

## EXECUTIVE SUMMARY

### Direct Negotiation Agreement FY20-148 – Title 1 Bookroom Collection (New and Upgrades)

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#### Introduction

##### Responsible: Procurement & Warehousing (PWS)

This request is to approve the Agreement between Scholastic, Inc. commencing on November 6, 2019 through October 31, 2020. The initiative is aligned with the District's Strategic Plan Campaigns of Student Experience (Achievement & Equity and College, Career, & Life Readiness) and Student Experiences for all Prevention, Intervention, & Assistance and Social-Emotional Learning.

The previous agreement was approved by the School Board on May 2, 2017, commencing on May 3, 2017, and concluded on April 1, 2018, or when complete funding was exhausted, with an approved spending authority of \$4,000,000. This Agreement purchased bookroom collections for one hundred and four (104) Title 1 Schools. The total spending authority being requested is \$1,853,612.

#### Goods/Services Description

##### Responsible: Early Learning & Language Acquisition

With this new allocation, resources will be tiered according to school need and include full bookroom collections for new Title 1 Schools (2018-2019) and upgraded bookroom resources for schools participating in the 2017 resource allocation.

Bookroom upgrades will include:

- seven hundred and eighty (780) books: twenty-six (26) levels, A–Z [one hundred and thirty (130) titles, six (6) copies each] pre-packed and stickered
- one hundred and thirty (130) Short Reads packs: twenty-six (26) levels, A–Z [six (6) copies each, housed in one (1) folder; one hundred and thirty (130) folders total]
- Teaching cards for every title; ten (10) per level
- Bookroom Accelerator access for grades K–6

The bookroom upgrade will provide schools with additional books to support alignment to standards and content areas, greater diversity in complex text types, text levels, and content connections, as well as increased opportunities for text integration (Guided Reading, Small Group, Read Alouds, Shared Reading, Independent Reading, Book Clubs, and Research). In addition, schools will receive Short Reads Fiction (in addition to the current non-fiction Short Reads). With the upgraded Bookroom 4.0, the Online Bookroom Accelerator will provide educators with 24/7 access to the bookroom resources, including the ability to search all titles by content, standard, comprehension skill, phonics, and word study skill, and level, as well as aligned lesson cards, implementation guide, and professional learning videos.

The purpose of this Agreement is to effectively implement the Broward Literacy Framework, where teachers and students must have access to a wide variety of rigorous text supporting student interest, conceptual topics of study, reading levels, text structure, text type, and genre. The text must be available for teachers to support grade-level instruction and students' instructional, independent, and stretch levels across different contexts of reading, including read-aloud, guided reading shared reading, and independent reading.

Access to books can be optimized through the school library, classroom libraries, and a centralized school-based bookroom. A centralized bookroom can provide teachers the opportunity to physically see the literacy continuum through levels A-Z, spark professional conversations about reading instruction and assessment, and deepen the school-wide vision of reading development.

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Through a centralized bookroom, schools can maximize their resources and time as they open opportunities for teachers and students to interact with a variety of levels and texts. Variety is essential as different text types, formats, and genres make different demands on readers. Exposure to a variety of books helps readers build a flexible reading process and deepen their strategic actions.

Classrooms comprising of an extensive range of high-quality diverse literature, both fiction and nonfiction, coupled with a reader-text match, support for motivation and text choice, time for students to interact with texts across different contexts, literacy integrated across content-area curriculum and data-driven reading instruction, are a school's best opportunity to meet the challenges of the Florida Standards. Through this purchase, Title I schools will be provided resources to enrich Tier I instruction and increase student access to a wide variety of complex, diverse, and rigorous text supporting student interest, conceptual topics of study, text structure, student reading levels, text type, and genre.

Professional development and ongoing support for the bookroom collections, including access of texts, implementation across a variety of contexts, instructional strategies, and resources are provided through the Broward County Public Schools Literacy and Elementary Learning Departments, along with support from the Office of School Performance & Accountability and Student Support Initiatives. Bookroom texts are included in the Responsive Literacy Instruction, Balanced Literacy Instruction, and Small Group Instruction Professional Learning Courses, as well as in work with Literacy Coaches during ongoing meetings, boosters, and monthly Skype sessions. Guidance for bookroom collection texts and resources are incorporated into the Elementary Learning Curriculum (posted on Canvas), and resources will be updated with the approval of the upgrades.

**Procurement Method**  
**Responsible: PWS**

According to Purchasing Policy 3320, Part 2, H: "The requirement of requesting competitive solicitations from three (3) or more sources is hereby waived as authorized by chapter 6A-1.012 (F.A.C.) State Board of Education Administrative rules for the purchase of educational services and any type of copyrighted materials."

**Financial Impact**  
**Responsible: PWS and Early Learning & Language Acquisition**

The requested spending authority for the one (1) year agreement will be \$1,853,612, as detailed below. Funding will be made available through the Title I Grant.

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**Savings**

After negotiation and cooperation from Scholastic, a thirty (30) percent discount for Bookroom Upgrades and thirty-six (36) percent discount on New Bookrooms was agreed upon as detailed below:

<b>Bookroom Upgrades</b>						
<b>Description</b>	<b>Qty</b>	<b>List (Regular) Price</b>	<b>SBBC Price</b>	<b>Extended List (Regular) Price</b>	<b>SBBC Discounted Price</b>	<b>Savings</b>
Leveled Bookroom 4.0 K-6 Conversion Kit	118	\$ 11,993.00	\$ 9,445.95	1,415,174.00	\$ 1,114,622.10	\$ 300,551.90
Leveled Bookroom 4.0 K-3 Conversion Kit	2	\$ 9,132.00	\$ 6,165.10	18,264.00	\$ 12,330.20	\$ 5,933.80
Custom Collection Text Types: Levels	2	\$ 5,338.03	\$ 3,236.36	10,676.06	\$ 6,472.72	\$ 4,203.34
Shipping and Handling		\$ 102,008.25	\$ 56,671.25	102,008.25	\$ 56,671.25	\$ 45,337.00
<b>Subtotal (A)</b>				\$ 1,444,114.00	\$ 1,190,096.00	\$ 356,026.00
<b>SAVINGS</b>		<b>30%</b>				
<b>New Bookrooms</b>						
<b>Description</b>	<b>Qty</b>	<b>List (Regular) Price</b>	<b>SBBC Price</b>	<b>Extended List (Regular) Price</b>	<b>SBBC Discounted Price</b>	<b>Savings</b>
Leveled Bookroom 4.0 Grades K-6	16	\$ 52,660.00	\$ 39,495.00	\$ 842,560.00	\$ 631,920.00	\$ 210,640.00
Shipping and Handling		\$ 56,872.80	\$ 31,596.00	\$ 56,872.80	\$ 31,596.00	\$ 25,276.80
<b>Subtotal (B)</b>				\$ 899,432.80	\$ 663,516.00	\$ 235,916.80
<b>SAVINGS</b>		<b>36%</b>				
<b>Total (A) + (B) - Requested Award Amount</b>					<b>\$ 1,853,612.00</b>	

The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.