



GRETCHEN WHITMER  
GOVERNOR

STATE OF MICHIGAN  
DEPARTMENT OF TREASURY  
LANSING

RACHAEL EUBANKS  
STATE TREASURER

## **DETROIT FINANCIAL REVIEW COMMISSION**

### **SCHOOL DISTRICT RESOLUTION 2020-6**

#### **APPROVING THE COMMUNITY DISTRICT'S MARCH 2020 CONTRACT REQUESTS**

WHEREAS, Public Act 181 of 2014, the Michigan Financial Review Commission Act (the "Act"), allows for the creation of the Detroit Financial Review Commission (the "Commission") within the Michigan Department of Treasury; and

WHEREAS, Section 6(1) of the Act empowers the Commission to provide oversight for the Detroit Public Schools Community District (the "Community District") beginning on June 2016; and

WHEREAS, Section 6(6) of the Act provides that during the period of oversight, the Commission review and approve the Community District's applicable contracts, as defined by Section 3(a) of the Act, and that an applicable contract does not take effect unless approved by the Commission; and

WHEREAS, at the Commission meeting on March 30, 2020, the Community District presented applicable contracts, attached as **Exhibit A** to this Resolution, for the Commission's review and approval.

NOW THEREFORE, be it resolved by the Detroit Financial Review Commission as follows:

1. That the Community District's March 30, 2020 contract requests, attached as **Exhibit A** to this Resolution but excluding any contracts a majority of Commission members present has agreed to exclude as noted in the minutes, are hereby approved.
2. That the minutes of the Detroit Financial Review Commission meeting at which this Resolution is adopted take notice of the adoption of this Resolution.
3. This Resolution shall have immediate effect.

# Contract Requests

The following contracts are being provided to the Financial Review Commission (“FRC”) for review and approval. Contracts over \$750,000 or a two (2) year period must also be provided to the FRC for review and approval pursuant to section 6(6) of the Michigan Financial Review Commission Act. Please review the individual Action Items provided for more detailed information.

	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
1	IT	20-0164	<b>Contract Amount:</b> \$1,300,000.00 <b>Contract Period:</b> March 30, 2019 – June 30, 2020 <b>Source:</b> General Funds <b>Purpose:</b> Physical Plant and Data Cabling <b>Contractor:</b> DataCom Network, Inc. <b>Location:</b> Westminster, CA 92683	New	Yes	No	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	<p>RFP 19-0291 was issued on DemandStar and received 3 response(s). Based on evaluation of the proposal, Learning Consultants, Inc. was selected as the supplier providing cable installation, maintenance, and repair services. However, due to other projects the vendor was awarded throughout the year with the District, the second highest scoring vendor will also require a contract to complete the work.</p> <p>This investment will increase the speed and provide reliable connectivity to the Internet, video surveillance and telecommunications systems, the core of the technology infrastructure, to support equitable access to teaching and learning resources and to enhance safety and security at each location. In addition, the cabling will allow for upgrading and modernizing of our physical security solutions in schools to improve student and staff safety.</p>
2	IT	19-0291	<b>Contract Amount:</b> \$2,761,150 <b>Contract Period:</b> July 1, 2019 – June 30, 2020 <b>Source:</b> General Funds <b>Purpose:</b> Physical Plant and Data Cabling Services <b>Contractor:</b> Learning Consultants Inc. <b>Location:</b> 17601 James Couzens, Detroit, MI 48235	Increase	Yes	Yes	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	<p>RFP 19-0291 was issued on DemandStar and received 3 response(s). Based on evaluation of the proposal, Learning Consultants, Inc. was selected as the supplier providing cable installation, maintenance, and repair services. Learning Consultants' proposal is the lowest cost solution.</p> <p>Learning Consultants has existing Board and FRC approved contracts with the District in the amount of \$1,325,450 for physical cable plant services and PA systems. This request is for an increase in the contract by \$1,435,700 for a total not to exceed value of \$2,761,150.</p>

# Contract Requests

The following contracts are being provided to the Financial Review Commission (“FRC”) for review and approval. Contracts over \$750,000 or a two (2) year period must also be provided to the FRC for review and approval pursuant to section 6(6) of the Michigan Financial Review Commission Act. Please review the individual Action Items provided for more detailed information.

	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
3	IT	20-0120	<b>Contract Amount:</b> \$12,581,171 <b>Contract Period:</b> July 1, 2019 – June 30, 2021 <b>Source:</b> General Fund <b>Purpose:</b> Network equipment, physical security solutions and data network closets <b>Contractor:</b> Presidio Inc. <b>Location:</b> 48325 Alpha Drive, Suite 150; Wixom, MI 48393	Increase	Yes	No	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	<p>RFP 20-0104 was issued on Demandstar and received three (3) responses. Based on evaluation of the proposals Presidio was selected to upgrade the District's existing network closets. They have the capacity and experience to provide the service requested.</p> <p>Presidio has existing Board and FRC approved purchases with the District in the amount of \$4,312,746 for physical security network solutions and network infrastructure upgrade. This request is for an increase in the contract by \$8,268,425 for a total not to exceed value of \$12,581,171.</p> <p>While CDW-G was the lowest cost vendor, their proposal was only for material and did not include installation. This was not realized until their proposal had been opened and the review had begun by the evaluation committee.</p>

# Contract Requests

The following contracts are being provided to the Financial Review Commission (“FRC”) for review and approval. Contracts over \$750,000 or a two (2) year period must also be provided to the FRC for review and approval pursuant to section 6(6) of the Michigan Financial Review Commission Act. Please review the individual Action Items provided for more detailed information.

	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
4	Curriculum And Instruction	19-0005-C	<b>Contract Amount:</b> \$1,000,000.00 <b>Contract Period:</b> March 30, 2020 – June 30, 2021 <b>Source:</b> General Funds <b>Purpose:</b> Science Materials <b>Contractor:</b> Activate Learning <b>Location:</b> Greenwich, CT 06830	Renewal	Yes	Yes	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	<p>In the 2018-2019 school year, the District began implementing the Activate Learning IQWST science curriculum in grades 6-8. To ease the transition to a new curriculum, the rollout was scheduled to take place over three years. The 2020-2021 school year will be the final year of the IQWST (Investigating and Questioning our World through Science and Technology) transition process, with grade 8 being the final grade level implementing the materials.</p> <p>To continue implementing the IQWST curriculum effectively, materials for grades 6 and 7 need to be replaced. This purchase includes replenishing consumables in science kits, replacing lost or damaged textbooks, and renewing a subscription to online resources for science instruction, as well as PD.</p> <p>This request is to renew the contract in the amount of \$1,000,000.00.</p>
5	Curriculum And Instruction	20-0146	<b>Contract Amount:</b> \$976,000.00 <b>Contract Period:</b> March 30, 2020 – June 30, 2021 <b>Source:</b> Title 1 Funds <b>Purpose:</b> District-Wide Advanced Placement Calculus Instructional Materials <b>Contractor:</b> Cengage Learning Group <b>Location:</b> Boston, MA 02210	Increase	Yes	Yes	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	<p>In 2019 Request for Proposals RFP 19-0147 was distributed to solicit core-mathematics, instructional materials for grades 9-12. Cengage Learning Group's textbook was the best aligned AP Calculus textbook submitted.</p> <p>The proposed purchase specifically for AP Calculus will not exceed \$250,000 in Title I funds, which includes access to digital and print resources. Cengage was also selected, and board approved, as the vendor to provide Social Studies Curriculum in the amount of \$660,000. Other anticipated District purchases bring the total not to exceed amount to \$976,000.</p>

# Contract Requests

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	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
6	Curriculum and Instruction	19-0147	<b>Contract Amount:</b> \$935,000.00 <b>Contract Period:</b> March 30, 2020 – June 30, 2021 <b>Source:</b> Title I Funds <b>Purpose:</b> 9-12 Mathematics Instructional Materials <b>Contractor:</b> CPM Educational Program <b>Location:</b> Elk Grove, CA 95758	Renewal	Yes	No	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	<p>In the 2018-2019 school year, the District adopted the CPM Educational Program (CPM) curriculum as the core instructional materials for mathematics in grades 9-12. To ensure students and teachers have access to high quality materials, the District requests approval of this purchase to include replenishments, replacements, access to digital resources, print resources to support curriculum implementation and teacher access to professional development resources for all participating faculty.</p> <p>RFP 19-0147 was issued in December of 2018 to solicit instructional materials for high school math via DemandStar. Nine responses were obtained. CPM was not the lowest cost supplier, but it fully aligned with CCSS and has the highest usability rating.</p> <p>This request is to renew the contract in the amount not to exceed \$935,000.</p>

