

# COUNTY OF HENRICO DEPARTMENT OF FINANCE PURCHASING DIVISION CONTRACT EXTRACT NOTICE OF AWARD/RENEWAL

| DATE:   | July 11, 2023                     |  |  |  |
|---|-----------------------------------|--|--|--|
|   |                                   |  |  |  |
| CONTRACT COMMODITY/SERVICE: (include contracting entity if cooperative) | Classroom Library Book Services   |  |  |  |
| (Include contracting entity in cooperative)                             |                                   |  |  |  |
| CONTRACT NUMBER:  | 2441C                             |  |  |  |
|   |                                   |  |  |  |
| COMMODITY CODE:   | 956.00                            |  |  |  |
|   | 1 1 2000 11 1 1 1 2 2 2 2 2 2     |  |  |  |
| CONTRACT PERIOD:  | June 1, 2023 through May 31, 2024 |  |  |  |
| RENEWAL OPTIONS:  | 4 one year renewals               |  |  |  |
| USER DEPARTMENT:  | Schools                           |  |  |  |
| Contact Name:   | Tanya Pavlish                     |  |  |  |
| Phone Number:   | 804-263-3339                      |  |  |  |
| Email Address:  | tmpavlish@henrico.k12.va.us       |  |  |  |
| HENRICO COOPERATIVE TERMS INCLUDED:                                     | yes                               |  |  |  |
| SUPPLIER: Name:   | Scholastic, Inc.                  |  |  |  |
| Address:  | 557 Broadway                      |  |  |  |
| City, State:  | New York, NY 10012                |  |  |  |
| Contact Name:   | Kimber Pennington                 |  |  |  |
| Phone Number:   | 540-529-3437                      |  |  |  |
| Email address:  ORACLE SUPPLIER NUMBER:                                 | Kpennington@scholastic.com 9244   |  |  |  |
| ONACLE SOFFLIEN NOWIBLIN.   | 9244                              |  |  |  |
| BUSINESS CATEGORY:  | Non SWaM                          |  |  |  |
| PAYMENT TERMS:  | Net 45                            |  |  |  |
|   |                                   |  |  |  |
| DELIVERY:   | Various locations per orders      |  |  |  |
| FOB:  | County of Henrico                 |  |  |  |
| T Ob.   | County of Fiermoo                 |  |  |  |
| BUYER: Name:  | Amy Anthes                        |  |  |  |
| Title:  | Procurement Analyst III           |  |  |  |
| Phone:  | 804-501-5686                      |  |  |  |
| Email:  | Ant041                            |  |  |  |

This contract is the result of a competitive solicitation issued by the Department of Finance, Purchasing Division. A requisition must be generated for all purchases made against this contract and the requisition must reference the contract number.

# OF HENRICO

#### COMMONWEALTH OF VIRGINIA

## **County of Henrico**

#### Non-Professional Services Contract Contract No. 2441C

This Non-Professional Services Contract (this "Contract") entered into this [#] day of June 2023 by Scholastic, Inc. (the "Contractor") and the County School Board of Henrico County, Virginia ("HCPS").

**WHEREAS** HCPS has awarded the Contractor this Contract pursuant to Request for Proposals No. 22-2441-11ARA, dated December 1, 2022 (the "Request for Proposals"), for Classroom Library Book Services.

**WITNESSETH** that the Contractor and HCPS, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

**SCOPE OF CONTRACT:** The Contractor shall provide the services to the HCPS as set forth in the Contract Documents.

**COMPENSATION:** The compensation HCPS will pay to the Contractor under this Contract shall be Exhibit B Pricing.

**CONTRACT TERM:** The Contract term shall be for a period of 1 year beginning June 1, 2023, and ending May 31, 2024. HCPS may renew the Contract for up to 4 1-year terms by giving 30 days' written notice before the end of the term unless Contractor has given HCPS written notice that it does not wish to renew at least 90 days before the end of the term.

**CONTRACT DOCUMENTS:** This Contract hereby incorporates by reference the documents listed below (the "Contract Documents") which shall control in the following descending order:

- 1. This Non-Professional Services Contract between HCPS and Contractor.
- 2. The Negotiated Modifications to Contract No. 2441C (Exhibit A).
- 3. The General Contract Terms and Conditions included in the Request for Proposals.
- 4. The Contractor's response to questions for clarification received April 12, 2023, and the Best and Final Offer received May 17, 2023 (Exhibit B).
- 5. Contractor's Original Proposal dated December 26, 2022 (Exhibit C).
- 6. The Scope of Services included in the Request for Proposals.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound hereby.

Scholastic, Inc. County School Board of Henrico County,

Virginia

557 Broadway P.O. Box 90775

New York, NY 10012 Henrico, VA 23273-0775

| Toni Abrahams                   | Digitally signed by: Oscar Knott DIN CN = Oscar Knott email = kno008@henrico. us C = US O = County of Henrico, Virginia OU = Department of Finance - Purchasing Division Date: 2023.07.11 11.27.58 -04'00' |
|---------------------------------|--|
| Signature                       | Signature  |
| Toni Abrahams, VP of Operations | Oscar Knott  |
| Printed Name and Title          | Purchasing Director  |
| 7/8/23                          | July 11, 2023  |
| Date                            | Date   |

Approved as to form

Assistant County Attorney

# EXHIBIT A NEGOTIATED MODIFICATIONS TO CONTRACT No. 2441C

These Negotiated Modifications are hereby incorporated into Contract 2441C (the "Contract") for Classroom Library Book Services for Henrico County Public Schools ("HCPS") as of the effective date of the Contract.

Whereas, HCPS and Scholastic, Inc. desire to agree in writing to modify the final terms and conditions of the Contract.

Therefore, in consideration of the Recital set forth above and good in valuable consideration as set forth in the Contract, the parties agree that the General Contract Terms and Conditions included in the Request for Proposals are modified as follows as of the effective date of the Contract.

- 1. The following replaces the text in Section V, D Compensation page 5:
  - The Successful Offeror must submit a complete itemized invoice for services that are performed under the Contract. The County shall pay the Successful Offeror for satisfactory compliance with the Contract within **thirty** (30) days after receipt of a proper invoice.
- The following adds text to Section V, F Termination by County, Item 1:
   1.The County may terminate the Contract for cause or for convenience upon ten (10) days prior written notice.
- 3. The following adds text in Section V, F Termination for Convenience, Item a, page 6 Section 3:
  - a. The County may, **upon ten (10) days prior written notice**, terminate the Contract, in whole or in part, whenever the Purchasing Director determines that such termination is in the County's best interest.
- 4. The following adds text to Section V, L Testing and Inspection, page 8:

  The County reserves the right to conduct any test/inspection (upon prior notice thereof) it may deem advisable to assure services conform to the specifications.
- 5. The following adds text to Section V,M Assignment of Contract, page 8:

  A contract shall not be assignable by the Successful Offeror in whole or in part without the written consent of the County unless such assignment is to an affiliate or effected in connection with a merger or acquisition and/or

#### corporate restructuring.

6. The following adds text to Section V, N Indemnification, page 8:

The Successful Offeror agrees to indemnify, defend, and hold harmless the County (including Henrico County Public Schools), and the County's officers, agents, and employees ('Indemnified Parties'') from any damages, liabilities, and reasonable out-of-pocket costs, including reasonable out-of-pocket attorneys' fees, arising from any third party claims, demands, actions, or proceedings made or brought against one or more of the Indemnified Parties by any person, including any employee of the Successful Offeror, related to the provision of any services, the failure to provide any services, or the use of any services or materials furnished (or made available) by the Successful Offeror, provided that such liability is not attributable to the sole negligence of the County.

7. The following replaces text in Section V,R Ownership of Deliverable and Related Products, page 9:

For the avoidance of doubt, any pre-existing materials, trademarks, ideas, concepts, programs, records,

documents, graphs and photographic material or other reproductions provided by Successful Offeror (hereafter referred to as "Pre-Existing Materials") in connection with the performance of Services herein, shall remain the property of Successful Offeror and Successful Offeror shall retain all right, title and interest in and to its copyright and/or intellectual property rights in such Pre-Existing Materials. Successful Offeror shall grant County a limited license to use such Pre-Existing Materials solely as they are set forth in the work product and in connection with the Services hereunder and any applicable agreement provided by Successful Offeror. To the extent that Successful Offeror's name and/or trademarks are include in any work product, the County is only allowed to use such name and/or trademarks as they appear in the work product, and any other use must be approved by Successful Offeror in writing. All County information or data shall remain the property of the County.

2.County personnel may perform in-progress and post-audits of the Successful Offeror's records as a result of a Contract awarded pursuant to this Request for Proposals at Successful Offeror's normal place of business and not more than once per 12 month period. Files would be available upon prior notice during normal working hours subject to the above referenced confidentiality obligations.

8. The following replaces text in Section V,V Subcontracts, page 10:

The Successful Offeror shall, remain fully liable and responsible for the work to be done by **any** subcontractor(s) and shall **obligate** compliance with all the requirements of the Contract.

- 9. "Reserved" in Section V, X, page 11 and Section VI. Proposal Submission Requirements, page 15 is deleted and replaced by "Intentionally deleted."
- 10. <u>This is a clarification to Section V, CC Payment Clauses Required by VA Code §2.2-4354, page 12:</u>

Pursuant to item #2 to provide the District with our federal tax ID number, see number: Tax ID: 13-1824190

#### 11. Other

Scholastic requests an annual price review, but can affirm that if prices increase, cost will not exceed more than 3%, as stated in solicitation.

- 1. Extended School Service Coverage- HCPS wishes to modify the scope of services for the resultant contract to include all grade levels Pre-Kindergarten through 12<sup>th</sup> Grade for all HCPS schools, centers, academies, etc.
  - Ok, we understand. That's not a problem to extend the grades/ages being covered. We can recommend books and their associated costs for any grade/age as requested (PreK-12).
- 2. Book labeling- With the change outlined in Item No.1, labeling requirements will require flexibility. Labeling requirements for Title I schools remain the same. However, HCPS requests for labeling of all other materials to be included with specific labeling text to be determined on an as needed basis and communicated to Scholastic through our sales representatives when placing an order. Additionally, the original proposal submitted by Scholastic states that labeling will be charged at a rate of \$0.25 per label. HCPS requests for this fee to be waived and labeling included at no charge. This will be for one (1) label only for each book.

#### Scholastic will honor one free label per book.

- 3. Inside Delivery- Please confirm that all deliveries will be inclusive of inside delivery at no additional charge.
  - Yes, inside delivery is fine. Please note that "inside delivery," as defined by the industry, is inside the threshold of the building and Scholastic will comply with that standard on all deliveries.
- 4. Storage Bins- Scholastic's original proposal states that "free bins for purchased classroom libraries" and specific grade-band breakdowns are provided that state when free bins are provided. Depending on the needs of individual classrooms, complete classroom libraries may not be purchased. However, storage bins may still be required. What discount is being offered for the purchase of bins?
  - Scholastic offers Henrico a 25% discount on purchase of the red bins.
- 5. Professional Development Training and Materials- Please confirm that Scholastic offers professional development training courses. Please provide the scope of these courses, fees for these courses, both in-person and virtual training. Are there professional books available, and what discount is Scholastic offering for a standalone purchase of the professional books?
  - Yes, Scholastic offers professional training courses. We have many courses to choose from and all courses can be delivered in either a face to face or virtual format. Prices vary based on selected presentation format (in-person vs. virtual). For a half-day workshop delivered virtually, the cost per group of 30 participants is \$1998.00. For in-person delivery, the half day cost is \$2,999 and the full day workshop cost is: \$3,499. Any named workshop or webinar can host 30 persons per trainer. Select courses that we believe are relevant to your literacy focus include:
    - Getting Started with Structured Independent Reading
    - Diving Deeper with Structured Independent Reading: Accountability and Assessment
    - *Instructional Coaching* (in-person, up to 4 teachers served per day) --- Instructional coaching is sold "per day" and the costs are as follows:
      - ➤ Instructional Coaching, 1-9 days for Teachers = \$2,699
      - ➤ Instructional Coaching, 10-49 days for Teachers = \$2,499

➤ Instructional Coaching, 50+ days for Teachers = \$2,099

Virtual Coaching for teachers = \$3,600 for a total of 12 one-hour virtual sessions (It is a pre-fixed group of educators for these 12 sessions)

#### **Workshop & Coaching Descriptions**

#### (1) Getting Started with Structured Independent Reading (Cost = \$2,999.00 for ½ day in person / $$1998 ext{ for } \frac{1}{2} ext{ day virtual)}$

Daily independent reading is essential to developing literacy skills, but not all types of independent reading will produce the same results. In this session participants will define what structured independent reading is and isn't and explore how to create a rich reading environment. Then we'll work together to unpack each component of structured independent reading, including the learning environment, conferring, and supporting and engaging readers.

#### **Learning outcomes:**

- o Define structured independent reading and explain how it differs from other types of individual reading time
- o Establish a learning environment and procedures that promote independent reading
- o Support student book selection, reading stamina, and goal-setting
- Plan literacy instruction and facilitate student conferences to support individual needs
- o Provide intentional and purposeful activities to develop engaged, accountable readers

**Recommended for:** K–8 teachers and instructional coaches

**Time:** Three hours

Item #s:

• In-Person: 732823 Virtual: 743500 **Participants:** Up to 30

### (2)Diving Deeper with Structured Independent Reading: Accountability & Assessment (Cost = \$2999 for ½ day in person / \$1998 for ½ day virtual)

In this hands-on workshop, participants will dive deeper into the accountability and assessment components of structured independent reading. Participants will evaluate and refine accountability routines, engage in deliberate conferring practice to guide instruction, and develop their own accountability plans and assessment schedules.

#### **Learning outcomes:**

- o Evaluate current structured independent reading practices to identify areas for growth
- o Develop accountability structures and routines in support of literacy instruction
- o Prepare for and conduct a targeted reading conference based on student needs
- o Craft an accountability plan to manage and track student learning during structured
- o independent reading

**Recommended for:** K–8 teachers and instructional coaches

**Time:** Three hours

Item #s:

• In-Person: 732824 • Virtual: 743501 **Participants:** Up to 30

#### (3) Instructional Coaching (In person)

Transforming good teaching into great teaching requires commitment, perseverance, and support, and we believe that the Scholastic coaching model is the surest way to guarantee ongoing, sustainable professional growth. Our coaches build rapport through confidentiality, reliability, knowledge, flexibility, and empathy. We tailor our coaching to the individual needs of teachers and their classroom, and our approach is nonevaluative, driven by explicit goals and common language, and uses reflective and guiding questions to support both new and experienced teachers in their important work.

#### **Learning outcomes:**

- o Meet the increased demands of today's literacy standards
- o Master instructional best practices for whole class, guided reading, independent learning, foundational early literacy, balanced literacy, and writing
- o Maximize students' strengths and address their needs for improvement

#### **Recommended for:** PreK–12 teachers

#### Time:

- 1–9 days
- 10–49 days
- 50+ days

#### Item #:

- 650208 (1–9 days)
- 650224 (10–49 days)
- 677325 (50+ days)

**Participants:** Up to four teachers per day for individuals or available options for grade-level team coaching

#### (4)Virtual Coaching

Virtual coaching provides a flexible and blended model of support that allows educators to reflect on student learning and instructional practices in a collaborative environment. Participants can set goals, record "snapshot" videos, and receive feedback from highly qualified instructional coaches. Online coaching can take place between in-person coaching sessions to increase the number of overall coaching interactions, or as a online-only model.

#### **Learning outcomes:**

- o View lessons in action and collaboratively assess evidence of student learning
- o Establish instructional goals and next steps
- Make the most your digital product implementations with support for data analysis and instructional planning

Recommended for: Teachers, literacy coaches, and leaders

**Time:** 12 one-hour sessions

**Item #:** 731893

**Participants:** Cohorts of four educators receive three individual virtual coaching sessions each—12 total one-hour sessions.

6. Percent Discount- Confirm that the proposed 25% discount off paperback books extends beyond the sample list provided in Scholastic's original proposal. The 25% off discount applies to all individual titles in the Scholastic Education Solutions catalog.

| 7. Exceptions- Are there any additional exceptions to the contract terms and conditions outside of the one identified in Scholastic's original proposal? No, we will not be adding any other exceptions outside of the original ones submitted with the original bid. |  |  |  |  |
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## **SCHOLASTIC**

#### **CREDO**

Scholastic produces educational materials to assist and inspire students:

- To cultivate their minds to utmost capacity
- To become familiar with our cultural heritage
- To strive for excellence in creative expression in all fields of learning, literature, and art
- To seek effective ways to live a satisfying life
- To enlarge students' concern for and understanding of today's world
- To help build a society free of prejudice and hate, and dedicated to the highest quality of life in community and nation

We strive to present the clearest explanation of current affairs and contemporary thought, and to encourage literacy appreciation and expression consistent with the understanding and interests of young people at all levels of learning.

#### We believe in:

- The worth and dignity of each individual
- Respect for the diverse groups in our multicultural society
- The right of each individual to live in a wholesome environment, and equally, the personal responsibility of each individual to help gain and preserve a decent and healthful environment, beginning with informed care of one's own body and mind
- High moral and spiritual values
- The democratic way of life, with basic liberties and responsibilities –for everyone
- Constitutional, representative government, and evenhanded justice that maintains equality of rights for all people
- Responsible competitive enterprise and responsible labor with opportunities for all
- Cooperation and understanding among all people for the peace of the world

We pledge ourselves to uphold the basic freedoms of all individuals; we are unalterably opposed to any system of government or society that denies these freedoms. We oppose discrimination of any kind on the basis of race, creed, color, sex, age, or national origin. Good citizens may honestly differ on important public questions. We believe that all sides of the issues of our times should be fairly discussed – in classroom magazines, books and other educational materials used in schools and homes.

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Plus 3 Attached Pricing Files at end of bid packet — Not numbered due to multiple tabs in file.

#### **TAB 7 – EXCEPTIONS** p. 47-49

#### **OTHER – 3 Pricing Spreadsheets**

- 300 Books Per Grade Level Pricing (Attached)
- Optional Other Collections (Attached)
- Optional Spanish and Bilingual Collections
   (Separately provided as an Excel file you can manipulate as needed to determine costs)

# Tab 1 Introduction and Signed Forms



Scholastic Inc. • 557 Broadway • New York, NY 10012 www.scholastic.com

December 21, 2022

Amy Anthes, Procurement Officer III County of Henrico Department of Finance, Purchasing Division 8600 Staples Mill Road Henrico, VA 23228

RE: RFP No. 22-2441-11ARA - Classroom Library Book Services - HCPS

Dear Ms. Anthes:

On behalf of Scholastic Inc., I would like to thank you for the opportunity to respond to the RFP referenced above. For over 100 years, Scholastic has been a company dedicated to helping children, parents, and teachers. Our mission is to positively impact the lives of children by engaging and inspiring them to grow intellectually and personally, beginning with literacy. True to our mission, we are offering HCPS our high-quality classroom libraries to engage students, help make teachers more effective, and raise achievement in schools.

Scholastic specializes in customized solutions, and the company has a multitude of resources with which it can assist the County of Henrico. As the world's largest publisher and distributor of children's books, Scholastic has a vast array of titles that can be used to create a comprehensive library for HCPS. Please also note the information about Value-Added Options in TAB 6 - Pricing Schedule/Cost Proposal.

Since 2017, Scholastic has partnered with Henrico County Public Schools to provide high-quality books that span a variety of genres, series, grades, cultures, topics, etc. This successful collaboration has expanded the library collection of HCPS and put superior text in your students' hands. Scholastic would be honored to continue working with HCPS to meet this need.

We are pleased to provide the enclosed response for your consideration. Should you require clarification or additional information, the following person is authorized to represent Scholastic Inc. and is the point of contact for Henrico County Public Schools:

Kimber Pennington, Senior Account Executive <a href="mailto:KPennington@scholastic.com">KPennington@scholastic.com</a> or 540-529-3437

Kimber has a very strong customer-service orientation, and she and Scholastic look forward to continuing to work in partnership with you on this initiative.

Sincerely.

Toni Abrahams

Vice President of Operations

Scholastic Education

TAbrahams@scholastic.com

# ATTACHMENT A PROPOSAL SIGNATURE SHEET

My signature certifies that the proposal as submitted complies with all requirements specified in this Request for Proposal ("RFP") No. 22-2441-11AA Classroom Library Book Services.

My signature also certifies that by submitting a proposal in response to this RFP, the Offeror represents that in the preparation and submission of this proposal, the Offeror did not, either directly or indirectly, enter into any combination or arrangement with any person or business entity, or enter into any agreement, participate in any collusion, or otherwise take any action in the restraining of free, competitive bidding in violation of the Sherman Act (15 U.S.C. Section 1) or Sections 59.1-9.1 through 59.1-9.17 or Sections 59.1-68.6 through 59.1-68.8 of the Code of Virginia.

I hereby certify that I am authorized to sign as a legal representative for the business entity submitting this proposal.

| LEGAL NAME OF OFFEROR (DO <u>NOT</u> USE TRADE NAME): |
|---|
| Scholastic Inc.                                       |
| ADDRESS:  |
| 557 Broadway  |
| New York, NY 10012                                    |
|   |
| FEDERAL ID NO:  |
| 13-1824190  |
| SIGNATURE:  |
| NAME OF PERSON SIGNING (PRINT):<br>Harold Edwards     |
| TITLE:  |
| SVP Strategy and Solution Development                 |
| TELEPHONE:  |
| 203-797-3846  |
| FAX:  |
| N/A   |
| EMAIL ADDRESS:  |
| rfp-scholastic@scholastic.com                         |
| DATE:   |
| 12/26/22  |

## ATTACHMENT B BUSINESS CATEGORY CLASSIFICATION FORM

| Company Legal Name: Scholastic inc.   |   |
|---|---|
| This form completed by: Signature:  | Title: SVP Strategy and Solution Development  |
| Date:_12/26/22  |   |
| PLEASE SPECIFY YOUR <u>BUSINESS CATEGORY</u> BY CHECKING BELOW.   | THE APPROPRIATE BOX(ES)   |
| (Check all that apply.)  ☐ SMALL BUSINESS  ☐ WOMEN-OWNED BUSINESS  ☐ MINORITY-OWNED BUSINESS  ☐ SERVICE-DISABLED VETERAN  ☐ EMPLOYMENT SERVICES ORGANIZATION  ☐ NON-SWaM (Not Small, Women-owned or Minority-owned) | SUPPLIER REGISTRATION – The County of Henrico encourages all suppliers interested in doing business with the County to register with eVA, the Commonwealth of Virginia's electronic procurement portal, <a href="http://eva.virginia.gov">http://eva.virginia.gov</a> .  eVA Registered? X Yes No |
| If certified by the Virginia Minority Business Enterprises (DMBE), provide DMBE cert $\frac{N/A}{N}$ NUMBER $\frac{N/A}{N}$ DATE  | tification number and expiration date.  |

#### **DEFINITIONS**

For the purpose of determining the appropriate business category, the following definitions apply:

"Small business" means a business, independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or annual gross receipts of \$10 million or less averaged over the previous three years. One or more of the individual owners shall control both the management and daily business operations of the small business.

"Women-owned business" means a business that is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest is owned by one or more women who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more women.

"Minority-owned business" means a business that is at least 51 percent owned by one or more minority individuals who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more minority individuals.

"Minority individual" means an individual who is a citizen of the United States or a legal resident alien and who satisfies one or more of the following definitions:

- 1. "African American" means a person having origins in any of the original peoples of Africa and who is regarded as such by the community of which this person claims to be a part.
- 2. "Asian American" means a person having origins in any of the original peoples of the Far East, Southeast Asia, the Indian subcontinent, or the Pacific Islands, including but not limited to Japan, China, Vietnam, Samoa, Laos, Cambodia, Taiwan, Northern Mariana Islands, the Philippines, a U.S. territory of the Pacific, India, Pakistan, Bangladesh, or Sri Lanka and who is regarded as such by the community of which this person claims to be a part.
- 3. "Hispanic American" means a person having origins in any of the Spanish-speaking peoples of Mexico, South or Central America, or the Caribbean Islands or other Spanish or Portuguese cultures and who is regarded as such by the community of which this person claims to be a part.
- 4. "Native American" means a person having origins in any of the original peoples of North America and who is regarded as such by the community of which this person claims to be a part or who is recognized by a tribal organization.

"Service disabled veteran business" means a business that is at least 51 percent owned by one or more service disabled veterans or, in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more individuals who are service disabled veterans and both the management and daily business operations are controlled by one or more individuals who are service disabled veterans.

"Service disabled veteran" means a veteran who (i) served on active duty in the United States military ground, naval, or air service, (ii) was discharged or released under conditions other than dishonorable, and (iii) has a service-connected disability rating fixed by the United States Department of Veterans Affairs.

"Employment services organization" means an organization that provides community-based employment services to individuals with disabilities that is an approved Commission on Accreditation of Rehabilitation Facilities (CARF) accredited vendor of the Department of Aging and Rehabilitative Services.

