

**GERMANTOWN SCHOOL DISTRICT
NOTICE OF FINANCE COMMITTEE MEETING
Germantown School District PAC**

**W180 N11501 River Lane
Germantown, WI 53022**

**May 18, 2020
6:00 P.M.**

AGENDA

The Germantown School District Board of Education will hold its Finance Committee Meeting at the Germantown School District Performing Arts Center. Due to the Governor's Emergency Orders on Public Gatherings and Public Health Department recommendations, this meeting will be held with social distancing measures in place i.e. limited audience, possible remote participation, webcast, etc. This meeting will be recorded and provided for public viewing as soon as possible following the meeting. [Link to the webcast of the Board's Meetings](#)

I. Meeting Called to Order

II. Roll Call

III. Agenda Revisions and Approval

IV. Approve Minutes

A. April 27, 2020 Meeting Date

V. Consent - Review & Discuss

A. May Vouchers

VI. Unfinished Business – Discussion with Appropriate Action

A. Budget

VII. New Business – Discussion with Appropriate Action

A. Monthly Purchase Requests Exceeding \$15,000 & Purchasing/Project Bid Results

VIII. Reports

A. Voucher(s): Follow Up

B. Monthly Financial Reports

C. General Financial Updates & Other Reports

IX. Adjourn

***Note:** School Board members who are not members of the Finance Committee may be present at this Finance Committee meeting.*

GERMANTOWN SCHOOL DISTRICT

TO: Finance Committee

FROM: Ric Ericksen, Director of Business & Auxiliary Services

AGENDA ITEM: IV.A. – Approve Minutes: **April 27, 2020 Meeting Date**

ATTACHEMENTS: See next page(s).

RECOMMENDATION: Approved as presented.

GERMANTOWN SCHOOL DISTRICT
Minutes of the Finance Committee Meeting
April 27, 2020

1. The meeting of the Finance Committee was called to order by Michael Loth at 6:00 p.m. in the District's Performing Arts Center at Germantown High School.
2. Finance Committee Members Present: Michael Loth, Tom Barney and Ray Borden. Director of Business Ric Ericksen was also present.
3. Motion by Barney, second by Borden, to approve the agenda. Motion carried.
4. Motion by Borden, second by Barney, to approve the February 24, 2019 Finance Committee minutes. Motion carried.
5. Motion by Barney, second by Borden, to approve April 2020 vouchers. Motion carried.
6. Motion by Borden, second by Borden to approve the **RESOLUTION AUTHORIZING A TAXABLE TAX AND REVENUE ANTICIPATION PROMISSORY NOTE FOR CASH FLOW PURPOSES IN AN AMOUNT NOT TO EXCEED \$5,000,000**. Motion carried.
7. Director of Business Ric Ericksen updated the committee on the 2019-2020 and 2020-2021 budgets and discussion that took place with other southeast Wisconsin district business managers regarding the impact of COVID-19 on budgets, finance, and operations and survey responses. Future information and survey responses will continue to be shared with the committee.
8. Ric Ericksen presented information regard district-wide computer leasing without a recommendation due to the impact of COVID-19. The committee directed Ric Ericksen to bring computer leasing back to the next committee meeting in May 2020 for continued discussion.
9. Ric Ericksen indicated that all monthly reports were posted on the website with area referendum results provided by Baird.
10. Motion by Borden, second by Barney to adjourn. Motion carried.
11. The Finance Committee adjourned at 6:49 p.m.

Jayne Borst
Recording Secretary

GERMANTOWN SCHOOL DISTRICT

TO: Finance Committee

FROM: Ric Ericksen, Director of Business & Auxiliary Services

AGENDA ITEM: V.A. – Consent of Vouchers: **Review & Discuss**

Vouchers List(s) & Board Governance

Review monthly bills and voucher payments.

Only the FC needs to consent and approve monthly vouchers. Based on policy, it does not go to the full Board of Education.

The report has been posted at the district's web site Finance Committee link.

ATTACHEMENT(S): None

RECOMMENDATION: Consent to Payment of Claims as presented & reviewed.

GERMANTOWN SCHOOL DISTRICT

TO: Finance Committee

FROM: Ric Ericksen, Director of Business & Auxiliary Services

AGENDA ITEM: VI.A. – Budget

My sense is that the most important information to share with the Committee and Board for this meeting, my last, relates to my recent interactions with my replacement Ms. Brittany Altendorf.

Please know that we have met 4 times. Twice virtually and twice in person.

On Tuesday, May 12 she and I met at the high school pool-field house entrance. I gave her a tour with an intentional focus on investments made in classroom, teaching, and learning. On Monday, May 11 she and I had spent a lot of time on the budget. Discussions were from the 30,000 foot level with extra focus on such items as indebtedness and fund balance.

After learning that she had not toured any of our schools (*except Amy Belle where her daughter attends and the new pool where her daughter had some youth participation*) it dawned on me that she would not truly understand the district's investment on the classroom, teaching, and learning side unless she actually saw the investments. So we toured the high school. We looked into the tech ed'n, project lead the way, woods shop, auto shop classrooms as well as the innovation center, commons/cafeteria, and kitchen areas.

Afterwards, we drove to MacArthur where I explained the investment in the parking lot.

Verbally, I had explained to her the purchase of the land that now supports the septic field at Amy Belle.

Further, I discussed and updated her on the funding decisions and intentions for the above, she had a much clearer picture.

I mention this because clearly the next couple of years of budget cycles are going to be in uncharted territory and very challenging. I strongly suggested to Ms. Altendorf that every effort be made not to unravel the investments made in these areas that came about due to the administration and school board's new approach to the delivery of instruction – even if that mean's dipping into the fund balance for a year or two.