# Contract Requests

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	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
7	Curriculum & Instruction	19-0248	<b>Contract Amount:</b> \$1,400,000.00 <b>Contract Period:</b> March 30, 2020 – June 30, 2021 <b>Source:</b> General Funds <b>Purpose:</b> Science Kit Services <b>Contractor:</b> ECA Educational Services <b>Location:</b> Commerce Township, MI 48390	Renewal	Yes	Yes	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	Request for Proposal #19-0032 was issued on DemandStar during the fall semester of the 2017-18 school year and received 6 responses. Based on evaluation of the proposal, ECA Science Kit Services was selected as the supplier providing the most aligned and high-quality hands-on science material kits.  Approval of this request will allow schools to continue to implement the District’s NGSS-aligned science materials.  This request is to renew the contract in the amount of \$1,400,000.00.
8	Curriculum & Instruction	18-0048	<b>Contract Amount:</b> \$4,000,000.00 <b>Contract Period:</b> March 30, 2020 – June 30, 2021 <b>Source:</b> General Funds <b>Purpose:</b> K-8 ELA/Literacy Instructional Materials <b>Contractor:</b> Open Up Resources (K12 OER Collaborative) <b>Location:</b> Menlo Park, CA 94025	Renewal	Yes	No	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	RFP 18-0048-R was issued on DemandStar and received 12 response(s). Based on evaluation of the proposal, Open Up Resources was selected as the supplier providing core instructional materials for K-8 ELA/Literacy. Though Open Up was not the low-cost source, their response was the most comprehensive and included foundational skills consumables as well as trade books.  Each year, the District is required to replace consumable student workbooks and materials, decodable texts, lost and damaged student trade-books and teacher guides to ensure that the District is prepared with the materials needed to manage any increase in enrollment.  This request is to renew the contract in the amount of \$4,000,000.00.

# Contract Requests

The following contracts are being provided to the Financial Review Commission (“FRC”) for review and approval. Contracts over \$750,000 or a two (2) year period must also be provided to the FRC for review and approval pursuant to section 6(6) of the Michigan Financial Review Commission Act. Please review the individual Action Items provided for more detailed information.

	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
9	Curriculum & Instruction	18-0049	<b>Contract Amount:</b> \$1,740,000.00 <b>Contract Period:</b> March 30, 2020 – June 30, 2021 <b>Source:</b> General Funds <b>Purpose:</b> District-Wide K-8 Eureka Math Curriculum Instructional Materials & Professional Development <b>Contractor:</b> Great Minds, LLC <b>Location:</b> Washington, D.C., 20003	Renewal	Yes	No	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	<p>RFP 18-0049-R was issued on DemandStar and received 16 response(s). Based on evaluation of the proposal, Great Minds, LLC was selected as the supplier providing core instructional materials for K-8 Mathematics. Though not the lowest-cost source, Great Minds offers the most widely used mathematics curriculum in the US, according to a study released by the RAND Corporation. It is also one of the only two curriculums found by EdRports.org to align fully with the CCSS for all grades K-8.</p> <p>The District's adopted Eureka Math for digital and print resources to support curriculum implementation and mathematics manipulatives. This contract renewal request includes a contingency for new students to the District as well as to replace any damage or lost books.</p> <p>This request is to renew the contract in the amount of \$1,740,000.00..</p>
10	Facilities Office of School Nutrition	Cooperative	<b>Contract Amount:</b> \$1,252,754 <b>Contract Period:</b> March 30, 2020 – June 30, 2020 <b>Source:</b> National School Lunch Fund 25 <b>Purpose:</b> New Kitchen Lines in 7 DPSCD cafeterias <b>Contractor:</b> Stafford-Smith Inc. <b>Location:</b> Madison Heights, MI 48071	Cooperative	Yes	Yes	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	<p>Office of School Nutrition is seeking approval purchase cafeteria serving line equipment installations in an amount not-to-exceed \$1,252,754 from Stafford-Smith via Sourcewell cooperative contract #091918-STF. RFP #20-0092 was issued on DemandStar for the purchase and installation of school kitchen line equipment. Three (3) proposals were received, and based on evaluation of the proposal, Stafford-Smith was selected as the supplier due to its experience, capability, and lowest cost proposal.</p> <p>The District has moved away from offering students one to two options daily for lunch and now offers K-8 students four daily options and up to twelve daily options for high school students. More options offered means students are spending more time in line as they decide on food options. While time allotted for each lunch period remains the same, the serving lines required upgrades and redesigns to operate faster and more efficiently.</p>



# Contract Requests

The following contracts are being provided to the Financial Review Commission (“FRC”) for review and approval. Contracts over \$750,000 or a two (2) year period must also be provided to the FRC for review and approval pursuant to section 6(6) of the Michigan Financial Review Commission Act. Please review the individual Action Items provided for more detailed information.

	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
11	Facilities	19-0227-C	<b>Contract Amount:</b> \$855,655.00 <b>Contract Period:</b> March 30, 2020 – June 30, 2020 <b>Source:</b> National School Lunch Program <b>Purpose:</b> Irrigation and Drainage System at Drew Farms <b>Contractor:</b> City Contracting Services Inc. <b>Location:</b> Birmingham, MI 48009	Increase	Yes	Yes	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	<p>The proposed work will support the agricultural component of the program by addressing the challenges of urban farming, including subterranean debris removal and improving urban soil drainage at Drew Farms.</p> <p>On April 16, 2019, RFP 19-0227 was issued on DemandStar and received three responses. City Contracting Services was selected providing the highest value at the lowest cost.</p> <p>City Contracting has existing Board and FRC approved contracts with the District in the amount of \$796,598 for District-wide paving and draining services. This request is for an increase in the contract by \$59,057 for a total not to exceed value of \$855,655.</p>
12	Office of School Nutrition	Cooperative	<b>Contract Amount:</b> \$24,179,100 <b>Contract Period:</b> March 30, 2020 – June 30, 2020 <b>Source:</b> National School Lunch Program <b>Purpose:</b> New Combi-Ovens for DPSCD kitchens <b>Contractor:</b> Premier-US Foods <b>Location:</b> Wixom, MI 48393	Cooperative/ Increase	N/A	N/A	Finance Committee 02.28.2020  Academic Committee 03.02.2020  Board 03.17.2020  Anticipated Approval FRC 03.30.2020	<p>The District is working to upgrade the District's school cafeteria ovens. The upgrade of equipment will mitigate oven repair and replacement expenditures.</p> <p>US Foods has existing Board and FRC approved contracts with the District in the amount of \$21,000,000 food commodity processing. This request is for an increase in the contract by \$3,179,100 for a total not to exceed value of \$24,179,10.00. The US purchase of the combi-ovens will be sourced through the OMNIA Cooperative Agreement.</p>

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.04 Approval of Contract with DataCom Networks, Inc.
Access	Public
Type	Action
Recommended Action	Motion to approve a contract with DataCom Networks, Inc. for physical plant and data cabling for the period of March 30, 2019 through June 30, 2020 in an amount not-to-exceed \$1,300,000.

**Public Content****Recommendation:**

That the School Board approve a contract with DataCom Network, Inc. for physical plant and data cabling for the period of March 30, 2019 through June 30, 2020 in an amount not-to-exceed \$1,300,000.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

The Board recently approved a budget amendment that included further investment in physical plant and data capital as a capital improvement project in the amount of \$2,299,500. This investment and additional funds will be split between two vendors, Learning Consultants, Inc. (LCI) and DataCom Networks, Inc. (DataCom). With these funds, the District will invest in upgraded physical plant and data cabling to enhance the network infrastructure at 25 school buildings by June 30, 2020.

