnership or Limited Liability Partnership

Please provide:

State of Incorporation, Formation or Organization

- General Partnership or
- Other Business Organization

Please provide:

Address of Chief Executive Office
Street, City, State, Postal Code)

- Individual or Sole Proprietorship

Please provide:

Social Security Number

Upon signature of the parties below, the parties enter into a firm and binding contract for the purchase of Equipment, and other goods and services as set forth in Quotation No. 1153212512 which is hereby incorporated by reference in its entirety, including all terms and conditions.

Buyer/Debtor: _____

Name of individual, corporation or partnership

Signature: _____

Duly authorized on behalf of the buyer

Date: _____

Name of Signatory: _____

Title: _____

If corporation, give official title.
If owner or partner, state which

Seller/Secured Party:

Heidelberg USA, Inc.
1000 Gutenberg Drive
Kennesaw, GA 30144

Signature: _____

Name of Signatory: _____
To Be Signed by Heidelberg Corporate Officer

Date: 2/5/24

Title: Operations Manager

HEIDELBERG TERMS AND CONDITIONS (effective September 2022)

THIS CONTRACT SHALL BE GOVERNED AND ENFORCED BY THE LAWS OF THE STATE OF GEORGIA

The Buyer, meaning all buyers jointly and severally (referred to in this Contract as "Buyer" or "You"), has been quoted a cash price and hereby purchases from the Seller (also referred to in this Contract as "Heidelberg "Seller") on the terms set forth in this Contract and to secure payment of the purchase price hereby grants to Seller (a security interest in the Equipment described on this first page of this Contract, together with all attachments, replacements, substitutions, additions and proceeds. Seller is authorized to insert serial numbers, initial due date of installments and any other applicable date. All orders are subject to availability.

The Buyer agrees that this Contract secures the payment and performance obligations of Buyer regarding the Equipment (also referred to in this Contract as the "collateral") and the payment by Buyer of its obligations under all its agreements with Seller, as well as payment of any and all sums now, heretofore or hereafter owing to Seller by Buyer, whether or not evidenced by any note or other instrument and whether or not for the payment of money, due or to become due, now existing or hereafter arising.

WARRANTY: Seller warrants to the original Buyer named herein the equipment purchased by Buyer in this Contract as follows:

1. PRESS, PREPRESS, AND FINISHING/BINDERY EQUIPMENT:

New press and finishing equipment is warranted against defective parts or workmanship for one (1) year from date of delivery and service labor will be provided free of charge for six (6) months from date of delivery. Prepress equipment is warranted against defects in parts and workmanship for ninety (90) days after its delivery.

The foregoing warranty is subject to proper operation, lubrication and maintenance of Equipment as outlined in the operating manual supplied by the manufacturer with said Equipment and may not apply if the Equipment has been abused, or modified or if the Equipment is interfered with or damaged by causes external to the Equipment, such as

vandalism, accident, power surges or acts of God. Buyer may not impair safety by removing guards and/or safety interlocks. Seller's sole obligation under the warranty is, at its option, to replace, repair or correct any defective parts or workmanship, or to remove the equipment at its own expense, making refund of any payments made by Buyer, less depreciation, where it appears to Seller's satisfaction that the defect was present at the time of delivery of the equipment. Buyer waives any right, extending beyond the foregoing warranty, to claim for negligence by Seller in design, material, workmanship or installation. Heidelberg software provides drivers for many different proofing engines. Heidelberg does not support proofing devices other than those sold by Heidelberg utilizing Saphira Proofing Paper and Prinect Profile Toolbox. If other proofers are used then Heidelberg will provide training of the color management software only.

2. USED EQUIPMENT: Unless otherwise agreed in writing signed by both parties, all used equipment is sold to Buyer AS IS WHERE IS with all faults, unless otherwise indicated. If said equipment is not in possession of Seller at this date, it is sold subject to Seller's obtaining possession of the equipment and title thereto.

3. OTHER EQUIPMENT: All equipment, components, accessories and parts not manufactured by Heidelberg or Polar carry the warranty of the manufacturer only.

EXCEPT AS STATED ABOVE, THERE ARE NO WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY ORAL OR WRITTEN REPRESENTATIONS, THAT EXTEND BEYOND THE DESCRIPTION OF THE EQUIPMENT ON THE FACE OF THIS CONTRACT. SELLER EXPRESSLY DISCLAIMS ANY WARRANTY, EXPRESS OR IMPLIED, THAT THE EQUIPMENT SOLD HEREUNDER IS MERCHANTABLE, OR FIT FOR ANY PARTICULAR PURPOSE. THE STATED EXPRESS WARRANTY IS IN LIEU OF ALL LIABILITIES OR OBLIGATIONS OF SELLER FOR DAMAGES ARISING OUT OF OR IN CONNECTION WITH THE DELIVERY, USE OR

PERFORMANCE OF THE EQUIPMENT AND ANY SOFTWARE.

SOFTWARE LICENSE: Software supplied with or for the equipment shall remain the property of the Seller. The Seller hereby grants the Buyer a royalty-free, non-exclusive, non-transferable license to use such software for the sole purpose of operating the equipment supplied pursuant to this Contract. Buyer will not modify or reverse engineer the software or disclose or deliver the software to any third party. If Buyer sells or transfers the equipment, it shall return such software and all copies thereof to Seller, unless such transferee agrees, in writing, to be bound by the provisions hereof. Buyer and transferee shall provide such written agreement to the Seller prior to the transfer of the equipment. If software is delivered subject to a self-contained, click-on, or shrink wrap license, the terms of that license will govern.

HEIDELBERG REMOTE SERVICE:

After the installation of the equipment and connection to the Heidelberg Remote Services System, the equipment transmits data at regular intervals. Such data are used by Seller and Heidelberger Druckmaschinen AG for purposes of trouble shooting and failure analysis in case of malfunctions, continuous quality improvement of the equipment, and for customer relationship management.

The data include in particular machine or device specific technical data such as software versions, totalizing counter, licences, machine configuration and technical job data like paper format, printing speed and number of waste sheets. Business related job data and personal data are not transmitted. The Buyer expressly consents by placing the order to the data collection, transfer, saving and use of the data by Seller, Heidelberger Druckmaschinen AG and its affiliated companies.

TRADE-IN EQUIPMENT: Trade-in allowance is subject to confirmation after inspection by a Heidelberg appointed mechanic. Heidelberg reserves the right to re-inspect the trade-in equipment at any time up until delivery of new equipment, to assure it is in the same

condition as it was at date of order. Should any damage have been incurred, beyond normal wear and tear, this equipment will be subject to re-evaluation of trade-in allowance by Heidelberg.

Buyer represents and warrants to Seller that it is the lawful owner of the trade-in equipment, that it has good and marketable title thereto, free and clear of all liens, encumbrances and charges, that it has the legal right to sell and transfer said equipment and that it will defend, at its own cost and expense, indemnify and hold Seller harmless from any and all claims, demands or causes of action of any person in respect thereof.

VARIATIONS IN PRODUCTION: The speed or production rate which the Buyer is able to obtain with the equipment depends on a number of variables not under Seller's control including, but not limited to, operator skill, equipment maintenance, the nature of the desired product, the ink, paper, film, and other materials used, ambient conditions, and the specific manner in which Buyer uses the equipment. The Seller cannot and does not make any representations or warranty concerning the speed at which Buyer will be able to operate the equipment or the amount of waste produced or volume or quality of production that Buyer will achieve with the equipment. Furthermore, Seller is not responsible for and shall not provide, directly or indirectly, parts or service of any kind to third party equipment included in and arranged for in this agreement at Buyer's specific request.

LIMITATION OF LIABILITY:

BUYER IS EXPRESSLY NOTIFIED AND HEREBY AGREES THAT SELLER'S LIABILITY AS TO ANY CLAIMS ARISING OUT OF OR IN CONNECTION WITH THIS CONTRACT OR THE SUBJECT MATTER THEREOF, INCLUDING ANY CLAIMS OF MISREPRESENTATION, SHALL IN NO EVENT INCLUDE ANY LOSS OF ANTICIPATED PROFITS, COSTS OF COVER, LOST DATA, FAILURE TO REALIZE EXPECTED SAVINGS, OR CONSEQUENTIAL DAMAGES.