GERMANTOWN SCHOOL DISTRICT

TO: Board of Education **TOPIC:** Purchases Over \$15,000
FROM: Marc Gabrysiak **BOARD MEETING:** May 18, 2020
Ric Ericksen
DATE: May 13, 2020 **AGENDA ITEM:**
FC Date: May 18, 2020
FC Agenda Item(s): VII. A.

-- The intent is to review due diligence with respect to seeking competitive bids/quotes when possible.
Vetting for the purpose of the purchases may have occurred at other committees. --

Annual Technology Purchase(s)

Direct Purchase for \$7,485.00
Lease-Purchase for \$616,810.00*

**4 yr Lease (*\$148,479.01/year P&I Payment*)*
through US Bank**

Recommendation to the Board of Education and Finance Committee:

Bring forward to the Board of Education with a positive recommendation to lease purchase Chromebooks and PC hardware an amount not to exceed \$616,810.00 and finance the lease-purchase through a 4-year lease arrangement with US Bank, as presented, and charge to the appropriate capitalization & lease accounts in the general fund.

*Note: total hardware costs for adding Grades 1 & 2 to 1 to 1 Chromebooks would be \$915,562.00 and the lease payment would be \$180,582.84/year P & I payment.

From Director of Information Technology, Marc Gabrysiak

Background:

Please see attached documents/quote(s).

Computer Hardware Refresh Proposal 2020

This hardware proposal is very similar to what the board received in spring of 2019. The proposal is broken down into hardware that is being obtained via lease, and accessories being obtained via outright purchase.

Lease Items

1. Chromebooks. This is the third year of the board requested 1 to 1 Chromebook initiative. This will be the second round of replacement CB's. We need to replace 680 Chromebooks to stay on our four-year replacement cycle.
2. 390 Notebooks. These are the replacements for our teaching staff notebooks currently deployed throughout the district. "Teaching staff" encompasses a broad category of staff including classroom teachers, psychologists, social workers, counselors and reading/math specialists. All the notebooks are replacing leased hardware that needs to be returned to the lease company this year.
3. 90 desktop PC's in two different varieties. 37 of those are for PLTW lab replacements at KMS. The PLTW program has guidelines regarding computer hardware that the district needs to follow in this regard to continue to participate in the program. The other 53 PC's are earmarked for labs G141, G142 at KMS and elementary IMC library catalog stations. All the desktops are replacing leased hardware that needs to be returned to the lease company this year.

Total cost for the hardware above is \$616,810.00. All of the hardware is being purchased via competitive bidding, and those bid results are attached for review.

Low bidders for the categories are as follows:

1. Chromebooks-Trox
2. All PC hardware-Technology Resource advisors. In addition, TRA is the chosen vendor for the warranty with accidental damage for the Chromebooks and Notebooks being purchased.

I propose to lease the equipment over 4 years. The pricing for the equipment was obtained via RFP and bid process to multiple vendors. The RFP and bid results are attached. Leasing will be done through US Bank. Business Manager Ericksen has been involved in the lease evaluation and the district has done business with US Bank previously.

Leasing Information

The \$616,810.00 of hardware detailed above was bid out to five prospective leasing vendors, all of which the district has done business with in the past. We obtained bids from four of the five. The low bidder was US Bank at an annual payment of \$148,479.01. The lease bid responses are attached to this document for review.

Chromebook Options

As noted in the agenda item for this proposal, I am bringing forward for the committee's discussion an optional item for review. This would be to make grades 1 and 2 part of the 1 to 1 Chromebook initiative. As the committee and board know, the distance learning we're currently utilizing has only been possible due to the fact that the district is 1 to one from grades 3 to 12. The administration is presenting this option as we're in a holding pattern same as the board for what might take place with the 2020-21 school year. The possibility exists that distance learning will continue into the next school year and having students in grades 1 and 2 have a device would serve our population well from a learning standpoint. Superintendent Holmes will be present along with myself to discuss if the committee wishes.

Total hardware costs for adding Grades 1 & 2 to 1 to 1 Chromebooks would be \$915,562.00 and the lease payment would be \$180,582.84/year P & I.

Purchase Items

1. 300 Chromebook cases. Cost of \$7485.00. The district provides a case for Chromebooks issued to fifth grade students. They will keep that case the remainder of their time with the district.

Funds for this lease proposal are taken entirely from the district's computer lease budget and no new funds are being requested. This lease proposal is a continuation of the long standing existing annual lease program. Leasing offers several positives for the lessee. They include opportunities for continual refresh of equipment at end of lease, **PC equipment never going out of warranty**, thus freeing staff support time, and flexibility for the budget in the form of lower costs. I would recommend that the board approve the proposal as written. Thank you for your consideration.

Marc Gabrysiak
GSD Director of Technology

2020-21 CB Bids	Chromebook	Management License	Total per CB	TOTAL	Rank
Vendor					
CCB	235.00	25.00	260.00	176800.00	3
CDW-G	243.30	30.00	273.30	185844.00	5
GCI	248.82	24.00	272.82	185517.60	4
SHI	258.99	25.00	283.99	193113.20	7
TRA	225.00	24.00	249.00	169320.00	2
Troxell	210.00	23.40	233.40	158712.00	1
Vanguard	259.74	23.99	283.73	192936.40	6

2020-2021 PC BIDS*	Total Bids/All Hardware	Overall Rank
Vendor		
CCB	622,021.39	6
CDW-G	421,850.00	2
Insight	581,318.67	5
RMM Solutions	659,889.78	7
SHI	430,255.24	4
TRA	367,768.00	1
Vanguard	429,307.32	3
<p>Note: Bids are shown without 4 yr warranty with accidental damage coverage. 8 PC's added to the total shown above for TRA on the hardware proposal.</p>		



Audio•Video•Sales•Design•Service•Installation
 N112 W16298 Mequon Rd.
 Germantown, WI 53022

Quote Number Q530113019

March 11, 2020

QUOTED TO **TROX CONTACT**

Account: Germantown School District
 Contact: Marc Gabrysiak
 Address: N104W13840 Donges Bay Road
 Germantown, WI 53022
 (414)253-3904

Account Executive: Chris Hunt
 Email: chris.hunt@trox.com
 Phone: (262)228-7628
 Fax: (262)228-7629

Thank you for the opportunity to provide you with pricing.

