

Business Operations
Ofelia San Pedro, Deputy Superintendent

**SUBJECT: REQUEST APPROVAL OF SUPPLEMENTAL AWARDS ON
TERM CONTRACTS**

COMMITTEE: INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS

The purpose of this request is to obtain prior approval of the supplemental awards on the following term contracts, inasmuch as the estimated requirements, previously awarded by the Board, will be exceeded before the contracts terms expire.

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **APPROVE** the supplemental awards on the following term contracts, inasmuch as the estimated requirements, previously awarded by the Board, will be exceeded before the contracts terms expire:

(1)

Contract No. 005-DD05 – CLASSROOM SUPPLIES CATALOG DISCOUNT, is to purchase, at firm educational discounts, quantities, as may be required, of classroom supplies, for various locations, during the term of the contract, effective December 1, 2003, through December 31, 2005. Last contract usage averaged \$205,743.80 per month, while this year's usage has averaged \$336,093.75 per month.

The expenditures against the current bid were analyzed to determine the cause of the increase. This analysis indicated that purchases using IDEA funds accounted for a substantial amount of the unanticipated expenditures. A comparison of the previous bid to the current bid indicated that expenditures in Fund 0420, Contracted Programs, increased by \$2,153,250.52 during comparable periods. An additional analysis of the types of expenditures indicated that most purchases were for small manipulatives to support the math and reading initiatives of the District. This supplemental award will permit schools and departments to continue acquiring classroom supplies at competitive pricing.

Fund Source

Various

M/WBE Eligibility

African American Female - No Dollar Amount

Hispanic Female - No Dollar Amount

1. ABC SCHOOL SUPPLY
DIVISION OF CHILDCRAFT EDUCATION CORP.
2920 OLD TREE DRIVE
LANCASTER, PA 17603
OWNER: RON SUCHODOLSKI, PRESIDENT
2. ABLENET, INC.
2808 NORTH FAIRVIEW AVENUE
ROSEVILLE, MN 55113-1308
OWNER: RICK OSTERNAUS, C.E.O.
3. ACE EDUCATIONAL SUPPLIES, INC.
5595 SOUTH UNIVERSITY DRIVE
DAVIE, FL 33328
OWNER: RICHARD LUDWIG, PRESIDENT
4. AFP INDUSTRIES
7436 S.W. 48 STREET
MIAMI, FL 33155
OWNER: VIVIAN C. CASTELLANOS, PRESIDENT (HF)
5. APRICOT OFFICE SUPPLIES & FURNITURE, INC.
7050 W. STATE ROAD 84, SUITE 16
FORT LAUDERDALE, FL 33317
OWNER: MARLENE M. BERNARD, TREASURER (AF)
6. CHILDCRAFT EDUCATION CORPORATION
2920 OLD TREE DRIVE
LANCASTER, PA 17603
OWNER: RON SUCHODOLSKI, PRESIDENT
7. COMPASS POINT BOOKS
3109 WEST 50 STREET, #115
MINNEAPOLIS, MN 55410-2102
OWNER: ROBERT J. COUGHLAN, C.E.O.

8. COOLE SCHOOL, INC.
1213 WEST LOOP NORTH, SUITE 100
HOUSTON, TX 77055
OWNER: JAMES W. OGG
CHAIRMAN OF THE BOARD/C.E.O.
9. DELTA EDUCATION, LLC
80 NORTHWEST BOULEVARD
NASHUA, NH 03063
OWNER: GARY FACENTE, PRESIDENT
10. DEMCO, INC.
4810 FOREST RUN ROAD
MADISON, WI 53704
OWNER: JOHN WALL
11. EAI EDUCATION, A DIVISION OF ERIC ARMIN, INC.
567 COMMERCE STREET
FRANKLIN LAKES, NJ 07417-0644
OWNER: ERIC GUGLBERGER, PRESIDENT
12. EDUCATIONAL INNOVATIONS, INC.
362 MAIN AVENUE
NORWALK, CT 06851
OWNER: RONALD PERKINS, C.E.O.
13. EDUCATORS OUTLET, INC.
2479 INTERNATIONAL BOULEVARD
FORT COLLINS, CO 80547
OWNER: ROBERT BOND, PRESIDENT
14. ERNIE MORRIS ENTERPRISES, INC.
232 N. MAIN STREET
BUSHNELL, FL 33513
OWNER: RONALD MORRIS, PRESIDENT
15. ETA/CUISENAIRE
D.B.A. A DIVISION OF DAIGGER & COMPANY
500 GREENVIEW COURT
VERNON HILLS, IL 60061
OWNER: JANE WOLDENBERG
CHAIRMAN OF THE BOARD

