



# SACRAMENTO CITY UNIFIED SCHOOL DISTRICT BOARD OF EDUCATION

Agenda Item# 11.4

**Meeting Date:** April 7, 2011

**Subject:** Contracts Presentation, Part I

- Information Item Only
- Approval on Consent Agenda
- Conference (for discussion only)
- Conference/First Reading (Action Anticipated: \_\_\_\_\_)
- Conference/Action
- Action
- Public Hearing

**Learning Support Unit/Department:** Administrative Services

**Recommendation:** Receive information regarding the process and procedures used by the district as they relate to contracts.

**Background:** At previous Board meetings, the Board and public have expressed an interest in learning more about the contracts issued by the district. This presentation will address the process and procedures used as well as provide detailed information regarding 2010-11 contracts.

**Financial Considerations:** To be discussed as part of workshop.

**Documents Attached:**

1. Executive Summary
2. Detail of Non-Public School and Supplemental Education Service Contracts
3. Summary of Contracts through March 10, 2011
4. Summary of Eliminated Contracts in 2010-11 and 2011-12
5. Detail Information of Contracts over \$50,000

**Estimated Time:** 30 minutes

**Submitted by:** Patricia A. Hagemeyer, Chief Business Officer

**Approved by:** Jonathan P. Raymond, Superintendent

# Board of Education Executive Summary Administrative Services

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## I. Overview/History:

The following information is shared with the Board to provide greater understanding of our current contracts. Over the last year, staff have been extensively reviewing contracts in order to align resources with the district strategic plan. Many contracts were eliminated as a result of this in-depth review. Staff will continue their review of contracts to ensure alignment and accountability with the strategic plan and will seek new ways to eliminate costs and free up resources. Requests for Proposals will continue to be issued as a means to ensure competition and retain the best firms to provide services to the district.

Contracts, for purposes of this presentation, are defined as expenditures for professional or consulting services, which are delivered by an independent contractor (individual, entity or firm) offering its services to the public. These "contracts" can take the form of a separate document or a printed purchase order.

Generally, workers who provide personal services under the following conditions are treated as employees, not independent contractors:

- Perform ongoing services at our facilities.
- Use our equipment and/or supplies (instead of providing their own).
- Operate under staff's supervision and control.
- Paid an hourly rate.
- Reimbursed for business expenses (mileage, meals, etc.).
- Regularly attend staff meetings and/or staff training.
- Do not perform such services for another district or entity.
- Perform services that we pay other employees to perform.

Independent contractors generally have experience in their field, multiple clients and a contract that enforces the expectations and deliverables for services. Their status is confirmed by the following criteria:

- Are not required to comply with instructions about when, where, and how the work is to be done.
- Do not receive training in order to perform the work.
- Are allowed to hire assistants to assist in the performance of their work.

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- Does not have a continuing relationship with the district.
- Are able to set their own hours and sequence of work.
- Are paid a fixed fee or milestone payments.
- Furnishes their own tools.
- May work for others at the same time.
- Makes services available to the general public.
- May not be subject to dismissal except for non-performance.

For purposes of this discussion, public works contracts (construction contracts) are not included as their requirements and guidelines are significantly different than the standard contract for consultant/ independent contractor. A public works contract is defined in Public Contract Code Section 1101, as an agreement for the erection, construction, alteration, repair, or improvement of any public structure, building, road, or other public improvement of any kind.

Education Code Section 17605 authorizes governing boards of school districts to delegate to the superintendent, or to such persons designated by the superintendent, the power to contract in the name of the district whenever the Education Code invests the power to contract in a governing board or any member of the board. In addition, Education Code Section 17605 authorizes governing boards to delegate to any officer or employee of the district the authority to purchase supplies, materials, apparatus, equipment, and services within the expenditure limitations specified in Public Contract Code Section 20111. The current limitation specified in Public Contract Code Section 20111 for services (contracts) is \$78,900. Contracts for personal services which exceed this amount require board approval. Per Board Policy 3312, contracts within the limitations are prepared under the direction of the superintendent or designee and ratified by the board.

The process for contracting for services starts with the determination of the need for services. School site or department staff, through proposals or other means, selects a contractor to perform services and submit a requisition in the Escape On-Line finance system. The system automatically verifies that funds are available and immediately encumbers the funds. A Budget Services staff member is the first line of approval. Requisitions over \$5,000 also require approval by the Budget Director. After approvals are completed electronically, the Contract Specialist reviews the proposal. A contract is prepared and sent to the contractor for signature. Depending on the amount (over or under \$78,900), the contract is brought forward to the Board for approval or ratified after the fact. Only the Superintendent and Chief Business Officer are authorized to sign contracts on behalf of the district. Once the contract is signed on behalf of the district, the Contract Specialist or Purchasing Manager prints the purchase order.

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Printing the purchase order releases the requisition from hold status and allows the school site or department access to the purchase order to authorize payments.

Normally, a Request for Proposal (RFP) is done upon request of the school site or department that requires the services. A good practice is to advertise RFP's for on-going services every three years. Generally, the estimated cost for these services is expected to exceed the limitations in Public Contract Code Section 20111. The school site or department that is requesting the RFP provides its requirements on a district template. These will include:

- Advertising options, including local newspapers, regional newspapers, professional publications, web publications and the district website.
- Direct mailing to contractors can be used to supplement advertising. Firm names are gathered from district lists, professional sources, internet access and other sources.
- The duration of the RFP is determined by the complexity of the scope of work. One month is usually a minimum advertising period before the proposals are due.
- A complete scope of work is provided by the school site or department with assistance from the Contract Specialist, if needed.
- Performance standards (items of importance to the service being requested) are listed.
- School site or department determines the minimum requirements related to experience and references.
- School site or department determines cost requirements (lump sum, hourly, not to exceed amount etc.).
- Evaluation criteria are determined.

Once the advertised submission date has passed, a committee is formed to review and rank the submissions according to the established evaluation criteria. The committee chair will check references and may invite firms for interviews. After the selected firm has been notified of its acceptance, a contract is written and Board approval is obtained.

RFP's completed since 2009-10 include Data Dashboard, Design of School District Website, External Auditor Services, Financial Advisory Services, Medi-Cal Administrative Activities Services, Performance Audit Services and the Refuse and Recycling Program.

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RFP's that will be completed by June 30, 2011 include General Counsel Legal Services and Polling for Bond/Parcel Tax. In addition, any contracts funded with the Readiness and Emergency Management for Schools grant, will require RFP's as a condition of the grant. RFP's that will be submitted in 2011-12 include Health Insurance Broker, Mandated Cost Provider and After School Programs (Target Excellence, Sacramento Chinese Community, etc.).