This investment will increase the speed and provide reliable connectivity to the Internet, video surveillance and telecommunications systems, the core of the technology infrastructure, to support equitable access to teaching and learning resources and to enhance safety and security at each location. In addition, the cabling will allow for upgrading and modernizing of our physical security solutions in schools to improve student and staff safety.

Since 1993, DataCom has performed many large structured cabling installations involving data, voice and video throughout Michigan, Northern Ohio and Northern Indiana.

**Gap Analysis:**

The Plante Moran technology audit identified the need for significant upgrades to data cabling at 77 schools. The District is actively working toward a 21st century learning environment, rich in opportunity for all students to access relevant technology. This contract amendment directly addresses findings from the technology audit. In addition, the District has approved a number of school relocations and program changes that will require network infrastructure accommodations to ensure those successful transitions.

**Previous Outcomes:**

LCI was awarded the physical plant and data cabling contract for this fiscal year. With the increase in funding, LCI will be unable to complete all 25 schools by June 30, 2020 so the District has added DataCom Group as an additional resource. This will be the first time the District will use DataCom's services.

**Expected Outcomes:**

DataCom will provide physical plant and data cabling installation services to overhaul the worn, outdated wiring infrastructure at numerous sites identified through the technology audit and the District's proposed school relocation plans. This technology infrastructure upgrade and modernization process will continue to be prioritized to resolve findings on the technology and facility audits, as well as support recent investments in 1:1 technology.

To meet the deadline of June 30<sup>th</sup>, the District will use two (2) vendors, LCI and DataCom for this project. LCI's expenditures are represented in a separate item.

Vendor	Schools
Learning Consultants, Inc.	Clemente, Brown, Ellington, Southeastern, Bow, Emerson, Garvey, Munger, Gompers, Priest
DataCom Networks, Inc.	Bethune, Brenda Scott, Burns, Nolan, Nichols, Brewer, Neinas, Twain, Bunche, Burton, Hutchinson, Greenfield Union, GoLightly Education Center, Spain

**Alignment to Strategic Plan:**

Responsible Stewardship

**Financial Impact:**

\$1,300,000 from the General Fund

Bid Process: RFP 19-0291 was issued on DemandStar and received 3 response(s). Based on evaluation of the proposal, Learning Consultants, Inc. was selected as the supplier providing cable installation, maintenance, and repair services. They had the capability, experience, and most competitive pricing to provide the services requested. However, due to other projects the vendor was awarded throughout the year, the second highest scoring vendor will also be awarded a contract.

**Contact for Item:**

Name: Elizabeth Cutrona, Chief Strategy Officer  
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DataCom Group Physical Plant Cabling - Contract.pdf (402 KB)

**Administrative Content**

DataCom Proposal.pdf (8,010 KB)

Direct Internet dps cable rfp 19\_0291.pdf (4,119 KB)

LCI.pdf (15,250 KB)

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.05 Approval of Contract Amendment for Learning Consultants, Inc.
Access	Public
Type	Action
Recommended Action	Motion to approve the contract amendment with Learning Consultants, Inc. to include additional physical plant and data cabling services for the period of July 1, 2019 through June 30, 2020 in an amount not-to-exceed \$1,435,700 in a total amount not-to-exceed \$2,761,150.

**Public Content****Recommendation:**

That the School Board approve the contract amendment with Learning Consultants, Inc. to include additional physical plant and data cabling services for the period of July 1, 2019 through June 30, 2020 in an amount not-to-exceed \$1,435,700 in a total amount not-to-exceed \$2,761,150.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

The Board recently approved a budget amendment that included further investment in physical plant and data capital as a capital improvement project in the amount of \$2,299,500. This investment and additional funds will be split between two vendors, Learning Consultants, Inc. (LCI) and DataComm Networks, Inc. (DataComm). With these funds, the District will invest in upgraded physical plant and data cabling to enhance the network infrastructure at 25 school buildings by June 30, 2020.

This investment will increase the speed and provide reliable connectivity to the Internet, video surveillance and telecommunications systems, the core of the technology infrastructure, to support equitable access to teaching and learning resources and to enhance safety and security at each location. In addition, the cabling will allow for upgrading and modernizing of our physical security solutions in schools to improve student and staff safety.

LCI currently supports the District with physical plant cabling, public address support services, and installation of interactive whiteboards.

**Gap Analysis:**

The Plante Moran technology audit identified the need for significant upgrades to data cabling at 77 schools. The District is actively working toward a twenty-first century learning environment, rich in opportunity for all students to access relevant technology. This contract amendment directly addresses findings from the technology audit. In addition, the District has approved a number of school relocations and program changes that will require network infrastructure accommodations to ensure those successful transitions.

**Previous Outcomes:**

LCI has been working with the District since 1995. LCI technicians utilize the District ticketing system to manage projects that range from interactive technology repairs and installations to cabling installations and wiring projects. This allows the District to track contractor progress in real-time as well as the time allotted to each school or District project. The District has been satisfied with the services provided by LCI. Most recently, LCI worked on cabling installation to support the deployment and installation of upgraded wireless access points for eleven school buildings. LCI has also be instrumental with the cabling projects for the new schools that opened in Fall 2019.

Fiscal Year	Annual
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	Expenditures
2017-2018	\$925,000
2018-2019	\$1,071,450
2019-2020	\$1,325,450

**Expected Outcomes:**

LCI will provide physical plant and data cabling installation services to overhaul the worn, outdated wiring infrastructure at numerous sites identified through the technology audit and the District's proposed school relocation plans. This technology infrastructure upgrade and modernization process will continue to be prioritized to resolve findings on the technology and facility audits, as well as support recent investments in 1:1 technology.

To meet the deadline of June 30th, the District will use two vendors, LCI and Datacom for this project.

Vendor	Schools
Learning Consultants, Inc.	Clemente, Brown, Ellington, Southeastern, Bow, Emerson, Garvey, Munger, Gompers, Priest
Datacom Newtorks, Inc.	Bethune, Brenda Scott, Burns, Nolan, Nichols, Brewer, Neinas, Twain, Bunche, Burton, Hutchinson, Greenfield Union, GoLightly Education Center, Spain

**Alignment to Strategic Plan:**

Transformative Culture

**Financial Impact:**

\$2,761,150 (General Fund)

Bid Process: RFP 19-0291 was issued on DemandStar and received 3 response(s). Based on evaluation of the proposal, Learning Consultants, Inc. was selected as the supplier providing cable installation, maintenance, and repair services. They have the capability, experience, and competitive pricing to provide the services requested. Learning Consultants' proposal is the lowest cost solution.

**Contact for Item:**

Name: Elizabeth Cutrona, Chief Strategy Officer

Phone: 313-873-6205

Email: [elizabeth.cutrona@detroitk12.org](mailto:elizabeth.cutrona@detroitk12.org)

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[LCI Physical Plant Cabling - PA Amendment .02 3.11.20.pdf \(17 KB\)](#)

**Administrative Content**

[DataCom Proposal.pdf \(8,010 KB\)](#)

[Direct Internet dps cable rfp 19\\_0291.pdf \(4,119 KB\)](#)

[LCI.pdf \(15,250 KB\)](#)

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.06 Approval of Contract Amendment with Presidio, Inc.
Access	Public
Type	Action
Recommended Action	Motion to approve an amendment to the contract with Presidio Inc. to add additional \$8,268,425 for network equipment, physical security solutions and data network closets for the period July 1, 2019 through June 30, 2021 in an amount not-to-exceed \$12,581,171.

**Public Content****Recommendation:**

That the School Board approve an amendment to the contract with Presidio Inc. to add additional \$8,268,425 for network equipment, physical security solutions and data network closets for the period July 1, 2019 through June 30, 2021 in an amount not-to-exceed \$12,581,171.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

The Board recently approved a budget amendment that included further investment in network, video surveillance and wireless equipment. With the approval of this item, the District will further invest in network and physical security solutions to expand the local area network and wireless LAN to additional schools, upgrade the infrastructure at schools with facilities moves or transitions planned for fall 2020, and improve network data closets across the District.