#### ATTACHMENT C

### Virginia State Corporation Commission (SCC) Registration Information

## The Offeror: X is a corporation or other business entity with the following SCC identification number: F1395682 is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust -ORis an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the Bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from Bidder's out-of-state location) -ORis an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned Bidder's current contracts with Virginia and describes why those contracts do not constitute the transaction of business in Virginia within the meaning of §13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia. Please check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number

after the due date for bids:

## ATTACHMENT D PROPRIETARY/CONFIDENTIAL INFORMATION IDENTIFICATION

| NAME OF OTTEROR. | NAME OF OFFEROR: _ | Scholastic Inc. |
|------------------|--------------------|-----------------|
|------------------|--------------------|-----------------|

Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Offeror must invoke the protections of Va. Code § 2.2-4342(F) in writing, either before or at the time the data or other materials are submitted. The Offeror must specifically identify the data or materials to be protected including the section(s) of the proposal in which it is contained and the pages numbers, and state the reasons why protection is necessary. A summary of trade secrets and proprietary information submitted shall be submitted on this form. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. Va. Code § 2.2-4342(F) prohibits an Offeror from classifying an entire proposal, any portion of a proposal that does not contain trade secrets or proprietary information, line item prices, or total proposal prices as proprietary or trade secrets. If, after being given reasonable time, the Offeror refuses to withdraw such classification(s), the proposal will be rejected.

| SECTION/TITLE   | PAGE<br>NUMBER(S)                   | REASON(S) FOR WITHHOLDING FROM DISCLOSURE   |
|---|-------------------------------------|---|
|   | rately uploaded fi<br>make up Tab 6 | documents, which have been uploaded as  |
|   |                                     | separate files, remain as proprietary and confidential, due to competitive business |
| Pricing Schedule - description of                     | Tab 6                               | reasons.  This section of Tab 6 needs to remain confidential                        |
| Discounts, Additional Expenses, and Value-Added Items |                                     | because of our description of value added items that are unique to this bid.        |
|   |                                     |   |
|   |                                     |   |
|   |                                     |   |
|   |                                     |   |
|   |                                     |   |
|   |                                     |   |

#### ATTACHMENT E

#### **COUNTY OF HENRICO**

#### INSURANCE SPECIFICATIONS

The following insurance coverages and limits are required in order to provide goods, services, construction, professional and non-professional services to Henrico County general government agencies and Henrico County Public Schools. These requirements are specific to this procurement and may or may not be the same for future requests.

#### Please be sure and review the Additional Requirements Section

The Successful Bidder/Offeror shall carry Public Liability Insurance in the amount specified below, including contractual liability assumed by the Successful Bidder/Offeror, and shall deliver a Certificate of Insurance from carriers licensed to do business in the Commonwealth of Virginia and that is representative of the insurance policies. The Certificate shall show that the policy has been endorsed to add the County of Henrico and Henrico County Public Schools named as an additional insured for the Commercial General Liability coverage. *The certificate must not show in the description of operations section that it is issued specific to any bid, job, or contract.* The coverage shall be provided by a carrier(s) rated not less than "A-" with a financial rating of at least VII by A.M. Best or a rating acceptable to the County. In addition, the Successful Bidder/Offeror shall agree to give the County a minimum of 30 days prior notice of any cancellation or material reduction in coverage.

#### **Workers' Compensation**

Statutory Virginia Limits
Employers' Liability Insurance - \$100,000 for each Accident by employee
\$100,000 for each Disease by employee
\$500,000 policy limit by Disease

#### **Commercial General Liability**

\$1,000,000 each occurrence including contractual liability for specified agreement \$2,000,000 General Aggregate (other than Products/Completed Operations) \$2,000,000 General Liability-Products/Completed Operations \$1,000,000 Personal and Advertising injury \$100,000 Fire Damage Legal Liability

Business Automobile Liability – including owned, non-owned and hired car coverage

Combined Single Limit - \$1,000,000 each accident

#### **Umbrella Liability**

\$2,000,000 Per Occurrence and in the aggregate

### **Additional Requirements**

| scope o | ition to the requirements above, the Successful Bidder/Offeror shall thoroughly review the of work that is included and if any of the following are included in the services that will be ed, the following additional insurance will be required, if required:  |
|---------|--|
|         | Professional Liability - \$2,000,000 Per Occurrence (or limit in accordance with Statute for Medical Professional)  Required if the Scope includes providing advice or consultation including but not limited to; lawyers, bankers, physicians, programming, design (including construction design), architects & engineers and others who require extensive education and/or licensing to perform their duties. |
|         | Cyber Liability - \$2,000,000 Per Occurrence Required if the Scope includes the collection and electronic transmittal of Personal Health Insurance (PHI), or any other demographic data on individuals including but not limited to Name Address, Social Security Numbers or any other sort of personally identifying information.   |
|         | Abuse and Molestation Coverage - \$1,000,000 Per Occurrence Required if the scope of work includes the offering of professional or non-professional services to any child or student where one on one contact or consultation is to be provided.   |
|         | Pollution Liability - \$1,000,000 Per Occurrence Required if the scope of work involves the use (other than in a motor vehicle) or removal of a substance or energy introduced into the environment that potentially has an undesired effect or affects the usefulness of a resource. These include, but are not limited to Asbestos, PCB's, Lead, Mold, and Fuels.  |
|         | Explosion, Collapse & Underground Coverage (XCU) Required of a Contractor in limits equal to the General Liability Limit when the Scope includes any operations involving Blasting, any work underground level including but not limited to wires conduit, pipes, mains, sewers, tanks, tunnels, or any excavation, drilling, or similar work.   |
|         | Builders Risk Coverage Required if the scope of work includes the ground up construction of a structure. Limit of insurance shall be 100% of the completed value of the structure. For projects for the renovation of an existing structure, The County shall insure the Builder's Risk with the Contractor being responsible for the first \$10,000 of any claim.   |
|         | Other as Specified Below   |

#### NOTE 1:

The commercial general liability insurance shall include contractual liability. The contract documents include an indemnification provision(s). The County makes no representation or warranty as to how the Bidder/Offeror's insurance coverage responds or does not respond. Insurance coverages that are unresponsive to the indemnification provision(s) do not limit the Bidder/Offeror's responsibilities outlined in the contract documents.

#### NOTE 2:

The intent of this insurance specification is to provide the coverage required and the limits expected for each type of coverage. With regard to the Business Automobile Liability and Commercial General Liability, the total amount of coverage can be accomplished through any combination of primary and excess/umbrella insurance. This insurance shall apply as primary insurance and non-contributory with respect to any other insurance or self-insurance programs afforded the County of Henrico and Henrico County Public Schools. This policy shall be endorsed to be primary with respect to the additional insured.

#### NOTE 3:

Title 65.2 of the Code of Virginia requires every employer who regularly employs three or more full-time or part-time employees to purchase and maintain workers' compensation insurance. If you do not purchase a workers' compensation policy, a signed statement is required documenting that you are in compliance with Title 65.2 of the Code of Virginia.

#### **NOTE 4:**

The Certificate Holder Box shall read as follows: County of Henrico Risk Management PO Box 90775

Henrico, VA 23273



### CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 02/28/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

| this certificate does not come     | rights to the ocitinoate fielder in hea e. c. |  |                          |          |  |  |
|------------------------------------|---|--|--------------------------|----------|--|--|
| PRODUCER                           |   | CONTACT Willis Towers Watson Certificate   | e Center                 |          |  |  |
| Willis Towers Watson Northeast     | t, Inc.                                       | PHONE<br>(A/C, No, Ext): 1-877-945-7378    | FAX<br>(A/C, No): 1-888- | 467-2378 |  |  |
| c/o 26 Century Blvd                |   |  |                          |          |  |  |
| P.O. Box 305191                    |   | E-MAIL<br>ADDRESS: certificates@willis.com |                          |          |  |  |
| Nashville, TN 372305191 USA        | 1   | INSURER(S) AFFORDING COVERAGE              |                          | NAIC#    |  |  |
|                                    |   | INSURER A: ACE American Insurance Company  |                          |          |  |  |
| INSURED                            |   | INSURER B: Travelers Indemnity Company     | 25658                    |          |  |  |
| Scholastic Inc. and all wholly     | owned subsidiaries,                           | INSURER C: Indemnity Insurance Company of  | 43575                    |          |  |  |
| 557 Broadway<br>New York, NY 10012 |   | INSURER D: Continental Casualty Company    | 20443                    |          |  |  |
|                                    |   | INSURER E :                                |                          |          |  |  |
|                                    |   | INSURER F:                                 |                          |          |  |  |
| COVERAGES                          | CERTIFICATE NUMBER: W24042452                 | REVISION NUI                               | MBER:                    |          |  |  |
| COAFIVAGES                         | OLIVIII IOIVILL IVOIDILIV                     |  |                          |          |  |  |

| IN         | IIS IS TO CERTIFY THAT THE POLICIES<br>DICATED. NOTWITHSTANDING ANY RE<br>RTIFICATE MAY BE ISSUED OR MAY | QUIREMEN<br>PERTAIN. T | IT, TERM OR CONDITION OF AN'<br>THE INSURANCE AFFORDED BY | CONTRACT       | OR OTHER L<br>S DESCRIBED | OCUMENT WITH RESPEC                          | ) IU V | VITION INIO |
|------------|--|------------------------|---|----------------|---------------------------|--|--------|-------------|
| NSR<br>LTR | CLUSIONS AND CONDITIONS OF SUCH  | ADDL SUBR              | POLICY NUMBER   | POLICY EFF     | POLICY EXP                | LIMITS                                       | s      |             |
| LIR        | X COMMERCIAL GENERAL LIABILITY   | INSU WVD               | 1 OLIGI MOMBLE  | VIII 1 1 1 1 1 |                           | EACH OCCURRENCE                              | \$     | 1,000,000   |
|            | CLAIMS-MADE X OCCUR  |                        |   |                |                           | DAMAGE TO RENTED<br>PREMISES (Ea occurrence) | \$     | 250,000     |
| A          | CLAINIO-INIADE 11 000010   |                        |   |                |                           | MED EXP (Any one person)                     | \$     | 10,000      |
|            |  | Y                      | HDO G72481252   | 02/28/2022     | 02/28/2023                | PERSONAL & ADV INJURY                        | \$     | 1,000,000   |
|            | GEN'L AGGREGATE LIMIT APPLIES PER:   |                        |   |                |                           | GENERAL AGGREGATE                            | \$     | 2,000,000   |
|            | POLICY PRO- LOC  |                        |   |                |                           | PRODUCTS - COMP/OP AGG                       | \$     | 2,000,000   |
|            |  |                        |   |                |                           |  | \$     |             |
|            | OTHER:   |                        |   |                |                           | COMBINED SINGLE LIMIT<br>(Ea accident)       | \$     | 3,000,000   |
|            | × ANY AUTO   |                        |   |                |                           | BODILY INJURY (Per person)                   | \$     |             |
|            | OWNED SCHEDULED  |                        | ISA H25557487   | 02/28/2022     | 02/28/2023                | BODILY INJURY (Per accident)                 | \$     |             |
|            | AUTOS ONLY AUTOS NON-OWNED   |                        |   |                |                           | PROPERTY DAMAGE<br>(Per accident)            | \$     |             |
|            | AUTOS ONLY AUTOS ONLY  |                        |   |                |                           |  | \$     |             |
|            |  |                        |   |                |                           | EAGU GOOLIDDENCE                             | ¢      | 2,000,000   |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Covers All Scholastic Events And Services

County of Henrico and Henrico County Public Schools are included as Additional Insureds as respects to General Liability when required by written contract.

CUP-1T598016-22-NF

WLR C68913846

596664040

General Liability policy shall be Primary and Non-contributory with any other insurance in force for or which may be purchased by Additional Insureds.

| CERTIFICATE HOLDER    | CANCELLATION   |
|-----------------------|--|
| CENTITION TE HOLDEN   | SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. |
| County of Henrico     | AUTHORIZED REPRESENTATIVE  |
| Attn: Risk Management |  |
| PO Box 90775          | Mobiley  |
| Henrico, VA 23273     | A 4000 2046 A CORD CORPORATION All rights reserved   |

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EACH OCCURRENCE

E.L. EACH ACCIDENT

E.L. DISEASE - EA EMPLOYEE \$

E.L. DISEASE - POLICY LIMIT

AGGREGATE

× PER STATUTE

Retention:

02/28/2022 02/28/2023 Per Claim/Aggregate

ACORD 25 (2016/03)

UMBRELLA LIAB

WORKERS COMPENSATION AND EMPLOYERS' LIABILITY

DED X RETENTION \$ 10,000

ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?

If yes, describe under
DESCRIPTION OF OPERATIONS below

Cyber Security Liability

**EXCESS LIAB** 

(Mandatory in NH)

OCCUR

CLAIMS-MADE

X

The ACORD name and logo are registered marks of ACORD

SR ID: 22260207

BATCH: 2428716

02/28/2022 02/28/2023

02/28/2022 02/28/2023

2,000,000

1,000,000

1,000,000

1,000,000

\$

\$5,000,000

\$500,000

# ATTACHMENT F DIRECT CONTACT WITH STUDENTS

| Name of Offeror: Scholastic Inc.   | <u></u>   |
|--|---|
| Pursuant to Va. Code § 22.1-296.1, as a condition of aw require the contractor or employees of the contractor to having regular school hours or during school-sponsored of whether any individual who will provide such service in the definition of barrier crime in subsection A of V sexual molestation, physical or sexual abuse, or rape of | have direct contact with students on school property activities, the contractor shall provide certification as has been convicted of any violent felony set forth a. Code § 19.2-392.02; any offense involving the  |
| Any individual making a materially false statement remisdemeanor and, upon conviction, the fact of such conto provide such services and, when relevant, the revocation   | viction is grounds for the revocation of the contract   |
| As part of this submission, I certify the following:   |   |
| students on school property during reg<br>activities have been convicted of a viole  | coviding services that require direct contact with<br>gular school hours or during school-sponsored<br>nt felony set forth in the definition of "barrier<br>offense involving the sexual molestation, physical  |
| And (select one of the following)  |   |
| contact with students on school  | will be providing services that require direct<br>property during regular school hours or during<br>the been convicted of any felony or any crime of  |
| contact with students on school school-sponsored activities has turpitude that is not set forth in 19.2-392.02(A) and does not in abuse, or rape of a child. (In   | will be providing services that require direct property during regular school hours or during been convicted of a felony or crime of moral a the definition of "barrier crime" in Va. Code § volve the sexual molestation, physical or sexual the case of a felony conviction meeting these abmit evidence that the Governor has restored  Signature of Authorized Representative  Harold Edwards  Printed Name of Authorized Representative  Printed Name of Vendor (if different than Representative) |

## Other Attachments (e.g. W9)

#### STATE OF NEW YORK

#### **DEPARTMENT OF STATE**

#### **Certificate of Status**

I, ROBERT J. RODRIGUEZ, Acting Secretary of State of the State of New York and custodian of the records required by law to be filed in my office, do hereby certify that upon a diligent examination of the records of the Department of State, as of the date and time of this certificate, the following entity information is reflected:

Entity Name: SCHOLASTIC INC.

**DOS ID Number:** 105083

Entity Type: DOMESTIC BUSINESS CORPORATION

**Entity Status:** EXISTING **Date of Initial Filing with DOS:** 10/13/1955

Statement Status:CURRENTStatement Due Date:10/31/2023

No information is available from this office regarding the financial condition, business activity or practices of this entity.



WITNESS my hand and official seal of the Department of State, at the City of Albany, on February 24, 2022 at 07:01 P.M.

ROBERT J. RODRIGUEZ, Acting Secretary of State

Brandon C. Heyles

By Brendan C. Hughes

Executive Deputy Secretary of State

Authentication Number: 100001139260 To Verify the authenticity of this document you may access the Division of Corporation's Document Authentication Website at <a href="http://ecorp.dos.ny.gov">http://ecorp.dos.ny.gov</a>



## Request for Taxpayer Identification Number and Certification

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

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

|   | Scholastic Inc.  |   |  |  |
|---|--|---|--|--|
|   | 2 Business name/disregarded entity name, if different from above   |   |  |  |
| s.<br>ns on page 3.                                 | 3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.  Individual/sole proprietor or C C Corporation S Corporation Partnership Trust/estate single-member LLC  | 4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  Exempt payee code (if any) |  |  |
| Print or type.<br>See Specific Instructions on page | 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 | Exemption from FATCA reporting code (if any)  |  |  |
| Scific  | is disregarded from the owner should check the appropriate box for the tax classification of its owner.  Other (see instructions) ▶  | (Applies to accounts maintained outside the U.S.)   |  |  |
| See <b>Sp</b>                                       | 557 Broadway   | nd address (optional)   |  |  |
|   | New York, NY 10012   |   |  |  |
|   | 7 List account number(s) here (optional)   |   |  |  |
| Pai   | Taxpayer Identification Number (TIN)   |   |  |  |
|   |  | curity number   |  |  |
| backı<br>reside                                     | up withholding. For individuals, this is generally your social security number (SSN). However, for a sent alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other ses, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a</i>  | ]-[]-   |  |  |
| ,   |  | identification number   |  |  |
|   | per To Give the Requester for guidelines on whose number to enter.   | - 1 8 2 4 1 9 0   |  |  |
| D-  |  | 1 0 2 4 1 7 0   |  |  |
| Par   |  |   |  |  |
|   | r penalties of perjury, I certify that:  |   |  |  |
| 1. The  | e number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be iss   |   |  |  |

- 2. 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
- 3. I am a U.S. citizen or other U.S. person (defined below); and
- 4. 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 ▶

In Ihrede

Date ► 12/26/22

### **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.

# Tab 2 Statement of the Scope

#### TAB 2 – STATEMENT OF THE SCOPE

The Successful Offeror(s) shall provide all labor, materials, books, an ordering method, delivery and setup for the purchase of new libraries, expansion of current libraries, and replacement of portions of the libraries already in place.

Yes, Scholastic's proposal submission meets these requirements. Additionally, Scholastic has been working in partnership with Henrico County Public Schools to provide high-quality books that meet the needs of this RFP since 2017. Scholastic would like to continue this collaboration.

Scholastic's knowledgeable team helps administrators and teachers:

- Make decisions to immediately improve print- and content-rich classroom learning environments
- Understand how a high-quality classroom library is central to the goals of the reading program
- Determine the quality of the district's existing classroom libraries
- Identify the professional development needs around effectively using a wide range of multi-genre, multiformat books and digital texts to reinforce superior literacy instruction

Scholastic has developed a highly experienced team that has provided services to school districts for several decades. Scholastic holds a unique position in the marketplace because of its unique distribution channels for publishing and licensing rights to children's books. Scholastic is neither a typical publisher, who is limited to distributing just their titles, nor a jobber who often lacks the deep instructional expertise that is necessary to publish and market leading instructional programs in the K-12 market. It is this unique market position that allows Scholastic to offer the County of Henrico the expertise to curate classroom libraries that are aligned to Virginia standards or to any scope and sequence that is needed while also providing "classroom ready" labeling services customized to the precise requirements of the County of Henrico. Improved student outcomes will result from making high-quality classroom libraries available to the County of Henrico students, but it is also understood that the libraries need to be organized and inventoried so that the investment the County of Henrico makes will be protected and utilized to its full potential by both teachers and students.

The team that will bring the work of this RFP to fruition will be led by local Senior Account Executive Kimber Pennington—a veteran sales professional who has experience in classroom markets and customization, and who has established a relationship with HCPS in working to meet your needs for books with the previous RFP—and Director of Operations, Irene Malcolm. She will oversee the County of Henrico order should Scholastic be awarded, including forecasting, planning, order processing, and fulfillment. Scholastic has experience in fulfilling multi-million-dollar classroom library projects in several large school districts. Irene and the sales operations team work closely with Kimber Pennington and sales management to develop the project plan in collaboration with the County of Henrico.

The sales operations and sales team must work across many functional areas, but especially Supply Chain and Order Fulfillment (including processing departments). Scholastic National Service Organization (NSO) provides superior warehouse and fulfillment services. Many of the team members that would be working on the County of Henrico solution also worked on the highly complex and high-profile distribution of the seven Harry Potter books — the highest selling children's books in history. These books were distributed from the NSO facility in Jefferson City, MO.

The team is highly tuned, but it begins with a solid plan that is worked out in partnership with the customer. Scholastic has the experience over many projects to know that a good plan backed by a strong partnership characterized by compromise and mutual respect will go a long way in assuring a successful implementation. Scholastic has proven that the Company can do it successfully many times for many large districts and can continue to do so for HCPS.

# Tab 3 Offeror Qualifications and Experience

#### **TAB 3 - OFFEROR QUALIFICATIONS AND EXPERIENCE**

In this tab, Offerors should demonstrate the Offeror's, and their staff's, qualifications and experience in providing the services as requested in this Request for Proposal.

Scholastic would be honored and privileged to partner with the County of Henrico for this initiative. Scholastic is ideally suited to provide Classroom Library Book Services to the County of Henrico Public Schools for the following reasons:

- The company has over 100 years of experience in providing classroom books to school districts around the
  country. Over the years, Scholastic has fine-tuned order processing and customer service to a high state of
  performance.
- Local Senior Account Executive, Kimber Pennington, who has over 11 years' experience of working with
  districts across the state of Virginia and Washington D.C., will be the sole point of contact for the County of
  Henrico for customized service; she will also do a personalized classroom library analysis when requested.
- Kimber Pennington also arranged a) the involvement of the Director of Operations, Irene Malcom, in the Scholastic response to this RFP from the beginning to facilitate the completion of the orders should Scholastic be awarded, and b) the assistance of a team of Scholastic educational experts to create the title list according to the specifications.
- Scholastic provides authentic books by renowned authors and award-winning illustrators that are highquality and enjoyed by teachers and students nationwide. Scholastic continually adds new titles every year, and our proposed list includes new titles.
- Scholastic custom collection services are designed to ensure all collections adhere to the research-based benchmarks for what constitutes an effective classroom library.
- Scholastic has a huge warehouse and inventory that maximizes choice, keeps backorders to a minimum, and allows large-scale orders, such as those for new schools or back-to-school orders, to be a stress-free reality.
- The Scholastic Teacher Store is a high-quality, popular, convenient website with customer-friendly search functionality and detailed descriptions of books; however, local Senior Account Executive, Kimber Pennington, is available at any time to assist in quotes or facilitate the placement of an order.
- Scholastic is offering 25% or higher discounts from list price on books and free shipping
- Scholastic provides for the whole child, the whole teacher, the whole school, and the whole district to ensure that all needs are being met within the capabilities of the company and contract requirements.

Please also see the Value Added section in TAB 6 – Pricing Schedule/Cost Proposal.

Offerors should provide, at a minimum, documentation demonstrating that they are regularly engaged in supplying classroom libraries, have been a provider of such materials and services to public school divisions in Virginia for no less than three (3) years, can provide quality paperback books with a variety of grade-appropriate literary content and levels in a mixture of genres, and have experience in analyzing current classroom libraries and school data to determine the appropriate needs without duplication of titles across grade levels.

Scholastic Inc.

Scholastic Inc. has been in existence since 1920 and is the world's largest publisher and distributor of children's books, a leading provider of print and digital instructional materials for Prekindergarten to grade 12, and a producer of educational and entertaining children's media. Through our collaboration with thousands of schools and organizations, Scholastic's Education division is pleased to be recognized as an active literacy partner in providing educators with professional development services, *Scholastic Learning Supports*, and Family and Community Engagement (FACE) programs and services. The company creates quality books and eBooks, educational materials and programs, and other products that, in combination, offer schools customized and comprehensive solutions to support children's learning both at school and at home.

Scholastic seeks to foster literacy and to strive for excellence in all fields of learning and literature, while respecting the worth and dignity of each individual student and educator it reaches. Scholastic operates in 13 countries and exports to more than 150 countries around the world, bringing high-quality books and researched-based educational materials to children in more than 40 languages. Every year Scholastic ships hundreds of millions of books and educational products worldwide. Scholastic has been regularly engaged in supplying classroom libraries across the nation for decades.

Scholastic will demonstrate in this section of the proposal that the Company:

- Has been a provider for classroom libraries in Virginia for 10+ years
- Can provide quality paperback books with a variety of grade-appropriate literacy content and levels in a mixture of genres
- Has a team of educational experts, based primarily in Virginia, whose job is to create customized lists for districts to meet their needs—including not duplicating titles across grade levels—and correlate books to state academic standards
- Has a state-of-the art warehouse with Value-Added Processing that can meet the specific requirements of the County of Henrico
- Has experience in analyzing current classroom libraries and school data to determine the appropriate needs, along with personalized consultation and customization from local Senior Account Executive, Kimber Pennington
- Works with districts on classroom library initiatives across the country and is providing in this section of the RFP three case studies to illustrate the range of our ability to work with County of Henrico

#### **Experience Providing Classroom Libraries in Virginia**

Scholastic has been a provider of classroom libraries in Virginia for many years. Local Senior Account Executive Kimber Pennington has been working closely with school districts in Virginia and Washington D.C. since she started working for Scholastic in 2011, including work over the past four years with Henrico schools.

She has worked at the district level and the individual school level to customize classroom libraries around curricular needs, leveled reading needs, and student interest. The photographs in this section are from Virginia classroom libraries that Kimber Pennington has personally customized.