Terms Net 30 FOB Destination Customer # 45324 Expires 04/11/20

Item #	Description	Unit Price	Qty	Ext. Price
1	C204EEYS01GR Asus C204 Dark Grey11.6 HD matteIntel Celeron N4000	210.00	680	142800.00
2	SNN GOGCROSSWDISEED GOOGLE CHROME OS MANAGEMENT CONSOLE LICENSE Value add if RFP is accepted	23.40	680	15912.00
3	VALUE ADD Quantity 6 free Asus C204 Chromebooks for stock/hot swap	0.00	6	0.00

Thank You,

Chris Hunt

Chris Hunt
Account Executive

Total 158712.00
Plus Applicable Tax

**Don't forget we are a great source for mounting hardware, screens, replacement lamps, carts, cables, etc...
 WE CAN HELP YOU ACHIEVE YOUR GOALS!**



TROX has solutions to address core AV, 1:1 device plans, STEM labs and collaborative learning spaces, campus safety and asset management! Call today for more info.



Audio•Video•Sales•Design•Service•Installation
 N112 W16298 Mequon Rd.
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Thank you for the opportunity to provide you with pricing.

Terms Net 30

FOB Destination

Customer # 45324

Expires 04/11/20

Item #	Description	Unit Price	Qty	Ext. Price
1	C204EEYS01GR Asus C204 Dark Grey11.6 HD matteIntel Celeron N4000	210.00	1280	268800.00
2	SNN GOGCROSSWDISEED GOOGLE CHROME OS MANAGEMENT CONSOLE LICENSE Value add if RFP is accepted	23.40	1280	24952.00
3	VALUE ADD Quantity 6 free Asus C204 Chromebooks for stock/hotswap	0.00	6	0.00

Thank You,

Chris Hunt

Chris Hunt
 Account Executive

Total 293752.00

Plus Applicable Tax

Don't forget we are a great source for mounting hardware, screens, replacement lamps, carts, cables, etc...
WE CAN HELP YOU ACHIEVE YOUR GOALS!

TECHNOLOGY RESOURCE ADVISORS, INC.

5381 N. 118th Ct.,
Milwaukee, WI 53225
Phone: 414-276-3300 x105 Fax: 800-407-3226

RFP Response

Number: 14371

Date: 04/15/2020

Quote prepared for: Marc Gabrysiak

Bill To:

Marc Gabrysiak
School District of Germantown
N104 W13840 Donges Bay Rd
Germantown, WI 53022
Phone: (262)253-3962
Email: mgabrysiak@germantown.k12.wi.us

Ship To:

Marc Gabrysiak
School District of Germantown
N104 W13840 Donges Bay Rd
Germantown, WI 53022

Item #	Mfr. Part	Description	Price	Qty.	Extended
QTY 45 - Config 1					
*1	6DC50AV	Hp ProDesk 600 G5 Micro Tower PC, Intel Core i5-8500 3.0 6C 65W, 16GB (1x16GB) DDR4 2666, 256GB M.2 2280 PCIe NVMe TLC SSD, Win 10 Pro 64 MSNA STD, USB BusSlim Keyboard, MUS WD USB OPT, NO DVDRW, Three Year Warranty Mfr:	\$ 559.00	53	\$ 29,627.00
QTY 37 - Config 2					
*2	6DC50AV	Hp ProDesk 600 G5 Micro Tower PC, Intel Core i5-8500 3.0 6C 65W, 16GB (1x16GB) DDR4 2666, 256GB M.2 2280 PCIe NVMe TLC SSD, Nvd GeF GT730 2GB DP DVI Graphics, Win 10 Pro 64 MSNA STD, USB BusSlim Keyboard, MUS WD USB OPT, NO DVDRW, Three Year Warranty Mfr:	\$ 599.00	37	\$ 22,163.00
QTY 390 - Notebook PCs					
*3	4YD60AV	HP Elitebook 850 G6, Intel i5-8265U, 16GB RAM (1x16GB) DDR 2400, 256GB SSD, Intel Wi-Fi +BT5, No WWAN, SEC Fingerprint Sensor, No Smart Card Reader, 15.6" LED Display + 720p TM Webcam, Dual Point BL w/ Number Keypad, Win 10 Pro 64 MSNA Plus, One Year Warranty Mfr:	\$ 805.00	390	\$ 313,950.00
*4	TRA-4YEAR-ED	TRA Notebook Warranty with Accidental Damage Protection – Four Years Mfr: TECHNOLOGY RESOURCE ADVISORS, INC.	\$ 99.00	390	\$ 38,610.00
Group Total					\$ 352,560.00
QTY 4 - Mobile Workstations					
*5	8FP99UT#ABA	HP ZBook 17 G6 17.3" Mobile Workstation - 1920 x 1080 - Core i7 i7-9750H - 16 GB RAM - 512 GB SSD - Windows 10 Pro 64-bit - Intel UHD Graphics 630 with 4 GB, NVIDIA Quadro T1000 - In-plane Switching (IPS) Technology - Infrared Camera - Bluetooth - Three Year Warranty Mfr: HP INC. UNSPSC : 43211503	\$ 1,608.00	4	\$ 6,432.00
*6	TRA-4YEAR-ED	TRA Notebook Warranty with Accidental Damage Protection – Four Years Mfr: TECHNOLOGY RESOURCE ADVISORS, INC.	\$ 99.00	4	\$ 396.00
6 item(s)					
Sub-Total					\$ 411,178.00
Freight					\$ 0.00
Tax @ 0%					\$ 0.00
Total					\$ 411,178.00
(*) Tax exempted Part(s)					

Quote Valid Until: 05/15/2020

Payment Details

Pay by: Company PO

Terms and Conditions

*Pricing subject to change without notice

Shipping and Delivery Details

Shipping via: UPS Ground

Prepared by: Kelly Pederson

Email: kpederson@technologyresourceadvisors.com

Phone: 414-276-3300 x105

TECHNOLOGY RESOURCE ADVISORS, INC.