These additional upgrades became possible because of increased access to E-Rate funds and one-time funds made available through the fiscal year 2020 budget amendment. All equipment must be ordered and received by June 30, 2020. The E-Rate program expanded support for Category 2 Internal Connection funding for fiscal year 2021 applications, which will allow the District to purchase uninterrupted power supply and environmentally controlled network cabinets.

The technology audit findings revealed that 75% (77 schools) have unacceptable network closets. This means there is a substantial deficit in security, reliability, and protection of network closets based on industry standards. Most of the network closets across the District have open racks that offer minimal protections to equipment in the event of water leaks, power problems and heating/cooling issues. New network closets would provide locked cabinets with power conditioning and environmental controls to adequately protect and sustain network equipment, and can now be funded through E-Rate.

This contract amendment will provide physical security solutions (alarm, access controls, and video) and network equipment to transition schools as well as the schools listed below. The network closets (which is also network equipment) will not be purchased until we receive an approval from ERate for funding. This would be in the next fiscal year, however the District must plan for the implementation in advance. There are 382 network closets in the District, 129 of which will be replaced through this funding.

Presidio is a premier technology equipment and services vendor. The equipment and services purchased from Presidio Inc. will address the findings from the technology audit conducted at all schools, as well as expand the infrastructure at new or transitioning school sites.

### **Gap Analysis:**

The Technology Audit conducted by Plante Moran last spring identified deficiencies in the video surveillance equipment at 84 schools, the local area network equipment at 85 schools, and network closets at 77 schools. The technology infrastructure upgrades identified will make a substantial impact on improving the district's state of technology and ability to meet the growing needs of the District while offering long term sustainability.

### **Previous Outcomes:**

In January, the Board approved the cooperative purchase for Presidio, not-to-exceed \$4,312,746 which included the purchase of 523 video cameras inclusive of licensing and support at the most vulnerable locations, and upgraded network equipment for the physical security infrastructure to support that will allow for better security, retention, and access to digital footage. In addition, a standardized Video Management System (VMS) solution was included for centralized monitoring of video surveillance equipment at the Command Center.

In June 2019, the District completed network equipment upgrades at sixteen (16) schools: Bethune, Brenda Scott, Burns, Marian Law Academy, Nolan, Southeastern, Central, Denby, Henry Ford, Mumford, Pershing, Barton, Edmonson, Hamilton, Logan and Marygrove.

Fiscal Year	Expenditure
2018-2019	\$1,736,408

### **Expected Outcomes:**

With the approved budget amendment funds, the District will purchase network equipment and physical security solutions to support schools with planned location or configuration changes. This will ensure each school has the appropriate physical security solutions (alarm, access controls, video surveillance) are in place.

In addition to transitioning schools, network equipment upgrades will be performed at Clemente, Brown, Ellington, Bow, Emerson, Garvey, Munger, Gompers, Priest, Nichols, Brewer, Neinas, Twain, Bunche, Burton, Hutchinson, Greenfield Union, GoLightly CTC, and Spain.

Video surveillance upgrades will be conducted at Adult Ed East, Adult Ed West, Clippert, Davis Aerospace at City Airport, GEE White, Fredrick Douglass, GoLightly CTC, MLK High, Ludington, Southeastern High, Henry Ford and Cody.

The District will leverage E-Rate to subsidize the cost of the network closet upgrades needed at 48 schools.

The District may initiate an additional item for Board approval for cooperative purchasing from Presidio during fiscal year 2021 school year should funds be available for further investments in this type of equipment.

### **Alignment to Strategic Plan:**

Responsible Stewardship

### **Financial Impact:**

Description	Expected Costs	Funding Source
Video Surveillance for School	\$2,318,273	General Fund



Upgrades (previously approved-1/20)		
Network Equipment Upgrades including Transition Schools	\$2,347,133	General Fund
Physical Security Video Surveillance for Transition Schools	\$1,375,000	General Fund
Data Network Closets Upgrades DPSCD Cost	\$2,228,019*	General Fund (eligible for a 1,352,386 E-Rate reimbursement)
<b>TOTAL COSTS</b>	<b>\$8,268,425*</b>	
Actual Cost After E-Rate Reimbursement	\$6,916,039	

MiDeal Cooperative Purchase Program for Disaster Recovery Network  
 REMC Cooperative Purchase Program for Video Surveillance Upgrades  
 ERate RFP for Data Network Closets

Bid Process: RFP 20-0104 was issued on Demandstar and received three (3) responses. Based on evaluation of the proposals Presidio was selected to upgrade the District's existing network closets. They have the capacity and experience to provide the service requested.

**Contact for Item:**

Name: Elizabeth Cutrona, Chief Strategy Officer  
 Phone: 313-873-6205  
 Email: elizabeth.cutrona@detroitk12.org

20-0104 Presidio Contract Data Network Closets Contract signed by supplier 3.11.pdf (571 KB)

Presidio MiDeal Contract (network).pdf (517 KB)

### Administrative Content

CDW-G E-Rate Response - Detroit PSCD - Internal Connections F470 Number 200008590 USB.pdf (3,234 KB)

LCI Combined.pdf (16,053 KB)

LCI Price Tab 6-Cost\_Price Proposal.xls (330 KB)

Network Closets Pricing Attachment A for RFP.xlsx (29 KB)

Presidio.pdf (58,590 KB)

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.09 Approval of a Purchase from Activate Learning for IQWST 6-8 Science Curriculum
Access	Public
Type	Action
Recommended Action	Motion to approve a purchase from Activate Learning for IQWST 6-8 science curriculum in an amount not-to-exceed \$1,000,000.

**Public Content****Recommendation:**

That the School Board approve the purchase from Activate Learning for IQWST science curriculum in an amount not-to-exceed \$1,000,000.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

In the 2018-2019 school year, the District began implementing the Activate Learning IQWST science curriculum in grades 6-8. To ease the transition to a new curriculum, the rollout was scheduled to take place over three years. The 2020-2021 school year will be the final year of the IQWST transition process, with grade 8 being the final grade level implementing the materials.

**Gap Analysis:**

To continue implementing the IQWST curriculum effectively, materials for grades 6 and 7 need to be replaced. This includes replenishing consumables in science kits, replacing lost or damaged textbooks, and renewing a subscription to online resources for science instruction.

With the addition of grade 8 to IQWST curriculum in the 2020-2021 school year, new materials need to be purchased. This includes science kits with both consumable and non-consumable elements, books, and a subscription to online science resource. Further, the 2019-2020 school year is the first academic year that the new Michigan Science M-STEP Assessment will be fully operational and scores will be reported for students, schools, and districts.

**Previous Outcomes:**

SCHOOL YEAR	MATERIALS	EXPENDITURE
2018-2019	Grades 6-7 consumables such as science kits, textbooks, other instructional material, and access to online resources.	\$1,533,692

**Expected Outcomes:**

Purchasing replenishments and new materials will ensure the continued implementation of the IQWST project-based learning curriculum. As outlined in the targets of our strategic plan, growth in student outcomes are expected for science in grades 6-8.

**Alignment to Strategic Plan:**

Outstanding Achievement

Financial Impact:

\$1,000,000 from General Funds

COST BREAKDOWN	
Projected Expenditures	\$887,000
Contingency	\$113,000

New Grade 8 materials (\$525,000); Grades 6-7 Refills (\$375,000); Professional Development (\$25,000)

Request for proposal #19-0005 was issued on DemandStar during the winter semester of the 2017-18 school year and received 6 responses. Based on evaluation of the proposal, Activate Learning was selected as the supplier providing the most aligned and high-quality materials at a competitive price. They have the capability, experience, and competitive pricing to provide the services requested. The purchase will be made with general funds and will not exceed \$1,000,000.

