

The Washington County Department of Education met in regular session on November 26, 2024 at 5:00 PM in the Central Office. Attendance is as follows: **Present:** Eric Barnes, Annette Buchanan, Keith Ervin, Chad Fleenor, David Hammond, Gregg Huddlestone, Mike Masters, Whitney Riddle, **Absent:** Vince Walters. **Absent:** David Hammond..

Chairman Annette Buchanan called the meeting to order.  
See announcements as noted on the agenda.

### **WC EMS Substation Proposal Discussion**

WC EMS presented a proposal to consider utilizing a portion of the LES property for a new substation. Currently, 911 response times are 10-12 minutes due to route changes caused by flooding. Establishing this substation would significantly reduce response times.

Key points discussed include:

**Property Agreement:** The board and county would need to draft an agreement ensuring the Highway Department maintains the property.

**EMS Proposal:** EMS shared a drawing outlining the substation layout, noting the rescue truck would perform dual roles. The substation would be owned by Washington County.

**Space Requirements:** The proposed area would extend 65 feet back from the property/pavement. No fencing is planned at this time.

**Future Considerations:** Board members emphasized the potential need for fencing later for safety.

**Reversion Clause:** If the substation is no longer required, the property would revert to county ownership.

Mr. Riddle requested a valuation of the property, suggesting it could support ongoing needs at Lamar.

Mr. Fleenor expressed agreement with the project.

Mr. Boyd will present the proposal to the HEW Committee on December 4th.

The board recommended adding this project to the agenda for the next board meeting on December 5th for further discussion and consideration.

**Rep. Tim Hicks:** In a recovery process, things change daily. One thing we can all agree on is that it has been a challenging couple of months.

#### **Proposal:**

**JMS Usage:** The facility could serve as a central hub for organizing relief efforts, storing furniture and supplies (e.g., washers/dryers, plumbing fixtures), and accommodating up to 25-30 volunteers at a time.

**Amenities:** The gym could house furniture and supplies, and cots for sleeping may be an option.

**Additional Use:** The Ag Extension Office might temporarily set up there due to damage from a fallen tree on their building.

**Current Setup:** Burluson Construction has a trailer at Lamar Ruritan.

**Importance of Organization:** Effective coordination of volunteers and resources is critical for recovery efforts.

**Operational Costs:**

Mr. Fleenor appreciates the efforts but expressed concerns about the \$10,000 monthly operational costs.

Mr. Ervin asked who would be responsible for paying the electrical bill.

Mr. Hale provided estimated monthly operational costs: \$4,000 for JMS and \$5,000 for the elementary school.

**Rep. Hicks' Response:** He emphasized the need to assess the overhead costs and reach an agreement. He also requested a walkthrough of the building to evaluate its suitability.

Mr. Boyd suggested that Rep. Hicks inspect the old JES elementary school as a potential alternative site.

**Rep. Hicks' Timeline:** He stated it is difficult to estimate the duration of use, but significant progress could be made even within 18 months.

Mr. Riddle expressed full support for the initiative.

Mr. Boyd reminded the board that WCS is contracted to sell the property.

Rep. Hicks concluded by reiterating the importance of evaluating the building and gathering more information to make an informed decision. Mr. Boyd and Mr. Hicks will do walk through next week to determine which building will accommodate his needs.

Request March 2025 Date Change

Due to ASA Superintendent Conference is March 6-8th.

Mr. Boyd is requesting meeting be moved to Tuesday, March 4th

All agreed

See overnight trips in attachments.

Ridgeview Elementary

Overnight and Out-of-State

8th Grade Trip

Washington, DC

Departure Date: May 14th, 2025

Return Date: May 16th, 2025

Duration: 3 Days

**Mr. Boyd:** High schools need additional support as academic performance is not where it should be. Principals are fully committed to addressing these challenges.

**Program Cost:** The proposed program costs \$60,000 per school per year, but we are securing the service for \$47,750 annually.

**Focus Areas:** Principals have identified specific areas for improvement and have significant strengths to build upon. Supporting them in this process is crucial.

**Implementation Timeline:** The program would begin on January 1, 2025.

**Mr. Fleenor:** Asked if there are referrals for the group providing these services.

**Mr. Boyd:** Confirmed familiarity with the organization, citing quick and effective outcomes from their work with other schools.

**Mr. Barnes:** Applauded Mr. Boyd for introducing this initiative, highlighting the importance of making impactful decisions. He noted that funds are available to support the program.

**Mr. Ervin:** Requested a clear scope of the program, detailing current efforts and expected results after a year of implementation, given the \$100,000 investment.

**Mr. Boyd's Response:**

Emphasized caution regarding claims of drastic improvements but shared examples of significant progress achieved by the group in a short time.

The program will establish clear, measurable goals, with schools being monitored throughout the year.

The commitment is for one year, with the ultimate goal being academic improvement, particularly in math, and increasing "Ready Graduate" numbers.

**Student Engagement:** High school engagement levels need improvement.

**Support for Principals:** Younger principals, in particular, require additional support to drive change.

**Mr. Fleenor:** Stressed the urgency of addressing these issues, as high school students only have four years to benefit from improvements. Both high schools have tremendous potential, but the current performance gap is too large to ignore.

The proposal was requested to be placed on the December agenda for further consideration.

See attached

See attached

All purchase orders were approved except for PO #28069. It will be sent back to Dr. Gray for further discussion.

Send back for clarification for explanation of this ATV

**Lewis Group Project Updates**

Final updates on ongoing projects are provided in the attached documents.

**DBHS House:** Demolition has been completed, and the site has been cleaned up.

**Security Upgrades:** Significant progress has been made on high school security enhancements, with both sites on track and moving forward successfully.

**Elementary School Security:**

Mr. Fleenor requested that discussions on revising security measures at elementary schools be added to the January meeting agenda.

He suggested revisiting the initial drawings provided for the elementary school security upgrades.

Request for the Board to approve the last dollar amount. Request for budget amendment for up to \$200,000

### **Request to Donate Old Scoreboards**

Mr. Barnes proposed donating the old scoreboards to Carver Recreation to support their programs and facilities. He expressed a strong desire to assist Carver Rec in this way. Add this to December 5th agenda for board consideration.

### **Fencing Quotes Discussion**

Review and accept the attached quotes to proceed with completing the fencing project. Board to take action on accepting the quotes.

Mr. Ervin inquired about the possibility of reusing fencing previously removed from Gray as part of the project. to save the board cost.

Attached documents include quotes and specifications for the project.

Mr. Masters noted that the area is used daily by DBHS.

Mr. Fleenor suggested putting the project out for bid with specifications set for a 120-day timeframe.

Mr. Fleenor emphasized that the project should involve only the board and Crossroads Christian Church.

Dr. Adams presented a quote from Bracken Paving as an example of the potential cost for paving the Crossroads parking lot, clarifying it was for reference purposes only. This item will be added to the December agenda for further discussion.

**Mr. Ervin:** Suggested holding off on further action until Rep. Hicks determines his specific needs.

**Mr. Boyd:** Expressed hope that the round area at JES could meet Rep. Hicks' requirements.

**Property Considerations:** A boundary survey is needed for the property.

**Mrs. Buchanan:** Advocated for moving forward with the process.

Add to the December agenda to: Obtain a boundary survey of the property, Locate utilities, check alley

Dr. Wolfe is requesting approval to contract a Registered Behavior Technician (RBT) to provide one-on-one support for a student.

The duration of the need is uncertain, potentially ranging from one to six months.

Pay rate: \$15-\$18 per hour.

Schedule: 4 hours daily, 5 days a week, from 10:00 AM to 2:00 PM

**Mr. Boyd:** Expressed the intent to move forward, stating that it is the district's responsibility to serve students within reason.

**Mr. Barnes:** Voiced full support for the request.

Allocated funds are available for these types of services.

Chairman Annette Buchanan adjourned the meeting.

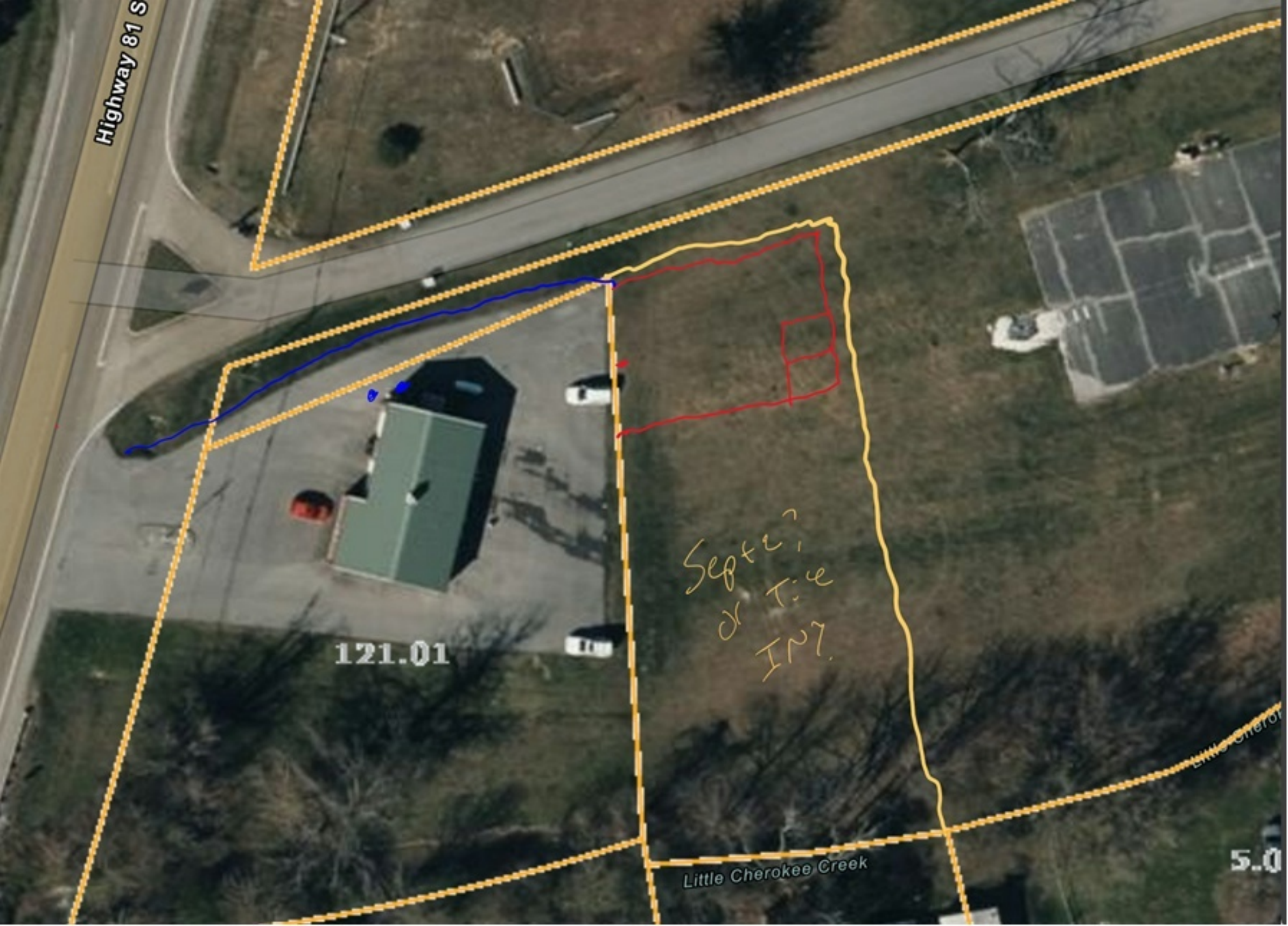
Highway 81 S

121.01

Septic  
dr T:4  
IN7.

Little Cherokee Creek

5.0



Washington County Department of Education  
School Educational **OVERNIGHT** Trip Authorization\*

OCT 30 2024

BY: KR

Date of Request 10/29/24 School Gray School Trip Date May 14-16, 2025

Estimated time of departure ~6:00 am and return ~7:00 pm total time away 3 days

Destination (include location) Charleston, SC

Teacher Karen Matherly Class 8A Grade 8th

Mr. Sanders 8B 8th

Chaperones Karen Matherly

Number of Students Involved ~56

Administrator

Estimated Total Miles (both ways) of Trip ~670 mi

Jason Ahrens

Bus Driver/Number Young Transportation Bus Driver/ Number Rodney Grindstaff

Will Chaperones have a list (roll) that they are responsible for? yes

As you plan the trip, will all children be given instructions as to what they should do if they become separated (lost) from the group? yes

Will you have on file parental release forms signed by parents or legal guardians? yes

Explain the educational value of the trip: Charleston, SC is known for its rich history. Students will have the opportunity to visit multiple sites where they will get to hear the history of the Revolutionary & Civil wars, slavery, the declaration of ind, and much more!

Total Cost Estimate ~6061

Plans for meeting the costs We will do fundraisers throughout the year to help offset the cost of the trip.

Transportation cost for educational trips shall be calculated in the following manner:  
\$16.00 per hour for driver (2 hour minimum)  
\$ 3.15 per hour to cover fixed charges (SS, retirement. etc.)  
\$19.15 total to be remitted to the central office per hour

Reimbursement for the bus and fuel shall be made at the rate of \$0.75 per mile.  
\*Refer to Board Policy 4.302

[Signature]  
Principal's Signature  
**APPROVED**  
BY WC SUPERINTENDENT [Signature]  
Superintendent's Signature

10-29-24  
Date

10-30-24  
Date

Date Approved by the Board of Education \_\_\_\_\_

RECEIVED

Washington County Department of Education  
School Educational **OVERNIGHT** Trip Authorization\*

NOV 05 2024

BY: KP

Date of Request 11/1/24 School Ridgeview Trip Date May 14-16, '25

Estimated time of departure 6:30am <sup>5/14</sup> and return 10:30pm <sup>5/16</sup> total time away 3 days

Destination (include location) Washington D.C.

Teacher K. Sanders D. Arwood Class 8<sup>th</sup> grade Grade 8<sup>th</sup> grade

Chaperones M. Haren  
L. Adams  
J. Simpson

Number of Students Involved appx 70

Estimated Total Miles (both ways) of Trip appx 412m  
ea. way

Bus Driver/Number n/a Bus Driver/ Number n/a

Will Chaperones have a list (roll) that they are responsible for? yes

As you plan the trip, will all children be given instructions as to what they should do if they become separated (lost) from the group? yes

Will you have on file parental release forms signed by parents or legal guardians? yes

Explain the educational value of the trip: Students will have the opportunity to tour our nation's capital. They will visit historical monuments, Smithsonian museums, & Arlington Nat'l Cemetery.

Total Cost Estimate \$630 per person

Plans for meeting the costs Students & families will be able to make monthly payments. 8<sup>th</sup> grade teachers will also provide fundraising opportunities (Homecoming, dance, a drama presentation).