For California school districts, accounting for these expenditure contracts is standardized per the California School Accounting Manual (CSAM). The CSAM outlines the use of the Standardized Account Code Structure (SACS) which defines how different expenditures are coded in a district's financial system. For Professional/Consulting Services and Operating Expenditures under which most of our contracts fall, we are required to use object code 5800. The object code is one section of a string of 31 numbers which provide a variety of information (the location, the source of the funding, the function or activity, etc.) In certain cases (non-administrative contracts), object code 5100 is used for contracts in excess of \$25,000. If contracts are in excess of \$25,000, the first \$25,000 is coded to object code 5800 and the remaining amount of the non-administrative contract is coded to object code 5100. For display purposes on the attached documents, object codes 5100 and 5800 are combined.

### II. Driving Governance:

- Education Code Section 17605 states, "The governing board by majority vote may adopt a rule, delegating to any officer or employee of the district as the board may designate, the authority to purchase supplies, materials, apparatus, equipment and services. No rule shall authorize any officer or employee to make any purchases involving an expenditure by the district in excess of the amount specified by Section 20111 of the Public Contract Code. The rule shall prescribe the limits of the delegation as to time, money and subject matter."
- Public Contract Code Section 20111 states, "The governing board of any school district, in accordance with any requirement established by that governing board pursuant to subdivision (a) of Section 2000, shall let any contracts involving an expenditure of more than fifty thousand dollars (\$50,000) for any of the following:  
(1) The purchase of equipment, materials, or supplies to be furnished, sold, or leased to the district; (2) Services, except construction services; and (3) Repairs, including maintenance as defined in Section 20115, that are not a public project as defined in subdivision (c) of Section 22002." In addition, section (d) states, "commencing January 1, 1997, the Superintendent of Public Instruction shall annually adjust the dollar amounts specified in subdivision (a) to reflect the percentage change in the annual average value of the Implicit Price Deflator for State and Local Government

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Purchases of Goods and Services for the United States, as published by the United States Department of Commerce for the 12-month period ending in the prior fiscal year.”

- Board Policy 3312 states, “All purchases shall be made by formal contract or purchase orders, or shall be accompanied by a receipt.”

### III. Budget:

In preparing for the contracts discussion, staff reviewed General Fund encumbrances and expenditures in object codes 5100 and 5800 through March 10, 2011. Encumbrances are obligations to pay, actual payments haven't been made but the funds are obligated. While some items outlined below are not what would normally be considered “contracts”, for transparency purposes, they have been included. The amount encumbered/expensed for “contracts” through March 10, 2011 is \$38,643,806.

Detailed information is distributed between unrestricted and restricted funding sources (as defined by SACS). While all funds are within the General Fund, unrestricted funds are generally dollars allocated to the district without specific restrictions or requirements. In other words, no strings are attached. Restricted funds are considered categorical in nature and usually have guidelines on how they may be used.

Two major sources of contracts are non-discretionary. Non-discretionary means the district must provide the requested services. The first is for Special Education Non-Public Schools (NPS) costs. Placement in these non-public education facilities is driven by Individual Education Plan (IEP) provisions for each student. The dollar amount for NPS is \$17,210,037. The second area is for Supplemental Education Services (SES). SES is funded by a set aside of federal Title I dollars. Parents or guardians select service providers from a California Department of Education approved list that fit their children's needs. This accounts for \$2,934,963 of contract costs. These two items alone account for 52.13% of our contract costs. The attached document (1) provides detail of NPS and SES providers.

The attached document (2) reflects a summary look at contracts that are under \$50,000. The document breaks out the number and cost of contracts that are under \$5,000, from \$5,000 to \$24,999; and from \$25,000 to \$49,999. The funding source (unrestricted or restricted) is also identified along with the breakdown of school site initiated contracts and non-school site initiated contracts. Out of 714 total requisitions for contracts, 18% are for NPS and SES contracts, 74% are for contracts under \$50,000 and the remaining 8% are for contracts over

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\$50,000. 78% of the contract expenses are funding with restricted (categorical) funds leaving 22% funded with unrestricted funds.

The attached document (3) outlines the contracts that were eliminated in 2010-11 as well as a list of contracts that are to be eliminated in 2011-12. Again, funding sources (unrestricted and restricted) have been identified. It is important to note that savings from eliminating these contracts will be redirected to Strategic Plan Initiatives.

The final document attached (4) provides detailed information for contracts over \$50,000. This information includes the date the requisition was initiated; the total amount of the requisition; the name of the site initiating the requisition; the person who initiated the requisition; the vendor; general comments regarding the contract; the purpose of the contract; the expected outcomes from the contract; how those outcomes will be measured; and how the contract aligns to the strategic plan.

#### IV. Goals, Objectives and Measures:

Provide the process and detailed information to the Board and public regarding contracts. Schedule additional meeting time as needed to ensure the board and public are fully aware of district practices and procedures regarding contracts.

#### V. Major Initiatives:

Use discussion and review as a guide to ensure continuous improvement on the review and issuing of contracts.

#### VI. Results:

The attached information focuses on the Encumbrances/Expenditures amount of \$38,643,806. The attachments also include contract information distributed by unrestricted and restricted (as defined by SACS) funds. Information is provided for school site and non-school site contracts that are under \$5,000, \$25,000, \$50,000 and those over \$50,000. Detailed information for each contract over \$50,000 is provided.

Finally, information is provided that reflects contracts that were eliminated in this fiscal year as well as those that will be eliminated or reduced in 2011-12. Contracts recently awarded based on Requests for Proposals (RFP's) have been identified along with those areas where RFP's will be completed in 2011-12.

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Administrative Regulation 3310 – Purchasing Procedures - has been revised to include the process to implement effective purchasing procedures which includes preferred products; and the development of district standard contract templates. The provision for contracting out for services that could be provided by in-house staff was revised collaboratively with district bargaining units.

### VII. Lessons Learned/Next Steps:

- Continue review of current and future contracts.
- Provide additional information as requested.



