



Purchasing Department
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September 14, 2021

Attn: All Bidders

Subject: RFP-22-12-26 Community School Before, After and During School Professional Services

This letter is to inform you that the above RFP was approved on our September 14, 2021 regularly scheduled Governing Board meeting for the 2021-2022 fiscal year to Hello Stix, Little Scholars LLC, Sylvan Learning.

The District is awarding:

- Hello Stix: \$77,000 per year
- Little Scholars, LLC: \$75,000 per year
- Sylvan Learning: \$45,000 per year

This will be the first fiscal year of this agreement with the option to renew annually for up to 4 years at the District's discretion.

Thank you for your participation.

Sincerely,

A handwritten signature in blue ink, appearing to read "Joel Martinez", with a long horizontal flourish extending to the right.

Joel Martinez
Purchasing Supervisor

C: Yolanda Gradillas
Bid: RFP 22-12-26

Fee Schedule

5. ***Fee Schedule: Offerors shall provide specific detail by section on their fee schedule. All though a flat hourly rate is preferred, a sliding scale, and/or commission schedule may be proposed. The fee schedule shall be complete covering all potential costs points including correspondence and travel (if necessary).***

DETAILS					
* includes travel, salary, fees and all costs associated with instruction	MAX. STUDENT TEACHER RATIO	TOTAL HOURS	HOURLY RATE	MATERIALS	TOTAL COST (FLAT RATE)*
STEM Camps	12:1	15	\$150	\$900	\$3,150
Ace It!	8:1	30	\$120	\$300	\$3,900

Additional Required Responses

- Description or references that address experience working in culturally diverse communities and with school aged children.
- A summary of how data will be collected, including any data system that will be used, how student and family information will be collected in compliance with all FERPA regulations and how access to the data will be restricted to authorized personnel only.
- Include a summary of how SUSD might provide ongoing feedback on both the content of the programming as well as the effectiveness of the providers.

1.) Description or references that address experience working in culturally diverse communities and with school aged children.

Sylvan Learning has had the opportunity to provide educational services to over 3 million of students in the past 40 year and many of those opportunities have been in partnership with school districts and communities in culturally diverse communities. One of the best examples of our work in the area of STEM was with the Mission Economic Development Corporation in Texas. Recognizing the need for educational and workforce development opportunities in the Texas Rio Grande Valley region, the Mission Economic Development Corporation, with the support of the City of Mission Boy and Girls Club, invited strategic local partners, Sylvan Learning, local school districts and Border Kids Code, to join in creating a public-private partnership to promote STEM skills, which we called Code the Town. Please see the attached [White House Initiative, Fulfilling America's Future: Bright Spots in Hispanic Education](#) to read more about this successful venture.

Sylvan Learning is an equal opportunity employer, but more importantly we strive to hire teachers that reflect our student base as we believe they have a unique perspective for understanding our student's perspective and thus a better chance a building a positive rapport that in turn motivates and encourages the student academically.



Section 5: Fee Schedule

Standard Price Classes: \$150/hour

1. **Administrative costs**
 - a. **Salary (In house)- \$50.00**
 - b. **Fringe- \$7.50**
2. **Direct service costs**
 - c. **Program costs (consumable materials, supplies, shipping)- \$18.75**
 - d. **Staff Salaries- \$30.00**
 - e. **Fringe-\$5.00**
 - f. **Other direct costs- \$5.00**
3. **Grants, donations, etc.- N/A**
4. **Assumptions- Class size is 15-20 students/1 teacher.**

Low Cost Classes: \$125/hour

1. **Administrative costs**
 - a. **Salary (In house)- \$50.00**
 - b. **Fringe- \$7.50**
2. **Direct service costs**
 - c. **Program costs (consumable materials, supplies, shipping)- \$12.75**
 - d. **Staff Salaries- \$30.00**
 - e. **Fringe-\$5.00**
 - f. **Other direct costs- \$5.00**
3. **Grants, donations, etc.- N/A**
4. **Assumptions- Class size is 15-20 students/1 teacher. Minimal supplies needed. (Examples of these classes are Running Club, Mindful Fitness, Newspaper).**

Classes with Supply Fee: \$225/hour

1. **Administrative costs**
 - a. **Salary (In house)- \$50.00**
 - b. **Fringe- \$7.50**
2. **Direct service costs**
 - c. **Program costs (consumable materials, supplies, shipping)- \$37.50**
 - d. **Staff Salaries- \$40.00**
 - e. **Fringe-\$5.00**



f. **Other direct costs-** \$5.00

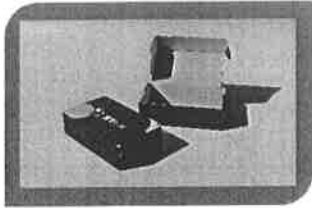
3. **Grants, donations, etc.-** N/A

Assumptions- Class size is 15-20 students/1 teacher. Classes use specialty supplies that come at a premium price. Examples are fresh foods, additional art supplies, planting materials.