Contact for Item:

Name:	Beth Gonzalez, Assistant Superintendent, Curriculum & Instruction
Phone:	313-873-4894
Email:	beth.gonzalez@detroitk12.org

Administrative Content

Pearson - Pricing.pdf (140 KB)	National Inventors - Pricing.pdf (440 KB)	National - Proposal.pdf (4,907 KB)	HMH - Proposal.pdf (1,494 KB)	HMH - Pricing.pdf (355 KB)
Discovery Education - Proposal.pdf (15,593 KB)	Activate Learning - Proposal.pdf (16,378 KB)	Discovery Education - Pricing.pdf (31 KB)	Activate Learning - Pricing.pdf (141 KB)	
Accelerate Learning - Proposal.pdf (7,057 KB)	Accelerate Learning - Pricing.pdf (5,261 KB)	Pearson - Proposal.pdf (7,978 KB)	Detroit 04.02.19.pdf (661 KB)	

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.10 Approval of Purchase from Cengage Learning Group for District-Wide Advanced Placement Calculus Instructional Materials
Access	Public
Type	Action
Recommended Action	Motion to approve a purchase from Cengage Learning Group for District-wide Advanced Placement Calculus instructional materials in an amount of \$250,000 for a total amount not to exceed \$976,000.

**Public Content****Recommendation:**

That the School Board approve the purchase of Cengage Learning Group's Calculus AP instructional materials for District-wide Advanced Placement Calculus instructional materials an amount not to exceed \$250,000 in addition to the \$660,000 approved in January for Grade 9 Social Studies materials and professional development, plus \$66,000 for other District purchases for a total amount not to exceed \$976,000.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

The District is seeking to expand Advanced Placement (AP) offerings across the District to further prepare our students to be career and college ready. Among the AP courses offered by the District, AP Calculus is the 3rd highest enrolled AP course. Teachers of these courses have expressing the desire for updated, aligned materials. In 2019 Request for Proposals RFP 19-0147 was distributed to solicit core-mathematics, instructional materials for grades 9-12. Cengage Learning Group's textbook was the highest rated AP Calculus textbook submitted.

**Gap Analysis:**

Teachers have expressed that the current AP Calculus textbook is inadequate and does not support student learning. In addition to being out of date, they were published in 2010, there is consensus that they are of low quality and do not provide students the preparation to be successful on the AP Calculus tests. For context, 38% of students nationwide received a score of 4 or better on AP Calculus AB and 62% received a score of 4 or better on AP Calculus BC. In contrast, 27% of District students eared similar scores on AP Calculus AB and 21% on AP Calculus BC.

**Previous Outcomes:**

The District expended \$11,746 in fiscal year 2019.

**Expected Outcomes:**

The proposed AP Calculus adoption will encourage teacher confidence and will increase the fidelity of implementation of curriculum materials, which will lead to the raising of student achievement. The District's strategic plan metrics and targets expect an annual increase of 3.1 percentage points.

**Alignment to Strategic Plan:**

Outstanding Achievement

**Financial Impact:**

The proposed purchase will not exceed \$250,000 in Title I funds. This purchase will include: access to digital resources, print resources to support curriculum implementation.

RFP 19-0147 for High School Mathematics Curriculum was issued on Demandstar.com and received ten response(s) from nine vendors. Based on evaluation of the proposal, Cengage was selected as the supplier providing the best aligned AP mathematics materials for high school. They have the capability and experience to provide the services requested.

Contact for Item:

Name:	Beth Gonzalez, Assistant Superintendent, Curriculum & Instruction
Phone:	313-873-4894
Email:	<a href="mailto:beth.gonzalez@detroitk12.org">beth.gonzalez@detroitk12.org</a>

Administrative Content

Pearson.zip (10,431 KB)	Big Ideas.zip (44,232 KB)	Carnegie.zip (20,126 KB)	Cengage.zip (36,196 KB)	CPM Educational.zip (2,732 KB)	Discovery Education.zip (10,857 KB)
Great Minds.zip (3,393 KB)	HMH.zip (3,263 KB)	Macmillan.zip (4,093 KB)	McGraw Hill.zip (25,243 KB)		

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.11 Approval of a Purchase from CPM Educational Program for District-Wide 9-12 Mathematics Instructional Materials and Professional Development
Access	Public
Type	Action
Recommended Action	Motion to approve the purchase from CPM Educational Program for District-wide 9-12 instructional materials and professional development in an amount not-to-exceed \$935,000.

**Public Content****Recommendation:**

That the School Board approve the purchase from CPM Educational Program the District's grades 9-12 CPM Educational Program mathematics instructional materials and professional development in an amount not-to-exceed \$935,000.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

In the 2018-2019 school year, the District adopted the CPM Educational Program (CPM) curriculum as the core instructional materials for mathematics in grades 9-12. This is the first year of implementing the CPM Educational Program in mathematics. Additionally, the District piloted CPM materials for Grade 8 Algebra I students in six schools and will be adding ten more schools for the 2020-2021 school year.

The District's adoption of CPM materials included the purchase of both digital and print resources to support curriculum implementation, mathematics manipulatives (e.g. algebra tiles, and geometry mirrors), and teacher access to professional development resources for all participating instructional and administrative staff.

**Gap Analysis:**

To ensure students and teachers have access to high quality materials, the District must build a backup supply of materials from CPM. This includes replacements for lost and damaged textbooks, extra copies to account for students new to the District, increased class sizes, and teachers new to the District. In addition, new sets of Grade 8 Algebra I materials are required for the ten additional schools as well as additional instructional material for the newly added grade 10 at the School at Marygrove.

**Previous Outcomes:**

SCHOOL YEAR	MATERIALS	EXPENDITURE
2018-2019	Instructional Materials that included the following: <ul style="list-style-type: none"> <li>• Core Connections Algebra I</li> <li>• Geometry</li> <li>• Algebra II</li> <li>• CPM: Precalculus</li> <li>• CPM: Calculus</li> <li>• CPM Statistics</li> </ul>	\$2,010,645

**Expected Outcomes:**

This purchase will include access to digital resources, print resources to support curriculum implementation, and teacher access to professional development resources for all participating faculty. CPM Educational Program provides clear, concise curriculum mapping with explicit, scaffolded lessons. Continued implementation through the purchase of replacement materials will support the District goal of raising student achievement. In multiple large urban Districts, these materials have served as the basis for consistent improvement in mathematics in proficiency and growth. The District's strategic plan expects an annual increase of 3.1 percentage points.

**Alignment to Strategic Plan**

Outstanding Achievement

**Financial Impact:**

\$935,000, including a 10% contingency, from Title I Funds

COST BREAKDOWN	
High School Annual Reoccurring Cost	\$790,841
Contingency	\$85,000
Grade 8 Algebra I Materials	\$43,266
District Overage	\$15,893

RFP 19-0147 was issued on Demandstar.com and received ten response(s) from nine vendors. Based on evaluation of the proposal, CPM was selected as the supplier providing a highly aligned comprehensive core mathematics materials for high school. They have the capability, experience, and competitive pricing to provide the services requested.

**Contact for Item:**

Name:	Beth Gonzalez, Assistant Superintendent, Curriculum & Instruction
Phone:	313-873-4894
Email:	beth.gonzalez@detroitk12.org

**Administrative Content**

Big Ideas.zip (44,232 KB)	Carnegie.zip (20,126 KB)	Cengage.zip (36,196 KB)	CPM Educational.zip (2,732 KB)	Discovery Education.zip (10,857 KB)	Great Minds.zip (3,393 KB)
HMH.zip (3,263 KB)	Macmillan.zip (4,093 KB)	McGraw Hill.zip (25,243 KB)	Pearson.zip (10,431 KB)		



**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.12 Approval of a Purchase from ECA Science Kit Services for K-11 Science Resources
Access	Public
Type	Action
Recommended Action	Motion to approve a purchase from ECA Science Kit Services for K-11 science resources in an amount not-to-exceed \$1,400,000.

**Public Content****Recommendation:**

That the School Board approve a purchase from ECA Science Kit Services in an amount not-to-exceed \$1,400,000.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

In 2019-2020 the District began implementing the Mystery Science, CREATE for STEM, and Next Generation Science Standards (NGSS) Biology curricula for grades K-10 and will continue to implement them in the 2020-2021 school year. Additionally, in 2020-2021 the District will fully implement NGSS Biology and pilot curricula for NGSS Earth Science in Grade 11, OpenSci in Grade 6, and Modeling Chemistry Grade 11 or 12.