Scholastic Inc. TAB 3

RFP No. 22-2441-11ARA Classroom Library Book Services - HCPS

The district contacts listed in *TAB 4–References* will attest to their satisfaction with their Scholastic experience and Kimber's commitment to service:

- Campbell County Public Schools (VA)
- Maryville City Schools (TN)
- Petersburg City Schools (VA)
- Houston ISD (TX)

The purchases by these districts include customized classroom libraries similar to those requested by the County of Henrico RFP. And, it goes without saying that Henrico has worked closely with Scholastic over the past four year to utilize the prior classroom library bid from 2016-2017 to build out classroom libraries. The District is therefore very familiar with our work in this arena.



#### **Quality Paperback Books Through a Team of Educational Experts**

Scholastic has a strong, comprehensive team of educational and literacy experts who have worked diligently since 1994 to identify only the best fit books to make available to schools/districts for purchase. The combined talents of this team, including individuals with long histories in the schools, with publishing, book purchases, and literacy instruction, allows them to hand pick books that are authentic, motivational, and able to attract readers at levels of skill and interest.

The customized list provided in this RFP submission was completed by experts from this team who specialize in operational book lists for schools, in partnership with your Virginia Account Executive, Kimber Pennington, who understands your district well (due to prior classroom library work over the past four years). This team has taken into consideration the expressed needs of the County of Henrico as stated in this RFP.

#### Educational Experts Use Research-Based Benchmarks to Develop Customized Classroom Libraries

Access to books is essential for nurturing reading achievement, and Scholastic classroom libraries provide students access to a wide variety of authentic trade books. Creating the most effective, targeted, standards-based independent reading libraries is expertly done by Scholastic professionals and educators.

As evidenced in the current bid, Scholastic has recommended 300 titles per grade level (PreK-8), along with separate lists of "other" collections of interests. These separate collections include Spanish and bilingual books (a stand alone pricing sheet for these collections), as well as other high interest, pre-curated collections that schools/classrooms may wish to purchase on top of their selected 300 titles per grade level.

Scholastic can comfortably promote these "other" collections because of the care and value placed on curating each collection in advance of this solicitation. Books included in pre-curated collections have been read, reviewed, and evaluated for content, accuracy, authenticity, text features, literary elements, age appropriateness, and curriculum value. The books among our 300-book titles lists, as well as the books in the optional "other" collections represent high quality, content-rich, high-interest, leveled, complex texts that are new, popular, favorites and classics across fiction and nonfiction. Scholastic curated collections include literature that inspires, informs, entertains, and educates students. This literature is also culturally responsive and authentic, as Spanish language books are transadapted rather than "translated," which ensures that the text stays true to the original, authentic text.

#### **Scholastic Warehouse and Operations**

Scholastic is able to draw on its over 100 years of experience and vast resources to maintain low overhead, efficient order processing and warehousing, and savings based on high-volume sales to provide cost-effective services and curricular resources. This allows Scholastic to become a valued partner who can build consistency and sustainability – along with free customization to meet the curricular and budgetary needs of the County of Henrico.

Scholastic Inc. TAB 3

Scholastic has a sophisticated "future view" system for managing our supply chain. As the world's largest children's book publisher, we have an extensive network of suppliers both internationally and domestically that can meet increasing or changing inventory needs in a short time to fulfill a customer need. Scholastic has a million square foot distribution center with a highly functioning warehouse management system that ensures our inventory is maintained, restocked, and fulfilled in a timely manner to meet customer's needs.

Scholastic has developed a unique Value Added Processing (VAP) department within the fulfillment cycle that allows Scholastic to customize an order to meet a teacher's specific needs. That customization could be a curated list of titles aligned to a district framework or a theme, adherence of labels and bar codes to assist in inventory management, or special sorting and carton labeling to enable books to be unpacked efficiently in a school and be "classroom ready" for teachers to use.

Scholastic Inc.

#### Case Studies of Partnerships that Included Classroom Library Initiatives Across the County

#### **Houston Independent School District**

Scholastic Professional has been partnering with Houston ISD for over six years: from the 2011-2012 academic year through academic year 2016-2017 (and continuing). This six-year collaboration has been marked by documented academic gains in reading achievement, successes that have been specifically attributed to Scholastic instructional guidance and augmentation of Houston ISD classroom libraries. A strong model of systematic learning, from 2011-2017, Houston ISD has utilized Scholastic professional development services, purchased supplemental products including enhanced leveled bookrooms, and established initiatives in each successive year to create a more unified approach to literacy achievement that complements Houston ISD goals, as well as individual school needs.

#### PARTNERSHIP WITH SCHOLASTIC PROMOTES CYCLE OF IMPROVEMENT

Scholastic began its partnership with Houston ISD in 2011-2102 academic year, through an effort to bring enhancement of the district's classroom libraries with the addition of high-quality authentic texts. The *Scholastic Professional* literacy consultant team also provided professional development in evidence-based guided reading instruction to promote instructional consistency and differentiated small-group instruction in the classroom. Changes were implemented districtwide, ensuring equitable access for all students to instructional improvements in reading.

From 2013 through 2015, Houston ISD expanded its Scholastic partnership again, purchasing an array of additional leveled libraries to compliment the establishment of its newly-implemented Literacy by 3 Initiative. Based on positive achievement scores, Houston ISD replicated its guided reading approach throughout its campuses. Houston ISD purchased *D3 Libraries*, read-aloud sets, and Spanish read-aloud titles for over 140 campuses.

Throughout this period, HISD also expanded its literacy initiative to grades 4 and 5, as well as to its middle schools, incorporating additional leveled bookrooms for pre-schools. Moreover, specific schools accessed Title I funding to purchase Scholastic coaching to ensure fidelity to the application of guided reading instructional changes, which has promoted measurable success.

#### INSTRUCTIONAL COACHING INCREASED USE OF PURCHASED RESOURCES

In March 2015, Montgomery Elementary School purchased a three-year *Scholastic Professional* learning plan that included instructional coaching. This school is also the first Houston ISD campus to have purchased the Scholastic *Traits Writing* program to supplement its guiding reading program. Montgomery Elementary School serves as a model of strategic comprehensive literacy planning that demonstrates how pairing Scholastic high-quality classroom libraries and supplemental resources with expert evidence-based instructional guidance and coaching combine to promote academic success. Montgomery Elementary School found that the addition of coaching to its professional learning plan increased the use of the classroom libraries by teachers and students alike, providing a more integrated literacy plan that promoted academic growth.

Following the success in Montgomery Elementary School, Houston ISD has purchased *Traits Writing* for grades 1-4 in its entire district and is exploring expansion into K-5. Moreover, Montgomery Elementary School has been chosen as a Scholastic Lighthouse Schools due to the significant gains it has documented in response to receipt of Scholastic coaching, a compliment to its Literacy by 3 Initiative, guided reading instruction, and classroom libraries. Several school districts from around the nation have visited Montgomery Elementary to observe its exemplary Literacy by 3 Initiative.

Scholastic also provided instructional content and coaching for HISD administrators to ensure a strategic and sustainable permeation of instructional improvement. Valuing the importance of creating a comprehensive system of learning, more than 100 school principals participated in a four-day Scholastic led institute to learn about the guided reading instructional model and coaching methodology that would be delivered to teacher at specific schools.

Scholastic Inc. TAB 3

#### ACHIEVEMENTS BROADEN THROUGH CONTINUED PARTNERSHIP

HISD, the largest school district in Texas, is comprised of 287 schools from early childhood to high school and of approximately 215,000 students. The seventh largest school district in the United States, HISD has a diverse student population of about 62% Hispanic, 24.5% African American, 8.4% white, and 3.7% Asian. About 100 languages are spoken in the homes of students. The District has continued to embrace academic achievement through the hard work and dedication of educators, students, parents, and partners such as Scholastic. Some of the additional positive literacy outcomes are:

- In 2015, HISD noted a two-point gain on the state's reading exam, with 69% of third graders passing, increasing the statewide reading average by one point to 77% passing.
- In addition, the State of Texas Academic and Readiness test (STARR) scores increased by two points over the previous year.
- In 2016-2017, in addition to purchasing supplemental materials to enhance its libraries, Houston ISD purchased trade books and Scholastic classroom magazines to increase students' access to high-quality print.
- By 2016, Houston's Real Men Read, a program which was initiated to support its Literacy by 3 effort, by
  providing mentoring and supporting the building of home libraries, had expanded into more than 70% of
  Houston's Head Start centers and 49 schools. Their collaboration with the Scholastic R.E.A.L. program, a
  mentoring program that partners caring adults with students for an hour each month, has garnered two
  awards from the Texas Association for Partnership in Education.

#### School District of Palm Beach County

After years of using a combination of comprehensive core or basal reading program and a balanced literacy approach, the School District of Palm Beach County recently transitioned to using solely a literature-based balanced literacy approach for kindergarten to grade 5 reading and writing instruction. This new approach is formally known as the K-5 Elementary Literacy Initiative. The move was thoughtfully-planned over the course of several years, in part in response to the higher expectations placed on students' literacy skills by the new Language Arts Florida Standards (LAFS).

One fundamental component of the balanced literacy approach is students' immersion in a classroom environment rich in diverse reading materials. The School District purchased libraries of books and materials from Scholastic Inc., and they provided these materials to every elementary school in the District. The books and materials supplied by Scholastic were both informational and narrative, and they provided opportunities for read-alouds, shared reading, small-group instruction/guided reading, and independent reading. Scholastic also provided implementation training to enable principals and teachers to make this transition successfully.

#### Austin Independent School District, TX

In 2016-17, Austin Independent School District (Austin ISD) launched a progressive, PreK-12 literacy initiative with a long-term, three-year, strategic plan designed to respond to the lack of an existing cohesive and structured literacy strategy. The Austin ISD goal was to strengthen literacy achievement and establish changes in school structure that embrace student reading and strengthen writing through improved instruction. The district partnered with Scholastic to accomplish this goal.

1. <u>Planning – Scholastic Professional</u> held collaborative consulting sessions with key school officials to determine existing literacy strategies and to customize a plan to match the specific needs of the District. With the District input, Scholastic tailored a literacy plan that provided professional learning for all grade levels, Pre-K –12. The plan also included district-wide literacy strategies woven in throughout the school day, as well as vertically aligned Language Arts class schedules.

Scholastic Inc. TAB 3

- 2. <u>Independent Reading Initiative</u> Austin ISD wanted a district-wide structured independent reading initiative that builds on established research that indicates, "access to books, personal choice over what to read, and time to read in school results in increased motivation and reading achievement" (*Kelly & Clausen, 2010; Worthy & Roser, 2010; Guthrie, 2008; Routman, 2008*). The Scholastic plan committed Austin schools to 20 minutes per day of structured independent reading for each child. Partnered with customized classroom libraries established in collaboration with Scholastic, the structured independent reading initiative encourages active use of the varied texts available. The customized library texts, selected in consultation with Scholastic education experts, include a focus on language and culturally-relevant fiction, nonfiction, and content-area texts.
- 3. <u>Professional Learning Workshops</u> In July 2016, professional learning workshops began with school administrators in attendance to ensure sustainability and establishment of a common language and understanding of literacy plans and new instructional practices. Throughout the school year, teachers participated in workshops: they learned how to scaffold students to maximize independent reading, gather independent reading data to guide instruction, and access resources, such as prompts and other tools to support facilitation of text discussions with students.
- 4. Ongoing Professional Learning Austin ISD has asked Scholastic to continue professional learning work in the 2017-18 school year to promote changes in instructional practice and build on the structured independent reading initiative. Teachers will deepen comprehension through further discussion and hone skills to effectively link reading with writing instruction. Additionally, teachers, administrators, and team leaders will receive an array of workshops to develop guided reading instructional practice with small groups, emphasizing blended learning opportunities.
- 5. <u>Results</u> Perceptual data—from surveys and focus groups—collected by Austin ISD reflects an overwhelmingly positive response to independent reading blocks and classroom libraries. One hundred percent of teachers report increased student motivation and performance. The response to coaching is also positive. Teachers and administrators report that classroom-based coaching responds to individual teaching needs and hastens instructional improvements. Teachers requested additional coaching to improve mastery of strategies learned.

If subconsultants are to be utilized, provide similar documentation to what has been requested of the Offeror in this section.

Not applicable.

Scholastic Inc.

# Tab 4 References

#### **TAB 4 - REFERENCES**

In this tab, Offerors should include a minimum of three (3) references from public school systems in Virginia or other states, where the Offeror has provided services similar to the services being solicited in this Request for Proposals. The information provided should include a contact person's name, position, up-to-date telephone number and email address, the school system for which the contact person worked, and the time period of the services performed.

#### (1) Campbell County Public Schools

684 Village Highway
Rustburg, VA 24588
Ashley Wallace-Walsh, Director of Elementary Education
<a href="mailto:awallace@campbell.k12.va.us">awallace@campbell.k12.va.us</a>

434-332-8227

Time Period: Purchased customized classroom libraries in 2015, 2016, and 2017.

#### (2) Maryville City Schools

833 Lawrence Avenue
Maryville, TN 37803
Amy Vagnier, Assistant Director of Schools
Amy.Vagnier@maryville-schools.org
865-982-7121

Time Period: April 2019 to present.

#### (3) Petersburg City Schools

255 South Boulevard East
Petersburg, VA 23805
April Blunt, Director of State and Federal Programs
applunt@petersburg.k12.va.us

(804) 862-7089 Ext: 3

Time Period: Classroom Libraries for all schools, purchased 2016-17.

#### (4) Houston ISD

4400 W 18<sup>th</sup> Street Houston, TX 77092 Dr. Shawn Bird, Chief Academic Officer Shawn.Bird@HoustonISD.org

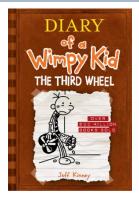
323-208-2173

Time Period: Houston ISD has had an ongoing relationship with Scholastic since 2011. Dr. Bird can describe an initiative where the district purchased specialized classroom libraries and professional development. The major classroom library purchase was in 2014, but Scholastic has been awarded other RFPs in Houston since then, for example, Continued Professional Development in March 2016.

# Tab 5 Project Approach and Implementation of Services

#### TAB 5 – PROJECT APPROACH / IMPLEMENTATION OF SERVICES

In this tab, Offerors should demonstrate their knowledge and understanding of the scope of work requested in this Request for Proposal as demonstrated in Section III, Items A through D. Offerors should provide, in detail, their approach to fulfilling the scope of services being solicited by this Request for Proposal and demonstrate their compliance with the requirements of the Scope of Services. If subconsultants are to be utilized, provide the services that they will be providing.



There are no subconsultants named in this Scholastic proposal. Scholastic has longstanding business relationships with collection curators, printers, and common carrier transportation companies that the Company is using as normal operating procedures and can assure the County of Henrico that our services will be of the highest quality.

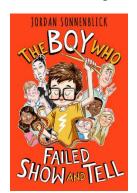
The Scope of Work is addressed in TAB 2 of this response. HCPS can be confident that Scholastic can meet the needs outlined in this RFP because we have been working diligently to do so since 2017. We would very much like to continue this successful book partnership.

#### A. General Book Requirements

#### The Successful Offeror(s) shall:

1. Provide books appropriate for students in elementary grades that include a variety of fiction, award-winning books, realistic fiction, narrative non-fiction, high interest non-fiction, popular trade books, graphic novels, classic titles, decodables and series;

With thousands of paperback titles from which to choose, Scholastic can partner with the County of Henrico to provide customized classroom libraries to meet its needs in a wide variety of areas. Scholastic has attached a "sample list" of 300-title libraries per grade level that shows evaluators the criteria requested in the RFP, including genre and reading level. The list for each grade level will include a split of fiction and nonfiction over a variety of



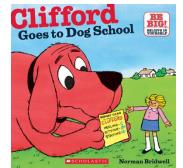
genres and topics. Scholastic is willing to customize and tailor the proposed list even further based on the direction of the County of Henrico. As specified, the list will include a mix of popular trade books, award-winning titles, series books, classic titles, graphic novels, and high-interest nonfiction.

Local Senior Account Executive Kimber Pennington directed the team of educational experts curating the customized 300-title libraries for the County of

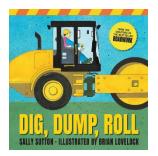
Henrico to include strong, authentic text for picture walks, read alouds, partner reading, and appropriate levels for independent reading (for example, levels A-D for Kindergarten).

In the primary grades, Scholastic is dedicated to providing emerging readers with colorful and detailed illustrations. The importance of high-quality illustrations is essential to successfully connect the picture to the text and engage K-1 readers. This interplay between illustrations and text brings a book to life to tell the whole story. Scholastic appeals to young readers with the use of high-interest characters, such as Clifford and Bad Kitty, who are illustrated in the book collection for the





#### County of Henrico.



In the 2017 Kids and Family Reading Report, 6th Edition, Scholastic reports that across gender and age, choice is important. Eighty-nine percent of students, ages 6-17, agreed that their favorite books are the ones they have picked out themselves. The fiction books in the Scholastic submission include books children will respond to—with universal themes and topics that relate to their everyday lives and interests.

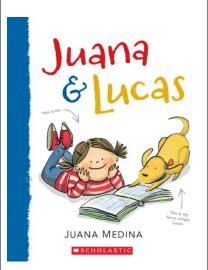
Some examples of themes in this collection are good vs. evil, hard work will be rewarded, resilience and hope, patience is a virtue, healthful foods are important to eat, life lessons are valuable, all living things depend on one another, and cleverness is more

important than power. Topics in the Scholastic customized collections include animals, sports, school, friends, change, family, transportation, the environment, traditions, loss, adoption, pets, moving, quests, and loneliness. Discovering a new, favorite book series is like finding a new friend. Students can follow the characters on episodic adventures—whether they're venturing out on exciting quests or staying closer to home. When kids are hooked on a book series, they want to read. The customized Title Lists for the County of Henrico include popular series on every grade-level list, along with books about careers, friendships, science topics (e.g. animals), and so much more. Here are some additional sample titles from various grade levels:

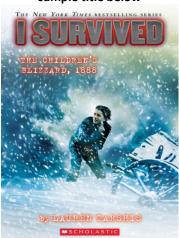
Grade 1 - I want to be a Doctor



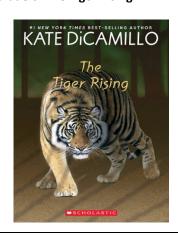
Grade 3 - Juana & Lucas



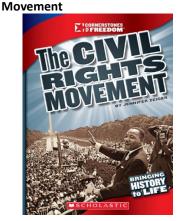
Grade 5 – Includes the highly popular "I survived" series – sample title below



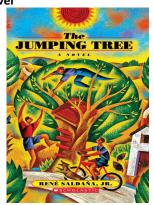
**Grade 6- The Tiger Rising** 



Grade 7 – The Civil Rights



Grade 8 - The Jumping Tree - A Novel



Once students get hooked on reading, they need award-winning, robust fiction and nonfiction to develop their imaginations, language, and insight into how and why others behave as they do. Using children's literature, teachers can help their class through difficult situations, enable individual students to transcend their own challenges, and teach students to consider all viewpoints, respect differences, and become more self-aware. The educational experts at Scholastic included many award-winning books across all grade levels in the Title Lists for the County of Henrico: quality authentic literature with creatively crafted illustrations, excellent word choice, and magical plots invented by brilliant minds.

The following fiction and nonfiction examples illustrate the award-winning fiction and nonfiction titles and renowned authors and illustrators that will augment independent reading which appear on the County of Henrico Title Lists:

- Grade PreK UnderGROUND, by Denise Fleming and One Tiny Turtle, by Nicola Davies
- Grade K Giraffes Can't Dance, by Giles Andrae and Biggest, Strongest, Fastest, by Steve Jenkins
- Grade 1 Not Norman: A Goldfish Story, by Kelly Bennett and Noah
   Z. Jones and Throw Your Tooth on the Roof, by G. Brian Karas and
   Selby Beeler
- Grade 2 Miss Rumphius, by Barbara Cooney and Manfish: A Story of Jacques Cousteau, by Jennifer Berne and Eric Puybaret
- <u>Grade 3</u> *Clementine,* by Sara Pennypacker and Marla Frazee and *Ruby's Wish,* by Shirin Yim Bridges and Sophie Blackall
- Grade 4 Henry's Freedom Box, by Ellen Levine and Kadir Nelson and Owen & Mzee, The True Story of a Remarkable Friendship, by Isabella Hatkoff and Craig Hatkoff
- Grade 5 The One and Only Ivan, by Katherine Applegate and Patricia Castelao and Martin's Big Words: The Life of Dr. Martin Luther King, Jr., by Doreen Rappaport and Bryan Collier
- Grade 6 Zoobreak, by Gordan Korman and Orphan Train Rider: One Boy's True Story, by Andrea Warren
- Grade 7 Nothing But the Truth: A Documentary Novel, by Avi and The Great Fire, by Jim Murphy
- <u>Grade 8</u> *Tales from Outer Suburbia*, by Shaun Tan and *Blizzard of Glass, The Halifax Explosion of 1917*, by Sally M. Walker

The informational books in the Scholastic submission include informational text, biography, autobiography, photo essays, reference, how-to books, and informational narrative in a wide array of nonfiction topics: history, geography, math, science, language arts, visual arts, technology, music, and health. The carefully curated nonfiction titles offer a collection of high-quality, engaging, and authentic texts designed to support content-area literacy. These titles take students beyond functional literacy and provide them with a foundation in cultural literacy. Students will benefit from access to authentic content-area texts in many ways, including:

- Providing students with extensive content-area vocabulary
- Exposing them to a broad range of historical, scientific, and cultural topics
- Deepening students' background knowledge in critical content areas
- Creating opportunities to practice reading skills and strategies while developing comprehension of diverse subjects in English and Spanish
- Encouraging students to read with a partner and talk about complex text
- Providing access to a wide range of reading levels, supporting current research of integrating authentic texts into every classroom



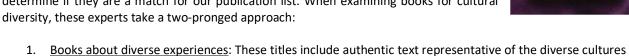
RFP No. 22-2441-11ARA Classroom Library Book Services - HCPS

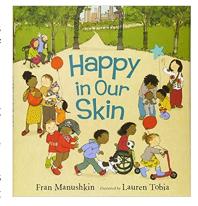
The customized 300-book collections include diverse heroes and diverse voices because Scholastic believes it is essential that children are able to see multicultural people and themes depicted in the books they read. The editorial and acquisition staff at Scholastic is committed to making our publication list reflect the values in the Scholastic Credo (see the Table of Contents of this RFP). In our increasingly diverse nation and interconnected world, students need global awareness, plus a deep understanding and respect for cultural equity and diversity. The titles in all materials in this proposal offer diversity and characters that appeal to all ethnicities; people of color are depicted in all roles and in everyday experiences.

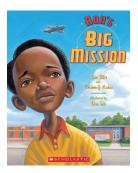
Scholastic is committed to showing a wide diversity of cultures within our texts. Students can easily see themselves within the array of books that reflect the world's many ethnic groups. Some examples of these texts in the Title Lists for the County of Henrico include:

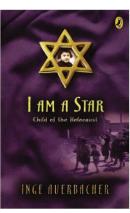
- <u>Grade K</u> Happy in Our Skin celebrates the different aspects of skin tones, from "cocoa brown," to "peaches and cream," and sometimes distinguishing features like freckles, birthmarks, or dimples.
- <u>Grade 1</u> *Viva Frida* is a bi-lingual, 2015 Caldecott Honor Book distills the essence of the remarkable Frida Kahlo in a multi-genre picture book.
- Grade 2 With a Friend by Your Side pairs excellent photographs of friends from around the world with simple but touching text to demonstrate that all people need friends to care about.
- Grade 3 Ron's Big Mission is based on an incident from the life of astronaut Ron McNair, nine-year-old Ron walks into his local public library with a mission—to secure a library card for himself so that he can take books home to read.
- Grade 4 Sonia Sotomayor, A Judge Grows in the Bronx / La juez que crecio en el Bronx is the inspiring and timely story of Sonia Sotomayor, who rose up from a childhood of poverty and prejudice to become the first Latino to be nominated to the US Supreme Court.
- Grade 5 Buffalo Bird Girl: A Hidatsa Story draws on Buffalo Bird Girl's historic
  personal accounts, this handsome picture-book biography tells her story in the first
  person about growing up American Indian on the Great Plains in the nineteenth
  century.
- <u>Grade 6</u> *El Deafo* describes how Cece loses her hearing from spinal meningitis, and takes readers through the arduous journey of learning to lip read and decipher the noise of her hearing aid, with the goal of finding a true friend.
- <u>Grade 7 I Am a Star: Child of the Holocaust:</u> This account of one girl's experience in a concentration camp in Czechoslovakia is rich for its interweaving of autobiography and historical data.
- Grade 8 The Way Home Looks Now is the heartwarming story of how Chinese American Peter Lee and his family shared a passion for baseball, bonding over backlot games and the Pittsburgh Pirates.

Before Scholastic acquires a book, educational experts read and review the titles to determine if they are a match for our publication list. When examining books for cultural diversity, these experts take a two-pronged approach:









in our world. For examples, books may address culturally diverse holidays and celebrations, tell folk tales or legends from various lands, or describe differing social expectations. A historical nonfiction or fiction book might center on the trials and tribulations, for example, of a student immigrating to the United States.

In this category, the focal point of the book is that differing experience. For these titles, the experts at Scholastic prefer an in-culture author and examine the text closely to be sure the book portrays the experience accurately.

