



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPO, CPPB, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

May 15, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KAG*

RE: Teacher Created Materials, Inc.
Purchase Order #20008667

The above-referenced purchase order with Teacher Created Materials totaling \$162,052.80 is being forwarded for your consideration and subsequent approval. This request is for the purchase of summer learning backpacks for ESOL students in grades K-5. Please refer to the attached memo from Vanessa Hilton, Director, Curriculum and Instructional Services Department, for further information.

Under the Department of Education Rule 6A-1.012(11)(b), the requesting of bids from three (3) or more sources is waived for the purchase of educational services and any type of copyrighted materials including, without limitation, educational tests, printed instructional materials, computer software, etc., where such items are purchased directly from the manufacturer, producer, publisher, the owner of the copyright, an exclusive agent within the state, a governmental agency or a recognized educational institution. Considering Teacher Created Materials, Inc. holds the copyrights (see attached sole-source letter), it is my recommendation that the Board approve the attached purchase order to Teacher Created Materials, Inc. for \$162,052.80.

Should you have any questions regarding this request, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/plh

Attachments



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/ 794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Curriculum and Instructional Services
Mary Grace Sabella, Program Specialist
State and Federal Grants
813/ 794-2296 Fax: 813/ 794-2152
727/ 774-2296 TDD: 813/ 794-2484
352/ 524-2296 email: msabella@pasco.k12.fl.us

MEMORANDUM
ESOL-012-11/12

DATE: May 4, 2012

TO: Kendra Goodman, Director, Purchasing Department

FROM: Vanessa Hilton, Director, Curriculum and Instructional Services Department *MS*
Mary Grace Sabella, Program Specialist, State and Federal Grants *MS*
Curriculum & Instructional Services

SUBJECT: Teacher Created Materials Summer Learning Backpacks

The English to Speakers of Other Languages (ESOL) program requests permission to issue a purchase order to Teacher Created Materials in order to buy summer learning backpacks for ESOL students in grades K-5, using Title III grant funds. The materials will provide student-directed practice in reading, mathematics and writing in an effort to slow and prevent summer learning loss.

The backpacks will provide English language learners with the following:

- Eight High-Interest Content Readers
- Florida Kids Learn Activity Book
- Writer's Notebook
- Bilingual Parent Tip Card
- Parent Survey

Attached is Requisition #9220-20327.
Funding source will be from: Title III

xc: Lori Wiggins, Supervisor, Curriculum and Instructional Services

**DISTRICT SCHOOL BOARD OF PASCO COUNTY
PURCHASING DEPARTMENT
20430 GATOR LANE LAND O' LAKES, FL 34638
PHONE: 813.794.2221 FAX: 813.794.2111**

PURCHASE ORDER NUMBER
20008667

INVOICE IN TRIPLICATE
INCLUDING THIS PURCHASE ORDER NUMBER TO:
District School Board of Pasco County
Accounts Payable
7227 Land O Lakes Blvd
Land O Lakes FL 34638
Telephone 813/794-2290

A TAXPAYER IDENTIFICATION NUMBER CERTIFICATION FORM WITH THE VENDOR'S CURRENT EMPLOYER IDENTIFICATION NUMBER OR SOCIAL SECURITY NUMBER MUST BE ON FILE WITH THE PURCHASING DEPARTMENT OR THE PAYMENT WILL NOT BE ISSUED.

Reasonable cost changes may be permitted, provided they are not on a blanket purchase order, bid, quote or contracted item, but must not exceed 5% of the total order without prior approval in writing from the Purchasing Department. We reserve the right to retain any and all shipped merchandise and to deny payment for any charges that are contrary to an awarded contract of this or another governmental agency, or that are beyond the aforementioned 5%.

VENDOR
TEACHER CREATED MATERIALS INC
5301 OCEANUS DRIVE
HUNTINGTON BEACH CA 92649

SHIP TO F.O.B. DESTINATION
Curriculum And Instruction
7227 Land O' Lakes Boulevard
Land O' Lakes FL 34638

DATE PRINTED	ORDERED BY/DEPARTMENT	CLASS ITEM NO.	FEDERAL EMPLOYER ID NO.	SALES TAX EXEMPTION NO.
05/07/12	ESOL Title III	78500	59-6000792	85-8013921275C-1