Transportation cost for educational trips shall be calculated in the following manner:

- \$16.00 per hour for driver (2 hour minimum)
- \$ 3.15 per hour to cover fixed charges (SS, retirement, etc.)
- \$19.15 total to be remitted to the central office per hour

Will use Charter bus transportation

Reimbursement for the bus and fuel shall be made at the rate of \$0.75 per mile.

\*Refer to Board Policy 4.302

[Signature]  
Principal's Signature

11/4/2024  
Date

BY WC SUPERINTENDENT [Signature]  
Superintendent's Signature

11-05-24  
Date

Date Approved by the Board of Education \_\_\_\_\_

Washington County Department of Education  
School Educational **OVERNIGHT** Trip Authorization\*

RECEIVED

NOV 19 2024

KR

Date of Request 11-13-24 School DBHS Trip Date APRIL 2, 3, & 4 BY: KR

Estimated time of departure 7 AM and return 7 PM total time away 60 hrs

Destination (include location) CHARLESTON, SC - SEE ATTACHED LIST OF SITES

Teacher TERRY KING Class CIVIL WAR HIST. Grade 11-12

NATHAN GOUGE A.P. U.S. HIST 11

Chaperones SARA CHAPMAN Number of Students Involved 45

BRANDON FENWICK Estimated Total Miles (both ways) of Trip 680

Bus Driver/Number CHARTER BUS Bus Driver/ Number TODLOWE COACH / JACKIE DENNY

Will Chaperones have a list (roll) that they are responsible for? YES

As you plan the trip, will all children be given instructions as to what they should do if they become separated (lost) from the group? YES

Will you have on file parental release forms signed by parents or legal guardians? YES

Explain the educational value of the trip: SEE ATTACHED PAGE ->

Total Cost Estimate \$360 PER STUDENT

Plans for meeting the costs STUDENTS PAY INDIVIDUALLY FOR ALL TRIP EXPENCES

Transportation cost for educational trips shall be calculated in the following manner:  
\$16.00 per hour for driver (2 hour minimum)  
\$ 3.15 per hour to cover fixed charges (SS, retirement, etc.)  
\$19.15 total to be remitted to the central office per hour

Reimbursement for the bus and fuel shall be made at the rate of \$.75 per mile.  
\*Refer to Board Policy 4.302

Principal's Signature Stephanie Gray  
**APPROVED**  
BY WC SUPERINTENDENT [Signature]  
Superintendent's Signature

Date 11/15/24  
Date 11-19-24

Date Approved by the Board of Education \_\_\_\_\_

We will be taking students from the advanced history classes to several historically significant places in and around Charleston, SC. By visiting the location of events that played important roles in U.S. history the students will gain a much deeper understanding and appreciation of these event and their impact on the development of the United States.

The following is a list of the sites and activities that students will be visiting and participating in on this trip:

McLeod Plantation

Patriots Point: USS Yorktown aircraft carrier and a destroyer from WWII

Walking tour of Charleston's historic district with an emphasis on the history of pirates in Charleston

Carriage tour of Charleston's historic district

Fort Sumter National Monument

CSS H.L. Hunley (Civil War submarine).

The Black Fedora dinner theater: an audience interactive play

RECEIVED

NOV 9 0 2024

BY: KR

Washington County Department of Education
School Educational OVERNIGHT Trip Authorization\*

Date of Request 11/13/2024 School DCHS Trip Date 20-22 March 2025

Estimated time of departure 1200pm and return 10:00pm total time away 2.5 days

Destination (include location) Patriots Point, Citadel, Mt Pleasant S

Teacher Warrant Selhorst Class NJROTC Grade 9-12

CHIEF FRANK NJROTC 9-12

Chaperones Michelle Selhorst Number of Students Involved 40

Alyssa Selhorst Estimated Total Miles (both ways) of Trip 870

Bus Driver/Number COACH BUSES Bus Driver/ Number

Will Chaperones have a list (roll) that they are responsible for? YES

As you plan the trip, will all children be given instructions as to what they should do if they become separated (lost) from the group? YES

Will you have on file parental release forms signed by parents or legal guardians? YES

Explain the educational value of the trip: The Cadets will live aboard the USS Yorktown, they be engaged in shipboard functions, we will travel to the CSS Huntley a ship that was taught on this year We will visit the Citadel and be able to view the Brigade of Cadets Parade

Total Cost Estimate 7500.00

Plans for meeting the costs We will utilize Navy JROTC Funding that is already available

Transportation cost for educational trips shall be calculated in the following manner: \$16.00 per hour for driver (2 hour minimum) \$ 3.15 per hour to cover fixed charges (SS, retirement. etc.) \$19.15 total to be remitted to the central office per hour

Reimbursement for the bus and fuel shall be made at the rate of \$.75 per mile. \*Refer to Board Policy 4.302

Principal's Signature [Signature] APPROVED BY WC SUPERINTENDENT [Signature] Superintendent's Signature

Date 11.15.24 Date 11-20-24

Date Approved by the Board of Education

# Educentric's School Breakthrough Performance Model (SBPM)

## Overview

Educentric's School Breakthrough Performance Model (SBPM) is designed to revolutionize school performance by utilizing the North Star Metric Framework. This innovative approach, customized for K-12 education, integrates all aspects of school performance—including curriculum, instruction, assessment, culture, climate, leadership, and stakeholder engagement. Our model draws inspiration from successful companies like Airbnb, Facebook, and Toyota, as well as from school districts such as Palm Beach County, FL, San Diego Unified, CA, and Denver Public Schools, which have achieved remarkable outcomes using similar breakthrough processes.

## Why Choose Educentric?

Unlike conventional school improvement plans that target incremental changes, Educentric offers a Breakthrough Performance Model aimed at strategic, significant, and lasting improvements. Our approach encourages schools to focus on a single, crucial objective—the North Star Metric—that defines their path to success. This targeted focus allows schools to allocate time and resources effectively to achieve transformative results. Our Flight Plan (school improvement plan) is only two-pages long.

## Educentric Offerings to Schools

### Initial Assessment and Analysis

1. **Surveys:** Educentric will survey parents and staff at the beginning and end of the partnership.
2. **Lagging Indicators Review:** Analyze past performance indicators such as literacy and math scores, student attendance, suspension rates, graduation rates, and college readiness metrics.
3. **Current State Analysis:** Prepare a comprehensive analysis based on survey results and performance data.
4. **Collaborative Review:** Share findings with the superintendent and school principal, followed by discussions during a two-day training session with staff representatives.

### Training and Strategic Planning

5. **Two-Day Training:** Conduct intensive training for a school breakthrough performance team, which includes:
  - Principal.
  - Four teachers.

- Two parents (optional).
  - Inclusion of ‘influencers’ is encouraged.
  - Maximum of five teams per training group.
6. **Focus Areas During Training:**
- **Core Purpose:** Establish a unified mission for the school.
  - **Value Proposition:** Define what the school wants to be known for (e.g., “Anywhere High School offers the premier College and Career Readiness program in Indiana.”).
  - **North Star Metric:** Identify the most critical measure of success for the school that aligns with the school's Value Proposition.
  - **Tactical Implementation:** Develop strategies to address one Key Objective at a time, removing barriers to progress and ensuring effective execution.
  - **Program Optimization:** Identify and eliminate ineffective programs and activities to streamline focus.

## Ongoing Support and Accountability

7. **Post-Training Support:**
- **Focused Coaching:** Maintain momentum with weekly virtual meetings led by Accountability Navigators—experienced school improvement coaches who guide teams in staying focused.
  - **Budget Alignment:** Assist in aligning budgets with improvement strategies.
  - **Comparative Analysis:** Evaluate program results against similar schools not participating in the program.
  - **Year-End Assessment:** Provide a comprehensive review of program outcomes.
  - **Monthly Reporting:** Deliver progress updates to the superintendent regarding each school's achievements and challenges.
  - **Satisfaction Guarantee:** Offer a second year of coaching at no cost if the school is dissatisfied with the first-year results.
  - **Community Communication Plan:** Help construct a plan to effectively communicate the North Star Metric and progress to the school community.

## Educentric’s Expectations

8. **Principals**
- **Leadership:** Principals should ‘own’ and articulate a clear vision for how the North Star Metric framework will significantly improve student outcomes.
    1. Dedicate at least 65% of your time to working with staff to implement strategies designed by the school team to address Key Objectives—the obstacles that are preventing your school from moving from its current state towards its big goal, its North Star Metric.
    2. Ensure that their school budget supports the school’s improvement strategies.
    3. Expect a strong focus on students and engagement, ensuring that Key Objective strategies are tailored to enhance student learning and well-being.

- **Advocacy for Change:** They should be advocates for the NSM framework within the broader educational landscape, promoting its benefits and success to garner support from the community and district.
- **Weekly Accountability Navigator Meeting:** Promptly attend weekly check-in meeting with Accountability Navigator.
- **Culture:** Establish an interdependent culture that emphasizes collaboration and mutual support among team members; a culture of trust and openness where teachers are free to express opinions and take risks.
- **Expectations:** Have high expectations for student and staff performance. View individuals through the lens of “I think this person is on a learning journey and is capable, resourceful, and full of potential.” versus “I think this person is a problem.”

## 9. Team Members:

- **Leadership:** Breakthrough performance team members should ‘own’ and articulate a clear vision for how the North Star Metric framework will significantly improve student outcomes.
  1. Expect a strong focus on students and engagement, ensuring that Key Objective strategies are tailored to enhance student learning and well-being.
  2. Take the lead on specific projects or initiatives within the team, leveraging their expertise to drive change.
- **Time:** Commit to spending time working on what matters and discontinue ineffective practices that do not produce breakthrough performance.
- **Collaboration and Teamwork:** Should be open to new ideas and approaches, willing to experiment with different teaching methods and practices as part of the breakthrough initiatives.
  1. Actively engage with their colleagues, sharing ideas and strategies, and contributing to a positive team dynamic focused on improvement.
  2. Approach challenges with a solutions-oriented mindset, collaborative brainstorming ways to overcome obstacles to implementation.
- **Weekly Accountability Navigator Meeting:** Promptly attend weekly check-in meeting with Accountability Navigator.
  1. Individuals are accountable not only for their own roles but also for the overall success of the team.
- **Data-Driven Mindset:** Embrace the use of formative data to assess student performance, identify areas for improvement, and adjust their instructional practices accordingly.
- **Expectations:** Have high expectations for student and staff performance. View individuals through the lens of “I think this person is on a learning journey and is capable, resourceful, and full of potential.” versus “I think this person is a problem.”

## Our Philosophy

Educentric believes that meaningful progress is achieved not by adding new initiatives, but by removing ineffective practices and focusing on what truly matters. As we work alongside central

office staff and school breakthrough performance teams, we emphasize that breakthrough results require a commitment to change, including the elimination of outdated practices. We believe that while new is not always better, better is almost always new. Our framework empowers schools to embrace transformative practices that lead to exceptional student outcomes.

By partnering with Educentric, schools will embark on a journey of breakthrough performance, grounded in a proven framework that has transformed both businesses and school districts. Together, we will cultivate an environment where breakthrough performance is not just a goal but a reality.

# The Transformative Power of Educentric's NSM Framework: A Case Study from Houston, Texas

## District Overview: Houston ISD's Singular Focus on Success

Houston Independent School District (HISD), one of the largest urban districts in the U.S., set an extraordinary example by embracing a singular focus strategy from 2009 to 2016. By prioritizing a clear, data-driven metric framework, HISD became the only district to win the prestigious Broad Prize in Education twice, a testament to its groundbreaking transformation. This period saw the district expand from 200,000 to 220,000 students, a remarkable achievement during a time when many urban districts were losing students to charter and private schools. The Texas Education Commissioner of Education was so impressed with HISD's progress, he abolished the failing, adjoining, North Forest Independent School District (NFISD) and force merged it into HISD. Within three years, none of the 11 NFISD schools were rated as failing schools.

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## Wisdom High School: The Power of Focus in a Diverse Landscape

At **Wisdom High School**, a campus where 95% of students are economically disadvantaged and 30% are newcomers (recent immigrants to the U.S.), challenges abounded. However, by implementing a **singular focus framework**, the school was able to make substantial strides in a relatively short time.

### Racial Composition:

- Hispanic: 91%
- African American: 5%
- Asian: 2%
- White: 1%
- Other: 1%

By zeroing in on a **singular goal**—improving the student graduation rate—Wisdom High School transformed its academic landscape:

- **Dropout Rate:** Reduced from 14.8% to 11.5%
- **Graduation Rate:** Jumped from 74% to 90%
- **Scholarship Funds:** Increased from \$2.8M to \$9.2M, dramatically increasing post-secondary opportunities
- **National Merit Finalists:** Increased from 0 to 6, reflecting a 600% improvement

The **singular focus** approach on reducing the dropout rate allowed Wisdom High School to transform student achievement into a tangible success. By prioritizing this key metric amid significant economic and cultural diversity, the school demonstrated that a data-driven focus can effectively generate meaningful results, even in complex environments.

## **Young Women’s College Preparatory Academy (YWCPA): Excellence in Action**

The **Young Women’s College Preparatory Academy (YWCPA)**, a STEM-focused Title I magnet school for girls, embodies academic rigor and singular focus. With a mission to prepare young women for Tier I/Ivy League colleges, YWCPA consistently meets its goals despite having a student body where 70% are economically disadvantaged.

### **Racial Composition:**

- Hispanic: 43%
- African American: 50%
- Asian: 2%
- White: 3%
- Other: 2%

Focusing on a **singular metric**, increasing admission to Tier I/Ivey League colleges, YWCPA delivered these results:

- **Graduation Rate:** Produced a graduation rate of 97%
- **Advanced Placement Success:** 91% of seniors passed at least one AP exam
- **Tier I/Ivy League Acceptances:** Increased from 21% in year one to 100% in four years
- **National Ranking:** Ranked #1 among HISD high schools and #94 nationally by U.S. News & World Report
- **State Rating:** Earned an ‘A’ rating from the Texas Education Agency, with special recognition for closing achievement gaps
- **Dropout Rate:** Less than 1%

By adopting a **singular focus framework**, YWCPA demonstrated how focus on a singular metric can close achievement gaps, propel students into elite institutions, and establish a culture of success.

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## **Baylor College of Medicine Academy at Ryan (BCMAR): Medical Excellence Through Singular Focus**

BCMAR, a Title I magnet middle school, was transformed from the low-performing Ryan Middle School into a cutting-edge health science academy in 2013. By leveraging a **singular focus** of preparing their students to gain admission to DeBakey High School of Medical Careers, BCMAR overcame years of underperformance and low enrollment.