2. Books that include diverse characters: These titles present a variety of diverse ethnicities, race, cultures, and religions represented in a book without that experience being the focal point of the story. Children will be able to see characters similar to themselves. Again, the experts at Scholastic review the materials before acquisition to ensure that the portrayals are accurate and reflective of the diversity it represents. Scholastic is also cognizant of publishing or marketing books written and illustrated by diverse authors and artists.

Please see TAB 3 - Offeror Qualifications and Experience to learn more about the team of educational experts who chose the titles for the list in this submission.

#### **Additional Collections For Purchase**

In addition to the curated lists of 300 titles per grade level, Scholastic can also offer to HCPS additional "collections" that represent diverse genres, topics, themes, and more. These additional collections are priced on two additional pricing sheets entitled "Additional Collections" and "Spanish and Bilingual Collections." Your District may opt to buy these additional collections at any given time. Below are sample Spanish/bilingual titles on the provided lists for your district:

#### Sample Kindergarten Spanish Language Titles:

#### **Spanish Title**

#### **Translated English Title**

¿Todavía somos amigos? ¿Tu mamá es una llama?

1, 2 y 3 ja la caja!

A Lola le encantan los cuentos

A Mess in the Kitchen / Desastre en la cocina

A Very Special Vegetable / Una verdura muy especial

ABeCedarios, Mexican Folk Art ABCs in English and Spanish Bilingual

Abuelo y los tres osos / Abuelo and the Three Bears

Amigo

Animal World / Mundo animal, With Northwest Coast Nativ Animal World (Bil)

Animales Nocturnos

At the Museum / En el museo

Bailey (Sp)

Are We Still Friends?

Is Your Mama a Llama? (Sp)

1, 2, 3 in the Box (Sp)

Lola Loves Stories

Mess in the Kitchen, A (Bil)

A Very Special Vegetable

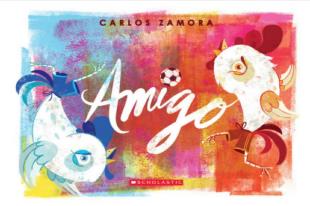
Abuelo and the Three Bears (Bil)

Bilingual

Night Animals

At the Museum (Bil)

Bailey (Sp)



#### Sample Fifth Grade Spanish Language titles

#### **Spanish Title**

#### **Translated English Title**

Allie, ganadora por fin Astronomía para niños

Bocas

Bot as negras

Constructores

Cosas Que Los Adultos No Pueden Entender

De oro y esmeraldas, Mitos, leyendas y cuentos populares c Golden Tales (Sp)

El diario de Pedro

El Extraño Caso del Fantasma Claustrofóbico

Allie, First at Last (Sp)
Astronomy for Children

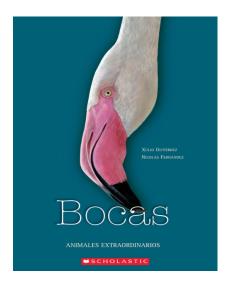
Mouths

Black Boots (Sp)

**Builders** 

Adults Just Don't Get It Golden Tales (Sp) Pedro's Journal

The Strange Case of the Claustrophobic (



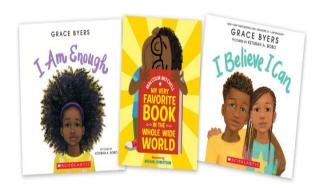


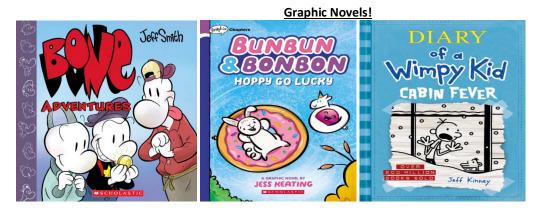
#### **Other Collections**

Among the "Other" collections you will find:

- Board Books
- Decodables
- Books that feature diverse characters and persons
- Books that carry a social-emotional focus (e.g. the "Confident You" collection)
- Graphic novels
- And so much more!

See images of some of these sample titles on next page!





**Books for Emerging Readers** 



The Rising Voices Collections – See sample Image of Grade 1 – Celebrating Black and Latino Boys



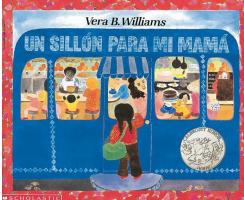
#### 2. Provide books that do not have sexually explicit content

Scholastic can provide books that do not have sexually explicit content. We have carefully curated our lists for HCPS to ensure that our titles/collections do not violate current legislation around this concern.

3. Provide books that are written in the English language as well as have titles available in Spanish for our high ELL and dual language classrooms;

Yes, Scholastic offers books that are written in both English and Spanish, Spanish only, or in English with a Spanish translation. To ensure the authenticity of the Spanish language we use a transadaption approach instead of a direct translation so that the spirit of the original language and text is not disturbed. As evidenced on our Spanish and bilingual "other collections page, we have multiple titles that fit this criteria. We have already spotlighted several titles in the page above, but additional titles include:







We offer Spanish language and bilingual books across the PreK-8 spectrum. Kimber Pennington can assist your selection of relevant books to address the learning needs of ELL and dual language learners.

4. Provide and attach labels, approximately ½" x 2", on the bottom center of the back cover of all books for Title I Schools labeled as "Henrico County Public Schools Title I and School Name"

Yes, Scholastic can provide labels as described in the County of Henrico RFP. See pricing for labels in the pricing documents.

#### **B.** Ordering and Shipping Requirements

The Successful Offeror(s) shall:

 Provide a written quote, to HCPS when requested, indicating title, the number of copies, ISBN number, author, publisher, unit publisher's price, rate of discount, net unit price, and extended net amount

Yes. Please see the Title Lists in TAB 6; Scholastic can include all the above requested information.

2. Fulfill, at 100%, all orders no later than 90 consecutive calendar days after receipt of a purchase order

Scholastic understands this requirement and can meet it. Scholastic will provide a Sample Order Check-In document, if awarded this RFP, that facilitates the check in and distribution of materials.

- 3. Provide, within two (2) weeks of receipt of a purchase order, two (2) proposed alternative titles for substitution for titles not available or on backorder for a period of time greater than 90 days; a. Substitutions must be comparable in Fountas & Pinnell guided reading level, content, genre, and length of text.
  - b. Substitution titles will be provided to the HCPS contact noted on the purchase order who will select the replacement titles to be provided.

Yes, Scholastic can provide this information. Prompt response from the County of Henrico will facilitate the process and allow Scholastic to deliver in the allotted timeframe. In the case of a backordered title that is on the County of Henrico substitution list that falls within the 90-day allowable parameter, Scholastic can handle it one of two ways:

- 1. Hold everything until the order is complete and then ship the complete order
- 2. Split the order and ship what is available at the time to Teacher A, Teacher B, and Teacher C and then ship the backordered titles when they become available within the allowed 90-days with the same labeling procedure as the main shipment.
- 4. Clearly label the outside of each package with the HCPS Purchase Order Number, the Successful Offeror's invoice number, and the invoice enclosure notification

The outside of the package will include the Purchase Order number. The invoice number is not generated until the order leaves the warehouse, so Scholastic cannot provide the invoice number or the invoice enclosure notification on the outside of the package. Scholastic can, however, provide a digital file after everything ships that does include this information.

5. Provide packing slips with each order, that is arranged in the line item order that matches the original order, and show for each title, the number of copies, ISBN number, author, publisher, unit publisher's price, rate of discount, net unit price, and extended net amount

The packing slips enclosed in the cartons will not include all this information; however, Scholastic can provide a document in a digital file to facilitate Check In that does contain all of this information.

6. Provide, in one (1) shipment for a single delivery location, all copies of any one (1) title

Scholastic can approach the shipments one of two ways:

- 1. If we are breaking the orders out by classroom, and in the first-grade library we have *Clifford the Big Red Dog* in that library, then that title will be in separate boxes for Teacher A, Teacher B, and Teacher C.
- 2. If the County of Henrico wants all the like titles boxed together and Scholastic is doing a bulk shipment, the company can provide classroom library books this way.
- 7. Package each classroom library separately noting the box number as well as the grade level on each box (i.e. First Grade Box 1 of 4);

Yes, Scholastic can package according to these specifications. The example that follows is a Sample Order Check-In document from another district's classroom library order—it will provide the County of Henrico an example of what Scholastic can provide and illustrate our capacity to tailor and customize based on district need (we recognize that this example has books in other languages and the County of Henrico does not, but please use it as an illustration). Scholastic is willing to modify this information with input from the County of Henrico.

#### Sample Order Check-In Document

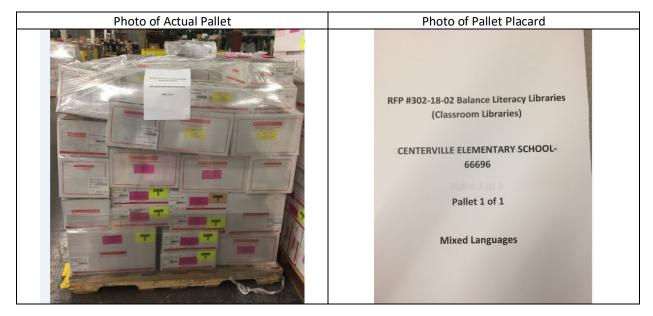
#### **Classroom Libraries**

The pallet(s) delivered to your warehouse/school contain your classroom libraries.

#### How are the pallets labeled and sorted?

The pallets are labeled with the School Name and Route #. Pallet placards indicate the # of pallets per school. Scholastic has sorted the pallets by Language and Grade Level as much as possible. If Scholastic included boxes with both English and Spanish libraries on one pallet it is noted on the pallet placard as Mixed Languages.

In addition, Scholastic made every attempt to have the labels on the sides/top of boxes facing out on the pallets as requested by the school district. (There may be cases where this was not possible due to integrity of the pallet build.)



#### How are the individual cartons labeled?

Each Classroom Library ships in multiple cartons, so it is important to check each box carefully according to the label on the top or side. The Classroom Library cartons are labeled with School Name on the shipping label.

Most cartons will include an additional label that is color coded by grade level:

Grade K – Purple

Grade 1 - Cream

Grade 2 - Yellow

All of the cartons will be color code by language English vs. Spanish.

This includes the Grade, Language, Teacher Letter, Title/Description and ISBN-13 for that carton.

This label will be on the carton in two places. On the top and on one side.

If the pink or yellow label is not visible you can use the label found on the corner of each carton.



Classroom Library (300 Books)

GRADE 1 - ENGLISH

TEACHER A

RTG TUB PACK (2)

978-0-545-20656-3

Classroom Library (300 Books)

GRADE 3 - SPANISH

TEACHER B

GARLAND CUST GR 3 BOX 3 SP (50)

978-1-338-19689-4



#### How to begin once the shipments arrives at the school?

Each Classroom Library ships in multiple cartons, so it is important to check each box carefully.

- 1) Begin by sorting all boxes by Language, Grade Level then by ISBN found on the top or side labels OR the corner label as described above.
- 2) Once all are sorted by ISBN you can match the ISBN on the label to the check-in grid. This is in order by Language and Grade.

- 3) Proceed to the check-in document and check against this to be sure you have the proper # of cartons per ISBN #.
- 4) Once you have checked these in and all are accounted for, you can match up the boxes within each Grade Level & Language by Teacher Letter (Teacher A, B, C, etc.) to assemble each complete Classroom library, including classroom storage tubs.

Because Scholastic is so careful with the labeling process, the procedure listed above will move along very quickly.

8. Not ship or deliver any orders in June, July or August without the approval from the HCPS contact

Scholastic understands this requirement as related to this RFP and will comply.

9. Bins shall be provided with delivered orders.

Scholastic will supply bins.

#### C. Billing and Invoicing Requirements

#### The Successful Offeror(s) shall:

1. Invoice each order separately

Invoices will be generated after the shipment has been confirmed and will be done according to the information set forth on the County of Henrico purchase order. An invoice is typically sent out one-two days after the shipment leaves the Scholastic warehouse.

Scholastic has robust systems that are capable of processing hundreds of thousands orders per day, but also with the capability to personalize even the smallest of orders. The Scholastic order processing system allows for orders to be addressed to specific schools and to specific personnel within schools. All of the Scholastic systems and processes are optimized for shipments to schools as the main focus of our business for over 96 years.

2. Arrange invoices in the line item order that matches the original order, and show for each title, the number of copies, ISBN number, author, publisher, unit publisher's price, rate of discount, net unit price, and extended net amount

The standard Scholastic invoice will not have this level of detail, but the Company can provide an invoice that will meet this requirement after the order leaves the warehouse in a digital file that will provide detailed information.

3. Clearly show the HCPS Purchase Order Number, Successful Offeror's remit-to address and zip code on each invoice

Yes. Scholastic can provide the HCPS Purchase Order Number and the Scholastic "remit to" address and zip code on each invoice.

4. Submit invoices correctly and only after all items have been shipped and received by HCPS

Yes, Scholastic invoices after items have been shipped and received by HCPS.

5. Send all invoices to Henrico County Public Schools, General Services, PO Box 23120, Henrico, VA 23223

Yes, Scholastic can meet this requirement.

#### **D. Other Service Requirements**

1. Return Policy. HCPS may reject, in whole or in part, and return to the Successful Offeror(s), at the Successful Offeror's expense, books that are defective, have been damaged, are substitutions that have not been approved, or otherwise books not in compliance with the original order

Prompt response from the County of Henrico will facilitate the process and allow Scholastic to deliver the approved substitutions. Please see the Scholastic Warranty and Replacement policy below:

#### **Scholastic Warranty and Replacement Policy**

Every Scholastic paperback product is unconditionally guaranteed. However, customers must inspect their order upon receipt before affixing school stamps to any materials. Stamped or marked books cannot be returned as they are no longer in resalable condition.

If customers would like to return books or other products, they may contact Scholastic Inc. within 90 days. When calling Customer Service, a representative will take pertinent information and facilitate the return. Scholastic will promptly process all return requests and apply a credit 10-14 days from receipt of the returned items. Credit will be applied to a credit card or to an account based on the method of payment used. Customers may reorder the product at any time.

If a wrong item is sent due to Scholastic error or has arrived with damages, customers will be sent by mail or e-mail a prepaid U.S. Postal label or a prepaid UPS label depending on the weight of the package. Scholastic can facilitate the timing of the pickup of an item to be returned.

If customers would like to return an undamaged item or a wrong item that is not due to Scholastic error, they may return the item using the carrier of their choice. Customers will be responsible for shipping costs.

Scholastic provides high-quality materials that meet customer needs. However, Scholastic does not warranty that items will remain in usable condition for any given length of time.

#### The Successful Offeror(s) shall:

a. Accept the return of books found by HCPS to be defective, damaged, not as ordered, or ordered in error

Yes, Scholastic can comply. Please see D. 1. above and the Scholastic Return/Warranty policy.

b. Issue a credit statement to HCPS within ten (10) calendar days of notification or return of books in question

Scholastic will issue a credit statement for incorrect shipments (defective or damaged books will get a no-charge replacement). This credit statement will take approximately 30 days.

#### c. Supply prepaid mailing labels for returned items that result from the Successful Offeror's error;

Yes, Scholastic can provide prepaid mailing labels for returned items that were sent in error.

# d. Ship replacement items immediately upon notification by HCPS without waiting for return of defective damaged, not as ordered or ordered in error books.

Yes, we will re-ship immediately. Scholastic does not want damaged books to be returned to our warehouse.

#### 2. Customer Support

#### The Successful Offeror(s) shall provide:

a. A toll-free customer service telephone number and an email address that HCPS can receive assistance during normal business hours;

Local Senior Account Executive Kimber Pennington prefers that the County of Henrico call her with any customer service concerns at her toll free number: 800-973-9763. She wants to provide the highest level of service. Please see more information about Kimber in the next section.

b. A local representative, that is available to meet at the HCPS determined site, to discuss purchases, assist with setup, and address HCPS specific issues.



Local Senior Account Executive, Kimber Pennington, is available to meet at any HCPS site to discuss purchases, assist with setup, or address any concerns. Kimber is a results-oriented and highly accomplished sales professional who has worked for Scholastic since 2011. Kimber is respected within Scholastic for her commitment to her customers, strong work ethic, excellent communication and organization skills, and consultative sales approach. Kimber has a B.S. in Elementary Education, and her experience as an elementary classroom teacher also adds to her insight around classroom libraries.

Kimber asked the Director of Sales Operations, Irene Malcolm, to join her from the receipt of this RFP to plan the best solution and implementation for the County of Henrico. Irene will oversee the County of Henrico order and assign a dedicated project manager for this RFP, if awarded. Irene manages the supply chain and value-added processing areas in order to ensure orders can be shipped in the timeframe required by the customer with 100% fill rate. Irene is also responsible for creating any custom labels or letters that may be needed for the order. Toni Abrahams, Vice President of Operations, directs sales administration, customer support, inventory control, and distribution; her successful record of streamlining processes and 29+ years of experience with Scholastic will also be an asset to the County of Henrico.

#### c. Offeror should provide additional bins as requested by HCPS

Scholastic can provide additional bins.

#### d. Offeror should provide Professional Development training and materials.

RFP No. 22-2441-11ARA Classroom Library Book Services - HCPS

Independent reading requires a full suite of strategies in order to be productive and successful. Scholastic's courses and coaching help teachers make the most of their independent reading time and leaders to build knowledge and expertise around the importance of independent reading. The Scholastic Literacy Specialists are available should the County of Henrico determine that it wants to support the classroom library initiative with professional learning to see a greater return on its investment. Senior Account Executive Kimber Pennington will facilitate scheduling any professional development for the County of Henrico. For the best opportunity to receive services on the desired date(s), Scholastic encourages requesting dates four-six weeks in advance.

The following are some suggested Scholastic professional learning courses to bolster independent reading.

#### **Leading Independent Reading Instruction**

The ultimate goal of every reading approach is to enable students to transfer new skills and strategies to their independent reading. This session will identify the characteristics of an effective independent reading program and explore the research into why voluminous independent reading plays such a critical role in balanced literacy. We'll also study the various types of teacher-student conferences to assess student growth during independent reading time.

#### Learning outcomes:

- Identify the characteristics of an effective independent reading program
- Describe the components of effective reading conferences
- Promote the critical role of independent reading in balanced literacy
- Support the implementation of independent reading

**Recommended for:** K–8 principals, assistant principals, and instructional coaches

Time: Half day Item #: 674893 Participants: Up to 30

#### **Getting Started with Structured Independent Reading**

Daily independent reading is essential to developing literacy skills, but not all types of independent reading will produce the same results. In this session participants will define what structured independent reading is and isn't and explore how to create a rich reading environment. Then we'll work together to unpack each component of structured independent reading, including the learning environment, conferring, and supporting and engaging readers.

#### **Learning outcomes:**

- Define structured independent reading and explain how it differs from other types of individual reading
- Establish a learning environment and procedures that promote independent reading
- Support student book selection, reading stamina, and goal-setting
- Plan literacy instruction and facilitate student conferences to support individual needs
- Provide intentional and purposeful activities to develop engaged, accountable readers

**Recommended for:** K–8 teachers and instructional coaches

Time: Three hours

**Item #s**: In-Person: 732823, Virtual: 743500

Participants: Up to 30

#### Diving Deeper with Structured Independent Reading: Accountability and Assessment

In this hands-on workshop, participants will dive deeper into the accountability and assessment components of structured independent reading. Participants will evaluate and refine accountability routines, engage in deliberate conferring practice to guide instruction, and develop their own accountability plans and assessment schedules.

#### Learning outcomes:

Evaluate current structured independent reading practices to identify areas for growth

RFP No. 22-2441-11ARA County of Henrico

Classroom Library Book Services - HCPS

Develop accountability structures and routines in support of literacy instruction

- Prepare for and conduct a targeted reading conference based on student needs
- Craft an accountability plan to manage and track student learning during structured independent reading

**Recommended for:** K–8 teachers and instructional coaches

**Time:** Three hours

Item #s: In-Person: 732824; Virtual: 743501

Participants: Up to 30

# Tab 6 Pricing Schedule

## Discounts, Additional Expenses, and Value-Added Items

#### **DISCOUNTS**

Scholastic is proposing customized classroom paperback collections of selected fiction and nonfiction titles with the following discounts and savings to the County of Henrico:

- 1. Free customizing of 300-book, grade-level collections from available\* authentic trade books
- 2. 25% discount off paperback book catalog list prices
- 3. Reduced price for custom book labels (to \$.25 per book from \$.50 per book)
- 4. Free shipping and handling on paperback book orders
- 5. **Firm pricing** until the end of the initial contract term, with price escalations in each renewal year not to exceed 3% above the previous year's prices for renewal.
- 6. Free labeling of boxes by teacher for ease of District distribution to each classroom

#### **PLEASE NOTE**

**Note 1** - Please note that some proposed titles may become unavailable at time of purchase, and Scholastic may need to substitute for other authentic text titles.

**Note 2** – To receive the proposed pricing/discounts/terms, the contract number must be included on all purchase orders related to this solicitation.

**Note 3** –Scholastic requests an annual price review in lieu of automatic price renewal but can affirm that pricing will not exceed 3% above the previous year's prices.

#### **ADDITIONAL EXPENSES**

Scholastic will be creating custom labels and affixing them to each book at a cost of \$0.25 per label.

#### **VALUE-ADDED ITEMS WITH PURCHASE OF CLASSROOM LIBRARIES**

Please see the next pages for descriptions of these Value-Added Items:

- FREE consultation by local Senior Account Executive throughout the term (as needed)
- FREE bins for purchased classroom libraries

Scholastic would be pleased to provide these free materials and services to support the classroom library initiative of the County of Henrico:

- If a <u>special consultation</u> is requested by the school, local Senior Account Executive Kimber Pennington will visit at no additional cost and customize the classroom library based on the current inventory. Kimber has done so with HCPS, other Virginia districts, and the District of Columbia Public Schools.
- Scholastic is pleased to offer the County of Henrico <u>free red, plastic storage tubs</u> in which to store the classroom libraries. Please see the grade-band breakdown that follows:

<u>Grades PreK-2</u> — For every 300-book library, Scholastic will provide 6 classroom library tubs.

<u>Grades 3-5</u> — For every 300-book library, Scholastic will provide 12 classroom library tubs

<u>Grades 6-8</u> — For every 300-book library, Scholastic will provide 16 classroom library tubs



#### **TOTAL VALUE ADDED FOR FREE TUBS**

Tubs currently cost \$5.00 per tub, so the total value is determined by \$5.00 per tub x number of tubs provided to each classroom library:

#### **Assumptions Made to Determine Value of Bins:**

- Assumption is that there are 8 PreK schools x average of 4 classrooms in each school x 6 tubs in each classroom
- Assumption is that there are 20 K-5 schools x 6 grades in each x average of 4 classroom per grade x average of 9 tubs per classroom
- Assumption is that there is 1 middle school x 3 grades x 4 classes each x 16 tubs per classroom

#### Calculation to show bin value

- PreK 192 tubs x \$5.00 = \$960.00
- K-5 4,320 tubs x 5.00 = \$21,600
- 6-8 192 tubs x \$5.00 = \$960.00

# Approximate total value provided in red bins = \$23,520

Other: Should the district wish to contract for professional learning services related to independent reading, or other related topics, Ms. Kimber Pennington can prepare a separate quote for those contracted services at time of need.

Tab 7
Exceptions

# **Respondent's Execution Page: Exceptions**

## **Deviations/Compliance Attachment**

Scholastic takes exception to the following terms and conditions of the current RFP:

- Exceptions or additions are in bold red font
- Deletions are made with a strike-through
- Clarifications made in blue font
- Please send any written communication to: RFP-Scholastic@Scholastic.com

#### Document: RFP No. 22-2441-11ARA

**V.GENERAL CONTRACT TERMS AND CONDITIONS** 

#### Page 5, D. Compensation

The Successful Offeror must submit a complete itemized invoice for services that are performed under the Contract. The County shall pay the Successful Offeror for satisfactory compliance with the Contract within **thirty** (30) forty-five (45) days after receipt of a proper invoice.

#### Page 5, F. Termination by County, Item 1

1. The County may terminate the Contract for cause or for convenience upon ten (10) days prior written notice.

#### Page 6, F., Section 3.Termination for Convenience, Item a

a. The County may, **upon ten (10) days prior written notice**, terminate the Contract, in whole or in part, whenever the Purchasing Director determines that such termination is in the County's best interest.

#### Page 7, H. Employment Discrimination by Contractor Prohibited, Item #2

2.The Contractor will advise any subcontractors of include the provisions of the foregoing subparagraphs (a) and, (b). and (c) in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

#### Page 8, L.Testing and Inspection

The County reserves the right to conduct any test/inspection (upon prior notice thereof) it may deem advisable to assure services conform to the specifications.

#### Page 8, M.Assignment of Contract

A contract shall not be assignable by the Successful Offeror in whole or in part without the written consent of the County unless such assignment is to an affiliate or effected in connection with a merger or acquisition and/or corporate restructuring.