SEQ	DESCRIPTION	PCSB ITEM	QTY	UNIT	UNIT PRICE	EXTENDED AMOUNT
001	FL Summer Backpack - Level K Item #13896		461	EACH	80.0000	36,880.00
002	FL Summer Backpack - Level 1-2 Item #13897		395	EACH	80.0000	31,600.00
003	FL Summer Backpack - Level 2-3 Item #13898		332	EACH	80.0000	26,560.00
004	FL Summer Backpack - Level 3-4 Item #13899		308	EACH	80.0000	24,640.00
005	FL Summer Backpack - Level 4-5 Item #13900		191	EACH	80.0000	15,280.00
006	FL Summer Backpack - Level 5-6 Item #13901		224	EACH	80.0000	17,920.00
007	Shipping 6%		1	EACH	9,172.8000	9,172.80
	* * * ITEM TOTAL * * *					162,052.80
	* * * TERMS & CONDITIONS * * *					
	SOLE SOURCE - RULE DOE 6A-1.012(7); effective 2/25/2009 rule reference number changed to 6A-1.012(11)(b)					
	PASCO SCHOOL BOARD USE ONLY					
	421.9220.3002.0590.5100.0000					162,052.80
	* * ACCT TOTAL * *					162,052.80
	REQ NBR: 9220 20327 VNDR NBR: V0000007838					

Kendra Bradman
PURCHASING AGENT/S/

9220-20327

Teacher Created Materials

PUBLISHING

Kim Graves
 5301 Oceanus Drive
 Huntington Beach, CA 92649
 Phone (813) 482-7462 Fax (714) 230-7070

DATE 3-May-12

Pasco County School District
 Mary Grace Saballa
 7227 Land o Lakes Blvd
 Land o Lakes, FL 34638
 813-794-2296

COMMENTS: These are being shipped to 46 different locations

Qty	Item #	Description	Unit Price	Total	Total Price
461	13896	FL Summer Backpack- Level K	\$80.00	\$36,880.00	\$36,880.00
395	13897	FL Summer Backpack - Level 1- 2	\$80.00	\$31,600.00	\$31,600.00
332	13898	FL Summer Backpack - Level 2-3	\$80.00	\$26,560.00	\$26,560.00
308	13899	FL Summer Backpack - Level 3-4	\$80.00	\$24,640.00	\$24,640.00
191	13900	Florida Summer Backpack- Level 4-5	\$80.00	\$15,280.00	\$15,280.00
224	13901	Florida Summer Backpack - Level 5-6	\$80.00	\$17,920.00	\$17,920.00
SUB TOTAL					\$152,880.00
STANDARD SHIPPING #					\$15,288.00
ACTUAL SHIPPING #					\$9,172.80
TOTAL					\$162,052.80

Each backpack will include:

- Florida Kids Learn Activity book (english and spanish)
- Writer's notebook
- 8 High-Interest readers from a variety of content areas
- Parent Tip Card
- Parent Survey
- Clear Backpack

If you have any questions concerning this quotation, contact Kim Graves, 813-482-7462, kgraves@tcmpub.com

THANK YOU FOR YOUR BUSINESS!

REQ NBR: 9220-20327

VENDOR: V0000007838

PAGE:

1

DATE: 05/04/2012

FOR: ESOL Title III

***** VENDOR NAME & ADDRESS ***** * * * * * SHIP TO NAME & ADDRESS *****

TEACHER CREATED MATERIALS INC
5301 OCEANUS DRIVE
HUNTINGTON BEACH , CA 92649

Curriculum And Instruction
7227 Land O' Lakes Boulevard
Land O' Lakes, FL 34638

ITEM	DESCRIPTION	QTY	UOM	PRICE	EXT
	FL Summer Backpack - Level K Item #13896	461	EACH	80.0000	36880.00
	FL Summer Backpack - Level 1-2 Item #13897	395	EACH	80.0000	31600.00
	FL Summer Backpack - Level 2-3 Item #13898	332	EACH	80.0000	26560.00
	FL Summer Backpack - Level 3-4 Item #13899	308	EACH	80.0000	24640.00
	FL Summer Backpack - Level 4-5 Item #13900	191	EACH	80.0000	15280.00
	FL Summer Backpack - Level 5-6 Item #13901	224	EACH	80.0000	17920.00
	Shipping 6%	1	EACH	9172.8000	9172.80

TOTAL 162052.80

* * * * * ACCOUNTS * * * * *

421.9220.3002.0590.5100.0000 162052.80

APPROVED BY: *[Signature]* DATE: 5/4/12

APPROVED BY: *[Signature]* DATE: 5/4/12

Teacher Created Materials

PUBLISHING

May 4, 2012

To Whom It May Concern:

Teacher Created Materials is the sole source and publisher for items listed below. Teacher Created Materials is the Copyright Owner of these products.

These items can only be purchased through Teacher Created Materials. These items are not distributed in stores for retail sales.