### **Racial Composition:**

- Hispanic: 42%
- African American: 49%
- Asian: 4%

- White: 3%
- Other: 2%

BCMAR's results after adopting a **singular focus framework** were remarkable:

- **Enrollment:** Grew from 265 students in 2012 to over 800 by 2016, with a waiting list of 500 students
- **State Rating:** Improved from an "F" to an "A" in four years
- **State Ranking:** Jumped from 1,605th out of 2,014 middle schools to 14th out of 2,176

This transformation is a testament to the power of focused, singular goals, even in schools facing significant socioeconomic challenges.

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### **Robinson Elementary: Closing the Achievement Gap with Singular Focus**

At **Robinson Elementary**, a Title I neighborhood school, over 98% of students come from economically disadvantaged backgrounds. In 2010, the school faced a significant math achievement gap, with minority students performing eight months behind white students district wide. By adopting a **singular focus** on math proficiency, Robinson Elementary established a clear **Value Proposition**: to eliminate the achievement gap.

#### **Racial Composition:**

- Hispanic: 77%
- African American: 21%
- White: 2%

Within three years of **focusing solely** on improving math proficiency, Robinson Elementary achieved:

- **State Rating:** Improved from 'Unacceptable' to 'Met Standard'
- **Math Proficiency:** Closed the achievement gap by improving proficiency rates by 30 percentage points

The **singular focus framework** enabled Robinson Elementary to eliminate the district-wide gap that existed between the school's math performance and that of the White and non-socio economic student populations.

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### **Why Educentric's NSM Framework Works**

The achievements of **Wisdom High School**, **YWCPA**, **BCMAR**, and **Robinson Elementary** underscore the effectiveness of the singular focus framework that is the linchpin of **Educentric's**

**Breakthrough Performance Model.** By helping schools focus on a singular, clear metric that drives all decisions, schools create environments where rapid, measurable progress is not just possible—it's inevitable.

With Educentric's NSM framework, schools can align their resources, staff, and strategies toward achieving one essential goal, leading to breakthrough performance, just as demonstrated in Houston ISD. The results speak for themselves, and with **Educentric's coaching and support**, your school can achieve these same transformative outcomes—guaranteed, or your second year of coaching is free.

Let **Educentric** guide your school to success through the **power of singular focus**.

**PURCHASING DEPARTMENT  
WASHINGTON COUNTY BOARD OF EDUCATION**

**PURCHASE ORDER**

Purchase Order **No 3737**

Date Issued 11/21/24

Appropriation No. 141-E-71300-730-002

Dept. ISM

School DCHS

**TO** Smith Garage Equipment

Deliver to David Crockett High School  
Address 684 Old State Rte 34  
Jonesborough, TN 37659  
Via David Pugh

Articles on this order must be charged to account of

**NOTICE TO VENDOR**

1. Purchase order **MUST** bear two signatures in order to be valid.
2. Purchase order number **MUST** appear on all invoices submitted for payment.
3. Mail **TWO** copies of your invoice promptly to:

Washington County Board of Education  
405 West College Street  
Jonesborough, TN 37659  
Telephone (423) 753-1105

ARTICLES OR SERVICES	CODE	QUANTITY & UNIT	UNIT PRICE	TOTAL
(Unless otherwise stated all prices F.O.B. Destination)				
Automotive Alignment System				\$ 32,020. <sup>78</sup>
<b>GRAND TOTAL - INCLUDING ALL ATTACHED PAGES</b>				\$ 32,020. <sup>78</sup>

**SUBJECT TO THE FOLLOWING CONDITIONS**

1. All packages, cartons or other containers must be plainly marked with the purchase order number.
2. The right is reserved to purchase in the open market and to charge the difference to the Vendor in the event that deliveries are not made at the time specified in the bid and on this order.
3. Whenever a delivery is rejected, the Vendor shall be notified and be given the reason for the rejection. All rejected deliveries shall be held at the Vendor's risk and he shall bear the expense of removal.
4. Acceptance of this order includes acceptance of all terms, prices, delivery, instructions, specifications and conditions stated.
5. The county is not liable for Federal excise tax or state sales tax.
6. Each shipment and/or each purchase order should be covered by separate invoice.

**IMPORTANT: INVOICES AND PACKAGES MUST BEAR PURCHASE ORDER NUMBER**

**VENDOR'S COPY**

There is an otherwise unincumbered balance to the credit of the proper appropriation, allotment or fund to meet the expenditure covered by this purchase.

---

Authorized Signature

**APPROVED:**

---

Purchasing Agent

64





**PURCHASING DEPARTMENT**  
**WASHINGTON COUNTY BOARD OF EDUCATION**

Purchase Order **No 4087**  
 Date Issued **11/11/2024**  
 Appropriation No. **72210-524**  
 Dept. **Academic Dept.**  
 School **District**

**PURCHASE ORDER**

TO **Scholarus- Education Element**  
**17177 N. Laurel Park DR.**  
**Suite/233 Livonia, MI 48152**

Deliver to **WCDE**  
 Address **405 West College Street**  
 Via **Jonesborough, TN 37659**

**NOTICE TO VENDOR**

1. Purchase order **MUST** bear two signatures in order to be valid.
2. Purchase order number **MUST** appear on all invoices submitted for payment.
3. Mail **TWO** copies of your invoice promptly to:

**Washington County Board of Education**  
**405 West College Street**  
**Jonesborough, TN 37659**  
**Telephone (423) 753-1105**

Articles on this order must be charged to account of

ARTICLES OR SERVICES	CODE	QUANTITY & UNIT	UNIT PRICE	TOTAL
(Unless otherwise stated all prices F.O.B. Destination)				
Professional Services - Personalized learning Sci & SS teachers Services 7/1/24 - 12/31/2024 (Extended to 2025) 2nd part of service 1st part - P.O. Reference 35411 BCE approved 2/1/24			\$	142,907
<b>GRAND TOTAL - INCLUDING ALL ATTACHED PAGES</b>			\$	142,907

**SUBJECT TO THE FOLLOWING CONDITIONS**

1. All packages, cartons or other containers must be plainly marked with the purchase order number.
2. The right is reserved to purchase in the open market and to charge the difference to the Vendor in the event that deliveries are not made at the time specified in the bid and on this order.
3. Whenever a delivery is rejected, the Vendor shall be notified and be given the reason for the rejection. All rejected deliveries shall be held at the Vendor's risk and he shall bear the expense of removal.
4. Acceptance of this order includes acceptance of all terms, prices, delivery, instructions, specifications and conditions stated.
5. The county is not liable for Federal excise tax or state sales tax.
6. Each shipment and/or each purchase order should be covered by separate invoice.

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<b>VENDOR'S COPY</b>	There is an otherwise unincumbered balance to the credit of the proper appropriation, allotment or fund to meet the expenditure covered by this purchase.	<b>APPROVED:</b>
	Authorized Signature	Purchasing Agent



17177 N. Laurel Park Drive, Suite  
233 Livonia, MI 48152  
www.scholarus.com  
bizops@scholarus.com

### SCHOLARUS LEARNING ORDER FORM 2024-02A

EE Partner:	Brian Seay
Pricing Valid to:	12/06/2024
Type:	Existing Customer

#### Customer Information

Organization Name:	Washington County Schools
Customer Contact Name:	Jerry Boyd, Superintendent Copy: Cindy Hayes
Customer Phone:	(931)260-6091
Customer Email:	boydj@wcde.org hayesc@wcde.org

Billing Contact Name:	Brad Hale
Billing Address:	405 West College Street Jonesborough, TN 37659
Billing Phone:	423-753-1100
Billing Email:	haleb@wcde.org

*Invoices will be delivered via email.*

This Order Form **2024-02A** replaces Order Form 2024-02 fully executed on February 07, 2024 and is subject to and incorporates the terms and conditions of the Scholarus Learning Master Services Agreement located at [<https://www.scholarus.com/msa-surveys-and-services>] (the "**Master Services Agreement**") and is entered as of **November 05, 2024** between XanEdu Publishing, Inc. (dba Education Elements), a Delaware corporation having its principal place of business at 17177 N. Laurel Park Drive, Suite 233 Livonia, MI 48152 ("**Company**") and Washington County Schools ("**Customer**"). In the event of any conflict or inconsistency between this Order Form and the Master Services Agreement, this Order Form will prevail. Any capitalized term not defined in this Order Form will have the meaning given to it in the Master Services Agreement. Any terms and conditions in any purchase order or other ordering document issued by Customer that are inconsistent with or in addition to the terms and conditions of the Master Services Agreement and this Order Form are hereby rejected by the parties and will be deemed null and of no effect.

#### Offering

Services Fees (See Appendix A for additional details)

Service Name	Service Description	Dates	Fees
Professional Services	Education Elements will provide Part 2 of personalized learning implementation and survey services.	07/01/2024 - 5/31/2025	\$142,907.00

**Total Fees: \$142,907.00**



17177 N. Laurel Park Drive, Suite  
 233 Livonia, MI 48152  
 www.scholarus.com  
 bizops@scholarus.com

**Payment Schedule**

Payment Schedule	Amount	Invoice Date	Payment Due Date
Professional Services	\$71,453.50	12/06/2024	Net 30
Tripod Survey Services	\$71,453.50	02/01/2025	Net 30

**Total Fees: \$142,907.00**

**Special Terms**

- None

By signing below, Customer hereby agrees (i) to be bound by the terms of this Order Form and of the Master Services Agreement and (ii) that this Order Form will be legally binding unless this Order Form is rejected by Company. The signatory below on behalf of Customer represents to Company that they (a) have full authority to bind Customer to this Order Form and the Master Services Agreement and (b) has read and understands this Order Form and the Master Services Agreement.

**Acknowledged and Agreed**

**CUSTOMER:** Washington County Schools

**COMPANY:** XanEdu Publishing, Inc.

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**PURCHASING DEPARTMENT**  
**WASHINGTON COUNTY BOARD OF EDUCATION**

Purchase Order **No 4266**

Date Issued 11/20/24

Appropriation No. 141-E-71100-722-002

Dept. ISM

School DCHS

PURCHASE ORDER

TO Inspire Business Interiors  
 725 W. Walnut St.  
 Johnson City, TN 37604

Deliver to David Crockett High School  
 Address 684 Old State Rte 34  
 Jonesborough, TN 37659  
 Via Amy Collette

Articles on this order must be charged to account of

**NOTICE TO VENDOR**

1. Purchase order **MUST** bear two signatures in order to be valid.
2. Purchase order number **MUST** appear on all invoices submitted for payment.
3. Mail **TWO** copies of your invoice promptly to:

Washington County Board of Education  
 405 West College Street  
 Jonesborough, TN 37659  
 Telephone (423) 753-1105

ARTICLES OR SERVICES	CODE	QUANTITY & UNIT	UNIT PRICE	TOTAL
(Unless otherwise stated all prices F.O.B. Destination)				
Please see attached quote				
*OMNIA #R191804				
<b>GRAND TOTAL - INCLUDING ALL ATTACHED PAGES</b>				<b>\$18,030.42</b>

**SUBJECT TO THE FOLLOWING CONDITIONS**

1. All packages, cartons or other containers must be plainly marked with the purchase order number.
2. The right is reserved to purchase in the open market and to charge the difference to the Vendor in the event that deliveries are not made at the time specified in the bid and on this order.
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4. Acceptance of this order includes acceptance of all terms, prices, delivery, instructions, specifications and conditions stated.
5. The county is not liable for Federal excise tax or state sales tax.
6. Each shipment and/or each purchase order should be covered by separate invoice.

**IMPORTANT: INVOICES AND PACKAGES MUST BEAR PURCHASE ORDER NUMBER**

**VENDOR'S COPY**

There is an otherwise unincumbered balance to the credit of the proper appropriation, allotment or fund to meet the expenditure covered by this purchase.

Authorized Signature

APPROVED:

Purchasing Agent



725 West Walnut Street  
 Johnson City, TN 37604  
 PH: 423-282-5400  
**www.inspirebusinessinteriors.com**

Date Printed: 11/15/2024  
 Valid 30 Days From Print  
 Sales Name: Tracy Johnson  
 Sales Phone:

**SOLD TO:**

Washington County Schools  
 405 W. College St.  
 Jonesborough, TN 37659

**SHIP TO:**

Washington County Schools  
 405 W. College St.  
 Jonesborough, TN 37659

**Sales Number:**

**PROPOSAL**


DCHS Bookstore Renovation Furniture OMNIA #R191804

LINE	IMAGE	QTY	PRODUCT	UNIT SELL	EXT SELL
1		5	<b>HTLCRED42S</b>  Preside 20x42 36H Hospitality Credenza w/Shelf  Laminate Top Selection, Select Grade 1 Laminate Finish, Select Edge Color, Laminate Chassis Selection, Select Grade 2 Laminate Finish, Select Pull, Back Cutout Selection, Laminate Shelf Selection, Select Grade 1 Laminate Finish	\$1,245.60	\$6,228.00
			Grd L1 Standard Laminates Charcoal Charcoal Grd L2 Standard Laminates Beigewood Rounded Square Black No Cutout Grd L1 Standard Laminates Charcoal		

2	3	<b>HITSRA</b>		\$478.35	\$1,435.05
		Ign 2.0 ReActiv Stool			
		Select Control Type, Select Arm Type, Select Caster/Glide Option, Select Back, Select Upholstery, Upholstery Selection, Route, Select Lumbar, Select Base, Select Frame Color	Stool Synchro-Tilt Height and Width Adj. Arm Hard Caster Charcoal Grade 6 Uph Route Chamois Black Adjustable Lumbar Standard Base Black		
3	1	<b>HSISLAUTNPB7236S2</b>		\$378.45	\$378.45
		Islds Top 36Dx72W Span 2			
		Laminate Grade Options, Select Grade 2 Laminate Finish, Select Edgeband Color	Grd L2 Standard Laminate Beigewood Beigewood		
4	2	<b>HFSC183640W</b>		\$510.56	\$1,021.12
		Flagship Bookcase 3-shelf 36"W x 18"D x 39-1/8"H			
		Select Paint Color, Select Grade 1 Paint	P1 Paint Opts Charcoal		
5	4	<b>HFSC183640R</b>		\$632.20	\$2,528.80
		Flagship Stg Cab 39 1/8Hx36Wx18D R Pulls-2 Adj Shlf			
		Lock/Omt Opts, Select Paint Color, Select Grade 1 Paint	Standard Random Key Lock P1 Paint Opts Charcoal		

LINE	IMAGE	QTY	PRODUCT	UNIT SELL	EXT SELL
6		2	<b>H919436</b>	\$326.13	\$652.26
			36Wx18D Square Edge Laminate Top For Lateral File		
			Select Laminate, Select Grade 2 Laminate Finish	Grd L2 Standard Laminates Beigewood	

LINE	IMAGE	QTY	PRODUCT	UNIT SELL	EXT SELL
7		1	<b>H105292</b>	\$332.10	\$332.10
			1050 Series Bookcase Hutch 36"W x 37-1/8"H		
			Select Top Laminate Color, Select Top Laminate Color, Select Chassis Laminate Color	Grd L2 Standard Laminates Beigewood Beigewood	