#### Page 8, N.Indemnification

The Successful Offeror agrees to indemnify, defend, and hold harmless the County (including Henrico County Public Schools), and the County's officers, agents, and employees ("Indemnified Parties") from any damages, liabilities, and reasonable out-of-pocket costs, including reasonable out-of-pocket attorneys' fees, arising from any third party claims, demands, actions, or proceedings made or brought against one or more of the Indemnified Parties by any person, including any employee of the Successful Offeror, related to the provision of any services, the failure to provide any services, or the use of any services or materials furnished (or made available) by the Successful Offeror, provided that such liability is not attributable to the sole negligence of the County.

#### Page 9, R.Ownership of Deliverable and Related Products

1.The County shall have all rights, title, and interest in or to all specified or unspecified interim and final products, work plans, project reports and/or presentations, data, documentation, computer programs and/or applications, and documentation developed or generated during the completion of this project, including, without limitation, unlimited rights to use, duplicate, modify, or disclose any part thereof, in any manner and for any purpose, and the right to permit or prohibit any other person, including the Successful Offeror, from doing so. To the extent that the Successful Offeror may be deemed at any time to have any of the foregoing rights, the Successful Offeror agrees to irrevocably assign and does hereby irrevocably assign such rights to the County.

For the avoidance of doubt, any pre-existing materials, trademarks, ideas, concepts, programs, records, documents, graphs and photographic material or other reproductions provided by Successful Offeror (hereafter referred to as "Pre-Existing Materials") in connection with the performance of Services herein, shall remain the property of Successful Offeror and Successful Offeror shall retain all right, title and interest in and to its copyright and/or intellectual property rights in such Pre-Existing Materials. Successful Offeror shall grant County a limited license to use such Pre-Existing Materials solely as they are set forth in the work product and in connection with the Services hereunder and any applicable agreement provided by Successful Offeror. To the extent that Successful Offeror's name and/or trademarks are include in any work product, the County is only allowed to use such name and/or trademarks as they appear in the work product, and any other use must be approved by Successful Offeror in writing. All County information or data shall remain the property of the County.

2.County personnel may perform in-progress and post-audits of the Successful Offeror's records as a result of a Contract awarded pursuant to this Request for Proposals at Successful Offeror's normal place of business and not more than once per 12 month period. Files would be available upon prior on demand and without notice during normal working hours subject to the above referenced confidentiality obligations.

#### Page 10, V.Subcontracts

No portion of the work shall be subcontracted without prior written consent of the County. In the event that the Successful Offeror desires to subcontract some part of the work specified in the contract, the Successful Offeror shall furnish the County the names, qualifications, and experience of the proposed subcontractors. The Successful Offeror shall, however, remain fully liable and responsible for the work to be done by any his/her subcontractor(s) and shall obligate assure compliance with all the requirements of the Contract.

#### Page 11, X.Reserved

#### Page 15, VI.PROPOSAL SUBMISSION REQUIREMENTS, D.Reserved

District, please clarify what is meant by "reserved" or delete this term.

#### Page 12, CC. Payment Clauses Required by Va. Code §2.2-4354

Pursuant to item #2 to provide the District with our federal tax ID number, see number: Tax ID: 13-1824190

#### **OTHER**

Scholastic requests an annual price review, but can affirm that if prices increase, cost will not exceed more than 3%, as stated in solicitation.

# OTHER - PRICING SPREADSHEETS

Other Books/Collections outside of the recommended 300 book collections per grade follow - Optional selections

Henrico

**Quote Number:** 2022-12-31906

Date 12/19/2022

Mail or fax PO to: SCHOLASTIC INC.

PO BOX 639852

CINCINNATI OH 45263-9852

FAX: 800-560-6815

email: educationorders@scholastic.com

SHIP TO: YOUR PO#

TOTAL FROM BELOW \$

# All Pricing in this file is proprietary and Confidential

#### CONTACT INFORMATION:

Kimber Pennington
(O) 800-973-9763
(F) 866-425-3124
KPennington@Scholastic.com

#### **2022 EDUCATION**

Prices Expire February 28, 2024

| DESCRIPTION   | ITEM #                   | QTY | LIST PRICE           | YOUR PRICE                | AMOUNT |
|---|--------------------------|-----|----------------------|---------------------------|--------|
|   |                          |     |                      |                           |        |
| (indergarten  |                          |     |                      |                           |        |
| Boardbooks  | 000 5/0/05               |     | ¢07.00               | #10.50 #                  |        |
| abies on the Move PreK-K                                      | 9OS-562695               |     | \$27.80              | \$18.50 \$                |        |
| aby Days I Grades PreK-K                                      | 9OS-538607               |     | \$29.75              | \$21.00 \$                |        |
| laby Days II Grades PreK-K                                    | 9OS-538608<br>9OS-943928 |     | \$29.75              | \$21.00 \$                |        |
| aby Faces Board Books<br>led Time Grades PreK-K               | 9OS-538610               |     | \$19.96<br>\$27.84   | \$13.75 \$<br>\$19.00 \$  |        |
| est New Books Board Books 2022-2023 (10)                      | 9OS-749939               |     | \$86.78              | \$62.00 \$                |        |
| loard Books Galore Grade PreK                                 | 9OS-934037               |     | \$61.62              | \$44.00 \$                |        |
| Classic Board Books Grade PreK                                | 9OS-528208               |     | \$72.25              | \$49.75 \$                |        |
| Clifford The Small Red Puppy Grade PreK                       | 9OS-831245               |     | \$35.94              | \$20.00 \$                |        |
| Cuddle Time Nursery Rhymes English Grades PreK-K              | 9OS-820053               |     | \$27.80              | \$19.50 \$                |        |
| arly Childhood Board Books                                    | 9OS-528428               |     | \$290.27             | \$202.00 \$               |        |
| ric Carle Board Books Grades PreK-K                           | 9OS-831252               |     | \$47.79              | \$34.00 \$                |        |
| avorite Board Books Grade PreK                                | 9OS-51806                |     | \$65.74              | \$47.00 \$                |        |
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| low Do Dinosaurs Grade PreK                                   | 9OS-831265               |     | \$31.96              | \$21.50 \$                |        |
| ittle Bitty Books English Grades PreK-K                       | 9OS-820051               |     | \$19.80              | \$13.00 \$                |        |
| Pookie Toddler Board Books                                    | 9OS-520003               |     | \$34.75              | \$25.00 \$                |        |
| Pookie Toddler Grades PreK-K                                  | 9OS-562691               |     | \$34.75              | \$24.00 \$                |        |
| ing Along Grades PreK-K                                       | 9OS-538614               |     | \$24.96              | \$17.50 \$                |        |
| TEM Board Books PreK  | 9OS-859458               |     | \$35.79              | \$26.75 \$                |        |
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| Choosing and Using Decodable Texts 10-Copy Bundle             | 9OS-737374               |     | \$189.90             | \$142.43 \$               |        |
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| Decodable Cards: Short Vowels & More                          | 9OS-861430<br>9OS-861431 |     | \$49.99<br>\$49.99   | \$37.49 \$<br>\$37.49 \$  |        |
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| African American Characters Grades PreK-2                     | 9OS-708963               |     | \$141.08             | \$95.00 \$                |        |
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| lack History Grades PreK-2                                    | 9OS-708971               |     | \$135.12             | \$95.00 \$                |        |
| Culturally Responsive Kindergarten                            | 9OS-832914               |     | \$357.85             | \$255.00 \$               |        |
| Disability and Neurodiversity Grades K-2 (10)                 | 9OS-749957               |     | \$76.66              | \$53.00 \$                |        |
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| tising Voices: Celebrating Girls of Color Grade K             | 9OS-746994               |     | \$846.60             | \$634.95 \$               |        |
| lising Voices: Elevating Latino Stories Grade K               | 9OS-747034               |     | \$846.60             | \$634.95 \$               |        |
| ising Voices: Girls in STEAM Grade K                          | 9OS-731521<br>9OS-735334 |     | \$846.60<br>\$64.50  | \$634.95 \$<br>\$43.00 \$ |        |
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| Ready-To-Go: Independent Reading, Kindergarten (100)          | 9OS-970433               |     | \$562.16             | \$419.00 \$               |        |
| Ready-To-Go: Nonfiction, Kindergarten (100)                   | 9OS-970434               |     | \$561.32             | \$419.00 \$               |        |
| Ready-To-Go 2: Complete Set Grade K (75)                      | 9OS-531439               |     | \$462.55             | \$299.00 \$               |        |
| Ready-To-Go 2: Favorites, Kindergarten (25)                   | 9OS-531276               |     | \$175.37             | \$105.00 \$               |        |

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| Ready-To-Go 2: Nonfiction, Kindergarten (25)<br>RTG Module Gr K Fiction Grl A-D (50)  | 905-531278<br>819486     |              | \$140.34             | \$105.00             | \$<br>\$ | -        |
| RTG Module Gr K Nonfiction Grl A-E (50)   | 819487                   |              |                      | \$156.00             | \$       | -        |
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| Everyone Makes Mistakes Grades PreK-1   | 9OS-859678               |              | \$35.75              | \$25.00              | \$       | -        |
| Four Pillars Grade K  | 9OS-859620               |              | \$860.00             | \$645.00             | \$       | -        |
| Kindergarten, Here I Come! Grades PreK-K<br>Kindness Grades PreK-K  | 9OS-528188<br>9OS-859679 |              | \$23.84<br>\$47.72   | \$16.50<br>\$33.50   | \$<br>\$ | -        |
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| Decodable Cards: Short Vowels & More   | 9OS-861430               |     | \$49.99              | \$37.49                    |        |
| Decodable Cards: Long Vowels & More  | 9OS-861431               |     | \$49.99              | \$37.49                    |        |
| Diversity  |                          |     | •                    | ,                          |        |
| African American Characters Grades PreK-2  | 9OS-708963               |     | \$141.08             | \$95.00 \$                 | -      |
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| Native American Voices Grades PreK-2   | 9OS-708496               |     | \$56.19              | \$38.00 \$                 |        |
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| Rising Voices: Celebrating Girls of Color Grade 1  | 9OS-746995               |     | \$846.60             | \$634.95                   |        |
| Rising Voices: Elevating Latino Stories Grade 1  | 9OS-747035<br>9OS-731522 |     | \$846.60             | \$634.95 \$<br>\$634.95 \$ |        |
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| Scholastic Phonics Readers 2020 Kit  | 9OS-867350               |     | \$1,599.93           | \$1,199.95 \$              | -      |
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| Ready-To-Go: Independent Reading, Grade 1 (100)  | 9OS-970436                 |                         | \$581.11                                | \$419.00             |          | -      |
| Ready-To-Go: Nonfiction, Grade 1 (100)   | 9OS-970437                 |                         | \$574.95                                | \$419.00             | \$       | -      |
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| Ready-To-Go 2: Independent, Grade 1 (25)   | 9OS-531280                 |                         | \$144.34                                | \$105.00             | \$       | -      |
| Ready-To-Go 2: Nonfiction, Grade 1 (25)  | 9OS-531291                 |                         | \$145.43                                | \$105.00             | \$       | -      |
| RTG Module Gr 1 Fiction Grl A-E (50)   | 819490                     |                         |   | \$155.00             | \$       | -      |
| RTG Module Gr 1 Fiction Grl E-I (50)   | 819494<br>821184           |                         |   | \$167.00             | \$       | -      |
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| Confident You Grades K-2   | 9OS-859681                 |                         | \$52.72                                 | \$33.00              | \$       | -      |
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| Grade 2   |                          |     |                        |                           |        |
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| Choosing and Using Decodable Texts 10-Copy Bundle   | 9OS-737374               |     | \$189.90               | \$142.43 \$               |        |
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| Decodable Cards: Short Vowels & More  | 9OS-861430               |     | \$49.99                | \$37.49 \$                |        |
| Decodable Cards: Long Vowels & More   | 9OS-861431               |     | \$49.99                | \$37.49 \$                |        |
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| est Value: Diversity Grades PreK-2  | 9OS-749930<br>9OS-708971 |     | \$1,419.22<br>\$135.12 | \$959.00 \$<br>\$95.00 \$ |        |
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| Diverse Stories, Diverse Characters Grades 1-2  | 9OS-860215               |     | \$132.00               | \$91.00 \$                |        |
| Diverse Stories, Diverse Characters Grades PreK-K   | 9OS-860214               |     | \$109.33               | \$75.00 \$                |        |
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| RTG Module Gr 2 Shared Readina (50)   821128   \$200.00 \$ -  |  |                            |                          |                                |               |    | -      |
| RTG Module Gr 2 Unique Titles 25F/25Nf (50) 821185 RTG Module Gr 2 Unique Titles Independent Reading (25) 821187 \$100.00 \$ - RTG Module Gr 2 Unique Titles Independent Reading (25) 821187 \$100.00 \$ - RTG Module Gr 2 Unique Titles Independent Reading (25) \$20.00 \$ - RTG Module Gr 2 Unique Titles Independent Reading (25) \$2110.00 \$ - RTG Module Gr 2 POS-859681 \$552.44 \$365.00 \$ - RTG Module Gr 2 POS-859681 \$552.72 \$33.00 \$ - RTG Module Gr 2 POS-859681 \$552.72 \$33.00 \$ - RTG Module Gr 2 POS-859681 \$552.72 \$33.00 \$ - RTG Module Gr 2 POS-859681 \$552.72 \$33.00 \$ - RTG Module Gr 2 POS-859682 \$3860.00 \$454.50 \$ - RTG Module Gr 2 POS-859628 \$3860.00 \$454.50 \$ - RTG Module Gr 2 POS-859628 \$3860.00 \$454.50 \$ - RTG Module Gr 2 POS-859680 \$51.20 \$35.00 \$ - RTG Module Gr 2 POS-859680 \$51.20 \$35.00 \$ - RTG Module Gr 2 POS-859680 \$51.20 \$35.00 \$ - RTG Module Gr 2 POS-859680 \$51.20 \$35.00 \$ - RTG MOdule Gr 2 POS-814238 \$459.74 \$450.00 \$ - RTG Module Gr 2 POS-814238 \$459.74 \$450.00 \$ - RTG Module Gr 2 POS-814238 \$459.74 \$450.00 \$ - RTG Module Gr 2 POS-821479 \$400.00 \$300.00 \$ - RTG Module Gr 2 POS-821479 \$40                   |  |                            |                          |                                |               |    |        |
| #*State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping. Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-506-6815 or mail to Scholastic Inc., 2931 E. MCCarty Street, Jefferson City, MO., 65101.  ##Tax  |  |                            |                          |                                |               |    | _      |
| Social and Emotional  |  |                            |                          |                                |               |    | _      |
| Best Value: Social Emotional Grades PreK-2   9OS-749933   \$552.44   \$365.00   \$ - Confident You Grades K-2   9OS-859/681   \$52.72   \$33.00   \$ - Everyone Makes Mistakes Grades 1-2 (8)   9OS-735386   \$54.15   \$38.00   \$ - Everyone Makes Mistakes Grades PreK-1   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-859/678   \$35.75   \$25.00   \$ - Four Pillars Grade 2   9OS-749980   \$26.79   \$17.00   \$ - Four Pillars Grade 3   \$26.79   \$17.00   \$ - Four Pillars Grades Four Pillars Grade 3   \$26.79   \$17.00   \$ - Four Pillars Grade 3   \$26.79   \$26 |  | 021107                     |                          |                                | φ.σσ.σσ       | Ψ  |        |
| Confident You Grades K-2 Empathy & Compassion Grades 1-2 (8) Everyone Makes Mistakes Grades PreK-1 90S-859678 \$33.00 \$ - Everyone Makes Mistakes Grades PreK-1 90S-859678 \$33.75 \$25.00 \$ - Four Pillars Grade 2 Kindness Grades 1-2 Kindness Grades 1-2 Kindness Grades PreK-2 (5) 90S-859680 \$860.00 \$4645.00 \$ - Kindness Grades PreK-2 (5) 90S-859680 \$35.100 \$35.00 \$ - Mindful Kindness Grades PreK-2 (5) 90S-859680 \$26.79 \$17.00 \$ - The 7 Strenaths Library: Orange Bunk (Grades 1-2) 90S-814238 \$639.74 \$450.00 \$ - Tolerance & Acceptance Grades K-2 (12) 90S-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 90S-749991 \$85.40 \$59.00 \$ -  ***State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping. Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **TAANK YOU FOR YOUR BUSINESS!  **TAANK YOU FOR YOUR BUSINESS!  **TOTAL  **   |  | 9OS-749933                 |                          | \$552.44                       | \$365.00      | \$ | _      |
| Empathy & Compassion Grades 1-2 (8) 9OS-735386 \$54.15 \$38.00 \$ - Everyone Mickes Mistakes Grades PreK-1 9OS-859678 \$33.75 \$25.00 \$ - Four Pillars Grade 2 9OS-859628 \$860.00 \$455.00 \$ - Four Pillars Grade 2 9OS-859680 \$51.20 \$35.00 \$ - Kindness Grades 1-2 9OS-859680 \$51.20 \$35.00 \$ - Mindful Kindness Grades PreK-2 (5) 9OS-749980 \$26.79 \$17.00 \$ - The 7 Strengths Library: Orange Bunk (Grades 1-2) 9OS-814238 \$639.74 \$450.00 \$ - The Byron V. Garrett Social-Emotional Learning Collection: Grade 2 9OS-821479 \$400.00 \$300.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Strengths Library: Orange Bunk (Grades I-2) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$ \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$ - Tolerance & Acceptance   |  |                            |                          |                                |               |    | _      |
| Everyone Makes Mistakes Grades PreK-1 Four Pillors Grade 2 9OS-859628 \$860.00 \$645.00 \$ - Four Pillors Grade 2 9OS-859680 \$51.20 \$35.00 \$ - Mindful Kindness Grades PreK-2 (5) 9OS-749980 \$51.20 \$35.00 \$ - Mindful Kindness Grades PreK-2 (5) 9OS-749980 \$26.79 \$17.00 \$ - The 7 Strenaths Library: Orange Bunk (Grades 1-2) 9OS-814238 \$639.74 \$450.00 \$ - The Byron V. Garrett Social-Emotional Learning Collection: Grade 2 9OS-821479 \$400.00 \$300.00 \$ - Tolerance & Acceptance Grades K-2 (12) 9OS-749991 \$85.40 \$59.00 \$ -  **State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping . Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **Tax%  TOTAL  **Tax%  TOTAL  **Tax%  TOTAL  **Tax%  TOTAL  **Tax*  TOTAL  **Tax*  **Tax*  TOTAL  **Tax*  **Tax  |  |                            |                          |                                |               |    | -      |
| Kindness Grades 1-2 Minaful Kindness Grades PreK-2 (5) Minaful Kindness Grades PreK-2 (5) POS-749980 \$26.79 \$17.00 For 7 Strenaths Library: Oranae Bunk (Grades 1-2) POS-814238 \$639.74 \$450.00 For 7 Strenaths Library: Oranae Bunk (Grades 1-2) POS-821479 POS-821479 POS-749991 POS-74991 PO  |  | 9OS-859678                 |                          | \$35.75                        | \$25.00       | \$ | -      |
| Mindful Kindness Grades PreK-2 (5) The 7 Strengths Library: Orange Bunk (Grades 1-2) The Byron V. Garrel Social-Emotional Learning Collection: Grade 2 POS-821479 Tolerance & Acceptance Grades K-2 (12)  ***State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping. Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **TAX%  THANK YOU FOR YOUR BUSINESS!  CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS   | Four Pillars Grade 2   | 9OS-859628                 |                          | \$860.00                       | \$645.00      | \$ | -      |
| The 7 Strenaths Library: Oranae Bunk (Grades 1-2) The Byron V. Garrett Social-Emotional Learning Collection: Grade 2 9OS-821479 \$400.00 \$300.00 \$- Tolerance & Acceptance Grades K-2 (12)  **State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping. Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **Tax%  THANK YOU FOR YOUR BUSINESS!  Subtotal 9% S&H FREE  **Tax%  TOTAL  **Tax %  CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS  |  | 9OS-859680                 |                          |                                | \$35.00       |    | -      |
| The Byron V. Garrett Social-Emotional Learning Collection: Grade 2 9OS-821479 \$400.00 \$300.00 \$ - Tolerance & Acceptance Grades K-2 (12) \$9OS-749991 \$85.40 \$59.00 \$ -  **State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping. Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **Tax%  THANK YOU FOR YOUR BUSINESS!  **Total \$ -  CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS   |  |                            |                          |                                |               |    | -      |
| **State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping. Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **THANK YOU FOR YOUR BUSINESS!  CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS  |  |                            |                          |                                |               |    | -      |
| **State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping . Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **Tax%  THANK YOU FOR YOUR BUSINESS!  **Total \$ - CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS  |  |                            |                          |                                |               |    | -      |
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| **State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping . Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **Tax%  THANK YOU FOR YOUR BUSINESS!  **Total \$ - CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS  |  |                            |                          |                                |               |    |        |
| **State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping . Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **Tax%  THANK YOU FOR YOUR BUSINESS!  **Total \$ - CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS  |  |                            |                          |                                |               |    |        |
| **State law requires sales tax be added to your order unless we have sales tax exemption certificate on file. Tax on this quote may be your estimated tax, actual tax will be charged at the time of shipping . Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **Tax%  THANK YOU FOR YOUR BUSINESS!  **TOTAL  CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS  |  |                            |                          |                                |               |    |        |
| charged at the time of shipping . Scholastic terms are FOB shipping point unless otherwise noted on the purchase order. If tax has been added to your order and you are exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  THANK YOU FOR YOUR BUSINESS!  CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS   |  |                            |                          |                                | Subtotal      | \$ | _      |
| exempt from sales tax, please fax your "sales tax exemption certificate" to 1-800-560-6815 or mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65101.  **Tax%  THANK YOU FOR YOUR BUSINESS!  **ToTAL \$ -  CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS   |  |                            |                          |                                | 00/ 00::      |    | FDFF   |
| **Tax%  THANK YOU FOR YOUR BUSINESS!  **Tax%  **Tax   |  |                            |                          |                                | 9% S&H        |    | FKEE   |
| THANK YOU FOR YOUR BUSINESS!  CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT NEED BY DATE: TERMS   | exempt from saies tax, piease fax your saies tax exemption certificate. (0.1-000-300-0015.0) | man to scholastic IIIc., z | .551 E. WICCAITY Street, | , seriesson city, wio., 03101. | **Tax%        |    |        |
| CUSTOMER SERVICE: 1-800-724-6527 Option 3  F.O.B. POINT  NEED BY DATE:  TERMS   | THANK YOU FOR YOUR I   | BUSINESS!                  |                          |                                |               | \$ | _      |
| 1-800-724-6527 Option 3 F.O.B. POINT NEED BY DATE: TERMS  |  |                            | R SERVICE:               |                                |               | •  |        |
|   |  |                            |                          | F.O.B. POINT                   | NEED BY DATE: |    | TERMS  |
| Jefferson City, MO Net 30   |  |                            |                          | 1                              |               |    |        |
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CONTACT INFORMATION:

Kimber Pennington (O) 800-973-9763

(F) 866-425-3124

KPennington@Scholastic.com

#### **2022 EDUCATION**

Prices Expire February 28, 2024

| DESCRIPTION  | ITEM #                   | QTY | LIST PRICE          | YOUR PRICE                | AMOUNT |
|--|--------------------------|-----|---------------------|---------------------------|--------|
| Sunda 2  |                          |     |                     |                           |        |
| Grade 3  Decodables  |                          |     |                     |                           |        |
| Decodable Cards: Short Vowels & More   | 9OS-861430               |     | \$49.99             | \$37.49 \$                |        |
| Decodable Cards: Snort Vowels & More   | 9OS-861431               |     | \$49.99             | \$37.49 \$                |        |
| Diversity  | , 00 001 101             |     | Ψ,                  | φονν φ                    |        |
| African American Characters Grades 3-5   | 9OS-708965               |     | \$142.16            | \$99.00 \$                |        |
| lest Value: Diversity Grades 3-5   | 9OS-749931               |     | \$1,201.34          | \$799.00 \$               |        |
| lack History Grades 3-5  | 9OS-708972               |     | \$152.20            | \$106.00 \$               |        |
| Culturally Responsive Grade 3  | 9OS-832917               |     | \$381.45            | \$265.00 \$               |        |
| Disability and Neurodiversity Grades 3-5 (10) Diverse Leaders and Heroes Grades 3-5  | 9OS-749958<br>9OS-860217 |     | \$80.58<br>\$115.25 | \$57.00 \$<br>\$79.00 \$  |        |
| Diverse People and Places Collection Grades 1-3  | 9OS-823183               |     | \$162.87            | \$115.00 \$               |        |
| Dreams, Determination, Daring Collection Grades 3-5  | 9OS-823185               |     | \$94.40             | \$66.00 \$                |        |
| quity and Inclusion Grades 3-5 (12)  | 9OS-749965               |     | \$95.52             | \$67.00 \$                |        |
| Airror Me Diversity Collection Grades 1-3  | 9OS-811775               |     | \$111.33            | \$75.00 \$                |        |
| Airror Me Diversity Collection Grades 3-5  | 9OS-811776               |     | \$119.45            | \$79.00 \$<br>\$77.00 \$  |        |
| Aulticultural Biographies Grades 3-5<br>Av Voice, Mv Story Collection Grades 3-5   | 9OS-913825<br>9OS-823184 |     | \$110.33<br>\$93.48 | \$77.00 \$<br>\$65.00 \$  |        |
| Native American Voices Grades 3-5 (12)   | 9OS-749982               |     | \$83.52             | \$59.00 \$                |        |
| ising Voices Library: Celebrating Black and Latino Boys, Grade 3   | 9OS-861898               |     | \$859.93            | \$644.95 \$               |        |
| ising Voices: Celebrating Girls of Color Grade 3   | 9OS-746997               |     | \$859.93            | \$644.95 \$               |        |
| ising Voices: Elevating Latino Stories Grade 3   | 9OS-747037               |     | \$859.93            | \$644.95 \$               |        |
| ising Voices: Girls in STEAM Grade 3   | 9OS-731524               |     | \$859.93            | \$644.95 \$<br>\$80.00 \$ |        |
| outh & East Asian Experience Gr 3-5 (15)   | 9OS-735333               |     | \$114.45            | \$80.00 \$                |        |
| Emergent Readers  lest Value: Emergent Reader Library Grades K-2   | 9OS-860033               |     | \$395.90            | \$259.00 \$               |        |
| mergent Reader Library 1 Grades K-2  | 9OS-51825                |     | \$133.00            | \$92.00 \$                |        |
| mergent Reader Library 2 Grades K-2  | 9OS-934093               |     | \$130.99            | \$92.00 \$                |        |
| mergent Reader Library 3 Grades K-2  | 9OS-943951               |     | \$135.91            | \$92.00 \$                |        |
| Graphics   |                          |     |                     |                           |        |
| Graphic Chapter Books Collection Grades 3–4  | 9OS-832637               |     | \$79.88             | \$55.00 \$                |        |
| Graphic Novels - Single Titles  and Kitty Gets a Bath  | ABQ-516213               |     | \$6.95              | \$5.21 \$                 |        |
| ad Kitty School Daze   | ABQ-556256               |     | \$6.95              | \$5.21 \$                 |        |
| ad Kitty Takes the Test  | ABQ-695669               |     | \$6.99              | \$5.24 \$                 |        |
| ad Kitty vs. Uncle Murray, The Uproar at the Front Door  | ABQ-528919               |     | \$6.95              | \$5.21 \$                 |        |
| anana Fox and the Book-Eating Robot  | ABQ-866051               |     | \$7.99              | \$5.99 \$                 |        |
| anana Fox and the Secret Sour Society  | ABQ-866048               |     | \$7.99              | \$5.99 \$                 |        |
| ird & Squirrel All or Nothing<br>ird & Squirrel All Tangled Up   | ABQ-825207<br>ABQ-825175 |     | \$10.99<br>\$9.99   | \$8.24 \$<br>\$7.49 \$    |        |
| ird & Squirrel On Fire   | ABQ-580430               |     | \$10.99             | \$8.24 \$                 |        |
| ird & Squirrel On the Edge   | ABQ-580426               |     | \$9.99              | \$7.49 \$                 |        |
| rd & Squirrel on the Run   | ABQ-531283               |     | \$8.99              | \$6.74 \$                 |        |
| Captain Underpants and the Attack of the Talking Toilets   | ABQ-63427                |     | \$5.99              | \$4.49 \$                 |        |
| aptain Underpants and the Attack of the Talking Toilets  | ABQ-538567               |     | \$5.99              | \$4.49 \$                 |        |
| Captain Underpants and the Big, Bad Battle of the Bionic Booger Boy, Pc<br>Captain Underpants and the Big, Bad Battle of the Bionic Booger Boy, Pc |                          |     | \$5.99<br>\$5.99    | \$4.49 \$<br>\$4.49 \$    |        |
| captain Underpants and the big, bad battle of the bionic booger boy, recaptain Underpants and the Invasion of the Incredibly Naughty Cafeter       |                          |     | \$5.99<br>\$5.99    | \$4.49 \$<br>\$4.49 \$    |        |
| Captain Underpants and the Perilous Plot of Professor Poopypants   | ABQ-538571               |     | \$5.99              | \$4.49 \$                 |        |
| aptain Underpants and the Preposterous Plight of the Purple Potty Peo  | ABQ-538574               |     | \$5.99              | \$4.49 \$                 |        |
| Captain Underpants and the Wrath of the Wicked Wedgie Woman  | ABQ-538572               |     | \$5.99              | \$4.49 \$                 |        |
| Class Clown Fish   | ABQ-863670               |     | \$7.99              | \$5.99 \$                 |        |
| ouble Dog Dare<br>vil Emperor Penguin  | ABQ-833990<br>ABQ-813274 |     | \$14.99<br>\$8.99   | \$11.24 \$<br>\$6.74 \$   |        |
| vii Emperor Penguin<br>ish Feud, A Graphix Chapters Book   | ABQ-8132/4<br>ABQ-863667 |     | \$8.99<br>\$7.99    | \$6.74 \$<br>\$5.99 \$    |        |
| George and Harold's Epic Comix Collection  | ABQ-826246               |     | \$9.99              | \$7.49 \$                 |        |
| George and Harold's Epic Comix Collection Volume 2   | ABQ-826247               |     | \$9.99              | \$7.49 \$                 |        |
| Grumpy Unicorn Hits the Road, A Graphic Novel  | ABQ-866604               |     | \$8.99              | \$6.74 \$                 |        |
| Happy Birthday, Bad Kitty  | ABQ-529863               |     | \$6.95              | \$5.21 \$                 |        |

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| Little Robot  | ABQ-819322                  |                       | \$12.95                         | \$9.71        | \$       | _       |
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| Ready-To-Go: Favorites, Grade 3 (100)   | 9OS-970442                  |                       | \$642.62                        |               | \$       | -       |
| Ready-To-Go: Independent Reading, Grade 3 (100)   | 9OS-970444                  |                       | \$638.17                        | \$449.00      | \$       | -       |
| Ready-To-Go: Nonfiction, Grade 3 (100)  | 9OS-970445                  |                       | \$649.67                        | \$449.00      | \$       | -       |
| Ready-To-Go 2: Complete Set Grade 3 (75)  | 9OS-531442                  |                       | \$486.71                        | \$319.00      | \$       | -       |
| Ready-To-Go 2; Favorites, Grade 3 (25)  | 9OS-531295                  |                       | \$163.71                        | \$115.00      | \$       | -       |
| Ready-To-Go 2: Independent, Grade 3 (25)  | 9OS-531296                  |                       | \$157.54                        | \$115.00      | \$       | _       |
| Ready-To-Go 2: Nonfiction, Grade 3 (25)   | 9OS-531297                  |                       | \$155.46                        | \$115.00      | \$       | _       |
| RTG Module Gr 3 Below Level Fnf (50)  | 820821                      |                       | φ.00.40                         | \$184.53      | \$       |         |
| RTG Module Gr 3 Grl Read Aloud (50)   | 820822                      |                       |                                 | \$235.93      | \$       | _       |
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| RTG Module Gr 3 Independent Reading J-Q (50)  |                             |                       |                                 |               |          | -       |
| RTG Module Gr 3 On Level F J-Q (50)   | 820819                      |                       |                                 | \$215.95      | \$       | -       |
| RTG Module Gr 3 On Level Nf J-Q (50)  | 820820                      |                       |                                 | \$211.51      | \$       | -       |
| RTG Module Gr 3 Shared Reading (50)   | 821129                      |                       |                                 | \$215.00      | \$       | -       |
| RTG Module Gr 3 Unique Titles 25F/25Nf (50)   | 821531                      |                       |                                 | \$215.00      | \$       | -       |
| RTG Module Gr 3 Unique Titles Independent Reading (25)  | 821533                      |                       |                                 | \$107.50      | \$       | -       |
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| Best Value: Social Emotional Grades 3-5   | 9OS-709318                  |                       | \$532.88                        | \$359.00      | \$       | _       |
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| Four Pillars Grade 3  | 9OS-859632                  |                       | \$993.33                        | \$745.00      |          | -       |
| Respect Grades 3-5  | 9OS-859694                  |                       | \$31.84                         | \$20.00       | \$       | -       |
| Responsibility Grades 3-5   | 9OS-859691                  |                       | \$53.82                         | \$37.00       | \$       | -       |
| Social Responsibility Grades 3-5  | 9OS-859692                  |                       | \$107.37                        | \$76.00       | \$       | -       |
| The 7 Strengths Library: Turquoise Bunk (Grades 2-3)  | 9OS-814239                  |                       | \$653.46                        | \$450.00      | \$       | -       |
| The Byron V. Garrett Social-Emotional Learning Collection: Grade 3                                | 9OS-821480                  |                       | \$433.33                        | \$325.00      | \$       | -       |
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#### **2022 EDUCATION**

Prices Expire February 28, 2024

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|  |                          |     |                     |                            |             |
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| Diversity  | 0.000 7000 / 5           |     | ¢1.40.17            | ¢00.00                     |             |
| African American Characters Grades 3-5   | 9OS-708965<br>9OS-749931 |     | \$142.16            | \$99.00                    |             |
| Best Value: Diversity Grades 3-5   | 9OS-708972               |     | \$1,201.34          | \$799.00 \$<br>\$106.00 \$ |             |
| Black History Grades 3-5   |                          |     | \$152.20            |                            |             |
| Culturally Responsive Grade 4  | 9OS-832918               |     | \$423.61            | \$285.00                   |             |
| Disability and Neurodiversity Grades 3-5 (10)                                  | 9OS-749958               |     | \$80.58             | \$57.00                    |             |
| Diverse Leaders and Heroes Grades 3-5  | 9OS-860217<br>9OS-823185 |     | \$115.25<br>\$94.40 | \$79.00 \$<br>\$66.00 \$   |             |
| Dreams, Determination, Daring Collection Grades 3-5                            | 9OS-749965               |     | \$94.40<br>\$95.52  | \$67.00                    |             |
| Equity and Inclusion Grades 3-5 (12) Mirror Me Diversity Collection Grades 3-5 | 9OS-811776               |     | \$119.45            | \$79.00                    |             |
| Multicultural Biographies Grades 3-5   | 9OS-913825               |     | \$110.33            | \$77.00                    |             |
| My Voice, My Story Collection Grades 3-5                                       | 9OS-823184               |     | \$93.48             | \$65.00                    |             |
| Native American Voices Grades 3–5 (12)   | 9OS-749982               |     | \$83.52             | \$59.00                    |             |
| Rising Voices Library: Celebrating Black and Latino Boys, Grade 4              | 9OS-861899               |     | \$859.93            | \$644.95                   |             |
| Rising Voices: Celebrating Girls of Color Grade 4                              | 9OS-746998               |     | \$859.93            | \$644.95                   |             |
| Rising Voices: Celebrating Oils of Color Grade 4                               | 9OS-747038               |     | \$859.93            | \$644.95                   |             |
| Rising Voices: Elevaning Editio Stotles Grade 4                                | 9OS-731525               |     | \$859.93            | \$644.95                   |             |
| South & East Asian Experience Gr 3-5 (15)                                      | 9OS-735333               |     | \$114.45            | \$80.00                    |             |
| Graphics   | , 55 , 66666             |     | Ψ11-1-10            | φου.ου ς                   |             |
| Graphic Chapter Books Collection Grades 3–4                                    | 9OS-832637               |     | \$79.88             | \$55.00                    |             |
| Graphic Chapter Books Collection Grades 4–6 (10)                               | 9OS-735388               |     | \$122.82            | \$86.00                    |             |
| Winas of Fire Graphic Novels Grades 4-7 (5)                                    | 9OS-749994               |     | \$64.95             | \$46.00                    |             |
| Graphic Novels - Single Titles   | 700747774                |     | \$04.70             | ψ-10.00                    | ,           |
| Animal Rescue Friends  | ABQ-735056               |     | \$11.95             | \$8.96                     | \$          |
| Attack of the Furball, A Christina Starspeeder Story                           | ABQ-857652               |     | \$6.99              | \$5.24                     |             |
| Bad Kitty for President  | ABQ-546467               |     | \$6.95              | \$5.21                     |             |
| Bad Kitty Meets the Baby   | ABQ-539108               |     | \$6.95              | \$5.21                     |             |
| Beware the Claw!   | ABQ-864846               |     | \$9.99              | \$7.49                     |             |
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| Claudia and the New Girl, The Graphic Novel                                    | ABQ-830457               |     | \$12.99             | \$9.74                     |             |
| Clifford the Bia Red Doa: The Movie Graphic Novel                              | ABQ-866510               |     | \$8.99              | \$6.74                     |             |
| Comeback Catcher   | ABQ-860666               |     | \$6.95              | \$5.21                     | 5           |
| Dawn and the Impossible Three  | ABQ-806711               |     | \$10.99             | \$8.24                     | 5           |
| Field Trip Disaster  | ABQ-858959               |     | \$6.99              | \$5.24                     |             |
| Field Trip, Graphix  | ABQ-861763               |     | \$9.99              | \$7.49                     | \$          |
| Four Me?   | ABQ-867089               |     | \$8.99              | \$6.74                     |             |
| Giants Beware  | ABQ-620043               |     | \$12.95             | \$9.71                     | 5           |
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| t's Me, Two  | ABQ-832603               |     | \$8.99              | \$6.74                     |             |
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| ogan Likes Mary Anne!, The Graphic Novel                                       | ABQ-830454               |     | \$12.99             | \$9.74                     |             |
| ucky Stars, Graphix  | ABQ-804783               |     | \$9.99              | \$7.49                     |             |
| Mary Anne Saves the Day, The Graphic Novel                                     | ABQ-588621               |     | \$10.99             | \$8.24                     |             |
| Ne, Three!   | ABQ-861628               |     | \$8.99              | \$6.74                     |             |
| Aega Robo Bros, Graphic Novel  | ABQ-818595               |     | \$8.99              | \$6.74                     |             |
| Mr. Wolf's Class, Graphix  | ABQ-804768               |     | \$9.99              | \$7.49                     |             |
| Aystery Club, Graphix  | ABQ-804773               |     | \$9.99              | \$7.49                     |             |
| Drientation, A Marvel Book   | ABQ-708574               |     | \$7.99              | \$5.99                     |             |
| Pace to Mars   | ABQ-826933               |     | \$8.95              | \$6.71                     |             |
| cience Fair Crisis   | ABQ-852850               |     | \$6.99              | \$5.24                     |             |
| he Garden Path   | ABQ-713003               |     | \$7.99              | \$5.99                     |             |
| he Invasion  | ABQ-853809               |     | \$12.99             | \$9.74                     |             |
| he Minish Cap  | ABQ-657381               |     | \$9.99              | \$7.49                     |             |
| he Mutts Winter Diaries  | ABQ-826970               |     | \$7.95              | \$5.96                     |             |
| he Principal Strikes Back  | ABQ-831864               |     | \$6.99              | \$5.24                     |             |
| he Truth About Stacey, The Graphic Novel                                       | ABQ-581389               |     | \$10.99             | \$8.24                     |             |
| The Visitor  | ABQ-853837               |     | \$12.99             | \$9.74                     |             |
| The Zombie Steals Home   | ABQ-818809               |     | \$12.99             | \$9.74                     | <b>)</b>    |
| Ready To Go  | 000 501 4/5              |     | A                   | ****                       |             |
| leady-To-Go 2: Complete Set Grade 4 (75)                                       | 9OS-531443               |     | \$562.69            | \$337.00                   | <b>&gt;</b> |

| DESCRIPTION   | ITEM #                        | QTY                    | LIST PRICE                    | YOUR PRICE         |          | AMOUNT  |
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| Ready-To-Go 2: Favorites, Grade 4 (25)  | 9OS-531298                    |                        | \$182.70                      | \$125.00           |          | -       |
| Ready-To-Go 2: Independent, Grade 4 (25)  | 9OS-531299                    |                        | \$170.54                      | \$125.00           |          | -       |
| Ready-To-Go 2: Nonfiction, Grade 4 (25)   | 9OS-531300                    |                        | \$199.45                      | \$125.00           | \$       | -       |
| Ready-To-Go: Favorites, Grade 4 (100)   | 9OS-970446                    |                        | \$686.40                      | \$469.00           | \$       | -       |
| Ready-To-Go: Independent Reading, Grade 4 (100)   | 9OS-970447                    |                        | \$691.46                      | \$469.00           | \$       | -       |
| Ready-To-Go: Nonfiction, Grade 4 (100)  | 9OS-970448                    |                        | \$771.18                      | \$499.00           | \$       | -       |
| RTG Module Gr 4 Above Level Fiction/Nonfiction Grl S-Y (50)   | 820809                        |                        |                               | \$250.00           | \$       | -       |
| RTG Module Gr 4 Below Level Fiction/Nonfiction (50)   | 820810                        |                        |                               | \$250.00           | \$       | -       |
| RTG Module Gr 4 Independent Reading (50)  | 821535                        |                        |                               | \$250.00           | \$       | -       |
| RTG Module Gr 4 On Level Fiction Grl M-T (50)   | 820807                        |                        |                               | \$250.00           | \$       | -       |
| RTG Module Gr 4 On Level Nonfiction Grl M-T (50)  | 820808                        |                        |                               | \$250.00           | \$       | -       |
| RTG Module Gr 4 Shared Reading (50)   | 821130                        |                        |                               | \$250.00           | \$       | -       |
| RTG Module Gr 4 Unique Titles 25F/25Nf (50)   | 821534                        |                        |                               | \$250.00           | \$       | -       |
| RTG Module Gr 4 Unique Titles Independent Reading (25)  | 821536                        |                        |                               | \$125.00           | \$       | -       |
| Social and Emotional  | 000 700010                    |                        | <b>*</b> 500.00               | 4050.00            |          |         |
| Best Value: Social Emotional Grades 3-5   | 9OS-709318                    |                        | \$532.88                      | \$359.00           |          | -       |
| Bullying Grades 3-5   | 9OS-859686                    |                        | \$65.54                       | \$45.00            | \$       | -       |
| Compassion & Caring Grades 3-5  | 9OS-859693                    |                        | \$55.60                       | \$38.00            | \$       | -       |
| Confidence & Self-Esteem Grades 3-5   | 9OS-859690                    |                        | \$52.74                       | \$37.00            | \$       | -       |
| Determination Grades 3-5  | 9OS-859695                    |                        | \$106.29                      | \$73.00            | \$       | -       |
| Four Pillars Grade 4  | 9OS-859636<br>9OS-859694      |                        | \$1,126.67<br>\$31.84         | \$845.00           | \$<br>\$ | -       |
| Respect Grades 3-5  | 9OS-859691                    |                        | \$31.84<br>\$53.82            | \$20.00<br>\$37.00 | D D      | -       |
| Responsibility Grades 3-5   | 9OS-859692                    |                        | \$33.62<br>\$107.37           | \$76.00<br>\$76.00 | \$<br>\$ | -       |
| Social Responsibility Grades 3-5  | 9OS-814240                    |                        | \$719.86                      | \$500.00           | \$<br>\$ | -       |
| The 7 Strenaths Library: Green Bunk (Grades 3-4) The Byron V. Garrett Social-Emotional Learnina Collection: Grade 4 | 9OS-821477                    |                        | \$433.33                      | \$325.00           | \$<br>\$ | -       |
| Tolerance & Acceptance Grades 3-5   | 9OS-859689                    |                        | \$59.68                       | \$41.00            |          | -       |
| Tolerance & Acceptance Grades 3-3   | 703-037007                    |                        | ф37.00                        | \$41.00            | Ф        | -       |
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|---|--------------------------|-----|----------------------|----------------------------|--------|
| Grade 5   |                          |     |                      |                            |        |
| Diversity   |                          |     |                      |                            |        |
| African American Characters Grades 3-5  | 9OS-708965               |     | \$142.16             | \$99.00                    | -      |
| Best Value: Diversity Grades 3-5  | 9OS-749931               |     | \$1,201.34           | \$799.00                   |        |
| Black History Grades 3-5  | 9OS-708972               |     | \$152.20             | \$106.00                   |        |
| Culturally Responsive Grade 5   | 9OS-832924               |     | \$407.93             | \$285.00                   |        |
| Disability and Neurodiversity Grades 3-5 (10)   | 9OS-749958               |     | \$80.58              | \$57.00                    |        |
| Diverse Leaders and Heroes Grades 3-5   | 9OS-860217               |     | \$115.25             | \$79.00                    |        |
| Dreams, Determination, Daring Collection Grades 3-5   | 9OS-823185<br>9OS-749965 |     | \$94.40<br>\$95.52   | \$66.00 \$<br>\$67.00 \$   |        |
| Equity and Inclusion Grades 3-5 (12) Mirror Me Diversity Collection Grades 3-5                      | 9OS-811776               |     | \$95.52<br>\$119.45  | \$79.00 S                  |        |
| Multicultural Biographies Grades 3-5  | 9OS-913825               |     | \$110.33             | \$77.00                    |        |
| My Voice, My Story Collection Grades 3-5  | 9OS-823184               |     | \$93.48              | \$65.00                    |        |
| Native American Voices Grades 3–5 (12)  | 9OS-749982               |     | \$83.52              | \$59.00                    |        |
| Rising Voices Library: Celebrating Black and Latino Boys, Grade 5                                   | 9OS-861900               |     | \$859.93             | \$644.95                   |        |
| Rising Voices: Celebrating Girls of Color Grade 5   | 9OS-746999               |     | \$859.93             | \$644.95                   |        |
| Rising Voices: Elevating Latino Stories Grade 5   | 9OS-747039               |     | \$859.93             | \$644.95                   |        |
| Rising Voices: Girls in STEAM Grade 5   | 9OS-731541               |     | \$859.93             | \$644.95                   |        |
| South & East Asian Experience Gr 3-5 (15)   | 9OS-735333               |     | \$114.45             | \$80.00                    | -      |
| Graphics Graphic Chapter Books Collection Grades 4–6 (10)   | 9OS-735388               |     | \$122.82             | \$86.00                    |        |
| Winas of Fire Graphic Novels Grades 4-7 (5)   | 9OS-749994               |     | \$64.95              | \$46.00                    |        |
| Graphic Novels - Single Titles  | 700747774                |     | ψ04.70               | ψ-10.00                    |        |
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| Wings of Fire Graphic Novels Grades 4-7 (5)   | 9OS-749994                                    |                      | \$64.95                         | \$46.00          | \$ -   |  |  |
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| lo tengo miedo!  | I'm not Scared! (Sp)                   | ABQ-966127               |     | \$3.99           | \$2.99            | \$       |
| No, David!   | No, David!                             | ABQ-826904               |     | \$6.99           | \$5.24            | \$<br>\$ |
| 'erros! ¡Perros! / Dogs! Dogs!                                       | Dogs! Dogs! (Bil)                      | ABQ-585834               |     | \$6.95           | \$5.21            | \$       |
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|  |  | ADQ-734363               |     |                  | \$5.21            | ψ<br>e   |
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| , 2 y 3 ¡a la caja!  | 1, 2, 3 in the Box (Sp)                | ABQ-968465               |     | \$4.95           | \$3.71            | <b>3</b> |
| Lola le encantan los cuentos   | Lola Loves Stories                     | ABQ-550469               |     | \$7.95           | \$5.96            | \$<br>\$ |
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| nimales Nocturnos  | Night Animals                          | ABQ-804036               |     | \$5.99           | \$4.49            | Þ.       |
| t the Museum / En el museo   | At the Museum (Bil)                    | ABQ-534512               |     | \$3.99           | \$2.99            | \$<br>\$ |
| ailey (Sp)   | Bailey (Sp)                            | ABQ-545700               |     | \$4.99           | \$3.74            | \$       |
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| azaremos un león   | We're Going on a Lion Hunt (Sp)        | ABQ-940325               |     | \$7.95           | \$5.96            | \$       |
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| olores del otoño Crayola   | Crayola Fall Colors (Sp)               | ABQ-861798               |     | \$5.95           | \$4.46            | \$<br>\$ |
| ómo hacer una manga de viento  | How to Make a Wind Sock (Sp)           | ABQ-968470               |     | \$4.95           | \$3.71            | \$       |
| ómo los crayones salvaron al unicornio                               | How the Crayons Saved the Unicorn (Sp) | ABQ-864615               |     | \$5.95           | \$4.46            | \$       |
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| ultivamos sopa de verduras   | Growing Vegetable Soup (Sp)            | ABQ-913077               |     | \$6.95           | \$5.21            | φ        |
| avid va a la escuela   | David Goes to School                   | ABQ-826905               |     | \$6.99           | \$5.24            | \$       |
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| AbeCedario de profesiones y oficios<br>AEIOU                             | ABC's of Jobs<br>Vowels (Sp)                              | ABQ-812110<br>ABQ-62691  |     | \$8.95<br>\$4.95  | \$6.71 \$<br>\$3.71 \$  | -      |
| Alégrate, An Acorn Book  | Cheer Up (Sp)   | ABQ-708473               |     | \$4.99            | \$3.74 \$               | -      |
| Alexander y el día terrible, horrible, espantoso, horroroso              | Alexander and the Terrible, Horrible, No Go               | ABQ-46566                |     | \$6.95            | \$5.21 \$               | -      |
| Alma y cómo obtuvo su nombre   | Alma and How She Got Her Name (Sp)                        | ABQ-834367               |     | \$5.99            | \$4.49 \$               | -      |
| Amigos geniales, An Acorn Book   | Friends Rock  | ABQ-863104               |     | \$4.99            | \$3.74 \$               | -      |
| Animales escondidos  | Animal Hide and Seek                                      | ABQ-835843               |     | \$4.95            | \$3.71 \$               | -      |
| Animaletras  | Animals ABC (Sp)  | ABQ-564221               |     | \$6.99            | \$5.24 \$               | =      |
| Antes y ahora  | How Things Change   | ABQ-835846               |     | \$4.95            | \$3.71 \$               | -      |
| aquí también<br>Arroz con leche, Popular Songs and Rhymes from Latin Ame | Also Here<br>Rice Puddina (Bil)                           | ABQ-832255<br>ABQ-41886  |     | \$6.99<br>\$6.99  | \$5.24 \$<br>\$5.24 \$  | -      |
| Así vamos a la escuela, Un libro acerca de niños en diferent             | This is the Way We Go to School (Sp)                      | ABQ-49443                |     | \$6.99            | \$5.24 \$<br>\$5.24 \$  | -      |
| Ay, mi espalda   | Ouch! My Back! (Sp)                                       | ABQ-97138                |     | \$4.95            | \$3.71 \$               | -      |
| Baila con Quique   | Dance with Quique   | ABQ-833719               |     | \$4.95            | \$3.71 \$               | -      |
| Beautiful / Bellas   | Beautiful (Bil)   | ABQ-819020               |     | \$5.99            | \$4.49 \$               | -      |
| Beto, Betina y el bebito   | Babe, Babette and the Baby (Sp)                           | ABQ-97026                |     | \$4.95            | \$3.71 \$               | -      |
| Big Dog and Little Dog / Perrazo y Perrito                               | Big Dog and Little Dog (Bil)                              | ABQ-857979               |     | \$4.95            | \$3.71 \$               | -      |
| Big Dog and Little Dog Getting in Trouble / Perrazo y Perrito s          | Big Dog and Little Dog Getting in Trouble (               | ABQ-857978<br>ABQ-833941 |     | \$4.95<br>\$5.99  | \$3.71 \$               | -<br>- |
| Brave / Valiente<br>Buenas noches, mariposa                              | Brave (Bil)<br>Goodnight Butterfly                        | ABQ-833941<br>ABQ-744718 |     | \$5.99<br>\$6.99  | \$4.49 \$<br>\$5.24 \$  | -      |
| Búscame  | Find Me   | ABQ-744716<br>ABQ-832853 |     | \$6.99<br>\$4.95  | \$3.71 \$               | -      |
| Catástrofe en el campamento  | Camping Catastrophe                                       | ABQ-527416               |     | \$5.99            | \$4.49 \$               |        |
| Cenicienta   | Cinderella  | ABQ-586135               |     | \$4.95            | \$3.71 \$               | -      |
| Chumfley   | Chumfley  | ABQ-833676               |     | \$5.95            | \$4.46 \$               | -      |
| Clifford el gran perro colorado  | Clifford the Big Red Dog                                  | ABQ-41380                |     | \$3.99            | \$2.99 \$               | -      |
| Coco el conejo miedoso   | Coco the Scaredy Bunny                                    | ABQ-833606               |     | \$6.95            | \$5.21 \$               | -      |
| Cómo crece una mariquita   | A Ladybug Larva Grows Up                                  | ABQ-152630               |     | \$6.95            | \$5.21 \$               | -      |
| Corduroy (Sp)  | Corduroy (Sp)   | ABQ-44194                |     | \$5.95            | \$4.46 \$               | -      |
| Cuenta con las hormigas  | Count with the Ants                                       | ABQ-832822               |     | \$4.95            | \$3.71 \$               | -      |