5381 N. 118th Ct.,
 Milwaukee, WI 53225
 Phone: 414-276-3300 x105 Fax: 800-407-3226

Chrome Care Warranty

Number: **14365**

Date: **04/15/2020**

Quote prepared for: **Marc Gabrysiak**

Bill To:

Marc Gabrysiak
 School District of Germantown
 N104 W13840 Donges Bay Rd
 Germantown, WI 53022
 Phone: (262)253-3962
 Email: mgabrysiak@germantown.k12.wi.us

Ship To:

Marc Gabrysiak
 School District of Germantown
 N104 W13840 Donges Bay Rd
 Germantown, WI 53022

Item #	Mfr. Part	Description	Price	Qty.	Extended
*1	TRA-4YEAR-E	TRA ChromeCare Warranty with Accidental Damage Protection – Four Years Mfr: TECHNOLOGY RESOURCE ADVISORS, INC.	\$ 69.00	680	\$ 46,920.00
1 item(s)			Sub-Total		\$ 46,920.00
			Freight		\$ 0.00
			Tax @ 0%		\$ 0.00
			Total		\$ 46,920.00
(*) Tax exempted Part(s)					

Quote Valid Until: 05/15/2020

Payment Details

Pay by: Company PO

Terms and Conditions

Prepared by: **Kelly Pederson**

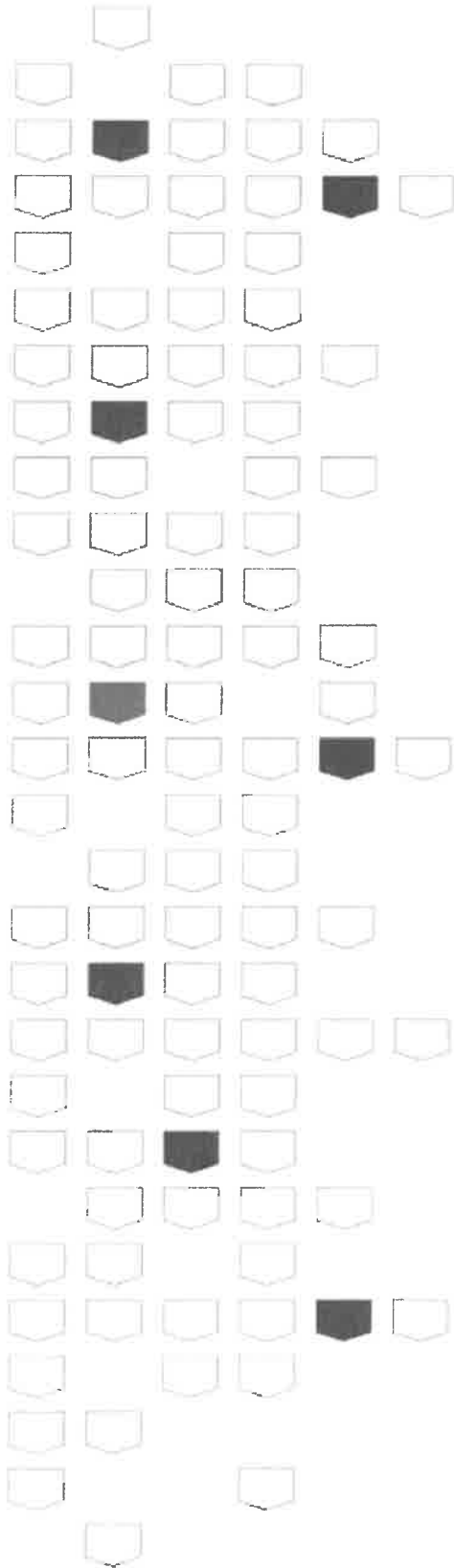
Shipping and Delivery Details

Shipping via: UPS Ground

Email: kpederson@technologyresourceadvisors.com

Phone: 414-276-3300 x105

2020-2021 Lease Bids	Yearly Payment	Rank
American Capital	172,049.00	
HP Financial	No bid	
PCN	176,186.00	
US Bank	169,214.89	
Vantage Financial	175,218.00	
<p>Note: These bids are the bids made using the actual Chromebook and license costs and suggested retail HP PC hardware costs. Actual lease yearly payment will differ from show</p>		



TECHNOLOGY LEASE PROPOSAL

PRESENTED TO:

**GERMANTOWN SCHOOL
DISTRICT**

April 20, 2020

ANATOLY LIPETSKY

Vice President

Office: 949-798-4753

Cell: 949-294-8930



A Technology Leasing Partnership for Germantown School District

Germantown School District can rely on U.S. Bank Equipment Finance (USBEF) for excellence in Technology Leasing services. Together, Germantown School District and USBEF will work to improve your overall financial operations with the services described below. The information below goes beyond just providing and pricing a service. When working with U.S. Bank, Germantown School District will encounter a consultative dialogue and approach to deliver your stated objectives. Our continued collaboration will drive toward consolidated, efficient operating leases. Here's why we are your best option.

As a part of U.S. Bank, USBEF has the financial strength, stability and expertise Germantown School District deserves. Our wide variety of equipment financing alternatives are designed to suit your needs, including traditional loans and lease-orientated products that compliment your existing credit lines. We have flexible terms and competitive rates for virtually all equipment and technology, including hardware, software and related services. With a nationwide team of industry specialists, we pride ourselves on building successful long term relationships with our clients. We commit to making the process as easy and convenient as possible for you and providing the highest quality equipment financing.