TAXES: Prices on the equipment specified herein are exclusive of all City, State, and Federal excise taxes, including, without limitation, taxes on manufacture, sales, receipts, gross

income, occupation, use, and similar taxes, are exclusive of VAT and all customs duties and fees if applicable. Buyer agrees to pay such taxes directly or reimburse Seller for all such taxes, whether imposed on Buyer, required to be collected by Seller or imposed on the equipment or on Seller in connection with this sale. Whenever applicable, such tax or taxes will be added to the invoice as a separate charge or invoiced separately. Buyer agrees to pay all personal property taxes that may be levied against the equipment described herein.

INDEMNITY: Buyer is responsible to provide a safe workplace and facility for employees and third parties. To the extent that personal injury or property damage occurs as a result of the Buyer's failure to operate or maintain the workplace or the equipment in accordance with all applicable safety laws, rules and regulations, industry standards, Seller's instructions and recommended methods and procedures, or as a result of the change, removal or defeat of guards, safety devices or software provided by the Seller or others, or in connection with third party equipment included in this contract, Buyer will defend and indemnify Seller and its employees, agents, successors, assigns and affiliates from all liability, claims, costs or damages arising therefrom. Seller claims any right of indemnification for losses caused by abuse or misuse of the equipment established by applicable law.

DELIVERY; FORCE MAJEURE:

If Seller's supplier fails to timely and correctly deliver the equipment covered hereby, Seller shall immediately notify Buyer of the event and return to Buyer any down payment which Seller is holding hereunder. Upon Seller's return of any down payment, Seller's obligations to Buyer under this Contract and any related agreement will automatically terminate with respect to such equipment.

In addition to any excuse provided by applicable law, Seller shall be excused from liability for non-delivery or delay in delivery or other non-performance arising from any events beyond Seller's control, whether or not they were foreseeable by either party entering into this Contract, specifically including labor disturbances, wars, fires, accidents, adverse weather,

inability to secure transportation, governmental acts or regulations, inability to obtain delivery of subject equipment from Seller's supplier, and other causes or events beyond Seller's control, whether or not similar to those included above.

PRICE ADJUSTMENT: It is agreed between the parties that the prices or terms applying to the sale of the equipment herein may, by written notice, be revised by Seller at any time prior to, but not later than, the date of shipment of the equipment. Buyer shall give to Seller a notice in writing accepting the said new price or cancelling this Contract, within ten (10) days after the date of the notice of revision of prices or terms.

ACCEPTANCE OF

CONTRACT/ORDER: This Contract is binding on Seller only after acceptance at Seller's home office in Georgia by an officer of Seller. Use by Seller of any payments made by Buyer prior to shipment shall not constitute acceptance by Seller. Deposits are non-refundable in whole or in part if Buyer cancels this Contract prior to delivery.

Notwithstanding the foregoing, Seller shall be entitled to revoke its acceptance hereof without any liability whatsoever to Buyer if, at any time prior to the shipment of the equipment covered hereby, Seller becomes aware of (a) a material adverse change in the financial position of Buyer which would, in Seller's opinion, affect Buyer's ability to perform its obligations hereunder, or (b) the inability to obtain delivery of subject equipment from Seller's supplier. Seller's sole obligation in either event shall be to return to Buyer any down payment which Seller is holding hereunder.

This Contract, when so accepted, shall be the complete and exclusive statement of all the terms of the agreement negotiated between Buyer and Seller and supersedes all previous, estimates or proposals exchanged between the parties. This Contract shall not be varied, supplemented, qualified or interpreted by any course of dealing between the parties or by any usage of trade, or any representation made by either party, whether written or verbal.

TITLE AND RISK OF LOSS: Buyer warrants and agrees: Except for the security interest granted hereby the

collateral is free from and will be kept free from any lien, security interest or encumbrance; that no financing statement covering the collateral or any proceeds thereof is on file; that, notwithstanding Seller's claims to proceeds, Buyer will not dispose of any of the collateral or any interest therein or remove any thereof from the aforesaid location without the prior written consent of Seller; to defend at Buyer's own cost any action, proceedings or claim affecting the collateral; to pay, after default, all delinquency, collection and other charges permitted by law; to pay reasonable attorneys' fees and other expenses incurred by the Seller in enforcing its rights after Buyer's default; all attachments, accessories and parts shall become part of the equipment by accession.

Title to the equipment and risk of loss to the equipment passes to Buyer when Seller delivers the equipment to the FOB point. Seller will arrange for freight and rigging and will provide transit insurance while the equipment is in transit to Buyer.

Buyer will procure forthwith and maintain "All Risk" property insurance on the collateral for the full replacement cost of the equipment until payment in full plus such other insurance as Seller may specify. If Buyer fails to maintain the policies or certificates of insurance as required hereunder, upon prior written notice to Buyer of Buyer's failure to provide evidence of such insurance, Seller may, at its option but without obligation to do so, procure such insurance at Buyer's sole cost and expense. All costs associated with the placement of such insurance will be payable by Buyer monthly, together with any unpaid balance under the Contract. Seller's election to procure such insurance as described above, will not relieve Buyer of its obligations regarding insurance under the Contract.

If permitted by law, Buyer hereby authorizes Seller, from time to time, to file a financing statement or financing statements describing the collateral and containing any other information required by law for the sufficiency or filing office acceptance thereof, including without limitation, any requirements of law contained in any revision to Article 9 of the Uniform Commercial Code as the same may have been adopted in the State where the filing is to be accomplished. Such information may

include Buyer's social security number, Federal Tax ID number or other organizational ID number. Buyer shall not file a termination statement for any such financing statement filing without Seller's prior written authorization.

DEFAULT AND REMEDIES: Time is of the essence as to payment; If any of Buyer's obligations to Seller in this Contract or in any other agreement with Seller not be paid promptly when due, or if Buyer becomes insolvent or ceases to do business as a going concern, or if a petition in bankruptcy or for an arrangement or reorganization be filed by or against Buyer and if such petition, if filed against Buyer, is not dismissed within 30 days, or if any property of Buyer be attached and such attachment is not removed within 30 days, or if a receiver be appointed for Buyer or on the death, incompetence, dissolution, termination of existence, any change in corporate structure or controlling ownership of business, failure of Buyer, or if Buyer breaches any provision hereof, Buyer shall be in default hereunder and all unpaid installments shall at Seller's option become immediately due and payable and thereafter interest shall accrue and be payable on the entire balance due at the rate evidenced in the Payment Terms if not prohibited by law. Upon Buyer's default Seller shall have all the rights and remedies of a Seller under the Uniform Commercial Code and any other applicable laws. Seller may require Buyer to assemble the collateral and return it to Seller at a place to be designated by Seller which is reasonably convenient to both parties. Seller will give Buyer reasonable notice of the time and place of any public sale of the collateral or of the time after which any private sale of the collateral or any other intended disposition thereof is to be made. Unless otherwise provided by law, the requirement of reasonable notice shall be met if such notice is mailed, postage prepaid, to the address of Buyer shown on this Contract at least 10 days before the time of the sale or disposition. Expenses of retaking, holding, preparing for sale and the like shall include reasonable attorneys' fees and other legal expenses. Waiver of any default shall not be a waiver of any other default; all Seller's rights are cumulative and not alternative.

Seller may sell the collateral without giving any warranties as to the collateral. Seller may disclaim any warranties of title or the like, and any such disclaimer will not be considered to adversely affect the commercial reasonableness of any sale of the collateral.