Detail of Non-Public School and Supplemental Education Service Contracts

2010-11 Non-Public Contracts - As of March 10, 2011

Attachment 1

Total Amount	Vendor	Comment
\$3,487	COLORADO BOYS RANCH INC	Non-Public School Services
\$10,000	RUN AND JUMP THERAPY INC MELISSA HAGY	Non-Public Agency Services
\$11,000	BURGER PHYSICAL THERAPY	Non-Public Agency Services
\$11,000	SIERRA PEDIATRIC THERAPY	Non-Public Agency Services
\$20,000	DEVEREUX SCHOOL INC	Non-Public School Services
\$20,000	VISTA CHILD THERAPY	Non-Public Agency Services
\$21,000	CATHY HOEY, MA CCC SPEECH PATHOLOGIST	Non-Public Agency Services
\$25,000	LOGAN RIVER ACADEMY LLC	Non-Public School Services
\$27,900	PEDIATRIC SPEECH-LANGUAGE	Non-Public Agency Services
\$29,700	ANNE E. HOWARD, MT-BC	Non-Public Agency Services
\$30,000	WOODWARD YOUTH CORPORATION ACADEMY	Non-Public School Services
\$32,000	CLARINDA ACADEMY	Non-Public School Services
\$33,000	LAGUNA PHYSICAL THERAPY AND HAND REHABILITATION	Non-Public Agency Services
\$35,000	MINGUS MOUNTAIN ACADEMY	Non-Public School Services
\$36,000	CHARIS YOUTH CENTER	Non-Public School Services
\$36,000	THERAPLAY INC	Non-Public Agency Services
\$40,000	LANE EDUCATION	Non-Public School Services
\$40,000	NORTH VALLEY SCHOOLS INC	Non-Public School Services
\$41,000	COLORADO BOYS RANCH INC	Non-Public School Services
\$41,000	ISIS HEALTHCARE SERVICES INC	Non-Public Agency Services
\$42,500	NATALIE CHARGIN dba TALKING TOO	Non-Public Agency Services
\$43,000	FAMILY LIFE CENTER	Non-Public School Services
\$45,000	CAPITOL ACADEMY INC	Non-Public School Services
\$46,800	BRIGHT START THERAPIES	Non-Public Agency Services
\$47,700	CAROLYN M. ECKER, OTR/L	Non-Public Agency Services
\$50,000	CCHAT CENTER-SACRAMENTO	Non-Public School Services
\$52,000	PLACER LEARNING CENTER	Non-Public School Services
\$52,000	VALLEY OAK ACADEMY	Non-Public School Services
\$65,000	RED ROCK CANYON SCHOOL	Non-Public School Services
\$73,350	AMERICAN RIVER SPEECH	Non-Public Agency Services
\$77,000	BRIGHT START THERAPIES	Non-Public Agency Services
\$77,400	OCCUPATIONAL THERAPY FOR CHILDREN	Non-Public Agency Services
\$79,200	LOVAAS INSTITUTE FOR EARLY INTERVENTION	Non-Public Agency Services
\$88,000	LOVAAS INSTITUTE FOR EARLY INTERVENTION	Non-Public Agency Services
\$96,000	SIERRA RANCH SCHOOL	Non-Public School Services
\$100,000	MUSIC TO GROW ON	Non-Public Agency Services
\$110,000	HEAR SAY	Non-Public Agency Services
\$115,000	THERAPEUTIC PATHWAYS INC DBA THE KENDALL SCHOOL	Non-Public Agency Services
\$120,000	NORTHERN CALIFORNIA CHILDREN'S THERAPY CENTER	Non-Public Agency Services
\$141,000	JABBERGYM, INC	Non-Public Agency Services
\$150,000	CAPITOL AUTISM SERVICES	Non-Public Agency Services
\$150,000	HELPING OPTIMIZE POTENTIAL THROUGH EDUCATION	Non-Public Agency Services
\$150,000	NEW DIMENSION LEARNING ACADEMY	Non-Public School Services
\$150,000	SUMMITVIEW	Non-Public School Services
\$165,000	SPEECH & LANGUAGE THERAPY ASSOCIATES INC	Non-Public Agency Services
\$170,000	CENTER FOR AUTISM & RELATED DISORDERS INC (C.A.R.D.)	Non-Public Agency Services
\$230,000	PACIFIC AUTISM LEARNING SERVICES	Non-Public Agency Services
\$250,000	ATKINSON YOUTH SERVICES INC	Non-Public School Services
\$250,000	CHILDREN'S HOME CONNECTION INC	Non-Public School Services
\$288,000	BEHAVIORAL EDUCATION FOR CHILDREN WITH AUTISM	Non-Public Agency Services
\$288,000	JABBERGYM, INC	Non-Public Agency Services
\$300,000	APPLIED BEHAVIOR CONSULTANT	Non-Public Agency Services
\$300,000	PARAGON PROGRAM INC	Non-Public School Services
\$300,000	RANCHO LEARNING CENTER JRHS	Non-Public School Services
\$350,000	EASTER SEALS SUPERIOR CA	Non-Public Agency Services
\$350,000	UHS - SCHOOLS SACRAMENTO (KEYSTONE)	Non-Public School Services
\$480,000	ACTION SUPPORTIVE CARE SERVICES INC	Non-Public Agency Services
\$500,000	ALDAR ACADEMY CORP	Non-Public School Services
\$500,000	GIVING TREE PRESCHOOL ADVANCE KIDS	Non-Public School Services
\$500,000	ODYSSEY LEARNING CENTER	Non-Public School Services
\$600,000	BEST CONSULTING INC	Non-Public Agency Services

Detail of Non-Public School and Supplemental Education Service Contracts

Total Amount	Vendor	Comment
\$650,000	NORTHERN CALIFORNIA PREPARATORY SCHOOL	Non-Public School Services
\$650,000	SIERRA SCHOOLS INC	Non-Public School Services
\$700,000	ADVANCE KIDS	Non-Public Agency Services
\$800,000	THE WILLIAMS ACADEMY	Non-Public School Services
\$875,000	LEARNING SOLUTIONS KIDS, INC.	Non-Public Agency Services
\$900,000	POINT QUEST EDUCATION INC	Non-Public School Services
\$1,100,000	APPLIED BEHAVIOR CONSULTANTS SCHOOL	Non-Public School Services
\$1,250,000	GUIDING HANDS SCHOOL	Non-Public School Services
\$1,800,000	LAND PARK ACADEMY	Non-Public School Services
<hr/>		
\$17,210,037		