| DESCRIPTION   | Translation   | ITEM #                   | QTY  | LIST PRICE        | YOUR PRICE        | ,        | AMOUNT |
|---|---|--------------------------|------|-------------------|-------------------|----------|--------|
| David se mete en líos   | David Gets In Trouble (Sp)  | ABQ-954561               | Q(II | \$6.99            | \$5.24            | \$       | -      |
| De la oruga a la mariposa, Level 1  | Caterpillar to Butterfly  | ABQ-803030               |      | \$3.99            | \$2.99            | \$       | -      |
| Después de la lluvia Dos hormigas bien vestidas   | After the Rain Ants in Pants  | ABQ-833685<br>ABQ-835847 |      | \$5.95<br>\$4.95  | \$4.46<br>\$3.71  | \$<br>\$ | -      |
| Dragón y sus labores  | Dragon Gets By (Sp)   | ABQ-719400               |      | \$4.99            | \$3.74            | \$       | -      |
| El agua, Water  | Water (Sp)  | ABQ-968471               |      | \$4.95            | \$3.71            | \$       | -      |
| El ataque del Hombre Mosca de 15 metros<br>El autobús mágico Camina Por La Luna                   | Attack of the 50-Foot Fly Guy (Sp) The Magic School Bus® Takes a Moonwall             | ABQ-867003<br>ABQ-575708 |      | \$4.99<br>\$3.99  | \$3.74<br>\$2.99  | \$<br>\$ | -      |
| El autobús mágico® se recicla   | The Magic School Bus® Gets Recycled (Sr.  | ABQ-575035               |      | \$4.00            | \$3.00            | \$       | -      |
| El autobús mágico® viaja con el viento, The Magic School E<br>El autobús mágico® vuela al espacio | The Magic School Bus® Rides the Wind (Sp<br>The Magic School Bus® Blasts Into Space ( | ABQ-524040<br>ABQ-575033 |      | \$3.99<br>\$3.99  | \$2.99<br>\$2.99  | \$<br>\$ | -      |
| El bebé elefante  | The Baby Elephant   | ABQ-852908               |      | \$4.95            | \$3.71            | \$       | -      |
| El chiquero   | Pigsty (Sp)   | ABQ-927000               |      | \$6.99            | \$5.24            | \$       | -      |
| El Cinco de Mayo<br>El Cocuyo y la Mora   | Fifth of May The Firefly And The Raspberry Bush                                       | ABQ-855701<br>ABQ-665866 |      | \$4.95<br>\$9.99  | \$3.71<br>\$7.49  | \$<br>\$ | -      |
| El cumpleanos de Pablo  | Pablo's birthday (Sp)   | ABQ-97497                |      | \$4.95            | \$3.71            | \$       | -      |
| El dedal de Dida  | Dida's Thimble (Sp)   | ABQ-97023                |      | \$4.95            | \$3.71            | \$       | -      |
| El Dia del Libro El diario de una lombriz   | Book's Day (Sp)<br>Diary of a Worm (Sp)   | ABQ-97147<br>ABQ-545009  |      | \$4.95<br>\$5.99  | \$3.71<br>\$4.49  | \$<br>\$ | -      |
| El fuego y el Sol   | The Fire and the Sun (Sp)   | ABQ-97558                |      | \$4.95            | \$3.71            | \$       | -      |
| El fuertecito rojo  | The Little Red Fort   | ABQ-826901               |      | \$4.99            | \$3.74            | \$       | -      |
| El gatito perdido<br>El gato gordo de Dragón  | Lost Kitten, The (Sp) Dragon's Fat Cat (Sp)   | ABQ-584726<br>ABQ-516359 |      | \$3.99<br>\$5.99  | \$2.99<br>\$4.49  | \$<br>\$ | -      |
| El girasol gigante  | The Giant Sunflower (Sp)  | ABQ-97118                |      | \$4.95            | \$3.71            | \$       | -      |
| El hombrecito de jengibre   | The Gingerbread Man   | ABQ-586126               |      | \$3.95            | \$2.96            | \$       | -      |
| El mapa del tesoro El misterio del arco iris  | The Treasure Map The Rainbow Mystery  | ABQ-852920<br>ABQ-815889 |      | \$4.95<br>\$4.95  | \$3.71<br>\$3.71  | \$<br>\$ | -      |
| El pájaro rojo  | The Red Bird (Sp)   | ABQ-97072                |      | \$4.95            | \$3.71            | \$       | -      |
| El parque helado  | The Icy Park (Sp)   | ABQ-97134                |      | \$4.95            | \$3.71            | \$       | -      |
| El patito feo El patito Tito  | The Ugly Duckling<br>Tito, the Duckling (Sp)  | ABQ-586129<br>ABQ-62595  |      | \$4.95<br>\$3.95  | \$3.71<br>\$2.96  | \$<br>\$ | -      |
| El pingüino y la cigüeña  | The Penguin and the Stork (Sp)  | ABQ-97133                |      | \$4.95            | \$3.71            | \$       | -      |
| El príncipe Hombre Mosca  | Prince Fly Guy  | ABQ-820866               |      | \$4.99            | \$3.74            | \$       | -      |
| El Puentecito Azul<br>El ratón de ciudad y el ratón de campo                                      | The Little Blue Bridge (Sp) The City Mouse and the Country Mouse                      | ABQ-744717<br>ABQ-586133 |      | \$7.99<br>\$3.95  | \$5.99<br>\$2.96  | \$<br>\$ | -      |
| El ruiseñor   | The Nightingale   | ABQ-586134               |      | \$3.95            | \$2.96            | \$       | -      |
| El taro de Sione  | Sione's Talo (SP)   | ABQ-48260                |      | \$5.95            | \$4.46            | \$       | -      |
| El tesoro del tiburón El tiempo   | A Shark's Treasure (Sp) The Weather   | ABQ-97056<br>ABQ-862048  |      | \$4.95<br>\$34.95 | \$3.71<br>\$34.95 | \$<br>\$ | -      |
| El viento travieso  | The Mischievous Wind (Sp)   | ABQ-61968                |      | \$4.95            | \$3.71            | \$       | -      |
| El zapatero y los duendes   | The Elves and the Shoemaker   | ABQ-586131               |      | \$4.95            | \$3.71            | \$       | -      |
| Ellen Ochoa (Sp) Ellen Ochoa (Sp)   | Ellen Ochoa (Sp) Ellen Ochoa (Sp)   | ABQ-438862<br>ABQ-854580 |      | \$4.95<br>\$4.95  | \$3.71<br>\$3.71  | \$<br>\$ | -      |
| Entonces llega el verano  | And Then Comes Summer   | ABQ-824954               |      | \$5.95            | \$4.46            | \$       | -      |
| Es un espectáculo   | One-Man Band (Sp)   | ABQ-501447               |      | \$3.99            | \$2.99            | \$       | -      |
| Estoy Orgulloso<br>Eva ve un fantasma   | Proud<br>Eva Sees a Ghost   | ABQ-665874<br>ABQ-808799 |      | \$5.99<br>\$5.99  | \$4.49<br>\$4.49  | \$<br>\$ | -      |
| Feliz cumpleaños, Martin Luther King  | Happy Birthday, Martin Luther King (Sp)   | ABQ-47507                |      | \$6.99            | \$5.24            | \$       | -      |
| Flutter and Hum / Aleteo y Zumbido, Animal Poems  | Flutter and Hum (Bil)   | ABQ-819704               |      | \$6.95            | \$5.21            | \$       | -      |
| Frog Meets Dog / Rana conoce Perro<br>Froggy va a la escuela                                      | Frog Meets Dog (Sp) Froggy Goes to School (Sp)  | ABQ-708474<br>ABQ-966642 |      | \$4.99<br>\$6.99  | \$3.74<br>\$5.24  | \$<br>\$ | -      |
| Froggy y la casa del árbol  | Froggy Builds a Treehouse (Sp)  | ABQ-546148               |      | \$3.99            | \$2.99            | \$       | -      |
| Goldilocks and the Three Bears / Ricitos de Oro y los tres oso                                    | Goldilocks and the Three Bears (Bil)  | ABQ-502988               |      | \$3.99            | \$2.99            | \$       | -      |
| Grandes amigos, pequeñas aventuras<br>Gustavo, el fantasmita tímido                               | Big Friends, Small Adventures<br>Gustavo the Shy Ghost (Sp)                           | ABQ-832858<br>ABQ-709860 |      | \$4.95<br>\$7.95  | \$3.71<br>\$5.96  | \$<br>\$ | -      |
| Healthy Foods from A to Z / Comida sana de la A a la Z  | Healthy Foods From A To Z (Bil)   | ABQ-570306               |      | \$6.95            | \$5.21            | \$       | -      |
| Hijito Pollito  | Baby Chick  | ABQ-831905               |      | \$5.95            | \$4.46            | \$       | -      |
| Hola, Hombre Mosca<br>Hombre mosca contra matamoscas  | Hi! Fly Guy (Sp) Fly Guy vs the Flyswatter (Sp)                                       | ABQ-508378<br>ABQ-564613 |      | \$4.99<br>\$4.99  | \$3.74<br>\$3.74  | \$<br>\$ | -      |
| Hombre Mosca y Chica Mosca: Cacería entre amigos  | Friendly Frenzy   | ABQ-735501               |      | \$4.99            | \$3.74            | \$       | -      |
| Hombre Mosca y Chica Mosca: Terror Nocturno   | Night Fright (Sp)   | ABQ-719399               |      | \$4.99            | \$3.74            | \$       | -      |
| Hombre Mosca y Frankenmosca<br>Hombre Mosca y los extraterrestrezz                                | Fly Guy and the Frankenfly Fly Guy and the Alienzz (Sp)                               | ABQ-575709<br>ABQ-832969 |      | \$4.99<br>\$4.99  | \$3.74<br>\$3.74  | \$<br>\$ | -      |
| Iguales, pero diferentes  | Same, Same But Different (Sp)   | ABQ-857658               |      | \$5.95            | \$4.46            | \$       | -      |
| It's Not Fair! / ¡No es justo!<br>It's Okay to Be Different / Está bien ser diferente             | It's Not Fair! (Bil)  | ABQ-961644               |      | \$3.99            | \$2.99            | \$<br>\$ | -      |
| It's Skeleton Time! / ¡Es la hora de los esqueletos!  | It's Okay to Be Different (Bil) It's Skeleton Time! (Bil)                             | ABQ-829941<br>ABQ-818785 |      | \$6.95<br>\$5.99  | \$5.21<br>\$4.49  | \$       | -      |
| Jabari Salta  | Jabari Jumps  | ABQ-861266               |      | \$6.95            | \$5.21            | \$       | -      |
| Jack y los frijoles mágicos y las papas fritas<br>Junie B. en primer grado hace trampas           | Jack and the Beanstalk and the French Fri<br>Cheater Pants (Sp)                       | ABQ-820865<br>ABQ-975695 |      | \$6.99<br>\$3.99  | \$5.24<br>\$2.99  | \$<br>\$ | -      |
| La araña y la colmena   | The Spider and the Beehive  | ABQ-586120               |      | \$4.95            | \$3.71            | \$       | -      |
| La bruja Maruja   | Maruja the Witch  | ABQ-832855               |      | \$4.95            | \$3.71            | \$       | -      |
| La cucarachita Martina<br>La escalera roja  | Martina the Cockroach The Red Ladder  | ABQ-586116<br>ABQ-833683 |      | \$4.95<br>\$4.95  | \$3.71<br>\$3.71  | \$       | -      |
| La feria escolar  | The School Fair (Sp)  | ABQ-97412                |      | \$4.95            | \$3.71            | \$       | -      |
| La foto de Felipe   | Felipe's Photo (Sp)   | ABQ-97047                |      | \$4.95            | \$3.71            | \$       | -      |
| La gallinita roja<br>La gatita del lago   | The Little Red Hen<br>Lake Side Kitty (Sp)  | ABQ-586115<br>ABQ-97051  |      | \$4.95<br>\$4.95  | \$3.71<br>\$3.71  | \$<br>\$ | = -    |
| La gran carrera   | The Great Race  | ABQ-852929               |      | \$4.95            | \$3.71            | \$       | -      |
| La gran familia de Hombre Mosca   | Fly Guy's Big Family (Sp)   | ABQ-823158               |      | \$3.99<br>\$4.95  | \$2.99<br>\$3.71  | \$<br>\$ | -      |
| La historia de Alexa y Takesi<br>La lana de la llama  | Alexa and Takesi's Story (Sp) The Llama's Wool  | ABQ-97559<br>ABQ-854142  |      | \$4.95<br>\$4.95  | \$3.71<br>\$3.71  | \$       | -      |
| La línea  | Line, The   | ABQ-833727               |      | \$5.95            | \$4.46            | \$       | -      |
| La luna de Januca<br>La luna, la luna   | Hanukkah Moon<br>The Moon, the Moon   | ABQ-861635<br>ABQ-832851 |      | \$5.95<br>\$4.95  | \$4.46<br>\$3.71  | \$<br>\$ | -      |
| La luna, la luna<br>La nube cabezota  | Hedgehog and Rabbit: The Stubborn Clou  | ABQ-832851<br>ABQ-852981 |      | \$4.95<br>\$6.95  | \$3.71<br>\$5.21  | \$<br>\$ | -      |
| La oruga muy impaciente   | The Very Impatient Caterpillar  | ABQ-860113               |      | \$6.99            | \$5.24            | \$       | -      |
| La paloma y la Luna<br>La pequeña mariposa que sí pudo  | The Pigeon and the Moon (Sp) Little Butterfly That Could (Sp)                         | ABQ-62592<br>ABQ-716051  |      | \$3.95<br>\$6.99  | \$2.96<br>\$5.24  | \$<br>\$ | -      |
| La pequena mariposa que si puao<br>La perra de hola y adiós                                       | Hello Goodbye Dog (Sp)  | ABQ-716051<br>ABQ-856463 |      | \$6.95            | \$5.24<br>\$5.21  | \$<br>\$ | -      |
| La perra de hola y adiós  | Hello Goodbye Dog (Sp)  | ABQ-861922               |      | \$31.95           | \$23.95           | \$       | -      |
| La princesa y el guisante<br>La tarea me marea  | The Princess and the Pea<br>Ready, Freddy! Homework Hassles                           | ABQ-586130<br>ABQ-502180 |      | \$4.95<br>\$3.99  | \$3.71<br>\$2.99  | \$<br>\$ | -      |
| La fortuga y la liebre  | The Tortoise and the Hare   | ABQ-502160<br>ABQ-586127 |      | \$3.99<br>\$4.95  | \$2.99<br>\$3.71  | \$       | -      |
| La vida en el arrecife de coral, A Home in the Coral Reef   | A Home in the Coral Reef  | ABQ-152634               |      | \$6.95            | \$5.21            | \$       | -      |
| La zorra desaparecida<br>La zorra y las cerezas   | The Missing Fox<br>The Fox and the Cherries (Sp)                                      | ABQ-592607<br>ABQ-97132  |      | \$3.99<br>\$4.95  | \$2.99<br>\$3.71  | \$<br>\$ | -      |
| Las abejas y la miel  | Bees and the Honey (Sp)   | ABQ-97141                |      | \$4.95            | \$3.71            | \$       | -      |
| Leer es poder   | Read and Rise (Sp)  | ABQ-522106               |      | \$5.95            | \$4.46            | \$       | -      |
| Little Red Riding Hood / Caperucita roja<br>Llegó el otoño  | Little Red Riding Hood (Bil)<br>Autumn is Here (Sp)                                   | ABQ-977375<br>ABQ-97136  |      | \$3.99<br>\$4.95  | \$2.99<br>\$3.71  | \$<br>\$ | -      |
| Los 4 caminos   | Four Paths (Sp)   | ABQ-97025                |      | \$4.95            | \$3.71            | \$       | -      |
| Los amigos no se comen  | Friends Don't Eat Friends   | ABQ-856855               |      | \$6.99            | \$5.24            | \$       | -      |
| Los buenos amigos<br>Los colores del arcoíris   | Good Friends<br>The Colors Of the Rainbow   | ABQ-852932<br>ABQ-852933 |      | \$4.95<br>\$4.95  | \$3.71<br>\$3.71  | \$<br>\$ | -      |
| Los Delfines  | Dolphins  | ABQ-859897               |      | \$4.95            | \$3.71            | \$       | -      |
| Los pingüinos, Level 2  | Penguins  | ABQ-803031               |      | \$3.99            | \$2.99            | \$       | -      |
| Los sueños de perezoso<br>Los tres cerditos   | Sloth's Dreams<br>The Three Little Pigs   | ABQ-852934<br>ABQ-586118 |      | \$4.95<br>\$4.95  | \$3.71<br>\$3.71  | \$<br>\$ | = -    |
| Los tres chivitos Gruff   | The Three Billy Goats Gruff   | ABQ-586124               |      | \$4.95            | \$3.71            | \$       | -      |
| Lucía la luchadora  | Lucia the Luchadora   | ABQ-831452               |      | \$6.95            | \$5.21            | \$       | -      |
| Lucía la luchadora y el millón de máscaras<br>Luna, ¿dónde estás?                                 | Lucía the Luchadora and the Million Mask<br>Moon, Where Are You?                      | ABQ-861233<br>ABQ-852935 |      | \$6.95<br>\$4.95  | \$5.21<br>\$3.71  | \$<br>\$ | -      |
| Macca la alpaca   | Macca the Alpaca (Sp)   | ABQ-863102               |      | \$5.99            | \$4.49            | \$       | -      |