16. FLAGHOUSE, INC.
601 FLAGHOUSE DRIVE
HASBROUCK HEIGHTS, NJ 07604
OWNER: GEORGE CARMEL, PRESIDENT
17. GET SMART, INC.
8700 S.W. 137 COURT
MIAMI, FL 33183
OWNER: CAROLE BERNSTEIN, PRESIDENT
18. HARRIS COMMUNICATIONS
15155 TECHNOLOGY DRIVE
EDEN PRAIRIE, MN 55344
OWNER: ROBERT HARRIS
19. HATCH, INC.
411 W. 4 STREET
WINSTON-SALEM, NC 27101
OWNER: RICHARD GRIFFEN, PRESIDENT
20. HIGHSMITH, INC.
W5527 STATE ROAD 106
FORT ATKINSON, WI 53538-0800
OWNER: DUNCAN HIGHSMITH
CHAIRMAN OF THE BOARD/PRESIDENT
21. HOLLYWOOD KINGS CHESS CLUB
5201 CLEVELAND STREET
HOLLYWOOD, FL 33021-4609
OWNER: STEPHEN CERNOBYL, PRESIDENT
22. KAPLAN EARLY LEARNING COMPANY
1310 LEWISVILLE CLEMMONS
LEWISVILLE, NC 27023
OWNER: HOWARD KAPLAN, C.E.O.
23. KAYBEE MONTESSORI, INC.
7895-K CESSNA AVENUE
GAITHERSBURG, MD 20879
OWNER: ANTHONY M. SINOPOLI, PRESIDENT

24. LAKESHORE LEARNING MATERIALS
2695 E. DOMINGUEZ STREET
CARSON, CA 90810
OWNER: MICHAEL KAPLAN, PRESIDENT
25. LET'S LEARN
3170 PLAINFIELD AVENUE NE
GRAND RAPIDS, MI 49525
OWNER: JIM PYTLIK, PRESIDENT
26. MADENTEC LIMITED
4664 99 STREET
EDMONTON, AB T6E5H5 CANADA
OWNER: RANDY MARSDEN, C.E.O./FOUNDER
27. MASTER COMMUNICATION
D.B.A. ASIA FOR KIDS
4480 LAKE FOREST DRIVE, #302
CINCINNATI, OH 45242
OWNER: FREDERICK CHEN, VICE PRESIDENT
28. MCPC
21555 DRAKE ROAD
CLEVELAND, OH 44145
OWNER: MICHAEL TREBILCOCK, C.E.O.
29. MIND WING CONCEPTS, INC.
SPRINGFIELD ENTERPRISE CENTER
ONE FEDERAL STREET, BUILDING #101-R
SPRINGFIELD, MA 01105-1222
OWNER: MARYELLEN MOREAU, PRESIDENT
30. NATIONAL EDUCATIONAL SYSTEMS, INC.
6333 DE ZAVALA ROAD, SUITE 106
SAN ANTONIO, TX 78249
OWNER: LUPE GARZA, PRESIDENT
31. NATIONAL READING STYLES INSTITUTE
179 LAFAYETTE DRIVE
SYOSSETT, NY 11791
OWNER: MARIE CARBO, PRESIDENT

