

NOTICE OF PUBLIC MEETING of the Board of Directors of SOMERSET ACADEMY OF LAS VEGAS

Notice is hereby given that the Board of Directors of Somerset Academy of Las Vegas, a public charter school, will conduct a public meeting on January 6, 2023 beginning at 8:00 a.m. via Zoom webinar. The public is invited to attend.

PLEASE CLICK THE LINK BELOW TO JOIN THE WEBINAR:

https://us02web.zoom.us/j/87124042687 OR VIA PHONE +17193594580 +12532050468

ATTACHED HERETO IS AN AGENDA OF ALL ITEMS SCHEDULED TO BE CONSIDERED. UNLESS OTHERWISE STATED, THE BOARD CHAIRPERSON MAY 1) TAKE AGENDA ITEMS OUT OF ORDER; 2) COMBINE TWO OR MORE ITEMS FOR CONSIDERATION; OR 3) REMOVE AN ITEM FROM THE AGENDA OR DELAY DISCUSSION RELATING TO AN ITEM.

REASONABLE EFFORTS WILL BE MADE TO ASSIST AND ACCOMMODATE PHYSICALLY DISABLED PERSONS DESIRING TO ATTEND OR PARTICIPATE IN THE MEETING. ANY PERSONS REQUIRING ASSISTANCE MAY CONTACT DENA THOMPSON AT (702) 431-6260 OR DENA.thompson@academicanv.com TWO BUSINESS DAYS IN ADVANCE SO THAT ARRANGEMENTS MAY BE CONVENIENTLY MADE.

The meeting agenda, support materials, and minutes are available at 6630 Surrey St, Las Vegas, NV 89119, via email at dena.thompson@academicanv.com, or by visiting the school's website at https://somersetacademyoflasvegas.com/ For copies of the meeting audio, please email dena.thompson@academicanv.com.

Public comment may be limited to three minutes per person at the discretion of the Chairperson.

Please email dena.thompson@academicanv.com to submit or sign up for public comment in advance. Public comment can also be made in person at the meeting.



We prepare students to excel in academics and attain knowledge through life-long learning by dedicating ourselves to providing Equitable, high-quality education for all students. We promote a culture that maximizes student achievement and fosters the development of accountable 21st Century learners in a safe and enriching environment.

Board of Directors

TRAVIS MIZER – Board Chair

SARAH McClellan – Board Vice Chair

Lenora Bredsguard – Board Secretary

Will Harty – Board Treasurer

Cody Noble – Board Member

John Bentham – Board Member

Renee Fairless – Board Member

MEETING OF THE BOARD OF DIRECTORS JANUARY 6, 2023

AGENDA

1. CALL TO ORDER AND ROLL CALL

2. Public Comment

(No action may be taken on a matter raised under this item of the agenda until the matter itself has been specifically included on an agenda as an item upon which action will be taken.)



3. Action & Discussion Items

(ACTION MAY BE TAKEN ON THOSE ITEMS DENOTED "FOR POSSIBLE ACTION")

- a. Review and Approval of the Minutes from the November 29, 2022 Board Meeting (For Possible Action)
- b. Review and Approval of Three Year Contract with Data Insights for all Seven Campuses (For Possible Action)
- 4. Announcements and Notifications
- 5. Member Comment
- 6. Public Comment

(NO ACTION MAY BE TAKEN ON A MATTER RAISED UNDER THIS ITEM OF THE AGENDA UNTIL THE MATTER ITSELF HAS BEEN SPECIFICALLY INCLUDED ON AN AGENDA AS AN ITEM UPON WHICH ACTION WILL BE TAKEN.)

7. ADJOURN MEETING

This notice and agenda has been posted on or before 9 a.m. on the third working day before the meeting at the following locations:

- 1) <u>HTTPS://SOMERSETACADEMYOFLASVEGAS.COM/</u>
- 2) <u>HTTPS://NOTICE.NV.GOV/</u>

SOMERSET ACADEMY OF LAS VEGAS

SUPPORT SUMMARY

MEETING DATE: JANUARY 6, 2023
AGENDA ITEM: 3a - REVIEW AND APPROVAL OF THE MINUTES FROM THE NOVEMBER
29, 2022 BOARD MEETING
Number of Enclosures: 1
SUBJECT: Approval of Minutes
X_ACTION
CONSENT AGENDA
INFORMATION
Public Hearing
Presenter(s): Board
PROPOSED WORDING FOR MOTION/ACTION:
MOVE TO APPROVE THE MINUTES FROM THE NOVEMBER 29, 2022 BOARD MEETING,
AS PRESENTED.
FISCAL IMPACT: NA
ESTIMATED LENGTH OF TIME FOR CONSIDERATION (IN MINUTES): 1-2 MINUTES
BACKGROUND: A BOARD MEETING WAS HELD ON NOVEMBER 29, 2022. AS SUCH, THE
MINUTES WILL NEED TO BE APPROVED FOR THAT MEETING.

