



## Board of Education

Bret E. Wier, President; Ronald L. Anderson Vice-President  
Annie Lindsey, Secretary; Matthew E. Gonzales, Member; Nancy Hooker, Member  
Adán Estrada, Superintendent

**Board of Education**  
**Special Meeting**

**Wednesday**  
**July 24, 2019**  
**1:00 pm**

**Cimarron Administration Board Room**  
**165 N. Collison Avenue**  
**Cimarron, NM 87714**

### **Vision**

*To inspire our students to realize their  
individual potential in an ever-changing world*

### **Mission**

*Cimarron Municipal Schools will work hand-in-hand with our families  
and community to provide our students the experience of a safe and  
challenging educational environment through staff who know and nurture every child*

**Cimarron School District is a PREMIER school**



**with familia at its core**

# CIMARRON MUNICIPAL SCHOOLS

125 N. COLLISON AVE., CIMARRON NM, 87714  
(575) 376-2445 (575) 376-2442-FAX

CIMARRON MUNICIPAL SCHOOLS  
BOARD OF EDUCATION

## SPECIAL MEETING

Cimarron Administration  
Board Room  
Wednesday, July, 24, 2019  
1:00 pm

- I. Call to Order
- II. Pledge of Allegiance
- III. Roll Call
- IV. Consider Approval of Agenda (Action)
- V. Consider Approval of 2019-2020 Occupational Therapy Services (Discussion/Action)
- VI. Consider Approval of 2019-2020 Physical Therapy Services (Discussion/Action)
- VII. Consider Approval of 2019-2020 Speech Therapy Services (Discussion/Action)
- VIII. Consider Approval of 2019-2020 TVI and O&M Services (Discussion/Action)
- IX. Consider Approval of Purchase & Installation of Five Exhaust Fans (Discussion/Action)
- X. Consider Approval of Purchase & Installation of Camera Security System (Discussion/Action)
- XI. Consider Approval of Purchase & Installation of Audio/Visual Equipment for  
CHS Broadcast (Discussion/Action)
- XII. Adjournment

The next Regular School Board Meeting is scheduled for Wednesday, August 21, 2019 at Eagle Nest Elementary/Middle School - 6:30 pm

Persons from the same group and having similar viewpoints are asked to select a spokesperson to speak on their behalf. Multiple and repetitious presentations of the same view will be discouraged. Public Comments and Observations regarding non-agenda items that fall within the purview of the Cimarron Board of Education are heard at this time. Comments regarding matters under litigation will not be allowed and no action will be taken on items presented but may be referred to staff or others. The School Board Members and Superintendent may travel together, however, no school business will be discussed or action taken.

This is an open meeting and the citizens of the Cimarron Municipal School District are invited to attend. Notice: Individuals with disabilities who need any form of auxiliary aid to attend or participate at this meeting are to contact the Superintendent at 575-376-2445 as soon as possible.

July 9, 2019

## Occupational Therapy Services Proposal for 2019-20 School Year

Rhonda J. Lee-Hicks, OT/L  
Occupational Therapist, NM License #678  
P.O. Box 1213  
Angel Fire, NM 87710

### Introduction

I am an Occupational Therapist with 32+ years of experience in various settings and locations including several states and abroad. I have practiced in mental health, orthopedic, oncology/hospice units, surgical units, inpatient and outpatient settings, long term care and rehabilitation settings, home health care, early intervention, and school settings. I have also been adjunct faculty teaching Certified Occupational Therapy students for a semester at Eastern New Mexico University. I currently contract and provide services for a pediatric outpatient clinic, early intervention services as needed in the Moreno Valley and local school districts. I have provided Occupational Therapy services for Cimarron School District since October 2001.

### Education

- Bachelor of Science Degree in Occupational Therapy from Eastern Michigan University awarded December 1986 following completion of Occupational Therapy Curriculum and required internships.
- High School Diploma from Flint Southwestern High School awarded June 1982.
- New Mexico Level 3 Pre-K-12 Occupational Therapist License #267422.

### Provision of Occupational Therapy Services

- Provide individual and/or group Occupational Therapy treatment for students in Cimarron District grades Pre-K through 12th grade in segregated and/or inclusion settings as determined by IEP and/or SAT plans.
- Services include consultation and communication with students, school staff and/or family inside and outside IEP/SAT plans. This also includes email communication.
- Develop individual treatment plans and document in IEP's and/or other such relevant plans/protocols.
- Provide early intervening services as necessary as per district policy.
- Evaluate students per referrals. Evaluation includes administering testing protocols, scoring and interpreting protocols, writing evaluation report and making appropriate recommendations/suggestions regarding Occupational Therapy and/or other services outside of Occupational Therapy.

- Conduct and complete screenings for children in potential need of Occupational Therapy including Child Find screenings as determined/scheduled by district.
- Complete daily notes/billing and other relevant documentation for students served.
- Attend IEP, SAT, staffing and other necessary meetings.
- Provided education as necessary regarding Occupational Therapy including home programs as needed.
- Order and maintain supplies/equipment including informing appropriate district personnel as needed if these are to be district/school property.
- Adhere to and follow district, state and federal travel to/from district campuses in order to provide services to all eligible students and attend meetings as necessary.
- Provide own transportation (vehicle) to from home and schools and between school campuses.

### Pay Rate

\$65.00 per hour. This is equal to or less than compensation secured by other agencies contracted with. Provision of services will be itemized and billing will be submitted per district policy.

Estimation of total hours to be provided from August 15, 2019 to June 1, 2020 equals 750 hours (+ or - 20). Estimated total pay equals \$48,750.00, not to exceed this pay without approval from school board. This will cover all aspects of job services provided as outlined above and other unforeseen aspects relevant to Occupational Therapy, including travel time, all necessary documentation to fulfill job requirements including state and federal mandates, consultation with other providers and team members, etc.