2010-11 Supplemental Education Services Contracts - As of March 10, 2011

Total Amount	Vendor	Comment
\$1,000	SACRAMENTO COUNTY OFFICE OF ED	Cristo Rey
\$2,313	DEBORAH PITTA	Cristo Rey
\$2,480	MERCY EDUCATION RESOURCE CTR.	Christian Brothers/John Paul II
\$3,128	APPLIED SCHOLASTICS INTERNATIONAL	Supplemental Education Services
\$3,400	AHAI PROCESS INC RUBY PAYNE NATIONAL TOUR	Cristo Rey High
\$4,692	PATRICK LACKMANN TRAYNOR DBA EDUTHINK	Supplemental Education Services
\$4,700	MERCY EDUCATION RESOURCE CTR.	St. Patricks
\$4,700	MERCY EDUCATION RESOURCE CTR.	St. Roberts
\$4,700	MERCY EDUCATION RESOURCE CTR.	Cristo Rey
\$4,700	MERCY EDUCATION RESOURCE CTR.	Christian Brothers
\$4,700	MERCY EDUCATION RESOURCE CTR.	Al Arqam School
\$4,700	MERCY EDUCATION RESOURCE CTR.	St. Francis High
\$4,900	AHAI PROCESS INC	Cristo Rey Training
\$5,000	DENISE CLARK POPE	St. Francis
\$6,255	ACADEMIC TUTORING SERVICE	Supplemental Education Services
\$6,255	ACADEMIC TUTORING SERVICES INC	Supplemental Education Services
\$6,256	ATS PROJECT SUCCESS	Supplemental Education Services
\$7,819	A+ EDUCATIONAL CENTERS	Supplemental Education Services
\$7,819	MATHNASIUM OF SACRAMENTO	Supplemental Education Services
\$7,819	TREE OF KNOWLEDGE	Supplemental Education Services
\$9,383	ACADEMIC ADVANTAGE	Supplemental Education Services
\$9,383	ENCOURAGE TOMORROW	Supplemental Education Services
\$9,600	JOHN A GABRIEL	Supplemental Education Services
\$10,947	AAA ACADEMICS	Supplemental Education Services
\$10,947	ALTERNATIVES UNLIMITED	Supplemental Education Services
\$10,947	AMIT JANWEJA DBA INNOVADIA	Supplemental Education Services
\$12,511	BOYER LEARNING CENTER	Supplemental Education Services
\$14,075	CARTER, REDDY & ASSOC	Supplemental Education Services
\$15,000	TOM BYE	Supplemental Education Services
\$15,638	ACE TUTORING SERVICES	Supplemental Education Services
\$15,638	CARNEY EDUCATIONAL SERVICES	Supplemental Education Services
\$15,638	LEARNING LADDER INC	Supplemental Education Services
\$15,638	TUTORIAL SERVICES	Supplemental Education Services
\$17,202	A+ GRADES UP	Supplemental Education Services
\$17,202	FOUNDATION FOR CALIFORNIA COMMUNITY COLLEGES	Apple Corps
\$17,202	HEALTHY FAMILIES	Supplemental Education Services
\$18,526	MARZANO RESEARCH LABORATORY	Marzano Training
\$18,766	100% LEARNING FUN CENTER	Supplemental Education Services
\$18,766	LEAPS LEARNING	Supplemental Education Services
\$18,766	SULLIVAN LEARNING SYSTEMS INC	Supplemental Education Services
\$21,894	COMMUNITY COLLEGE FOUNDATION	Supplemental Education Services
\$23,458	CARNEY EDUCATIONAL SERVICES Arriba Education	Arriba Education
\$23,458	TARGET EXCELLENCE PROGRAM	Supplemental Education Services
\$25,021	TOTAL EDUCATION SOLUTIONS	Supplemental Education Services
\$28,149	ACTION LEARNING SYSTEMS INC	Supplemental Education Services
\$31,277	MATH + THINK	Supplemental Education Services

Detail of Non-Public School and Supplemental Education Service Contracts

Total Amount	Vendor	Comment
\$32,760	ACTION LEARNING SYSTEMS INC	Supplemental Education Services
\$32,841	TEACH N TUTOR	Supplemental Education Services
\$37,532	PROFESSIONAL TUTORS OF AMERICA	Supplemental Education Services
\$48,479	VOICE EMPOWERED TECHNOLOGY ORG#1	#1 A+ Student Learning
\$56,298	LEARN-IT SYSTEMS LLC	Supplemental Education Services
\$65,681	UNIVERSITY ENTERPRISES INC	California Reading & Literature
\$70,373	ABC PHONETIC READING SCHOOL	Supplemental Education Services
\$162,639	EXTREME LEARNING, INC.	Supplemental Education Services
\$229,884	VISION 2000 EDUCATIONAL FOUNDATION	Supplemental Education Services
\$367,502	EXTREME LEARNING, INC.	Supplemental Education Services
\$470,716	CLUB Z TUTORING SERVICES	Supplemental Education Services
\$817,888	DR MAH & ASSOCIATES A CALIFORNIA NONPROFIT	Supplemental Education Services

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\$2,934,963

Summary of Contracts through March 10, 2011

Sacramento City Unified School District - 2010-2011  
Information as of March 10, 2011 - General Fund (01) Only

Attachment 2

	Unrestricted Funding Sources	Restricted Categorical Funding Sources	Total Funding Sources	Percent of Encumbrances/ Expenditures	Number of Requisitions
<b>Total Encumbrances/Expenditures for Requisitions/Contracts</b>	<b>\$8,657,333</b>	<b>\$29,986,473</b>	<b>\$38,643,806</b>	<b>100.00%</b>	<b>714</b>
<b>Non-Discretionary Expenditures:</b>					
Special Education Non-Public Schools (NPS) - Expenditures Based on Individual Education Plan (IEP)	\$0	\$17,210,037	\$17,210,037	44.54%	70
Supplemental Education Services (SES) - Expenditures Based on Parent Choice	\$0	\$2,934,963	\$2,934,963	7.59%	58
<b>Sub-Total NPS and SES</b>	<b>\$0</b>	<b>\$20,145,000</b>	<b>\$20,145,000</b>	<b>52.13%</b>	<b>128</b>
Contracts under \$5,000					
School Sites	\$80,837	\$198,345	\$279,182	0.72%	208
Central (non-school sites)	\$130,008	\$113,192	\$243,200	0.63%	180
Contracts from \$5,000 to \$24,999					
School Sites	\$164,648	\$294,063	\$458,711	1.19%	34
Central (non-school sites)	\$453,661	\$468,353	\$922,014	2.39%	82
Contracts from \$25,000 to \$49,999					
School Sites	\$257,890	\$178,829	\$436,719	1.13%	5
Central (non-school sites)	\$1,087,044	\$1,668,149	\$2,755,193	7.13%	529
<b>Sub-Total Contracts under \$50,000</b>	<b>\$1,087,044</b>	<b>\$1,668,149</b>	<b>\$2,755,193</b>	<b>7.13%</b>	<b>529</b>
Contracts \$50,000 and Over					
School Sites	\$0	\$145,233	\$145,233	0.38%	2
Central (non-school sites)	\$7,205,246	\$6,891,756	\$14,097,002	36.48%	55
<b>Sub-Total Requisitions/Contracts Over \$50,000</b>	<b>\$7,205,246</b>	<b>\$7,036,989</b>	<b>\$14,242,235</b>	<b>36.86%</b>	<b>57</b>
<b>Total Requisitions/Contracts</b>	<b>\$8,292,290</b>	<b>\$28,850,138</b>	<b>\$37,142,428</b>	<b>96.11%</b>	<b>714</b>
Difference Between Encumbrances/Expenditures and 2010-11 Reqs Prior Year Requisitions with Brought Forward Balances (prior year services not paid by June 30, 2010)			\$1,501,378	3.89%	0