LINE	IMAGE	QTY	PRODUCT	UNIT SELL	EXT SELL
8		10	<b>HTLSHELF</b>	\$46.80	\$468.00
			Preside Laminate Credenza Shelf		
			Select Laminate, Select Grade 2 Laminate Finish	Grd L2 Standard Laminates Beigewood	

LINE	IMAGE	QTY	PRODUCT	UNIT SELL	EXT SELL
9		8	<b>P13838050</b>	\$367.08	\$2,936.64
			Demco Slatwall Display Panel 36" x 36" x 1"		
			FINISHSELECTION	Finish Selection TBD	

LINE	IMAGE	QTY	PRODUCT	UNIT SELL	EXT SELL
10		1		\$750.00	\$750.00
			Design coordination, finish selections		

LINE	IMAGE	QTY	PRODUCT	UNIT SELL	EXT SELL
11		1		\$1,300.00	\$1,300.00
			Delivery & Installation		

GRAND TOTAL				\$18,030.42
-------------	--	--	--	-------------

Notes:

Signature: \_\_\_\_\_ Date: \_\_\_\_\_ PO #: \_\_\_\_\_

Approved By: \_\_\_\_\_ Title: \_\_\_\_\_

### TERMS & CONDITIONS

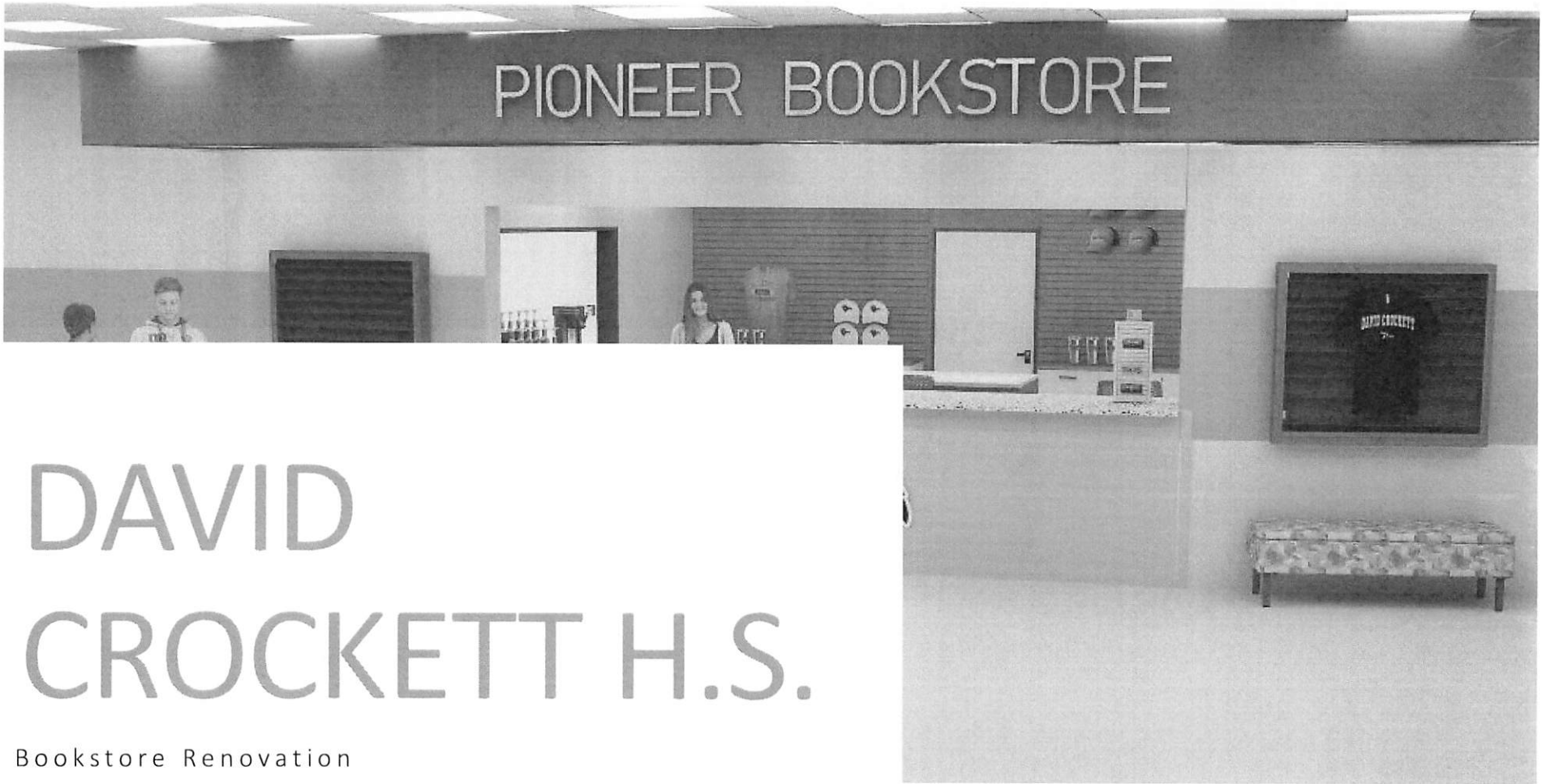
**Notes:**

Pricing does not include sales tax. Freight, if any, will be added at the time of invoice. A signature is needed to proceed with order. Payment terms: 50% deposit upon order. Net 20 upon final invoice.

**Terms:**

Client agrees that the list of items herein has been reviewed and accurately sets forth the items to be purchased. The client acknowledges and agrees that the items to be purchased are made to order and may not be returned and that the purchase of the items is final. The client agrees to pay the purchase price according to net 20 days payment terms. Any unpaid balance shall accrue interest of 1 1/2% per month. Buyer agrees to pay the balance, as extended, together with all cost of collection, including reasonable attorney's fees and court costs if collection by law or by an attorney at law is necessary.

# PIONEER BOOKSTORE



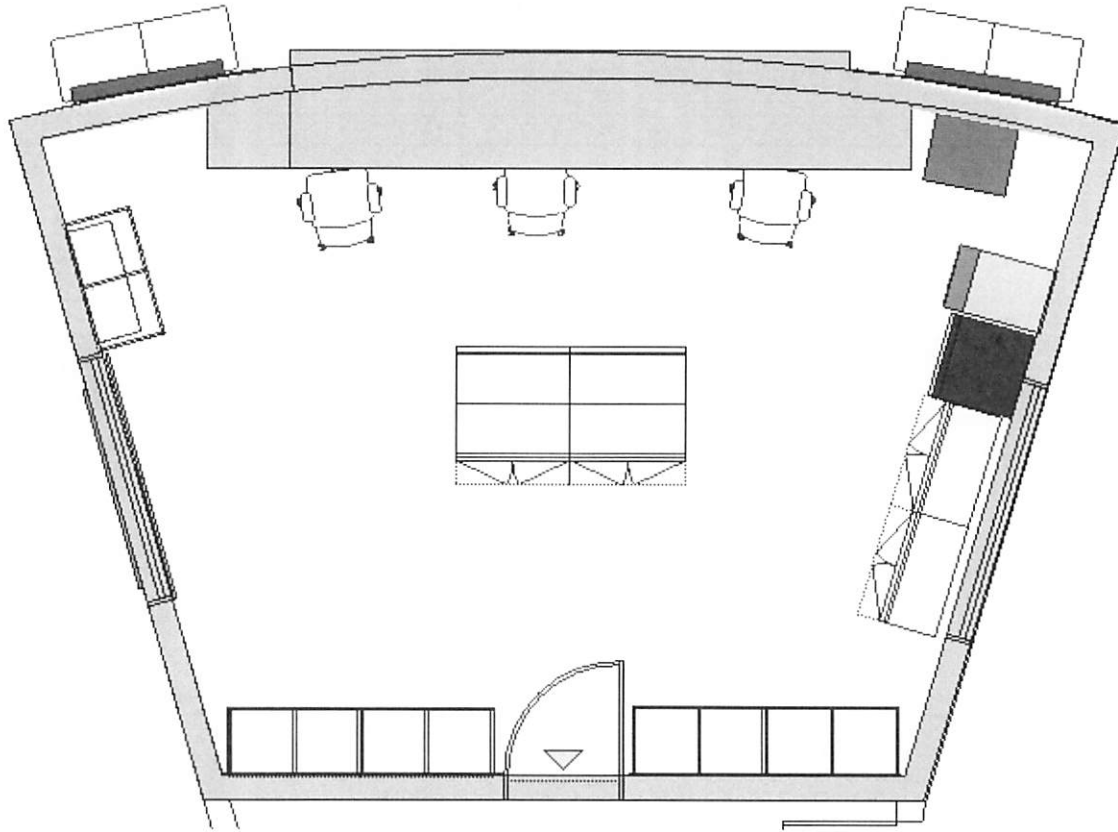
INSPIRE BUSINESS INTERIORS

# DAVID CROCKETT H.S.

Bookstore Renovation



# FLOOR PLAN

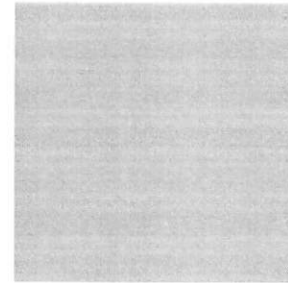
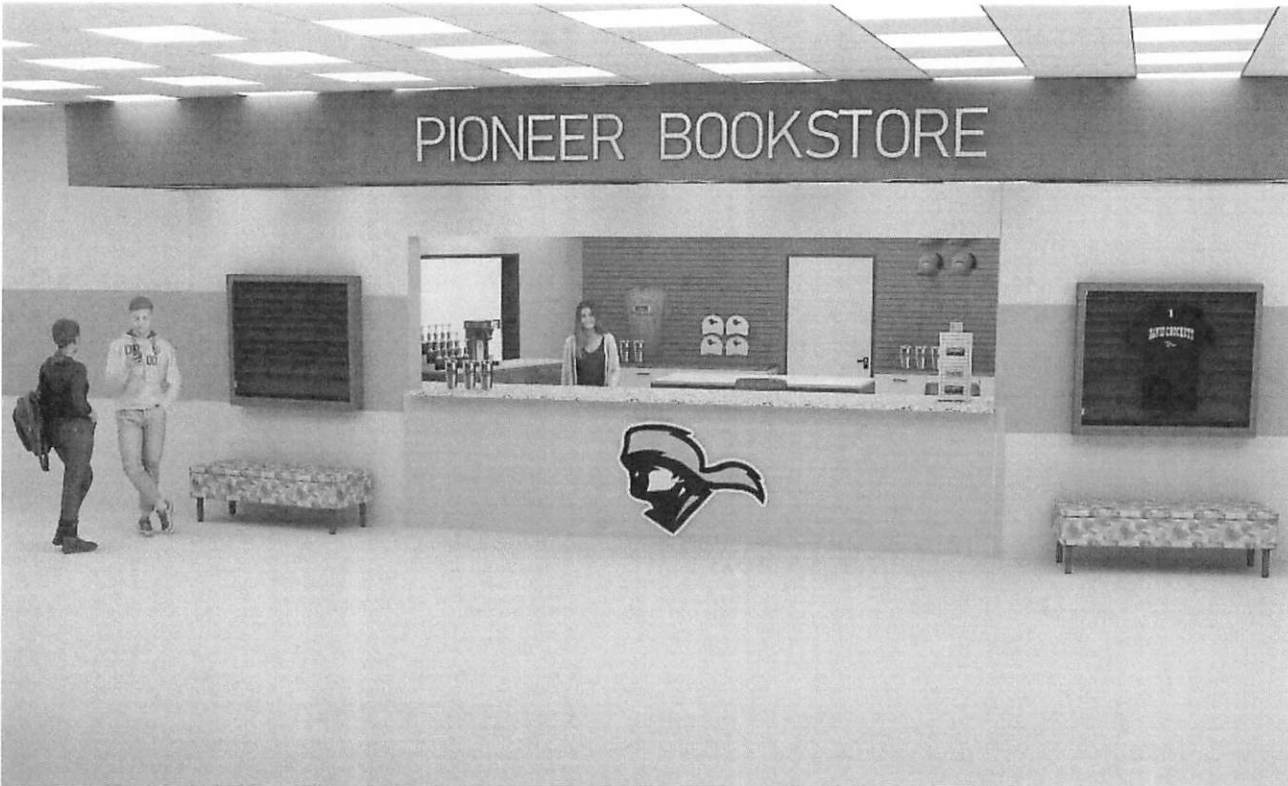


- Front counter with roll out shelves
- Sno-Cone area set at 40" H, laminate topped closed storage
- Middle island contains 2 open shelving units on front, 2 closed units on back,
- Slat walls span back wall with closed storage underneath
- Encloses left window for storefront display

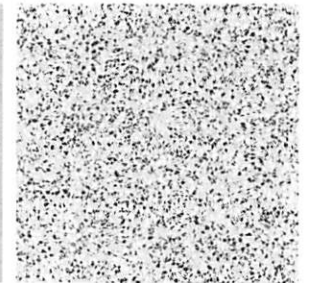


# LOBBY

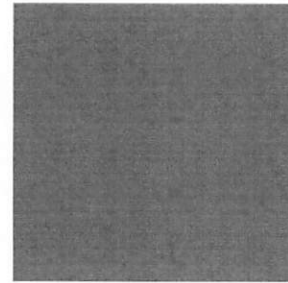
INSPIRE BUSINESS INTERIORS



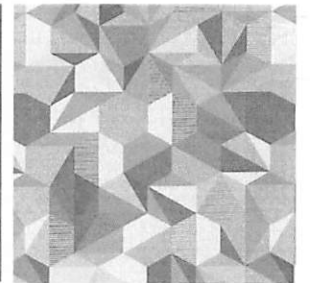
Wilsonart Beigewood



Solid Surface Counters



SW Peppercorn  
(Accent Wall)



Stinson Polygon  
Sandalwood

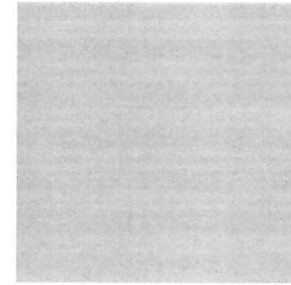


HON Astir Bench

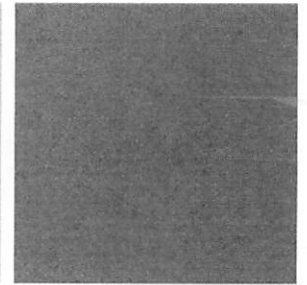


# INTERIOR

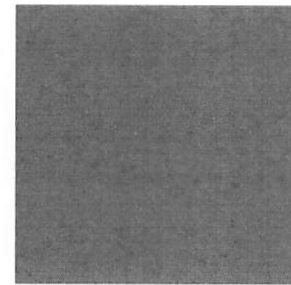
INSPIRE BUSINESS INTERIORS



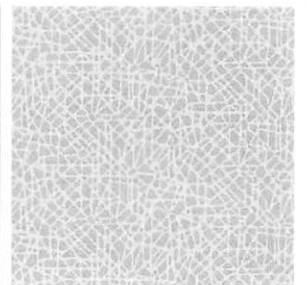
Wilsonart Beigewood



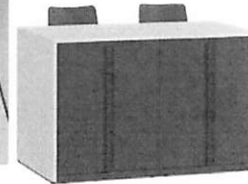
HON Charcoal



SW Peppercorn  
(Accent Wall)