Benefits of Working with U.S. Bank's Technology Finance Group:

1. Financial Strength: 5th largest bank in the U.S. You can rest assured that we can support your needs for many years.
2. U.S. Bank's Technology Finance Group has been strictly dedicated to providing Technology Leasing for the past 40 + years.
3. U.S. Bank is vendor neutral. Germantown School District will have the flexibility to finance a wide variety of equipment.
4. 100% financing for Hardware, Software, integration, training and other softcost financing
5. End of Term Flexibility (For Operating Leases)
6. Full Disclosure Approach. No hidden "Gotchas"
7. Customized Electronic Invoicing and Electronic Billing (Information Attached)
8. On-line Asset Tracking (Information Attached)
9. Direct Lender: Unlike an independent, U.S. Bank does not syndicate its transactions and therefore you are working directly with the lender vs. a third party.
10. Since U.S. Bank is a direct lender, we have a more competitive cost of funds, which in turn provides Germantown School District with better pricing.
11. U.S. Bank does not charge deposits, fees or end of term restocking fees that allow independents to enhance their yields.
12. U.S. Bank's Lease Line of Credit is valid for a 12 month period. Thus, any funds approved that you don't utilize during that 12 month period just go away. (No non-utilization fees). Germantown School District can utilize the Lease line for all sorts of equipment and multiple vendors. You can rest assured that you will have the funds to finance all of your projects.

Our goal is not only to provide the best financial solutions, but also to become a trusted, reliable source of financial information



U.S. Bank's Proven Value

U.S. Bank was established in 1863 and is the 5th largest commercial bank in the United States with \$410 billion in assets and \$245 billion in loans. Among our peer group, U.S. Bank ranks 1st in ROE, ROA and Efficiency Ratio, in addition to consistently holding the strongest debt ratings (S&P A+; Moody's A1; Fitch AA-). With over 74,000 employees and 2,795 branches, U.S. Bank has over 18.5 million customers.

U.S. Bank was recently named a 2019 "World's Most Ethical Company" by the Ethisphere Institute. This designation recognizes organizations that have a material impact on the way business is conducted by fostering a culture of ethics and transparency at every level of the company. U.S. Bank was the only large bank in the country to make this year's list. U.S. Bank was judged on five key criteria: our ethics and compliance program; corporate citizenship and responsibility; culture of ethics; governance; and leadership, innovation and reputation. U.S. Bank was also named Fortune Magazine's "Most Admired Superregional Bank" for the last five years. Additionally, U.S. Bank was the only bank in the United States to make Bloomberg Market's 2018 list of "World's Strongest Banks."

Choose U.S. Bank

Germantown School District will partner with the financial institution most capable of providing a consolidated and efficient technology leasing program, at the best cost. Your U.S. Bank team can help define a clear strategy – to consolidate operating leases and deliver maximum value. We remain confident that Germantown School District will find our continued focus on your success unmatched and look forward to a new relationship.

Proven Solutions, Year after Year

U.S. Bank has a level of service no other bank can match. We value our customers and work hard to develop relationships that grow stronger over time. Our associates offer highly personalized services, expertise and in-depth industry knowledge.

U.S. Bank can provide the financial strength and stability your organization deserves – today, tomorrow and for years to come. You don't just get one of us, you get all of us serving you.





EQUIPMENT FINANCE

Technology Finance Group
P.O. Box 230789
Portland, OR 97281

5/11/2020

Germantown School District
Marc Gabrysiak
Director of Technology
N104 W13840 Donges Bay Road
Germantown, WI 53022

Dear Marc:

We are pleased to present the following proposal ("Proposal") to provide lease financing for your company. **This is only a proposal. It does not represent a commitment by us to provide financing, even if accepted by you.** Any agreement by us to provide financing is subject to credit approval, no material adverse change in the financial and/or business prospects of your company and any guarantor(s), and may include additional terms and conditions. Upon your acceptance, this Proposal outlines some of the proposed terms and conditions for financing with are under consideration by us.

LESSOR: U.S. Bank Equipment Finance, a division of U.S. Bank National Association and/or its assigns

APPLICANT/LESSEE: Germantown School District

PROPERTY COST: Up to a maximum of \$751,850.00 (which may include, at Lessor's discretion, sales tax and other charges).

**DELIVERY/
INSTALLATION PERIOD:** Through 7-1-2020

PROPERTY DESCRIPTION: Computer Hardware, Software and Warranty, new (unless otherwise specified) and including all attachments, accessories and replacements relating thereto (the "Equipment") and licensed software and services, including training, installation, maintenance, custom programming and technical consulting (collectively, "Financed Items"). Equipment and Financed Items shall, for purposes of this Proposal, be collectively referred to as "Property". Any changes and final Property must be satisfactory to Lessor.

PROPERTY LOCATION(S): TBD

LEASE TERMS: An initial term of 48 months (at Lessee's option) commencing on the first day immediately following the last day of the Installation Period. Rent shall be payable Annual in advance and based on the following lease rate factors:



Note: RATE LOCKED IN PLACE TILL 7-1-2020

Term	Type	Cost	Leaser Rate Factor	Annual Payment	End of Term
48	Computer Hardware Cost	\$ 514,972.00	0.2357	\$ 121,378.90	FMV
48	Warranty/Softcost/Licence	\$ 101,838.00	0.26611	\$ 27,100.11	
Total		\$ 616,810.00		\$ 148,479.01	FMV

Optional Addition to the Lease:

Term	Type	Cost	Leaser Rate Factor	Annual Payment	End of Term
48	Computer Hardware Cost	\$ 126,000.00	0.2357	\$ 29,698.20	FMV
48	Warranty/Softcost/Licence	\$ 9,040.00	0.26611	\$ 2,405.63	
Total		\$ 135,040.00		\$ 32,103.83	FMV

Note: Once the final cost is determined, multiply the appropriate Lease Rate Factor to get the new annual payment.