MINUTES

OF THE MEETING OF THE BOARD OF DIRECTORS OF SOMERSET ACADEMY OF LAS VEGAS NOVEMBER 29, 2022

The Board of Directors of Somerset Academy of Las Vegas held a public meeting on November 29, 2022, at 8:00 p.m. via Zoom.

1. CALL TO ORDER AND ROLL CALL

Board Treasurer Will Harty called the meeting to order at 8:03 a.m. In attendance were Board members LeNora Bredsguard, Will Harty, Cody Noble (arrived at 8:08 a.m.), John Bentham, and Renee Fairless.

Members Travis Mizer and Sarah McClellan were not in attendance.

Also present were Principal Lee Esplin, Principal Cesar Tiu, Principal Jessica Scobell, Principal Shannon Manning, Principal Mindi Palomeque, Principal Kate Lackey, and Principal David Fossett; as well as Somerset Inc. representative Suzette Ruiz and Academica representatives Gary McClain, Ryan Reeves, Matt Padron, Trevor Goodsell, and Marla Devitt.

2. PUBLIC COMMENT

There was no public comment.

3. CONSENT AGENDA

- a. APPROVAL OF MINUTES FROM THE OCTOBER 10, 2022 BOARD MEETING
- b. APPROVAL OF WORK BASED LEARNING APPLICATION AND SUBMISSION TO THE NEVADA DEPARTMENT OF EDUCATION
- c. APPROVAL OF COMPETITIVE ARP ESSER EVIDENCE-BASED SUMMER ENRICHMENT AND AFTER-SCHOOL PROGRAMS GRANT

MEMBER BENTHAM MOVED TO APPROVE THE CONSENT AGENDA, AS PRESENTED. MEMBER BREDSGUARD SECONDED THE MOTION, AND THE BOARD VOTED UNANIMOUSLY TO APPROVE.

4. ACTION & DISCUSSION ITEMS

a. REVIEW AND APPROVAL OF THE FINAL REVISED BUDGET FOR THE 2022/2023 SCHOOL YEAR

Mr. Matt Padron addressed the Board to review the final revised budget for the 2022/2023 school year. The budget was similar to the previous version. The enrollment was adjusted to the first quarter ADE numbers. He noted that the enrollment numbers were currently higher than the first quarter ADE. The actual enrollment did not hit the previous budget enrollment numbers. He explained that the budget was a break-even budget. The SPED revenue was updated to the actual numbers. The SPED revenue decreased while the base per pupil revenue, the ELA, and FRL weights increased to maintain the revenue number. The budget was calculated at 100% enrollment.

Member Bentham asked about the current enrollment percentage. Mr. Padron stated that the current enrollment was 100.2% over the budgeted amount. The enrollment should increase from the quarter one ADE. Member Harty asked for clarification on the budgeted enrollment number. Mr.

Padron stated that the system enrollment was 9532 students. The enrollment number approved to provide teacher salary increases and bonuses was 9800. The final revised budget was at 97% of the second final budget and 98% of the first final budget. Mr. Trevor Goodsell addressed the Board and stated that Somerset had 9800 available seats and the current enrollment was 9500. The budget was calculated at 9511. He noted that the charter school share of the SPED funding remained the same while the number of charter students had increased, resulting in a smaller per pupil SPED funding amount. The current difference between the local district and charter schools was \$1150 per pupil, which was a large impact on the budget.

MEMBER BENTHAM MOVED TO ACCEPT THE FINAL REVISED BUDGET, AS PRESENTED. MEMBER FAIRLESS SECONDED THE MOTION, AND THE BOARD VOTED UNANIMOUSLY TO APPROVE.

b. REVIEW AND APPROVAL OF THE 2021/2022 SCHOOL YEAR FINANCIAL AUDIT

Mr. Goodsell reviewed the 2021/2022 financial audit. Unrestricted cash was \$35.9 million, which was an increase of \$2.3 million. The net income was \$5.3 million; however, it would be \$9.1 if the depreciation was backed out. He noted other key numbers: the days cash on hand was 164 days, accounts receivable was up \$1.8 million, accounts payable had increased about \$500,000, and the pension liability dropped from \$55 million to \$36 million. Mr. Goodsell stated that the debt covenants would all be met. Mr. Goodsell explained that there were a few findings related to reconciliations. He would be meeting with auditors to discuss the findings. Mr. Goodsell asked the Board to approve the audit pending final approval by Board Treasurer Harty. Member Harty stated that any time you have an audit by a new auditor, findings were usually included; and that he was not concerned with any of the listed findings.