Stinson Route  
Chamois



HON Storage  
Islands



HON Ignition  
Stool

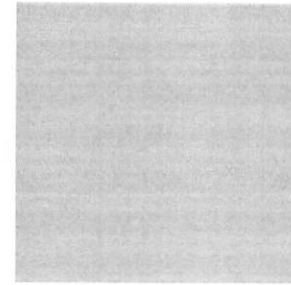
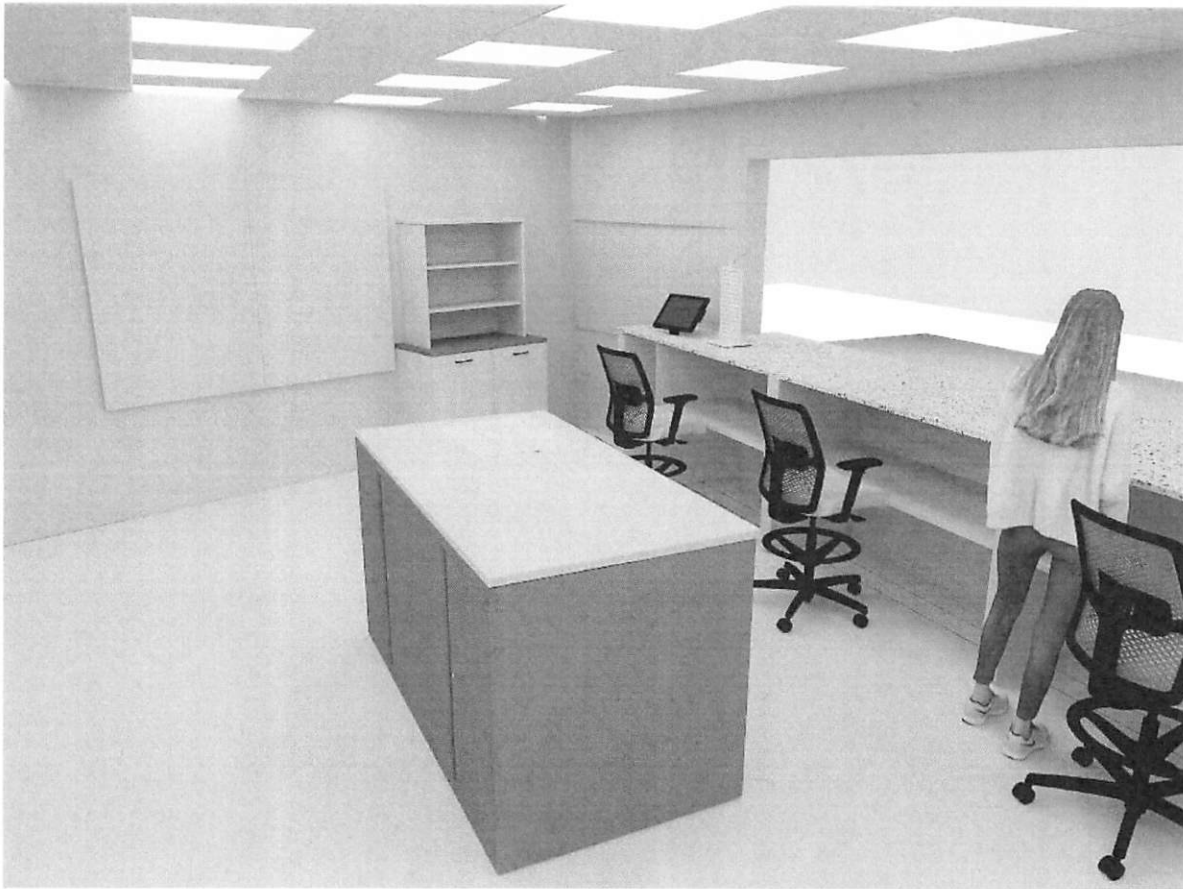


HON Preside  
Hospitality Credenza

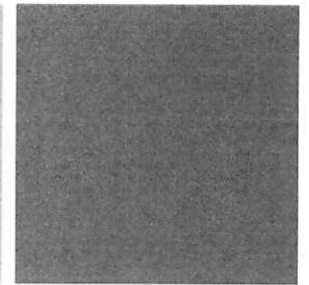


# INTERIOR

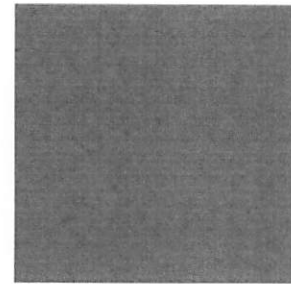
INSPIRE BUSINESS INTERIORS



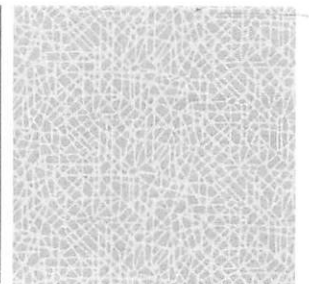
Wilsonart Beigewood



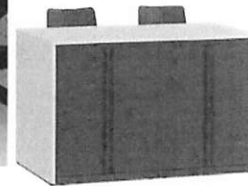
HON Charcoal



SW Peppercorn  
(Accent Wall)



Stinson Route  
Chamois



HON Storage  
Islands



HON Ignition  
Stool

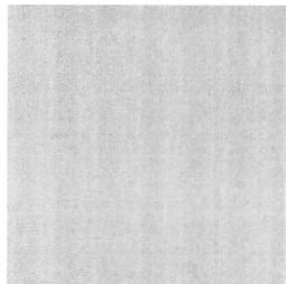


HON Preside  
Hospitality Credenza

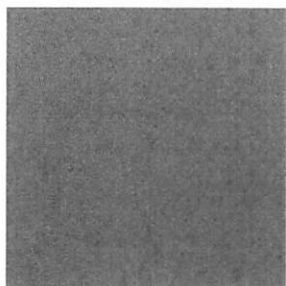




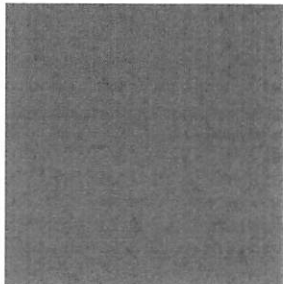
# WINDOW DISPLAY



Wilsonart Beigewood



HON Charcoal



SW Peppercorn  
(Accent Wall)



 Inspire Business Interiors  
 (423) 282 5400  
 [info@inspirebusinessinteriors.com](mailto:info@inspirebusinessinteriors.com)



INSPIRE BUSINESS INTERIORS

# THANK YOU

<https://www.inspirebusinessinteriors.com/>



**PURCHASING DEPARTMENT**  
**WASHINGTON COUNTY BOARD OF EDUCATION**

Purchase Order **No 4268**

Date Issued 11/21/24

Appropriation No. 141-E-71300-730-002

Dept. ISM

School DCHS

**PURCHASE ORDER**

TO Smith Garage Equipment

**NOTICE TO VENDOR**

1. Purchase order **MUST** bear two signatures in order to be valid.
2. Purchase order number **MUST** appear on all invoices submitted for payment.
3. Mail **TWO** copies of your invoice promptly to:

Washington County Board of Education  
 405 West College Street  
 Jonesborough, TN 37659  
 Telephone (423) 753-1105

Deliver to David Crockett High School  
 Address 684 Old State Rte 34  
 Jonesborough, TN 37659  
 Via David Rugh

Articles on this order must be charged to account of

ARTICLES OR SERVICES	CODE	QUANTITY & UNIT	UNIT PRICE	TOTAL
(Unless otherwise stated all prices F.O.B. Destination)				
Automotive Fully Integrated Alignment Scissor lift				\$35,926. <sup>05</sup>
<b>GRAND TOTAL - INCLUDING ALL ATTACHED PAGES</b>				\$35,926. <sup>05</sup>

**SUBJECT TO THE FOLLOWING CONDITIONS**

1. All packages, cartons or other containers must be plainly marked with the purchase order number.
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**VENDOR'S COPY**

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Authorized Signature

APPROVED:

Purchasing Agent





**PURCHASING DEPARTMENT**  
**WASHINGTON COUNTY BOARD OF EDUCATION**

Purchase Order **No 4283**

Date Issued **11/13/24**

Appropriation No. **72710729**

Dept. **Transportation/ Vehicle**  
 School

**PURCHASE ORDER**

TO

*Valley Trailer*

L

Deliver to

*Washington County Schools*

Address

Via

Articles on this order must be charged to account of

**NOTICE TO VENDOR**

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**Washington County Board of Education**  
 405 West College Street  
 Jonesborough, TN 37659  
 Telephone (423) 753-1105

ARTICLES OR SERVICES (Unless otherwise stated all prices F.O.B. Destination)	CODE	QUANTITY & UNIT	UNIT PRICE	TOTAL
<i>Lift Gate for Van for Nutrition w/ installation</i>				<i>\$10,251.00</i>
<i>* Price Quotes Attached</i>				
<b>GRAND TOTAL - INCLUDING ALL ATTACHED PAGES</b>				<i>\$10,251.00</i>

**SUBJECT TO THE FOLLOWING CONDITIONS**

1. All packages, cartons or other containers must be plainly marked with the purchase order number.
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6. Each shipment and/or each purchase order should be covered by separate invoice.

**IMPORTANT: INVOICES AND PACKAGES MUST BEAR PURCHASE ORDER NUMBER**

*(Signature)*

**VENDOR'S COPY**

There is an otherwise unincumbered balance to the credit of the proper appropriation, allotment or fund to meet the expenditure covered by this purchase.

Authorized Signature

APPROVED:

Purchasing Agent

PRICE INQUIRY FORM  
Washington County Schools

Vendor	Description of item for price comparison	Price Quoted
Company U.S. Upfitters Address 980 Lombard Rd ILL. Person Contacted 630 652-1200 Date 10-30-24	Lift Gate + INSTALL	7,762.00 9,000.00 <hr/> 16,762.00
Company PAFCO Bodies Address 1954 E. Washington St. ILL Person Contacted 309 699 4613 Date 10-30-24	Lift Gate + Install Depends	7,797.00 2 to 10,000
Company Valley Trailer Address Jonesborough Person Contacted Date	// Lift Gate + Install	\$10,251.00

No Quote

\_\_\_\_\_  
Name of person obtaining inquiry

PRICE INQUIRY FORM  
Washington County Schools

Vendor	Description of item for price comparison	Price Quoted
<p>Company Knox Trailers</p> <p>Address 2607 Middlebrook Pike Knoxville TN</p> <p>Person Contacted 10-29-24</p> <p>Date 865 523 1115</p>		<p>No Call Back</p> <hr/> <p>Called Back 10-31 <u>NO QUOTE</u></p>
<p>Company Lake Amusement</p> <p>Address 824 St. Street Bristol TN</p> <p>Person Contacted 10-29-24</p> <p>Date 423 764 8383</p>		<p>No call BACK</p>
<p>Company Trailer Sales</p> <p>Address 2900 Nathan St Newton NC</p> <p>Person Contacted 10-29-24</p> <p>Date 828 465 1800</p>		<p>No call Back</p>

\_\_\_\_\_  
Name of person obtaining inquiry

	A	B	C
1	<b>Valley Trailer Repair Svc</b>		
2	<b>Jonesborough, TN</b>		
3	<b>423-753-3041</b>		
4	Name: Washington County Schools	Attn:	
5	Address:		
6	City:	State:	
7	Phone:	E-mail: robertst@wcde.org	
8	Unit:		
9	Make:		
10	VIN#		
11			
12	<u>Estimate for Repairs</u>		
		<u>Parts</u>	<u>Labor</u>
13	1) Purchase and installation of (1) Tommylift cantilever liftgate		
14	installed on a 2023 2500 Sprinter Cargo Van with high roof.		
15		\$7,631.00	\$2,160.00
16			
17			
18			
19	Vehicle changed to (1) 2023 Ford Transit 250, 148" Midroof		
20	and one Ford 2023 Ford Transit 350, 148" WB High Roof		
21			
22			
23			
24			
25			
26			
27			
28			
29		<b>Parts, materials, and supplies total</b>	<b>\$8,091.00</b>
30		<b>Labor Total</b>	<b>\$2,160.00</b>
31		<b>Sub Total</b>	<b>\$10,251.00</b>
32		<b>TN Sales Tax Exempt</b>	<b>\$0.00</b>
33		<b>Total</b>	<b>\$10,251.00</b>
34			
35	This estimate is based on our inspection and does not cover any additional parts or		
36	labor which may be required after the work has been opened up. Occasionally, after work		
37	has started, worn or damaged parts are discovered which are not evident during the		
38	first inspection. Because of this, the above prices are not guaranteed. The above estimate		
39	is for immediate acceptance only. This estimate does NOT include any painting or decals unless		
40	specifically stated above.		

