

Arkansas Arts Academy School Board Agenda Tuesday, March 9th, 2021 at 6:30 pm Through Technology

1.	Ca	ll to order – Beardsley	Action
2.	Est	tablish quorum / Roll Call – Beardsley	
3.	Ple	edge of Allegiance – Beardsley	
4.	Co	mments from the Public:	
5.	Co	nsent Agenda – Beardsley	
	A.	Approve minutes from February Regular and Special Board Meeting - Attachment	#1&2 Approval
	B.	February Financials – Attachment #3	
	C.	Enrollment Report – Attachment #4	
6.	Dis	strict Reports	
	A.	District Report and Superintendent Comments - Burrows	Discussion
	B.	Child Nutrition Report – Zupan	
	C.	COVID Status – Milligan	
	D.	Elementary School Update – Young	
	E.	High School Update - Wright	
	F.	Student Council – Diego Aguilar	
	G.	Arts Integration – Jones	
	H.	Special Education – Scott	
	I.	Human Resources Report – Harral	
	J.	Athletics Updated - Skelton	
7.	Nev	w Business	Approval
	A I	Board Elections – Attachment #5	
	В.	Employee and Board Code of Ethics – Attachment #6	
8.	Dis	cussion of items since publication of the agenda	Discussion
9.	Exe	cutive Session	Closed
	A.	Personnel	
	B.	Confidential Matters	
10.	Adj	ournment	Adjourn

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Through Technology

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ш	Action	5	5]		>	5	7	1	5				7]	Vote 5 - 0		5	5]	>	5	5	5	5	5] [3	5		5
ш	Video Reference	1:32 - 1:38			1:39 - 1:58	1:59 - 2:34	2:35 - 2:41		2:42 - 3:46							3:47 - 3:50		3:51 - 8:31	8:32 - 11:05		12:43 - 15:49	15:50 - 20:20	20:26 - 22:20	22:21	22:42 - 25:18	25:19 - 28:27	28:28 - 30:18	28:28 - 30:18		32:35 - 43:17
Ω	Motion						None								1st Jeff Hunnicutt	2nd Cara Riley														
O	Description	Call to Order at 6:30 pm	Establish Quorum / Roll Call: Tony Beardsley, Howard Alsdorf,	Richard Burrows, Nate Fries, Jeff Hunnicutt, and Cara Riley, Absent:	Adrienne Jackson and Leslee Post.	Pledge of Allegiance	Comments from the Public	Consent Agenda: Approve Minutes from F Regular Meeting -	Attachment #1	Approve January Financials - Attachment #2	Tony asked Jeff Hunnicutt if there were any concerns from the	Finance Committee Meeting, Jeff everything looks good, no	concerns.	Enrollment Report -Attachment #3		A motion was made to accept the Consent Agenda	District Reports - See Attachments	District Report and Superintendent Comments	Child Nutrition Report and Cycle Reporting		COVID Status Report	Elementary School Update - by Debbie Zupan	High School Update	Diego Aguilar - Student Council - No Report	Arts Integration Report	Special Education Report	Human Resources Report	Athletics Update - Status of Competition	New Business	Board Elections - Attachment #5
В		Tony Beardsley			Tony Beardsley	Tony Beardsley	Tony Beardsley		Tony Beardsley	Tony Beardsley				Tony Beardsley				Richard Burrows	Debbie Zupan		Katie Milligan	Matt Young	Heather Wright	Diego Aguilar	Aaron Jones	Richard Burrows	Terri Harral	Matt Young	Tony Beardsley	Tony Beardsley
⋖	Item	П			2	3	4		5A	5B				2C			9	eA	6B		29	Q9	ee	6F	99	Н9	19	19	7	7A
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			Kichard brougnt for discussion the possibility of removing positions			
			from Board Elections and suggested that there be a list of candidates			
			and that the Roard Would fill the energians with the target			
			and that the poald would fill the obein positions with the top vote			
			winners. Such as if there are two open positions then the top two			
			vote winners would be elected to fill the vacant seats on the Board.			
			David Chaltan ached if these see that			
			David Shelloll asked II there are two positions would each parent get			
			one or two votes? Tony mentioned one vote per voter (for each			
			open Board Positoin). A motion was made to move from Board	27		
			[] Chation from Davidian at a first of a first of the fir			
L			Election from Positions to a list of candidates and top vote winners	1st Howard Alsdorf		
52			would fill the open Board Positions.	2nd Cara Riley		Vote 5 -0
26	7B	Tony Beardsley	Employee and Board Code of Ethics - Attachment #6	Tabled until April	43:30 - 48:15	5
27	22	Tony Beardsley	Cox Wide Area Network Proposal - Attachment #7	-][
Γ						>
			The Board discussed options in renewing our Cox Contract. A			
			motion was made to accept the 3 year plan with a monthly savings	1st Jeff Hunnicutt 2nd		
28			of \$311.	Howard Alsdorf	48:16 - 58:46	Vote 5 - 0
29	∞	Tony Beardsley	Discussions of items since publication of the agenda	None	58-47 - 59-02	
30	6		Executive Session		10:00	•
5				מופ		
2			A. Personnel			>
32			B. Confidential Matters			>
				1st Howard Alsdorf		
33	10		Adjournment at 7:27 pm	2nd Cara Riley	59:02 - 59:19	Vote 5 - 0
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			docs.s3.amazonaws.com/documents/asset/uploaded file/1160390/			
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9			Tony Beardsley, President	Date		