ECA Science Kit Services has partnered with Mystery Science and CREATE for STEM to identify the hands-on resources needed to effectively implement the science curricula. They provide both the replacement materials for the previous year's kits, the new kits for NGSS Biology, and pilot materials for NGSS Earth Science, OpenSci, and Modeling Chemistry.

**Gap Analysis:**

Approval of this request will allow schools to continue to implement the District's NGSS-aligned science materials. Consumables from the kits purchased last year need to be replaced to effectively implement Mystery Science and CREATE for STEM. In addition, ECA Science Kit Services will provide the kits for the District-wide implementation of NGSS Biology and the piloting of NGSS Earth Science, OpenSci, and Modeling Chemistry.

**Previous Outcomes:**

SCHOOL YEAR	MATERIALS	EXPENDITURE
2019-2020	ECA Science Kits for Grades K-5 and 9-10 to support the implementation of Mystery Science, CREATE for STEM, and Mber and Storylines	\$1,099,924

**Expected Outcomes:**

With the necessary required materials to implement the program successfully, teachers are more likely to embrace the professional learning and implementation of these highly aligned materials and report higher satisfaction rates in their roles. Students are expected to demonstrate higher levels of engagement aligned with our vision for excellent instruction. Additionally, as outlined in the targets of our strategic plan, growth in student outcomes are expected in science in grades K-11.

Alignment to Strategic Plan:

Outstanding Achievement

Financial Impact:

\$1,400,000 from General Funds

COST BREAKDOWN	
Projected Expenditures	\$1,150,000
Contingency	\$250,000

Reoccurring Costs: K-5th grade Kit refills (\$550,000); 9th grade kit refills and lab book replacement (\$100,000)  
New Costs: Kits (including consumable and durable equipment) and lab books for: Grade 10 Biology, Grade 11 Earth Science Pilot, Chemistry Pilot (\$500,000)

Request for Proposal #19-0007 was issued on DemandStar during the fall semester of the 2017-18 school year and received 6 responses. Based on evaluation of the proposal, ECA Science Kit Services was selected as the supplier providing the most aligned and high-quality hands-on science material kits at a competitive price. They have the capability, experience, and competitive pricing to provide the services requested.

Contact for Item:

Name:	Beth Gonzalez, Assistant Superintendent, Curriculum & Instruction
Phone:	313-873-4894
Email:	beth.gonzalez@detroitk12.org

Administrative Content

School Specialty.zip (3,951 KB)

Didax.zip (4,145 KB)

EAI.zip (4,438 KB)

ETA Hand2Mind.zip (17,034 KB)

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.13 Approval of the Purchase from Open Up Resources for District-Wide K-8 English Language Arts Materials
Access	Public
Type	Action
Recommended Action	Motion to approve the purchase from Open Up Resources of District-wide K-8 English Language Arts materials in an amount not-to-exceed \$4,000,000.

**Public Content****Recommendation:**

That the School Board approve the purchase from Open Up Resources of EL Education K-8 Language Arts consumables and replenishment of instructional materials in an amount not-to-exceed \$4,000,000.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

Last school year the District entered their second year using Open Up Resources/EL Education as instructional materials for ELA/Literacy in grades K-8. The EL Education curriculum includes consumable student workbooks, decodable texts, and reading lab kits which include books, manipulatives, and consumable materials. Open Up Resources also provides the District with professional development for the ELA/Literacy curriculum.

**Gap Analysis:**

Each year, the District is required to replace consumable student workbooks and materials, decodable texts, lost and damaged student trade-books and teacher guides to ensure that the District is prepared with the materials needed to manage any increase in enrollment. The proposed purchase would cover the replacement of these materials. This cost includes teacher access to professional development resources for all participating faculty, which will include differentiated pathways for teachers new to the district and those looking to deepen their knowledge after having used the materials for a year or two.

**Previous Outcomes:**

SCHOOL YEAR	MATERIALS	EXPENDITURE
2018-2019	Core instructional materials for the K-8 ELA program and professional development.	\$5,939,882
2019-2020	Core instructional materials for the K-8 ELA program and professional development.	\$4,087,000

**Expected Outcomes:**

With the necessary required materials to implement the program successfully, teachers are more likely to embrace the professional learning and implementation of these highly aligned materials and report higher satisfaction rates in their roles. Students are expected to demonstrate higher levels of engagement aligned with the District's Strategic Plan for excellent instruction. Additionally, as

outlined in the targets of the Strategic Plan, growth in student outcomes are expected in English Language Arts in grades K-8. The district will ensure that materials are delivered to schools on time or contract consequences will be applied.

**Alignment to Strategic Plan:**

Outstanding Achievement

**Financial Impact:**

\$4,000,000 from the General Fund

COST BREAKDOWN	
Projected Expenditures	\$3,737,858
Contingency	\$2626,142

RFP 18-0048-R was issued on DemandStar and received 12 response(s). Based on evaluation of the proposal, Open Up Resources was selected as the supplier providing core instructional materials for K-8 ELA/Literacy. They have the capability, experience, and competitive pricing to provide the services requested. Though Open Up was not the low-cost source, their response was the most comprehensive and complete. The other respondents, despite having a good program, did not submit costs for foundational skills or trade books, which can increase costs by millions of dollars.

**Contact for Item:**

Name:	Beth Gonzalez, Assistant Superintendent, Curriculum & Instruction
Phone:	313-873-4894
Email:	beth.gonzalez@detroitk12.org

**Administrative Content**[McGraw Hill.zip \(69,777 KB\)](#)[Open Up Resources ELA 180048R.zip \(52,818 KB\)](#)[Reeword.zip \(26,309 KB\)](#)[American Reading Company.zip \(15,585 KB\)](#)[Amplify.zip \(31,219 KB\)](#)[Cengage.zip \(3,340 KB\)](#)[Great Minds.zip \(3,523 KB\)](#)[HMH.zip \(8,028 KB\)](#)

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.14 Approval of a Purchase from Great Minds for District-Wide K-8 Eureka Math Curriculum Instructional Materials & Professional Development
Access	Public
Type	Action
Recommended Action	Motion to approve a purchase from Great minds for District-wide K-8 Eureka Math curriculum instructional materials and professional development in an amount not-to-exceed \$1,740,000.

**Public Content****Recommendation:**

That the School Board approve the purchase from Great Minds for District-wide K-8 Eureka Math curriculum instructional materials and professional development in an amount not-to-exceed \$1,740,000.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

In the 2017-2018 school year the District selected Great Minds' Eureka Math curriculum (Eureka Math) as it's core curriculum for mathematics in Grades K-8. The 2018-2019 school year was the first year Eureka Math has been used in the District.

The District's adoption of Eureka Math included the purchase of both digital and print resources to support curriculum implementation, mathematics manipulatives, and teacher access to professional development resources for participating instructional and administrative staff. This present purchase would includes a contingency for new students to the District as well as to replace any damage or lost books.

**Gap Analysis:**

Replacement of student print resources, replacement of lost and/or damaged teacher print resources, and the enrollment of new students in District schools necessitate the purchase of additional instructional mathematics materials for students and teachers. Further, ensuring adequate access to professional development resources for instructional and administrative faculty will ensure that course material can be properly taught to students, increasing student achievement.

**Previous Outcomes:**

SCHOOL YEAR	MATERIALS	EXPENDITURE
2018-2019	Core instructional materials for the K-8 Mathematics program	\$1,879,864
2019-2020	Replenishment of core instructional materials for the K-8 Mathematics Program	\$1,522,661

**Expected Outcomes:**

The proposed purchase will cover access to digital resources and instructional materials, replacement of student print resources, replacement of lost and/or damaged teacher print resources to support curriculum implementation, and teacher access to professional development resources for all participating instructional and administrative faculty which will begin during summer 2020 and continue through the 2020-21 school year. Purchases will be based on the number of students and teachers at each school site and will include an overage allocation for each school and the District. The District will ensure that materials are delivered to schools on time or contract consequences will be applied.

Continuing to support the implementation of Eureka Math by renewing materials and resources will increase the fidelity of implementation of curriculum materials, which will lead to the raising of student achievement. The District's strategic plan metrics and targets expect an annual increase of 3.1 percentage points.