PURCHASE ORDER  
28069

DANIEL BOONE HIGH SCHOOL  
1440 Suncrest Drive  
Gray, Tennessee 37615  
423-477-1600

Date: 11-7-24

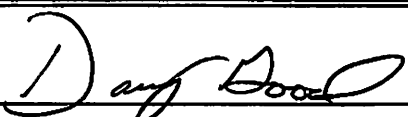
To: Bass Pro Shop / Ship To: DBHS  
Cabela's \$ May  
General 3/10

PART NUMBER	DESCRIPTION	QUANTITY ORDERED	PRICE	AMOUNT
	<p>side by side - ATV to patrol the parking lots to monitor students each morning &amp; afternoon</p>			
				<p>not to exceed \$19,500.00</p>
	TOTAL			

*Stephanie J.*  
AUTHORIZED BY

**PRICE INQUIRY FORM**  
**Washington County Schools**

Vendor	Description of item for price comparison	Price Quoted
<b>Firm</b> Base Pro Shop <b>Address</b>	Tracker - ATV	
<b>Person Contacted</b>		
<b>Date</b>		19,390.00
<b>Firm</b> East TN ATV <b>Address</b>	Tracker - ATV	
<b>Person Contacted</b>		
<b>Date</b>		22,399.00
<b>Firm</b> John Beere <b>Address</b>	Tracker - ATV	
<b>Person Contacted</b>		
<b>Date</b>		20,899.00

  
 \_\_\_\_\_  
 Name of Person Obtaining Inquiry



Make  
Type  
VIN  
Color

Price Contacted

2011 Polaris

2011 Polaris

John Deere  
Price

Price Contacted

2011 Polaris

2011 Polaris

2011 Polaris



**TMBC, LLC - BST**  
 1 BASS PRO DRIVE  
 BRISTOL, TN, 37621  
 Phone: 423-990-5180

<b>Date</b> 07 NOV 2024	<b>Stock</b> 1450268	<b>SQ #</b> 1450268	<b>Buyers Order and Agreement of Sale</b>		<b>Sales Person</b> Phillip Taylor	<b>Customer Number</b> 2582541
<b>Buyer</b> STEPHANIE GRAY	<b>Home Phone</b> 423-477-1600	<b>Mobile Phone</b>	<b>Email</b> GRAYS2@WCDE.ORG			
<b>Address</b> 1440 SUNCREST DRIVE	<b>City</b> GRAY	<b>State</b> TN	<b>Postal</b> 37615			
<b>CO-Buyer</b>	<b>Home Phone</b>	<b>Mobile Phone</b>	<b>CO-Buyer Email</b>			

Description of Purchase			
<b>Year</b> 2024	<b>Brand</b> TRACKER OFFROAD	<b>Model</b> 800 SX CREW	<b>New/Used Serial #</b> NEW
<b>Inclusion Description</b>			<b>Serial #</b>

Manufacturer Options		Dealer Options		Qty	
		VIP	VIP DISCOUNT CARD	1.00	0.00
		PDI	PREDELIVERY INSPECTION	1.00	0.00
		970	TOR WARRANTY	1.00	0.00
		971	TRAIL KIT	1.00	2,061.00
		972	STOCK NUMBER-1490404	1.00	0.00
Extras					
TF	TIRE FEE			5.00	

ALL TRADE VALUES SUBJECT TO ADJUSTMENT IF CONDITION/EQUIPMENT ARE NOT AS REPRESENTED ON TRADE-IN AGREEMENT.

<b>CUSTOMER ADVISED OF DESCRIPTION OF WARRANTY</b>		<b>PRICING</b>	
<input type="checkbox"/>	WHEN THIS BOX IS CHECKED, THE UNIT WHICH IS THE SUBJECT OF THIS CONTRACT IS BEING SOLD ON AN "AS IS" BASIS, THE ENTIRE RISK AS TO THE QUALITY AND PERFORMANCE OF THIS UNIT IS WITH THE PURCHASER	Base Price	15,999.00
<input type="checkbox"/>	WHEN THIS BOX IS CHECKED, THE UNIT HAS A 0% COSMETIC WARRANTY	Freight & Prep	1,300.00
<input type="checkbox"/>	I WOULD LIKE MORE INFORMATION ON ADDITIONAL PRODUCT PROTECTION PLANS	Options	0.00
		Dealer Options	2,061.00
		Trade Allowance	0.00
		Sales Extras	5.00
		PDI	0.00
		Sales Price Before TTL	19,365.00
		Document Fee	25.00
		Down Payment	0.00
		<b>Grand Total</b>	<b>19,390.00</b>

METHOD OF PAYMENT  C  OSF  Finance

I have read the terms and conditions that accompany this agreement and accept all such terms and conditions and agree to be bound by same.

CUSTOMER APPROVAL \_\_\_\_\_ DATE \_\_\_\_\_

MANAGER APPROVAL \_\_\_\_\_ DATE \_\_\_\_\_

This agreement is not final and binding on Seller unless approved and signed by a manager of Seller.

# Division II – Operation/Maintenance Specifications

ENGINE	
Type	Four-Cycle/Liquid-Cooled
Bore	72 mm (2.835 in)
Stroke	66.5 mm (2.618 in)
Displacement	812 cc (49.55 cu in)
Spark Plug	F6RTC (p/n 3040-031)
Spark Plug Gap	1.0 mm (± 0.1 mm)
Target Idle RPM	950 ± 25
Max RPM	6300
CHASSIS	
Length (Overall)	320.04 cm (126 in) (800SX) 324.62 cm (127.8 in) (800SX LE)
Height (Overall)	187.96 cm (74 in)
Width (Overall)	160.02 cm (63 in)
Suspension Travel (Front/Rear)	25.4 cm (10 in) / 24.1 cm (9.5 in)
Tire Size (Front/Rear) (800SX)	26H x 9W R14 / 26H x 11W R14
Tire Size (Front/Rear) (800SX LE)	26H x 9W R14 / 26H x 11W R14
Tire Size (Front/Rear) (800SX LE)	27H x 9W R14 / 27H x 11W R14
Front Tire Inflation Pressure	(No Cargo) 12 psi (82.7 kPa) (w/Cargo) 12 psi (82.7 kPa)
Rear Tire Inflation Pressure	(No Cargo) 14 psi (96.5 kPa) (w/Cargo) 16 psi (110.3 kPa)
MISCELLANEOUS	
Dry Weight (Approx.)	724.4 kg (1597 lb) (800SX) 778.9 kg (1717 lb) (800SX LE)
Curb Weight	759.8 kg (1675 lb) (800SX) 814.2 kg (1795 lb) (800SX LE)
ROPS Tested Curb Weight	1587.6 kg (3500 lb)
Gas Tank Capacity	37.85 L (10 U.S. gal)
Coolant Capacity	5.67 L (6 U.S. qt)
Differential Capacity	198 mL (6.7 fl oz)
Transaxle Capacity	1.21 L (41.0 fl oz)
Engine Oil Capacity (Approx.)	2.37 L (2.5 U.S. qt)
Gas (Recommended)	Regular unleaded 87 octane (R+M)/2, ethanol content not to exceed 10%
Engine Oil (Recommended)	0W-40 (Synthetic)
Front Differential Lubricant	SAE-Approved 80W-90 Hypoid
Transaxle Lubricant	Transaxle Fluid with EP
Taillight/Brake Light	12.8 V — 27 W / 14 V — 8W
Headlight	12 V — 60 W/55 W
Starting System	Electric
Brake Type	Four-Wheel Hydraulic Disc Brake

Specifications subject to change without notice.

**NEW 2025 Can-Am Defender MAX XT HD9**



East Tennessee ATV  
 106 Clay Little road  
 Elizabethton, Tennessee 37643  
 (423) 542-6109  
 www.easttnatv.com

<b>CUSTOMER</b>	
DATE	11/21/2024
PRICE	\$22,399.00
SALESPERSON	
SIGNATURE	

**Comments**

**EQUIPPED TO GET IT DONE**

Defender MAX XT is ready to work right out of the factory with upgrades including adaptable storage and lightweight wheels and tires.

**GENERAL INFORMATION**

Manufacturer	Can-Am
Model Year	2025
Model Name	Defender MAX XT HD9
Model Code	8SSK
VIN	3JBUCAP44SK001528
Stock Number	1528
Color	Stealth Black
Condition	NEW
Engine Size	976 cc
Price	\$22,399.00

**FEATURES**

**Leading Engine**

**CLASS-LEADING TORQUE, QUIETER ROTAX ENGINES:** HD7, HD9 & HD10 - The HD10 engine is class-leading with 69 lb-ft of torque! The break-in period, early maintenance and frequent valve adjustments are all things of the past. The powerpack design delivers an improved riding experience, with less noise & vibration.

**Speed Limiter**

**TAME THE BEAST:** You set the limits - Sometimes you just have to rein in all the power of this workhorse for seeding, crop spraying or moving cargo. With the speed limiter available on all Defenders, you're the one in control. Get ready for peak work efficiency.

**SPECIFICATIONS**

**BRAKES/WHEELS/TIRES**

Brakes	Front - Dual 220 mm disc with hydraulic twin-piston calipers Holding mechanism
Wheels	14 in. cast-aluminum
Tires	Front / Rear - XPS Trail Force 27 x 9 / 11 x 14 in.

**DIMENSIONS**

Length	158.3 in. (402 cm)
--------	--------------------

Height	76 in. (193 cm)
Width	63.5 in. (161.2 cm)
Weight	Estimated Dry - 1,902 lb. (863 kg)
Ground Clearance	11 in. (28 cm)
Wheelbase	115.5 in. (294 cm)
<b>DRIVETRAIN</b>	
Transmission	PRO-TORQ CVT with Quick Response System (QRS), high airflow ventilation and Electronic Drive Belt Protection Extra-L / H / N / R / P
Drive System	Selectable Turf Mode / 2WD / 4WD with Visco-Lok† auto-locking front differential
Drive	Driving Assistance - CVT Engine Braking ECO™ / ECO™ Off / Work modes, Speed Limiter
<b>ELECTRICAL</b>	
Battery	12V (30Ah)
Alternator	Magneto - 650W
Instrumentation	DC outlet (10A), USB Port (10A) x 2 Gauge - 4.5 in. wide digital display
Lighting	Front lighting output 140W, LED tail lights
<b>ENGINE</b>	
Engine	Rotax®, V-twin
Cooling	Liquid
Horsepower	65 hp
Displacement	976 cc
Torque	59 ft. lb.
Fuel System	Intelligent Throttle Control (ITC™) with Electronic Fuel Injection (EFI)
Fuel Capacity	10.6 gal. (40 l)
<b>OPERATIONAL</b>	
Frame	Chassis Cage - Profiled cage ROPS approved
Front Suspension	Double A-arm Travel - 10 in. (25.4 cm) Shocks - Twin tube gas charged
Rear Suspension	TTA with external sway bar Travel - 10 in. (25.4 cm) Shocks - Twin tube gas charged
Steering	Dynamic Power Steering (DPS) Wheel - Adjustable tilt
Seating	6 person capacity VERSA-PRO bolster bench seats with passenger seats flipping up Adjustable driver seat, underside hooks, reinforced XT seat skin
<b>OTHER</b>	
Additional Colors	Wildland Camo Dusty Navy Stealth Black
Cargo Box Length	38 in. (96.5 cm)
Cargo Box Height	12 in. (30.5 cm)
Cargo Box Width	54.5 in. (138.4 cm)
Cargo Box Capacity	1,000 lb. (454 kg)
Load Capacity	Tailgate - 250 lb. (113.4 kg)

<b>Capacity</b>	<b>Storage Total - 16.9 gal. (63.9 l) Payload - 1,700 lb. (771 kg)</b>
<b>Towing Capacity</b>	<b>2,500 lb. (1,134 kg) Winch - 4,500 lb. (2,041 kg) with roller fairlead</b>
<b>Hitch</b>	<b>2 in. receiver</b>
<b>Safety Features</b>	<b>Protection - XT Front bumper, HMWPE full skid plate, 2-piece full hard roof</b>
<b>Warranty</b>	<b>Factory - 1-year BRP limited Extended Service Terms - B.E.S.T. term available up to 30 months</b>

**Legal Notice: Manufacturer Name, Logo and Model information are Registered Trademarks of the Manufacturer. Specifications and other information are subject to change without notice. No representation of accuracy is made. Image is believed to be in the public domain or used with permission.**

**\*Price, if shown, is Manufacturer's Suggested Retail Price (MSRP) and does not include government fees, taxes, dealer vehicle freight/preparation, dealer document preparation charges or any finance charges (if applicable). MSRP and/or final actual sales price will vary depending on options or accessories selected.**

Search



## XUV825M S4

Crossover Utility Vehicle

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- Multi-passenger capability for four people
- Easier shifting, with integrated park position
- Electronic switch for instant 4WD engagement
- Improved power steering for smoother operation

STARTING AT:  
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+ Built for the long haul

+ Automotive-like controls

+ Room for you, and your crew

+ Haul more in fewer trips

## Specs & Compare

### Key Specs

<b>Engine power</b>	38.8 kW 52 hp
<b>Cargo box dimensions</b>	1143 x 305 x 1320 mm 45 x 12 x 52 in.
<b>Cargo box capacity (weight)</b>	454 kg 1000 lb
<b>Towing capacity</b>	680 kg 1500 lb
<b>Front suspension</b>	Fully independent dual A-arm with adjustable coils; 203 mm (8 in.) of travel
<b>Rear suspension</b>	Fully independent dual A-arm with adjustable coils and sway bar; 229 mm (9 in.) of travel
<b>Final drive</b>	Park, high, low, neutral, reverse transaxle
<b>Four wheel drive</b>	Dash switch actuated four-wheel drive system
<b>Fuel capacity</b>	27.6 L 7.3 U.S. gal.

### Engine

<b>Type</b>	4-cycle gas, electronic fuel injection (EFI)
<b>Displacement</b>	812 cc
<b>Power</b>	38.8 kW 52 hp
<b>Cooling system</b>	Liquid

Show More

## Offers and Discounts

Expand All

+ 3.9% APR fixed rate for 84 months†

+ 0.9% APR fixed rate for 36 months†

+ Order Online for Free Delivery†



2024 November 05

**Mr. Brad Hale, Chief Financial Officer**  
**Washington County Schools**  
405 W College Street  
Jonesborough, TN 37659

**RE: Washington County Schools (WCS) Athletic Upgrades - Phase 1**  
**Daniel Boone High School + David Crockett High School**  
**Gray, TN Jonesborough, TN**  
**LGA # 22043**

**Application and Certificate for Payment No. 10**

Dear Mr. Hale:

Please find attached one (1) digital copy of **APPLICATION AND CERTIFICATE FOR PAYMENT NO. 10** for the above referenced project. We have reviewed the application and to the best of our knowledge, information, and belief find that the amount requested appears to be reasonable and appropriate to the Work accomplished. Therefore, we recommend payment in the amount of **\$503,511.68**. Please make payment directly to the Construction Manager and enclose a copy of the application with their payment.

We have not made an independent examination of the Contractor's records nor verified whether subcontractors, persons, suppliers, vendors, or other entities with whom the Contractor may have agreements relative to this project have been paid and our recommendation does not constitute a representation that such accounts have, in fact, been paid. We have not inventoried any stored materials for which payment has been requested. We have relied entirely on the Contractor's representations made in the attached Application and Certificate for Payment and our observations of the Work as the basis for our recommendation.

Please do not hesitate to contact our office if you have any questions.

Sincerely,

A handwritten signature in black ink that reads 'Ginger Azpurua'.