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4	Vote 5 -0	55		Vote 5 - 0	5]	5 5	Vote 5 - 0		
		43:30 - 48:15		48:16 - 58:46	58:47 - 59:02		59:02 - 59:19		
0	1st Howard Alsdorf 2nd Cara Riley	Tabled until April	1st Jeff Hunnicutt 2nd	Howard Alsdorf	None		1st Howard Alsdorf 2nd Cara Riley	5/1/21	Date
)	Richard brought for discussion the possibility of removing positions from Board Elections and suggested that there be a list of candidates and that the Board would fill the open positions with the top vote winners. Such as if there are two open positions then the top two vote winners would be elected to fill the vacant seats on the Board. David Skelton asked if there are two positions would each parent get one or two votes? Tony mentioned one vote per voter (for each open Board Position). A motion was made to move from Board Election from Positions to a list of candidates and top vote winners would fill the open Board Positions.	Employee and Board Code of Ethics - Attachment #6 Cox Wide Area Network Proposal - Attachment #7	The Board discussed options in renewing our Cox Contract. A motion was made to accept the 3 year plan with a monthly savings of \$311	Discussions of items since publication of the agenda	Executive Session	A. Personnel B. Confidential Matters	Adjournment at 7:27 pm https://core- docs.s3.amazonaws.com/documents/asser/unloaded_file/11160200/	GMT20210310-002341 AAA Monthl 640x360.mp4	יייייי איייייייייייייייייייייייייייייי
8		Tony Beardsley Tony Beardsley		Tony Beardsley				Video Link	
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	25	26	28	29	30	32	33	34 35 36 37 38 39 40	*

Arkansas Arts Academy Budget to Actual - All Funds EIGHT MONTHS ENDED 02/08/21

This is a summary of ALL FUNDS: Teacher Salary/Operating; Building; Federal; Activity and Food Service funds on separate tabs.

	Budget	ACTUAL	% of Budget	Budget Remaining
Revenue				
State Foundation	\$7,796,086.00	\$5,197,392.00	67%	\$2,598,694.00
AR Recognition Grant	\$0.00	\$0.00	0%	\$0.00
Student Growth	\$600,000.00	\$263,035.00	0%	\$336,965.00
Categorical	\$273,769.00	\$190,405.00	70%	\$83,364.00
Grants	\$3,053.75	\$1,700.00	56%	\$1,353.75
Grants	\$0.00	\$4,519.55		-\$4,519.55
Other State Revenues	\$5,219.88	\$3,131.94	0%	\$2,087.94
Other Local Sources	\$1,500.00	\$21,859.47	0%	-\$20,359.47
Operating	\$0.00	\$209.58	0%	-\$209.58
Activity	\$0.00	\$76,636.86	0%	-\$76,636.86
Facilities Funding	\$527,663.00	\$298,685.00	57%	\$228,978.00
Walton Family Foundation Grant	\$22,093.00	\$22,093.00	0%	\$0.00
Federal Grants	\$1,035,856.20	\$450,048.60	43%	\$585,807.60
Food Service	\$302,104.00	\$118,026.00	39%	\$184,078.00
Total Revenues	\$10,567,344.83	\$6,647,742.00	63%	\$3,919,602.83
Expenditures				
Instruction	\$4,981,241.11	\$2,764,166.05	55%	\$2,217,075.06
Support Services	\$17,159,885.17	\$2,714,742.16	16%	\$14,445,143.01
Facility	\$607,764.00	\$576,046.30	95%	\$31,717.70
Total Expenditures	\$22,748,890.28	\$6,054,954.51	27%	\$16,693,935.77
Changes in fund balances	-\$12,181,545.45	\$592,787.49		
Beginning Balance 7/01/20		\$702,105.79		
FUND BALANCES		\$1,294,893.28		

The summary above represents all funds of the Academy.