END OF TERM

PURCHASE PROVISIONS:

At the end of the term, Lessee may either: (1) purchase all of the Equipment for its fair market value; (2) renew the Schedule for an additional 12 month term and pay rent during such renewal term equal to the fair market rental value of the Equipment as agreed between Lessee and Lessor (prior credit approval in accordance with Lessor's then-current credit criteria is required in order to exercise this option); or (3) return the Equipment to Lessor. This purchase option does not include any Financed Items. Lessor does not have an interest in such Financed Items to transfer to Lessee. Ownership of any software shall remain with the licensor thereof and Lessee's rights with respect to such software shall be governed by a separate license agreement between the licensor and Lessee.

DEPOSIT/FEES:

NO DEPOSIT WILL BE REQUIRED. NO FEE'S OR ANY RESTOCKING FEES.

PACK AND SHIP:

For groups of one hundred or more (100+) units per location per occurrence Lessor agrees to provide at no additional cost to Lessee on site packing and shipping to one of our designated return locations. To qualify units must weigh 30 lbs. or less, be located within the 48 contiguous united states, and de-installed and consolidated (i.e. located in a conference room, storage area, etc.) ready for packing.



NET LEASE: Lessee will be responsible for the payment of all maintenance, licenses, property taxes, sales/use taxes, insurance and all costs and risks of operation of the Property during the term.

FUNDING DATE & DISBURSEMENT: It is anticipated funding of Property deliveries and installation will take place during the Installation Period (and any extension thereof). Payment by Lessor for purchase of the Property will be made after receipt of all properly-executed lease documentation and the satisfaction of all of Lessor's standard conditions for funding, including confirmation that Lessor will have good title to any Equipment free and clear of all liens or a first priority security interest in the Equipment.

DOCUMENTATION: Documents pertaining to this transaction will be provided by the Lessor, and this Proposal is subject to the execution of all documentation by Lessee within a reasonable time and in form and substance acceptable to Lessee, Lessor and Lessor's counsel, including terms and conditions not outlined in this Proposal. In the event significant revisions are made to the documents at Lessee's request or at the request of Lessee's legal counsel (or Lessee's landlord, mortgagee or their counsel) Lessee will be responsible for any additional costs and expenses of Lessor related to such revisions. Lessor is neither a manufacturer nor a dealer of the Property, which is selected by the Lessee. The Lease will be a non-cancelable lease.

INSURANCE: The Lessee shall maintain insurance covering property damage and liability in types and amounts and with such carriers as are acceptable to the Lessor. Lessor shall be named as lender's loss payee and additional insured.

ACCOUNTING AND TAX CONSIDERATIONS: Lessor makes no representations with respect to appropriate accounting or tax treatment of a lease based on the terms of this Proposal. Lessee is encouraged to consult with its accounting or tax advisors to confirm appropriate accounting and/or tax treatment with respect to the Property or the lease.

MARKET DISRUPTION: In the event that any material adverse change in or material disruption of financial, banking, syndication, or capital market conditions occurs after the date of this Proposal, Lessor may modify the pricing as described herein.

EXPIRATION: This Proposal expires if your signed acknowledgment and application for credit have not been received by us as of the close of business on **4-30-2020** which is fifteen (15) days from the date of this letter.

Most agreements, promises, and commitments made by Lessor concerning loans and other credit extensions must be in writing, express consideration and be signed by the Lessor to be enforceable.

This Proposal does not represent a commitment to provide financing but only outlines general terms and conditions of the Lessor's financing program currently available to qualified lessees. Lessor does not intend that this Proposal or discussions relative to the terms of this Proposal create any legal rights or obligations, implicit or explicit, in favor of or against the other party. This Proposal is for your review only. It may not be disclosed to any third party other than your attorney, accountants, advisors or other authorized parties representing you.



Thank you for allowing us the opportunity to prepare this Proposal for your review and consideration. If the terms of this Proposal meet with your approval, you may apply for credit as indicated below and by returning the signed letter to me .

Very truly yours,
U.S. Bank Equipment Finance

Vice-President
Anatoly Lipetsky

APPLICATION FOR CREDIT:

We, the Applicant/Lessee, hereby acknowledge receipt of the above proposed lease financing terms and hereby submit this application for credit based on the terms contained in this Proposal. We agree to provide all financial information you requests regarding our business and any proposed guarantors. We authorize you and/or your agents and assigns to investigate the financial responsibility and creditworthiness of Applicant/Lessee, our principals, and guarantors and to share it with your affiliates, agents, assigns, auditors, and other creditors who have or expect to have financial dealings with us or the principals of our business.

By: _____
Title: _____
Date: _____



About Equipment Finance

U.S. Bank Equipment Finance is one of the largest equipment finance providers in the United States. Since 1971, we've been helping America's businesses grow. We've been a major funding source for companies in almost every market sector, with transactions ranging from \$50,000 to \$50 million plus.

At U.S. Bank Equipment Finance, we:

- Specialize in tailoring customer financing needs,
- Offer a variety of capital equipment lease-oriented products,
- Recognize the importance of long-term relationships,
- Use our industry expertise to provide superior customer service,
- Provide flexible and competitive rates and terms on virtually any capital equipment acquisition.

Equipment Finance Industry Recognition



U.S. Bank was recognized in 2016 by the Monitor as the seventh largest Equipment Finance provider in the United States.

Since 1974, the Monitor has become the leasing and financing industry's leading publication. Thousands of professionals rely on the Monitor to bring them up-to-date on the latest news and information in the equipment leasing industry.

