### Contract Information

<table>
<thead>
<tr>
<th>Title:</th>
<th>Student Planners</th>
</tr>
</thead>
<tbody>
<tr>
<td>IFB/RFP Number:</td>
<td>RFP #R16108 R4</td>
</tr>
<tr>
<td>Supersedes:</td>
<td>NA</td>
</tr>
<tr>
<td>Vendor Name:</td>
<td>See attached Vendor List for Multiple awards</td>
</tr>
<tr>
<td>Debarment Form:</td>
<td>Required: No Form on File: Not Applicable</td>
</tr>
<tr>
<td>Contractor Certification:</td>
<td>Required: Yes Form on File: Yes</td>
</tr>
<tr>
<td>Contractor Certification:</td>
<td>Virginia Code 22.1-296.1  — the school board shall require the contractor to provide certification that all persons who will provide such services have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child.</td>
</tr>
<tr>
<td>Pricing:</td>
<td>See attached Pricing Sheet(s)</td>
</tr>
<tr>
<td>Contract Period:</td>
<td>Through February 28, 2021</td>
</tr>
<tr>
<td>Contract Renewal Number:</td>
<td>4</td>
</tr>
<tr>
<td>Number of Renewals Remaining:</td>
<td>0</td>
</tr>
<tr>
<td>Procurement Contact:</td>
<td>Pixie M. Calderwood</td>
</tr>
<tr>
<td>Procurement Director:</td>
<td>Andrea Philyaw</td>
</tr>
</tbody>
</table>
Date: December 23, 2019

Contract No.: RFP #R16108

Modification No.: 4

Contractor: SCHOOL DATEBOOKS
2880 U.S. Hwy 231 South, Suite 200
Lafayette, IN 47909
CONTACT: Ben Nellis
H: 800-705-7526 765-471-8883 (Direct)
FAX: 765-471-8874
bennellis@sdinnovations.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R16108, Student Planners is renewed for a period of one year from March 1, 2020 through February 28, 2021, in accordance with section 11.2 and 11.3 of the contract. The Terms and Conditions will be as specified in the original contract. This is the fourth and final renewal on this contract.

SCHOOL DATEBOOKS

BY: [Signature]
TITLE: Sales Representative
DATE: 1/21/2020

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: [Signature]
TITLE: Director, Procurement
DATE: 2/20/2020
Date: December 23, 2019

Contract No.: RFP #R16108

Modification No.: 4

Contractor: SCHOOL MATE
PO Box 2110
Kearney, NE 68848 CONTACT:
Cari Greenough PH: 800-516-8339
FAX: 800-570-1767
planner@schoolmate.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R16108, Student Planners is renewed for a period of one year from March 1, 2020 through February 28, 2021, in accordance with section 11.2 and 11.3 of the contract. The Terms and Conditions will be as specified in the original contract. This is the fourth and final renewal on this contract.

SCHOOL MATE

BY: Cari Greenough
AUTHORIZED SIGNATURE
TITLE: Customer Service Manager
DATE: 3/1/2020

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: [Signature]
AUTHORIZED SIGNATURE
TITLE: Director Procurement/Risk Management
DATE: 2/10/2020
Date: December 23, 2019

Contract No.: RFP #R16108

Modification No.: 4

Contractor: SUCCESS BY DESIGN
308 Virginia Avenue
Cumberland, MD 21502
CONTACT: Megan Simms
PH: 304-209-2154
megan@successbydesign.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R16108, Student Planners is renewed for a period of one year from March 1, 2020 through February 28, 2021, in accordance with section 11.2 and 11.3 of the contract. The Terms and Conditions will be as specified in the original contract. This is the fourth and final renewal on this contract.