### Other

- Therapist will maintain and pay gross receipts and taxes.
- Therapist will maintain and provide for continuing education courses and fees.
- Therapist will provide and cover cost for any and all relevant licensure and fees necessary to provide services.
- Therapist carries own current malpractice insurance and vehicle insurance.
- Therapist is holds current CPI and CPR certification/cards.
- Therapist will provide own transportation (vehicle) to/from home, schools and between school campuses.

Respectfully submitted,  
Rhonda J. Lee-Hicks OT/L

# Professional Services Agreement

Mannon Motion, Ltd. Co.  
PO Box 1426 El Prado, NM 87529  
575.740.0356  
mannonmotion@gmail.com

This Professional Services Agreement (“Contract”) is made between Cimarron Municipal Schools Schools, a New Mexico Public School (“School”) and Mannon Motion, Ltd. Co. (“Contractor”).

1. **Scope of Work** – The Contractor shall provide experienced and professional Physical Therapy services to Cimarron Municipal Schools as follows:

**Services to be provided:** IEP mandated site-based physical therapy services for students in district, which include the following duties

- Providing IEP mandated therapy
- Completion of Medicaid billing as per School policy
- Preparation of required IEP documentation – PLP/ goals, etc. with sufficient notification – typically 2 weeks
- Evaluations as indicated/ negotiated for students on caseload or as needed based on appropriate referrals with permission to test in writing.
- Completion of quarterly progress notes
- Attendance/ participation in IEP meetings scheduled on contracted days as needed
- Consultation with staff as indicated
- Conducting Physical therapy screenings as indicated/ negotiated
- Other related duties as assigned/ negotiated.

**Service Schedule:** Available up to 8 hours per week (to be scheduled Monday-Friday based on case load and IEP requirements) during the 2018-19 school year. Final caseload numbers and duties will need to be fully negotiated if work demands are greater than 8 hours per week or if other duties arise.

2. **Term of Agreement**- This contract is for services performed by Contractor from August 15, 2019 through June 5, 2020 for 8 hours per week. If additional service is needed the parties may execute an addendum, extending the term to facilitate completion of the Scope of Work.

3. **Compensation** - The School will pay \$80.00 per hour, \$80.00 per diem, plus gross receipts tax (7.5625%) based on invoices submitted at least monthly. The amount shall be due and payable as invoiced within 2 weeks of submission of invoice. If amount is not paid in full in 2 weeks, 10% interest shall accrue on all unpaid balances and compounded weekly. The amount should not exceed \$23,000 (twenty-threethousand dollars) plus GRT.

Estimates: As a courtesy, based on previous caseloads the following numbers may more accurately reflect weekly workload: 4 hours of direct service per week

30 min of documentation per week,

60 min of travel per week

per diem

results in a predicted per week base of \$440.00 per week. However, additional time has been built into this contract total for IEPs, progress reporting, evaluations, etc and total contract shall not exceed the above amount plus GRT.

4. **Billing Procedures**- The School will pay Contractor within 14 days of invoice. Payments shall be sent to the Contractor at the address set forth below and made out to "Mannon Motion Ltd. Co."

5. **Contract Management**- The contract designees for each of the parties shall be the contact person for all communications regarding the Contract. Each party shall be responsible for notifying the other of any changes to this agreement in writing.

Contact for School	Contact for Contractor
Cimarron Municipal Schools	Kori Mannon, MPT PO Box 1426, El Prado NM 87529 575.740.0356

6. **Indemnification**- Each party to this Contract shall be responsible for its own acts and/or omissions and those of its officers, employees and agents. No party to this agreement shall be responsible for the acts and/or omissions of entities or individuals not a party to this contract.

7. **Assignment**- Neither this Contract, nor any claim arising under this Contract shall be transferred or assigned by the Contractor without prior written consent of the School

8. **Materials and Equipment**- Contractor shall furnish at its expense, all labor, materials, equipment and other items necessary to carry out the terms of this Contract. Larger items, materials and equipment that are not transportable shall be provided by the School and shall be maintained by School personnel.

9. **Amendments**- This contract shall not be altered, changed or amended except by instrument in writing executed by both parties.

10. **Independent Capacity** – The parties intend that an independent contractor relationship will be created by this Contract. The Contractor and her employees, subcontractors, and agents performing under this contract are not employees or agents of the School. The contractor will not hold herself out as nor claim to be an officer or employee of the School or by reason hereof, nor will the Contractor make any

claim of right, privilege or benefit that would accrue to such employee under the law. Conduct and control of the work will be solely with the Contractor.

11. **Licensing and Accreditation Standards**- The Contractor shall comply with all applicable local, state and federal licensing, accreditation and registration requirements/ standards, necessary in the performance of this Contract.

12. **Nondiscrimination** – During the performance of this Contract, the Contractor and School shall comply with all federal and state nondiscrimination laws, regulations and policies. In the event of noncompliance or refusal to comply with any nondiscrimination law, regulation or policy, the Contract may be rescinded, cancelled or terminated in whole or in part. The Contractor or School shall, however, be given a reasonable time in which to cure this noncompliance.

13. **Confidentiality** –Any confidential information provided to or developed by the Contractor in the performance of this agreement shall be kept confidential and shall not be made available to any individual or organization by the Contractor without the prior written approval of the School. Disclosure of confidential information shall only be made in accordance with the Inspection of Public records Act or the applicable state or federal law or regulation.

14. **Severability** – If any provision of this contract or any provision of any document incorporated by reference shall be held invalid, such invalidity shall not affect the other provisions of this Contract than can be given effect without the invalid provision, if such remainder conforms to the requirements of applicable law and the fundamental purpose of this Contract, and to this end the provisions of this contract are declared to be severable.