MEMBER FAIRLESS MOVED TO APPROVE THE AUDIT PENDING FINAL APPROVAL BY BOARD TREASURER WILL HARTY. MEMBER BENTHAM SECONDED THE MOTION, AND THE BOARD VOTED UNANIMOUSLY TO APPROVE.

c. REVIEW AND APPROVAL OF THE TEACHER AND STAFF HOLIDAY BONUSES

Mr. Goodsell stated that the holiday bonuses were included in the budget. The amount was \$125 per employee. Discussion ensued regarding how the bonuses would be distributed. The Board Chair would provide a thank you note from the Board.

MEMBER BENTHAM MOVED TO APPROVE THE TEACHER AND STAFF HOLIDAY BONUSES, AS PRESENTED. MEMBER HARTY SECONDED THE MOTION, AND THE BOARD VOTED UNANIMOUSLY TO APPROVE.

d. Review and Approval of the Attendance Policy for Somerset Academy of Las Vegas

Principal Esplin addressed the Board and explained that the Board needed to have a policy in place stating the number of days a student was required to be in attendance in order to receive credits. A significant number of students had excessive absences which resulted in an increase of chronic absenteeism from 4-5% to 15-20+%. The chronic absenteeism would affect the Star ratings. Principal Esplin stated that the requested attendance policy would state that elementary students may lose credit

if they were not present for at least 163 days. Middle and High students must have less than 10 absences per semester or they may lose credit. He noted that parents would have the ability to appeal the loss of credit.

Member Bredsguard asked if the policy would include excused and unexcused absences. Principal Esplin stated that, according to the State, the only excused absence was a doctor's note. Member Bredsguard asked how the policy would affect a first grade student coming from another school with excessive absences in kindergarten. Principal Esplin stated that, because the policy used the word "may", each case could be reviewed to determine placement.

MEMBER HARTY MOVED TO APPROVE THE ATTENDANCE POLICY, AS PRESENTED. MEMBER BENTHAM SECONDED THE MOTION, AND THE BOARD VOTED UNANIMOUSLY TO APPROVE.

5. ANNOUNCEMENTS AND NOTIFICATIONS

Principal Esplin noted that the main water line break at the Sky Pointe campus had been repaired.

6. MEMBER COMMENT

Board members thanked the principals and wished everyone happy holidays.

7. PUBLIC COMMENT

There was no public comment.

8. ADJOURN MEETING

THE MEETING ADJOURNED AT 8:35 A.M.

Approved on:	
Secretary of the Boa Somerset Academy	rs

SOMERSET ACADEMY OF LAS VEGAS

SUPPORT SUMMARY

MEETING DATE: JANUARY 6, 2023
AGENDA ITEM: 3b – REVIEW AND APPROVAL OF THREE YEAR CONTRACT WITH DATA
Insights for all Seven Campuses
Number of Enclosures: 1
SUBJECT: Approval of Data Insights Contract
X _Action
CONSENT AGENDA
INFORMATION
Public Hearing
Presenter(s): Lee Esplin/Gary McClain
Proposed wording for motion/action:
MOVE TO APPROVE THE THREE YEAR CONTRACT WITH DATA INSIGHTS FOR ALL SEVEN
CAMPUSES, AS PRESENTED.
FISCAL IMPACT: NA
ESTIMATED LENGTH OF TIME FOR CONSIDERATION (IN MINUTES): 3-5 MINUTES
BACKGROUND:

Service Agreement

This SERVICE CONTRACT (this "Agreement" or this "Service Contract"), effective as of **12/19/2022**, is made and entered into by and between **Somerset Academy** organized and existing in Nevada, with offices located at 7058 Sky Pointe Dr., Las Vegas, NV 89131 (hereinafter the "Customer"), and **Data Insight Partners**, a Nevada company, with a mailing address of PO Box 752212, Las Vegas, NV 89136 (hereinafter the "Contractor").