*please note that transfers from Operating to clear Teacher Salary are done mid- and end-year

Previous year to be closed out as final allocations, expenditures are finalized.

^{*}Please not that the beginning balance may change due to final entries*

Arkansas Arts Academy Enrollment Report March 1, 2021

i					
Elementary School	3-1-21 Enrollment	8-20-20 Enrollment	Commit	21-22 Wait List	Change from 3-1-21 / 8-4-21
Kindergarten	75	80	80	107	ro.
1st	78	80	80	63	7
2nd	75	80	80	26	ro
3rd	74	80	80	22	9
4th	83	84	84	39	-
5th	79	84	84	51	2
6th	79	84	84	63	C.
Total	543	572	572	434	29
Middle/High School					
7th	106	110	110	34	4
8th	110	110	110	43	0
9th	110	114	110	40	0
10th	110	115	110	23	0
11th	88	100	109	17	20
12th	98	96	91	0	ro
Total MS & HS	611	645	640	157	29
Total Enrollment	1154	1217	1212	591	28

District Reports - March 9th, 2021 School Board Meeting

1. CEO Board Report - Richard Burrows

We are hoping that Spring has arrived. Student testing is underway, COVID vaccinations are up. Graduation and Prom plans are underway. An end-of-year arts celebration has been proposed. This year's COVID relief money is nearly expended and next year's has been preliminarily budgeted. We have a new Data Information Manager, Sheila Riffe, in the District Office for Medicaid, ARMAC, and Child Nutrition reimbursements.

2. Cycle Reporting and Child Nutrition - Debbie Zupan

Our next Cycle Report, Cycle 6 will not be due until April 15.

Child Nutrition is going well, our Steamer for the Elementary School, has been delivered, installed and working well. We ended February with a negative balance of -\$13,355.62 our reimbursement for January arrived on March 2nd, in the amount of \$32,603.46. I submitted our February claim today and expect our reimbursement by the end of the month and after paying our February invoice, we will end the month with a positive balance of \$24,862.09. We will be preparing take home meal packs for our AAA students to be distributed on Monday March 15th, our Virtual week and will offer pre ordered meal packs on March 22nd, not only to our AAA families but our local families as well. This is an exciting opportunity for reaching our neighbors, introducing them to AAA and supporting our Child Nutrition Program with higher meal counts and a larger reimbursement from the State. I would like to give Ariel Smith our Child Nutrition Manager with Aramark, a huge thank you for doing a superior job running the meal prep and serving side of our Child Nutrition Program.

3. COVID Report - Katie Milligan

Currently, as a district we have less than 5 active cases in isolation and no staff or students in quarantine. Vaccine update: 84% of the staff in our district expressed interest in receiving a COVID-19 vaccine. To date 59% of all staff have received at least 1 dose of a vaccine with 49% considered vaccinated.

4. Elementary School Update – Matt Young

Our spots are all filled for next year. While overall lottery were down from the last couple of years, we did have the highest number of kindergarten siblings with 52. We are conducting a cereal drive this week with the Samaritan Community Center and would love to have each Board Member contribute to the drive. Chic-fil-a Spirit Night is tonight from 5-8 pm at the Pauline Whitaker location and there is another spirit night on March 15^{th} at Smashburger in Bentonville. Plans for the space camp trip are being finalized for the 4^{th} and 5^{th} graders with their missions launching in April.

5. High School Update - Heather Wright

Junior students completed Spring ACT this morning and $7-10^{th}$ grade students will be completing ACT Aspire, April 5th through April 9th. The theatre department has just finished casting a spring production of Much Ado About Nothing and choir students will be performing for small family audiences this spring. Five students just finished participating in the Student Voice program. Congratulations to our Teacher of the Month: James Hobbs-Taber and our students of the month Diego Aguilar, AJ Givens and Sophie Pappas!

6. Student Council - Diego Aguilar

7. Arts Integration – Aaron Jones

4th Grade - My School My Museum Program with the Math and Science, TBA.