GENERAL: Terms and conditions contained in any acknowledgment of this Contract which are different from or in addition to the terms and conditions of this Contract, and any schedules attached and signed by Buyer, shall not be binding on the Seller whether or not they would materially alter this Contract and Seller hereby rejects them. Buyer has conducted its own investigation with respect to the selection and purchase of the Equipment. This Contract expresses the entire agreement between the parties and Buyer has not relied on any statement or representation of Seller which is not expressed in this Contract. Buyer waives all exemptions and homestead laws and acknowledges receipt of a true copy of this security agreement. Any provisions hereof contrary to, prohibited by or invalid under applicable laws or regulations shall be inapplicable and deemed omitted, but shall not invalidate the remaining provisions hereof. Any action for breach of this Contract arising out of the sale of the Equipment must be commenced within one year after the cause of action has occurred or shall thereafter be forever barred. The United Nations Convention on Contracts for the International Sale of Goods shall not apply to this Agreement.



DIGITAL PRODUCTS SERVICE CONTRACT

Sales Agreement # - 1153212512

CUSTOMER INFORMATION

Customer Name: Saline HS SWWC		Customer Name: Saline HS SWWC	
Address: 1300 Campus Parkway		Install Address: 1300 Campus Parkway	
City: Saline	State: MI	City: Saline	State: MI
Zip: 48176		Zip: 48176	

This is an Order made pursuant and subject to the terms and conditions attached, hereto and made part hereof and the terms and conditions of the referenced Sales Agreement(s) between Customer and Heidelberg USA, Inc. The signature below indicates that the Customer accepts all terms and conditions of the applicable Sales Agreement(s) for this sale, including but not limited to the terms and conditions set forth in the Sales Agreement(s) and any Exhibit A and additional Exhibits, if any, thereto, all of which are incorporated herein by reference and made part of this Order. This Order is not valid unless and until signed by an Authorized Manager of Heidelberg USA, Inc.

PRODUCT DESCRIPTION OF APPLICABLE SERVICE	Check all that apply
Versafire Model LV 85	<input checked="" type="checkbox"/> Fixed service charge
Serial Number	<input type="checkbox"/> Sales Tax Exempt (Must attach valid Exemption Certificate)

SERVICE CHARGES	
Base Billing Frequency <input checked="" type="checkbox"/> Monthly	Terms in Months 60
Black Click Rate Per 13"x19" sheet, 1 sided \$0.01	Color Click Rate Per 13"x19" sheet, 1 sided \$0.042

Total Finishing Accessory Maintenance Charges (Per Base Billing Frequency):

Notes: Any Additional Notes **Onsite training included**

Payment Method: - Check Wire Transfer - Note: Billings is one month in the rears

- Additional Provisions/Notes**
- Includes toner and all TCRU's including developer material. Waste toner bottles, matte fuser belt and staple cartridge supplies purchased separately. Sheet sizes larger than 13"x19.2" and up to 13x27.5" will be counted as 2 clicks.
 - Service Click Rate is calculated based on the total toner coverage not to exceed 35% within a billing period and is up to a maximum sheet size of 13"x19". If customer repeatably exceeds 35% coverage for six months or longer, Heidelberg reserves the right to increase the click pricing not to exceed 5% for the remainder of the contract.
 - On Versafire EV - White, Clear, Neon Yellow, Neon Pink, Silver, Gold will incur no additional clicks, but toner is sold separately through Heidelberg Consumables (List Price \$500-\$ 870/bottle)

All meter readings are from the print engine meter counts. Controller Print History may vary for several reasons and do not reflect the actual meter readings on the equipment. Monthly surcharge of \$100 will be applied if customer does not connect the Versafire engine to the @remote monitoring software.

CUSTOMER	HEIDELBERG USA, INC
Authorized Signature:	Authorized Signature:
Print Name:	Printed Name: Bill Murphy
Title:	Title: VP Operations
Date:	Date: 2/4/24

TERMS AND CONDITIONS FOR MAINTENANCE SERVICES

1. MAINTENANCE SERVICES COVERAGE. Heidelberg's authorized service provider, Ricoh, shall provide Maintenance Services to Customer under an Order, during Heidelberg business hours, Monday through Friday, excluding Heidelberg holidays ("Normal Business Hours"), as follows:

(a) During the term of the Order, Heidelberg will provide the Maintenance Services necessary to keep the covered Products in, or restore the covered Products to, good working order. Maintenance Services will include lubrication, cleaning, adjustments and replacement of maintenance parts deemed necessary by Heidelberg due to normal usage (other than consumable parts). In the event the Equipment becomes unserviceable as a result of normal usage, replacement parts will be furnished and installed on an exchange basis and will be new, reconditioned or used as determined by Heidelberg in its discretion. All parts removed due to replacement will become the property of Heidelberg. The provision of Maintenance Services does not assure uninterrupted operation of the covered Products.

(b) If available, Maintenance Services requested and performed outside Normal Business Hours will be charged to Customer at applicable time and material rates, in the absence of provision in the Order for after-hours Maintenance Services.

(c) The Maintenance Services provided by Heidelberg under this Agreement will not include the following: (i) Repairs resulting from misuse (including without limitation to improper voltage or the use of supplies that do not conform to the Equipment Manufacturer's specifications); (ii) Repairs made necessary by service performed by persons other than authorized Heidelberg representatives; (iii) Replacement of consumable parts which are consumed in normal Equipment operation, (iv) Removable cassette, copy cabinet, exit trays, or any item not related to the mechanical or electrical operation of the Equipment; (v) Unless otherwise agreed, consumable supplies such as toner, developer, paper, staples or supplies that are consumed in the normal operation of the Equipment; (vi) Repairs and/or service calls resulting from attachments or accessories not acquired from Heidelberg; (vii) Any Software, system support or related connectivity unless otherwise agreed in the Order; (viii) Electrical work external to the Equipment, including problems resulting from overloaded or improper circuits; (ix) Charges for installation of the Equipment or de-installation and/or movement of the Equipment from one location to another; (x) Repair of damage or increase in service time caused by: accident, disaster (which shall include but not be limited to fire, flood, water, wind and lightning), transportation, neglect, power transients, abuse or misuse, failure of the Customer to follow Equipment Manufacturer's published operating instructions, and unauthorized modifications or repair of Equipment by persons other than authorized representatives of Heidelberg.

(d) In the absence of a separate Maintenance Agreement for any software, if Heidelberg is engaged to provide software support under an Order, during Normal Business Hours, Heidelberg will provide advice by telephone, email, or via the authorized service provider, Ricoh, developer's website following receipt of a request from Customer to diagnose faults in the software and advice to rectify such faults. Such support may be provided remotely.

(e) Damage to the Equipment or its parts arising out of, or other causes beyond, the control of Heidelberg are not covered by this Agreement and may subject Customer to a surcharge or to cancellation of this Agreement. In addition, Heidelberg may terminate this Agreement if the Equipment is modified, damaged, altered or serviced by personnel other than those employed by Heidelberg or its authorized Ricoh service provider to provide service and maintenance for the Equipment.

(f) Service necessitated as a result of inadequate key operator involvement, operator caused damage, lack of recommended service, or use of inadequate or incompatible supplies may result in service being rendered on a time-and-material basis in addition to the Maintenance Charges.

2. **SOFTWARE.** The Customer shall use the software in accordance with all software licenses required by the licensors including licenses (if any) for software included within or ancillary to the Products. In the event of any conflict between the terms of the applicable licensor's license agreement and this Agreement, the licensor's conditions shall prevail only in relation to the software.
3. **MAINTENANCE SERVICE CALLS.** Maintenance service calls under this Agreement will be made during Normal Business Hours at the installation address shown on the Order. Travel and labor-time for the service calls after Normal Business Hours, on weekends and on holidays, if and when available, will be charged at overtime rates in effect at the time the service call is made. Heidelberg authorized service representatives will not handle, disconnect or repair unauthorized attachments or components. Customer is responsible for disconnecting and re-connecting unauthorized attachments or components. Customer hereby indemnifies and holds Heidelberg and its employees and representatives harmless for claims for damages to any unauthorized parts, components or accessories resulting from service performed on Equipment covered by this Agreement.
4. **TERM.** This Agreement shall become effective on the date listed on the applicable Order and shall continue for a period as defined on the applicable Order or date of delivery of the equipment and acceptance by customer, whichever is later. If the Term is not defined, the Term will be a minimum of one (1) year (the "Initial Term"). At the expiration of the Initial Term or any renewal term, unless Customer provides written notice of its intention not to renew within thirty (30) days of the expiration of the Initial or any renewal term, this Agreement shall automatically renew for consecutive one (1) year periods. The contracted rate for Maintenance Services may be adjusted 10 to 15%; which adjusted rate will be reflected in an increase on the renewal date. Heidelberg reserves the right to increase pricing by up to 5% annually due to Heidelberg's potential incurring incremental market costs of raw materials, labor, logistics and freight.