15. **Termination for Convenience** – Except as otherwise provided in this Contract, either party may, by thirty (30) days written notice, beginning on the second day after the effective date, terminate this Contract in whole or part. If this Contract is so terminated, the School shall be liable for the payment required under the terms of this Contract for services rendered or goods delivered prior to the effective date of termination.

16. **Termination for Default** – Either party may terminate this contract for default, in whole or in part, by written notice to the other party if the non-defaulting party has a reasonable basis to believe that the defaulting party has:

- failed to meet or maintain any requirement for performance under this Contract;
- failed to perform under or otherwise breached, any term or condition of this Contract;
- violated any applicable law or regulation.

If it is later determined that the party was not in default, the termination shall be considered a termination of convenience.

Immediately upon receipt by either the School or the Contractor of notice of termination of this Contract, the Contractor shall:

- not incur any further obligations for salaries, services or any other expenditure of funds under this contract without written approval of the School, and
- comply with all directives issued by the School in the notice of termination as to the performance of work under this Contract.

The rights and remedies of the parties provided in this section shall not be exclusive and are in addition to any other rights and remedies provided by law or under this Contract.

18. **Waiver of Default**- Waiver of any default or breach shall not be deemed to be a waiver of any subsequent default or breach. Waiver shall not be construed to be a modification of the terms of the contract unless stated to be such in writing, signed by the applicable party.

19. **Assurances**-The School and the Contractor agree that all activity pursuant to this Contract will be in accordance with all the applicable current federal, state and local laws, rules and regulations.

20. **Conflict of Interest** – The Contractor warrants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance or services required under the contract.

21. **Applicable Law** – The law of the State of New Mexico shall govern the terms of this contract.

22. **Notices** – Any notice required to be given to either party by this Contract shall be in writing and shall be delivered in person, by courier service or by U.S. mail, either first class or certified, return receipt requested to the address of the parties first stated in paragraph 6 above. Each party shall be responsible for notifying the other of any changes in contact and notice information.

23. **Merger** – This agreement incorporates all the agreements, covenants and understandings between the parties hereto concerning the subject matter hereof, and all such covenants, agreements and understandings have been merged into this written agreement. No prior agreement or understanding, oral or otherwise, of the parties or their agents shall be valid or enforceable unless embodied in this agreement.

24. **Approval** – The Contract shall be subject to the written approval of the parties' authorized representative and shall not be binding until so approved.

This Contract, consisting of 4 pages, is executed by the persons signing below who warrant that they have the authority to execute the contract.

Cimarron Municipal Schools

Kori Mannon, MPT

Owner, Mannon Motion, Ltd. Co.  
NMPED License #: 283838  
EIN # 85-0475522  
PH: 575.740.0356

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Signature

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Title                      Date

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Signature

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Title                                      Date

## Cimarron Municipal Schools Contract – Hurtado Speech Therapy

Cimarron Municipal Schools and Hurtado Speech Therapy, LLC., hereinafter called Contractor, agree:

Cimarron Municipal Schools employs the Contractor for the period of August 15, 2019 through July 31, 2020. The Contractor, under the direct supervision of the CMS Director, shall provide Speech-Language Therapy services for the Cimarron Municipal Schools.

The Contractor shall be paid \$75.00 per hour, for services rendered at CMS plus work completed off campus including travel time to CMS (not to exceed 4.5 hrs per week), plus gross receipts tax at 7.3125% for therapy services rendered. This contract is not to exceed 432 hours of services, and 162 hours of travel time or **\$47,807.71** (including GRT for the terms of this contract school year 2019-2020), This will be paid in 10 equal parts over the school year from September 2019- June 2020. This price cap and hours provided are guaranteed by the contractor for the school year 2019- 2020. CMS reserves the right to renew this contract for the 2020- 2021 and the 2021-2022 school years with these same terms.

This contract and the parties hereto are and shall continue to be subject to applicable laws of the State of New Mexico and the rules and regulations of the Cimarron Municipal Schools and the State Board of Education, as they may exist. This contract may be canceled by Cimarron Municipal Schools for cause, including unsatisfactory work performance, incompetence, insubordination, physical or mental inability to perform the required duties or for any other good and just cause, provided that any such cancellation may be effected only in accordance with the New Mexico Statutes and any applicable rules and regulations of the Cimarron Municipal Schools and the State Board of Education.

This contract may be canceled by Cimarron Municipal Schools for cause not personal to the Contractor when a reduction in personnel is required as a result of decreased enrollment or a decrease or revision of educational programs or insufficient legislative appropriation or authorization being made by the state and/or federal government for performance of this contract, in accordance with New Mexico Statutes and any applicable rules and regulations of the Cimarron Municipal Schools and the State Board of Education.

The Contractor will give the Council fourteen (14) days written notice of intent to resign.

The Contractor shall accept or reject the contract of offer of employment within fifteen (15) calendar days from receipt of such offer of employment.