6th Grade – Mrs. Cerna's Language Arts class: Students are learning about stories, specifically moralizing tales in the form of Nursery Rhymes / Fairy Tales and how these stories originated then have changed through time. Students will read the original version of The Adventure of Pinocchio by Carlo Collodi written in 1881 and compare it with the 1940 Disney version; Students will write original scenes from a known Fairy Tale and create working marionettes to act out the parts.

Middle School

7th Grade – Mrs Culbreath's Geography class: Students visited the Rogers Historical Museum to experience the current exhibition Reflections of the Black Experience. Curator of the exhibition, Kinya Christian, visited each class the week prior to their visit, providing contextualization for the art on display. Students will then create a work of art inspired by the exhibition; the completed works will be part of a secondary show scheduled for the spring at a gallery in downtown Rogers.

High School

Tech Theatre – Mr. Wipplinger's class: Students will investigate a variety of historic periods and cultural communities to produce masks, sets and costumes for the spring production of William Shakespeare's Much Ado About Nothing.

8. Special Education - Beth Scott

The special education department is continuing to provide quality education to our students. We have grown over the year and currently have the need to add a special education instructional assistant. We have interviewed 3 applicants and have unanimously determined our recommendation. We welcomed Sheila Riffe on our staff on February 22nd and she has settled in nicely. She is assisting in many areas including Medicaid documentation, updating data for more accurate accounting of our students, and working on uniform data collection from the special education staff to ensure precise records. We are currently in the winding down stages of completing our Corrective action plan. The team has done an excellent job in ensuring documentation is done correctly and due process paperwork procedures are followed so that I can submit our examples to the state department.

9. Human Resources - Terri Harral

As of today's date for those employees that are currently in our payroll system, 2020/2021 salaries are \$4,630.246.13 and the projected salaries for 2021/2022 is \$4,855,842.38 a difference of \$225,596.25 (This includes all Salary step increases \$44,918.50 and all those that were on a prorated salary schedule \$180,677.75.)

10. Athletics Update - David Skelton

Good evening!

coaching our team this spring. Thank you.

Our basketball season came to an end this past week in Magazine, in the first round of the regional state tournament. We lost to a very good Acorn team. We celebrate a successful season, finishing in 3rd place in our conference. Our program has grown tremendously over the past few years. Ben Vogel and Chyrell Stanley were selected to the All-Conference Team.

Updating our archery program, the elementary team finished 16th and middle school placed 11th in the state. Lilianna Green placed 2nd. Aaron Everhart was 9th, Quinn Birdsong was 11th. Our middle school team, Vlad Thompson 7th place and Logan Fogg 11th. These shooters also qualified for the nationals to be held May 3rd. Our senior boys soccer team is opening their season tonight at Lifeway. Coach Kennedy is





ARKANSAS **ARTS** ACADEMY

Aspire. Achieve. Advance.

Arkansas Arts Academy is a 20+ year organization with 7 current Board Members. The Board of Directors of this K-12 public charter school meet each month of the year on the 2nd Tuesday. In 2021 there are two open Board positions (positions 1 or 2) up for election which will be held on **Tuesday**, **April 13**, **2021** and will include a brief recorded presentation by all candidates. If you are interested in running for one of these positions, you will need to complete the Election Application by 5P, **Tuesday**, **April 6**, **2021** in order to be placed on the ballot. Duties of school board members include:

- Establishing policies that guide the operation of the school
- Evaluating the CEO/Superintendent
- Approving the annual budget, overseeing spending and reviewing curriculum
- Maintaining high ethical standards of conduct for all those associated with the school

As a Board member you agree to attend regular monthly and special board meetings. A Board member may not be an employee of the school. A Board member must have a currently enrolled child or had a child graduate from the school.

In order to win a contested race, a candidate must receive the greatest number of votes. Uncontested positions will be awarded to the incumbent by default. To apply, please click the link below:

Arkansas Arts Academy Board of Directors Election Application

Attachment #66

ARKANSAS ARTS ACADEMY PUBLIC CHARTER DISTRICT

Employee and Board Code of Ethics

Adopted: 2/9/2021

As employees and members of the board of directors of the Arkansas Arts Academy Public Charter District (District), our mission is to educate all students to their maximum potential. Our success depends on our teamwork, trust and commitment. Our Code of Ethics is intended to help us achieve success by setting common expectations and increasing trust, commitment and teamwork within the District, and between the District and the community.