5. MAINTENANCE CHARGES AND PAYMENT.

- (a) The Maintenance Charges are for of the term of the relevant Billing Period starting on the first day of the term. The Products contain a diagnostic facility which will provide information about the use of the Products including print volume, Consumables consumption and faults. The Customer will use its best efforts to ensure that it uses the diagnostic facility. The Customer will provide meter readings from the Products every Billing Period. If not provided, an estimate of the number of Prints may be made by Heidelberg based on the number made in previous Billing Periods. "Print" being defined as one meter click and "Click" being defined as one processed sheet of 13" x 19" inch paper. For an Additional Charge, the Customer may request Heidelberg to attend the Site to collect the meter readings. The number of prints made, or estimated, will be compared with volume included in the Service Charge and the Price for extra prints shall be charged for every monochrome and color print made or estimated in excess of the volume included in the Charges.
- (b) If toner is included, it must only be used in the Products. If more toner is ordered than is required to produce the number of prints made during the Billing Period the Customer shall pay an Additional Charge. The Additional Charge will be calculated by reference to the respective manufacturer's average toner consumption and coverage for that Product. Upon termination of the Agreement the Customer must return to Heidelberg any unused toner. The Customer will allow Heidelberg to collect such toner from the Site and allow Heidelberg to take a final meter reading.
- (c) The Customer shall pay Heidelberg within thirty (30) days of the invoice date. All payments shall be made in full on the due dates for payment without any deduction, set-off or counterclaim for damages or any other reason. Time is of the essence as to payment. The Customer will pay Charges and Additional Charges (if applicable) by direct debit unless otherwise agreed. If the Customer stops paying by direct debit and chooses to pay by some other method, Heidelberg shall be entitled to increase the Charges and Additional Charges (if applicable) by 4% to cover Heidelberg's additional administration costs.
- (d) If the Customer wishes to dispute the Charges or Additional Charges related to the Services, written notice must be received by Heidelberg within twenty (20) days of the date of the invoice.
- (e) Without prejudice to any other rights it may have, Heidelberg reserves the right to charge interest on all overdue payments at an annual rate equal to 12%. If undue payments exceed 60 days past due Heidelberg reserves the right to suspend the provision of Services until payment in full, including any accrued interest, is received.
- (f) The Customer shall pay Heidelberg's legal costs and expenses on a full indemnity basis if the Customer is in breach of this Agreement and Heidelberg has to enforce the terms of this Agreement or recover payment of any sums due hereunder.

(g) Customer acknowledges and agrees that: (i) the transfer of the Equipment from the location indicated on the face hereof may result in an increase of Maintenance Charges or the termination of this Agreement; (ii) if this Agreement includes toner, toner usage is based on manufacturer supply consumption rates. Heidelberg will determine and deliver supplies in accordance with agreed upon usage. Consumption of covered supply products varying significantly from expected usage may result in additional charges for supplies.

(h) If the customer does not connect to the "@Remote" monitoring software, Heidelberg will invoice the customer a monthly fee of \$100.00 USD.

6. **USE OF AUTHORIZED & RECOMMENDED SUPPLIES.** Heidelberg authorizes only the use of Ricoh products for this Equipment. Ricoh Products are designed to give excellent performance with Ricoh recommended supplies, including, developer, and toner. If the Customer uses other than Ricoh recommended supplies, and if such supplies are defective or not acceptable for use with the Equipment and cause abnormally frequent service calls or service problems, then Heidelberg may, at its option, assess a surcharge or terminate this Agreement. If so terminated, Customer will be offered service on a time and materials basis at Heidelberg's then prevailing rates. It is not a condition of this Agreement that the Customer use only Ricoh brand supplies.
7. **METER READINGS.** All meter readings are from the print engine meter counts. Controller Print History may vary for several reasons and do not reflect the actual meter readings on the equipment. Customer agrees to provide Heidelberg true and accurate press meter readings monthly and in any reasonable manner requested by Heidelberg. If accurate press meter readings are not provided, Heidelberg reserves the right to estimate the press meter readings from previous meter readings.
8. **SITE:** The Customer shall at its cost prepare the Site and provide sufficient facilities to enable Heidelberg and its Service Provider, Ricoh, to provide the Services. If requested by the Customer, Heidelberg shall prepare or inspect the Site and such work will be charged to the Customer as an Additional Charge. The Customer is responsible for ensuring that its information technology system is compatible with the Products and the Services.
9. **CUSTOMER OBLIGATIONS.** Customer agrees to provide a proper place for the use of the Equipment, including electric service as specified by the manufacturer. Customer will provide adequate facilities (at no charge) for use by Heidelberg authorized Ricoh representatives in connection with the maintenance of the Equipment hereunder within a reasonable distance of the Equipment. Customer agrees to provide service access to the Equipment, subject to Customer's usual security procedures. Customer will provide an Operator for the Equipment and will make operators available for instruction in use and care of the Equipment. All supplies for use with the Equipment will be provided by the Customer and will meet manufacturer specifications. It is the responsibility of the Customer to have the supplies available "on site" for servicing. Customer agrees that any systems utilizing similar supplies must be covered under similar inclusive maintenance programs.

10. TCRU's – TRAINED CUSTOMER REPLACEABLE UNITS.

- a. Only those Customer employees that have been trained by a service representative of Heidelberg are authorized to provide the limited services with respect to TCRUs pursuant to these terms (a "Key Operator"). Heidelberg shall have no responsibility for and disclaims any and all liability with respect to any loss or damage to any person or property resulting from or arising out of the acts or conduct of any persons other than a trained and certified Key Operator or which may be caused by the Customer's use or misuse of the TCRU replacement process. It is the Customer's responsibility to ensure a suitable employee, or more than one, is trained and certified as Key Operator to replace TCRUs.
- b. The Key Operator may not replace an TCRU before the preventive maintenance alarm is indicated on the display panel without prior approval and instruction from a Helpdesk representative. Replacement activities shall be limited to the following: (a) replacement of the TCRU; (b) immediate resetting of the TCRU counter through the display panel; (c) printing of the counter page; (d) completion of the TCRU replacement form; and (e) repacking of the replaced TCRU and enclosing items (c) & (d) in the replacement TCRU carton.
- c. In the event that the Key Operator replaces a TCRU before the preventive maintenance alarm is indicated on the display panel without prior approval and instruction from a Helpdesk representative (in breach of paragraph 11b above), the replaced TCRU shall be retained by the Customer and evaluated by the field service representative during the next service visit. The field service representative may determine that the TCRU has not achieved the target life and that it may be reused without refurbishment for the remainder of its target yield. The remaining yield of the TCRU will be noted by the field service representative on the TCRU replacement form. The noted remaining yield ("Preventive Maintenance Target") is to be entered by the Key Operator when the TCRU is replaced to ensure an accurate next preventive maintenance alarm for the TCRU.
- d. For any emergency maintenance issue, such as image quality, jamming, or service codes, the Key Operator may not replace a TCRU without prior approval and instruction from a Helpdesk representative. The resolution to any emergency maintenance machine issue is to be initiated by the Key Operator through a service call to the Helpdesk. The Helpdesk may provide immediate assistance and /or assign the service call to a field service representative. If the service call is assigned, the field service representative will contact the Key Operator to discuss the issue and determine if the issue can be resolved with a TCRU replacement. If the issue cannot be resolved with a TCRU replacement, the field service representative will visit the account to investigate.
- e. If/when an TCRU is replaced for an emergency maintenance issue with the prior approval and instruction from a Helpdesk representative, the Key Operator is required to: (a) immediately reset the ORU counter through the display panel; (b) print the counter page; (c) complete the

ORU replacement form; and (d) repack the replaced ORU and enclose items (b) & (c) in the replacement ORU carton.