There appears to be strong evidence that our curriculum is yielding significant increases in student outcomes. The M-STEP data from the 2018-2019 shows positive indicators for the impact the new instructional materials are having on student outcomes. Showing students for all 6 grade levels assessed on M-STEP are improving.

Mathematics Student Achievement: M-STEP 2018 and 2019 Data % students Scoring Proficient or Better (by Grade)						
Assessment	3	4	5	6	7	8
M-STEP 2018	10.7	7.4	3.8	5.3	5.6	7.5
M-STEP 2019	16	10.9	7.4	6.5	8.8	9*
Increase	5.3	3.5	3.6	1.2	3.2	1.8

\*During the Spring 2019 State Testing Cycle, 8<sup>th</sup> grade students took the PSAT 8/9 examination, therefore performance in 8<sup>th</sup> grade is comparing two different assessments.

#### Alignment to Strategic Plan:

Outstanding Achievement

#### Financial Impact:

\$1,740,000 from Title I Funds

COST BREAKDOWN	
Instructional Materials	\$1,347,835
Professional Development	\$374,982
Contingency	\$17,183

*Bid Process:* RFP 18-0049-R was issued on DemandStar and received 16 response(s). Based on evaluation of the proposal, Great Minds, LLC was selected as the supplier providing core instructional materials for K-8 Mathematics. They have the capability, experience, and competitive pricing to provide the services requested. The low-cost vendor only provided the District with a 6-8 submission, but the District was seeking K-8 Curriculum. Though Great Minds, LLC was not the low-cost source, their curriculum is the most widely used math curriculum in the United States, according to a study released by the RAND Corporation. It is also 1 of only 2 curriculums found by EdReports.org to align fully with the CCSS for all grades, K-8.

#### Contact for Item:

Name:	Beth Gonzalez, Assistant Superintendent, Curriculum & Instruction
Phone:	313-873-4894
Email:	beth.gonzalez@detroitk12.org

#### Administrative Content

Carnegie.zip (19,683 KB)	Cengage.zip (5,211 KB)	Curriculum Associates.zip (41,019 KB)	Discovery Education.zip (8,336 KB)	Great Minds.zip (4,953 KB)	HMH.zip (7,833 KB)
McGraw Hill.zip (72,560 KB)	OpenUP.zip (45,011 KB)	Pearson.zip (5,895 KB)	BAFO.zip (457 KB)		

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.15 Approval of Contract with Stafford-Smith
Access	Public
Type	Action
Recommended Action	Motion to approve the contract with Stafford-Smith for cafeteria serving lines renovations in an amount not-to-exceed \$1,252,754.

**Public Content****Recommendation:**

That the School Board approve a contract with Stafford-Smith for cafeteria serving lines renovations in an amount not-to-exceed \$1,252,754.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

The District has moved away from offering students one to two options daily for lunch and now offers K-8 students four daily options and up to twelve daily options for high schools students. More options offered in turn means students are spending more time in line as they decide on food options. While time allotted for each lunch period remains the same, we have to redesign our serving lines to operate faster and more efficiently. Included in the Michigan Department of Education Office of School Nutrition (OSN) fund balance surplus spend down plan is the renovation of Central High School & Durfee Elementary/Middle School, Ludington Magnet Middle and Honors School, Dixon Educational Learning Academy, Henderson Academy, Henry Ford High School, Sampson-Webber Leadership Academy, and Osborn High School's cafeteria serving lines.

USDA's regulations limit how school nutrition programs can spend and utilize their funding. Expanding the cafeteria by removing or building walls are not an allowable cost, we must be creative and forward thinking on how we design the serving line and how we offer our students a 21st century environment. According to "Smarter Lunchrooms" research, to increase the number of students eating in the cafeteria, managers should strongly consider renovating serving lines to mirror current trends in the industry.

Cafeteria Location	Expenditure Cost
Central High School/Durfee Middle School	\$383,150
Dixon Elementary	\$121,258
Henderson Academy	\$98,485
Henry Ford	\$207,377
Ludington	\$116,406
Osborn High School	\$212,349
Sampson Webber Elementary	\$113,729
<b>Total</b>	<b>\$1,252,754</b>

**Gap Analysis:**



The District's increased enrollment and increasing percentage of student participation in the lunch program has resulted in cafeteria serveries currently lacking the capacity to service students adequately during the allotted serving times per lunch period. With many of our lunch periods as short as 25 minutes to eat, students are not able to fully participate in our lunch program. There is simply not enough time for student to receive a meal and eat given the volume of students being served in a given lunch period. As a result, many schools have not seen the expected increase in average daily participation.

An additional concern is cafeteria safety. Current serving lines have electrical outlets in the flooring that do not pass current building codes and serve as a safety hazard to both students and staff.

**Previous Outcomes:**

Within the last five years only one cafeteria serving line, Brewer Elementary, has been renovated. Prior to Brewer, there has not been any renovation of cafeteria serving lines for more than 15 years.

**Expected Outcomes:**

Newly renovated serving lines will create more efficient serving times, increase student daily participation, create a clean and inviting atmosphere, and will continue to align OSN with the districts strategic plan of whole child commitment by creating a higher quality space for students. According to the Smarter Lunchrooms research and Smarter Lunchrooms Scorecard, by making these renovations to a serving line, we can reduce student wait times while increasing student satisfaction and participation. By making these renovations we are moving toward a smarter lunchroom and joining the Smarter Lunchrooms Movement which uses behavioral economics principles to create strategies that shift choices in school lunchrooms. These intervention components help change the school lunchroom environment to make healthy choices convenient, attractive, and normal, and therefore, encourage students to improve their dietary intake.

**Alignment to Strategic Plan:**

Whole Child Commitment

**Financial Impact:**

\$1,252,754 from National School Lunch, Fund 25

RFP #20-0092 was issued on DemandStar. Based on evaluation of the proposal, Stafford-Smith was selected as the supplier considering its experience and capability. They were also the lowest cost proposal.

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[Stafford-Smith Sourcewell #091918-STF.pdf \(58 KB\)](#)

**Administrative Content**

[20-0092 Stafford Smith.zip \(5,208 KB\)](#)

[20-0092 Great Lakes.pdf \(11,174 KB\)](#)

[20-0092 Gold Star.zip \(10,190 KB\)](#)

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.16 Approval of Contract Amendment with City Contracting Services Inc.
Access	Public
Type	Action
Recommended Action	Motion to approve the Contract Amendment with City Contracting Services Inc. to conduct installation of an irrigation and drainage system at Drew Farms in an amount not-to-exceed \$59,057 for a total contract amount not-to-exceed \$855,655.

**Public Content****Recommendation:**

That the School Board approve an amendment to increase expenditures with City Contracting Services Inc. for the installation of an irrigation and drainage system at Drew Farms in an amount of \$59,057 for a total amount not-to-exceed \$855,655.

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

The Michigan Department of Education approved the District's school nutrition spend down plan on May 10, 2019. The plan included upgrading the Drew Farms, located on the campus of Charles R. Drew Transition Center at 9600 Wyoming Street, and the District's Farm-to-School Program. The Office of School Nutrition has a goal of enhancing student success through increasing students' access to locally grown produce.

The Office of School Nutrition's Farm-to-School Program is a holistic approach program with two main tiers of activity: direct agricultural production and educational support programming. This program directly supports the District's emphasis on the whole child and of the department's commitment to healthy local meal options.

The following proposed work will support the agricultural component of the program by addressing the challenges of urban farming, including subterranean debris removal and improving urban soil drainage. Both of these activities will drastically improve productivity, increase yield, and protect equipment.