Hurtado Speech therapy, LLC. Contract services FY2019-2020

By:

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<NAME> , Director Date

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<NAME> , Contractor Date

7/17/19

**PROPOSAL FOR SPEECH-LANGUAGE PATHOLOGY SERVICES FOR  
CIMARRON MUNICIPAL SCHOOLS  
SCHOOL YEAR 2019-2020**

**Services Rendered:** Hurtado Speech Therapy, LLC will provide speech therapy services for the Cimarron Municipal Schools at needed school site(s) as determined by the special education director. Services may be provided by Apprentice Speech Language Pathologists (ASLs), graduate students or CFY SLPs under appropriate supervision by a licensed SLP. Services provided will include:

- Speech/language child find screenings as needed
- Speech/language therapy and evaluations (initial and 3 year re-evaluations)
- Scoring assessment tools and writing evaluation reports
- Preparation for therapy and evaluations
- Preparation for speech therapy portion for all applicable IEPs including present levels of performance/goal/objects
- Attendance of and participation in IEP meetings on days which the contractor(s) is scheduled to work
- Quarterly progress reports for all speech therapy students
- Daily notes and Medicaid billing
- Collaboration with teachers, parents/guardians, and other school based services when applicable for speech therapy students
- Participation on SAT teams, for students with possible speech and/or language delays, as needed
- Participation in speech pathologists' meetings and/or other mandatory special education meetings as needed

**Compensation for Services:** An hourly rate of **\$75/hour** plus gross receipts (current Taos county 7.3125%). Services will be completed in 2 days per week, no more than 12 hours per week for 36 weeks of school for a total of no more than 432 hours of billable hours. Plus up to 4.5 hours per week of travel at the same rate (162 hours per year). Rate will be for all services listed above on campus and at home and for travel between district buildings and other required sites.

Year total including billable services, travel and GRT **will not exceed \$47,807.72** (paid in 10 equal amounts monthly from August 2018-May 2019)

\*\*Contractor will maintain her own professional liability insurance coverage, business license, State licensure, PED license, American Speech-Language Hearing Association (ASHA) certification and continuing education units as required by the State licensure and ASHA.

Sincerely,

Margeaux E. Hurtado, Owner

Bowers TVI/O&M  
Matthew Bowers  
5 Calle La Morada  
Pena Blanca, NM 87041  
505-506-7584  
Proposal for (O&M Services)  
2019-2020 School Year

Agency/District: Cimarron School district

Date of Proposal: 5/9/2019

Student(s) Name:

Type of Services: TVI and O&M services

Amount of Service: 2 hours a month of direct and 1 hour of indirect for lesson planning each lesson for 9 months

Begin Date: August 1st, 2019

End Date: May 24<sup>th</sup>, 2020

Direct Service Fees

**Direct Service Fee** is assessed at \$101.00 dollars per hour for an estimated amount of hours.

**Travel Time** is assessed at \$101.00 hour for a total of so many hours as split between Raton and Cimarron hours for travel.

**Mileage** is assessed from my home to the lesson site as split between Raton and Cimarron hours, and return at the rate of .54 per mile.

Conditions

All services will be delivered as outlined, per IEP requirements and through direction of the Special Services Coordinator. *Students who are ill or otherwise absent, are charged at the full hourly rate.*

All services are billed by the 1st of the month following delivery of services. Payment for services must be made within fourteen (14) business days from the date of the invoice to prevent interruption of student/client services and to prevent interest accrual on the outstanding balance, unless previous arrangements have been made with the service provider.

Terms and conditions of this proposal for services is accepted and binding by issuance of a contract and/or purchase order for the above Grand Total amount by Cimarron Public Schools.

This Proposal for Services is good for one month from which the proposal is dated.

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Matthew Bowers MA. TSVI/O&M  
Service Provider

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Date

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## Re: corrected proposal

1 message

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**Daelena Potter** <dpotter@cimarronschools.org>

Wed, Jul 17, 2019 at 11:36 AM

To: matthew bowers <tviandoandm@gmail.com>

Cc: Anita Padilla <apadilla@cimarronschools.org>, Adan Estrada <aestrada@cimarronschools.org>, Lawana Whitten <lwhitten@cimarronschools.org>

Matthew,

Hello! Our new school year is just around the corner. Very excited to work with you. I am turning in your estimated contract amount to our business office in order to create a PO and for board approval. Here is what I am turning in. If it is different than what you were estimating, please let me know ASAP.

9 months x 3 hours a month= 27 hours

27 hours x \$101.00 an hour is \$2727.00

Travel time billed= From Pena Blanca to Raton is 199 miles, Raton to Cimarron is 41 Miles, Cimarron to Pena Blanca is 183 miles. Round trip for you would be 423 miles. We split that with Raton, which would be 185 miles x \$.54 a miles = \$99.00 a trip x 10 trips = \$999.00

(\*\*\*If we were not splitting that with Raton, it would be 366 miles which would be \$197.64)

Travel Time = 5 hours each trip (round trip) split with Raton? I will give an estimate as if you were just coming to Cimarron which would be 5 x \$101 = \$505 x 10 trips =

Service + Travel + travel time (overestimated as shared with Raton) = \$8776

Then tax would be on top of that, right?

If this is looking correct, I will have you working with our business office (Anita Padilla) to clarify and finalize the "taxes" etc. so we have the right estimate. Thanks!!

Daelena Potter

Cimarron Municipal Schools

Special Education Director

K-8 Special Education Teacher

(575) 376-2512 Ext. 217

dpotter@cimarronschools.org

On Thu, May 9, 2019 at 9:06 PM matthew bowers <tviandoandm@gmail.com> wrote:

Matthew Bowers, MA, TSVI/COMS

Teacher of Students with Visual Impairments

Certified Orientation and Mobility Specialist

5 Calle La Morada

Pena Blanca, NM 87041

505-506-7584

# M.C. ELECTRIC, INC.

PO Box 1229, Espanola, NM 87532 Office: 505-747-2813 Cell: 505-470-2294 Fax: 505-747-6750 email: mcelectricinc@live.com  
License #56316 Public Works Registration #002382020120120 Resident Contractor #L1760883152 CES Procurement Partner

## PROPOSAL AND CONTRACT

### *Cimarron High School Five New Gym Exhaust Fans*

TO: Cimarron High School

July 10, 2019

Attn: Anita Padilla

**PRICE INCLUDES:** Per conversation between Teddy Salazar and Melvin Cordova; remove five existing exhaust fans with five new exhaust fans. Exhaust fans to be installed to existing roof curb unit openings.