- f. If, when an ORU is replaced for an emergency maintenance issue, it does not resolve that issue, the Key Operator shall immediately reinstall the original TCRU and return the replacement TCRU to its original carton.
- g. TCRU that is replaced for an emergency maintenance issue by a Key Operator at an out of normal service hour account without the instruction of a Helpdesk representative must be reported to the Heidelberg helpdesk by the Key Operator at the start of the next business day by logging a service call.
- h. Replaced TCRUs are to be stored near the machine or in an accessible location for the field service representative.
- i. The replaced TCRU may be refurbished and/or repaired locally at the Customer's location, or will be replaced ("swapped") with a refurbished TCRU at the Service provider's earliest opportunity. TCRUs replaced due to normal wear will be replaced at no charge. The premature, unnecessary replacement of an ORU outside the guidelines reflected in this Agreement may subject the Customer to a surcharge.

11. WARRANTY DISCLAIMER. OTHER THAN THE OBLIGATIONS SET FORTH EXPRESSLY IN THIS AGREEMENT, HEIDELBERG DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR USE, OR FITNESS FOR A PARTICULAR PURPOSE. HEIDELBERG SHALL NOT BE RESPONSIBLE FOR ANY INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES, INCLUDING, BUT NOT LIMITED TO, DAMAGES ARISING OUT OF THE USE OR PERFORMANCE OF THE EQUIPMENT OR THE LOSS OF USE OF THE EQUIPMENT. HEIDELBERG'S TOTAL AGGREGATE LIABILITY TO CUSTOMER HEREUNDER, IF ANY, SHALL IN NO EVENT EXCEED THE TOTAL OF THE FEES PAID TO HEIDELBERG HEREUNDER.

12. EARLY TERMINATION. In order to terminate this Agreement prior to the expiration of the Initial Term or any renewal term, Customer (a) must not then be in default, (b) must give Heidelberg 30 days prior written notice., **FORCE MAJEURE.** Heidelberg may, without liability, delay performance or cancel this Agreement on account of force majeure or other circumstances beyond its control including, but not limited to, acts of God, war, riot, fire, earthquake, explosion, flood, strike, lockout, injunction or telecommunications, electrical or source of supply failure, or the unavailability, of services, personnel, products or materials.

13. CONFIDENTIALITY. Except as in relation to any assignee or subcontractor referred to in Clause 16 below or any employee within the parties' respective group of companies (provided that each has advised employees, to whom Confidential Information of the other is disclosed, of this Agreement, pursuant to which such employees will be required to maintain the confidentiality of all Confidential information), neither party shall, without the previous written consent of the other, use, publish or disclose to any person, nor cause nor permit any of its servants, agents or sub-contractors to use,

publish or disclose any Confidential Information which it has received from the other, otherwise than for the performance of its duties under this Agreement, other than Confidential Information (i) which becomes generally available in the public domain other than by its unauthorized disclosure by the receiving party; or (ii) which has or may come into the possession of one party otherwise than in breach of a duty of confidence to the other party; or (iii) which is already in the possession of a party with the right to disclose, or (iv) which is required to be disclosed by law.

- 14. **ASSIGNMENT AND SUBCONTRACTING.** The Customer shall not, without Heidelberg's prior written consent, assign this Agreement to any other person in whole or in part. Heidelberg may assign this Agreement to any other person in whole or in part or subcontract the performance of any of its obligations under this Agreement.

- 17. **APPLICABLE LAW.** This Agreement shall be interpreted and construed in accordance with the laws of the State of Georgia.

HEIDELBERG USA, INC.

CUSTOMER:

BY: Kay Jurek
TITLE: Operations Manager
DATE: 2/5/24

Legal Name of Corporation or Partnership
BY: _____
TITLE: _____
DATE: _____

Saline Area Schools - BID TAB

CTE Equipment - 61c(1) - CTE Equipment State Grant

Bids due February 6 1:30pm, opened immediately following

<u>Versafire LV Digital Printing System - 5 Color digital printing press (2,400 x 4,800 dpi)</u>		Familial Relationship Affidavit	Iran Linked Business Affidavit	Suspended or Debarred	Printing System	Delivery Guarantee Date	Licenses	Training	Removal	Shipping	Installation	Grand Total
Bidder Name	Location											
Heidelberg USA	Kennesaw,GA	x	x	x	\$88,332.00	Y	Included	Included	Included	Included	Included	\$88,332.00

<u>Torchmate 4800 CNC Plasma Cutting System</u>					Torchmate 4800 CNC Plasma Cutting System	Delivery Guarantee Date	Software	Education Package	Lincoln Electric PlateGaurd Water Table Additive	Training	Shipping	Installation	Grand Total
Techno CNC Systems LLC	Ronkonkoma, NY	x	x	x	\$33,223.00	Y	\$0.00	\$0.00	\$550.00	\$525.00	\$1,500.00	\$0.00	\$35,798.00
Technology International Inc.	Lake Mary, FL	x	x	x	\$48,450.00	Y	Included	Included	Included	Included	Included	Included	\$48,450.00

<u>Vertical Variable Speed Milling Machines (6)</u>					Vertical Variable Speed Milling Machines (6)	Delivery Guarantee Date	3 HP Spindle w/ R8 Taper	DRO w/ Z Axis on the knee	Powered Table Feed	Shipping	Installation	Warranty	Grand Total
KBC Tools Inc	Sterling Heights, MI	x	x	x	\$55,470.00	N	Included	\$8,429.40	\$2,613.60	\$2,280.00	\$4,200.00	Included	\$72,993.00
Sierra Victor Industries	Port Orange, FL	x	x	x	\$55,788.00	Y	standard	\$10,602.00	\$2,508.00	\$3,600.00	\$4,500.00	Included	\$76,998.00
Jim Lofts & Associate	Plainwell, MI	x	x	x	\$57,900.00	Y	\$19,290.00	Included	\$8,490.00	Included	Included	Included	\$85,680.00
Technology International Inc.	Lake Mary, FL	x	x	x	\$98,100.00	Y	Included	Included	Included	Included	Included	Included	\$98,100.00
RACER Machinery International Inc.	Williamsville, NY	x	x	x	\$83,388.00	Y		\$20,040.00	\$2,634.00	\$12,155.92	\$11,950.00		\$130,167.92



Saline Area Schools - IT Department

TO: Steve Laatsch, Superintendent
Miranda Owsley, Assistant Superintendent of Finance
Board of Education

FROM: Jay Grossman, Director of Technology

DATE: February, 2024

RE: Technology Purchases

Please consider the following submission for approval. Along with the construction of the new Operations Center is the need to install fiber optic cable to provide network connectivity. Network connectivity to the building is required for HVAC, transportation, security and phone systems, and other needs that require internet connections. The project will entail running a fiber optic cable from the Middle School to the new Operations Center on Tefft Ct using a combination of underground pipe and telephone poles to connect the two locations. Saline Area Schools submitted a bid through USAF for the completion of this project. After reviewing the bids, it is the recommendation of Saline Area Schools to award Turnkey Network Solutions this project. Turnkey will provide a solution that results in a fiber connection from the two locations integrating the new building to our existing local network.

Brief Scope of Work

- **Construction of new fiber internet connection with permits from 1255 Tefft Ct to 7190 N Maple Rd**
 - *Total: \$70,263*

Please do not hesitate to contact me with any questions at grossmaj@salineschools.org.