Core Principles:

To help us achieve our mission, we are committed to three core ethical principles:

- Commitment to Excellence
- District and Personal Integrity
- Responsibility

Purpose:

Our Code of Ethics helps develop trust by describing what the public can expect from us, and what we can expect from each other and our District. It plays a central role in our District's commitment to help District personnel and board members achieve the highest ethical standards in their professional activities and relationships. Our goal is to create a culture that fosters trust, commitment to excellence and responsibility, personal and institutional integrity, and avoids conflicts of interest and appearances of impropriety.

Application and Enforceability:

The Code of Ethics applies to all District personnel including Board Members. Provisions of this Code of Ethics are supported by standard law, regulations, and precedent agreements. Violations of this Code of Ethics may result in administrative or disciplinary action under those laws, rules, regulations, or agreements.

Making Ethical Decisions:

While the Code of Ethics provides general guidance, it does not provide a complete listing or a definitive answer to every possible ethical situation. When making decisions, we should use good judgment to fulfill the spirit as well as the letter of the Code.

When making decisions:

Evaluate the situation and identify the ethical issues.

- Follow the rules. Consult the Code of Ethics, law, and District rules, regulations, bulletins, policies and procedures, and apply them to the situation.
- Ask for guidance from your supervisor. If your supervisor is involved in the problem, contact his or her supervisor, or the the Board of Directors for help. Ask for help early—before you act.
- Make and carry out a decision that is consistent with the rules and develops excellence, integrity and responsibility.

Commitments and Expectations:

To achieve our mission of educating students, we strive to create a District culture that fosters trust and focuses on excellence. Our goal is to develop a culture that is personally fulfilling, supports ethical decision-making, and provides an environment where hard work, creativity and innovation are the norm. To succeed, we must have the same expectations about how we will practice our commitment to excellence, integrity and responsibility in our everyday work.

A. Commitment to Excellence.

We are committed to being the best school district we can be, educating our students to their maximum potential. Everything we do has an impact on the classroom.

1. Set the example.

We are committed to providing the best example we can, striving to demonstrate excellence, integrity and responsibility in our work.

2. Create an environment of trust, respect and non-discrimination.

We are committed to creating an environment of trust, care and respect. We will not tolerate discriminatory or harassing behavior of students or colleagues.

3. Provide honest, accurate and timely information.

We are committed to candor in our work relationships, providing other District personnel including supervisors, senior staff and Board members with accurate, reliable and timely information. We will not tolerate falsification or cheating.

4. Identify problems and help create solutions.

We are committed to identifying areas for improvement within our District, and suggesting and implementing solutions that make us more successful.

5. Keep policies, procedures and rules.

Our rules, policies and procedures are the foundation of trust and how our District conducts everyday business. They define our expectations and evaluation criteria. We are committed to following our Code of Ethics, laws, and District rules, regulations, bulletins, policies and procedures, recommending changes required to make them better, and will not tolerate improper conduct.

6. Report improper conduct.

When someone does well, it reflects well on all of us. When we make a mistake, we strive to correct it and learn from it. We are committed to reporting gross mismanagement, significant waste of funds, abuse of authority, threats to safety, violations of our Code of Ethics, laws, rules, regulations, bulletins, policies and procedures, or other conduct that damages our integrity or reputation, to our supervisor, the Ethics Officer or the Inspector General.

7. Keep colleagues safe from retaliation.

We are committed to creating a work environment where problems can be reported and solved. We are prohibited from threatening, harassing, punishing or retaliating against employees who make good faith complaints.

B. District and Personal Integrity.

To maintain our integrity, we are committed to making decisions in the best interests of the District. We will avoid conflicts of interest and the appearance of impropriety.

8. Avoid conflicts of interest and improper outside income.

A conflict of interest can exist anytime our position or decisions provide us a financial benefit or improper advantage. We are permitted to receive outside income as long as it does not create a conflict with our District work. We are committed to declining outside income that might be perceived as inconsistent, incompatible or in conflict with our official duties. We will not make decisions or use our position for personal benefit or to gain an improper advantage.

9. Decline gifts.

A gift is a benefit we receive for which we did not pay. Gifts can include merchandise, food, tickets, use of facilities, investments, rebates or discounts not offered to the public, or forgiveness of debt from vendors, lobbyists, parents, students or others. We will not accept gifts or gratuities in excess of \$100 from a single source in a single year (aggregate retail value) or that give the appearance

that the gift improperly influenced our decisions regardless of the amount. We will not solicit vendors, lobbyists, parents or others for anything that provides us a personal benefit different from the public.