**Ginger Azpurua**

**Cc: Jarrod Adams, WCS Chief Operations Office**  
**Jerry S. Boyd, WCS Superintendent**  
**Todd Morris, BurWil Construction Co**  
**Paul M. McCall, LGA**



# AIA® Document G702™ – 1992

Invoice No. 13801

## Application and Certificate for Payment

**TO OWNER:** Washington Co. Board of Education  
 405 W. College Street  
 Jonesborough, TN 37659

**PROJECT:** Washington Co Athletic Upgrade

**APPLICATION NO:** 10  
**PERIOD TO:** 9/30/2024

**Distribution to:**

**OWNER**   
**ARCHITECT**

**FROM CONTRACTOR:** Bur Wil Construction Company, Inc.  
 P. O. Box 637  
 Bristol, TN 37621

**CONTRACT FOR:**  
**CONTRACT DATE:**  
**PROJECT NOS:** 352-203-05  
**CONTRACTOR**   
**FIELD**   
**OTHER**

### CONTRACTOR'S APPLICATION FOR PAYMENT

Application is made for payment, as shown below, in connection with the Contract.  
 AIA Document G703™, Continuation Sheet, is attached.

1. ORIGINAL CONTRACT SUM ..... \$ 8,287,000.00
  2. NET CHANGE BY CHANGE ORDERS ..... \$ 193,947.16
  3. CONTRACT SUM TO DATE (Line 1 ± 2) ..... \$ 8,480,947.16
  4. TOTAL COMPLETED & STORED TO DATE (Column G on G703) ..... \$ 8,480,947.16
  5. RETAINAGE:
    - a. 5.0% of Completed Work  
 (Columns D + E on G703) \$ 424,047.36
    - b. % of Stored Material  
 (Column F on G703) \$
- Total Retainage (Lines 5a + 5b, or Total in Column I of G703) ..... \$ 424,047.36
6. TOTAL EARNED LESS RETAINAGE ..... \$ 8,056,899.80  
 (Line 4 minus Line 5 Total)
  7. LESS PREVIOUS CERTIFICATES FOR PAYMENT ..... \$ 7,553,388.12  
 (Line 6 from prior Certificate)
  8. CURRENT PAYMENT DUE ..... \$ 503,511.68
  9. BALANCE TO FINISH, INCLUDING RETAINAGE ..... \$ 424,047.36  
 (Line 3 minus Line 6)

The undersigned Contractor certifies that to the best of the Contractor's knowledge, information and belief the Work covered by this Application for Payment has been completed in accordance with the Contract Documents, that all amounts have been paid by the Contractor for Work for which previous Certificates for Payment were issued and payments received from the Owner, and that current payment shown herein is now due.

**CONTRACTOR:** Bur Wil Construction Company, Inc.  
 By: *[Signature]* Date: October 17, 2024

State of: Tennessee  
 County of: Sullivan

Subscribed and sworn to before me this Seventeenth day of October, 2024

Notary Public: *[Signature]*  
 My commission expires: 10/25/2026

### ARCHITECT'S CERTIFICATE FOR PAYMENT

In accordance with the Contract Documents, based on on-site observations and the data comprising this application, the Architect certifies to the Owner that to the best of the Architect's knowledge, information and belief the Work has progressed as indicated, the quality of the Work is in accordance with the Contract Documents, and the Contractor is entitled to payment of the AMOUNT CERTIFIED.

**AMOUNT CERTIFIED** ..... \$ 503,511.68

(Attach explanation if amount certified differs from the amount applied. Initial all figures on this Application and on the Continuation Sheet that are changed to conform with the amount certified.)

**ARCHITECT:** *[Signature]* Date: 11/05/2024

This Certificate is not negotiable. The AMOUNT CERTIFIED is payable only to the Contractor named herein. Issuance, payment and acceptance of payment are without prejudice to any rights of the Owner or Contractor under this Contract.



CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS
Total changes approved in previous months by Owner	\$	\$
Total approved this month	\$	\$
<b>TOTAL</b>	<b>\$</b>	<b>\$</b>
NET CHANGES by Change Order	\$	\$

**CAUTION: You should sign an original AIA Contract Document, on which this text appears in RED. An original assures that changes will not be obscured.**

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AIA®

# Document G703™ – 1992

## Continuation Sheet

AIA Document G702™-1992, Application and Certificate for Payment, or G732™-2009, Application and Certificate for Payment, Construction Manager as Adviser Edition, containing Contractor's signed certification is attached.  
 In tabulations below, amounts are in US dollars.  
 Use Column I on Contracts where variable retainage for line items may apply.

APPLICATION NO: 10  
 APPLICATION DATE: 9/30/2024  
 PERIOD TO: 9/30/2024  
 ARCHITECT'S PROJECT NO: 352-203-05

A ITEM NO.	B DESCRIPTION OF WORK	C SCHEDULED VALUE	D WORK COMPLETED		E THIS PERIOD	F MATERIALS PRESENTLY STORED <i>(Not in D or E)</i>	G TOTAL COMPLETED AND STORED TO DATE <i>(D+E+F)</i>	H % <i>(G ÷ C)</i>	I BALANCE TO FINISH <i>(C - G)</i>	J RETAINAGE <i>(If variable rate)</i>
			FROM PREVIOUS APPLICATION <i>(D + E)</i>							
<b>GENERAL REQUIREMENTS</b>										
01-00	General Conditions	619,104.98	550,000.00		69,104.98		619,104.98	100.00		30,955.25
01-01	Building Permit	4,000.00	4,000.00				4,000.00	100.00		200.00
01-02	Payment & Performance Bond	56,650.00	56,650.00				56,650.00	100.00		2,832.50
01-03	Daniel Boone Testing Allowance	11,821.20	9,561.40		2,259.80		11,821.20	100.00		591.06
01-04	David Crockett Testing Allowance	11,723.30	10,000.00		1,723.30		11,723.30	100.00		586.17
01-05	Daniel Boone Contingency									
01-06	David Crockett Contingency									
01-07	DANIEL BOONE									
02-00	DB Selective Demolition	62,000.00	62,000.00				62,000.00	100.00		3,100.00
02-01	DB Site Grading/Site Utilities	325,483.50	319,183.50		6,300.00		325,483.50	100.00		16,274.18
02-02	DB Paving, Stripe&Prking Signage	21,323.40			21,323.40		21,323.40	100.00		1,066.17
02-03	DB Concrete Sidewalks/Steps	196,663.25	120,000.00		76,663.25		196,663.25	100.00		9,833.16
02-04	DB Fencing	57,548.43	8,000.00		49,548.43		57,548.43	100.00		2,877.42
02-05	DB Concrete	385,694.60	385,694.60				385,694.60	100.00		19,284.73
02-06	DB Masonry	294,227.27	294,227.27				294,227.27	100.00		14,711.36
02-07	DB Misc Steel	72,458.28	40,000.00		32,458.28		72,458.28	100.00		3,622.91
02-08	DB Steel Allowance	21,576.04	21,576.04				21,576.04	100.00		1,078.80
02-09	DB Rough Carpentry	21,000.00			21,000.00		21,000.00	100.00		1,050.00
02-10	DB Millwork	46,998.00	40,000.00		6,998.00		46,998.00	100.00		2,349.90
02-11	DB Roofing	12,400.00	4,000.00		8,400.00		12,400.00	100.00		620.00
02-12	DB Sealants & Caulking	43,328.00	39,000.00		4,328.00		43,328.00	100.00		2,166.40
02-13	DB Doors, Frames&Hardware	10,000.00	5,000.00		5,000.00		10,000.00	100.00		500.00
02-14	DB Coiling Counter Doors									
02-15	DB Coiling Counter Doors									
GRAND TOTAL										

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# AIA<sup>®</sup> Document G703<sup>™</sup> – 1992

## Continuation Sheet

AIA Document G702<sup>™</sup>-1992, Application and Certificate for Payment, or G732<sup>™</sup>-2009, Application and Certificate for Payment, Construction Manager as Adviser Edition, containing Contractor's signed certification is attached.  
 In tabulations below, amounts are in US dollars.  
 Use Column I on Contracts where variable retainage for line items may apply.

APPLICATION NO: 10  
 APPLICATION DATE: 9/30/2024  
 PERIOD TO: 9/30/2024  
 ARCHITECT'S PROJECT NO: 352-203-05

A ITEM NO.	B DESCRIPTION OF WORK	C SCHEDULED VALUE	D WORK COMPLETED		E THIS PERIOD	F MATERIALS PRESENTLY STORED (Not in D or E)	G TOTAL COMPLETED AND STORED TO DATE (D+E+F)	H % (G ÷ C)	I BALANCE TO FINISH (C - G)	J RETAINAGE (If variable rate)
			FROM PREVIOUS APPLICATION (D + E)							
02-16	DB Metal Studs/Drywall	1,234.00	1,234.00				1,234.00	100.00		61.70
02-17	DB Flooring	4,000.00	2,500.00		1,500.00		4,000.00	100.00		200.00
02-18	DB Painting	117,186.00	105,000.00		12,186.00		117,186.00	100.00		5,859.30
02-19	DB Toilet Partin, Accs&Fire Ex	42,567.80	20,000.00		22,567.80		42,567.80	100.00		2,128.39
02-20	DB Signage	46,000.00	33,000.00		13,000.00		46,000.00	100.00		2,300.00
02-21	DB Grandstands	1,216,520.00	1,216,520.00				1,216,520.00	100.00		60,826.00
02-22	DB Plumbing	240,000.00	205,000.00		35,000.00		240,000.00	100.00		12,000.00
02-23	DB HVAC	105,000.00	85,000.00		20,000.00		105,000.00	100.00		5,250.00
02-24	DB Electrical	679,345.05	609,000.00		70,345.05		679,345.05	100.00		33,967.25
03-00	DAVID CROCKETT									
03-01	DC Selective Demolition	50,500.00	50,500.00				50,500.00	100.00		2,525.00
03-02	DC Site Grading/Site Utilities	283,645.00	289,275.00		-5,630.00		283,645.00	100.00		14,182.25
03-03	DC Pvrng, Stripe&Prkng Signage	64,857.81	64,857.81				64,857.81	100.00		3,242.89
03-04	DC Concrete Sidewalks/Steps	61,055.00	38,930.00		22,125.00		61,055.00	100.00		3,052.75
03-05	DC Fencing	48,000.00	48,000.00				48,000.00	100.00		2,400.00
03-06	DC Concrete	249,193.50	249,193.50				249,193.50	100.00		12,459.67
03-07	DC Masonry	249,813.00	249,813.00				249,813.00	100.00		12,490.65
03-08	DC Misc Steel	47,511.00	20,000.00		27,511.00		47,511.00	100.00		2,375.55
03-09	DC Steel Allowance									
03-10	DC Rough Carpentry	33,634.32	33,634.32				33,634.32	100.00		1,681.72
03-11	DC Millwork	18,125.00	18,125.00				18,125.00	100.00		906.25
03-12	DC Roofing	48,286.00	48,286.00				48,286.00	100.00		2,414.30
03-13	DC Sealants & Caulking	12,600.00	6,300.00		6,300.00		12,600.00	100.00		630.00
03-14	DC Doors, Frames, & Hardware	44,188.50	44,188.50				44,188.50	100.00		2,209.43
	GRAND TOTAL									

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# AIA<sup>®</sup> Document G703<sup>™</sup> -- 1992

## Continuation Sheet

AIA Document G702<sup>™</sup>-1992, Application and Certificate for Payment, or G732<sup>™</sup>-2009, Application and Certificate for Payment, Construction Manager as Adviser Edition, containing Contractor's signed certification is attached.  
 In tabulations below, amounts are in US dollars.  
 Use Column I on Contracts where variable retainage for line items may apply.

APPLICATION NO: 10  
 APPLICATION DATE: 9/30/2024  
 PERIOD TO: 9/30/2024  
 ARCHITECT'S PROJECT NO: 352-203-05

A ITEM NO.	B DESCRIPTION OF WORK	C SCHEDULED VALUE	D WORK COMPLETED		E THIS PERIOD	F MATERIALS PRESENTLY STORED <i>(Not in D or E)</i>	G TOTAL COMPLETED AND STORED TO DATE <i>(D+E+F)</i>	H % <i>(G ÷ C)</i>	I BALANCE TO FINISH <i>(C - G)</i>	J RETAINAGE <i>(If variable rate)</i>
			FROM PREVIOUS APPLICATION <i>(D + E)</i>							
03-15	DC Coiling Counter Doors	10,000.00	10,000.00				10,000.00	100.00		500.00
03-16	DC Metal Studs/Drywall	2,041.00	2,041.00				2,041.00	100.00		102.05
03-17	DC Flooring	4,000.00	4,000.00				4,000.00	100.00		200.00
03-18	DC Painting	120,458.00	120,458.00				120,458.00	100.00		6,022.90
03-19	DC Toilet Partin, Accs&Fire Ex	42,814.93	42,814.93				42,814.93	100.00		2,140.75
03-20	DC Signage	43,000.00	43,000.00				43,000.00	100.00		2,150.00
03-21	DC Grandstands	1,215,990.00	1,215,990.00				1,215,990.00	100.00		60,799.50
03-22	DC Plumbing	250,000.00	250,000.00				250,000.00	100.00		12,500.00
03-23	DC HVAC	105,000.00	105,000.00				105,000.00	100.00		5,250.00
03-24	DC Electrical	750,381.00	750,381.00				750,381.00	100.00		37,519.05
	GRAND TOTAL	8,480,947.16	7,950,934.87		530,012.29		8,480,947.16	100.00		424,047.36

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# AIA® Document G701® – 2017

## Change Order

**PROJECT:** *(Name and address)*  
Washington County Schools: Athletic  
Upgrades

**CONTRACT INFORMATION:**  
Contract For: General Construction  
  
Date: 11/27/2023

**CHANGE ORDER INFORMATION:**  
Change Order Number: 004  
  
Date: 09/24/2024

**OWNER:** *(Name and address)*  
Washington County Schools  
405 W College St  
Jonesborough, TN 37659

**ARCHITECT:** *(Name and address)*  
The Lewis Group Architects, Inc.  
6512 Deane Hill Dr  
Knoxville, TN 37919

**CONTRACTOR:** *(Name and address)*  
BurWil Construction Company, Inc.  
1545 Western Ave, Suite 208  
Knoxville, TN 37921

**THE CONTRACT IS CHANGED AS FOLLOWS:**

*(Insert a detailed description of the change and, if applicable, attach or reference specific exhibits. Also include agreed upon adjustments attributable to executed Construction Change Directives.)*

PCCO #004 + (\$7,225.18)  
Refer to attached exhibit.

The original Contract Sum was	\$ 8,287,000.00
The net change by previously authorized Change Orders	\$ 186,721.98
The Contract Sum prior to this Change Order was	\$ 8,473,721.98
The Contract Sum will be increased by this Change Order in the amount of	\$ 7,225.18
The new Contract Sum including this Change Order will be	\$ 8,480,947.16

The Contract Time will be unchanged by Zero (0) days.  
The new date of Substantial Completion will be 260 Calendar Days

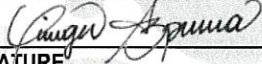
**NOTE:** This Change Order does not include adjustments to the Contract Sum or Guaranteed Maximum Price, or the Contract Time, that have been authorized by Construction Change Directive until the cost and time have been agreed upon by both the Owner and Contractor, in which case a Change Order is executed to supersede the Construction Change Directive.