32. NIENHUIS MONTESSORI USA, INC.
140 E. DANA
MOUNTAIN VIEW, CA 94041
OWNER: DICK K. P. LUIJENDIJK, PRESIDENT
33. OFFICE DEPOT, INC.
2200 OLD GERMANTOWN ROAD
DELRAY BEACH, FL 33445
OWNER: BRUCE NELSON, C.E.O.
34. OFFICE MAX, INC.
9800 N.W. 100 ROAD
MEDLEY, FL 33178
OWNER: MICHAEL FEWER, C.E.O.
35. ORIENTAL TRADING COMPANY, INC.
4206 SOUTH 108 STREET
OMAHA, NE 68137
OWNER: STEVE FRARY, PRESIDENT
36. PICTURE WINDOW BOOKS
5115 EXCELSIOR BOULEVARD, #232
MINNEAPOLIS, MN 55416
OWNER: ROBERT J. COUGHLAN, CHIEF MANAGER
37. QUILL CORPORATION
100 SCHELTER ROAD
LINCOLNSHIRE, IL 60069
OWNER: MICHAEL PATRIARCA, VICE PRESIDENT
38. REAL-WAY, INC.
D.B.A REAL-WAY SCHOOL SUPPLY
18699 S.W. 107 AVENUE
MIAMI, FL 33157
OWNER: KEN WNEK, VICE PRESIDENT
39. RUTH A. PRYOR
D.B.A. PRIORITY MONTESSORI MATERIALS
3920 PITKIN ROAD
PAONIA, CO 81428
OWNER: RUTH A. PRYOR

40. SAFE-T™/CLASSROOM PRODUCTS
1142 MAIN STREET
LOMBARD, IL 60148
OWNER: J. BRUCE STONEBERG, PRESIDENT
41. S & S WORLDWIDE, INC.
75 MILL STREET
COLCHESTER, CT 06415
OWNER: STEPHEN SCHWARTZ, PRESIDENT
42. SAX ARTS & CRAFTS
2725 S. MOORLAND ROAD, SUITE 101
NEW BERLIN, WI 53151
OWNER: JOHN JEFFERY, PRESIDENT
43. SCHOOL SPECIALTY, INC.
100 PARAGON PARKWAY
MANSFIELD, OH 44903
OWNER: DAVE VANDER ZANDEN
44. STATESIDE PROCUREMENT SERVICES
1375 N.W. 97 AVENUE, BAY 5
MIAMI, FL 33172
OWNER: LORN GREEN
45. STEPS TO LITERACY, LLC
4 EASY STREET, #10
BOUND BROOKE, NJ 08805-1147
OWNER: ELAINE THOMPSON, PRESIDENT
46. STUDENT SCHOOL SUPPLY, INC.
5869 S.W. 21 STREET
WEST HOLLYWOOD, FL 33023
OWNER: STACEY LEONETTI
47. THE JULIANA GROUP, INC.
7 DRAYTON STREET, SUITE 208
SAVANNAH, GA 31401
OWNER: DAVID K. LERCH, VICE PRESIDENT
48. THE LIBRARY STORE, INC.
112 EAST SOUTH STREET
TREMONT, IL 61568
OWNER: MARILYN GUNTER, VICE PRESIDENT

49. THE MATERIALS COMPANY OF BOSTON, LLC
 30 MOOSE CLUB PARK ROAD
 GOFFSTOWN, NH 03045
 OWNER: BONNIE LAMOTHE, PARTNER
50. VERNON LIBRARY SUPPLIES, INC.
 2851 COLE COURT
 NORCROSS, GA 30071
 OWNER: JUDY RIBKIN, SECRETARY
51. WRS GROUP, LTD.
 5045 FRANKLIN AVENUE
 WACO, TX 76710
 OWNER: SCOTT SALMANS, C.E.O.