Thank you for your consideration.

E-Rate Bid Response Log

Funding Year: 2024

Form 470 No.: 240010527

Allowable Contract Date: 2/8/2024

Vendor Response Information***

Vendor	Date	FRN	SPIN	Total Cost	Comments
Fiber Link, INC	1/30/2024	24100943	143049070	\$76,741	Owned/Self-maintained
Turnkey Network Solutions	2/1/2024		143026352	\$70,263	Owned/Self-maintained
Cytranet	1/11/2023		143051061	\$300,000	10 Yr Lease
123Net	2/6/2023			\$136,880	10 yr Lease
	2/6/2023			\$192,000	10 yr Lease
Everstream	2/8/2023		143049465	\$234,442	10 yr Lease



Saline Area Schools - IT Department

TO: Steve Laatsch, Superintendent
Miranda Owsley, Assistant Superintendent of Finance
Board of Education

FROM: Jay Grossman, Director of Technology

DATE: February, 2024

RE: Technology Purchases

Please consider the following submission for approval. The following projects have been proposed and bid to begin summer 2024. Based on a combination of bid submissions and post-bid interviews, Saline Area Schools would like to recommend awarding payment of \$1,144,870.77 to Barton Malow for the oversight and payment of the projects listed below.

Brief Scope of Work

- **Classroom A/V: Replacement/adjustment of projectors, audio systems, add wireless display capabilities (ScreenBeam). To be completed before the start of school in the 24-25 school year.**
 - Total: \$488,356.00
- **Data Cabling: Replacement of cabling for display to projectors. Install cabling for ScreenBeams in classrooms. To be completed before the start of school in the 24-25 school year.**
 - Total: \$135,742.72
- **Access Control systems for STEAM/Robotics, Weight Room, Operations Center: Install and program door access control systems for identified doors in the construction of the STEAM/Robotics rooms, Weight Room, Operations Center. To be completed as construction occurs for each area.**
 - Total Steam/Robotics/Weight Room: \$65,850
 - Total Operations Center: \$90,066.86
- **A/V for STEAM/Robotics, Weight Room, Operations Center: Network cabling, Sound systems, Video display systems, wireless access points for each of the newly constructed locations. To be completed as construction occurs for each area.**
 - Total \$310,337.53
- **Contingency of 5%**

Total cost for all projects to be awarded to Barton Malow: \$1,144,870.77

Please do not hesitate to contact me with any questions at grossmaj@salineschools.org.

Thank you for your consideration.



February 8, 2024

Jay Grossman
Director of Technology
Saline Area Schools
7265 North Ann Arbor Street,
Saline, MI 48176

RE: BP T2: Data Cabling and Audiovisual

Dear Jay,

Bid documents were issued on January 8, 2024 for Bid Package T2. The package includes four bid categories for data cabling, classroom AV, specialty AV, and access control. Highlights of the scope of work include:

- Data cabling for the High School STEAM and Weight Room additions, new Operations Center, and to support new audiovisual equipment throughout Harvest, Pleasant Ridge, and Woodland Meadows Elementary Schools.
- New classroom audiovisual systems throughout the elementary schools, including new laser projectors, soundfield systems, and wireless presentation devices.
- New specialty audiovisual systems for the High School additions and Operations Center.
- Access control expansion at the High School for the new additions and at the new Operations Center.

Fourteen bids were received, from twelve different integrators. Categories 27-1, 27-2, and 28-1 were publicly opened on January 26, 2024. Bid category 27-3 was extended and was publicly opened on January 31, 2024.

Bid Evaluation Summary and Recommendations

After receiving bid submissions, Barton Malow and Saline Area Schools evaluated the proposals to ensure they were inclusive of the scope of work and schedule. Further, the team evaluated the benefits of each solution proposed. Based upon the evaluation of the project team, we present the following for consideration by the administration and Board of Education.

Bid Package T2	Contract Amount
Base Bid Category 27-1: Data cabling – SSD Cabling	\$135,742.72
Base Bid Category 27-2: Classroom Audiovisual – Inacomp TSG	\$486,655.00
Voluntary Alternate: Extended Projector Warranty – Inacomp TSG	\$1,701.00
Base Bid Category 27-3: Specialty AV – TEL Systems	\$310,337.53
Base Bid Category 28-1: Access Control (Operations) – Sentinel Technologies	\$90,066.86
Base Bid Category 28-1: Access Control (High School) – Challenger 2.0 LLC	\$65,850.00
Total Amount of Contracts:	\$1,090,353.11
5% Contingency	\$54,517.66
Grand Total Project Award	\$1,144,870.77

This proposal is within the bond budget established for this work.

Sincerely,

Brian Jessie, CTS
Barton Malow

c: SAS: Jay Grossman

Bid Category:									
Bidder	Bid Bond	Familial Disclosure	Iran Sanctions	School Safety	Base Bid				Total Potential Award
27-1: Data Cabling									
SSD Cabling Cameras LLC	X	X	X	X	\$ 135,742.72				\$ 135,742.72
Amcomm Telecommunications	X	X	X	X	\$ 150,500.00				
Great Lakes Cabling Solutions	X	X	X	X	\$ 161,540.26				
Challenger 2.0 LLC	X	X	X	X	\$ 275,085.00				
27-2: Classroom AV						Vol Alt**			
Inacomp TSG	X	X	X	X	\$ 486,655.00	\$ 1,701.00			\$ 488,356.00
TEL Systems	X	X	X	X	\$ 498,274.40				
Bluum	X	X	X	X	\$ 509,343.75				
Digital Age Technologies	X	X	X	X	\$ 548,441.00				
27-3: Specialty AV								Flex Space VW	
TEL Systems	X	X	X	X	\$ 310,254.44			\$ 83.09	\$ 310,337.53
SoundCom Systems	X	X	X	X	\$ 349,975.00				
28-1: Access Control						High School	Operations Ctr.		
Sentinel Technologies*	X	X	X	X	\$ 90,066.86	No bid	\$ 90,066.86		\$ 90,066.86
Security 101***	X	X	X	X	\$ 100,199.77	\$ 42,882.30	\$ 57,317.47		
Challenger 2.0 LLC	X	X	X	X	\$ 151,100.00	\$ 65,850.00	\$ 85,250.00		\$ 65,850.00
Convergint Technologies	X	X	X	X	\$ 180,148.00	\$ 88,243.00	\$ 91,905.00		

Notes
 *Bidder proposed an alternate manufacturer for use at the new Operations Center only. Saline Area Schools administration would like to use this building as a pilot for the new solution.
 **Voluntary alternate proposed to extend the warranty on the projectors for two additional years.
 ***Contractor declined doing the High School work only.

February 8, 2024

Mr. Rex Clary, Executive Director of Operations
Saline Area Schools
7265 N Ann Arbor St.
Saline, MI 48176



Re: Saline Area Schools – 2022 Bond Program
Bid Package #2 – High School STEAM & Weight Room Additions
Contract Award Recommendation

Dear Mr. Clary,

Clark Construction Company recommends Saline Area Schools enter into Contracts with each Trade Contractor listed below.

Competitive bids were received January 17, 2024. Clark Construction Company has conducted post-bid interviews with each of the Trade Contractors. The recommended Trade Contractors provided the lowest responsive bid for the Work.