**NOT VALID UNTIL SIGNED BY THE ARCHITECT, CONTRACTOR AND OWNER.**


The Lewis Group Architects, Inc  
**ARCHITECT** *(Firm name)*

BurWil Constuction Company, Inc.  
**CONTRACTOR** *(Firm name)*

Washington County Schools  
**OWNER** *(Firm name)*

  
**SIGNATURE**

  
**SIGNATURE**

  
**SIGNATURE**

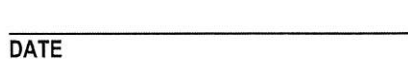
Ginger Azpurua - Project Coordinator  
**PRINTED NAME AND TITLE**

Todd Morris - Project Manager  
**PRINTED NAME AND TITLE**

  
**PRINTED NAME AND TITLE**

09/26/2024  
**DATE**

9/26/24  
**DATE**

  
**DATE**

BurWil Construction Company, Inc.  
 1545 Western Ave, Suite 208  
 Knoxville, Tennessee 37921  
 Phone: (865) 409-4825  
 Fax: (865) 409-4835

Project: 352-203-05 - Washington Co Athletic Upgrades  
 684 Old State Route 34  
 Jonesborough, Tennessee 37659

### Prime Contract Change Order #004: PCO's 21-26

<b>TO:</b>		<b>FROM:</b>	
<b>DATE CREATED:</b>	9/24/2024	<b>CREATED BY:</b>	Todd Morris (BurWil Construction Company, Inc.)
<b>CONTRACT STATUS:</b>	Pending - In Review	<b>REVISION:</b>	0
<b>DESIGNATED REVIEWER:</b>		<b>REVIEWED BY:</b>	
<b>DUE DATE:</b>		<b>REVIEW DATE:</b>	
<b>INVOICED DATE:</b>		<b>PAID DATE:</b>	
<b>SCHEDULE IMPACT:</b>		<b>EXECUTED:</b>	No
<b>REVISED SUBSTANTIAL COMPLETION DATE:</b>		<b>SIGNED CHANGE ORDER RECEIVED DATE:</b>	
<b>CONTRACT FOR:</b>	352-203-05:Washington Co Athletic Upgrade	<b>TOTAL AMOUNT:</b>	\$7,225.18
<b>DESCRIPTION:</b>			
<b>ATTACHMENTS:</b>			

**POTENTIAL CHANGE ORDERS IN THIS CHANGE ORDER:**

PCO #	Title	Schedule Impact	Amount
21	CE #032 - Site Utility Changes		(\$5,630.00)
22	CE #034 - Testing Allowance 7-		\$728.30
24	CE #041 - Site Revisions		(\$18,434.00)
25	CE #043 - Boone Fence Modification		\$25,672.19
26	CE #046 - New Fence Gate @ Boo		\$1,526.25
27	CE #048 - Testing Allowance		\$3,362.44
<b>Total:</b>			\$7,225.18

**CHANGE ORDER LINE ITEMS:**

**PCO # 21: CE #032 - Site Utility Changes**

#	Budget Code	Description	Amount
1	18-02300-01.SUB Earthwork.Subcontract	Deduct Manhole	\$(9,300.00)
2	18-02300-01.SUB Earthwork.Subcontract	Pipe Through Exst RCP	\$3,670.00
<b>Grand Total:</b>			<b>\$(5,630.00)</b>

**PCO # 22: CE #034 - Testing Allowance 7-**

#	Budget Code	Description	Amount
1	1-01400-27.ODC David Crockett Testing.Other Direct Cost	Crockett Testing Allowance	\$633.30
G&A (10.00% Applies to all line item types.):			\$63.33
Contractor's Fee (5.00% Applies to all line item types.):			\$31.67
<b>Grand Total:</b>			<b>\$728.30</b>

**PCO # 24: CE #041 - Site Revisions**

#	Budget Code	Description	Amount
1	2-02775-01.SUB Sidewalks & Steps.Subcontract	Boone Sidewalk	\$(21,180.00)

#	Budget Code	Description	Amount
2	2-02700-01.SUB Asphalt Paving.Subcontract	Asphalt Deducts	\$(24,000.00)
3	5-05100-26.ODC Boone Steel Allowance.Other Direct Cost	Steel Allowance	\$(10,000.00)
4	18-05100-26.ODC Crockett Steel Allowance.Other Direct Cost	Steel Allowance	\$(10,000.00)
5	2-02300-01.SUB Earthwork.Subcontract	Asphalt Demo	\$6,300.00
6	18-02775-01.SUB Sidewalks.Subcontract	Crockett Sidewalk	\$22,125.00
7	18-05100-02.MAT Structural & Misc. Steel.Materials	Crockett Handrails	\$18,321.00
<b>Grand Total:</b>			<b>\$(18,434.00)</b>

**PCO # 25: CE #043 - Boone Fence Modification**

#	Budget Code	Description	Amount
1	2-02820-01.SUB Fences & Gates.Subcontract		\$22,227.00
G&A (10.00% Applies to all line item types.):			\$2,222.70
Contractor's Fee (5.00% Applies to all line item types.):			\$1,222.49
<b>Grand Total:</b>			<b>\$25,672.19</b>


**PCO # 26: CE #046 - New Fence Gate @ Boo**

#	Budget Code	Description	Amount
1	2-02820-01.SUB Fences & Gates.Subcontract		\$1,321.43
G&A (10.00% Applies to all line item types.):			\$132.14
Contractor's Fee (5.00% Applies to all line item types.):			\$72.68
<b>Grand Total:</b>			<b>\$1,526.25</b>

**PCO # 27: CE #048 - Testing Allowance**

#	Budget Code	Description	Amount
1	1-01400-26.ODC Daniel Boone Testing.Other Direct Cost	Deduct Remaining Allowance	\$(438.60)
2	1-01400-26.ODC Daniel Boone Testing.Other Direct Cost	August Boone Invoice	\$330.00
3	1-01400-26.ODC Daniel Boone Testing.Other Direct Cost	September Boone Invoice	\$1,929.80
4	1-01400-27.ODC David Crockett Testing.Other Direct Cost	August Crockett Invoice	\$1,090.00
G&A (10.00% Applies to all line item types.):			\$291.12
Contractor's Fee (5.00% Applies to all line item types.):			\$160.12
<b>Grand Total:</b>			<b>\$3,362.44</b>

The original (Contract Sum)	\$8,287,000.00
Net change by previously authorized Change Orders	\$186,721.98
The contract sum prior to this Change Order was	\$8,473,721.98
The contract sum would be changed by this Change Order in the amount of	\$7,225.18
The new contract sum including this Change Order will be	\$8,480,947.16
The contract time will not be changed by this Change Order.	

 9-25-24

SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_ SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_ SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_



PRICE INQUIRY FORM

VENDOR	DESCRIPTION OF ITEM FOR PRICE COMPARISON	PRICE QUOTED
Firm <u>McCall Fencing</u> Address _____ _____ Person Contacted _____ _____ Date _____	Fall Branch Fencing South Central Fencing Gray Elementary	\$ 3,795 <sup>44</sup> \$19,302 <sup>00</sup> <del>\$9,000</del> <del><b>\$32,097<sup>44</sup></b></del>
Firm <u>Tri-City Fence</u> Address _____ _____ Person Contacted _____ _____ Date _____	Fall Branch Fencing South Central Fencing Gray Elem. Fencing	\$ 2,850 <sup>00</sup> \$10,900 <sup>00</sup> \$ 6800 <sup>00</sup> <del><b>\$20,550</b></del>
Firm <u>Rio Grande Fence</u> Address _____ _____ Person Contacted _____ _____ Date _____	No Quote Given	

Name of person obtaining inquiry Logan Clark

Kingsport, TN 37663

# Estimate

Phone # 423-323-8197

10/3/2024

Fax # 423-323-8704



18307

Contract Submitted To:	ATTN:	
WA County Schools Jeremy Moore 1300 Suncrest Dr Gray, Tn, 37615	E-mail:	
	Job Name	
	Location	

Description	Total
Install Standard Duty Paving over Approx. 18,986 Sqft. 6" Compacted Base Stone 3" Compacted Binder Mix 2" Compacted Surface Mix	226,521.00
400 LF of Extruded Curb.	6,720.00
** No other milling, hauling, utility relocation, digging, striping, or materials included. ** Only one mobilization per phase included. Additional will require a change order. ** No permits or testing included.	

Asphalt Clause: Pricing quoted herein is based on Liquid Asphalt Index Pricing from our supplier for the date of quote. per liquid ton. Due to volatility in oil markets, pricing is subject to change, and will be adjusted at time of placement.

**Exclusions/Disclaimers:**

- As a standard anything not specifically listed above or addressed in this section shall be considered excluded regardless of plan specs Including "Incidentals".
- Testing, Permits, Fees, Bonds, Demolition, Heavy Grading Layout, ThermoPlastic, Manhole and/or Grating Adjustments, Staking Layout are excluded from this quote
- Traffic control; anything beyond two (2) flagmen is excluded
- No Signage is included in this quote unless specifically stated above
- Rock Clause (will be additional charge if there is rock to be removed)
- Sub-Grade to be within +/- 0.1 of required grade

We propose to furnish labor, equipment, and materials to complete work listed in a professional, workmanlike manner according to standard industry practices. Payment is due at time of service. Accounts not paid within 30 days are subject to an 18% monthly finance charge. Should legal proceedings become necessary to collect payment, customer is responsible for court costs and our attorney fees.

Thank you for the opportunity to earn your business!

Authorized Signature: \_\_\_\_\_

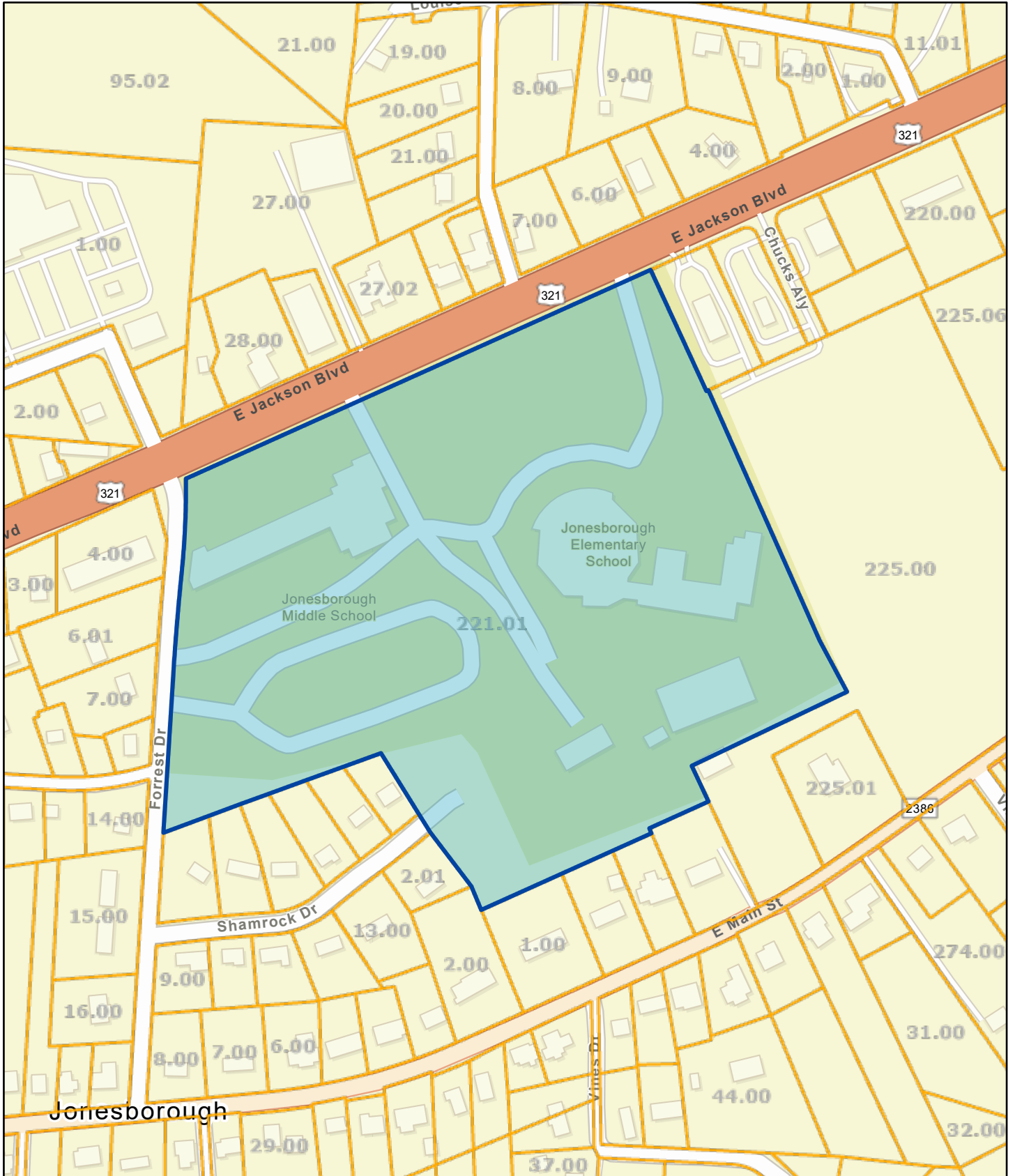
Terms	<b>Total</b> \$233241.00
I/We hereby accept the terms set forth in this quote and authorize BRACKEN PAVING, to perform the aforementioned work.	
_____	



**Sale Information**

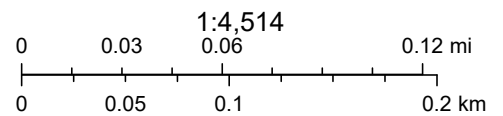
<b>Sale Date</b>	<b>Price</b>	<b>Book</b>	<b>Page</b>	<b>Vacant/Improved</b>	<b>Type Instrument</b>	<b>Qualification</b>
1/24/1961	\$0	340	88		-	-
11/6/1959	\$0	336	378		-	-
12/5/1949	\$0	253	74		-	-

# Washington County - Parcel: 052 221.01



Date: August 27, 2024

County: Washington  
Owner: JONESBOROUGH MIDDLE SCHOOL  
Address: JACKSON BLVD E  
Parcel Number: 052 221.01  
Deeded Acreage: 31  
Calculated Acreage: 0  
Date of TDOT Imagery: 2023  
Date of Vexcel Imagery: 2023



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The property lines are compiled from information maintained by your local county Assessor's office but are not conclusive evidence of property ownership in any court of law.



# Tennessee Property Viewer





# Tennessee Property Viewer





# Tennessee Property Viewer





# Tennessee Property Viewer