Contractor and Customer desire to enter into a relationship in which Contractor will provide access to the MyEducationData platform and related professional services. Contractor and Customer do hereby agree as follows:

1. Definitions

- a. "Platform" means the MyEducationData online application and platform.
- b. "Project" means the services and deliverables as specified in the Statement of Work.
- Statement of Work: Contractor shall perform and deliver the services as specified in the Statement of Work-attached hereto as Attachment A-which will be written under the terms and conditions of this Agreement.
- 3. Term: The term of this Agreement shall commence on **12/19/2022**, and shall conclude on **8/1/2026** unless extended by mutually agreed upon amendment to this agreement.
- 4. Payment Schedule: The Customer agrees to pay all invoices within 30 days of receipt.

5. Deliverables:

- a. As part of this engagement, the Client is acquiring a license for access to the Platform for the Customer's staff for the term of the engagement.
- b. Customizations made to the Platform and any ad-hoc analysis published in the Platform are accessible to the Client for the period in which the Customer has an active license to the Platform. If the Customer no longer has an active license to the Platform, access to customizations and ad-hoc analysis published in the Platform are no longer accessible.
- c. Upon termination of the contract by either party, all Customer data will be returned upon request as comma-separated files. Further, upon termination, the Contractor will destroy all copies of Customer data using industry standard destruction methodologies.
- d. Customer may use Contractor proprietary items solely in connection with the products purchased hereunder, for the purpose for which those products were originally purchased.
- e. Customer may not transfer, sell, or otherwise dispose of any Contractor proprietary items without the prior written consent of Contractor.
- f. This license gives no title or ownership rights in Contractor proprietary items or related intellectual property to Customer.
- g. Customer will have no rights to assign or sell the license granted herein to others.

- 6. Access to Data: Customer agrees to provide Contractor access to all data and data systems required to complete the tasks outlined in the Statement of Work.
- 7. Compliance with FERPA: Contractor agrees to protect Customer's student, parent, and employee information in accordance with FERPA requirements.
- 8. Limitation of Liability: The total liability of Contractor to Customer from any cause whatsoever, will be limited to the lesser of Customer's actual damages or the Project price paid to Contractor for those Services and Deliverables in a Project that are the subject of Customer's claim. In no event will either party be liable for SPECIAL, INDIRECT, CONSEQUENTIAL, OR INCIDENTAL DAMAGES, including but not limited to loss of profits, revenues, data or power, damage to or loss of the use of products, damage to property, claims of third parties, including personal injury or death, suffered as a result of provision of Services or use of Deliverables. All claims against Contractor must be brought within one (1) year after the cause of action arises and Customer waives any statute of limitations which might apply by operation of law or otherwise.
- 9. Termination: Customer reserves the right to terminate a Project in whole or in part, upon 45 days written notice to Contractor. Contractor shall not undertake further work, incur additional expenses, or enter into further commitments with regard to the Project after receiving such notice of termination from Customer, except as mutually agreed upon by the parties. In the event of termination of a Project as described above, Contractor shall be entitled to compensation for all payments due and owing under this Agreement at the time of Contractor's receipt of the notice of termination for work completed and in progress.

10. Multi Year Commitment:

- a. Customer is electing to receive a discount in the annual license cost in exchange for committing to subscribing through the end of the 2025-2026 school year.
- b. If Customer elects to terminate this Agreement before the end of the Term identified in Section 3, the Customer shall pay the Contractor the full amount of the discount (\$39,702).

11. Pre Payment

- a. Customer is electing to receive a discount on the total cost in exchange for pre-paying before 8/1/2022 the total cost of the Agreement through the end of the Term identified in Section 3 as identified in Amendment A of this Agreement. If Customer does not provide payment of full cost of Agreement, the Pre Payment discount will be additionally due and payable.
- b. During the 2023-2024, 2024-2025, and 2025-2026 school year, after the Nevada Department of Education has released official enrollment numbers for the school year, Customer and Contractor will make payment adjustments for enrollment variances from the currently estimated 9,505 students. If enrollment for a school year exceeds 9,505 students, Customer will pay Contractor a rate of \$6.38 per student. If enrollment for a school year is below 9,505 students, Contractor will refund Contractor a rate of \$6.38 per student.
- c. In the event of the termination of this Agreement in accordance with the provisions in Section 9 of this Agreement, no portion of any payments of any kind whatsoever previously provided to Contractor shall be owed or be repayable to Customer.