**PRICE EXCLUDES:** Bond, patching, cutting, painting, water, asphalt, blue stake locate, compact testing, Equipment and conductor testing, trash disposal, utility fees, temporary power, core drilling, light pole concrete bases, existing light pole concrete bases removal, concrete transformer pad, transformers, exhaust fans, equipment controllers, additional fixture wire supports, roof jacks, cash allowances, removal of excess dirt, water for compaction, primary cable and conduit, primary J box's, primary transformer, interlock control for HVAC, interlock wiring for exhaust fans, fiber optic system, all interlock controls & wiring for controls, HVAC control wiring, ESA System, card reader equipment, owner provided equipment, wireless access system, fire pump controller, jockey pump controller, fire pump pull box, PV system and customer generation system, Ansul System and All controls for Ansul system, Telephone primary conduit, PA System, Data System, PA System, Cameras, Security System.

All the above work to be completed in a substantial and workmanlike manner according to standard practices for the sum of:

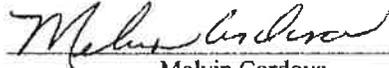
**BASE BID: (\$ 22,420.00) Twenty-Two Thousand Four Hundred Twenty and No/100 Dollars.**

Payments to be made according to work progress and material delivery to the value of one hundred percent (100%) of all work completed. The final payment is to be paid within fifteen days after completion of project. A two percent (2%) increase every fifteen (15) days from invoice date and any legal fees that may incur to lack of payment.

Any alteration or deviation from the above specifications involving extra work, cost of material, or labor will only be executed upon written orders for same and will become an extra charge over the sum mentioned in this contract. All agreements must be made in writing.

THIS PROPOSAL IS VALID FOR TWENTY (20) DAYS FROM SAID DATE

Respectfully Submitted,

  
Melvin Cordova

Acceptance

You are hereby authorized to furnish all materials and labor required to complete the work mentioned in the above proposal, for which I agree to pay the amount said in the above proposal and according to the terms thereof.

Accepted,

\_\_\_\_\_  
Date: \_\_\_\_\_, 2019

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## Statement of Work

Date	7/15/2019
Client	Cimarron Municipal School District
Job Name	Camera Installation for FY19-20
Requested by	Adan Estrada
From	SchoolTechSolutions – Dmitri Calvert, Owner and Chief Consultant

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### Summary/Scope

SchoolTechSolutions, LLC (STS), with its designates, proposes to assist Cimarron Municipal School District (CMSD) with installation of a video surveillance system during FY 2019-2020. STS can obtain a quote with a 27% discount for equipment from All Campus Security (ACS), which you must purchase directly. Cameras range from \$275-375.00 each.

STS proposes to install, configure, focus all cameras in their physical locations, as well as configure Video Insight camera surveillance management system/DVR on an existing server with 2TB (terabyte) of expandable storage. This project requires data cabling to each camera location, which is included in our estimate. STS will purchase all cabling materials required, which is included in the price. If further storage is needed to extend beyond two weeks of data retention, we will provide a separate quote for an extended storage solution.

STS will provide a separate quote for the installation and configuration of the Video Insight server software, as well as up to 50 Advidia POE (power over ethernet), indoor/outdoor, infrared cameras and mounting equipment, which can be purchased directly by CMSD from All Campus Security. Upon delivery of equipment to CMSD, STS will build the server and mount, install, focus, and configure the cameras. STS will coordinate with administration and designated staff for training on the system including operation, viewing, and recording on both the computer and mobile software client.

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### Pricing Estimate

**\$275.00 per camera x 50 = \$13,750.00 + 8.5% GRT**

- Mounting, installation, focus, and configuration of each camera
- Cabling, termination, testing, and labeling of CAT6 to all camera locations

- Installation and configuration of Video Insight software on server
- 1 session onsite training = \$300.00 + 8.5% GRT**

**Total: \$14,050.00 + 8.5%GRT**

Further support, training, custom configuration and orientation for new staff members beyond the scope of the work outlined above will be billed at our standard rates.

Billing will be upon completion of installation with payment due within 30 days. Late fees will be applied if required.

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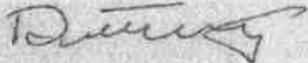
### Key Assumptions

CMSD's technology team, consultants, and leadership will provide local access to required network and computer systems. STS will work closely with CMSD's designated network and systems vendor and on-site technology leaders to develop and implement new technology initiatives, including hardware, software, systems, support, and training.

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### Acceptance

The client named below verifies that the terms of this Statement of Work is acceptable. The parties herein each act with proper authority by their respective companies.

Cimarron Municipal School District	SchoolTechSolutions, LLC
_____ Company name	_____ Company name
Adan Estrada	Dmitri Calvert
_____ Full name	_____ Full name
Director	Owner, Chief Consultant
_____ Title	_____ Title
_____ Signature	 _____ Signature
_____ Date	7/15/2019 _____ Date

All Campus Security

1800 Augusta, Suite # 120  
Huston, TX 77057

Phone: (512) 853-9411  
Fax: (512) 692-6237

**DRAFT  
QUOTE**

7/18/2019

**BILL TO**

Adan Estrada  
Cimarron Municipal Schools  
125 N. Collison Ave.  
Cimarron, NM 87714  
(575) 376-2445  
aestrada@cimarronschools.org

**SHIP TO**

Adan Estrada  
Cimarron Municipal Schools  
125 N. Collison Ave.  
Cimarron, NM 87714  
(575) 376-2445

DESCRIPTION	QTY	UNIT PRICE	TOTAL
Advidia E-47-V	13	\$397.85	\$5,172.05
Advidia A-37-FW	37	\$273.75	\$10,128.75
E-B302S-WM	13	\$25.00	\$325.00
E-A101-CAP	13	\$8.21	\$104.00
A-MD-WM	21	\$25.55	\$536.55

**SUBTOTAL** \$16,266.35

**DISCOUNT** 0.00

**SUBTOTAL LESS  
DISCOUNT** \$16,266.35

**TAX RATE** 0.00%

**TOTAL TAX** 0.00

**SHIPPING/HAND  
LING** \$116.00

**Quote Total** **\$ 16,382.35**



Baca Valley Telephone Company, Inc.  
Sierra Communications, Inc.