Trade Contractor award recommendations:

<u>Bid Category/Area of Work</u>	<u>Trade Contractor</u>	<u>Amount</u>
• 02 Selective Demo	Blue Star, Inc.	\$145,000
• 03A Building/Site Concrete	Brenca Contractors, Inc.	\$613,600
• 03B Building Foundations	Simone Construction Services	\$517,000
• 04 Masonry	Davenport Masonry, Inc.	\$1,619,500
○ Bid includes an accepted voluntary alternate of (\$5,500)		
• 05 Structural Steel	Zak Welding	\$618,000
• 06 General Trades	Wally Kosorski & Co.	\$579,390
○ Alternate A-1 included in the contract award amount.		
• 07A Metal Wall Panels	Advanced Construction Group	\$180,000
• 07B Roofing	Versatile Roofing	\$433,920
• 08 Glass & Glazing	EGD Glass and Door	\$804,300
○ Alternate A-1 Included in the contract award amount.		
• 09A Metal Studs, Gyp	Turner Brooks	\$632,262
• 09B Flooring	Omega Floorcovering	\$240,000

• 09C	Hard Tile	Omega Floorcovering	\$35,000
• 09D	Painting	Classic Painting	\$210,125
• 12	Millwork	Sobania, Inc.	\$105,000
• 21	Fire Protection	Professional Sprinkler	\$342,780
• 22/23A	Plumbing&HVAC	Monroe Plumbing & Heating	\$2,043,000
• 23B	Geothermal	Cribley Drilling Company	\$521,450
• 26	Electrical	Superior Electric Tri County LLC	\$1,395,500

- Award includes Voluntary Alternates:

- VE #1 (Base Bid Deduct) (\$50,500)
- VE #2 (Base Bid Deduct) (\$26,400)

• 31	Sitework	Verdeterre Contracting, Inc.	\$1,064,000
• 32	Landscaping	Superior Landscaping	\$92,239.75

Trade Contract Award Total	\$12,192,067
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Construction Contingency (7%)	<u>\$ 945,073</u>
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Subtotal	\$13,137,140
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Construction Field GC's (Clark Construction)	\$ 290,021
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Architect/Engineering Permit Fees (Kingscott)	\$ 50,000
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Board of Education Approved Amount – Bond 2023	\$13,477,161
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• Pre-Purchase	Trane	<u>\$ 1,308,972</u>
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- *Previously awarded in January BOE Meeting*

Project Total (For Reference Only)	\$14,786,133
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Sincerely,

CLARK CONSTRUCTION COMPANY

Matt Wielechowski

Senior Project Manager



145 North Center Street, Suite B
Northville, MI 48167
(248) 921 – 3929, (248) 880-6791

February 8, 2024

Dr. Stephen Laatsch, Superintendent of Schools
Saline Area Schools
7265 North Ann Arbor Street
Saline, MI 48176

Re: Saline Area Schools – Operations Building
Project Contingency Allocation

Dear Dr. Laatsch:

As we have previously presented contractor awards for the New Operations Building, we are requesting approval for the allocation of Contingency to the project. The contingency request is \$1,600,000.00. This request is consistent with all of the other projects that have been completed by the District. The contingency allocation includes the budgeted contingency of \$1,300,000 and \$300,000 of previously reported savings from the contractor awards.

This request maintains the budget previously reviewed with the Board of Education.

Please contact me should you have any questions.

Sincerely,

Mark Paulus

cc: Mr. Rex Clary – Saline Area Schools
Ms. Miranda Owsley – Saline Area Schools

Board of Education Meeting

Liberty School Board Room
January 30, 2024, at 6:30 PM



MINUTES

Mission

We, the Saline Area Schools, will equip all students with the knowledge, technological proficiency, and personal skills necessary to succeed in an increasingly complex society. We expect that our students, staff, and the Saline Community will share in these responsibilities.

OPENING

1. CALL TO ORDER

The Board of Education was called to order by President Michael McVey at 6:32 pm.

Board of Education Present:

Susan Estep, Brad Gerbe, Lauren Gold, Michael McVey, Jennifer Miller and Jennifer Steben

Absent: Tim Austin

Central Administration Present:

Superintendent Laatsch, Interim Asst Superintendent of HR Carol Diglio, Exec. Directors Rex Clary and Jackie Martin

2. PLEDGE OF ALLEGIANCE

3. SUPERINTENDENT'S RECOGNITION

- *Introduce Ryan Kerr, DEI Specialist and Instructional Coach*
- *Introduce Kim Jasper, Saline Middle School Principal*
- *National School Board of Education Recognition Month*
- *Saline Middle School Robotics Team*

4. PUBLIC COMMENT

STUDENTS - None

OTHER PUBLIC STAKEHOLDERS

Emily Sickler, Harvest Principal & SASAA President: Spoke on behalf of the district administrative team to acknowledge and express sincere appreciation to the Board of Education as January is School Board Recognition Month.

EXTENDED PUBLIC COMMENT

*Heritage School Points of Pride
Megan DeGrand, Principal & Cameron Cochran, Assistant Principal*

*Foundation for Saline Area Schools
Stacey Rumpsa, Director*

5. RESPONSE TO PREVIOUS PUBLIC COMMENT

AGENDA

6. REVISIONS/APPROVAL OF AGENDA

MOTION made by Vice President Steben, support Secretary Miller to **approve the agenda as printed.**

Ayes - All Present - **MOTION CARRIED 6-0**

7. STUDENT SHOWCASE

Family, Career and Community Leaders of America (FCCLA)

*Presenters: Avery Atkins, Eduardo Brandao, Caleb Ciechanoski, Delaney Niven, Katelynn Reading
Advisor: Lauren Williams*

Family, Career and Community Leaders of America (FCCLA) is a Career and Technical Student Organization that functions as an integral part of the Family and Consumer Sciences education curriculum within the school district. Through participation in competitive events, becoming involved in community service opportunities, student leadership, and attending leadership conferences, members develop real world skills, explore career pathways and become college and/or career ready. Goals for the local SHS chapter include growing and promoting the chapter, fundraising, career development and developing a community based speakers bureau.

8. ACTION ITEMS

- A. **MOTION** made by Secretary Miller, support Vice President Steben **to approve the recommendation of Clark Construction to award contracts to Trane for the pre-purchase of Trane Controls, Equipment and installation in the amount of \$1,308,972 as submitted by Rex Clary, Executive Director of Operations.**

Ayes - All Present - **MOTION CARRIED 6-0**

9. **ADMINISTRATION / BOARD UPDATES**

Superintendent Laatsch: Shoutout to the SMS Choir which had 5 students who were selected to participate in the State Honors Choir and perform at the recent Michigan Music Conference in Grand Rapids. Also congratulations to teacher/director, Eric Floetke. Also recently the Saline Music Boosters gave a \$2000 donation to Crescendo Detroit which is a non-profit that offers youth in Detroit extracurricular programs centered on instrumental music and dance. The recent NHS Food Drive collected over 4000 lbs of pantry items for Saline Area Social Services. Excited about the Bessie Hoffman Regional Career Exploration Center which is located in the Lincoln School District. This is an exciting initiative to expand CTE experiences to K-12 students. They are asking for 5.5M for the renovations of the building and 4.5M to develop world class programming. Legislative support and corporate sponsorships are being sought after as well. Dr. Ryan Rowe, County CTE Director is heading this county-wide project. Congratulations to Dr. Shiri Vivek of EMU for receiving a Lemelson-MIT InvenTeams Grant Award. Dr. Vivek is a leader of many EMU InvenTeams. There are 8 teams across the US who were selected to research real world problems and develop technological innovations as a solution. The EMU team is focusing on community members with mobility issues so they'll be designing solutions for that. 2 SHS students are participating, Alice Jiang and Suhani Delela.

Student Representatives Clark & Iadipaola: The NHS Blood Drive was last week and very successful despite the weather. Shout out to the choir's participation at the recent MME Conference, thank you to Snow Day Steve for the recent 4 snow days. The Polar Plunge, supporting Special Olympics, and being organized by the Connecting Classes, will be held on February 28th. Encouraged people to participate and/or donate to this cause.

Treasurer Gerbe: Shoutout to all the Robotics teams and enjoyed hearing about all their successes to date. Evaluation & Compensation committee will be meeting to review the Superintendent's contract. Seeking clarification on the varsity letter process. Expressed appreciation for the work done by the FSAS.

Secretary Miller: Appreciation for all the work being done by FSAS. Shoutout to SHS Alum Taybor Pepper who will be playing in the SuperBowl for San Francisco 49's. The Polar Plunge supports the Special Olympics and encourages participation and donations. Next Athletic Signing Day is February 8th.