- 12. Force Majeure: Neither party shall be liable for failure to perform, nor be deemed to be in default, under this Agreement for any delay or failure in performance resulting from causes beyond its reasonable control, including but not limited to failure of performance by the other party, acts of state or governmental authorities, acts of terrorism, natural catastrophe, fire, storm, flood, earthquake, riot, insurrection, civil disturbance, sabotage, embargo, blockade, acts of war, or power failure. In the event of such delay, the date of delivery or time of completion will be extended by a period of time reasonably necessary to overcome the effect of any such delay.
- 13. Applicable Law, Jurisdiction and Venue: This contract shall be construed and interpreted according to the laws of the State of Nevada. The venue of any action brought hereunder shall be Clark County, Nevada.
- 14. Severability and Assignment: The invalidity or unenforceability, in whole or in part, of any provision in this Agreement shall not affect in any way the remainder of the provisions herein. This Agreement may not be assigned by Customer without Contractor's consent.
- 15. Entire Agreement: It is agreed that there is no representation, warranty, collateral agreement or condition affecting this Agreement except as expressly provided in this Agreement.

In Witness Whereof, this Agreement is duly executed by the duly authorized representatives of the parties as set forth below:

Somerset Academy	
Lee Esplin, Lead Principal	Date
Data Insight Partners, LLC	
Justin White, Founding Partner	Date

Attachment A

Statement of Work

THIS STATEMENT OF WORK (this "Statement of Work") is entered into by and between **Somerset Academy** and **Data Insight Partners, LLC** pursuant to the Service Contract entered into by the parties as of **12/19/2022**.

Description of Services and Deliverables

MyEducationData - Portal

The MyEducationData Portal provides access to pre-built interactive data dashboards that inform decision making at the school, in classrooms, and with students/parents.

The MyEducationData Portal provides the unique ability to integrate data from a school's student information system (e.g., Infinite Campus), state summative assessment results (e.g., SBAC, WIDA), assessment vendors (e.g., NWEA Map, iReady), and school generated data. By integrating data across data sources, school staff can access a complete picture of each student, classroom, course, grade, and school to inform decisions.

MyEducationData - Portal - Pre-Built Visualizations

- Student Profile
 - Complete 360° views of each student including demographic, assessment, enrollment, attendance, grades, credits, and behavior data.
- Teacher Dashboard
 - Complete 360° views of each student including demographic, assessment, enrollment, attendance, grades, credits, and behavior data.
- School Dashboards
 - Leadership dashboards providing school leaders with a complete picture of school operations including student demographics, assessments, attendance, behavior, course, grades, and enrollment data.
- Community Dashboards
 - Dashboards designed to support the strengthening of the school community by sharing school information and identifying accomplishments to celebrate.

MyEducationData - Training Services

Data Insight Partners will provide on-site training services for users of MyEducationData. Training sessions will support users with step-by-step demonstrations, guides, and practices on how to access their data in the MyEducationData Portal. Sessions will give guidance on how to turn data into action and opportunities to collaborate with colleagues to identify action steps to improve student outcomes.

Additional on-demand training is built into MyEducationData with guides and interactive, personalized tours.

MyEducationData - Initial Set-Up Services

To ensure a successful implementation of MyEducationData, Data Insight Partners will provide initial set-up Services.

Training

Data Insight Partners staff will provide up to six (6) hours of training for school leaders, teachers, and parents on how to use MyEducationData. Training with school leaders will also include implementation plan development.

Attendance

MyEducationData will be configured to align with the Client's school calendar and schedule along with its attendance-taking practices and codes. Calculations for chronic absenteeism will be aligned with state-specific methodologies and aligned with the Client's attendance codes.

Grades and Gradebook

MyEducationdata will be configured to ingest the Client's grading scales and grading items. Both current and prior year grade/gradebook data will be ingested on an ongoing basis.

Assessments

MyEducationData will be configured to ingest the Client's statewide assessment results, and all available state assessment results will be imported. Additionally, MyEducationData will be configured to ingest the Client's benchmark assessments used school-wide.

Certificates and Badges

MyEducationData will be configured with student badges aligned to the Client's assessment, attendance, and grading practices. Additionally, Certificate programs will be implemented to facilitate programs such as Student of the Week or Student of the Month.

Academic Plans

MyEducationData will be configured with the academic plan templates the Client selects and customizes from templates available (e.g., 504 Plan, Read by Grade 3, Intervention Log, RTI Plans, EL Plans).