SUCCESS BY DESIGN

BY: [Signature]
AUTHORIZED SIGNATURE

TITLE: Controller
DATE: 12/30/19

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: [Signature]
AUTHORIZED SIGNATURE

TITLE: Director - Procurement
DATE: 2/10/2020
# 2020 Standard Contract

**School**
Loudoun County Public Schools  
21000 Education Ct  
Broadlands, VA 20148

**Contact**

**Sales Rep:** Ben Nellis  
bennellis@schooldatebooks.com  
**CSR:**

**Bill To**  
**Ship To**

<table>
<thead>
<tr>
<th>Product Name</th>
<th>#books</th>
<th>#Pages</th>
<th>Cost/Book</th>
<th>Base Cost</th>
</tr>
</thead>
</table>

## Discounts
* Discounts do not apply to three-year contracts

- **4% Discount per year with a three-year contract**  
  Sub-Total x 0.04
- **4% Discount for contracts received by 10/25/19**  
  Sub-Total x 0.04
- **3% Discount for contracts received by 12/13/19**  
  Sub-Total x 0.03
- **2% Discount for contracts received by 4/3/20**  
  Sub-Total x 0.02
- **1% School District Discount**  
  Sub-Total x 0.01

## Enhancements

<table>
<thead>
<tr>
<th>Cover Option: Custom PolyFusion, Custom Card-Stock, Window, Personalized, or Standard</th>
<th>$0.00-$0.70 x #Books</th>
</tr>
</thead>
</table>

- Custom Cardstock Back Cover  
  $0.00-$0.20 x #Books
- Printing on inside covers (inside front and inside back)  
  $0.00-$0.35 x #Books
- Vinyl pocket page  
  $0.20-$0.30 x #Books
- Stickers (per sheet)  
  $0.00-$0.30 x #Books
- Card-stock hall pass  
  $0.10-$0.20 x #Books
- Full Color handbook  
  $0.00-$2.40 x #Books
- Enhancement Fee  
  $0.25 x #Books
- Esteem Elementary  
  $0.00 x #Books
- Esteem High  
  $0.00 x #Books
- Esteem Middle  
  $0.00 x #Books
- Foundations Elementary  
  $0.00 x #Books
- Foundations High  
  $0.00 x #Books
- Foundations Middle  
  $0.00 x #Books

## Accessories

| Wall chart | $5.00 x |
| This Week Marker | $0.20 x |
| Stem Lesson Plans | $19.99 x |
| Teacher Lesson Plan and Grade Book | $3.95 x |
| Illustration Posters Set 1 | $19.99 x |
| Illustration Posters Set 2 | $19.99 x |
| Photograph Posters Set 1 | $19.99 x |
| Photograph Posters Set 2 | $19.99 x |

## Shipping and Handling

- *Net 30 (Net due within 30 days from invoice date)*  
- *Sales tax will be added if applicable*

| *** Desired Delivery Date: *** |

Buyer understands that handbook material and cover artwork are to be provided to School Datebooks, Inc. ("SDI") in the formats specified and within the deadlines provided in order to guarantee delivery by the desired delivery date. Failure to follow these guidelines may result in delivery delays and/or additional costs to the Buyer. Buyer understands that datebook and cover change requests after submission may result in additional costs and that quantity changes may result in a different per unit cost. Re-delivery fees may apply if buyer is unable to accept delivery during the agreed upon delivery windows. Canceled contracts will be subject to a charge of 15% of the contract total or the total of all costs incurred as of the date of cancellation, whichever is greater. Buyer understands that when purchase orders are required, the buyer will be responsible for delivering the purchase order to SDI. In the event that invoices are not paid when due, Buyer will be responsible for any expenses, including reasonable legal fees, incurred by SDI in attempting to collect the balance due. Buyer represents and warrants to SDI that it owns or has the right to use and reproduce any and all trademarks, logos, images or other materials reproduced in this product. Buyer will be responsible for securing any required licenses and/or paying any and all licensing fees that may be due. Buyer agrees to indemnify and hold SDI harmless from and against any and all liability related to the use and reproduction of such items. As a representative of the Buyer, I understand and agree that I have authority to sign this contract and that this contract will remain in effect in the event that I leave my position prior to the completion of the contract.
January 13th, 2020

Loudoun County Public Schools
Procurement Services
21000 Education Court, Suite #301
Ashburn, Virginia 20148
Re: Renewal of RFP# R16108

To whom it may concern:

Thank you for sending a bid renewal request for School Mate® Student Planners. We are pleased to continue the agreement with Loudoun County Public Schools for another year. We have bid our own School Mate® Student Planner products as an alternate to any planner identified in your original specifications. Product details can be found on our web-site at www.schoolmate.com.

On our web-site, please find an updated Student Planner Order Form and pricing for the upcoming 2020-2021 school year. Please refer to our original bid documents for all deviations and specifications.