PROJECTS	SCOPE OF WORK	EXPENDITURES
<b>Drew Farms Underground Drainage</b>	<ul style="list-style-type: none"> <li>• Provide all labor and material to complete the work as defined in the drawings provided.</li> <li>• Provide and install 191 linear ft. of 6" main drain tile running North and South.</li> <li>• Add 2 drain tile lines to high structures.</li> <li>• Provide 6" tap into catch basin.</li> <li>• Provide and install (6) 4" lateral drain tile lines approx. 482 linear ft. Connect to existing 6" main.</li> <li>• 1/4" per foot fall as specified</li> <li>• Return all top soil to the area and fill to grade</li> </ul>	<b>\$40,750</b>
<b>Drew Farms Irrigation</b>	<ul style="list-style-type: none"> <li>• Remove concrete slab surrounding exterior irrigation water supply.</li> </ul>	<b>\$14,832</b>

	<ul style="list-style-type: none"> <li>• Cut floor inside building to access footing to bore through to exterior below frost level (approx. 6') below grade.</li> <li>• Excavate around water to bury supply. Remove exterior fittings, backflow preventer, all water piping and connect inside building water supply with backflow device and shut off valve inside.</li> <li>• Pour new concrete slab same thickness as original outside and inside, route backflow drain to exterior of building.</li> </ul>	
<b>Drew Farms Foundation Removal</b>	<ul style="list-style-type: none"> <li>• Concrete Foundation removal/stack in place.</li> <li>• Remove approx. 8'x1' wide and 1' deep concrete foundation with mini-excavator placing concrete rubble in stack/place beside trench, disposal by others and backfill with original soil.</li> </ul>	<b>\$3,475</b>
<b>TOTAL:</b>		<b>\$59,057</b>

Construction will be conducted by City Contracting Services, a full service general contracting firm that specializes in construction management, consulting, design build, and general construction. It is a multi-service firm, registered with the City of Detroit to perform general building services in addition to grounds maintenance and repair. City Contracting Services has been a Michigan-based business since 2013 and its scope of work includes commercial and industrial building projects in addition to specializing in K-12 projects. The District has previously contracted with City Contracting Services.

#### Gap Analysis:

In order to continue adding value to the District's National School Lunch Program (NSLP), the Farm-to-School program must maintain a high yield of produce incorporated yearly into the lunch program. Improvements are needed to maintain and increase crop production and overall farm efficiency. Failure to invest in the farm will jeopardize the requirements of the spend down plan and limit the quantity of fresh farm to school produce provided to our schools.

#### Previous Outcomes:

City Contracting has not completed work for the Office of School Nutrition, previously however, the company was previously contacted by the District to complete paving an irrigation projects as seen below.

FISCAL YEAR	PROJECTS	EXPENDITURES
2018-2019	<ul style="list-style-type: none"> <li>• Paved the student parking lot at Cass Technical High School.</li> <li>• Responded to general and emergency paving needs throughout the District.</li> </ul>	<b>\$1,000,000</b>

#### Expected Outcomes:

City Contracting Services will make repairs and upgrades to Drew Farm that will produce higher crop yields and contribute to the sustainability of the District's school lunch program.

#### Alignment to Strategic Plan:

Whole Child Commitment

#### Financial Impact:

\$59,057 from the National School Lunch Program (NSLP)

Bid Process: RFP 19-0227 was issued on DemandStar and multiple companies were notified of the RFP. The District received three responses: City Contracting Services, Premier Group Associates, and Gibraltar Paving Company for District-wide asphalt, concrete paving and drainage services. Based on evaluation of the proposal, City Contracting Services INC was selected to provide the services requested, as they were the lowest cost proposal.

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- 19-0227-C.pdf (6,478 KB)
- City Contracting Renewal.pdf (111 KB)

**Administrative Content**

- 19-0227 Responses.zip (27,149 KB)

**Agenda Item Details**

Meeting	Mar 17, 2020 - Regular Board Meeting
Category	13. Consent Agenda (Administrative Items)
Subject	13.17 Approval of Combi Oven Purchase with Premier-US Foods
Access	Public
Type	Action
Recommended Action	Motion to approve an additional purchased from Premier-US Foods to purchase combi ovens in an amount not-to-exceed \$3,179,100 for a total contact amount not-to-exceed \$24,179,100.

**Public Content****Recommendation:**

That the School Board approve an additional purchase from Premier-US Foods through its cooperative purchasing agreement to purchase and install combi ovens in an additional amount not-to-exceed \$3,179,100 for a total cooperative purchase amount not-to-exceed \$24,179,100.\_

**Description and Background:**

This item was recommended for approval by the Finance Committee on February 28, 2020 and the Academic Committee on March 3, 2020.

The District currently has a contract with Premier-US Foods as a food, storage, distribution, and warehousing vendor responsible for receiving, handling, storing and distributing food products for the District's breakfast, lunch, and supper programs. The contract amount is not-to-exceed \$21,000,000. Premier's K-12 program is a "first choice" Group Purchasing Organization (GPO) for K-12 operators. The program includes a comprehensive portfolio of discounted contracted manufacturer agreements, price transparency, and cost saving solutions. By using the Premier-US Foods' cooperative agreement, the District can take advantage of local and national manufacturer pricing agreements. As a result, the District will receive items needed at the best possible pricing. US Foods has successfully serviced the District for the last six years.

The District currently has a fund balance surplus in its school nutrition accounts. For grant compliance, any amount that exceeds 3 months of operating expenditures must be reinvested into the National School Lunch Program. Per the state, the District implemented a spend down plan which included the upgrading of the District's ovens. On average, district equipment has operated for 20 years, five years beyond standard oven life. The upgrade of equipment will mitigate these expenditures. Further, the newly outfitted combi ovens are designed to be all-in-one equipment by serving as convection ovens, kettles, steamers, fryers, smokers, and dehydrators.

Ten combi ovens were piloted in the following schools: Bates Academy, East English Village, Fisher Upper, Mackenzie and Western over three months. The combined enrollment of the pilot schools totals 4,841 students. Side-by-side taste tests were conducted in classrooms affording students the opportunity to be involved in the decision-making process. Feedback from student survey and taste test results demonstrated that 84% of students preferred food prepared in the combi ovens as they felt the food prepared was crispy, moist, and had a more appetizing appearance.

Further, food service staff identified numerous advantages of using the new ovens. As expected, the combi ovens cooked food much faster than our traditional ovens, which allowed time for faster food preparation and lower energy usage. Staff noticed that the combi ovens, retained moisture better than our current traditional ovens and cooked food evenly. During feedback sessions, food service staff members reported the combi ovens to be user-friendly and produced less heat in the kitchen making the kitchen environment ideal with cooler and comfortable temperatures.

Under the direction of the District's Senior Director of Facilities, Maintenance, and Engineering, the contracted facilities providers employed the same planning process used for the water hydration stations. Schools were grouped by age and kitchens were assessed to determine retrofitting feasibility of the new stackable ovens and electrical load capacity. Schools requiring minor adjustments regarding water lines will be serviced by an independent company.

**Gap Analysis:**

The District is required to spend \$9,637,263 by June 30, 2020. Purchasing the combi ovens will assist in achieving this goal in a strategic manner by upgrading kitchen infrastructure to improve food quality and cooking efficiency. Failure to meet grant compliance could result in a reduction in future funding for the District's Office of School Nutrition.

**Previous Outcomes:**

The District has not previously purchased combi ovens.

**Expected Outcomes:**

Combi ovens provide 40 – 50% faster cook times and higher yields. Cooking will be accomplished in more humid air and use 30% less energy than our current Blodgett ovens. Further, the combi ovens also have the capability to allow the Office of School Nutrition (OSN) staff to monitor each oven remotely to ensure that food quality and safe preparation is being maintained in every cafeteria throughout the District. Staff will be able to monitor energy usage, cleaning schedules, maintenance, and conduct universal programming. Food service staff will participate in summer training and will continue sustained training over the 2020-21 school year in some cases, utilizing both ovens during the phase out process. As the Blodgett ovens are removed and replaced, they will be auctioned by the District.

Expenditure Details	Qty.	Unit Price	Total
Gas combi oven	120	\$15,145	\$1,817,400
Electric combi oven	100	\$13,617	\$1,361,700
<b>Total</b>			<b>\$3,179,100</b>

**Financial Impact:**

\$3,179,100 from National School Lunch Program (NSLP) Fund 25  
Omnia Partners Cooperative Agreement 42356

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[US Foods - Premier OMNIA Cooperative Agreement.pdf \(313 KB\)](#)

**Administrative Content**