Graduation Programs

MyEducationData will be configured with the Client's diploma options so students' progress toward graduation can be tracked.

Site Set Up

A MyEducationData instance for the Client will be created, including setting up secure client-specific database, registering a subdomain for the client, and issuing SSL certificates to secure the site. Nightly data ingestion and quality assurance processes specific to the Client will be created to store up-to-date client data. Nightly backup processes will be established and validated.

Data Quality Checks

Data Insight Partners will run data quality checks as part of the initial set-up services to identify data gaps and inconsistencies. Checks will include validation of emails, addresses, student relationships, and more. The Client will be provided with reports identifying how to correct data in source systems.

Historical Data

Historical data for all data domains will be ingested into MyEducationData. For attendance, grades, gradebook, and behavior data the current and prior year data will be ingested. For assessments, data will be ingested for up to eight (8) years for all of the Client's currently used assessments.

Account Provisioning

MyEducationData will be configured to automatically provision accounts and permissions for all teachers, students, and parents. Data Insight Partners will create user accounts for all school-wide users. Teacher and student authentication will leverage Client's existing authentication accounts (e.g., Google, Microsoft), preventing the need for new usernames and passwords. Parent/guardian account provisioning will be created email-based accounts leveraging the contact and relationship information in the Student Information System.

Price and Payment Schedule

Students 1001-5,000 - \$8.50/student = \$34,000 Students 5001+ - \$7.50/student = \$33,787

MyEducationData - Annual License 22-23 \$62,637 Aliante - K-8 - 1,188 students Losee - K-12 - 2,451 students North Las Vegas - K-5 - 774 students Sky Pointe - K-12 - 2,114 students Stephanie - K-8 - 958 students Total Enrollment: 7,485 students Students 1 -1,000 - \$10/student = \$10,000 Students 1001-5,000 - \$8.50/student = \$34,000 Students 5001+ - \$7.50/student = \$18,637 Annual License 22-23 Mid Year Start Discount (\$31,319) MyEducationData - Initial Set-Up \$24,000 Initial set up services for all 7 Somerset Academy campuses (see Scope of Work for details). MyEducationData - Annual License 23-24 \$77,787 Aliante - K-8 - 1,188 students Lone Mountain - K-8 - 1,012 students Losee - K-12 - 2,451 students North Las Vegas - K-5 - 774 students Sky Pointe - K-12 - 2,114 students Sky Canyon - K-8 - 1,008 students Stephanie - K-8 - 958 students Total Estimated Enrollment: 9,505 students Students 1 -1,000 - \$10/student = \$10,000

MyEducationData - Annual License 24-25

Aliante - K-8 - 1,188 students

Lone Mountain - K-8 - 1,012 students

Losee - K-12 - 2,451 students

North Las Vegas - K-5 - 774 students

Sky Pointe - K-12 - 2,114 students

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Stephanie - K-8 - 958 students

Total Estimated Enrollment: 9,505 students

Students 1 -1,000 - \$10/student = \$10,000

Students 1001-5,000 - \$8.50/student = \$34,000

Students 5001+ - \$7.50/student = \$33,787

MyEducationData - Annual License 25-26

Aliante - K-8 - 1,188 students

Lone Mountain - K-8 - 1,012 students

Losee - K-12 - 2,451 students

North Las Vegas - K-5 - 774 students

Sky Pointe - K-12 - 2,114 students

Sky Canyon - K-8 - 1,008 students

Stephanie - K-8 - 958 students

Total Estimated Enrollment: 9,505 students

Students 1 -1,000 - \$10/student = \$10,000

Students 1001-5,000 - \$8.50/student = \$34,000

Students 5001+ - \$7.50/student = \$33,787

\$77,787

\$77,787

Total 22-23, 23-24, 24-25, 25-26	\$288,679
Multi-Year Discount	
In exchange for committing to three full years of licensing	
MyEducationData, a 15% discount will be applied to the annual license	
cost. If service is canceled before the end of the full three years, the	
discount amount for the full three years must be paid as a cancellation fee	
MyEducationData License - 22-23 - 15% Discount Amount	(\$4,698)
MyEducationData License - 23-24 - 15% Discount Amount	(\$11,668)
MyEducationData License - 24-25 - 15% Discount Amount	(\$11,668)
MyEducationData License - 25-26 - 15% Discount Amount	(\$11,668)
Total Multi Year Discount	(\$39,702)
Prepayment Discount (3% of total)	(\$7,469)
Total After Discounts	\$241,508