**Contracts Eliminated in 2010-11**

	Unrestricted Funding Sources	Restricted Categorical Funding Sources
Advanced Academics - On-Line Program Replaced by Aventa		\$500,000
Curriculum Associates - Cycle of Inquiry	\$68,300	
Lindamood Bell Learning - Twitchell Services		\$43,176
Pacific Educational Group - MS Symposium/Equity Leadership Training		\$72,000
Soundtree - VH1 Lab Movie	\$3,979	
The New Teacher Project		\$20,000

**Contracts to be Eliminated in 2011-12**

Center for Culturally Responsive Teaching and Learning		\$119,500
Cotton and Crown - Strategic Plan Work	\$20,500	
Drive West Communications - Training and Support	\$25,000	
Lynn Carlisle - Provision of Board Math		\$12,000
Margarita Colmenares - Think Verde	\$20,000	
Mike Mattos		\$51,000
Steven Hall & Associates		\$19,850
Teachscape		\$67,500
The Write Tools		\$9,800
Transformation by Design - Strategic Plan Alignment		\$111,000

**Contracts to be Reduced in 2011-12**

Cambridge Education Reduced from \$400,000 to \$287,000		\$113,000
Transformation by Design - Data Inquiry - Reduced from \$521,800 to \$475,000		\$46,800

**Total Contract Elimination/Reduction**

Savings Redirected to Strategic Plan Initiatives	<b>\$137,779</b>	<b>\$1,185,626</b>
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**RFPs Advertised in 2009-10, 2010-11 or by June 30, 2011**

Data Dashboard		
Design of School District Website		
External Auditor Services		
Financial Advisory Services		
Legal Services - General Counsel RFP Under Development		
Medi-Cal Administrative Activities Services		
Performance Audit Services		
Polling for Bond/Parcel Tax - RFP Under Development		
Refuse and Recycling Program		

**RFPs to be Advertised in 2011-12**

Health Insurance Broker	
Mandated Cost Provider	
After School Programs (Target Excellence, Sacramento Chinese Community etc.)	

Detail Information of Contracts over \$50,000

2010-11 Requisitions Charged to 5100/5800 - Unrestricted (SACS Resource 0000-2999) - As of March 10, 2011 - \$50,000+

Attachment 4

Requisition	Date	Total Amount	Initiator	Vendor	Comment	Purpose	Expected Outcomes	Measurement	Alignment to Strategic Plan
1	12/16/2010	\$57,930	Mao Vang	PUBLISHING 20/20 DBA SCHOOL WISE PRESS	School Accountability Report Card Year 1	Gather data, verify and publish online versions of School Accountability Report Cards.	Provide easily readable, correct information on school academic and climate data for parent/public information in home languages.	SARC's must be online (along with translated versions) by Feb 1.	Aligns with Pillar I and II by allowing parents and partners to monitor progress of schools on a yearly basis in academic and climate gains.
2	6/16/2010	\$61,000	Marianne Clemmens	CUSTOM BENEFIT ADMINISTRATORS	Compliance with agreed upon collective bargaining agreement.	Process and pay \$4 Co-pay reimbursement for SCTA. The cost of this contract includes the reimbursement. Program ended June, 2010. Once final payments are made, requisition will be closed and unspent funds released.	Now that plan has been changed, this particular service will no longer be needed once all records are closed.	Employees are reimbursed per the collective bargaining agreement.	Aligns with Pillar III by providing a benefit to the employees to support organizational transformation.
3	7/14/2010	\$66,500	Patty Hagemeyer	PERRY-SMITH LLP	Required Auditing Services	Meet Education Code Requirements to provide an external financial audit.	Submit to California Department of Education an unqualified audit report within the required time lines.	District will meet the expected time lines with no letters of concern from the California Department of Education.	Aligns with Pillar I and III by ensuring all funds are spent appropriately to support career and college ready and with the expectation of "putting children first."
4	9/4/2010	\$69,600	Mary Shelton	ENTERPRISE NETWORKING SOLUTION	IT Support - Database, Virtualization, Migration	Provide additional computer tech support for the migration from Novell to Microsoft .	All network users will be transitioned to Microsoft. All computers will be re-imaged as necessary. Any other issues with the system will be resolved.	Migration completed.	Aligns with Pillar III by allowing users to integrate Microsoft technology supporting continuous improvement.
5	7/14/2010	\$75,000	Mary Shelton	UNITED COLLEGE ACTION NETWORK, INC.	U-CAN Contract	Provide monthly college counseling and admission assistance as well as twice-yearly college fairs with Historically Black Colleges and Universities (HBCU's).	Assist students and families to become aware of opportunities at HBCU's and to navigate the admission process.	Numbers of students accepted for admission at HBCU's.	Aligns with Pillar I by ensuring under-represented students/families have additional access to college admissions and financing information.
6	8/24/2010	\$80,000	Susan Pointer	KRONICK MOSKOVITZ TIEDEMANN & GIRARD	Litigation	Defend the district in PLANS vs. SCUSD matter regarding Waldorf methods District schools. This case as been ongoing for almost 12 years.	PLANS is appealing to the Ninth Circuit Court.	Attorneys represent the district in an ethical and professional manner and provide sound legal advice to the Board and Superintendent.	Aligns with Pillars I, II and III. The Waldorf methods education provides students with a relevant and holistic education that includes parents as an integral part of their students' education. The defense of this case supports teaching and learning and on-going student progress.
7	7/2/2010	\$85,000	Marc Monachello	PACIFIC COPY & PRINT INC	Overflow Print Jobs	Provide a quick turn around time for district documents when needed.	Customer service satisfaction - no delays in delivery or meeting deadlines.	Customer service survey.	Aligns with Pillar III by providing continuous improvement in alignment with organizational transformation.
8	8/25/2010	\$89,100	Stacey Bell	SACRAMENTO START RECREATION	Sacramento Start Program	Provide after school program for students.	Increased academic achievement, social, emotional and enrichment opportunities.	CST, grades, behavior; measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families.
9	9/27/2010	\$104,000	Patty Hagemeyer	SCHOOL INNOVATIONS & ADVOCACY	Mandated Cost Claims	Prepare and submit mandated cost claims to ensure maximization of revenue source.	District will receive full amount of reimbursement when available from the state.	Revenue generated by this funding source will be received by the district.	Aligns with Pillar III by generating revenue in order to provide funding to put students first.
10	1/19/2011	\$108,491	Anne-Marie Flores	COUNTY OF SACRAMENTO VOTER ELECTIONS	General Election	Pay legally required fees for board elections.	Ensure compliance with required fees for election.	Appropriate invoice paid on time to meet required time lines.	Aligns with Pillar III by providing continuous improvement in alignment with organizational transformation.
11	8/9/2010	\$128,824	Patty Hagemeyer	BLACKBOARD CONNECT INC.	ConnectEd, Parent Notification System	Provides the district with a phone notification system that allows school sites and district offices to send important information and updates - including emergency notifications - directly to parents via an automated phone system.	A critical tool in efforts to communicate with parents throughout the district. Leads to more engaged families and a more active parent community.	The ConnectEd service allows the district to track the number of messages that are recorded and delivered at each school site as well as from the district office.	Aligns with Pillar II by keeping parents up-to-date on relevant and timely information regarding their child's school and the district as a whole.