Tab 5- Fee Schedule

- STIIX is constantly working on improving our pricing. If offering a further percent discount would help in taking the first step towards a great working relationship, then that is a conversation we would love to have!



<i>Digital access to web pages and resources available for unlimited personnel.</i>	
Shipping	<i>(0.58)*Miles</i>

*Applies to any & all listed options:

Consumer pricing for STIIX kits can be found on our webpage where we sell them as "one-off" kits:
<https://www.hellostiix.com/one-off>

STIIX Creator Kit Price		
Listed	Tax	Total
34.95	10%	\$ 38.45



If it makes more sense for the district to purchase the kits in a similar fashion and packaging style offered to individuals, STIIX is offering our kits for \$20 / kit to SAVE members - a 48% discount.

Individual Kits for SAVE members			
Listed	Tax	Total	% Discount
20	0%	\$ 19.95	\$ 0.48



Note: Following 'Bundles' are priced for a group/class of 30 students. Numbers can be scaled for larger or smaller classes.

Savings on packaging supplies and mfg. efforts enables us to offer the contents from a certain number of kits in the form of an organized bin. We can outfit the bins

This first option is designed for a scenario in which every student builds his or her own project.

Individual Bundle		
Desc: Contains materials for thirty (30) individuals plus spare sets for examples/teachers. Also includes supplies to test projects as a group and project guides & project academic takeaways in print material.		
Price per bundle	Unit cost (Per student)	Discount from Catalog pricing
\$ 525.00	\$ 17.50	55%





Bundle #2 encapsulates an option if working in pairs is preferred. If numbers are kept consistent (i.e.: class of 30), materials for 15 would be sent.



Bundle #2		
Desc: Contains materials for fifteen (15) pairs of two (2) plus spare sets for examples/teachers. Also includes supplies to test projects as a group and project guides & project academic takeaways in print material.		
Price per bundle	Unit cost (Per student)	Discount from Catalog pricing
\$ 495.00	\$ 16.50	58%

Bundle #3 presents another option if working in teams of 3 is preferred.

We do not recommend more than teams of 3 in order to ensure all students play a role in the "Engineering Design Process"



Bundle #3		
Desc: Contains materials for ten (10) teams of three (3) plus spare sets for examples/teachers. Also includes supplies to test projects as a group and project guides & project academic takeaways in print material.		
Price per bundle	Unit cost (Per student)	Discount from Catalog pricing
\$ 460.00	\$ 15.50	60%



For the 1st kit in a STIIX subscription, we send welcome materials such as a hot glue gun, ruler set, and an engineering notebook. We offer this same set of 3 items as a bundle sold separately.

*Only need to purchase once for dozens of projects worth of usage

*Contact us for pricing on individual items from 'Starter Materials Bundle'

Starter Materials Bundle	
Desc: Contains all supplemental materials to successfully build not just one STIIX project, but dozens into the future. 3 items that help throughout the various portions of the engineering design process, and serve as helpful materials to keep around in general: Hot glue gun, Engineering Notebook, 5-Piece ruler set	
Per set (of 3 items)	\$ 5.99





If any in-person sessions, administering the units are requested, hourly rates for STIIX personnel are listed.



STIIX Hourly Rates	
Leadership	\$ / hr.
Intern	\$40 / hr.

STIIX has worked incredibly hard to make our kits, and process in general, as user-friendly as possible. A big part of that is making sure teachers feel prepared and comfortable to deliver our units without much preparation. We do our best to take all the hard and time-consuming work out of this for teachers and allow them to focus on the important parts.

Between our lesson plans, resources, website, and availability, educators are easily able to understand the who, what, when where, why, etc....

With that being said, please contact us for any professional development needs/pricing to hear about our various plans which span one-two (1-2) hour sessions on one-two (1-2) days of workshops.

***Note: STIIX subscribes to SurveyMonkey, a premiere surveying software. We develop custom surveys through them we send out to customers/clients to monitor feedback and progress.**