Florida ESOL Take-Home Summer Backpacks
Item # 13896, 13897, 13898, 13899, 13900, 13901

Package includes: Time for Kid NonFiction Readers
 Math Readers
 Primary Source Readers
 Science Readers
 Florida Kids Learn
 Writers Notebook

Our Federal Tax ID number is 33-000-4235. Please remit all purchase orders and payments to:

Teacher Created Materials
5301 Oceanus Drive
Huntington Beach, CA 92649
Phone #: 800-858-7339
Fax #: 888-877-7606

Respectfully,

Kathi Evans
Teacher Created Materials

Teacher Created Materials
5301 Oceanus Drive
Huntington Beach, CA 92649
P: 800-858-7339 / Fax: 888-877-7606
www.teachercreatedmaterials.com

The importance of preventing learning loss during summer and other away-from-instruction periods: a summary of the research

Extensive research has been conducted showing that significant learning loss takes place during summer breaks and other away-from-school time periods. In research conducted by Cooper et al.¹, the analysis showed that summer learning loss equaled at least one month of instruction. Especially vulnerable are mathematical computation skills and skills related to reading and writing, such as spelling skills.

In addition, children who speak a language at home other than English experience a setback in their English language skills without practice during school breaks.¹

In order to prevent and slow this learning loss, students must have access to grade appropriate activities and practice materials during their away-from-school time. *Kids Learn* was designed to bridge the away-from-school gap in instruction with activities that are based on standards of learning, as well as best practices in education and learning.

Kids Learn includes student-directed activities in mathematics, reading, and writing. The average learning loss in mathematical computation skills over the summer months is approximately 2.6 months of grade level equivalency.² Approximately 30% of the practice pages in *Kids Learn* provide basic mathematical skills review and computational practice. The remainder of the pages review reading and writing skills.

In addition to the general learning loss experienced during the summer, studies show that this loss contributes to the achievement gap in reading performance, especially between lower and higher income children.³ *Kids Learn* addresses this phenomenon by including both reading and writing activities. For example, students may be asked to read a passage or a book and write a directed/constructed response to it or they may be required to follow written directions in order to complete an activity. The reading selections are written at the reading level for the grade the students recently completed, maintaining their reading skills at an appropriate grade level.

The importance of the connection between reading and writing and how this connection improves both skill sets has been supported through research by Whyte (1985).⁴ *Kids Learn* offers many opportunities to make that all-important reading-writing connection. For example, each ten-page section includes an activity that requires the student to read a book and write about it.

And finally, studies show that students are most susceptible to losing facts and procedural skills during instructional breaks.⁵ That is why *Kids Learn* places a strong focus on

practicing and reinforcing basic skills such as phonics, punctuation, parts of speech, seeing patterns in number sequences, and knowing the value of coins and bills.

A synthesis and analysis of studies of learning suggests that there are nine factors that influence learning. The top two factors are:

1. Amount of time students engage in learning
2. Quality of the instructional experience including method and content.⁶

Kids Learn addresses both of those factors by extending the learning beyond the traditional school year, and by providing research- and standards-based activities that practice both basic skills, as well as higher level skills needed for success in school and beyond.

For additional research on the topic of summer learning loss, TCM recommends the influential article, *The Learning Season: Untapped Power of Summer to Advance Student Achievement*, written by Beth M. Miller, Ph.D. and commissioned by the Nellie Mae Foundation. This report is a synthesis of the latest research and data on how opportunities and experiences children have outside of school result in gaps in achievement-test scores. The author asserts “In fact, summer programs have the potential to close the test-score gaps in a way that thus far has alluded us” (pg. 3). To illustrate this potential, the author takes a look at why summer makes a difference for middle-class and lower-income families through the learning. Using data gathered from different types of summer programs implemented around the country, the author analyzes the efficacy of these programs and who participates in them. To conclude, the author makes policy recommendations, so all students have equal access to high-quality summer experiences. Through this report, the Nellie Mae Foundation hopes to spark public dialogue, policy changes, and on-going research about summer learning. This article can be accessed at <http://www.nmefdn.org/Research/>. Click on the link titled “New Nellie Mae Education Foundation Research Reveals that Summer Learning is more important than previously believed.”

References

1. *Summer Learning Loss: The Problem and Some Solutions*, Cooper, Harris (May 2003), from The Clearinghouse on Early Education and Parenting (CEEP), <http://ceep.crc.uluc.edu>.
2. Cooper, H., Nye, B., Charlton, K., Lindsay, J., & Greathouse, S. (1996). The effects of summer vacation on achievement in test scores: A narrative and meta-analytic review. *Review of Educational Research*, 66, 227-268.
3. Alexander, K.L., & Entwisle, D.R., (1996). Schools and children at risk. In A. Booth, & J.F. Dunn (Eds.). *Family-school links: How do they affect educational outcomes?* (pp. 67-89). Mahway, NJ: Erlbaum.
4. Whyte, S. (1985). *The Connection of Writing to Reading and its Effect on Reading Comprehension* (Report No. CS008609).
5. Cooper, G., & Sweller, J. (1987). Effects of schema acquisition and rule automation on mathematical problem-solving transfer. *Journal of Educational Psychology*, 79(4), 347-362.