532 Broadway Avenue  
P.O. Box 67  
Des Moines, NM 88418

07/20/2019

To Whom It May Concern:

The following is a quote for a 3MP high-resolution camera surveillance system at the Cimarron Middle School. All prices include labor and hardware and are subject to change after 60 days. Cameras have a three-year warranty; all other parts and labor are warranted for one year after completion of the install. Thank you for considering Baca Valley and Sierra Communications for your surveillance system needs.

Qty.	Model	Description	Price Each	Total Cost
1	CV-R7SYSTEM	ClearVision Enterprise NVR System 8GB RAM 32TB Hard Drive Win10 Pro	\$ 4,050.00	\$ 4,050.00
26	CV-EVD3100	2 MP Vandal Proof 3-9mm Vari-Focal Lens Dome Cameras Infra-Red LED's	\$ 300.00	\$ 7,800.00
1	CV-POE0801	8 Port POE Switch	\$ 300.00	\$ 300.00
1	PRO-1500	Enspire Battery Back-up	\$ 280.00	\$ 280.00
1	PRO-750	Enspire Battery Back-up	\$ 140.00	\$ 140.00
1	Cable	Cat-6 Plenum Cable	\$ 1,300.00	\$ 1,300.00
1	MISC	Miscellaneous Materials	\$ 300.00	\$ 300.00
120	Hours	Installation Labor	\$ 80.00	\$ 9,600.00
1	Tax	Tax on Labor	7.75%	\$ 744.00
			Total	\$24,514.00

Please feel free to call our office at (888) 682-2101, or my cell at (575) 643-7620 with any questions that you may have. Thank you again for your time and consideration.

Zachary Osborn  
Technical Specialist  
Baca Valley Telephone Co., Inc. & Sierra Communications, Inc.



Baca Valley Telephone Company, Inc.  
Sierra Communications, Inc.



532 Broadway Avenue  
P.O. Box 67  
Des Moines, NM 88418

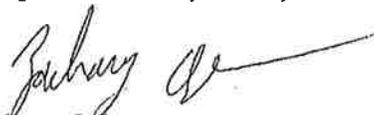
07/20/2019

To Whom It May Concern:

The following is a quote for a 3MP high-resolution camera surveillance system at the Cimarron High School. All prices include labor and hardware and are subject to change after 60 days. Cameras have a three-year warranty; all other parts and labor are warranted for one year after completion of the install. Thank you for considering Baca Valley and Sierra Communications for your surveillance system needs.

Qty.	Model	Description	Price Each	Total Cost
1	CV-R7SYSTEM	ClearVision Enterprise NVR System 8GB RAM 32TB Hard Drive Win10 Pro	\$ 4,050.00	\$ 4,050.00
24	CV-EVD2100	2 MP Vandal Proof 3-9mm Vari-Focal Lens Dome Cameras Infra-Red LED's	\$ 300.00	\$ 7,200.00
1	PRO-1500	Enspire Battery Back-up	\$ 280.00	\$ 280.00
1	Cable	Cat-6 Plenum Cable	\$ 1,200.00	\$ 1,200.00
1	MISC	Miscellaneous Materials	\$ 200.00	\$ 200.00
110	Hours	Installation Labor	\$ 80.00	\$ 8,800.00
1	Tax	Tax on Labor	7.75%	\$ 682.00
			Total	\$22,412.00

Please feel free to call our office at (888) 682-2101, or my cell at (575) 643-7620 with any questions that you may have. Thank you again for your time and consideration.

  
Zachary Osborn  
Technical Specialist  
Baca Valley Telephone Co., Inc. & Sierra Communications, Inc.

**Actual Communications Solutions**

Larry Todd Tosta, RCDD

P.O. BOX 1570  
Angel Fire, NM 87710  
575-999-1022  
ltosta@actcomsol.com

DESIGN

CONSULTATION

INSTALLATION

**Proposal**

RFQ #0142  
DATE: JULY 16, 2019

**TO:**  
Adan Estrada  
Cimarron Municipal School District  
aestrada@cimarronschools.com

**FOR:**  
Camera System Installation  
For FY19-20

Description	AMOUNT
<p>Actual Communications Solutions(ACS) proposes to purchase and install:</p> <p>Fifty(50) Power-Over-Internet (POE) 4 megapixel POE Vandal-Proof IK10 Dome Cameras with 2.8~12mm motorized variable focus lens.</p> <p>Two(2) Network Video Recorders (NVR) Rack mounted, 16-port POE network interfaces</p> <p>One(1) 24-port POE Switch</p> <p>Three(3) Battery Backup Units</p> <p>ACS will install new CAT6 cabling from cameras to NVR/Switches where necessary.</p> <p>ACS will install software and provide software/system training to delegated personnel.</p>	<p>\$38,425.93</p> <p>\$3074.07</p>
<b>TOTAL</b>	<b>\$41,500</b>



www.midtownvideo.com

4824 SW 74th Ct.  
Miami FL 33155  
USA305 669-1117

PAGE	QUOTATION NO.	CUST. NO.
1	19893	183064

## QUOTATION

**SOLD TO**

**Cimarron Municipal Schools**

125 N. Collison Ave

Cimarron NM 87714  
USA

**SHIP TO**

**Cimarron Municipal Schools**

125 N. Collison Ave

Cimarron NM 87714  
USA

ORDER DATE	PURCHASE ORDER NO.	SHIP VIA	F.O.B.	TERMS	
04/25/19	ATHLETICS	DROP SHIP - GROUND SERVICE		Net 30	
BUYER	DATE REQUESTED	LOCATION	SALESPERSON	TERRITORY	
Harold White	05/25/19		Carl VanOrmer		
ITEM NO.	DESCRIPTION		QTY ORDER	UNIT PRICE	EXTENSION