If you have any questions or comments, feel free to contact me at 800-516-8339, I am available 8:00 a.m. to 5:00 p.m. CST, each business day. I look forward to working with you.

Sincerely,

Cari Greenough
Customer Service Manager
2020-2021 PRICE LIST

BASE LIST PRICE

**STOCK PLANNERS** (min. order 25) *are basic planners without bound options. You may choose from any available cover.*
The STOCK PLANNER base price is determined by quantity.

<table>
<thead>
<tr>
<th>Planner Quantity</th>
<th>50–265</th>
<th>275–675</th>
<th>685–1000</th>
<th>1000+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Success by Design Student Planners (Character Line, All Levels)</td>
<td>$2.50</td>
<td>$2.35</td>
<td>$2.34</td>
<td>$2.23</td>
</tr>
<tr>
<td>STEM Student Planners (Stock Planner, All Levels)</td>
<td>$3.41</td>
<td>$3.12</td>
<td>$2.92</td>
<td>$2.80</td>
</tr>
</tbody>
</table>

**CUSTOM PLANNERS** (min. order 100 – Shipping Extra) *are planners which include any bound options or cover personalization. You may choose from any available cover.* Non-bound options are also available for CUSTOM PLANNER orders. The CUSTOM PLANNERS base price is determined by quantity. CUSTOM PLANNER orders require special attention to detail. Many options must be hand-collated into the planners before binding, resulting in a higher base price.

<table>
<thead>
<tr>
<th>BOUND OPTIONS</th>
<th>School Handbook - Black</th>
<th>$0.04</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>School Handbook - Color</td>
<td>$0.17</td>
</tr>
<tr>
<td></td>
<td>Custom Large Cover - Laminated 1/0 (One Sided, color or B/W)</td>
<td>$0.26</td>
</tr>
<tr>
<td></td>
<td>Custom Large Cover - Laminated 1/1 (Two Sided, color or B/W)</td>
<td>$0.36</td>
</tr>
<tr>
<td></td>
<td>Hall Pass – All Levels</td>
<td>$0.15</td>
</tr>
<tr>
<td></td>
<td>Teacher Pack - Teacher Insert, Lesson Planning, and Grade Records</td>
<td>$2.50</td>
</tr>
<tr>
<td></td>
<td>Ruler PF – Page Finder</td>
<td>$0.25</td>
</tr>
</tbody>
</table>

**CUSTOM SHIPPING SCHEDULE**

<table>
<thead>
<tr>
<th>Print-Ready Materials Received By</th>
<th>Order Ships By</th>
</tr>
</thead>
<tbody>
<tr>
<td>May 22</td>
<td>July 10</td>
</tr>
<tr>
<td>May 29</td>
<td>July 17</td>
</tr>
<tr>
<td>June 5</td>
<td>July 31</td>
</tr>
<tr>
<td>June 19</td>
<td>August 14</td>
</tr>
<tr>
<td>June 26</td>
<td>August 21</td>
</tr>
</tbody>
</table>

(6-8 Weeks Custom Shipping Schedule)

Custom orders may be completed prior to the scheduled ship date. Please indicate any time periods when your school cannot accept a shipment during the summer months. Please mark this on the order so we do not ship an order to a closed school.

RFP #R16108 R4 Student Planners eff 3/1/2020 thru 2/28/2021
VENDORS - RFP #R16108 “STUDENT PLANNERS”

SCHOOL DATEBOOKS
2880 U.S. Hwy 231 S. Suite 200
Lafayette, IN 47909
CONTACT: Ben Nellis
PH: 800-705-7526 Direct: 765-807-8158
Benellis@Schooldatebooks.com

SCHOOL MATE
PO Box 2110
Kearney, NE 68848
CONTACT: Cari Greenough
PH: 800-516-8339
FAX: 800-570-1767
planner@schoolmate.com

SUCCESS BY DESIGN (Formally Alliance Publishing)
3741 Linden Ave SE
Wyoming, MI 49548
CONTACT: Megan Simms
OFFICE 800.327.0057
CELL: 304-209-2154
FAX: 616.247.4648
megan@successbydesign.com

School year 2020-2021
RFP #R16108 R4 Student Planners eff 3/1/2020 thru 2/28/2021