President McVey: Polar Plunge is February 28th. Invited to be an FFA Judge at an upcoming event. Will be taking CBA263 Collecting Feedback

Vice President Steben: Thank you to the Robotics team and congratulations on recent successes of all the teams. St. Olaf Band is coming to the HS for a performance, February 2nd. Thank you to Brad,

Tim, Miranda, Steve and Dennis Valenti for being team members with me as my time on the Finance Committee comes to an end.

Trustee Estep: Participated in a Cheer Alum night at my Alma Mater. Was great to connect with former students. DEI AC met last Wednesday. They will be on an upcoming BOE agenda in March to provide an update. SEAB met this evening. Will be serving on both DEI AC and SEAB.

Trustee Gold: Enjoyed the recognition of the Robotics teams. Thank you to the FSAS for the work they do. Reminder that Kindergarten Round Up is coming up in March.

10. **CONSENT AGENDA**

MOTION made by Treasurer Gerbe, support Trustee Gold **authorize the Consent Agenda as printed:**

Ayes - All Present - **MOTION CARRIED 6-0**

- A. **Approval** of the Organizational & Regular Board of Education Meeting Minutes of January 9, 2024
- B. **Approval of Payment** of the General Fund Accounts Payable of January 23, 2024, in the amount of \$315,289.63
- C. **Approval of Payment** of Bond Fund Series III Accounts Payable of January 23, 2024, in the amount of \$230,098.00
- D. **Approval of Payment** of 2023 Bond Fund Series I Accounts Payable of January 23, 2024, in the amount of \$1,519,603.83
- E. **Receive and File** Finance and Human Resources Reports

CLOSING

11. **ITEMS SCHEDULED ON NEXT AGENDA**

Safety & Security Update

12. **PUBLIC COMMENT**

STUDENTS - None

OTHER PUBLIC STAKEHOLDERS - None

13. **NEXT MEETING**

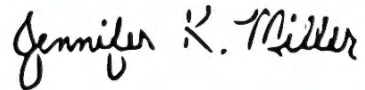
The next Board of Education Meeting will be held on February 13, 2024, at 6:30 PM.

14. **ADJOURNMENT**

MOTION made by Secretary Miller, support Vice President Steben to adjourn the Regular Board of Education Meeting of January 30, 2024, at 7:57 PM.

Ayes - All Present - **MOTION CARRIED 6-0**

Respectfully submitted,

A handwritten signature in black ink that reads "Jennifer K. Miller". The signature is written in a cursive style.

Jennifer K. Miller
Board Secretary

Recorded by: Betty Jahнке

DRAFT



TOPIC: Human Capital Recommendations

The following human capital changes including resignations and new hires are being presented to the Board of Education to receive and file:

RESIGNATIONS / TERMINATIONS:

<u>NAME</u>	<u>BLDG./DEPT.</u>	<u>ASSIGNMENT</u>	<u>STATUS</u>	<u>REASON</u>	<u>EFFECTIVE</u>
Tyrell Murphy	Building & Grounds	Custodian	Resignation	Separation	02.Feb.24
Noel Nagy	High School	Paraeducator	Resignation	Separation	02.Feb.24
William Curtis	Transportation	Bus Driver	Resignation	Separation	29.Jan.24

NEW HIRES

<u>NAME</u>	<u>BLDG./DEPT.</u>	<u>ASSIGNMENT</u>	<u>STATUS</u>	<u>STEP</u>	<u>EFFECTIVE</u>
Kyle Short	High School/Athletics	Teacher/Football Coach	New Hire	8	05.Feb.24
Scott Powers	Transportation	Bus Driver	New Hire	1	30.Jan.24
William Minnette	Transportation	Bus Driver	New Hire	1	26.Jan.24

RECOMMENDATION: That the Saline Area Schools Board of Education consents to the personnel report recommendations as presented.

KYLE SHORT

OBJECTIVE

Seeking a position as a social studies, physical education teacher allowing me to motivate, challenge, and inspire students to appreciate education and its relevance to their lives. Desire to engage in extracurricular activities, specifically football coach.

EDUCATION

Grand Valley State University Allendale, MI

- Degree: Bachelor of Science
- Major: Group Social Studies, History Emphasis
- Minor: Physical Education
- Social Studies (RX) and Physical Education certified
- GPA: 3.487

Grand Valley State University Student Athlete

- Enhanced my ability to multitask and manage school, football, and work schedules
- Learned to collaborate with diverse and a large amount of team members to accomplish set goals •
- Improved problem solving ability in high pressure situations
- Achieved success during times of adversity and developed the importance of process

TEACHING EXPERIENCE

Fall 2023 - Present

Detroit Catholic Central High School - Teacher Novi, MI

- Developed unit and lesson plans to enhance student led learning
- Collaborated with colleagues focused on formative assessment data in order to ensure student success
- Served as a positive role model to all students both in my classroom and throughout the high school

Fall 2020 - Present

Rockford High School - Teacher Rockford, MI

- Developed unit and lesson plans to enhance student led learning
- Collaborated with colleagues focused on formative assessment data in order to ensure student success
- Served as a positive role model to all students both in my classroom and throughout the high school

Fall 2018 - Fall 2020

Riley Street Middle School - Teacher Hudsonville, MI

- Created lesson plans and delivered instruction with an emphasis on achieving social and life skills
- Modified instruction to meet the needs of diverse learners
- Served as an encouraging role model to all of my students
- Incorporated cooperative and discovery learning techniques with an emphasis on student led learning

Winter 2018

Hudsonville High School - Student Teacher Hudsonville, MI

- Planned for and taught four sections of 10th grade U.S. History which prepared me to organize my own classroom

- Facilitated historical debates and projects to address multiple intelligences which allowed for student led learning
- Involvement in extracurricular activities including taking the head role as Quarterback Coach for the varsity football team

Winter 2017

Holland High School - Teacher Assistant Holland, MI

- Responsible for teaching three sections of economics and one section of U.S. History during my teaching assisting program
- Developed and facilitated a real life simulation of a stock market game which facilitated learning through completion
- Volunteered to administer the Michigan Student Test of Education Progress (M-STEP)

RELATED/VOLUNTEER EXPERIENCE

Varsity Offensive Coordinator and Quarterback Coach

- Developed offensive practice and game plans focused around player strengths to maximize success
- Concentrated in quarterback skill development with emphasis on fundamentals
- Acted as a positive role model for all participants and the community

7th/8th Grade Boys Basketball Coach

- Developed practice and game plans focused around full participation and enjoyment for the sport
- Effectively communicated with parents and players
- Enforced discipline both on and off the court

East Coast Trip Riley Middle School

- Served as a chaperone for eighth grade boys which allowed me the opportunity to act and as a servant leader and positive mentor
- Helped to develop their communication skills, navigation skills, and historical content

Athletes Who Care

- Served as a class mentor/assistant in the classroom focusing on literacy skill development
- Taught mini-lessons and acquired valuable teaching skills for a diverse student population

Volunteer for Young Athletes

- Helped teach an inclusive Physical Education classroom at Martin Luther King Leadership Academy

Timber Wolf Lake - A Young Life Camp

- Community service trip for three consecutive summers to prep the camp for campers

Individual Quarterback Trainer/Coach

- Conducted and Created 1-on-1 training while incorporating life lessons learned through football

PROFESSIONAL DEVELOPMENT

Calvin Terrell Workshop

- Addressed social issues, finding your being, and speaking your truth

“Fire Up” Student Teaching Conference

- Leading discussion, classroom management, dealing with difficult parents, partnering with administration

Dr. Stephanie Grant - “The Trauma Informed Teacher”

REFERENCES

Bill Ross
Principal

[REDACTED]
[REDACTED]

David VanNoord
Student Teaching Field Coordinator

[REDACTED]
[REDACTED]

Matt Mitchell
GVSU Head Football Coach

[REDACTED]
[REDACTED]

Brent Smith
Professor at GVSU

[REDACTED]
[REDACTED]