Detail Information of Contracts over \$50,000

2010-11 Requisitions Charged to 5100/5800 - Unrestricted (SACS Resource 0000-2999) - As of March 10, 2011 - \$50,000+

Attachment 4

Requisition Date	Total Amount	Initiator	Vendor	Comment	Purpose	Expected Outcomes	Measurement	Alignment to Strategic Plan	
12	8/16/2010	\$140,000	Robert Garcia	CALIFORNIA DEPT OF JUSTICE	Department of Justice	Fees for processing fingerprinting. Some costs are offset by payment from employees or outside customers.	SCUSD is abiding by all applicable Federal, State and district regulations with regards to employee and volunteer fingerprinting.	All employees and volunteers are fingerprinted.	Aligns with Pillar II by ensuring district wide safety.
13	6/29/2010	\$200,000	Susan Pointer	HANSON, BRIDGETT ATTORNEYS	Litigation	Represent the district in SCUSD v. Girard and Vinson matter and assist the district in pension issues related to former CASA JPA.	Resolution of litigation and elimination of this service.	Attorneys represent the district in an ethical and professional manner and provide sound legal advice to the Board and Superintendent.	Aligns with Pillar III by ensuring compliance with legal issues.
14	6/29/2010	\$750,000	Susan Pointer	LOZANO SMITH ATTORNEYS AT LAW	General Counsel - RFP Under Development	Provide effective legal support, representation, and guidance to Board, Superintendent, Cabinet, central office administrators, and school site administrators in all legal matters including Brown Act issues, H.R./labor relations, collective bargaining, student issues, Special Education, facilities, charter schools, contracts and any other matters as needed.	To effectively represent the district by providing advice, counsel and staff training in support of the district's Strategic Plan; to protect and advance the interest of the district and the students it exists to serve; and provide services in a professional, expeditious and cost-effective manner. Ensure the district is in compliance with applicable laws and regulations.	Services are readily available to the Board, Superintendent, Cabinet and district administrators as needed. Specialized attorneys are available in all areas of law. District is represented in an ethical and professional manner. Services are provided in the most cost-efficient manner.	Aligns with Pillars I, II and III by representing the district to create a "no-excuses" culture. Staff training is provided to focus on results and continuous improvement. The legal services provided are in support of teaching and learning.
15	6/10/2010	\$1,042,847	Patty Hagemeyer	UNION BANK - TRUSTEE FOR PARS	2nd Year: PARS Payments - 2008-09 PARS	Public Agency Retirement Services (PARS) was used for an early retirement incentive program in 2008-09. As part of that agreement, the district makes equal payments for five years.	Maintain the district payment to meet legal compliance and obligation.	Payments will be made each year based on agreement and within appropriate time lines.	Aligns with Pillar III by providing savings to move towards the pursuit of excellence and diversity. Allowed lower seniority teachers and staff to retain their jobs.
16	8/25/2010	\$1,451,427	Mary Shelton	SACRAMENTO POLICE DEPARTMENT	City School Resource Officers	Provide secondary schools with dedicated SRO's to assist with safety and climate issues on campus.	Build a cooperative partnership with staff to address safety issues on and around campuses; intervene, mediate and counsel students on campus and at home visits with SCUSD staff; evaluate the need for targeted counseling; and, utilize programs that focus on diversion and counseling as alternatives to incarceration.	Campus crime, suspension and expulsion statistics are reviewed on a regular basis.	Aligns with Pillar I by providing safe school climates for students so that schools can concentrate on preparing students for college and career.
17	6/10/2010	\$2,695,527	Patty Hagemeyer	UNION BANK - TRUSTEE FOR PARS	3rd Year: PARS Payments - 2007-08 PARS	Public Agency Retirement Services (PARS) was used for an early retirement incentive program in 2007-08. As part of that agreement, the district makes equal payments for five years.	Maintain the district payment to meet legal compliance and obligation.	Payments will be made each year based on agreement and within appropriate time lines.	Aligns with Pillar III by providing savings to move towards the pursuit of excellence and diversity. Allowed lower seniority teachers and staff to retain their jobs.
		\$7,205,246							

Detail Information of Contracts over \$50,000

2010-11 Requisitions Charged to 5100/5800 - Restricted (SACS Resource 3000-9999) - As of March 10, 2011 - \$50,000+