Taking a Leadership Role in the Industry



Anthony Cracchiolo of U.S. Bank Equipment Finance is the President of the of the Equipment Leasing and Finance Association (ELFA). Mr. Cracchiolo is a 30-year veteran of the financial industry with extensive equipment finance experience in industries including: office equipment, technology, healthcare, energy, electronics, manufacturing, construction, material handling and tax-exempt and vendor businesses.

The ELFA is the trade association representing financial services companies and manufacturers in the \$650 billion U.S. equipment finance sector. ELFA members are the driving force behind the growth in the commercial equipment finance market and contribute to capital formation in the U.S. and abroad. Mr. Cracchiolo's position as a member of the Board of Directors signifies the credibility of U.S. Bank as an Equipment Finance leader.



Technology Finance: Over 40 Years Experience

U.S. Bank Equipment Finance - Technology Finance Group specializes in delivering exceptional technology leasing and finance solutions and building successful long-term relationships with our clients. Since 1973, we've developed and delivered leasing solutions for mid-large size enterprises, law firms, healthcare providers, education organizations, and more.

As a direct lender, we are not reliant on selling your transaction to another bank or leasing company to finance your technology needs. Because we specialize in technology, we are focused on delivering solutions that accommodate your complex IT projects and meet a wide variety of accounting, tax and financial requirements.

Our Approach

Our lease programs are designed with you in mind – we are focused on meeting your specific budgetary, financial and technological needs. We put our knowledge and U.S. Bank's vast financial resources to work for you. It's our mission to solve the problems that other finance companies find too complicated or out of scope.

Anyone can provide your organization with a price quote from a rate card. At Technology Finance Group, we pride ourselves on implementing a strategic lifecycle management process for your technology needs. We can help you select, acquire, use, track and, ultimately, replace business technology without the limitations associated with ownership.



We are a total solution provider

We offer 100% financing for your entire IT project. Plus, we are able to finance many of the “soft costs” associated with IT projects including software, hardware, consulting, etc.

Technology Finance Group gives you more value

Our industry knowledge and financing expertise is the core of everything we do. At Technology Finance Group, we even go beyond financing by providing tools that help you gain control over your technology assets – like LeaseTrak®, our proprietary online asset management tool.

Technology Finance Group is committed to full and complete disclosure

To help you make the best decision for your organization, we clarify the lease process and the details of our terms and conditions. We’ll explain the total cost of any lease solutions and make sure you can compare all programs you may be considering.

We give you more options and flexibility

We offer all types of financing structures including both operating and capital leases. As a direct lender, We also manage our cost of funds directly, giving you competitively priced options. We can seamlessly work with your vendors and aggregate orders and funding over a 90-day period with simple quarterly schedules.

Our Strengths

Technology Finance Group can finance the technology you need and want

Other technology financing providers are heavily vested in the brand of products and services that you are purchasing. We care about getting you the right solutions now and in the future – regardless of manufacturer.

Proven solutions, year after year

We take pride in providing you with the leasing expertise you need to make the right decision for your organization. Our straightforward and consultative business practices have earned us thousands of clients and helped us retain those relationships lease after lease, year after year.

We help you with total project management

We can optimize your financing solutions on both small and large projects with multiple vendors. You can install right away or even over several months, whatever makes sense for you. We can work with you on software or hardware projects, or both combined.



Benefits of Leasing

100% Financing	Acquire the hardware and software equipment you need to stay competitive, without making a large down payment.
Complete Project Financing	You can roll up the soft costs of your installation into your lease agreement. Soft costs may include freight, installation, training, sales tax and software.
Preserve Working Capital	By choosing leasing over ownership, your cash is not tied up in overhead. Instead, it may be reinvested in your business for other purposes.
Increased Cash Flow	Financing equipment helps maintain your cash flow and gives you greater certainty in budgeting by setting customized rent payments to match the cash flow of your business.
Significant Tax Benefits	Deduct lease payments pre-tax as an ongoing expense, or depreciate the asset on your books (consult your tax advisor for details).
Lower Periodic Payments	Lease payments are often lower than traditional loan payments.
Flexible Payments	Payment schedules, including monthly, quarterly, seasonal, semi-annual and annual, can be structured to fit the cash flow needs of your business. We can customize a finance agreement to fit your particular situation.
Off-Balance Sheet Benefits	Acquire the equipment you need without capitalizing the asset or carrying the liability on your balance sheet.
Preserve Lines of Credit	Financing does not affect your existing borrowing limits. You may have 100% of your credit available for other needs.
Regular Technology Updates	Because leasing is so flexible, you may be able to acquire more and better equipment than through ownership. Certain programs can also allow for technology upgrades and/or replacements within the terms of the lease contract.
Protection from Obsolescence	Options are available to return or upgrade your equipment at the end of your lease.



Types of Equipment Leased

Hardware, Software and IT Services

- Desktop and Laptop Computers
- Servers
- Networking Equipment
- Storage Area Networks
- Point-of-Sale Systems
- Banking Equipment: Document Processing, ATMs
- Telecommunications Equipment
- Voice over IP Systems
- Bar Code/Warehouse Automation Equipment
- Data Warehousing Technology/Storage
- CAD Systems
- Desktop Publishing Equipment
- Printers
- Time and Billing Systems
- Document Imaging/Archiving Systems
- Videoconferencing Equipment
- Copiers, Furniture and Other Business Essential Equipment

Lease Financing for Software and Services

- Software
- Consulting
- Configuration
- Implementation
- Integration
- Training
- Technical Support
- Maintenance



Offering More: U.S. Bank Value-Added Services

LeaseTrak™: Online Asset Management Tool

Keeping track of technology located in multiple locations throughout an organization can be a difficult task. Equipment Finance's proprietary online system, *LeaseTrak*, was developed to help our customers gain control over their valuable leased assets and to assist in IT planning and budgeting. *LeaseTrak* is an online asset management tool that provides secure, unlimited, 24-hour Internet access to detailed information about your organization's leased assets.