10. Improper influence of family members and associates.

We are committed to abstaining from decisions that could result in a direct benefit to a close relative or co-habitant including, but not limited to, hiring, promotion, discipline, evaluation or direct supervision.

11. Maintain appropriate relationships with students.

We are committed to ensuring that employee-student relationships are positive, professional and non-exploitative. We will not tolerate improper employee-student relationships.

12. Keep procurement information confidential.

To reinforce public trust and confidence in our procurement processes, we are committed to ensuring that procurement information is kept confidential, used only in the performance of our duties, and not released early to potential contractors.

13. Keep the contracting process objective.

We are committed to making contract award recommendations in the best interest of the District. From the time an RFP, specification or other contract document is issued until the staff recommendation is made public (the contract's informative report is published by the Board Secretary), we will not have contact concerning the contract with contractors participating in the process or their representatives.

14. Future employment.

In order to prevent conflicts of interest, District personnel are not permitted to discuss the possibility of future employment with a person or organization that might benefit from their official decisions. Contractors are required by the District to disclose all personnel, consultants and sub-contractors who were employees of the District in the previous three years. The District will not contract with a contractor who compensates a former District employee to influence an action on a matter pending with the District if that employee, within the last twelve (12) months, held a District position in which the employee personally and substantially participated in that matter. The District will not contract with a contractor that employs a former

District employee who, while serving in a District position within the last two years, substantially participated in the development of the contract's RFP, requirements, specifications or in any other part of the contracting process. No former District official is permitted to lobby the District for one year after leaving the District. We are committed to avoiding discussions about future employment with people or organizations who can benefit from our decisions, and will not take or influence official actions that might benefit that person or organization.

15. Uphold District interests in hiring and promotion.

We are committed to hiring and promoting District personnel based on their qualifications and the job-criteria of the position, and will not tolerate improper practices.

C. Responsibility.

We are committed to holding each other responsible for our performance as a District and as individuals.

16. Proper use of public position.

We are committed to ensuring that our power and authority are used in an appropriate, positive manner that enhances the public interest and trust. We will not use our authority to improperly influence people or obtain preferential treatment.

17. Proper use of public resources.

Except for occasional and limited personal use that does not interfere with performance of duties or create an appearance of impropriety, we are committed to ensuring that District facilities, equipment, supplies, mailing lists or other District resources are used for District purposes only. Except for occasional and limited personal use, we will not tolerate improper use of public resources, and will report and reimburse the District for significant costs of any limited personal use.

18. Leadership of District personnel and use of District time.

We are committed to ensuring that District personnel are tasked to perform only District work on District working-time. We will not direct or permit District personnel to perform personal services on District working time and will report such incidents to our supervisor, Ethics Officer or Inspector General.

19. Uphold confidentiality.

To achieve excellence, our District employees, parents and students must be able to discuss issues frankly, and when appropriate, in confidence. We are committed to abiding by all laws and District policies concerning confidential information, including student records, personnel files, agreements, and District records and policies. We will not reveal confidential information, including meeting content and the sources of comments, from staff, faculty, parent and closed Board of Education meetings.

20. Waivers.

The Superintendent/CEO or President of the Board of Directors or her/his designee upon a showing of good cause may waive an ethics prohibition in writing with notification to the Board of Directors.

		٥	Cox Business	Jess	Metro Ar	ea	Networ	Metro Area Network eRate Contract Comparison	ıtrac	t Comparis	uo				
	Current 3 yr Contract	S	ntract		Nev	V 3V	New 3yr Contract	act			New	5yr	New 5yr Contract		
								Savings from	_			-	Savings from Savings from	Savi	ngs from
	Contract Total			Son	Contract Total			current 3 yr		Contract Total			current 3 yr		new 3 vr
	for term	Per	Per Month	_	for term	Per	Per Month	contract		for term	Per Month	nth	contract		contract
Full Price	\$ 97,416 \$ 2,706 \$	\$	2,706	\$	86,220	S	86,220 \$ 2,395 \$		1) \$	(311) \$ 129,600 \$ 2,160 \$	\$ 2,1	09	1		(235)
Price w/eRate 50% discount	\$ 48,708 \$ 1,353	ئ	1,353	\$	43,110 \$ 1,198	\$	1,198	\$	\$ (9	(156) \$ 64,800 \$ 1,080 \$	\$ 1,0	08	\$ (273) \$. s	(118)