Attachment 4

Requisition Date	Total Amount	Initiator	Vendor	Comment	Purpose	Expected Outcomes	Measurement	Alignment to Strategic Plan	
18	10/6/2010	\$50,000.00	Stacey Bell	ROLANDA WILKINS	Youth Development Services - RFP in 2011-12	Supplemental Youth Development Programming at various sites, focused on females of color.	Increased social emotional awareness and life skills, college readiness, empowerment.	Pre/Post surveys and tracking of students.	Aligns with Pillar I by providing avenues for leadership and decision making for any pathway to career and college.
19	7/9/2010	\$51,000.00	Mary Shelton	MICHAEL WILLIAM MATTOS	Eliminated for 2011-12	Provide professional development to principals and central office staff on forming and supporting Professional Learning Communities (PLC's).	Principals and central departments have working PLC's.	Evaluation tool for participants on value of training; implementation level at sites/depts.	Aligns with Pillar III by school staffs and central departments becoming high-functioning learning communities to support continuous growth of employees.
20	7/26/2010	\$52,000.00	Teresa Cummings	TRANSFORMATION BY DESIGN	Eliminated for 2011-12	Facilitate strategic plan development.	Final strategic plan that guides the district on its journey of continuous improvement.	Feedback from strategic plan forums and perception data from surveys.	Aligns with Pillars I, II and III by creating a comprehensive plan.
21	6/28/2010	\$52,862.69	Becky Bryant	SACRAMENTO COUNTY OFFICE OF ED	RSP Shared Cost	Youth Detention Facility for students who are incarcerated and for students who have been removed from their school site through the Student Placement Office.	Supports student access to curriculum.	IEP annual goals and objectives are written to the core curriculum and evaluated throughout the year.	Aligns with Pillar I by providing equal access to students with disabilities to ensure every student is learning and prepared for career and/or college.
22	8/24/2010	\$53,233.12	Rosario Guillen	SCIENTIFIC LEARNING CORP	Quality Education Investment Act (QEIA)/School Improvement Grant (SIG) Reading Assistant Expanded Edition	Leveled reading software support for students.	Increase pace, fluency and comprehension of Below Basic and Far Below Basic Students.	Increased student achievement scores.	Aligns with Pillar I by preparing students for career and college.
23	10/14/2010	\$56,000.00	Gerardo Castillo	SCHOOL BUSINESS SERVICES OF CA	Medi-Cal Software that provides transferring of files and software with upgrades. Overall assistance with filing of medi-cal claims	Billing software and data entry assistance. Final year with this vendor - will use new software for cost savings.	Billing for Special Education school based health services to Medi-Cal for reimbursement.	Medi-Cal reimbursements are used to support nursing, psychologist and social worker services in addition to integrated support services.	Aligns with Pillars I, II and III by providing services and funding that support career and college ready students, support for families and funding for students first.
24	8/4/2010	\$59,000.00	Teresa Cummings	TRANSFORMATION BY DESIGN	Eliminated for 2011-12	Develop structures and processes for district leadership.	Aligning resources with district priorities.	Project and leadership evaluations.	Aligns with Pillar III by ensuring the district is building capacity within district leadership.
25	7/20/2010	\$59,500.00	Mary Shelton	CENTER FOR CULTURALLY RESPONSIVE TEACHING & LEARNING	Building Skills - Eliminated for 2011-12	Provide professional development to teachers on culturally responsive teaching strategies.	Teachers have an increased number of strategies available to them to assist in reaching students with varied learning styles.	Increased student achievement scores.	Aligns with Pillar I by preparing students for career and college.
26	7/14/2010	\$60,000.00	Mary Shelton	CENTER FOR CULTURALLY RESPONSIVE TEACHING & LEARNING	Model 2 & 3 - Building Skills - Eliminated for 2011-12	Provide professional development to teachers on culturally responsive teaching strategies.	Teachers have an increased number of strategies available to them to assist in reaching students with varied learning styles.	Increased student achievement scores.	Aligns with Pillar I by preparing students for career and college.
27	9/10/2010	\$60,000.00	Stacey Bell	TARGET EXCELLENCE PROGRAM	Target Excellence - John Sloat - RFP in 2011-12	After School Safety & Enrichment for Teens (ASSETS) programming.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.
28	6/4/2010	\$60,912.16	Stacey Bell	TARGET EXCELLENCE PROGRAM	Youth Development Services - RFP in 2011-12	After School Education & Safety Program (ASES) programming.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.



Detail Information of Contracts over \$50,000

2010-11 Requisitions Charged to 5100/5800 - Restricted (SACS Resource 3000-9999) - As of March 10, 2011 - \$50,000+

Attachment 4

Requisition Date	Total Amount	Initiator	Vendor	Comment	Purpose	Expected Outcomes	Measurement	Alignment to Strategic Plan	
29	7/30/2010	\$64,800.00	Becky Bryant	ACCESS LANGUAGE CONNECTION	Deaf Interpreting Services	Support for students who are deaf and hard of hearing and require an interpreter to access the curriculum.	Supports student access to curriculum.	IEP team determines as appropriate.	Aligns with Pillar I by providing equal access to students with disabilities to ensure every student is learning and prepared for career and/or college.
30	12/15/2010	\$67,277.00	Becky Bryant	STATE OF CALIFORNIA DEPARTMENT OF REHABILITATION	Matching funds for Transition Partnership Program.	Partnership with California State Rehabilitation Department to assist seniors and graduating seniors with job placement.	Supports students with job placement and training.	Successful job placement.	Aligns with Pillar I by supporting students in becoming successful adults with job training and placement.
31	9/13/2010	\$67,500.00	Mary Shelton	CENTER FOR CULTURALLY RESPONSIVE TEACHING & LEARNING	Model 2 & 3 - Building Skills - Eliminated for 2011-12	See above- special contract for Priority Schools.	Teachers have an increased number of strategies available to them to assist in reaching students with varied learning styles.	Increased student achievement scores.	Aligns with Pillar I by preparing students for career and college.
32	7/26/2010	\$70,875.00	Becky Bryant	EATON INTERPRETING SERVICES	Deaf Interpreting Services	Support for students who are deaf and hard of hearing and require an interpreter to access the curriculum.	Support student access to curriculum.	IEP team determines as appropriate.	Aligns with Pillar I by providing equal access to students with disabilities to ensure every student is learning and prepared for career and/or college.
33	3/9/2011	\$78,015.00	Gerardo Castillo	SCHOOL BUSINESS SERVICES OF CALIFORNIA	Year End - Medi-Cal Activities Invoicing Process	Provide services to develop Medi-Cal Activities invoices for Department of Health Care Services reimbursement.	Billing to Medi-Cal Activities to generate revenue used to reinvest into health and mental services for our students.	Reimbursements received from MAA claims.	Aligns with Pillars I, II and III by providing services and funding that support career and college ready students, support for families and funding for students first.
34	7/8/2010	\$79,030.00	Becky Bryant	WAYNE SAILOR - SAMSCHOOLS LLC	School-wide Achievement Model Training	Training to support schools in school-wide Positive Behavior Program.	Supports all students in appropriate school wide behavior which decreases the number of student absences. Will not be renewed.	Suspension and attendance reports.	Aligns with Pillar I by providing equal access to students with disabilities to ensure every student is learning and prepared for career and/or college.
35	6/30/2010	\$83,000.00	Becky Bryant	THE MUSIC WORKS - CELESTE A BEHNKE	Music Therapy	Support our students using a different modality in order to gain access to the core curriculum.	Supports student access to curriculum by using a different part of the brain.	IEP annual goals and objectives are written to the core curriculum and evaluated throughout the year.	Aligns with Pillar I by providing equal access to students with disabilities to ensure every student is learning and prepared for career and/or college.
36	8/6/2010	\$84,000.00	Stacey Bell	NEW HOPE COMMUNITY DEVELOPMENT CORPORATION	New Hope Community Development Corp. RFP in 2011-12	After School Education & Safety Program (ASES) programming.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.
37	8/2/2010	\$84,750.00	Stacey Bell	SOUTHGATE PARKS AND RECREATION DISTRICT	Southgate Parks and Recreation - RFP in 2011-12	After School Education & Safety Program (ASES) programming.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.
38	10/6/2010	\$85,000.00	Stacey Bell	PEOPLE REACHING OUT	People Reaching Out - RFP in 2011-12	Supplemental Youth Development Programming at various sites.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.