Six easy-to-use report format options are available, based on most commonly requested information:

- Equipment Schedule Summary
- Equipment Schedule and Asset Detail
- Location Summary
- Assets Sorted by Schedule, then Location
- Assets Sorted by Location, then Schedule
- Assets Sorted by Location, then Serial Number

Assets Sorted by Equipment Schedule then Location Report
All Assets sorted by schedule no., state, city, zip, and asset ID for: Demco Company (21001000)

Schedule No.	Start Date	Term	Equip Cost	Rent	Pay Freq	Account Manager
DEMO1010001	10/10/2004	36	9,402.00	267.96	Monthly	John Doe

Address	City	State	Zip	Asset Count
4587 College Avenue	Alameda	CA	94501	763

Asset ID	Serial No.	Description	Equip Cost	Rent
900249	YAMA1195	PORTAGE 4100 P.A. 3 2042 CENTRINO S1 2MB PANEL 4000 HD BDR24 CDRWRB DVD 56K 10T100 ETH 802.11B	1,753.00	48.90
900250	YAMA1101	PORTAGE 4100 P.A. 3 2042 CENTRINO S1 2MB PANEL 4000 HD BDR24 CDRWRB DVD 56K 10T100 ETH 802.11B	1,753.00	49.96
Subtotal for 2 assets for schedule DEMO1010001 in location 100:			3,506.00	98.82

Address	City	State	Zip	Asset Count
1111 Oakley Blvd	Salt Lake City	UT	84110	108

Asset ID	Serial No.	Description	Equip Cost	Rent
900244	WHTC188711	DELL PRECISION 380 MINI TOWER S1 2K 2.7304Z513P38.P4	1,185.00	34.06

LeaseTrak's detailed reports track: location, rent, lease term, start date, equipment cost, asset description and more. Additionally, *LeaseTrak* gives you the ability to export data to Excel, PDF and CSV file formats to create your own customized reports or upload into other systems

Asset Move Notification

LeaseTrak's Asset Move Notification feature makes it easy for users to transfer leased equipment from one location to another while automatically notifying Equipment Finance. *LeaseTrak* is available exclusively to Technology Finance Group customers.

Electronic and Customized Billing

Traditional Paper Invoicing - We're able to provide your organization with traditional paper invoicing.

Electronic Invoicing - We're able to provide your organization with electronic invoices in file formats that can be imported directly into your accounting and asset tracking databases.

Customized Invoices - Upon special request, we can incorporate customer-specific information such as cost centers, users, accounting centers and more into customized invoices.

Special Reports - We can also provide customers with special reports about their leased assets for audits, SEC filings, budgeting and other purposes.

All of  serving you®

usbank.com



Applications subject to credit approval. Some conditions may apply. Equipment Finance is not offering legal, tax, accounting or financial advice. Customers are encouraged to consult with their tax or financial advisors for a clear understanding of how various banking products could impact their specific business conditions. Member FDIC.

Renting Tubas from Music Store: White House of Music does not offer tuba rentals to families due to the cost involved.

2020-2021 Tubas: 6th Grade: 4, 7th Grade: 4, 8th Grade: 3. 11 total. If we provide a child a home and a school tuba, we'd need 22 student tubas.

Faculty Tuba: We need to have a teaching tuba for Jon Fox, Kelsey Shook, and Andy Stone to use while teaching lessons. We'd be sharing that one tuba between the three of us.

Resulting Change: Purchase six tubas at a cost of \$3070 each. \$18,420. Expected tuba lifespan is 20 years.

Possible Funding Sources

Band budget: one tuba - \$3070

KMS budget: \$7675

T and L budget: \$7675

From Jon Bell, Germantown High School Band Teacher

I have been researching instruments that we share. (Tuba and Baritone Saxophone) and the numbers are higher than I thought. My primary instrument is tuba, but I haven't purchased one for quite a while. Much like cars, you can spend as much as you want one.

For reference, instruments come in three basic models. Beginner, Intermediate and Professional. KMS would use beginner instruments. They are smaller and have less playing demand put on them. At GHS, we use intermediate and professional. The instruments here are the better of the intermediate. In addition to sound quality, study construction is another major factor.

In the band director world, there is a new term in the last few years, Instrument Shaped Object (ISO). These are foreign made instruments that are very cheap and poorly made. Most reputable repair shops will not work on them because they do not stay fixed and break very quickly.

With all that said, we would need:

3 tubas at about \$6,500-\$7,000 each

1 Bari Sax at about \$5,000-5,500

(The price variations are due to bids from different music stores.)

Possible Funding Sources:

\$2500 from the band department

\$23,000 from Teaching and Learning

GERMANTOWN SCHOOL DISTRICT

TO: Finance Committee

FROM: Ric Ericksen, Director of Business & Auxiliary Services

AGENDA ITEM: VIII. Reports

A. Voucher(s): Follow Up

None

B. Monthly Financial Reports

1. General Report(s)

- All Financial Reports are posted at the FC web link.

C. General Reports

- It would be my suggestion to the school board and Ms. Altendorf that for at least this next year, if not the next two years, the same consulting firms continue to be engaged. This would provide some consistency and continuity as the Business Office, as well as the Buildings & Grounds and the Human Resources departments' transition to new leadership. A list of firms is stated below:
 1. BakerTilley – Financial & Enrollment Audit Services
 2. Quarles & Brady – Bond Counsel
 3. R & R Risk Management – Liability, Workers Comp, Property
 4. Key Benefits – OPEB Compliance
 5. Associated Benefits – Employee Benefits Consulting
 6. Kelmann – Emergency Restoration of fire, water, etc. damage
 7. Other than the firms mentioned above, I do not what to speak for Don Erickson or Mike Nowak, obviously they can speak individually for their departments and continued relationship with other firms.

AGENDA ITEM: IX. Adjourn