| DESCRIPTION  | Translation   | ITEAA #                  | OTV                     | LIST DDICE                      | VOUR BRICE       |          | AMOUNT |
|--|---|--------------------------|-------------------------|---------------------------------|------------------|----------|--------|
| DESCRIPTION Manage abusing year  | Translation   | ITEM #                   | QTY                     | LIST PRICE                      | YOUR PRICE       |          | AMOUNT |
| Mango, abuela y yo<br>Margaret and Margarita / Margarita y Margaret  | Mango, Abuela, and I<br>Margaret and Margarita (Bil)                  | ABQ-593527<br>ABQ-62216  |                         | \$5.99<br>\$6.95                | \$4.49<br>\$5.21 | \$<br>\$ |        |
| Maria Had A Little Llama / María tenía una llamita   | Bilingual   | ABQ-567023               |                         | \$6.93<br>\$4.99                | \$3.74           | \$       | -      |
| María tenía una llamita  | Maria Had a Little Llama  | ABQ-835693               |                         | \$6.95                          | \$5.21           | \$       | _      |
| Me gustan las estaciones   | I Like the Seasons (SP)   | ABQ-835848               |                         | \$4.95                          | \$3.71           | \$       | -      |
| Mi amigo el dragón   | My Dragon Friend  | ABQ-833690               |                         | \$4.95                          | \$3.71           | \$       | -      |
| Mi burro enfermo   | My Sick Donkey  | ABQ-836442               |                         | \$5.95                          | \$4.46           | \$       | -      |
| Mi Familia / My Family   | (Bil)   | ABQ-439823               |                         | \$8.95                          | \$6.71           | \$       | -      |
| Mi mamá  | My Mother (Sp)  | ABQ-63137                |                         | \$4.95                          | \$3.71           | \$       | =      |
| Mi nueva escuela   | My New School (Sp)  | ABQ-521724               |                         | \$4.95                          | \$3.71           | \$       | -      |
| Mi papá y yo<br>Mi vida en colores, My Life in Colors  | My Father and I (Sp) My Life in Colors (Sp)                           | ABQ-62911<br>ABQ-501149  |                         | \$4.95<br>\$3.99                | \$3.71<br>\$2.99 | \$<br>\$ | -      |
| Mis amigos del bosque  | My Friends From the Forest  | ABQ-835844               |                         | \$4.95                          | \$3.71           | \$       | -      |
| No   | No  | ABQ-833724               |                         | \$6.95                          | \$5.21           | \$       | _      |
| Pájaros raros  | Odd Birds   | ABQ-835850               |                         | \$4.95                          | \$3.71           | \$       | -      |
| Pastel para enemigos   | Enemy Pie (Sp)  | ABQ-829939               |                         | \$6.95                          | \$5.21           | \$       | -      |
| Pedro y Ladrillo en la ciudad  | Pedro and Ladrillo in the City (Sp)                                   | ABQ-97556                |                         | \$4.95                          | \$3.71           | \$       | -      |
| Peppa en el espacio  | Peppa in Space  | ABQ-860123               |                         | \$4.99                          | \$3.74           | \$       | -      |
| Peppa va a nadar   | Peppa Goes Swimming   | ABQ-814499               |                         | \$4.99                          | \$3.74           | \$       | -      |
| Querido primo: Una carta a mi primo<br>Quiero ser veterinario  | Dear Primo: A Letter to My Cousin<br>I Want to Be a Veterinarian (Sp) | ABQ-819022<br>ABQ-860492 |                         | \$5.99<br>\$4.95                | \$4.49<br>\$3.71 | \$<br>\$ | -      |
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| Rin, Rin, Rin / Do, Re, Mi, A Picture Book in Spanish and Englis   |   | ABQ-864240               |                         | \$5.95                          | \$4.46           | \$       | -      |
| Sami suma  | Sami Adds (Sp)  | ABQ-62647                |                         | \$4.95                          | \$3.71           | \$       | -      |
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| Grade 2  |  |                          |     |                   |                         |        |
| ¡A cacarear!<br>¡El casillero se comió a Lucía!  | Let's Get Cracking!<br>The Locker Ate Lucy!                        | ABQ-820864<br>ABQ-811438 |     | \$4.99<br>\$5.99  | \$3.74 \$<br>\$4.49 \$  |        |
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| ¡Es la hora de los esqueletos!   | It's Skeleton Time! (SP)   | ABQ-854113               |     | \$5.99            | \$4.49 \$               |        |
| ¡Fin del juego, Súper Chico Conejo!  | Game Over, Super Rabbit Boy  | ABQ-815907               |     | \$5.99            | \$4.49 \$               |        |
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| ¡Mio!  | Mine!  | ABQ-857666               |     | \$5.95            | \$4.46 \$               |        |
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| ¡Pío Peep!, Rimas tradicionales en español / Traditional Spar<br>¡Ruedo como puedo!                                    | Yikes! Bikes! (Sp)   | ABQ-534375               |     | \$5.99            | \$4.49 \$               |        |
| ¿Toman las ranas chocolate caliente?, Cómo se mantiener  | Do Frogs Drink Hot Chocolate?                                      | ABQ-854591               |     | \$5.95            | \$4.46 \$               |        |
| ¿Y si tuvieras cola de animal?   | What If You Had an Animal Tail?                                    | ABQ-829942               |     | \$4.99            | \$3.74 \$               |        |
| ¿Y si tuvieras dientes de animal?  | What If You Had Animal Teeth!?                                     | ABQ-820868               |     | \$4.99            | \$3.74 \$               |        |
| ¿Y si tuvieras dientes de tiranosaurio?, Y otras partes de dinc<br>¿Y si tuvieras nariz de animal?                     | What If You Had T. Rex Teeth!?<br>What If You Had an Animal Nose?  | ABQ-857261<br>ABQ-830974 |     | \$4.99<br>\$4.99  | \$3.74 \$<br>\$3.74 \$  | -      |
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| Aliento perruno, El horrible problema de Hali Tosis  | Dog Breath   | ABQ-856597               |     | \$6.99            | \$5.24 \$               | -      |
| Antenas: La adaptación, ¡qué sensación!  | Antennas: Adaptation. What a Feeling!                              | ABQ-832817               |     | \$5.95<br>\$5.99  | \$4.46 \$<br>\$4.49 \$  | -      |
| Arroz con frijoles, y unos amables ratones<br>Avenida Pennsylvania, No. 1600   | Mice and Beans (Sp)<br>At 1600 Pennsylvania Avenue (Sp)            | ABQ-931737<br>ABQ-968463 |     | \$5.99<br>\$4.95  | \$4.49 \$<br>\$3.71 \$  |        |
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| Delfines fabulosos   | Dolphin Dive (Sp)  | ABQ-579150               |     | \$3.99            | \$2.99 \$               | -      |
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| El abusón del pantano negro  | The Bully from the Black Lagoon (Sp)                               | ABQ-534277               |     | \$3.99            | \$2.99 \$               |        |
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| El día que los crayones renunciaron  | The Day the Crayons Quit   | ABQ-590883               |     | \$6.99            | \$5.24 \$               |        |
| El elefante encadenado<br>El Festival Florestático de Eva  | The Chained Elephant Eva's Treetop Festival                        | ABQ-857676<br>ABQ-803841 |     | \$5.95<br>\$5.99  | \$4.46 \$<br>\$4.49 \$  | -      |
| El fútbol me hace feliz  | Happy Like Soccer  | ABQ-589913               |     | \$6.95            | \$5.21 \$               |        |
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| El más grande, el más fuerte, el más rápido<br>El Ninja de Jengibre  | Biggest, Strongest, Fastest (Sp) The Ninjabread Man                | ABQ-830046<br>ABQ-815904 |     | \$6.95<br>\$5.99  | \$5.21 \$<br>\$4.49 \$  |        |
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| El pug despega   | Pug Blasts Off (Sp)  | ABQ-860365               |     | \$5.99            | \$4.49 \$               |        |
| El punto   | The Dot (Sp)   | ABQ-857683               |     | \$5.95            | \$4.46 \$               | -      |
| El Sol   | The Sun  | ABQ-665547               |     | \$8.15            | \$6.11 \$               |        |
| El Sol puede ser la gran cosa<br>El sueño de Rafael  | The Sun Is Kind of a Big Deal<br>Rafael's Dream (SP)               | ABQ-833018<br>ABQ-836318 |     | \$5.99<br>\$4.95  | \$4.49 \$<br>\$3.71 \$  | -      |
| En pocas palabras: La ciudad   | In the City  | ABQ-832169               |     | \$6.95            | \$5.21 \$               |        |
| En pocas palabras: Los oficios   | Jobs   | ABQ-832175               |     | \$6.95            | \$5.21 \$               | -      |
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| Guacamole, Un poema para cocinar / A Cooking Poem<br>Hay un hombre mosca en mi sopa                                    | Guacamole (Bil)<br>There's a Fly Guy in My Soup (Sp)               | ABQ-854044<br>ABQ-564615 |     | \$6.95<br>\$4.99  | \$5.21 \$<br>\$3.74 \$  |        |
| Hilario el veterinario   | Hilario the Veterinarian   | ABQ-832856               |     | \$5.95            | \$4.46 \$               |        |
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| Iguanas ranas   | Frog Iguanas (SP)  | ABQ-852998               | હ્યા                    | \$6.95                         | \$5.21            | \$       | AMOUNI -          |
| Imagina   | Imagine  | ABQ-862272               |                         | \$7.95                         | \$5.96            | \$       | -                 |
| John F. Kennedy   | John F. Kennedy  | ABQ-665628               |                         | \$8.15                         | \$6.11            | \$       | -                 |
| Juguemos en el bosque mientras el lobo no está, Mientras c  |  | ABQ-987115               |                         | \$5.99                         | \$4.49            | \$       | -                 |
| Junie B. Jones duerme en una mansión<br>Junie B. Jones no es una ladrona  | Junie B. Jones is a Party Animal (Sp) Junie B. Jones is Not a Crook (Sp) | ABQ-987425<br>ABQ-966125 |                         | \$4.99<br>\$3.99               | \$3.74<br>\$2.99  | \$<br>\$ | -                 |
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| La cena macabra del chupacabra  | The Chupacabra Ate The Candelabra  | ABQ-829779               |                         | \$6.99                         | \$5.24            | \$       | -                 |
| La historia del Dinero<br>La leyenda de Piedra Papel Tijera   | The History of Money The Legend of Rock Paper Scissors (Sp)              | ABQ-665557<br>ABQ-833933 |                         | \$8.15<br>\$5.99               | \$6.11<br>\$4.49  | \$<br>\$ | -                 |
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| Ve lo que dices / See What You Say  | See What You Sav (Bil)  | ABQ-812108                       |                        | \$7.95                         | \$5.96                    | \$ |        |
| Volcán  | Volcano Blast (Sp)  | ABQ-584842                       |                        | \$4.99                         | \$3.74                    | \$ |        |
| Vuelta al juego   | Comeback Catcher  | ABQ-860667                       |                        | \$6.95                         | \$5.21                    | \$ |        |
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Kimber Pennington (O) 800-973-9763 (F) 866-425-3124 KPennington@Scholastic.com **2022 EDUCATION** 

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|  |  |                          |     |                   |                         |        |
| Greade 5   |  |                          |     |                   |                         |        |
| Y Su Corazón Escapó Para Convertirse en Pájaro   | And His Heart Escaped to Become a Birc         | ABQ-680639               |     | \$10.95           | \$8.21 \$               |        |
| Gracias, NASA!   | Thanks, NASA!                                  | ABQ-854124               |     | \$5.95            | \$4.46 \$               |        |
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| Agencia de Detectives Escolares  | School Detective Agency                        | ABQ-666898               |     | \$12.99           | \$9.74 \$               |        |
| Agua soy y me voy  | Water I am and I am leaving                    | ABQ-833738               |     | \$5.95            | \$4.46 \$               |        |
| Alérgica   | Allergic (Sp)                                  | ABQ-741642               |     | \$12.99           | \$9.74 \$               |        |
| Allie, ganadora por fin  | Allie, First at Last (Sp)                      | ABQ-818788               |     | \$6.99            | \$5.24 \$               |        |
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| Bocas  | Mouths   | ABQ-833679               |     | \$5.95            | \$4.46 \$               |        |
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| Cosas Que Los Adultos No Pueden Entender   | Adults Just Don't Get It                       | ABQ-633660<br>ABQ-666824 |     | \$5.95<br>\$13.95 | \$4.46 \$<br>\$10.46 \$ |        |
| De oro y esmeraldas, Mitos, leyendas y cuentos populares d   | Golden Tales (Sp)                              | ABQ-606024<br>ABQ-67684  |     | \$6.99            | \$5.24 \$               |        |
| El diario de Pedro   | Pedro's Journal                                | ABQ-47402                |     | \$5.99            | \$4.49 \$               |        |
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| Estrella en el bosque  | Star in the Forest                             | ABQ-805468               |     | \$7.99            | \$5.99 \$               |        |
| -uerza y movimiento en el trabajo  | Forces and Motion at Work                      | ABQ-854822               |     | \$6.95            | \$5.21 \$               |        |
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| Sente americana: Incas   | 0  | ABQ-857528               |     | \$6.95            | \$5.21 \$               |        |
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| as Mejores Alas  | The Best Wings                                 | ABQ-665302               |     | \$5.29            | \$3.97 \$               |        |
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| le llamo Ana Frank   | My Name is Anne Frank                          | ABQ-857188               |     | \$7.95            | \$5.96                  |        |
| e llamo Miguel de Cervantes  | My Name is Miguel de Cervantes                 | ABQ-857194               |     | \$7.95            | \$5.76 \$<br>\$5.96 \$  |        |
| o Preguntes Por Mozart   | The Mozart Question                            | ABQ-666828               |     | \$13.95           | \$10.46 \$              |        |
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| ornado (Sp)  | Tornado Alley (Sp)                             | ABQ-584841               |     | \$4.99            | \$3.74 \$               |        |
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| ilobites   | Trilobites                                     | ABQ-833726               |     | \$5.95            | \$4.46 \$               |        |
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| n grandioso desorden   | A Big Mess                                     | ABQ-832538               |     | \$6.99            | \$5.24 \$               |        |
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| enir del mar   | Come from the Sea                              | ABQ-665317               |     | \$7.31            | \$5.48 \$               |        |
| olcanes  | Volcanoes                                      | ABQ-666870               |     | \$17.99           | \$13.49 \$              |        |

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| Bravo! (Sp), Poemas sobre hispanos extraordinarios  | 0. 7. 1  | ABQ-853540                              |                          | \$7.95                         | \$5.96                | \$         |
| Sonrie!   | Smile!   | ABQ-666730                              |                          | \$14.95                        | \$11.21               | \$         |
| Y ahora, qué?   | Now What?  | ABQ-854589                              |                          | \$6.95                         | \$5.21                | \$         |
| l Final de La Noche   | At Night's End   | ABQ-666852                              |                          | \$12.95                        | \$9.71                | \$         |
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| trológica   | Star-Crossed (Sp)  | ABQ-527413                              |                          | \$5.99                         | \$4.49                | \$         |
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| din   | Aydin  | ABQ-666788                              |                          | \$13.99                        | \$10.49               | \$         |
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| omo un Salto de Campana   | Like a Big Jump  | ABQ-666815                              |                          | \$14.99                        | \$11.24               | \$         |
| upido es un Murciélago  | Cupid is a Bat   | ABQ-666893                              |                          | \$12.99                        | \$9.74                | \$         |
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| Abecé Visual de Los Medios de Transporte  | The Illustrated Basics of Means of Transpor  | ABQ-666230                              |                          | \$14.95                        |                       |            |
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| ciclo de las rocas  | Rock Cycle   | ABQ-854823                              |                          | \$7.95                         | \$5.96                | \$         |
| Galeón de Manila, Los Objetos Que Llegaron de Oriente   | The Galleon of Manila  | ABQ-666832                              |                          | \$15.95                        | \$11.96               | \$         |
| Misterio del Cheshire   | The Cheshire Cheese Cat  | ABQ-666833                              |                          | \$7.99                         | \$5.99                | \$         |
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| ay Palabras Que los Peces No Entienden  | There Are Words Fish Don't Understand  | ABQ-680777                              |                          | \$12.95                        | \$9.71                | \$         |
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| is Células, Constructores de Vida   | Cells: Constructing Living Things  | ABQ-854126                              |                          | \$5.95                         | \$4.46                | \$         |
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| ck para siempre   | Tuck Everlasting (Sp)  | ABQ-16331                               |                          | \$4.95                         | \$3.71                | \$         |
| Mundo en Construcción   | A World in Construction  | ABQ-666728                              |                          | \$14.95                        | \$11.21               | \$         |
|   |  |   |                          |                                |                       |            |
|   | Wish Upon a Stray (Sp)   | ABQ-744724                              |                          | \$7.99                         | \$5.99                | \$         |
| ar oport a sitay (ar ik)  |  |   |                          |                                |                       |            |
| sir oport a siray (sir ik)  |  |   |                          |                                |                       |            |
| in opon a siray (si - ik)   |  |   |                          |                                |                       |            |
| п орон а знау (зг. тк)  |  |   |                          |                                | Colhanaci             |            |
|   | motion certificate on file. Tay on this quote may be your es   | timated tax actual to                   | ax will he charaed at th | e time of shinning Scholastic  | Subtotal              | \$         |
| e law requires sales tax be added to your order unless we have sales tax exe  |  |   |                          |                                |                       | \$<br>FREE |
| e law requires sales tax be added to your order unless we have sales tax exe<br>re FOB shipping point unless otherwise noted on the purchase order. If tax  |  | les tax, please fax you                 |                          |                                | 9% S&H                | \$<br>FREE |
| e law requires sales tax be added to your order unless we have sales tax exe<br>re FOB shipping point unless otherwise noted on the purchase order. If tax  | has been added to your order and you are exempt from sal<br>holastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65 | les tax, please fax you                 |                          |                                | 9% S&H<br>**Tax%      | FREE       |
| ish Upon a Stray (SP TK)  e law requires sales tax be added to your order unless we have sales tax exe are FOB shipping point unless otherwise noted on the purchase order. If tax or mail to Scl | has been added to your order and you are exempt from sal   | les tax, please fax you<br>5101.        | ur "sales tax exemption  |                                | 9% S&H                | \$<br>FREE |
| e law requires sales tax be added to your order unless we have sales tax exe<br>re FOB shipping point unless otherwise noted on the purchase order. If tax  | has been added to your order and you are exempt from sal<br>holastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65 | les tax, please fax you silon.  CUSTOME | r "sales tax exemption   | certificate" to 1-800-560-6815 | 9% S&H  **Tax%  TOTAL |            |
| e law requires sales tax be added to your order unless we have sales tax exe<br>are FOB shipping point unless otherwise noted on the purchase order. If tax                                       | has been added to your order and you are exempt from sal<br>holastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65 | les tax, please fax you<br>5101.        | r "sales tax exemption   |                                | 9% S&H<br>**Tax%      | TERMS      |
| e law requires sales tax be added to your order unless we have sales tax exe<br>are FOB shipping point unless otherwise noted on the purchase order. If tax                                       | has been added to your order and you are exempt from sal<br>holastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65 | les tax, please fax you silon.  CUSTOME | r "sales tax exemption   | certificate" to 1-800-560-6815 | 9% S&H  **Tax%  TOTAL |            |
| : law requires sales tax be added to your order unless we have sales tax exe<br>re FOB shipping point unless otherwise noted on the purchase order. If tax  | has been added to your order and you are exempt from sal<br>holastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65 | les tax, please fax you silon.  CUSTOME | r "sales tax exemption   | certificate" to 1-800-560-6815 | 9% S&H  **Tax%  TOTAL |            |

**Quote Number:** 2022-12-31906 SP Date 12/19/2022

Mail or fax PO to: SCHOLASTIC INC. PO BOX 639852

CINCINNATI OH 45263-9852

FAX: 800-560-6815

email: educationorders@scholastic.com

YOUR PO# TOTAL FROM BELOW \$

SHIP TO:

CONTACT INFORMATION:

Kimber Pennington (O) 800-973-9763 (F) 866-425-3124

KPennington@Scholastic.com

**2022 EDUCATION** 

Prices Expire February 28, 2024

| rade 7<br>scalacranes<br>armela Toda la Vida<br>ómosellama           |   |                          |                         |                                 |                  |          |        |
|--|---|--------------------------|-------------------------|---------------------------------|------------------|----------|--------|
| scalacranes<br>armela Toda la Vida                                   |   |                          |                         |                                 |                  |          |        |
| armela Toda la Vida  |   |                          |                         |                                 |                  |          |        |
|  |   | ABQ-666740               |                         | \$8.99                          | \$6.74           | \$       |        |
| ómosellama   | Carmela For Life  | ABQ-666741               |                         | \$8.99                          | \$6.74           | \$       |        |
|  | Whatshisface  | ABQ-856069               |                         | \$6.99                          | \$5.24           | \$       |        |
| evolver al remitente   | Return to Sender  | ABQ-666809               |                         | \$7.99                          | \$5.99           | \$       |        |
| ama (Sp)   | Drama   | ABQ-826916               |                         | \$10.99                         | \$8.24           | \$       |        |
| cayo   | The Cay   | ABQ-666789               |                         | \$11.99                         | \$8.99           | \$       |        |
| chico de la Calle Canela   | The Boy on Cinnamon Street  | ABQ-823166               |                         | \$6.99                          | \$5.24           | \$       |        |
| único destino  | The Only Road   | ABQ-853959               |                         | \$10.95                         | \$8.21           | \$       |        |
| peranza renace   | Esperanza Rising (Sp)   | ABQ-939885               |                         | \$7.99                          | \$5.99           | Þ        |        |
| éroes de guerra, Voces de Irak                                       | War Heroes, Voices from Iraq (Sp) The General's Sword                   | ABQ-516058<br>ABQ-666767 |                         | \$5.99<br>\$8.99                | \$4.49           | Þ        |        |
| ı Espada del General<br>ı luna dentro de mí                          | The Moon Within   | ABQ-666767<br>ABQ-863106 |                         | \$8.99<br>\$7.99                | \$6.74<br>\$5.99 | )        |        |
| i Segunda Guerra Mundial   | World War II  | ABQ-829929               |                         | \$7.99<br>\$8.95                | \$6.71           | Þ        |        |
| i tierra de las grullas  | Land of the Cranes (Sp)   | ABQ-629929<br>ABQ-719407 |                         | \$8.99                          | \$6.74           | Þ        |        |
| aue los volcanes nos enseñan sobre la Tierra                         | Investigating Volcanoes   | ABQ-719407<br>ABQ-665798 |                         | \$8.25                          | \$6.19           | φ<br>Φ   |        |
| n día de trabajo de un inaeniero electrónico                         | A Day at Work with an Electrical Engineer                               | ABQ-666905               |                         | \$8.25                          | \$6.19           | φ        |        |
| erde Fue Mi Selva  | Green Was My Forest   | ABQ-654832               |                         | \$10.95                         | \$8.21           | φ        |        |
| o, Ngomi León  | Becoming Naomi Leon (Sp)  | ABQ-975572               |                         | \$6.99                          | \$5.24           | \$<br>\$ |        |
| s, Ndorni Leori  | Becoming National Leon (Sp)   | ABQ-773372               |                         | φ0.77                           | φ3.24            | φ        |        |
|  |   |                          |                         |                                 |                  |          |        |
| e law requires sales tax be added to your order unless we have sales | tax exemption certificate on file. Tax on this quote may be your es     | stimated tax. actual ta  | x will be charaed at th | e time of shipping . Scholastic | Subtotal         | \$       |        |
| are FOB shipping point unless otherwise noted on the purchase orde   | r. If tax has been added to your order and you are exempt from sa       | les tax, please fax you  |                         |                                 |                  | 1        | FREE   |
| or ma  | ail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 65 | 5101.                    |                         |                                 | **Tax%           |          |        |
|  | THANK YOU FOR YOUR BUSINESS!  |                          |                         |                                 | TOTAL            | \$       |        |
|  |   | CUSTOMER                 | R SERVICE:              | 500.000.0                       |                  | _        |        |
|  |   | 1-800-724-65             | 27 Option 3             | F.O.B. POINT                    | NEED BY DATE:    |          | TERMS  |
|  |   |                          |                         | Jefferson City, MO              |                  | 1        | Net 30 |

Date 12/19/2022 Mail or fax PO to: SCHOLASTIC INC.

**Quote Number:** 2022-12-31906 SP

PO BOX 639852

CINCINNATI OH 45263-9852 FAX: 800-560-6815

email: educationorders@scholastic.com

YOUR PO# TOTAL FROM BELOW \$

SHIP TO:

CONTACT INFORMATION:

Kimber Pennington (O) 800-973-9763 (F) 866-425-3124

KPennington@Scholastic.com

**2022 EDUCATION** 

Prices Expire February 28, 2024

| DESCRIPTION   | Translation   | ITEM #                   | QTY                     | LIST PRICE                       | YOUR PRICE     |           | AMOUNT |
|---|---|--------------------------|-------------------------|----------------------------------|----------------|-----------|--------|
|   |   |                          |                         |                                  |                |           |        |
| Grade 8   |   |                          |                         |                                  |                | _         |        |
| lexandra  | Alexandra   | ABQ-666245               |                         | \$9.99                           | \$7.49         | \$        |        |
| uscalacranes  |   | ABQ-666740               |                         | \$8.99                           | \$6.74         | \$        |        |
| armela Toda la Vida   | Carmela For Life  | ABQ-666741               |                         | \$8.99                           | \$6.74         | \$        |        |
| recer siendo cubano   | Coming Up Cuban   | ABQ-741649               |                         | \$14.99                          | \$11.24        | \$        |        |
| esde el Ojo del Pez   | From the Eye of the Fish  | ABQ-680647               |                         | \$14.95                          | \$11.21        | \$        |        |
| evolver al remitente  | Return to Sender  | ABQ-666809               |                         | \$7.99                           | \$5.99         | \$        |        |
| cayo  | The Cay   | ABQ-666789               |                         | \$11.99                          | \$8.99         | \$        |        |
| Inventor de Juegos  | The Game Inventor   | ABQ-680776               |                         | \$15.95                          | \$11.96        | \$        |        |
| Misterio de La Isla de Tokland                                      | The Mystery of Tokland Island   | ABQ-666249               |                         | \$12.99                          | \$9.74         | <b>\$</b> |        |
| soñador   | The Dreamer (Sp)  | ABQ-517600               |                         | \$8.99                           | \$6.74         | <b>\$</b> |        |
| único destino   | The Only Road   | ABQ-853959               |                         | \$10.95                          | \$8.21         | \$        |        |
| olgazán   | Slacker   | ABQ-829932               |                         | \$6.99                           | \$5.24         | \$        |        |
| a Emperatriz de los Etéreos   | The Empress of the Ethereal Kingdom                                     | ABQ-680897               |                         | \$13.95                          | \$10.46        | \$        |        |
| Espada del General  | The General's Sword   | ABQ-666767               |                         | \$8.99                           | \$6.74         | \$        |        |
| as Horas Largas   | The Long Hours  | ABQ-666261               |                         | \$14.99                          | \$11.24        | \$        |        |
| o que los volcanes nos enseñan sobre la Tierra                      | Investigating Volcanoes   | ABQ-665798               |                         | \$8.25                           | \$6.19         | \$        |        |
| ivel 13   | Level 13 (Sp)   | ABQ-860310               |                         | \$7.99                           | \$5.99         | \$        |        |
| n día de trabajo de un ingeniero electrónico                        | A Day at Work with an Electrical Engineer                               | ABQ-666905               |                         | \$8.25                           | \$6.19         | \$        |        |
| erde Fue Mi Selva   | Green Was My Forest   | ABQ-654832               |                         | \$10.95                          | \$8.21         | \$        |        |
|   |   |                          |                         |                                  |                | •         |        |
| e law requires sales tax be added to your order unless we have sale | es tax exemption certificate on file. Tax on this quote may be your es  | stimated tax, actual ta. | x will be charged at tl | ne time of shipping . Scholastic | Subtotal       | \$        |        |
|   | der. If tax has been added to your order and you are exempt from sa     |                          | "sales tax exemption    | certificate" to 1-800-560-6815   | 9% S&H         |           | FREE   |
| orn   | mail to Scholastic Inc., 2931 E. McCarty Street, Jefferson City, MO., 6 | 5101.                    |                         |                                  | **Tax%         |           |        |
|   | THANK YOU FOR YOUR BUSINESS!  |                          |                         |                                  | TOTAL          | \$        |        |
|   |   | CUSTOMER                 | SERVICE:                |                                  |                |           |        |
|   |   | COSTONIE                 |                         | E O D DOINT                      | NIEED BY DATE: |           | TEDATE |
|   |   | 1-800-724-65             |                         | F.O.B. POINT                     | NEED BY DATE:  |           | TERMS  |

Scholastic's Attachment I containing 300 book collections for PreK-Grade 8 is separately attached in this bid portal, as we left it as an *Excel* file so you could input quantities to see costs. The first tab in the spreadsheet provides your total sum.

## Anthes, Amy

From: Sopcak, Brianna <BSopcak@Scholastic.com>

**Sent:** Wednesday, May 17, 2023 10:58 AM

To: Anthes, Amy

**Cc:** rfp-scholastic; Borges, Marilyn; Smith, David

**Subject:** BAFO for RFP 22-2441-11ARA Classroom Library Book Services- HCPS

**Importance:** High

Good morning, Ms. Anthes,

Scholastic's originally submitted bid pricing remains our Best and Final Pricing Offer.

Thank you, *Brianna Sopcak*RFP Process Manager

Scholastic Inc. (331)280-5778