Detail Information of Contracts over \$50,000

2010-11 Requisitions Charged to 5100/5800 - Restricted (SACS Resource 3000-9999) - As of March 10, 2011 - \$50,000+

Attachment 4

Requisition Date	Total Amount	Initiator	Vendor	Comment	Purpose	Expected Outcomes	Measurement	Alignment to Strategic Plan	
39	10/22/2010	\$88,000.00	Stacey Bell	CENTER FOR MULTICULTURAL COOPERATION	Center for Multicultural Cooperation - RFP in 2011-12	Supplemental Youth Development Programming at various sites.	Students in after school programs will have increased social emotional awareness and life skills, college readiness, empowerment.	Pre/Post surveys and tracking of students.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.
40	8/2/2010	\$89,420.00	Stacey Bell	TARGET EXCELLENCE PROGRAM	Target Excellence Services - in 2011-12	RFP After School Education & Safety Program (ASES) programming.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.
41	6/17/2010	\$92,000.00	Ted Appel	PEBBLE CREEK LABS INC	Pebble Creek - QEIA/SIG	Provided curriculum for Professional Development in English and Social Science for 9th and 10th graders.	Students more engaged in relevant standards-align curriculum.	Increased student achievement scores.	Aligns with Pillar I by preparing students for career and college.
42	8/25/2010	\$95,000.00	Stacey Bell	SACRAMENTO START RECREATION	Sacramento Start Program - RFP in 2011-12	After School Education & Safety Program (ASES) programming.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.
43	10/20/2010	\$98,900.00	Stacey Bell	REGENTS OF THE UNIVERSITY OF CALIFORNIA SCHOOL OF EDUCATION	Center for School Partnership - RFP in 2011-12	Supplemental Youth Development Programming at various sites.	Students in after school programs will have increased social emotional awareness and life skills, college readiness, empowerment.	Pre/Post surveys and tracking of students.	Aligns with Pillar 1 by providing avenues for leadership and decision making for any pathway to career and college.
44	9/28/2010	\$104,000.00	Mary Shelton	UNIVERSITY ENTERPRISES INC OFFICE OF RESEARCH/CONTRACTS	Mathematics, Science, Engineering Achievement (MESA) Contract for 2010-11	Curriculum and afterschool advisors for MESA programs.	Increase student interest in Mathematics, Engineering and Science.	Increased student achievement scores.	Aligns with Pillar I by preparing students for career and college.
45	2/22/2011	\$135,000.00	Koua Franz	K12 INSIGHT	Survey Platform, Tech Support	Design an implementation of survey tools to gather data from various stakeholder groups.	Increase communication, increase inclusion in community feedback, increase customer services, improve system processes.	Compile survey information, data and reports.	Aligns with Pillars I, II and III by supporting student achievement, parent and community engagement and continuous improvement.
46	9/1/2010	\$170,000.00	Stacey Bell	CITY OF SACRAMENTO - PARKS & RECREATION	Youth Development/After School Program- RFP in 2011-12	After School Safety & Enrichment for Teens (ASSETS) programming.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.
47	9/2/2010	\$192,000.00	Mary Shelton	TRANSFORMATION BY DESIGN	School and Leadership - Will be reduced	Data Inquiry Training and school design support for priority schools.	Rigorous teaching and learning, supportive school climates and collaborative cultures.	Increased student achievement scores.	Aligns with Pillar I by preparing students for career and college.
48	9/24/2010	\$211,080.38	Olivine Roberts	WIRELESS GENERATION	Wireless Generation	Identify, target and address student reading deficiencies across the five elements of reading.	Increased student reading proficiency levels.	DIBELS assessment, Reading 3-D and district Benchmark results.	Aligns with Pillar I by implementing instructional practices that ensure that every student is learning and is better prepared for college or career.
49	6/18/2010	\$221,100.00	Mary Shelton	ENTERPRISE NETWORKING SOLUTION	Execute, control, monitor and develop migration. Includes closure and post implementation review.	Install equipment hardware and software.	Increase system efficiency.	Numbers of upgraded computers and systems.	Aligns with Pillar III by providing technology for continuous improvement.

Detail Information of Contracts over \$50,000

2010-11 Requisitions Charged to 5100/5800 - Restricted (SACS Resource 3000-9999) - As of March 10, 2011 - \$50,000+

Attachment 4

Requisition Date	Total Amount	Initiator	Vendor	Comment	Purpose	Expected Outcomes	Measurement	Alignment to Strategic Plan	
50	7/13/2010	\$289,800.00	Mary Shelton	KC DISTANCE LEARNING INC - AVENTA LEARNING	Online Learning Course Work	Provide online curriculum and instruction for credit deficit students.	More students at grade level.	Number of students graduating on time.	Aligns with Pillar I by preparing students for career and college.
51	8/2/2010	\$303,750.00	Stacey Bell	CITY OF SACRAMENTO - PARKS & RECREATION	Youth Development/After School Program- RFP in 2011-12	After School Education & Safety Program (ASES) programming.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.
52	10/7/2010	\$315,800.00	Mary Shelton	TRANSFORMATION BY DESIGN	Will be Reduced	Data Inquiry Training and school design support for all schools.	Rigorous teaching and learning and supportive school climates.	Increased student achievement scores.	Aligns with Pillar I by preparing students for career and college.
53	9/16/2010	\$400,000.00	Mary Shelton	CAMBRIDGE EDUCATION LLC	Will be Reduced	Development and capacity building for School Quality Review (SQR) and Site Development and Improvement Plan (SDIP).	Continuous improvement process to judge quality of methodology used to assess programs, processes and initiatives in our schools.	SDIP plans that utilize SQR results that align with district initiatives.	Aligns with Pillars I, II and III by providing a methodology to assess the quality of school performance.
54	9/3/2010	\$495,000.00	Stacey Bell	SACRAMENTO CHINESE COMMUNITY	Youth Development/After School Program- RFP in 2011-12	After School Safety & Enrichment for Teens (ASSETS) programming.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.
55	8/9/2010	\$636,000.00	Patty Hagemeyer	ENERGY EDUCATION INC	Energy Consultant Contract - Under Review	Provide training, support and software to generate energy savings.	Realized savings or cost avoidance to reduce expenditures.	Reports that are system generated to reflect savings or cost avoidance.	Aligns with Pillar III by providing a method for saving funds to support students.
56	7/2/2010	\$846,384.00	Becky Bryant	SACRAMENTO COUNTY OFFICE OF EDUCATION FINANCIAL SERVICES	Program Costs	Supports medically fragile students and students at the Youth Detention Facility, allowing them to have equal access to the core curriculum.	Supports student access to the core curriculum.	IEP annual goals and objectives are written to the core curriculum and evaluated throughout the year.	Aligns with Pillar I by providing equal access to students with disabilities to ensure every student is learning and prepared for career and/or college.
57	9/3/2010	\$875,000.00	Stacey Bell	SACRAMENTO CHINESE COMMUNITY	Youth Development/After School Program- RFP in 2011-12	After School Safety & Enrichment for Teens (ASSETS) programming.	Students in after school programs will have increased academic achievement, social/emotional and enrichment opportunities.	CST, Grades, Behavior, measured through CDE and outside services.	Aligns with Pillars I and II by providing support to students and families by engaging families and communities to collaborate with the school for enrichment and empowerment activities.
		\$7,036,989.35							