ITEM NO.	DESCRIPTION	QTY ORDER	UNIT PRICE	EXTENSION
NEWTC410PBB	Newtek Tricaster 410Plus Base Bundle includes TC410P and TC1SP Control Surface	1	\$ 14,995.00	\$ 14,995.00
NEWPTTC410P	Newtek Protek Care for TC410P (Initial 2 years)	1	\$ 2,295.00	\$ 2,295.00
NEWEHWTC410P	Newtek Hardware Warranty (initial 2yr) includes CS	1	\$ 1,095.00	\$ 1,095.00
NEW3PLAY425FULLN	NewTek 3Play 425 (Includes Control Surface)	1	\$ 11,995.00	\$ 11,995.00
NEWPT3P425	Newtek ProTek Care for 3Play 425 (initial 2 year coverage, includes CS)	1	\$ 2,995.00	\$ 2,995.00
NEWEHW3P1	Newtek 2-Year Hardware Warranty for 3Play 1 (1 year Extensior plus 1 year Standard Warranty)	1	\$ 1,495.00	\$ 1,495.00
WBO0E43LED4K	WBOX 43" LED 4K Display w/ 2yr warranty	2	\$ 260.00	\$ 520.00
JBLPRX812W	JBL 12" 2-Way Stage Monitor, Powered	4	\$ 749.00	\$ 2,996.00
SOU5049563	Soundcraft Signature 22 MTK 22 input Mixer	1	\$ 799.00	\$ 799.00
APPMR942LLA	Apple 15" MacBook Pro 2.6GhZ, 6 Core, 16GB, 512GB SSD	2	\$ 2,799.00	\$ 5,598.00
WESWP819	WEST PENN 1000' 20AWG RG59U CABLE, BLACK	1	\$ 344.00	\$ 344.00
WESWPFSNS59BSL	West Penn RG-59 Compression Connector (25pack)	1	\$ 82.00	\$ 82.00
WESWPCPSNSSCP59	West Penn Compression Tool	1	\$ 92.00	\$ 92.00
JVCKA551U	JVC Tripod adapter plate	3	\$ 346.00	\$ 1,038.00
IDXA70A	IDX Single Output Camera Power Supply	4	\$ 306.00	\$ 1,224.00
IDXA4XLRB	IDX 4 PIN POWER CABLE	4	\$ 39.00	\$ 156.00
PANAWHE40SKPJ	Panasonic HD Pan/Tilt/Zoom (PTZ) Camera, 30x Optical zoom, PoE+, SDI Out, Black	2	\$ 3,234.00	\$ 6,468.00
PANAWRP50NJ	Panasonic Sub-compact Pan-tilt System Controller	1	\$ 2,145.00	\$ 2,145.00
FEC40WMB	FEC Wall Mount for AWHE40 Black	2	\$ 180.00	\$ 360.00
TRETPET80	Trendnet 8 Port POE+ Unmanaged Switch	1	\$ 229.00	\$ 229.00
HONWG63601101	Honeywell 1000' CAT5, White	1	\$ 172.00	\$ 172.00
WESWPPSA596	West Penn Cable Stripper	1	\$ 35.00	\$ 35.00
SHIPHANDLING	Shipping and Handling Charges	1	\$ 500.00	\$ 500.00

<b>SUBTOTAL</b>	<b>Tax</b>	<b>\$ 57,628.00</b>	<b>\$ 57,628.00</b>
<b>QUOTATION</b>		<b>TOTAL ORDER VALUE</b>	
19893			

# Tarheel Productions, LLC

567 Lazy Meadow Dr. E, Jacksonville, FL 32225

## Quote

Quote No.: 20190426-001

THIS IS AN UPDATE TO QUOTE 20190108-01

There have been a couple of changes due to discontinued items and price changes since initial quote. Also some additional items added to increase capability and allow for upgrade.

**Bill To:**

Cimarron Municipal Schools  
125 N. Collison Ave  
Cimarron, NM 87714  
Attn; Adan Estrada

Date	Customer ID	Sales Rep.	Terms	Tax ID
01/02/2019	Cimarron Schools	Harold White	Upon Receipt	46-2738115