ORIGINAL AWARD AMOUNT	\$5,377,500.00
PREVIOUS SUPPLEMENTAL	\$0
THIS SUPPLEMENTAL	\$2,732,527.08

(2)

Contract No. 067-BB10 – RESPIRATORY THERAPIST, REGISTERED NURSE, AND LICENSED PRACTICAL NURSE SERVICES, is to provide respiratory therapist, registered nurse, and licensed practical nurse services, needed as related support services for the education of handicapped students, for whom such services have been identified as necessary to access education, during the term of the contract, effective July 1, 2004, through June 30, 2005. The number of students requiring respiratory therapy and/or nursing services to access their education and remain in compliance with their Individual Education Plans (IEPs) has increased significantly during the past several months. This supplement has been determined as critical by the Office of Exceptional Student Education and Student/Career Services, in order to continue required services.

Fund Source
 0100 - General

M/WBE Eligibility
 None

1. MAXIM HEALTHCARE SERVICES, INC.
 7855 N.W. 12 STREET, SUITE 218
 MIAMI, FL 33126
 OWNER: JEREMY SMITH, REGIONAL CONTROLLER

ORIGINAL AWARD AMOUNT	\$2,137,500
PREVIOUS SUPPLEMENTAL	\$0
THIS SUPPLEMENTAL	\$400,000

(3)

Contract No. 118-DD06 – SPRINKLERS, LAWN AND TURF, is to purchase, at firm unit prices, quantities, as may be required, of lawn and turf sprinklers, for Maintenance Materials Management stock, during the term of the contract, effective October 20, 2004, through October 19, 2005.

The supplemental amount is requested due to increased usage. The items on this bid include the sprinkler heads, nozzles and valves used to repair old systems and replace systems requiring updated parts.

Maintenance Operations has increased the effort to improve the overall appearance of the District's school grounds, making all sites more attractive by having all sprinkler systems functional. Three schools have been identified for complete replacement of the irrigation systems during the summer. At least eleven (11) other schools have significant irrigation projects on the plan.

Last contract usage averaged \$2,425.48 per month, while this year's usage has averaged \$6,045.85 per month. This supplemental amount requested is based on the average monthly expenditure, times the twelve (12) month contract period, minus the original award amount.

<u>Fund Source</u>	<u>M/WBE Eligibility</u>
0100 - General	Hispanic Male - No Dollar Amount

1. LANE SUPPLY SERVICES
742 BELFAST TERRACE
SEBASTIAN, FL 32958-6104
OWNER: LEWIS JAY LANE
2. ACE PUMP & SUPPLY
6013 JOHNSON STREET
HOLLYWOOD, FL 33024
OWNER: DOMINGO GARCIA, PRESIDENT (HM)

ORIGINAL AWARD AMOUNT	\$36,625.31
PREVIOUS SUPPLEMENTAL	\$0
THIS SUPPLEMENTAL	\$64,779.20

(4)

Contract No. 002-CC06 – BLEACHER REPAIRS, is a pre-approved list of vendors, who are contracted through a competitive quotation process, to repair or replace bleachers, at various schools, for Maintenance Operations, during the term of the bid, effective January 15, 2005, through January 14, 2006. Last contract usage averaged \$1,220.58 per month, while this year's usage has averaged \$58,386.63 per month.

This supplemental award is requested due to unanticipated increased usage by the Regional Maintenance Centers. The full scope of repair work was finalized in February 2005, and includes significant repairs to the bleachers at thirty-one (31) schools. The supplemental amount is based on the contract period, total estimated repair and/or replacement cost, as determined by Maintenance Operations, minus the original award amount.

<u>Fund Source</u>	<u>M/WBE Eligibility</u>
Various	None

1. CHARRON SPORTS SERVICES, INC.
8533 LIBERTY HIGHWAY
LIBERTY, SC 29657
OWNER: WALTER BRASHIER, SHAREHOLDER
2. CERTIFIED GYM REPAIR, INC.
321 N.E. 2 AVENUE
DELRAY BEACH, FL 33444
OWNER: THOMAS D. MERKEL, PRESIDENT

ORIGINAL AWARD AMOUNT	\$235,306.50
PREVIOUS SUPPLEMENTAL	\$0
THIS SUPPLEMENTAL	\$540,000

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