QTY	Item	Description	Unit Price	Total
1	NEWTC410PBB	Newtek TriCaster 410 Plus (Includes Control Surface)	\$19,000.00	\$19,000.00
1	NEW3PLAY	425FULLN NewTek 3Play 425 (Includes Control Surface)	\$13,000.00	\$13,000.00
1	NEWPTTC460	Newtek ProTek care for Tricaster 410 (initial 2 year coverage, includes Control Surface)	\$3,250.00	\$3,250.00
1	NEWEHWTC460	Newtek 2 year hardware warranty (includes Control Surface)	\$1,600.00	\$1,600.00
1	NEWPT3P425	Newtek ProTek Care for 3Play 425 (initial 2 year coverage, includes control surface)	\$3,250.00	\$3,250.00
1	NEWEHW3P1	Newtek 2-Year Hardware Warranty for 3Play 1 (1 year Extension plus 1 year Standard Warranty)	\$1,600.00	\$1,600.00
2	WBO0E43LED4K	WBOX 43" LED 4K Display w/ 2yr warranty	\$500.00	\$1,000.00
1	SOU5049563	Soundcraft Signature 22 MTK 22 input Mixer	\$1,000.00	\$1,000.00
4	JBLPRX812W	JBL 12" 2-Way Stage Monitor, Powered	\$850.00	\$3,400.00
2	APPMR942LLA	Apple 15" MacBook Pro 2.6GHz, 6 Core, 16GB, 512GB SSD	\$3,000.00	\$6,000.00
1	WESWP819	West Penn 1000' 20 AWG RG59U cable, Black	\$500.00	\$500.00
1	WESWPFSN59BSL	West Penn RG-59 Compression Connectors (25 pack)	\$100.00	\$100.00
1	WESWPCPSNSCP59	West Penn Compression Tool	\$125.00	\$125.00
3	JVCKA551U	JVC Tripod Adapter Plate	\$400.00	\$1,200.00
4	IDXIA70A	IDX Single Output Camera Power Supply	\$400.00	\$1,200.00

ADDRESS

PHONE

EMAIL

567 Lazy Meadow Dr E, Jacksonville, FL 32225

904-614-1119

Harold.white@tpe.com

Part Number	Description			B&H
NEWTC460A	Newtek TriCaster 460 Advanced Edition (Incl Control Surface)	1	\$ 19,995.00	\$ 19,995.00
NEW3PLAY	425FULLN NewTek 3Play 425 (Includes Control Surface)	1	\$ 11,995.00	\$ 11,995.00
NETCAETC460	Upgrade to 460	1	\$ 1,995.00	\$ 1,995.00
NEWPTTC460	Newtek ProTek care for TriCaster 460 (initial 2 year coverage, includes Control Surface)	1	\$ 2,995.00	\$ 2,995.00
NEWHEWTC460	Newtek 2 year hardware warranty (includes Control Surface)	1	\$ 1,495.00	\$ 1,495.00
NEWPT3P425	Newtek ProTek Care for 3Play 425 (initial 2 year coverage, includes control surface)	1	\$ 2,995.00	\$ 2,995.00
NEWHEW3PI	Newtek 2-Y ear Hardware Warranty for 3Play 1 (1 year Extension plus 1 year Standard Warranty )	1	\$ 1,495.00	\$ 1,495.00
WBO0E43LED4K	WBOX 43" LED 4K Display w/ 2yr warranty	2	\$ 260.00	\$ 520.00
SOU5049563	Soundcraft Signature 22 MTK 22 input Mixer	1	\$ 799.00	\$ 799.00
JBLPRX812W	JBL 12" 2-Way Stage Monitor, Powered	4	\$ 749.00	\$ 2,996.00
APPMR942LLA	Apple 15" MacBook Pro 2.6GHz, 6 Core, 16GB, 512GB SSD	2	\$ 2,799.00	\$ 5,598.00
JVCKA551U	JVC Tripod Adapter plate	3	\$ 315.00	\$ 945.00
IDXIA70A	IDX Single Output Camera Power Supply	4	\$ 256.80	\$ 1,027.20
IDXCA4XLRB	IDX 4 pin Camera Power Cable	4	\$ 31.00	\$ 124.00
PANAWHE40SKPJ	Panasonic HD Pan/Tilt/Zoom (PTZ) XMERA 30x Optical Zoom, PoE+, SDI out, Black	2	\$ 3,445.00	\$ 6,890.00
PANAWRP50NJ	Panasonic Sub Compact Pant-tilt System Controller	1	\$ 1,990.00	\$ 1,990.00
FEC40WMB	FEC Wall Mount for AWE40 Black	2	\$ 163.95	\$ 327.90
TRETPET80	Trednet 8 port POE+ Unmanaged Switch	1	\$ 300.00	\$ 300.00
HONWG63601101	Honeywell 1000' CAT5 White	1	\$ 172.00	\$ 172.00
WESWPPSA596	West Penn Cable Stripper	1	\$ 50.00	\$ 50.00
WESWP819	West Penn 1000' 20 AWG RG59U cable, Black	1	\$ 205.00	\$ 205.00
WESWPFSN59BSI	West Penn 1000' 20 AWG RG59 Compression Connectors (25 pack)	1	\$ 120.00	\$ 120.00
WESWPCPSNSCP:	West Penn Compression Tool	1	\$ 125.00	\$ 125.00
				\$ 65,154.10

4	IDXCA4XLRB	IDX 4 pin Camera Power Cable	\$75.00	\$300.00
2	PANAWHE40SKPJ	Panasonic HD Pan/Tilt/Zoom (PTZ) XMERA 30x Optical Zoom, PoE+, SDI out, Black	\$3,600.00	\$7,200.00
1	PANAWRP50NJ	Panasonic Sub Compact Pant-tilt System Controller	\$2,500.00	\$2,500.00
2	FEC40WMB	FEC Wall Mount for AWE40 Black	\$200.00	\$400.00
1	TRETPET80	Trednet 8 port POE+ Unmanaged Switch	\$300.00	\$300.00
1	HONWG63601101	Honeywell 1000' CAT5 White	\$200.00	\$200.00
1	WESWPPSA596	West Penn Cable Stripper	\$50.00	\$50.00

Thank You For The Opportunity To Quote  
Your Project!

Subtotal:	\$67,175.00
Tax:	\$5,653.31
Shipping:	\$1,000.00
Miscellaneous:	0.00
Balance Due:	\$73,831.32